

FORD MOTOR COMPANY JANUARY 2023 U.S. SALES

	<u>January</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
SALES BY POWERTRAIN TYPE						
Electric Vehicles	5,247	2,571	104.1	5,247	2,571	104.1
Hybrid Vehicles	7,816	10,598	-26.3	7,816	10,598	-26.3
Internal Combustion	<u>133,293</u>	<u>130,362</u>	2.2	<u>133,293</u>	<u>130,362</u>	2.2
Total vehicles	146,356	143,531	2.0	146,356	143,531	2.0
FORD BRAND						
EcoSport	575	2,235	-74.3	575	2,235	-74.3
Bronco Sport	9,438	6,221	51.7	9,438	6,221	51.7
Escape	7,878	13,120	-40.0	7,878	13,120	-40.0
Bronco	10,170	8,101	25.5	10,170	8,101	25.5
Mustang Mach-E	2,626	2,370	10.8	2,626	2,370	10.8
Edge	4,969	7,355	-32.4	4,969	7,355	-32.4
Explorer	15,617	16,255	-3.9	15,617	16,255	-3.9
Expedition	<u>5,693</u>	<u>4,725</u>	20.5	<u>5,693</u>	<u>4,725</u>	20.5
F-Series	55,001	50,543	8.8	55,001	50,543	8.8
<i>Memo: F-150 Lightning (electric)</i>	2,264	63	3493.7	2,264	63	3,493.7
Ranger	2,871	5,237	-45.2	2,871	5,237	-45.2
Maverick	6,272	6,513	-3.7	6,272	6,513	-3.7
E-Series	2,848	2,178	30.8	2,848	2,178	30.8
Transit	10,129	4,925	105.7	10,129	4,925	105.7
<i>Memo: E-Transit</i>	357	138	158.7	357	138	158.7
Transit Connect	1,165	1,252	-6.9	1,165	1,252	-6.9
Heavy trucks	<u>1,286</u>	<u>1,086</u>	18.4	<u>1,286</u>	<u>1,086</u>	18.4
GT	6	4	50.0	6	4	50.0
Mustang	<u>4,004</u>	<u>5,671</u>	-29.4	<u>4,004</u>	<u>5,671</u>	-29.4
Ford Brand	140,548	137,791	2.0	140,548	137,791	2.0
LINCOLN BRAND						
Corsair	1,617	2,120	-23.7	1,617	2,120	-23.7
Nautilus	1,608	1,384	16.2	1,608	1,384	16.2
Aviator	1,174	1,316	-10.8	1,174	1,316	-10.8
Navigator	<u>1,409</u>	<u>920</u>	53.2	<u>1,409</u>	<u>920</u>	53.2
Lincoln Brand	5,808	5,740	1.2	5,808	5,740	1.2

Ford Motor Company
JAN 2023 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	13.2
GT	0.0
Ford Cars	13.2
Escape	23.8
Bronco Sport	20.7
Mustang Mach-E	4.1
EcoSport	1.9
Edge	14.8
Bronco	13.0
Explorer	45.0
Expedition	9.3
Ford SUVs	132.7
Corsair	3.7
Nautilus	4.4
Aviator	3.5
Navigator	2.3
Lincoln SUVs	13.8
Total SUVs	146.6
E-Series	9.9
Transit Connect (Tourneo)	2.3
Transit Van	24.0
Maverick	9.3
Ranger	7.0
F-Series	152.8
Medium/Heavy	4.8
Ford Trucks	210.1
Total Car, Utility, Truck	369.9

