Ford Electric Vehicles Post New Record – Mach-E Delivers Best Ever Sales Performance; F-150 Lightning Records First Sales; Ford U.S. Share Expands 3.5 Percentage Points; F-Series Sales Up 6.9 Percent in May

www.facebook.com/ford

www.twitter.com/Ford

MAY 2022 SALES

	Total Vehicle	Truck	SUV	EVs
Total U.S. Sales	**154,461**	**74,595**	**76,625**	**6,254**
Total Sales vs. May 2021	-4.5%	-1.4%	-4.4%	221.5%
Retail Sales vs. May 2021	-5.7%	-3.7%	-1.9%	193.4%

HIGHLIGHTS

- **Ford U.S. sales outperformed the industry – market share increases 3.5 percent over last year to 13.5 percent,** despite the continued global industry semiconductor chip shortage**.** Gains came from battery electric vehicles, F-Series and Ford SUVs. Nearly 50 percent of retail sales were comprised of previously placed orders compared to approximately 9 percent at this time last year.
- **Ford battery electric vehicle sales totaled 6,254 for the month, up 222 percent over last year,** while growing almost 4 times faster than the overall U.S. electric vehicle segment in May.
- **Mustang Mach-E posted a new monthly sales record** – sales up 166 percent over last year, E-Transit sales had its best monthly sales since its launch earlier this year with 874 vans sold, while F-150 Lightning records its first customer sales at the end of May.
- **F-Series was the only full-size pickup nameplate to post a gain in May over a year ago, with sales up 6.9 percent.** F-Series was able to improve on its sales lead, outselling its second-place competitor by 24,300 pickups through May. F-Series continued to turn at record rates, while 59 percent of its retail sales in May came from previously place orders.
- **Maverick added an additional 6,089 truck sales in May,** while turning on dealer lots in just 5 days. 97 percent of Maverick retail sales in May came from previously placed orders.
- **Bronco family, Maverick and Mustang Mach-E continue to be a hit with customers new to Ford,** with nearly 70 percent of sales coming from competitive conquests.
- **Ford's newest SUVs, Bronco and Bronco Sport, totaled 18,985 vehicles,** while improved inventory flows gave both Explorer and Edge a sales gain of 18.7 and 81.2 percent respectively.
- **Customers are equipping new vehicles with Ford's BlueCruise hands-free driving technology.** More than 38,000 customers have activated the BlueCruise feature, driving a combined 4.5 million miles using the technology.

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.

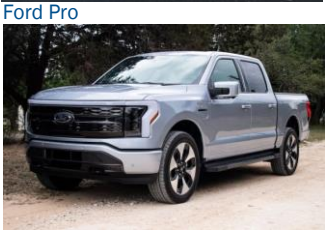
"While the global semiconductor chip shortage remains an issue for the industry, our inventory continues to turn at record rates with nearly 50 percent of our retail sales coming from previously placed orders. Our newest models, including Bronco, Bronco Sport and Maverick, continue to enhance our sales volume. Our electric vehicle sales, with the addition of F-150 Lightning this month, increased 222 percent – growing at almost four times the rate of the industry."
– Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue

MUST-HAVE PRODUCTS



Ford Pro

As the world's No. 1 seller of commercial vans, the all-new electric E-Transit continues to ramp up and expand. Ford delivered 874 electric E-Transit vans in May. This was up from April and brings E-Transit total sales for the year to 2,449 vans. E-Transit continues to outsell the combined sales of all commercial electric vans in 2022.



Ford Trucks

Sales of the F-150 Lightning are underway. At the end of May, dealers took delivery and sold 201 F-150 Lightnings, with many more in transit as volumes continue to ramp up. More than 75 percent of the people who have reserved an F-150 Lightning are new to Ford, according to reservation data.



Ford SUVs

The Bronco family of vehicles, including Bronco and Bronco Sport, totaled 18,985 sales, representing a 27.0 percent gain over a year ago. Ford SUV customers continue to opt for a richer mix of high-level models with more content. In May, Ford SUV high-series models represented over 45 percent of retail sales, which compares to about a third of our mix last year. This has helped enhance average transaction pricing, which hit almost $45,000 in the month of May – up about $2,000 compared to April.



Ford Electric

While breaking constraints and improving inventory flow, Mustang Mach-E posted its best sales ever, climbing 166 percent in May relative to a year ago on sales of 5,179 vehicles. Mustang Mach-E is now conquesting at a rate of almost 70 percent this year. For the month, Ford has moved into second place in U.S. electric vehicle sales behind Tesla.



