

FORD MOTOR COMPANY NOVEMBER 2023 U.S. SALES

	<u>November</u>		%	<u>Year-to-Date</u>		%
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
SALES BY BRAND						
Electric Vehicles	8,958	6,255	43.2	62,460	53,752	16.2
Hybrid Vehicles	12,108	6,910	75.2	121,777	99,210	22.7
Internal Combustion	<u>124,493</u>	<u>133,199</u>	-6.5	<u>1,619,332</u>	<u>1,532,223</u>	5.7
Total vehicles	145,559	146,364	-0.5	1,803,569	1,685,185	7.0
SALES BY TYPE						
SUVs	62,295	61,889	0.7	777,485	787,497	-1.3
Trucks	78,971	81,210	-2.8	982,175	853,894	15.0
Cars	<u>4,293</u>	<u>3,265</u>	31.5	<u>43,909</u>	<u>43,794</u>	0.3
Total vehicles	145,559	146,364	-0.5	1,803,569	1,685,185	7.0
FORD BRAND						
EcoSport	0	836	-100.0	2,508	28,633	-91.2
Bronco Sport	9,949	5,033	97.7	114,630	92,381	24.1
Escape	11,542	8,893	29.8	127,728	128,170	-0.3
Bronco	2,911	9,330	-68.8	99,184	106,645	-7.0
Mustang Mach-E	4,294	3,539	21.3	35,908	34,683	3.5
Edge	9,939	5,816	70.9	91,655	78,572	16.7
Explorer	12,513	16,440	-23.9	167,279	188,570	-11.3
Expedition	<u>4,906</u>	<u>5,898</u>	-16.8	<u>66,037</u>	<u>53,623</u>	23.2
Ford SUVs	56,054	55,785	0.5	704,929	711,277	-0.9
F-Series	53,069	55,169	-3.8	679,948	578,881	17.5
<i>Memo: F-150 Lightning (electric)</i>	4,393	2,062	113.0	20,365	13,258	53.6
Ranger	206	2,439	-91.6	32,162	52,741	-39.0
Maverick	10,379	7,457	39.2	86,339	68,492	26.1
E-Series	4,150	2,982	39.2	38,870	28,897	34.5
Transit	8,585	10,345	-17.0	114,779	89,341	28.5
<i>Memo: E-Transit</i>	271	654	-58.6	6,187	5,811	6.5
Transit Connect	1,476	1,438	2.6	16,595	23,414	-29.1
Heavy Trucks	<u>1,106</u>	<u>1,380</u>	-19.9	<u>13,482</u>	<u>12,128</u>	11.2
Ford Trucks	78,971	81,210	-2.8	982,175	853,894	15.0
GT	0	6	-100.0	31	89	-65.2
Mustang	<u>4,293</u>	<u>3,259</u>	31.7	<u>43,878</u>	<u>43,705</u>	0.4
Ford Cars	<u>4,293</u>	<u>3,265</u>	31.5	<u>43,909</u>	<u>43,794</u>	0.3
Ford Brand	139,318	140,260	-0.7	1,731,013	1,608,965	7.6
LINCOLN BRAND						
Corsair	2,060	2,264	-9.0	21,896	25,131	-12.9
Nautilus	1,620	1,027	57.7	21,835	19,154	14.0
Aviator	1,335	1,652	-19.2	12,922	20,324	-36.4
Navigator	<u>1,226</u>	<u>1,161</u>	5.6	<u>15,903</u>	<u>11,611</u>	37.0
Lincoln SUVs	6,241	6,104	2.2	72,556	76,220	-4.8
Lincoln Brand	6,241	6,104	2.2	72,556	76,220	-4.8

