



Ford EV Sales Triple in Sept.; Continues As America's No. 2 EV Brand, Mustang Mach-E Climbs 47%; F-Series, Transit Vans Rank First in Both Gas And Electric; Bronco Sales More Than Triple



SEPTEMBER 2022 SALES

	Total Vehicle	Truck	SUV	EVs
Total U.S. Sales	142,644	68,299	70,887	4,691
Total Sales vs. Sep 2021	-8.9%	-18.3%	0.9%	197.3%
Retail Sales vs. Sep 2021	-11.7%	-21.6%	-4.9%	152.1%

HIGHLIGHTS

- Demand is strong with retail orders for '23MY vehicles up 244 percent over '22MY vehicles – totaling 197,000 retail vehicle orders. Ford continues to see strong demand growth and record turn rates on dealer lots. For the sixth straight month, more than 50 percent of Ford retail sales came from previously placed orders.
- Ford electric vehicles sales continue to outpace the segment, with sales up 197.3 percent. Ford share of the electric vehicle segment was up in September 3.1 percentage points over last year with 7.0 percent share.
- In September, F-150 Lightning continues as America's best-selling electric pickup; E-Transit was also America's best-selling electric van in September.
- F-Series through September continues as America's best-selling truck, totaling 467,307 vehicle sales and extending its lead over its second-place competitor to over 92,000 trucks. Bronco SUVs gained 221 percent on sales of 10,892 for the month - 99 percent of Bronco's retail sales came from previously placed orders for the month.
- Sales of Ford hybrid vehicles totaled 74,046 vehicles through September. Year-to-date sales of hybrid vehicles were up 22.6 percent over last year. F-150 and Maverick hybrids represent America's best-selling hybrid trucks.
- Ford's hot-selling Maverick truck turned on dealer lots in just 6 days last month with sales up 523 percent. More than 80 percent of Maverick's customers are first-time truck buyers, with top competitive conquests coming from CR-V, RAV4 and Civic.
- Ford's BlueCruise and Lincoln ActiveGlide technology now have accumulated more than 21 million hands-free miles with a 130,000 mile network of hands-free Blue Zones across North America. More than 83,000 customers have now enrolled in Ford BlueCruise and Lincoln ActiveGlide.

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 182,000 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 continued to see high-demand vehicles turning at record rates in September, while developing electric truck and van leadership and extending our overall truck leadership. Demand remains strong with new retail orders rapidly expanding. We are very pleased with the work from our dealers, employees and the area's first responders, as they are working tirelessly to recover in Florida from Hurricane Ian. – Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue

MUST-HAVE PRODUCTS



Ford Pro

Businesses of all sizes and types continued to use E-Transits and Ford Pro's suite of software and services to lower costs and accelerate productivity. America's top-selling electric commercial van, the E-Transit, represents 90 percent share of the overall electric van market. Through September, Ford has sold 4,387 electric vans. NYC announced its fleet now includes 200 Mustang Mach-Es, and the city has made its largest purchase of medium-duty EVs with the order of 300 E-Transits and F-150 Lightnings.



Ford Electric

Sales of Ford's electric vehicles tripled over last year, with F-150 Lightning sales totaling 8,760 since its launch this year in June. F-150 Lightning remains one of Ford's fastest-turning vehicles on dealer lots, turning in just 8 days. Mustang Mach-E sales increased 47.3 percent over last year, while turning in just 10 days on dealer lots.



Ford Trucks

Over 80 percent of Super Duty retail sales last month came from previously placed orders. New orders for Maverick totaled more than 86,000 vehicles in September – a new record for orders, coming in while order banks were open just one week.



Ford SUV

Ford's Bronco family, including Bronco Sport, achieved total sales for September of 20,156 – up 33.6 percent. Bronco has really been a primary driver behind Ford SUV growth this year, with overall Ford SUV sales up 11.1 percent.. Escape sales gained 7.0 percent, with Escape Hybrid sales increasing 12.9 percent over last year.