Lincoln SUVs

Lincoln Nautilus and Aviator posted gains for the month on improved inventory flow. Nautilus sales were up 10.7 percent and Aviator increased 8.1 percent. While semiconductor chip constraints remain, the new Lincoln Navigator continues to show sales improvement, as more arrive to dealers. In May, Navigator sales totaled 1,097, up 9.0 percent from April.

FORD MOTOR COMPANY MAY 2022 U.S. SALES

	May		%	Year-to-Date		%
	2022	2021	Change	2022	2021	Change
SALES BY BRAND						
Ford	146,868	153,582	-4.4	727,559	836,851	-13.1
Lincoln	7,593	8,143	-6.8	35,999	44,021	-18.2
Total vehicles	154,461	161,725	-4.5	763,558	880,872	-13.3
SALES BY TYPE						
Cars	3,241	5,926	-45.3	21,651	43,504	-50.2
SUVs	76,625	80,134	-4.4	375,232	387,416	-3.1
Trucks	74,595	75,665	-1.4	366,675	449,952	-18.5
Total vehicles	154,461	161,725	-4.5	763,558	880,872	-13.3
FORD BRAND						
Fusion	0	1,210	-100.0	0	10,937	-100.0
GT	7	8	-12.5	54	54	0.0
Mustang	3,234	4,436	-27.1	21,597	29,710	-27.3
Ford Cars	3,241	5,654	-42.7	21,651	40,701	-46.8
EcoSport	2,732	4,919	-44.5	15,267	22,784	-33.0
Bronco Sport	9,510	14,947	-36.4	51,527	52,159	-1.2
Escape	8,899	19,951	-55.4	64,363	76,621	-16.0
Bronco	9,475	0	N/A	46,161	0	N/A
Mustang Mach-E	5,179	1,945	166.3	15,718	10,510	49.6
Edge	9,202	5,077	81.2	46,912	35,273	33.0
Explorer	19,594	16,512	18.7	83,131	108,796	-23.6
Expedition	4,441	8,912	-50.2	16,154	40,055	-59.7
Ford SUVs	69,032	72,263	-4.5	339,233	346,198	-2.0
F-Series	49,454	46,260	6.9	241,672	316,359	-23.6
Ranger	5,983	14,303	-58.2	28,732	51,270	-44.0
Maverick	6,089	0	N/A	34,871	0	N/A
E-Series	1,160	2,086	-44.4	10,166	15,208	-33.2
Transit	8,350	8,381	-0.4	34,128	47,277	-27.8
Transit Connect	2,532	3,430	-26.2	12,098	14,260	-15.2
Heavy trucks	1,027	1,205	-14.8	5,008	5,578	-10.2
Ford Trucks	74,595	75,665	-1.4	366,675	449,952	-18.5
Ford Brand	146,868	153,582	-4.4	727,559	836,851	-13.1
LINCOLN BRAND						
MKZ	0	101	-100.0	0	1,606	-100.0
Continental	0	171	-100.0	0	1,197	-100.0
Lincoln Cars	0	272	-100.0	0	2,803	-100.0
Corsair/MKC	2,084	2,348	-11.2	11,883	12,283	-3.3
Nautilus/MKX	2,329	2,104	10.7	10,413	10,085	3.3
Aviator	2,083	1,927	8.1	9,452	10,857	-12.9
Navigator	1,097	1,492	-26.5	4,251	7,993	-46.8
Lincoln SUVs	7,593	7,871	-3.5	35,999	41,218	-12.7
Lincoln Brand	7,593	8,143	-6.8	35,999	44,021	-18.2

CONTACT
Said Deep
313.594.0942
sdeep@ford.com

Ford Motor Company

MAY 2022 U.S. GROSS STOCKS

	Gross Stock Units (000)
Mustang	4.4
GT	0.0
Ford Cars	**4.4**
Escape	10.8
Bronco Sport	9.3
Mustang Mach-E	6.0
EcoSport	7.5
Edge	7.8
Bronco	7.1
Explorer	33.0
Expedition	8.6
Ford SUVs	**90.0**
Corsair	2.5
Nautilus	2.3
Aviator	2.0
Navigator	2.1
Lincoln SUVs	**8.9**
Total SUVs	**98.9**
Econoline Van	4.8
Transit Connect (Tourneo)	3.5
Transit Van	10.0
Maverick	6.4
Ranger	7.9
F-Series	95.6
Medium/Heavy	4.1
Ford Trucks	**132.3**
Total Car, Utility, Truck	**235.7**

