



Ford Strengthens Position As America's No. 2 EV Brand; All-New Super Duty Off to Hot Start – Orders Exceed 50,000 in Five Days; '23MY Retail Orders up 134%; F-Series Expands Lead As No. 1 Truck; Bronco Sales Climb 48%



OCTOBER 2022 SALES

	Total Vehicle	Truck	SUV	EVs
Total U.S. Sales	158,327	87,205	67,266	6,261
Total Sales vs. Oct 2021	-10.0%	-7.7%	-14.1%	119.8%
Retail Sales vs. Oct 2021	-18.6%	-21.0%	-18.2%	79.1%

HIGHLIGHTS

- Ford's electric vehicle momentum continued in October with sales of its EV lineup up 120 percent over last year, about **two times the rate of growth of the overall EV segment**.
 - F-150 Lightning** continues as America's best-selling electric truck with sales of 2,436 – **its best monthly sales performance since its introduction this year**.
 - America's best-selling electric van, **E-Transit**, climbed 71.5 percent compared to September on sales of 770 vans.
 - Mustang Mach-E** sales grew 7.3 percent over last year on sales of 3,055
- Record demand for '23MY vehicles continues with retail orders up **134 percent over '22MY vehicles at this time last year**. Orders for '23MY vehicles totaled 255,000. **For the seventh straight month, about 50 percent of retail sales came from previously placed orders**. Year to date, retail share is up 1.2 percentage points.
- Order banks opened for the '23MY Super Duty on Oct. 27th with over 52,000 total new orders placed in five days – averaging more than 10,000 orders per day.
- Bronco SUV sales continue to expand – up **48.4 percent in October on sales of 10,928 vehicles**. **Ninety-one percent of Bronco's retail sales are coming from previously placed orders**.
- F-Series expands its lead through October as America's best-selling truck on total sales of **523,712 vehicles**. This extends F-Series' lead over its second-place competitor to 105,427 trucks this year.
- Ford's hot-selling Maverick truck turned on dealer lots in just 6 days last month with sales up **123 percent**. Maverick's conquest rate is over 60 percent, with its top competitive conquests outside of pickups coming from Civic, Honda CR-V and Toyota's RAV4.
- Ford's BlueCruise and Lincoln ActiveGlide technology now has more than **97,000 customers enrolled**. It has accumulated more than 28 million hands-free miles with a network of over 130,000 Blue Zone miles across North America.

About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, that is committed to helping build a better world, where every person is free to move and pursue their dreams. The company's Ford+ plan for growth and value creation combines existing strengths, new capabilities and always-on relationships with customers to enrich experiences for and deepen the loyalty of those customers. Ford develops and delivers innovative, must-have Ford trucks, sport utility vehicles, commercial vans and cars and Lincoln luxury vehicles, as well as connected services. Additionally, Ford is establishing leadership positions in mobility solutions, including self-driving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 176,000 people worldwide. More information about the company, its products and Ford Credit is available at corporate.ford.com.

*U.S. sales volume reflects transactions with (i) retail and fleet customers (as reported by dealers), (ii) government and (iii) Ford management. Average transaction pricing based on J.D. Power and Associates PIN data.

"Ford continues to see strong demand for its vehicles, with orders for '23MY vehicles up 134 percent over this time last year. The all-new Super Duty saw a record 52,000 orders in just five days. The F-Series continued as America's No. 1 truck, expanding its lead over our second-place competitor to more than 100,000 trucks this year. We doubled our electric vehicle sales. F-150 Lightning had its best monthly sales performance since launch."

– **Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue**

MUST-HAVE PRODUCTS



Ford Pro

Ford Pro's suite of software, charging, services and financing are being used by businesses large and small to lower costs and accelerate productivity. Sales of America's top-selling electric commercial van, the E-Transit were up 71.5 percent compared to September. Through October this year, E-Transit sales totaled 5,157 electric vans. This is 11 times more than Rivian's EDV700 van. Sales of the Transit, America's best-selling gas van, were up 35.6 percent over last year on sales of 10,663 vans.



Ford Electric

Despite tight inventories, due to limited production, Ford's October share of the electric vehicle segment was up 2.2 percentage points over last year with 8.9 percent share. Ford ranks No. 2 in EV sales behind only Tesla. Ford sales of electric trucks, including Lightning and E-Transit, totaled 3,206 – up 35.4 percent over September and our best electric truck performance since launch. Ford's electric vehicle portfolio has been conquering at over 60 percent this year.