2023 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	5,964	-	-	-	-	-	-	-	-	-	-	-	5,964
<u>Chicago Main</u>													
Ford Explorer	24,159	-	-	-	-	-	-	-	-	-	-	-	24,159
Lincoln Aviator	2,695	-	-	-	-	-	-	-	-	-	-	-	2,695
<u>Chicago SHO</u>													
Ford Explorer	1,466	-	-	-	-	-	-	-	-	-	-	-	1,466
Lincoln Aviator	145	-	-	-	-	-	-	-	-	-	-	-	145
<u>Cuautitlan</u>													
Mustang Mach-E	-	-	-	-	-	-	-	-	-	-	-	-	-
<u>Dearborn Truck Plant</u>													
Ford F-Series (F-150)	27,656	-	-	-	-	-	-	-	-	-	-	-	27,656
<u>Detroit Chassis Plant</u>													
Stripped Chassis	1,770	-	-	-	-	-	-	-	-	-	-	-	1,770
<u>Hermosillo</u>													
Bronco Sport	13,446	-	-	-	-	-	-	-	-	-	-	-	13,446
Maverick	8,694	-	-	-	-	-	-	-	-	-	-	-	8,694
<u>Kansas City (SUV)</u>													
Ford Transit	15,262	-	-	-	-	-	-	-	-	-	-	-	15,262
<u>Kansas City (Truck)</u>													
Ford F-Series (F-150)	24,608	-	-	-	-	-	-	-	-	-	-	-	24,608
<u>Kentucky Truck</u>													
Ford F-Series (Super Duty)	13,374	-	-	-	-	-	-	-	-	-	-	-	13,374
Ford Expedition	6,676	-	-	-	-	-	-	-	-	-	-	-	6,676
Lincoln Navigator	1,696	-	-	-	-	-	-	-	-	-	-	-	1,696
<u>Louisville Assembly</u>													
Ford Escape	3,901	-	-	-	-	-	-	-	-	-	-	-	3,901
Lincoln Corsair	366	-	-	-	-	-	-	-	-	-	-	-	366
<u>Michigan Assembly</u>													
Ranger	3,222	-	-	-	-	-	-	-	-	-	-	-	3,222
Bronco	8,823	-	-	-	-	-	-	-	-	-	-	-	8,823
<u>Multimatic</u>													
Ford GT	18	-	-	-	-	-	-	-	-	-	-	-	18
<u>Oakville</u>													
Ford Edge	8,594	-	-	-	-	-	-	-	-	-	-	-	8,594
Lincoln Nautilus	2,547	-	-	-	-	-	-	-	-	-	-	-	2,547
<u>Ohio Assembly</u>													
Ford E-Series	4,673	-	-	-	-	-	-	-	-	-	-	-	4,673
Medium Truck	1,197	-	-	-	-	-	-	-	-	-	-	-	1,197
Super Duty	960	-	-	-	-	-	-	-	-	-	-	-	960
Total Production	181,912	-	-	-	-	-	-	-	-	-	-	-	181,912

2023 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	13,446	-	-	-	-	-	-	-	-	-	-	-	13,446
Maverick	8,694	-	-	-	-	-	-	-	-	-	-	-	8,694
Ford Mustang	5,964	-	-	-	-	-	-	-	-	-	-	-	5,964
Ford GT	18	-	-	-	-	-	-	-	-	-	-	-	18
Ranger	3,222	-	-	-	-	-	-	-	-	-	-	-	3,222
Bronco	8,823	-	-	-	-	-	-	-	-	-	-	-	8,823
Mustang Mach-E	-	-	-	-	-	-	-	-	-	-	-	-	-
Ford F-Series (F-150)	52,264	-	-	-	-	-	-	-	-	-	-	-	52,264
Ford F-Series (Super Duty)	14,334	-	-	-	-	-	-	-	-	-	-	-	14,334
Ford Expedition	6,676	-	-	-	-	-	-	-	-	-	-	-	6,676
Lincoln Navigator	1,696	-	-	-	-	-	-	-	-	-	-	-	1,696
Ford Explorer	25,625	-	-	-	-	-	-	-	-	-	-	-	25,625
Lincoln Aviator	2,840	-	-	-	-	-	-	-	-	-	-	-	2,840
Ford Transit	15,262	-	-	-	-	-	-	-	-	-	-	-	15,262
Ford Escape	3,901	-	-	-	-	-	-	-	-	-	-	-	3,901
Lincoln MKC	366	-	-	-	-	-	-	-	-	-	-	-	366
Ford Edge	8,594	-	-	-	-	-	-	-	-	-	-	-	8,594
Lincoln MKX	2,547	-	-	-	-	-	-	-	-	-	-	-	2,547
Ford E-Series	4,673	-	-	-	-	-	-	-	-	-	-	-	4,673
Medium Truck	1,197	-	-	-	-	-	-	-	-	-	-	-	1,197
Stripped Chassis	1,770	-	-	-	-	-	-	-	-	-	-	-	1,770
Total Production	181,912	-	-	-	-	-	-	-	-	-	-	-	181,912