

## FORD MOTOR COMPANY APRIL 2023 U.S. SALES

	<u>April</u>		%	<u>Year-to-Date</u>		%
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
<b>POWERTRAIN</b>						
Electric Vehicles	3,499	4,666	-25.0	14,365	12,372	16.1
Hybrid Vehicles	11,282	12,113	-6.9	38,346	40,332	-4.9
Internal Combustion	<u>169,221</u>	<u>160,186</u>	5.6	<u>607,197</u>	<u>556,393</u>	9.1
Total vehicles	184,002	176,965	4.0	659,908	609,097	8.3
<b>SALES BY TYPE</b>						
SUVs	82,367	92,809	-11.3	289,509	298,607	-3.0
Trucks	96,493	79,768	21.0	350,516	292,080	20.0
Cars	<u>5,142</u>	<u>4,388</u>	17.2	<u>19,883</u>	<u>18,410</u>	8.0
Total vehicles	184,002	176,965	4.0	659,908	609,097	8.3
<b>FORD BRAND</b>						
EcoSport	320	4,109	-92.2	1,969	12,535	-84.3
Bronco Sport	11,526	12,928	-10.8	41,397	42,017	-1.5
Escape	17,133	15,502	10.5	38,282	55,464	-31.0
Bronco	9,483	13,113	-27.7	41,913	36,686	14.2
Mustang Mach-E	1,606	3,805	-57.8	7,013	10,539	-33.5
Edge	11,034	11,298	-2.3	31,316	37,710	-17.0
Explorer	18,327	20,801	-11.9	76,388	63,537	20.2
Expedition	<u>6,255</u>	<u>1,995</u>	213.5	<u>25,614</u>	<u>11,713</u>	118.7
<b>Ford SUVs</b>	75,684	83,551	-9.4	263,892	270,201	-2.3
F-Series	69,595	51,517	35.1	239,972	192,218	24.8
<i>Memo: F-150 Lightning (electric)</i>	1,335	4	33275.0	5,626	258	2,080.6
Ranger	4,201	5,110	-17.8	15,701	22,749	-31.0
Maverick	6,583	9,537	-31.0	28,061	28,782	-2.5
E-Series	3,183	1,805	76.3	13,968	9,006	55.1
Transit	9,406	8,567	9.8	41,421	25,778	60.7
<i>Memo: E-Transit</i>	558	857	-34.9	1,726	1,575	9.6
Transit Connect	2,146	2,209	-2.9	5,969	9,566	-37.6
Heavy Trucks	<u>1,379</u>	<u>1,023</u>	34.8	<u>5,424</u>	<u>3,981</u>	36.2
<b>Ford Trucks</b>	96,493	79,768	21.0	350,516	292,080	20.0
GT	1	11	-90.9	31	47	-34.0
Mustang	<u>5,141</u>	<u>4,377</u>	17.5	<u>19,852</u>	<u>18,363</u>	8.1
<b>Ford Cars</b>	<u>5,142</u>	<u>4,388</u>	17.2	<u>19,883</u>	<u>18,410</u>	8.0
<b>Ford Brand</b>	177,319	167,707	5.7	634,291	580,691	9.2
<b>LINCOLN BRAND</b>						
Corsair	852	2,855	-70.2	4,875	9,799	-50.3
Nautilus	2,489	2,995	-16.9	7,994	8,084	-1.1
Aviator	1,901	2,402	-20.9	7,137	7,369	-3.1
Navigator	<u>1,441</u>	<u>1,006</u>	43.2	<u>5,611</u>	<u>3,154</u>	77.9
<b>Lincoln SUVs</b>	6,683	9,258	-27.8	25,617	28,406	-9.8
<b>Lincoln Brand</b>	6,683	9,258	-27.8	25,617	28,406	-9.8

Ford Motor Company

**APRIL 2023 U.S. GROSS STOCKS**

	<b>Gross Stock</b>
	<b>Units</b>
	<b>(000)</b>
Mustang	8.6
GT	-
<b>Ford Cars</b>	<b>8.6</b>
Escape	15.1
Bronco Sport	19.7
Mustang Mach-E	9.5
EcoSport	0.5
Edge	12.2
Bronco	10.2
Explorer	35.5
Expedition	12.3
<b>Ford SUVs</b>	<b>115.0</b>
Corsair	1.8
Nautilus	4.3
Aviator	2.7
Navigator	3.6
<b>Lincoln SUVs</b>	<b>12.4</b>
<b>Total SUVs</b>	<b>127.4</b>
E-Series Van	12.3
Transit Connect (Tourneo)	2.8
Transit Van	25.8
Maverick	7.6
Ranger	6.6
F-Series	180.3
Medium/Heavy	5.2
<b>Ford Trucks</b>	<b>240.6</b>
<b>Total Car, Utility, Truck</b>	<b>376.6</b>

