



Ford Third Quarter U.S. Sales Rise 8.2%; Seven Consecutive Months of Sales Growth on Trucks, SUVs, Electrified Vehicles; Paid Software Grows

- F-Series tops 600,000 trucks year to date, on pace for 49 straight years as America's best-selling truck
- Record quarter electrified vehicle sales; Mustang Mach-E, record quarter up 50.7%
- Expedition posts best third quarter in 20 years; Bronco sets another record
- Ford Pro paid-software subscriptions about 815,000, up 30% year over year
- BlueCruise hands-free highway driving exceeds 7 million cumulative hours

DEARBORN, Mich., Oct. 1, 2025 – Ford Motor Company extended its growth streak in the third quarter, increasing U.S. sales 8.2% year over year and marking seven consecutive months of sales gains as customers continued to choose Ford's unmatched lineup of gas, hybrid, and electric vehicles — supported by fast-growing digital services from Ford Pro.

"This quarter's growth showcases our portfolio's unmatched flexibility and breadth," said Andrew Frick, president, Ford Blue and Model e. "We saw strong performance in gas, hybrid, and electrified powertrains, while at the same time growing our paid software solutions, all embedded in vehicles such as Expedition, Explorer and F-150."

By the Numbers (Third Quarter)

- Total sales: 545,522 (+8.2%)
- Total pickups & vans: 313,654 (+7.4%)
- F-Series: 620,580 YTD – America's best-selling truck (+12.7% YTD)
- Electrified vehicles (hybrid, PHEV, BEV): 85,789 (+19.8%); 15.7% of mix
- Expedition: 21,844 – best third quarter in 20 years (+47.4%)
- Ford Pro paid software subs: about 815,000 (+30%)
- BlueCruise hands-free driving: exceed 7 million cumulative hours

Trucks: Unmatched Powertrain Choice Powers Growth

- F-Series sold 207,732 vehicles in Q3 (+4.7%), bringing the 2025 total to 620,580 trucks outselling its nearest competitor by an estimated 170,000 trucks.
- Maverick recorded a third-quarter record with 34,848 sales; nearly 60% of buyers are new to Ford. Year to date, Maverick sales of 120,904 are up 10.9%.

Electrified Vehicles: Best Third Quarter Ever

Ford sold a record 85,789 electrified vehicles in the third quarter, up 19.8%. Year to date electrified sales reached 242,298 (+16.5%), outselling the estimated combined electrified sales of GM and Stellantis. Electrified vehicles represented 15.7% of Ford's Q3 sales, up from 13.5% in Q2.

Hybrids

- Hybrid sales hit a Q3 record at 55,177 vehicles.
- F-150 Hybrid posted 22,212 sales in Q3 (+10.3%), remaining America's best-selling full-size hybrid pickup.
- Maverick Hybrid sales climbed to 63,516 YTD (+11.5%), leading midsize hybrid pickups.

Electric Vehicles

- Ford electric vehicles achieved a new quarterly sales record with 30,612 sales (+30.2%).
- Mustang Mach-E recorded its best-ever quarterly sales since going on sale in 2020: 20,177 (+50.7 %).
- F-150 Lightning delivered a third quarter record 10,005 pickups (+39.7 %), continuing as America's best-selling electric pickup.

SUVs: Expedition, Explorer, Bronco Drive Growth

- Expedition sales soared 47.4% to 21,844 — its best third quarter in two decades. April through August, segment share has grown to 23%, up nearly five points compared to the same period a year ago.
- Navigator added 4,957 sales (+10.5%), putting year to date volume at 16,370 — its best pace since 2007.
- Bronco notched its best third quarter ever with 37,858 sales (+41.3%); Bronco family (Bronco + Bronco Sport) hit 68,681 (+11.9%).
- Explorer, America's best-selling three-row SUV, jumped 33.3% to 55,000; Year to date sales of 160,929 are the strongest since 2018.
- Off-road performance trims (Raptor, Tremor, Timberline, FX4) account for 20.8% of Ford's U.S. mix YTD, up 2.4 points compared to a year ago.

