

FORD MOTOR COMPANY JULY 2024 U.S. SALES

	<u>July</u>		<u>%</u> <u>Change</u>	<u>Year-to-Date</u>		<u>%</u> <u>Change</u>
	<u>2024</u>	<u>2023</u>		<u>2024</u>	<u>2023</u>	
SALES BY PROPULSION						
Electric Vehicles	8,242	6,280	31.2	52,422	31,989	63.9
Hybrid Vehicles	16,825	11,447	47.0	109,068	73,100	49.2
Internal Combustion	<u>148,156</u>	<u>155,912</u>	-5.0	<u>1,055,866</u>	<u>1,076,118</u>	-1.9
Total vehicles	173,223	173,639	-0.2	1,217,356	1,181,207	3.1
SALES BY TYPE						
SUVs	66,868	71,755	-6.8	522,152	504,196	3.6
Trucks	103,146	100,651	2.5	664,551	650,276	2.2
Cars	<u>3,209</u>	<u>1,233</u>	160.3	<u>30,653</u>	<u>26,735</u>	14.7
Total vehicles	173,223	173,639	-0.2	1,217,356	1,181,207	3.1
FORD BRAND						
EcoSport	0	0	N/A	0	2,508	-100.0
Bronco Sport	13,449	12,939	3.9	73,203	76,082	-3.8
Escape	10,472	12,413	-15.6	85,010	77,252	10.0
Bronco	8,902	12,755	-30.2	59,054	71,335	-17.2
Mustang Mach-E	4,592	3,937	16.6	26,826	17,977	49.2
Edge	3,981	9,633	-58.7	55,660	56,117	-0.8
Explorer	12,887	8,664	48.7	117,690	113,087	4.1
Expedition	<u>4,983</u>	<u>4,753</u>	4.8	<u>48,290</u>	<u>44,119</u>	9.5
Ford SUVs	59,266	65,094	-9.0	465,733	458,477	1.6
F-Series	68,992	68,536	0.7	421,398	451,429	-6.7
<i>Memo: F-150 Lightning (electric)</i>	2,822	1,552	81.8	18,467	10,309	79.1
Ranger	5,386	4,315	24.8	20,561	28,433	-27.7
Maverick	12,941	7,627	69.7	90,054	50,126	79.7
E-Series	2,785	4,558	-38.9	23,053	24,078	-4.3
Transit	11,635	13,516	-13.9	93,799	77,562	20.9
<i>Memo: E-Transit</i>	828	791	4.7	7,129	3,703	92.5
Transit Connect	371	1,095	-66.1	7,798	9,842	-20.8
Heavy Trucks	<u>1,036</u>	<u>1,004</u>	3.2	<u>7,888</u>	<u>8,806</u>	-10.4
Ford Trucks	103,146	100,651	2.5	664,551	650,276	2.2
GT	0	0	N/A	0	31	-100.0
Mustang	<u>3,209</u>	<u>1,233</u>	160.3	<u>30,653</u>	<u>26,704</u>	14.8
Ford Cars	<u>3,209</u>	<u>1,233</u>	160.3	<u>30,653</u>	<u>26,735</u>	14.7
Ford Brand	165,621	166,978	-0.8	1,160,937	1,135,488	2.2
LINCOLN BRAND						
Corsair	2,450	2,559	-4.3	15,299	12,190	25.5
Nautilus	3,097	2,438	27.0	20,601	14,794	39.3
Aviator	369	164	125.0	12,283	8,377	46.6
Navigator	<u>1,686</u>	<u>1,500</u>	12.4	<u>8,236</u>	<u>10,358</u>	-20.5
Lincoln SUVs	7,602	6,661	14.1	56,419	45,719	23.4
Lincoln Brand	7,602	6,661	14.1	56,419	45,719	23.4

Ford Motor Company
JULY 2024 U.S. GROSS STOCKS

	Gross Stock Units (000)
Mustang	8.3
GT	-
Ford Cars	8.3
Escape	28.3
Bronco Sport	31.5
Mustang Mach-E	16.4
EcoSport	-
Edge	13.8
Bronco	27.3
Explorer	26.9
Expedition	17.0
Ford SUVs	161.3
Corsair	9.8
Nautilus Gas	7.2
Aviator	5.4
Navigator	7.5
Lincoln SUVs	36.2
Total SUVs	197.5
E-Series Van	11.7
Transit Connect (Tourneo)	1.0
Transit Van	32.1
Maverick	18.9
Ranger	12.7
F-Series	206.0
Medium/Heavy	6.5
Ford Trucks	288.9
Total Car, Utility, Truck	494.7