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	5,410	7,561	893	-	-	-	-	-	-	-	-	19,828
<u>Chicago Main</u>													
Ford Explorer	24,159	19,957	21,648	15,586	-	-	-	-	-	-	-	-	81,350
Lincoln Aviator	2,695	2,260	1,920	1,427	-	-	-	-	-	-	-	-	8,302
<u>Chicago SHO</u>													
Ford Explorer	1,466	1,323	954	582	-	-	-	-	-	-	-	-	4,325
Lincoln Aviator	145	291	684	388	-	-	-	-	-	-	-	-	1,508
<u>Cuautitlan</u>													
Mustang Mach-E	-	360	7,381	11,858	-	-	-	-	-	-	-	-	19,599
<u>Dearborn Truck Plant</u>													
Ford F-Series (F-150)	27,656	28,575	32,098	27,309	-	-	-	-	-	-	-	-	115,638
<u>Detroit Chassis Plant</u>													
Stripped Chassis	1,770	2,013	2,124	1,599	-	-	-	-	-	-	-	-	7,506
<u>Hermosillo</u>													
Bronco Sport	13,446	12,340	15,542	10,528	-	-	-	-	-	-	-	-	51,856
Maverick	8,694	7,143	9,649	7,263	-	-	-	-	-	-	-	-	32,749
<u>Kansas City (SUV)</u>													
Ford Transit	15,262	14,619	12,943	10,480	-	-	-	-	-	-	-	-	53,304
<u>Kansas City (Truck)</u>													
Ford F-Series (F-150)	24,608	24,644	30,917	24,864	-	-	-	-	-	-	-	-	105,033
<u>Kentucky Truck</u>													
Ford F-Series (Super Duty)	13,374	13,132	26,644	26,930	-	-	-	-	-	-	-	-	80,080
Ford Expedition	6,676	9,114	9,257	6,994	-	-	-	-	-	-	-	-	32,041
Lincoln Navigator	1,696	2,278	2,384	1,711	-	-	-	-	-	-	-	-	8,069
<u>Louisville Assembly</u>													
Ford Escape	3,901	494	11,771	12,805	-	-	-	-	-	-	-	-	28,971
Lincoln Corsair	366	-	159	2,513	-	-	-	-	-	-	-	-	3,038
<u>Michigan Assembly</u>													
Ranger	3,222	4,890	5,494	3,856	-	-	-	-	-	-	-	-	17,462
Bronco	8,823	12,951	14,622	10,346	-	-	-	-	-	-	-	-	46,742
<u>Multimatic</u>													
Ford GT	18	12	-	-	-	-	-	-	-	-	-	-	30
<u>Oakville</u>													
Ford Edge	8,594	6,528	13,077	8,460	-	-	-	-	-	-	-	-	36,659
Lincoln Nautilus	2,547	1,714	3,534	2,292	-	-	-	-	-	-	-	-	10,087
<u>Ohio Assembly</u>													
Ford Econoline	4,673	5,028	5,056	2,984	-	-	-	-	-	-	-	-	17,741
Medium Truck	1,197	1,213	1,677	1,010	-	-	-	-	-	-	-	-	5,097
Super Duty	960	800	1,533	2,349	-	-	-	-	-	-	-	-	5,642
<b>Total Production</b>	<b>181,912</b>	<b>177,089</b>	<b>238,629</b>	<b>195,027</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>792,657</b>

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	12,340	15,542	10,528	-	-	-	-	-	-	-	-	51,856
Maverick	8,694	7,143	9,649	7,263	-	-	-	-	-	-	-	-	32,749
Ford Mustang	5,964	5,410	7,561	893	-	-	-	-	-	-	-	-	19,828
Ford GT	18	12	-	-	-	-	-	-	-	-	-	-	30
Ranger	3,222	4,890	5,494	3,856	-	-	-	-	-	-	-	-	17,462
Bronco	8,823	12,951	14,622	10,346	-	-	-	-	-	-	-	-	46,742
Mustang Mach-E	-	360	7,381	11,858	-	-	-	-	-	-	-	-	19,599
Ford F-Series (F-150)	52,264	53,219	63,015	52,173	-	-	-	-	-	-	-	-	220,671
Ford F-Series (Super Duty)	14,334	13,932	28,177	29,279	-	-	-	-	-	-	-	-	85,722
Ford Expedition	6,676	9,114	9,257	6,994	-	-	-	-	-	-	-	-	32,041
Lincoln Navigator	1,696	2,278	2,384	1,711	-	-	-	-	-	-	-	-	8,069
Ford Explorer	25,625	21,280	22,602	16,168	-	-	-	-	-	-	-	-	85,675
Lincoln Aviator	2,840	2,551	2,604	1,815	-	-	-	-	-	-	-	-	9,810
Ford Transit	15,262	14,619	12,943	10,480	-	-	-	-	-	-	-	-	53,304
Ford Escape	3,901	494	11,771	12,805	-	-	-	-	-	-	-	-	28,971
Lincoln Corsair	366	-	159	2,513	-	-	-	-	-	-	-	-	3,038
Ford Edge	8,594	6,528	13,077	8,460	-	-	-	-	-	-	-	-	36,659
Lincoln Nautilus	2,547	1,714	3,534	2,292	-	-	-	-	-	-	-	-	10,087
Ford Econoline	4,673	5,028	5,056	2,984	-	-	-	-	-	-	-	-	17,741
Medium Truck	1,197	1,213	1,677	1,010	-	-	-	-	-	-	-	-	5,097
Stripped Chassis	1,770	2,013	2,124	1,599	-	-	-	-	-	-	-	-	7,506
<b>Total Production</b>	<b>181,912</b>	<b>177,089</b>	<b>238,629</b>	<b>195,027</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>792,657</b>