Commercial Leadership: Ford Pro Expands

Ford remains No. 1 in commercial vehicles, based on Ford's analysis of the most recent registration data through July with Class 1-7 truck and van share rising to 43% (+0.8 points year over year). Ford police vehicles also lead their segment and grew share with 60.6% share (+9.6 points year-over-year).

Transit remained America's best-selling van with 42,503 sales (+32.3%), the nameplate's second-best third quarter ever. Super Duty also gained, up 4.7%.

Digital & Services: Momentum Continues for Ford Pro Intelligence and BlueCruise

- Ford Pro Intelligence paid software subscriptions grew by approximately 30% year-over-year in the third quarter with about 815,000 active subscriptions today.
- BlueCruise hands-free highway driving surpassed 7 million cumulative hours at the end of the third quarter, with updates continuing to provide new hands-free capability to earlier model year vehicles.

On Sept. 23, Ford announced the rollout of its first BlueCruise over-the-air software update to eligible truck owners. Model year 2022-2023 F-150 and F-150 Lightning customers, along with 2024 F-150 Lightning customers, received BlueCruise 1.4, enabling new capabilities like hands-free lane changes.

Mobile Service Expansion

Ford's U.S. Mobile Service fleet grew to more than 4,200 units (+12% year-over-year). In Q3 alone, dealers completed over 950,000 remote service experiences, bringing the 2025 total to over 2.8 million and enhancing convenience for owners nationwide.

Looking Ahead

The recently revealed Explorer Tremor and F-150 Lobo street truck begin shipping in Q4. Explorer Tremor brings an available 400-horsepower EcoBoost engine and added off-road capability, while F-150 Lobo offers a lowered stance, 5.0-liter V8 and unique street-performance style — further expanding Ford's performance-oriented lineup.

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About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, 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 customers and deepen their loyalty. Ford develops and delivers innovative, must-have Ford trucks, sport utility vehicles, commercial vans and cars and Lincoln luxury vehicles, along with connected services. The company offers freedom of choice through three customer-centered business segments: Ford Blue, engineering iconic gas-powered and hybrid vehicles; Ford Model e, inventing breakthrough electric vehicles ("EVs") along with embedded software that defines always-on digital experiences for all customers; and Ford Pro, helping commercial customers transform and expand their businesses with vehicles and services tailored to their needs. Additionally, the Company provides financial services through Ford Motor Credit Company. Ford employs about 169,000 people worldwide. More information about the company and its products and services is available at corporate.ford.com.

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FORD MOTOR COMPANY Q3 2025 U.S. SALES

