

FORD MOTOR COMPANY MAY 2023 U.S. SALES

	<u>May</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>
POWERTRAIN						
Electric Vehicles	5,444	6,254	-13.0	19,809	18,626	6.4
Hybrid Vehicles	10,715	8,894	20.5	49,061	49,226	-0.3
Internal Combustion	<u>154,774</u>	<u>139,313</u>	11.1	<u>761,971</u>	<u>695,706</u>	9.5
Total vehicles	170,933	154,461	10.7	830,841	763,558	8.8
SALES BY TYPE						
SUVs	69,206	76,625	-9.7	358,715	375,232	-4.4
Trucks	98,168	74,595	31.6	448,684	366,675	22.4
Cars	<u>3,559</u>	<u>3,241</u>	9.8	<u>23,442</u>	<u>21,651</u>	8.3
Total vehicles	170,933	154,461	10.7	830,841	763,558	8.8
FORD BRAND						
EcoSport	250	2,732	-90.8	2,219	15,267	-85.5
Bronco Sport	10,594	9,510	11.4	51,991	51,527	0.9
Escape	11,733	8,899	31.8	50,015	64,363	-22.3
Bronco	8,211	9,475	-13.3	50,124	46,161	8.6
Mustang Mach-E	2,917	5,179	-43.7	9,930	15,718	-36.8
Edge	7,685	9,202	-16.5	39,001	46,912	-16.9
Explorer	14,531	19,594	-25.8	90,919	83,131	9.4
Expedition	<u>6,782</u>	<u>4,441</u>	52.7	<u>32,396</u>	<u>16,154</u>	100.5
Ford SUVs	62,703	69,032	-9.2	326,595	339,233	-3.7
F-Series	70,566	49,454	42.7	310,538	241,672	28.5
<i>Memo: F-150 Lightning (electric)</i>	<i>1,707</i>	<i>201</i>	<i>NM</i>	<i>7,333</i>	<i>459</i>	<i>NM</i>
Ranger	4,002	5,983	-33.1	19,703	28,732	-31.4
Maverick	6,965	6,089	14.4	35,026	34,871	0.4
E-Series	2,732	1,160	135.5	16,700	10,166	64.3
Transit	11,282	8,350	35.1	52,703	34,128	54.4
<i>Memo: E-Transit</i>	<i>820</i>	<i>874</i>	<i>-6.2</i>	<i>2,546</i>	<i>2,449</i>	<i>4.0</i>
Transit Connect	1,270	2,532	-49.8	7,239	12,098	-40.2
Heavy Trucks	<u>1,351</u>	<u>1,027</u>	31.5	<u>6,775</u>	<u>5,008</u>	35.3
Ford Trucks	98,168	74,595	31.6	448,684	366,675	22.4
GT	0	7	-100.0	31	54	-42.6
Mustang	<u>3,559</u>	<u>3,234</u>	10.0	<u>23,411</u>	<u>21,597</u>	8.4
Ford Cars	<u>3,559</u>	<u>3,241</u>	9.8	<u>23,442</u>	<u>21,651</u>	8.3
Ford Brand	164,430	146,868	12.0	798,721	727,559	9.8
LINCOLN BRAND						
Corsair	2,019	2,084	-3.1	6,894	11,883	-42.0
Nautilus	2,076	2,329	-10.9	10,070	10,413	-3.3
Aviator	835	2,083	-59.9	7,972	9,452	-15.7
Navigator	<u>1,573</u>	<u>1,097</u>	43.4	<u>7,184</u>	<u>4,251</u>	69.0
Lincoln SUVs	6,503	7,593	-14.4	32,120	35,999	-10.8
Lincoln Brand	6,503	7,593	-14.4	32,120	35,999	-10.8

Ford Motor Company

MAY 2023 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	5.1
GT	-
Ford Cars	5.1
Escape	18.4
Bronco Sport	22.8
Mustang Mach-E	13.1
EcoSport	0.3
Edge	11.9
Bronco	8.4
Explorer	30.2
Expedition	13.7
Ford SUVs	118.8
Corsair	3.5
Nautilus	4.6
Aviator	2.1
Navigator	3.9
Lincoln SUVs	14.1
Total SUVs	132.9
E-Series Van	12.2
Transit Connect (Tourneo)	2.4
Transit Van	25.8
Maverick	8.6
Ranger	7.2
F-Series	184.4
Medium/Heavy	4.8
Ford Trucks	245.5
Total Car, Utility, Truck	383.5

