



Strong August Makes Ford America's Best-Selling Brand Again; No. 2 Electric Vehicle Brand on Record Sales of F-150 Lightning, Strong Mustang Mach-E Gain and E-Transit Van

AUGUST 2022 SALES

	Total Vehicle	Truck	SUV	EVs
Total U.S. Sales	158,088	83,347	71,201	5,897
Total Sales vs. Aug 2021	27.3%	13.2%	47.7%	307.3%
Retail Sales vs. Aug 2021	29.7%	10.9%	50.9%	259.0%

HIGHLIGHTS

- Ford is America's best-selling brand for the second month in a row. While sales for the overall industry were up 4.8 percent over a year ago, Ford grew at a faster pace of 27.3 percent for the month. Ford total market share increased 2.4 percentage points from August of last year to its current level of 13.4 percent for the month.
- Demand is strong - retail orders for '23MY vehicles totaled over 76,000 orders – up 41 percent compared to '22MY vehicle orders from a year ago. For the fifth straight month, more than 50 percent of Ford retail sales came from previously placed orders. August sales of electric vehicles were up 307 percent, while gas engine vehicles climbed 24.7 percent.
- Ford electric vehicle sales expanded four-fold over a year ago, growing almost four times faster than the EV segment and conquering from competitors at a rate over 60 percent. As America's best-selling electric truck in August, the all-new F-150 Lightning pickup is the fastest turning vehicle in Ford's lineup at just eight days, followed by Bronco at 10 and Maverick at 11.
- Ford's F-Series is not only America's best-selling truck this month, but also the best-selling electric and hybrid truck. Ford F-Series sales expanded its lead, with 420,969 trucks sold through August.
- More than 75,000 customers have enrolled in Ford BlueCruise and Lincoln ActiveGlide, up 13 percent from July, with more than 16 million hands-free miles accumulated.
- Sales of Ford hybrids hit a new August sales record, with 7,302 vehicles sold – a 9.0 percent increase over a year ago. Ford's share of the hybrid vehicle segment is now 13.0 percent year-to-date – up 3.3 percentage points over last year, placing Ford second to only Toyota this year in hybrid vehicle sales. Ford's hybrid truck sales lead the industry, with F-150 and Maverick hybrids totaling 47,091 trucks through August – up 87.6 percent over a year ago.
- Ford Bronco sales continue to grow, climbing 268 percent and propelling Ford brand SUV sales 50.4 percent higher than a year ago. Ford brand SUVs totaled 64,808 SUVs for the month.

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.

"F-Series was America's best-selling truck, best-selling hybrid truck and best-selling electric truck with F-150 Lightning in August. Ford's overall electric vehicle portfolio expanded four-fold in August, while conquering from competitors at a rate over 60 percent. The all-new electric F-150 Lightning had its best month since launch, while sales of our gas engine lineup grew 25%, electric vehicles 307% and hybrids achieved a new August sales record with 7,302 vehicles sold."

– Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue

MUST-HAVE PRODUCTS



Ford Pro

E-Transit configurations are providing Ford with a significant advantage over competitors in the segment, as 60% of orders are for medium or low roof E-Transit vans. These various cab configurations are important for urban delivery vans having to traverse parking garages. Ford E-Transit sales through August totaled 3,938 electric vans, dominating the electric van segment with over 90 percent share of the segment.



Ford Electric

Sales of Ford's electric vehicles are up four-fold over last year, with F-150 Lightning having its best monthly sales since it was launched, turning on dealer lots in just eight days. F-150 Lightning's top three conquests are Ram pickup, Model 3 and Model X. Mustang Mach-E sales were up 115 percent on sales of 3,120, with record retail orders of over 7,800 Mustang Mach-E's for the month of August.



Ford Trucks

America's best-selling pickup brand, Ford posted sales of 65,446 pickups in August – up 8.0 percent from a year ago, thanks to demand for F-Series, Ranger and Maverick. Ford overall share year-to-date of the total pickup segment increased 0.6 percentage points in August to 28.3 percent. F-Series trucks expanded its sales lead through August over its second-place competitor to 85,411 trucks.