	<u>Q3</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2025</u>	<u>2024</u>	<u>Change</u>	<u>2025</u>	<u>2024</u>	<u>Change</u>
SALES BY PROPULSION						
Total Electrified Vehicles	85,789	71,610	19.8	242,298	208,033	16.5
<i>Electric Vehicles</i>	<i>30,612</i>	<i>23,509</i>	<i>30.2</i>	<i>69,600</i>	<i>67,689</i>	<i>2.8</i>
<i>Hybrid Vehicles</i>	<i>55,177</i>	<i>48,101</i>	<i>14.7</i>	<i>172,698</i>	<i>140,344</i>	<i>23.1</i>
Internal Combustion	<u>459,733</u>	<u>432,429</u>	6.3	<u>1,416,610</u>	<u>1,340,139</u>	5.7
Total vehicles	545,522	504,039	8.2	1,658,908	1,548,172	7.2
SALES BY TYPE						
SUVs	222,601	202,988	9.7	679,288	658,272	3.2
Trucks	313,654	292,010	7.4	946,802	853,415	10.9
Cars	<u>9,267</u>	<u>9,041</u>	2.5	<u>32,818</u>	<u>36,485</u>	-10.1
Total vehicles	545,522	504,039	8.2	1,658,908	1,548,172	7.2
FORD BRAND						
Bronco Sport	30,823	34,603	-10.9	103,261	94,357	9.4
Escape	32,139	35,938	-10.6	114,728	110,476	3.8
Bronco	37,858	26,796	41.3	109,921	76,948	42.9
Mustang Mach-E	20,177	13,392	50.7	41,962	35,626	17.8
Edge	0	9,733	-100.0	3,040	61,412	-95.0
Explorer	56,000	41,996	33.3	160,929	146,799	9.6
Expedition	<u>21,844</u>	<u>14,817</u>	47.4	<u>66,624</u>	<u>58,124</u>	14.6
Ford SUVs	198,841	177,275	12.2	600,465	583,742	2.9
F-Series	207,732	198,429	4.7	620,580	550,835	12.7
<i>Memo: F-150 Lightning (electric)</i>	<i>10,005</i>	<i>7,162</i>	<i>39.7</i>	<i>23,034</i>	<i>22,807</i>	<i>1.0</i>
Ranger	15,301	15,504	-1.3	48,278	30,679	57.4
Maverick	34,848	31,883	9.3	120,904	108,996	10.9
E-Series	10,731	9,179	16.9	30,195	29,447	2.5
Transit	42,503	32,117	32.3	118,560	114,281	3.7
<i>Memo: E-Transit</i>	<i>430</i>	<i>2,955</i>	<i>-85.4</i>	<i>4,604</i>	<i>9,256</i>	<i>-50.3</i>
Transit Connect	0	1,354	-100.0	0	8,781	-100.0
Heavy Trucks	<u>2,539</u>	<u>3,544</u>	-28.4	<u>8,285</u>	<u>10,396</u>	-20.3
Ford Trucks	313,654	292,010	7.4	946,802	853,415	10.9
Mustang	<u>9,267</u>	<u>9,041</u>	2.5	<u>32,818</u>	<u>36,485</u>	-10.1
Ford Cars	<u>9,267</u>	<u>9,041</u>	2.5	<u>32,818</u>	<u>36,485</u>	-10.1
Ford Brand	521,762	478,326	9.1	1,580,085	1,473,642	7.2
LINCOLN BRAND						
Corsair	6,710	6,887	-2.6	19,806	19,736	0.4
Nautilus	7,704	8,799	-12.4	26,237	26,303	-0.3
Aviator	4,389	5,543	-20.8	16,410	17,457	-6.0
Navigator	<u>4,957</u>	<u>4,484</u>	10.5	<u>16,370</u>	<u>11,034</u>	48.4
Lincoln SUVs	23,760	25,713	-7.6	78,823	74,530	5.8
Lincoln Brand	23,760	25,713	-7.6	78,823	74,530	5.8

Ford Motor Company
SEPT 2025 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	16.5
Ford Cars	16.5
Escape	20.9
Bronco Sport	33.8
Mustang Mach-E	13.6
Bronco	32.1
Explorer	45.5
Expedition	13.3
Ford SUVs	159.3
Corsair	6.3
Nautilus	7.5
Aviator	6.3
Navigator	4.8
Lincoln SUVs	24.9
Total SUVs	184.2
E-Series Van	10.0
Transit Van	46.9
Maverick	32.4
Ranger	19.7
F-Series	241.3
Medium/Heavy	4.1
Ford Trucks	354.5
Total Car, Utility, Truck	555.2