Ford Trucks

Maverick sales were up 123 percent over year ago on sales of 9,233 trucks and turning on dealer lots in just 6 days. The Maverick Hybrid accounted for about 47 percent of those sales. Over 67 percent of retail sales of the new Super Duty last month came from previously placed orders.



Ford SUV

Bronco sales totaled 10,928 and were up 48.4 percent. Bronco is turning on dealer lots in just 9 days, with 91 percent of Bronco's retail sales coming from previously placed orders. Combined, Bronco and Bronco Sport sales totaled 18,300 for the month – up 10.5 percent over last year.



Lincoln SUVs

On improved inventory flow, Lincoln Navigator sales increased 8.5 percent. In October, 91.5 percent of Navigator's retail sales came from previously placed orders. Sales of Lincoln's Corsair totaled 2,590, representing a 2.2 percent gain over last year.

FORD MOTOR COMPANY OCTOBER 2022 U.S. SALES

	<u>October</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
SALES BY BRAND						
Ford	151,131	167,572	-9.8	1,468,705	1,499,114	-2.0
Lincoln	<u>7,196</u>	<u>8,346</u>	-13.8	<u>70,116</u>	<u>74,308</u>	-5.6
Total vehicles	158,327	175,918	-10.0	1,538,821	1,573,422	-2.2
SALES BY TYPE						
Cars	3,856	3,142	22.7	40,529	59,048	-31.4
SUVs	67,266	78,327	-14.1	725,608	677,106	7.2
Trucks	<u>87,205</u>	<u>94,449</u>	-7.7	<u>772,684</u>	<u>837,268</u>	-7.7
Total vehicles	158,327	175,918	-10.0	1,538,821	1,573,422	-2.2
FORD BRAND						
Fusion	0	33	-100.0	0	11,711	-100.0
GT	8	12	-33.3	83	115	-27.8
Mustang	<u>3,848</u>	<u>3,076</u>	25.1	<u>40,446</u>	<u>44,141</u>	-8.4
Ford Cars	3,856	3,121	23.6	40,529	55,967	-27.6
EcoSport	1,611	1,398	15.2	27,797	35,892	-22.6
Bronco Sport	7,372	9,201	-19.9	87,348	90,405	-3.4
Escape	9,966	13,500	-26.2	119,277	125,291	-4.8
Bronco	10,928	7,364	48.4	97,315	17,568	453.9
Mustang Mach-E	3,055	2,848	7.3	31,144	21,703	43.5
Edge	5,133	9,329	-45.0	72,756	64,280	13.2
Explorer	15,887	20,714	-23.3	172,130	180,888	-4.8
Expedition	<u>6,118</u>	<u>5,648</u>	8.3	<u>47,725</u>	<u>69,852</u>	-31.7
Ford SUVs	60,070	70,002	-14.2	655,492	605,879	8.2
F-Series	56,405	68,259	-17.4	523,712	603,090	-13.2
<i>Memo: F-150 Lightning (electric)</i>	2,436	0	N/A	11,196	0	N/A
Ranger	4,009	7,218	-44.5	50,302	79,924	-37.1
Maverick	9,233	4,140	123.0	61,035	4,646	1,213.7
E-Series	3,692	4,078	-9.5	25,915	30,545	-15.2
Transit	10,663	7,862	35.6	78,996	86,661	-8.8
<i>Memo: E-Transit</i>	770	0	N/A	5,157	0	N/A
Transit Connect	1,793	1,438	24.7	21,976	21,059	4.4
Heavy trucks	<u>1,410</u>	<u>1,454</u>	-3.0	<u>10,748</u>	<u>11,343</u>	-5.2
Ford Trucks	<u>87,205</u>	<u>94,449</u>	-7.7	<u>772,684</u>	<u>837,268</u>	-7.7
Ford Brand	151,131	167,572	-9.8	1,468,705	1,499,114	-2.0
LINCOLN BRAND						
MKZ	0	5	-100.0	0	1,670	-100.0
Continental	<u>0</u>	<u>16</u>	-100.0	<u>0</u>	<u>1,411</u>	-100.0
Lincoln Cars	0	21	-100.0	0	3,081	-100.0
Corsair/MKC	2,590	2,535	2.2	22,867	19,540	17.0
Nautilus/MKX	1,330	2,458	-45.9	18,127	20,634	-12.1
Aviator	1,976	2,134	-7.4	18,672	17,608	6.0
Navigator	<u>1,300</u>	<u>1,198</u>	8.5	<u>10,450</u>	<u>13,445</u>	-22.3
Lincoln SUVs	<u>7,196</u>	<u>8,325</u>	-13.6	<u>70,116</u>	<u>71,227</u>	-1.6
Lincoln Brand	7,196	8,346	-13.8	70,116	74,308	-5.6

