

FORD MOTOR COMPANY FEBRUARY 2024 U.S. SALES

	<u>February</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2024</u>	<u>2023</u>	<u>Change</u>	<u>2024</u>	<u>2023</u>	<u>Change</u>
SALES BY PROPULSION						
Electric Vehicles	6,368	3,523	80.8	11,042	8,770	25.9
Hybrid Vehicles	12,045	9,157	31.5	23,202	16,973	36.7
Internal Combustion	<u>155,779</u>	<u>144,926</u>	7.5	<u>292,565</u>	<u>278,219</u>	5.2
Total vehicles	174,192	157,606	10.5	326,809	303,962	7.5
SALES BY TYPE						
SUVs	84,902	68,620	23.7	153,022	131,394	16.5
Trucks	85,175	84,015	1.4	165,901	163,587	1.4
Cars	<u>4,115</u>	<u>4,971</u>	-17.2	<u>7,886</u>	<u>8,981</u>	-12.2
Total vehicles	174,192	157,606	10.5	326,809	303,962	7.5
FORD BRAND						
EcoSport	0	624	-100.0	0	1,199	-100.0
Bronco Sport	10,707	8,908	20.2	20,528	18,346	11.9
Escape	13,227	6,447	105.2	24,116	14,325	68.3
Bronco	8,186	12,113	-32.4	15,613	22,283	-29.9
Mustang Mach-E	2,930	1,783	64.3	4,225	4,409	-4.2
Edge	13,363	6,513	105.2	20,765	11,482	80.8
Explorer	19,611	19,174	2.3	38,446	34,791	10.5
Expedition	<u>8,379</u>	<u>6,899</u>	21.5	<u>13,845</u>	<u>12,592</u>	10.0
Ford SUVs	76,403	62,461	22.3	137,538	119,427	15.2
F-Series	51,829	54,995	-5.8	100,531	109,996	-8.6
<i>Memo: F-150 Lightning (electric)</i>	2,578	1,336	93.0	4,836	3,600	34.3
Ranger	0	3,962	-100.0	303	6,833	-95.6
Maverick	13,262	7,648	73.4	25,705	13,920	84.7
E-Series	3,543	3,514	0.8	6,623	6,362	4.1
Transit	13,410	11,208	19.6	27,601	21,337	29.4
<i>Memo: E-Transit</i>	860	404	112.9	1,981	761	160.3
Transit Connect	2,004	1,459	37.4	3,274	2,624	24.8
Heavy Trucks	<u>1,127</u>	<u>1,229</u>	-8.3	<u>1,864</u>	<u>2,515</u>	-25.9
Ford Trucks	85,175	84,015	1.4	165,901	163,587	1.4
GT	0	12	-100.0	0	18	-100.0
Mustang	<u>4,115</u>	<u>4,959</u>	-17.0	<u>7,886</u>	<u>8,963</u>	-12.0
Ford Cars	<u>4,115</u>	<u>4,971</u>	-17.2	<u>7,886</u>	<u>8,981</u>	-12.2
Ford Brand	165,693	151,447	9.4	311,325	291,995	6.6
LINCOLN BRAND						
Corsair	1,984	1,361	45.8	4,040	2,978	35.7
Nautilus	3,396	1,735	95.7	5,430	3,343	62.4
Aviator	1,926	1,821	5.8	3,785	2,995	26.4
Navigator	<u>1,193</u>	<u>1,242</u>	-3.9	<u>2,229</u>	<u>2,651</u>	-15.9
Lincoln SUVs	8,499	6,159	38.0	15,484	11,967	29.4
Lincoln Brand	8,499	6,159	38.0	15,484	11,967	29.4

Ford Motor Company
FEB 2024 GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	16.8
GT	-
Ford Cars	16.8
Escape	25.1
Bronco Sport	28.5
Mustang Mach-E	20.1
EcoSport	-
Edge	22.8
Bronco	23.5
Explorer	49.0
Expedition	13.7
Ford SUVs	182.7
Corsair	8.0
Nautilus	11.9
Aviator	8.7
Navigator	4.4
Lincoln SUVs	33.0
Total SUVs	215.6
E-Series Van	11.3
Transit Connect (Tourneo)	5.2
Transit Van	36.9
Maverick	19.8
Ranger	-
F-Series	139.9
Medium/Heavy	5.6
Ford Trucks	218.7
Total Car, Utility, Truck	451.2