Ford SUV

Ford's Bronco family, including Bronco Sport, saw August sales total 14,587 SUVs – up 54.7 percent over a year ago. With strong inventory flows, Explorer sales increased 125 percent. Sales of Ford's newly redesigned Expedition increased 22.0 percent, while the Escape Hybrid saw sales increase 12.7 percent over last year.



Lincoln SUVs

Lincoln SUV sales totaled 6,393 SUVs – up 24.9 percent over August last year. Lincoln's best-selling vehicle, the Corsair, more than doubled its sales from a year ago, with a 146 percent increase. Meanwhile, the Lincoln Aviator also more than doubled sales on improved inventory flow with 1,731 SUVs sold.

FORD MOTOR COMPANY AUGUST 2022 U.S. SALES

	<u>August</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
SALES BY BRAND						
Ford	151,695	119,022	27.5	1,181,596	1,182,575	-0.1
Lincoln	<u>6,393</u>	<u>5,154</u>	24.0	<u>56,254</u>	<u>58,315</u>	-3.5
Total vehicles	158,088	124,176	27.3	1,237,850	1,240,890	-0.2
SALES BY TYPE						
Cars	3,540	2,369	49.4	33,215	53,106	-37.5
SUVs	71,201	48,197	47.7	587,455	528,519	11.2
Trucks	<u>83,347</u>	<u>73,610</u>	13.2	<u>617,180</u>	<u>659,265</u>	-6.4
Total vehicles	158,088	124,176	27.3	1,237,850	1,240,890	-0.2
FORD BRAND						
Fusion	0	59	-100.0	0	11,636	-100.0
GT	7	11	-36.4	71	93	-23.7
Mustang	<u>3,533</u>	<u>2,263</u>	56.1	<u>33,144</u>	<u>38,337</u>	-13.5
Ford Cars	3,540	2,333	51.7	33,215	50,066	-33.7
EcoSport	2,929	2,153	36.0	24,078	32,697	-26.4
Bronco Sport	4,555	6,698	-32.0	70,712	69,518	1.7
Escape	13,272	10,696	24.1	97,046	100,329	-3.3
Bronco	10,032	2,730	267.5	75,495	6,808	1,008.9
Mustang Mach-E	3,120	1,448	115.5	25,765	17,277	49.1
Edge	5,290	5,509	-4.0	62,077	48,213	28.8
Explorer	19,076	8,490	124.7	139,666	140,082	-0.3
Expedition	<u>6,534</u>	<u>5,355</u>	22.0	<u>36,362</u>	<u>58,320</u>	-37.7
Ford SUVs	64,808	43,079	50.4	531,201	473,244	12.2
F-Series	58,283	57,321	1.7	420,969	471,667	-10.7
<i>Memo: F-150 Lightning (electric)</i>	<u>2,373</u>	<u>0</u>	N/A	<u>6,842</u>	<u>0</u>	N/A
Ranger	3,988	3,271	21.9	41,801	67,602	-38.2
Maverick	3,175	0	N/A	48,648	0	N/A
E-Series	3,978	3,437	15.7	19,325	23,240	-16.8
Transit	10,230	8,163	25.3	59,524	68,860	-13.6
<i>Memo: E-Transit</i>	<u>404</u>	<u>0</u>	N/A	<u>3,938</u>	<u>0</u>	N/A
Transit Connect	2,667	585	355.9	18,586	19,237	-3.4
Heavy trucks	<u>1,026</u>	<u>833</u>	23.2	<u>8,327</u>	<u>8,659</u>	-3.8
Ford Trucks	<u>83,347</u>	<u>73,610</u>	13.2	<u>617,180</u>	<u>659,265</u>	-6.4
Ford Brand	151,695	119,022	27.5	1,181,596	1,182,575	-0.1
LINCOLN BRAND						
MKZ	0	12	-100.0	0	1,659	-100.0
Continental	<u>0</u>	<u>24</u>	-100.0	<u>0</u>	<u>1,381</u>	-100.0
Lincoln Cars	0	36	-100.0	0	3,040	-100.0
Corsair/MKC	2,116	859	146.3	18,139	14,965	21.2
Nautilus/MKX	1,745	2,667	-34.6	15,339	15,510	-1.1
Aviator	1,731	766	126.0	14,608	13,748	6.3
Navigator	<u>801</u>	<u>826</u>	-3.0	<u>8,168</u>	<u>11,052</u>	-26.1
Lincoln SUVs	<u>6,393</u>	<u>5,118</u>	24.9	<u>56,254</u>	<u>55,275</u>	1.8
Lincoln Brand	6,393	5,154	24.0	56,254	58,315	-3.5