CONTACT

Ford Motor Company

OCT 2022 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	9.2
GT	0.0
Ford Cars	9.2
Escape	28.2
Bronco Sport	16.5
Mustang Mach-E	6.1
EcoSport	2.2
Edge	7.9
Bronco	12.3
Explorer	34.6
Expedition	9.8
Ford SUVs	117.7
Corsair	6.1
Nautilus	2.1
Aviator	2.5
Navigator	1.5
Lincoln SUVs	12.3
Total SUVs	129.9
Econoline Van	11.1
Transit Connect (Tourneo)	2.3
Transit Van	22.7
Maverick	9.5
Ranger	6.6
F-Series	149.7
Medium/Heavy	4.9
Ford Trucks	206.8
Total Car, Utility, Truck	346.0

OCTOBER 2022 PRODUCTION

2022 Calendar Year Production By Plant

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
<u>Flat Rock</u>													
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281			53,601
<u>Chicago Main</u>													
Ford Explorer	23,553	12,403	28,081	21,018	17,127	16,237	25,608	13,555	17,590	21,912			197,084
Lincoln Aviator	2,188	1,272	3,233	2,449	1,707	1,761	2,873	1,478	1,862	2,303			21,126
<u>Chicago SHO</u>													
Ford Explorer	1,186	870	2,116	968	1,174	1,129	1,237	955	1,476	1,408			12,519
Lincoln Aviator	109	154	239	290	163	202	521	86	252	-			2,016
<u>Cuautitlan</u>													
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534			63,345
<u>Dearborn Truck Plant</u>													
Ford F-Series (F-150)	28,371	10,987	26,041	20,024	28,213	20,035	22,613	33,352	27,806	27,237			244,679
<u>Detroit Chassis Plant</u>													
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544			17,441
<u>Hermosillo</u>													
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570			116,626
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131			77,284
<u>Kansas City (SUV)</u>													
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441			107,095
<u>Kansas City (Truck)</u>													
Ford F-Series (F-150)	15,015	10,415	24,696	14,867	23,863	26,276	21,141	24,465	25,777	20,069			206,584
<u>Kentucky Truck</u>													
Ford F-Series (Super Duty)	10,629	18,944	23,071	28,151	25,595	29,038	16,502	32,177	27,395	31,393			242,895
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647			56,035
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109			14,637
<u>Louisville Assembly</u>													
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437			166,770
Lincoln Corsair	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783			31,515
<u>Michigan Assembly</u>													
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746			53,279
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467			115,935
<u>Multimatic</u>													
Ford GT	18	19	23	20	21	21	20	21	17	16			196
<u>Oakville</u>													
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140			83,098
Lincoln Nautilus	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087			21,671
<u>Ohio Assembly</u>													
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215			31,675
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582			12,557
Super Duty	459	614	777	1,852	1,734	1,769	1,028	2,509	2,511	1,655			14,908
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	213,707	-	-	1,964,571

2022 Calendar Year Production By Vehicle Line

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570	-	-	116,626
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	-	-	77,284
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281	-	-	53,601
Ford GT	18	19	23	20	21	21	20	21	17	16	-	-	196
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	-	-	53,279
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	-	-	115,935
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	-	-	63,345
Ford F-Series (F-150)	43,386	21,402	50,737	34,891	52,076	46,311	43,754	57,817	53,583	47,306	-	-	451,263
Ford F-Series (Super Duty)	11,088	19,558	23,848	30,003	27,329	30,807	17,530	34,686	29,906	33,048	-	-	257,803
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	-	-	56,035
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	-	-	14,637
Ford Explorer	24,739	13,273	30,197	21,986	18,301	17,366	26,845	14,510	19,066	23,320	-	-	209,603
Lincoln Aviator	2,297	1,426	3,472	2,739	1,870	1,963	3,394	1,564	2,114	2,303	-	-	23,142
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	-	-	107,095
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	-	-	166,770
Lincoln MKC	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783	-	-	31,515
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140	-	-	83,098
Lincoln MKX	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087	-	-	21,671
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215	-	-	31,675
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582	-	-	12,557
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544	-	-	17,441
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	213,707	-	-	1,964,571