2023 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	5,964	5,410	7,561	893	563	-	-	-	-	-	-	-	20,391
<u>Chicago Main</u>													
Ford Explorer	24,159	19,957	21,648	15,586	19,990	-	-	-	-	-	-	-	101,340
Lincoln Aviator	2,695	2,260	1,920	1,427	1,516	-	-	-	-	-	-	-	9,818
<u>Chicago SHO</u>													
Ford Explorer	1,466	1,323	954	582	1,073	-	-	-	-	-	-	-	5,398
Lincoln Aviator	145	291	684	388	584	-	-	-	-	-	-	-	2,092
<u>Cuautitlan</u>													
Mustang Mach-E	-	360	7,381	11,858	13,639	-	-	-	-	-	-	-	33,238
<u>Dearborn Truck Plant</u>													
Ford F-Series (F-150)	27,656	28,575	32,098	27,309	34,230	-	-	-	-	-	-	-	149,868
<u>Detroit Chassis Plant</u>													
Stripped Chassis	1,770	2,013	2,124	1,599	1,046	-	-	-	-	-	-	-	8,552
<u>Hermosillo</u>													
Bronco Sport	13,446	12,340	15,542	10,528	15,763	-	-	-	-	-	-	-	67,619
Maverick	8,694	7,143	9,649	7,263	11,061	-	-	-	-	-	-	-	43,810
<u>Kansas City (SUV)</u>													
Ford Transit	15,262	14,619	12,943	10,480	18,296	-	-	-	-	-	-	-	71,600
<u>Kansas City (Truck)</u>													
Ford F-Series (F-150)	24,608	24,644	30,917	24,864	24,916	-	-	-	-	-	-	-	129,949
<u>Kentucky Truck</u>													
Ford F-Series (Super Duty)	13,374	13,132	26,644	26,930	30,116	-	-	-	-	-	-	-	110,196
Ford Expedition	6,676	9,114	9,257	6,994	9,127	-	-	-	-	-	-	-	41,168
Lincoln Navigator	1,696	2,278	2,384	1,711	2,269	-	-	-	-	-	-	-	10,338
<u>Louisville Assembly</u>													
Ford Escape	3,901	494	11,771	12,805	19,170	-	-	-	-	-	-	-	48,141
Lincoln Corsair	366	-	159	2,513	3,917	-	-	-	-	-	-	-	6,955
<u>Michigan Assembly</u>													
Ranger	3,222	4,890	5,494	3,856	5,641	-	-	-	-	-	-	-	23,103
Bronco	8,823	12,951	14,622	10,346	14,877	-	-	-	-	-	-	-	61,619
<u>Multimatic</u>													
Ford GT	18	12	-	-	-	-	-	-	-	-	-	-	30
<u>Oakville</u>													
Ford Edge	8,594	6,528	13,077	8,460	8,080	-	-	-	-	-	-	-	44,739
Lincoln Nautilus	2,547	1,714	3,534	2,292	2,814	-	-	-	-	-	-	-	12,901
<u>Ohio Assembly</u>													
Ford Econoline	4,673	5,028	5,056	2,984	3,312	-	-	-	-	-	-	-	21,053
Medium Truck	1,197	1,213	1,677	1,010	1,022	-	-	-	-	-	-	-	6,119
Super Duty	<u>960</u>	<u>800</u>	<u>1,533</u>	<u>2,349</u>	<u>2,451</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>8,093</u>
Total Production	181,912	177,089	238,629	195,027	245,473	-	-	-	-	-	-	-	1,038,130

2023 Calendar Year Production By Vehicle Line													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Bronco Sport	13,446	12,340	15,542	10,528	15,763	-	-	-	-	-	-	-	67,619
Maverick	8,694	7,143	9,649	7,263	11,061	-	-	-	-	-	-	-	43,810
Ford Mustang	5,964	5,410	7,561	893	563	-	-	-	-	-	-	-	20,391
Ford GT	18	12	-	-	-	-	-	-	-	-	-	-	30
Ranger	3,222	4,890	5,494	3,856	5,641	-	-	-	-	-	-	-	23,103
Bronco	8,823	12,951	14,622	10,346	14,877	-	-	-	-	-	-	-	61,619
Mustang Mach-E	-	360	7,381	11,858	13,639	-	-	-	-	-	-	-	33,238
Ford F-Series (F-150)	52,264	53,219	63,015	52,173	59,146	-	-	-	-	-	-	-	279,817
Ford F-Series (Super Duty)	14,334	13,932	28,177	29,279	32,567	-	-	-	-	-	-	-	118,289
Ford Expedition	6,676	9,114	9,257	6,994	9,127	-	-	-	-	-	-	-	41,168
Lincoln Navigator	1,696	2,278	2,384	1,711	2,269	-	-	-	-	-	-	-	10,338
Ford Explorer	25,625	21,280	22,602	16,168	21,063	-	-	-	-	-	-	-	106,738
Lincoln Aviator	2,840	2,551	2,604	1,815	2,100	-	-	-	-	-	-	-	11,910
Ford Transit	15,262	14,619	12,943	10,480	18,296	-	-	-	-	-	-	-	71,600
Ford Escape	3,901	494	11,771	12,805	19,170	-	-	-	-	-	-	-	48,141
Lincoln Corsair	366	-	159	2,513	3,917	-	-	-	-	-	-	-	6,955
Ford Edge	8,594	6,528	13,077	8,460	8,080	-	-	-	-	-	-	-	44,739
Lincoln Nautilus	2,547	1,714	3,534	2,292	2,814	-	-	-	-	-	-	-	12,901
Ford Econoline	4,673	5,028	5,056	2,984	3,312	-	-	-	-	-	-	-	21,053
Medium Truck	1,197	1,213	1,677	1,010	1,022	-	-	-	-	-	-	-	6,119
Stripped Chassis	<u>1,770</u>	<u>2,013</u>	<u>2,124</u>	<u>1,599</u>	<u>1,046</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>8,552</u>
Total Production	181,912	177,089	238,629	195,027	245,473	-	-	-	-	-	-	-	1,038,130