CONTACT

Ford Motor Company
AUG 2022 US GROSS STOCK

	Gross Stock
	Units
	(000)
Mustang	6.6
GT	0.0
Ford Cars	6.6
Escape	18.2
Bronco Sport	15.0
Mustang Mach-E	4.5
EcoSport	6.1
Edge	9.9
Bronco	8.8
Explorer	29.5
Expedition	8.1
Ford SUVs	100.1
Corsair	4.2
Nautilus	2.6
Aviator	2.6
Navigator	1.5
Lincoln SUVs	10.9
Total SUVs	111.0
Econoline Van	9.0
Transit Connect (Tourneo)	3.1
Transit Van	17.8
Maverick	3.2
Ranger	6.1
F-Series	97.6
Medium/Heavy	4.5
Ford Trucks	141.3
Total Car, Utility, Truck	258.9

AUGUST 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	7,896	4,596	7,028					41,026
Chicago Main													
Ford Explorer	23,553	12,403	28,081	21,018	17,127	16,237	25,608	13,555					157,582
Lincoln Aviator	2,188	1,272	3,233	2,449	1,707	1,761	2,873	1,478					16,961
Chicago SHO													
Ford Explorer	1,186	870	2,116	968	1,174	1,129	1,237	955					9,635
Lincoln Aviator	109	154	239	290	163	202	521	86					1,764
Cuautitlan													
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865					46,690
Dearborn Truck Plant													
Ford F-Series (F-150)	28,371	10,987	26,041	20,024	28,213	20,035	22,613	33,352					189,636
Detroit Chassis Plant													
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162					12,751
Hemosillo													
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878					92,295
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384					61,059
Kansas City (SUV)													
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022					84,629
Kansas City (Truck)													
Ford F-Series (F-150)	15,015	10,415	24,696	14,867	23,863	26,276	21,141	24,465					160,738
Kentucky Truck													
Ford F-Series (Super Duty)	10,629	18,944	23,071	28,151	25,595	29,038	16,502	32,177					184,107
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860					41,945
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782					11,173
Louisville Assembly													
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154					129,668
Lincoln Corsair	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001					23,792
Michigan Assembly													
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677					44,519
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092					91,150
Multimatic													
Ford GT	18	19	23	20	21	21	20	21					163
Oakville													
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688					72,676
Lincoln Nautilus	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426					19,030
Ohio Assembly													
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503					23,017
Medium Truck	526	649	763	1,764	1,864	888	970	1,867					9,291
Super Duty	459	614	777	1,852	1,734	1,769	1,028	2,509					10,742
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	-	-	-	-	1,536,039

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	10,375	6,382	14,878	-	-	-	-	92,295
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	-	-	-	-	61,059
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	-	-	-	-	41,026
Ford GT	18	19	23	20	21	21	20	21	-	-	-	-	163
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	-	-	-	-	44,519
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	-	-	-	-	91,150
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	-	-	-	-	46,690
Ford F-Series (F-150)	43,386	21,402	50,737	34,891	52,076	46,311	43,754	57,817	-	-	-	-	350,374
Ford F-Series (Super Duty)	11,088	19,558	23,848	30,003	27,329	30,807	17,530	34,686	-	-	-	-	194,849
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	-	-	-	-	41,945
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	-	-	-	-	11,173
Ford Explorer	24,739	13,273	30,197	21,986	18,301	17,366	26,845	14,510	-	-	-	-	167,217
Lincoln Aviator	2,297	1,426	3,472	2,739	1,870	1,963	3,394	1,564	-	-	-	-	18,725
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	-	-	-	-	84,629
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	-	-	-	-	129,668
Lincoln MKC	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	-	-	-	-	23,792
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	-	-	-	-	72,676
Lincoln MKX	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	-	-	-	-	19,030
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	-	-	-	-	23,017
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	-	-	-	-	9,291
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	-	-	-	-	12,751
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	-	-	-	-	1,536,039