MAY 2022 PRODUCTION

2022 Calendar Year Production By Plant

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Flat Rock													
Ford Mustang	3,960	5,159	4,152	2,509	5,726								21,506
Chicago Main													
Ford Explorer	23,553	12,403	28,081	21,018	17,127								102,182
Lincoln Aviator	2,188	1,272	3,233	2,449	1,707								10,849
Chicago SHO													
Ford Explorer	1,186	870	2,116	968	1,174								6,314
Lincoln Aviator	109	154	239	290	163								955
Cuautitlan													
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020								29,107
Dearborn Truck Plant													
Ford F-Series (F-150)	28,371	10,987	26,041	20,024	28,213								113,636
Detroit Chassis Plant													
Stripped Chassis	1,161	746	2,320	1,878	1,731								7,836
Hermosillo													
Bronco Sport	14,636	10,260	15,052	10,556	10,156								60,660
Maverick	7,842	9,184	9,778	9,179	7,550								43,533
Kansas City (SUV)													
Ford Transit	9,751	6,679	17,148	13,486	11,807								58,871
Kansas City (Truck)													
Ford F-Series (F-150)	15,015	10,415	24,696	14,867	23,863								88,856
Kentucky Truck													
Ford F-Series (Super Duty)	10,629	18,944	23,071	28,151	25,595								106,390
Ford Expedition	2,042	1,241	4,476	7,195	8,921								23,875
Lincoln Navigator	685	388	1,244	1,857	2,308								6,482
Louisville Assembly													
Ford Escape	15,822	13,857	21,862	16,491	11,750								79,782
Lincoln Corsair	2,627	3,193	3,263	2,970	2,128								14,181
Michigan Assembly													
Ranger	6,890	5,508	8,871	6,974	4,386								32,629
Bronco	12,938	8,462	14,953	12,237	11,124								59,714
Multimatic													
Ford GT	18	19	23	20	21								101
Oakville													
Ford Edge	8,283	10,433	15,647	13,228	3,044								50,635
Lincoln Nautilus	1,552	2,618	4,224	3,559	742								12,695
Ohio Assembly													
Ford Econoline	1,485	1,828	1,883	4,771	3,436								13,403
Medium Truck	526	649	763	1,764	1,864								5,566
Super Duty	459	614	777	1,852	1,734								5,436
Total Production	177,782	140,638	241,256	203,228	192,290	-	-	-	-	-	-	-	955,194

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	-	-	-	-	-	-	-	60,660
Maverick	7,842	9,184	9,778	9,179	7,550	-	-	-	-	-	-	-	43,533
Ford Mustang	3,960	5,159	4,152	2,509	5,726	-	-	-	-	-	-	-	21,506
Ford GT	18	19	23	20	21	-	-	-	-	-	-	-	101
Ranger	6,890	5,508	8,871	6,974	4,386	-	-	-	-	-	-	-	32,629
Bronco	12,938	8,462	14,953	12,237	11,124	-	-	-	-	-	-	-	59,714
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	-	-	-	-	-	-	-	29,107
Ford F-Series (F-150)	43,386	21,402	50,737	34,891	52,076	-	-	-	-	-	-	-	202,492
Ford F-Series (Super Duty)	11,088	19,558	23,848	30,003	27,329	-	-	-	-	-	-	-	111,826
Ford Expedition	2,042	1,241	4,476	7,195	8,921	-	-	-	-	-	-	-	23,875
Lincoln Navigator	685	388	1,244	1,857	2,308	-	-	-	-	-	-	-	6,482
Ford Explorer	24,739	13,273	30,197	21,986	18,301	-	-	-	-	-	-	-	108,496
Lincoln Aviator	2,297	1,426	3,472	2,739	1,870	-	-	-	-	-	-	-	11,804
Ford Transit	9,751	6,679	17,148	13,486	11,807	-	-	-	-	-	-	-	58,871
Ford Escape	15,822	13,857	21,862	16,491	11,750	-	-	-	-	-	-	-	79,782
Lincoln MKC	2,627	3,193	3,263	2,970	2,128	-	-	-	-	-	-	-	14,181
Ford Edge	8,283	10,433	15,647	13,228	3,044	-	-	-	-	-	-	-	50,635
Lincoln MKX	1,552	2,618	4,224	3,559	742	-	-	-	-	-	-	-	12,695
Ford Econoline	1,485	1,828	1,883	4,771	3,436	-	-	-	-	-	-	-	13,403
Medium Truck	526	649	763	1,764	1,864	-	-	-	-	-	-	-	5,566
Stripped Chassis	1,161	746	2,320	1,878	1,731	-	-	-	-	-	-	-	7,836
Total Production	177,782	140,638	241,256	203,228	192,290	-	-	-	-	-	-	-	955,194