Lincoln SUVs

On improved inventory flow, Lincoln Aviator sales totaled 2,088 – up 21.0 over a year ago and 20.6 percent relative to August. For the month, 54 percent of Aviator retail sales came from previously placed orders.

FORD MOTOR COMPANY SEPTEMBER 2022 U.S. SALES

	September		%	Year-to-Date		%
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
SALES BY BRAND						
Ford	135,978	148,967	-8.7	1,317,574	1,331,542	-1.0
Lincoln	<u>6,666</u>	<u>7,647</u>	-12.8	<u>62,920</u>	<u>65,962</u>	-4.6
Total vehicles	142,644	156,614	-8.9	1,380,494	1,397,504	-1.2
SALES BY TYPE						
Cars	3,458	2,800	23.5	36,673	55,906	-34.4
SUVs	70,887	70,260	0.9	658,342	598,779	9.9
Trucks	<u>68,299</u>	<u>83,554</u>	-18.3	<u>685,479</u>	<u>742,819</u>	-7.7
Total vehicles	142,644	156,614	-8.9	1,380,494	1,397,504	-1.2
FORD BRAND						
Fusion	0	42	-100.0	0	11,678	-100.0
GT	4	10	-60.0	75	103	-27.2
Mustang	<u>3,454</u>	<u>2,728</u>	26.6	<u>36,598</u>	<u>41,065</u>	-10.9
Ford Cars	3,458	2,780	24.4	36,673	52,846	-30.6
EcoSport	2,108	1,797	17.3	26,186	34,494	-24.1
Bronco Sport	9,264	11,686	-20.7	79,976	81,204	-1.5
Escape	12,265	11,462	7.0	109,311	111,791	-2.2
Bronco	10,892	3,396	220.7	86,387	10,204	746.6
Mustang Mach-E	2,324	1,578	47.3	28,089	18,855	49.0
Edge	5,546	6,738	-17.7	67,623	54,951	23.1
Explorer	16,577	20,092	-17.5	156,243	160,174	-2.5
Expedition	<u>5,245</u>	<u>5,884</u>	-10.9	<u>41,607</u>	<u>64,204</u>	-35.2
Ford SUVs	64,221	62,633	2.5	595,422	535,877	11.1
F-Series	46,338	63,164	-26.6	467,307	534,831	-12.6
<i>Memo: F-150 Lightning (electric)</i>	<i>1,918</i>	<i>0</i>	<i>N/A</i>	<i>8,760</i>	<i>0</i>	<i>N/A</i>
Ranger	4,492	5,104	-12.0	46,293	72,706	-36.3
Maverick	3,154	506	523.3	51,802	506	10,137.5
E-Series	2,898	3,227	-10.2	22,223	26,467	-16.0
Transit	8,809	9,939	-11.4	68,333	78,799	-13.3
<i>Memo: E-Transit</i>	<i>449</i>	<i>0</i>	<i>N/A</i>	<i>4,387</i>	<i>0</i>	<i>N/A</i>
Transit Connect	1,597	384	315.9	20,183	19,621	2.9
Heavy trucks	<u>1,011</u>	<u>1,230</u>	-17.8	<u>9,338</u>	<u>9,889</u>	-5.6
Ford Trucks	<u>68,299</u>	<u>83,554</u>	-18.3	<u>685,479</u>	<u>742,819</u>	-7.7
Ford Brand	135,978	148,967	-8.7	1,317,574	1,331,542	-1.0
LINCOLN BRAND						
MKZ	0	6	-100.0	0	1,665	-100.0
Continental	<u>0</u>	<u>14</u>	-100.0	<u>0</u>	<u>1,395</u>	-100.0
Lincoln Cars	0	20	-100.0	0	3,060	-100.0
Corsair/MKC	2,138	2,040	4.8	20,277	17,005	19.2
Nautilus/MKX	1,458	2,666	-45.3	16,797	18,176	-7.6
Aviator	2,088	1,726	21.0	16,696	15,474	7.9
Navigator	<u>982</u>	<u>1,195</u>	-17.8	<u>9,150</u>	<u>12,247</u>	-25.3
Lincoln SUVs	<u>6,666</u>	<u>7,627</u>	-12.6	<u>62,920</u>	<u>62,902</u>	0.0
Lincoln Brand	6,666	7,647	-12.8	62,920	65,962	-4.6