Ford Motor Company

NOV 2023 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	14.5
GT	-
Ford Cars	14.5
Escape	27.5
Bronco Sport	27.2
Mustang Mach-E	24.3
EcoSport	-
Edge	28.3
Bronco	13.6
Explorer	40.8
Expedition	13.2
Ford SUVs	175.0
Corsair	8.0
Nautilus	6.6
Aviator	5.4
Navigator	4.6
Lincoln SUVs	24.5
Total SUVs	199.6
E-Series Van	12.5
Transit Connect (Tourneo)	2.7
Transit Van	30.9
Maverick	11.0
Ranger	0.4
F-Series	186.0
Medium/Heavy	4.4
Ford Trucks	247.8
Total Car, Utility, Truck	
	461.9

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>
Flat Rock													
Ford Mustang	5,964	5,410	7,561	893	563	2,682	4,349	7,933	7,759	5,811	5,687	-	54,612
Chicago Main													
Ford Explorer	24,159	19,957	21,648	15,586	19,990	9,253	11,960	21,251	22,796	173	19,735	-	186,508
Lincoln Aviator	2,695	2,260	1,920	1,427	1,516	436	1,410	1,758	2,732	28	2,361	-	18,543
Chicago SHO													
Ford Explorer	1,466	1,323	954	582	1,073	1,163	427	871	489	-	-	-	8,348
Lincoln Aviator	145	291	684	388	584	496	104	-	-	-	-	-	2,692
Cuautitlan													
Mustang Mach-E	-	360	7,381	11,858	13,639	13,000	11,611	7,203	11,716	7,895	5,735	-	90,398
Dearborn Truck Plant													
Ford F-Series (F-150)	27,656	28,575	32,098	27,309	34,230	31,720	23,489	29,546	27,306	26,562	21,873	-	310,364
Detroit Chassis Plant													
Stripped Chassis	1,770	2,013	2,124	1,599	1,046	1,238	562	860	466	447	276	-	12,401
Hermosillo													
Bronco Sport	13,446	12,340	15,542	10,528	15,763	15,074	12,399	9,976	15,338	16,720	10,950	-	148,076
Maverick	8,694	7,143	9,649	7,263	11,061	10,133	10,211	8,482	13,058	13,492	13,826	-	113,012
Kansas City (SUV)													
Ford Transit	15,262	14,619	12,943	10,480	18,296	17,801	14,215	5,399	15,789	17,387	14,466	-	156,657
Kansas City (Truck)													
Ford F-Series (F-150)	24,608	24,644	30,917	24,864	24,916	24,584	21,353	11,205	24,858	31,679	26,749	-	270,377
Kentucky Truck													
Ford F-Series (Super Duty)	13,374	13,132	26,644	26,930	30,116	24,507	20,879	33,592	25,429	8,572	27,393	-	250,568
Ford Expedition	6,676	9,114	9,257	6,994	9,127	6,285	3,915	9,539	7,513	3,138	6,730	-	78,288
Lincoln Navigator	1,696	2,278	2,384	1,711	2,269	1,964	1,052	2,449	2,047	866	1,889	-	20,605
Louisville Assembly													
Ford Escape	3,901	494	11,771	12,805	19,170	18,756	13,917	20,748	18,799	20,018	8,618	-	148,997
Lincoln Corsair	366	-	159	2,513	3,917	4,063	2,827	4,702	3,488	4,381	1,806	-	28,222
Michigan Assembly													
Ranger	3,222	4,890	5,494	3,856	5,641	5,372	151	259	15	-	256	-	29,156
Bronco	8,823	12,951	14,622	10,346	14,877	13,530	8,507	14,771	5,566	82	10,771	-	114,846
Multimatic													
Ford GT	18	12	-	-	-	-	-	-	-	-	-	-	30
Oakville													
Ford Edge	8,594	6,528	13,077	8,460	8,080	13,537	7,592	15,049	13,137	15,364	15,231	-	124,649
Lincoln Nautilus	2,547	1,714	3,534	2,292	2,814	3,547	1,391	2,760	2,398	2,448	2,776	-	28,221
Ohio Assembly													
Ford Econoline	4,673	5,028	5,056	2,984	3,312	4,470	2,896	4,007	4,245	3,882	4,114	-	44,667
Medium Truck	1,197	1,213	1,677	1,010	1,022	1,360	880	1,313	1,293	1,144	1,360	-	13,469
Super Duty	<u>960</u>	<u>800</u>	<u>1,533</u>	<u>2,349</u>	<u>2,451</u>	<u>3,199</u>	<u>2,165</u>	<u>3,048</u>	<u>2,685</u>	<u>2,968</u>	<u>2,483</u>	<u>-</u>	<u>24,641</u>
Total Production	181,912	177,089	238,629	195,027	245,473	228,170	178,262	216,721	228,922	183,057	205,085	-	2,278,347