2024 Calendar Year Production By Plant

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Full Year</u>
<u>Flat Rock</u>													
Ford Mustang	5,926	6,775	-	-	-	-	-	-	-	-	-	-	12,701
<u>Chicago Main</u>													
Ford Explorer	21,835	24,482	-	-	-	-	-	-	-	-	-	-	46,317
Lincoln Aviator	2,854	3,202	-	-	-	-	-	-	-	-	-	-	6,056
<u>Chicago SHO</u>													
Ford Explorer	-	-	-	-	-	-	-	-	-	-	-	-	-
Lincoln Aviator	-	-	-	-	-	-	-	-	-	-	-	-	-
<u>Cuautitlan</u>													
Mustang Mach-E	3,454	2,315	-	-	-	-	-	-	-	-	-	-	5,769
<u>Dearborn Truck Plant</u>													
Ford F-Series (F-150)	16,106	27,628	-	-	-	-	-	-	-	-	-	-	43,734
<u>Detroit Chassis Plant</u>													
Stripped Chassis	422	433	-	-	-	-	-	-	-	-	-	-	855
<u>Hermosillo</u>													
Bronco Sport	14,639	14,221	-	-	-	-	-	-	-	-	-	-	28,860
Maverick	16,269	14,316	-	-	-	-	-	-	-	-	-	-	30,585
<u>Kansas City (SUV)</u>													
Ford Transit	15,646	17,417	-	-	-	-	-	-	-	-	-	-	33,063
<u>Kansas City (Truck)</u>													
Ford F-Series (F-150)	10,262	25,147	-	-	-	-	-	-	-	-	-	-	35,409
<u>Kentucky Truck</u>													
Ford F-Series (Super Duty)	30,980	30,570	-	-	-	-	-	-	-	-	-	-	61,550
Ford Expedition	9,324	9,493	-	-	-	-	-	-	-	-	-	-	18,817
Lincoln Navigator	1,587	1,635	-	-	-	-	-	-	-	-	-	-	3,222
<u>Louisville Assembly</u>													
Ford Escape	15,723	15,472	-	-	-	-	-	-	-	-	-	-	31,195
Lincoln Corsair	3,035	3,151	-	-	-	-	-	-	-	-	-	-	6,186
<u>Michigan Assembly</u>													
Ranger	2,644	2,871	-	-	-	-	-	-	-	-	-	-	5,515
Bronco	12,143	12,659	-	-	-	-	-	-	-	-	-	-	24,802
<u>Multimatic</u>													
	-	-	-	-	-	-	-	-	-	-	-	-	-
<u>Oakville</u>													
Ford Edge	9,451	15,167	-	-	-	-	-	-	-	-	-	-	24,618
Lincoln Nautilus	-	-	-	-	-	-	-	-	-	-	-	-	-
<u>Ohio Assembly</u>													
Ford Econoline	2,983	4,645	-	-	-	-	-	-	-	-	-	-	7,628
Medium Truck	1,318	1,831	-	-	-	-	-	-	-	-	-	-	3,149
Super Duty	<u>2,510</u>	<u>2,867</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>5,377</u>
Total Production	199,111	236,297	-	-	-	-	-	-	-	-	-	-	435,408

2024 Calendar Year Production By Vehicle Line

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Full Year</u>
Bronco Sport	14,639	14,221	-	-	-	-	-	-	-	-	-	-	28,860
Maverick	16,269	14,316	-	-	-	-	-	-	-	-	-	-	30,585
Ford Mustang	5,926	6,775	-	-	-	-	-	-	-	-	-	-	12,701
	-	-	-	-	-	-	-	-	-	-	-	-	-
Ranger	2,644	2,871	-	-	-	-	-	-	-	-	-	-	5,515
Bronco	12,143	12,659	-	-	-	-	-	-	-	-	-	-	24,802
Mustang Mach-E	3,454	2,315	-	-	-	-	-	-	-	-	-	-	5,769
Ford F-Series (F-150)	26,368	52,775	-	-	-	-	-	-	-	-	-	-	79,143
Ford F-Series (Super Duty)	33,490	33,437	-	-	-	-	-	-	-	-	-	-	66,927
Ford Expedition	9,324	9,493	-	-	-	-	-	-	-	-	-	-	18,817
Lincoln Navigator	1,587	1,635	-	-	-	-	-	-	-	-	-	-	3,222
Ford Explorer	21,835	24,482	-	-	-	-	-	-	-	-	-	-	46,317
Lincoln Aviator	2,854	3,202	-	-	-	-	-	-	-	-	-	-	6,056
Ford Transit	15,646	17,417	-	-	-	-	-	-	-	-	-	-	33,063
Ford Escape	15,723	15,472	-	-	-	-	-	-	-	-	-	-	31,195
Lincoln Corsair	3,035	3,151	-	-	-	-	-	-	-	-	-	-	6,186
Ford Edge	9,451	15,167	-	-	-	-	-	-	-	-	-	-	24,618
Lincoln Nautilus	-	-	-	-	-	-	-	-	-	-	-	-	-
Ford Econoline	2,983	4,645	-	-	-	-	-	-	-	-	-	-	7,628
Medium Truck	1,318	1,831	-	-	-	-	-	-	-	-	-	-	3,149
Stripped Chassis	<u>422</u>	<u>433</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>855</u>
Total Production	199,111	236,297	-	-	-	-	-	-	-	-	-	-	435,408