CONTACT

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Ford Motor Company

SEPT 2022 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	7.7
GT	0.0
Ford Cars	7.7
Escape	23.5
Bronco Sport	16.4
Mustang Mach-E	5.4
EcoSport	4.4
Edge	8.4
Bronco	12.2
Explorer	31.3
Expedition	8.5
Ford SUVs	110.0
Corsair	5.3
Nautilus	2.6
Aviator	2.7
Navigator	1.4
Lincoln SUVs	12.0
Total SUVs	122.0
Econoline Van	10.9
Transit Connect (Tourneo)	3.1
Transit Van	19.4
Maverick	13.4
Ranger	6.8
F-Series	127.2
Medium/Heavy	5.0
Ford Trucks	185.8
Total Car, Utility, Truck	315.5

SEPTEMBER 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				47,320
<u>Chicago Main</u>													
Ford Explorer	23,553	12,403	28,081	21,018	17,127	16,237	25,608	13,555	17,590				175,172
Lincoln Aviator	2,188	1,272	3,233	2,449	1,707	1,761	2,873	1,478	1,862				18,823
<u>Chicago SHO</u>													
Ford Explorer	1,186	870	2,116	968	1,174	1,129	1,237	955	1,476				11,111
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				54,811
<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				217,442
<u>Detroit Chassis Plant</u>													
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146				14,897
<u>Hermosillo</u>													
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761				104,056
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094				71,153
<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				94,654
<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				186,515
<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				211,502
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443				47,388
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355				12,528
<u>Louisville Assembly</u>													
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665				149,333
Lincoln Corsair	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940				27,732
<u>Michigan Assembly</u>													
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014				49,533
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318				104,468
<u>Multimatic</u>													
Ford GT	18	19	23	20	21	21	20	21	17				180
<u>Oakville</u>													
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282				77,958
Lincoln Nautilus	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554				20,584
<u>Ohio Assembly</u>													
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443				27,460
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684				10,975
Super Duty	459	614	777	1,852	1,734	1,769	1,028	2,509	2,511				13,253
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	-	-	-	1,750,864

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	-	-	-	104,056
Other	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	-	-	-	71,153
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	-	-	-	47,320
Ford GT	18	19	23	20	21	21	20	21	17	-	-	-	180
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	-	-	-	49,533
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	-	-	-	104,468
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	-	-	-	54,811
Ford F-Series (F-150)	43,386	21,402	50,737	34,891	52,076	46,311	43,754	57,817	53,583	-	-	-	403,957
Ford F-Series (Super Duty)	11,088	19,558	23,848	30,003	27,329	30,807	17,530	34,686	29,906	-	-	-	224,755
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	-	-	-	47,388
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	-	-	-	12,528
Ford Explorer	24,739	13,273	30,197	21,986	18,301	17,366	26,845	14,510	19,066	-	-	-	186,283
Lincoln Aviator	2,297	1,426	3,472	2,739	1,870	1,963	3,394	1,564	2,114	-	-	-	20,839
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	-	-	-	94,654
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	-	-	-	149,333
Lincoln MKC	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	-	-	-	27,732
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	-	-	-	77,958
Lincoln MKX	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	-	-	-	20,584
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	-	-	-	27,460
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	-	-	-	10,975
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	-	-	-	14,897
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	-	-	-	1,750,864