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	15,763	15,074	12,399	9,976	15,338	16,720	10,950	-	148,076
Maverick	8,694	7,143	9,649	7,263	11,061	10,133	10,211	8,482	13,058	13,492	13,826	-	113,012
Ford Mustang	5,964	5,410	7,561	893	563	2,682	4,349	7,933	7,759	5,811	5,687	-	54,612
Ford GT	18	12	-	-	-	-	-	-	-	-	-	-	30
Ranger	3,222	4,890	5,494	3,856	5,641	5,372	151	259	15	-	256	-	29,156
Bronco	8,823	12,951	14,622	10,346	14,877	13,530	8,507	14,771	5,566	82	10,771	-	114,846
Mustang Mach-E	-	360	7,381	11,858	13,639	13,000	11,611	7,203	11,716	7,895	5,735	-	90,398
Ford F-Series (F-150)	52,264	53,219	63,015	52,173	59,146	56,304	44,842	40,751	52,164	58,241	48,622	-	580,741
Ford F-Series (Super Duty)	14,334	13,932	28,177	29,279	32,567	27,706	23,044	36,640	28,114	11,540	29,876	-	275,209
Ford Expedition	6,676	9,114	9,257	6,994	9,127	6,285	3,915	9,539	7,513	3,138	6,730	-	78,288
Lincoln Navigator	1,696	2,278	2,384	1,711	2,269	1,964	1,052	2,449	2,047	866	1,889	-	20,605
Ford Explorer	25,625	21,280	22,602	16,168	21,063	10,416	12,387	22,122	23,285	173	19,735	-	194,856
Lincoln Aviator	2,840	2,551	2,604	1,815	2,100	932	1,514	1,758	2,732	28	2,361	-	21,235
Ford Transit	15,262	14,619	12,943	10,480	18,296	17,801	14,215	5,399	15,789	17,387	14,466	-	156,657
Ford Escape	3,901	494	11,771	12,805	19,170	18,756	13,917	20,748	18,799	20,018	8,618	-	148,997
Lincoln Corsair	366	-	159	2,513	3,917	4,063	2,827	4,702	3,488	4,381	1,806	-	28,222
Ford Edge	8,594	6,528	13,077	8,460	8,080	13,537	7,592	15,049	13,137	15,364	15,231	-	124,649
Lincoln Nautilus	2,547	1,714	3,534	2,292	2,814	3,547	1,391	2,760	2,398	2,448	2,776	-	28,221
Ford Econoline	4,673	5,028	5,056	2,984	3,312	4,470	2,896	4,007	4,245	3,882	4,114	-	44,667
Medium Truck	1,197	1,213	1,677	1,010	1,022	1,360	880	1,313	1,293	1,144	1,360	-	13,469
Stripped Chassis	<u>1,770</u>	<u>2,013</u>	<u>2,124</u>	<u>1,599</u>	<u>1,046</u>	<u>1,238</u>	<u>562</u>	<u>860</u>	<u>466</u>	<u>447</u>	<u>276</u>	<u>-</u>	<u>12,401</u>
Total Production	181,912	177,089	238,629	195,027	245,473	228,170	178,262	216,721	228,922	183,057	205,085	-	2,278,347