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	6,337	5,422	5,440	3,031	-	-	-	-	-	-	32,931
<u>Chicago Main</u>													
Ford Explorer	21,835	24,482	24,692	20,097	8,442	12,790	12,254	-	-	-	-	-	124,592
Lincoln Aviator	2,854	3,202	3,175	1,601	384	2,171	1,967	-	-	-	-	-	15,354
<u>Chicago SHO</u>													
Ford Explorer	-	-	-	-	-	-	-	-	-	-	-	-	-
Lincoln Aviator	-	-	-	-	-	-	-	-	-	-	-	-	-
<u>Cuautitlan</u>													
Mustang Mach-E	3,454	2,315	-	5,192	6,714	5,347	4,351	-	-	-	-	-	27,373
<u>Dearborn Truck Plant</u>													
Ford F-Series (F-150)	16,106	27,628	27,535	24,065	28,534	24,794	15,745	-	-	-	-	-	164,407
<u>Detroit Chassis Plant</u>													
Stripped Chassis	422	433	503	526	543	448	485	-	-	-	-	-	3,360
<u>Hermosillo</u>													
Bronco Sport	14,639	14,221	11,389	15,572	16,999	16,523	7,377	-	-	-	-	-	96,720
Maverick	16,269	14,316	13,156	17,669	17,468	16,509	7,723	-	-	-	-	-	103,110
<u>Kansas City (SUV)</u>													
Ford Transit	15,646	17,417	14,018	15,968	17,034	15,816	7,051	-	-	-	-	-	102,950
<u>Kansas City (Truck)</u>													
Ford F-Series (F-150)	10,262	25,147	25,738	27,524	25,575	26,409	13,119	-	-	-	-	-	153,774
<u>Kentucky Truck</u>													
Ford F-Series (Super Duty)	30,980	30,570	33,286	33,280	31,385	28,892	27,508	-	-	-	-	-	215,901
Ford Expedition	9,324	9,493	9,806	8,999	8,722	6,876	4,747	-	-	-	-	-	57,967
Lincoln Navigator	1,587	1,635	1,614	1,839	2,294	1,860	1,268	-	-	-	-	-	12,097
<u>Louisville Assembly</u>													
Ford Escape	15,723	15,472	18,368	15,788	19,784	16,571	11,440	-	-	-	-	-	113,146
Lincoln Corsair	3,035	3,151	3,520	2,060	1,989	3,161	2,066	-	-	-	-	-	18,982
<u>Michigan Assembly</u>													
Ranger	2,644	2,871	6,707	7,590	7,026	6,697	3,982	-	-	-	-	-	37,517
Bronco	12,143	12,659	9,833	11,395	11,817	11,518	7,810	-	-	-	-	-	77,175
<u>Multimatic</u>													
	-	-	-	-	-	-	-	-	-	-	-	-	-
<u>Oakville</u>													
Ford Edge	9,451	15,167	15,073	11,748	2,739	-	-	-	-	-	-	-	54,178
Lincoln Nautilus	-	-	-	-	-	-	-	-	-	-	-	-	-
<u>Ohio Assembly</u>													
Ford Econoline	2,983	4,645	4,313	3,953	4,228	3,030	1,136	-	-	-	-	-	24,288
Medium Truck	1,318	1,831	1,658	1,514	1,693	1,504	714	-	-	-	-	-	10,232
Super Duty	<u>2,510</u>	<u>2,867</u>	<u>3,542</u>	<u>2,777</u>	<u>3,370</u>	<u>2,339</u>	<u>2,721</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>20,126</u>
Total Production	199,111	236,297	234,263	234,579	222,180	206,286	133,464	-	-	-	-	-	1,466,180

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	11,389	15,572	16,999	16,523	7,377	-	-	-	-	-	96,720
Maverick	16,269	14,316	13,156	17,669	17,468	16,509	7,723	-	-	-	-	-	103,110
Ford Mustang	5,926	6,775	6,337	5,422	5,440	3,031	-	-	-	-	-	-	32,931
	-	-	-	-	-	-	-	-	-	-	-	-	-
Ranger	2,644	2,871	6,707	7,590	7,026	6,697	3,982	-	-	-	-	-	37,517
Bronco	12,143	12,659	9,833	11,395	11,817	11,518	7,810	-	-	-	-	-	77,175
Mustang Mach-E	3,454	2,315	-	5,192	6,714	5,347	4,351	-	-	-	-	-	27,373
Ford F-Series (F-150)	26,368	52,775	53,273	51,589	54,109	51,203	28,864	-	-	-	-	-	318,181
Ford F-Series (Super Duty)	33,490	33,437	36,828	36,057	34,755	31,231	30,229	-	-	-	-	-	236,027
Ford Expedition	9,324	9,493	9,806	8,999	8,722	6,876	4,747	-	-	-	-	-	57,967
Lincoln Navigator	1,587	1,635	1,614	1,839	2,294	1,860	1,268	-	-	-	-	-	12,097
Ford Explorer	21,835	24,482	24,692	20,097	8,442	12,790	12,254	-	-	-	-	-	124,592
Lincoln Aviator	2,854	3,202	3,175	1,601	384	2,171	1,967	-	-	-	-	-	15,354
Ford Transit	15,646	17,417	14,018	15,968	17,034	15,816	7,051	-	-	-	-	-	102,950
Ford Escape	15,723	15,472	18,368	15,788	19,784	16,571	11,440	-	-	-	-	-	113,146
Lincoln Corsair	3,035	3,151	3,520	2,060	1,989	3,161	2,066	-	-	-	-	-	18,982
Ford Edge	9,451	15,167	15,073	11,748	2,739	-	-	-	-	-	-	-	54,178
Lincoln Nautilus	-	-	-	-	-	-	-	-	-	-	-	-	-
Ford Econoline	2,983	4,645	4,313	3,953	4,228	3,030	1,136	-	-	-	-	-	24,288
Medium Truck	1,318	1,831	1,658	1,514	1,693	1,504	714	-	-	-	-	-	10,232
Stripped Chassis	<u>422</u>	<u>433</u>	<u>503</u>	<u>526</u>	<u>543</u>	<u>448</u>	<u>485</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>3,360</u>
Total Production	199,111	236,297	234,263	234,579	222,180	206,286	133,464	-	-	-	-	-	1,466,180