2025 Calendar Year Production By Plant													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Flat Rock													
Ford Mustang	5,335	5,345	8,705	6,330	6,287	7,171	3,585	2,879	4,827				50,464
Chicago Main													
Ford Explorer	12,891	14,275	25,382	22,969	17,306	21,355	21,057	26,541	24,893				186,669
Lincoln Aviator	1,078	816	3,451	2,063	1,339	2,606	1,705	2,124	2,243				17,425
Cuautitlan													
Mustang Mach-E	2,734	3,696	8,399	7,432	7,539	7,893	8,387	3,223	4,731				54,034
Dearborn Truck Plant													
Ford F-Series (F-150)	24,866	22,770	25,483	24,033	26,957	22,778	22,867	25,667	25,575				220,996
Detroit Chassis Plant													
Stripped Chassis	306	317	425	401	405	377	312	748	947				4,238
Hermosillo													
Bronco Sport	14,037	15,028	10,490	15,053	16,935	15,957	9,277	16,581	14,982				128,340
Maverick	15,825	15,570	16,907	16,027	17,573	16,608	10,001	17,594	15,546				141,651
Kansas City (SUV)													
Ford Transit	6,161	17,158	18,578	14,752	17,366	16,261	14,229	18,777	15,986				139,268
Kansas City (Truck)													
Ford F-Series (F-150)	24,970	26,164	29,677	20,939	29,137	26,917	19,915	28,773	26,817				233,309
Kentucky Truck													
Ford F-Series (Super Duty)	20,792	29,103	31,602	32,124	34,538	32,405	27,837	35,370	34,507				278,278
Ford Expedition	2,339	6,416	9,907	5,774	7,286	8,638	6,987	9,386	9,139				65,872
Lincoln Navigator	613	1,600	2,586	1,731	1,936	2,151	2,035	2,403	2,698				17,753
Louisville Assembly													
Ford Escape	14,801	13,781	14,557	12,474	15,828	13,802	13,596	13,466	11,248				123,553
Lincoln Corsair	1,446	1,453	1,793	2,000	2,362	1,982	2,230	3,200	2,977				19,443
Michigan Assembly													
Ranger	1,015	5,465	3,402	7,080	7,536	6,754	6,146	8,379	8,973				54,750
Bronco	2,229	12,038	7,471	13,404	14,317	12,937	11,280	14,898	14,493				103,067
Multimatic													
Mustang GTD	2	-	3	1	10	31	35	36	41				159
Ohio Assembly													
Ford Econoline	2,521	3,183	3,755	3,402	3,682	4,199	4,186	3,937	4,299				33,164
Medium Truck	840	792	818	724	754	676	771	795	876				7,046
Super Duty	2,406	3,187	3,488	3,067	3,204	2,693	1,963	2,971	2,955				25,934
Total Production	157,207	198,157	226,879	211,780	232,297	224,191	188,401	237,748	228,753	-	-	-	1,905,413
2025 Calendar Year Production By Vehicle Line													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Bronco Sport	14,037	15,028	10,490	15,053	16,935	15,957	9,277	16,581	14,982	-	-	-	128,340
Maverick	15,825	15,570	16,907	16,027	17,573	16,608	10,001	17,594	15,546	-	-	-	141,651
Ford Mustang	5,335	5,345	8,705	6,330	6,287	7,171	3,585	2,879	4,827	-	-	-	50,464
	2	-	3	1	10	31	35	36	41	-	-	-	159
Ranger	1,015	5,465	3,402	7,080	7,536	6,754	6,146	8,379	8,973	-	-	-	54,750
Bronco	2,229	12,038	7,471	13,404	14,317	12,937	11,280	14,898	14,493	-	-	-	103,067
Mustang Mach-E	2,734	3,696	8,399	7,432	7,539	7,893	8,387	3,223	4,731	-	-	-	54,034
Ford F-Series (F-150)	49,836	48,934	55,160	44,972	56,094	49,695	42,782	54,440	52,392	-	-	-	454,305
Ford F-Series (Super Duty)	23,198	32,290	35,090	35,191	37,742	35,098	29,800	38,341	37,462	-	-	-	304,212
Ford Expedition	2,339	6,416	9,907	5,774	7,286	8,638	6,987	9,386	9,139	-	-	-	65,872
Lincoln Navigator	613	1,600	2,586	1,731	1,936	2,151	2,035	2,403	2,698	-	-	-	17,753
Ford Explorer	12,891	14,275	25,382	22,969	17,306	21,355	21,057	26,541	24,893	-	-	-	186,669
Lincoln Aviator	1,078	816	3,451	2,063	1,339	2,606	1,705	2,124	2,243	-	-	-	17,425
Ford Transit	6,161	17,158	18,578	14,752	17,366	16,261	14,229	18,777	15,986	-	-	-	139,268
Ford Escape	14,801	13,781	14,557	12,474	15,828	13,802	13,596	13,466	11,248	-	-	-	123,553
Lincoln Corsair	1,446	1,453	1,793	2,000	2,362	1,982	2,230	3,200	2,977	-	-	-	19,443
Ford Econoline	2,521	3,183	3,755	3,402	3,682	4,199	4,186	3,937	4,299	-	-	-	33,164
Medium Truck	840	792	818	724	754	676	771	795	876	-	-	-	7,046
Stripped Chassis	306	317	425	401	405	377	312	748	947	-	-	-	4,238
Total Production	157,207	198,157	226,879	211,780	232,297	224,191	188,401	237,748	228,753	-	-	-	1,905,413