



# F-Series Captures America's Best-Selling Truck Crown for 46th Straight Year; Ford Posts Record Electric Vehicles Sales, Harnesses No. 2 EV Automaker Spot; Ford Expands Total Market Share in 2022



## DECEMBER 2022 SALES

	Total Vehicle	Truck	SUV	EVs
<b>Total U.S. Sales</b>	<b>179,279</b>	<b>101,649</b>	<b>73,759</b>	<b>7,823</b>
Total Sales vs. Dec 2021	3.2%	10.9%	-4.7%	222.6%
Retail Sales vs. Dec 2021	-2.3%	6.4%	-8.7%	178.4%

### HIGHLIGHTS

- F-Series sales for the year totaled 653,957 trucks, making it America's best-selling truck for 46 straight years and best-selling vehicle for 41 years straight – it outsold its second place competitor Silverado by more than 140,000 trucks for the year.
- Ford F-Series sales closed the year with its best monthly sales performance of the year in December with 75,076 trucks sold. Positioning truck sales well for the new year, with total orders for the all-new '23MY Super Duty now exceeding 245,000 trucks.
- Ford's total market share for the year gained 0.7 percentage points over the 2021 calendar year with the rollout of new electric vehicles and SUVs. Ford retail orders for '23MY vehicles totaled a record 329,000 vehicles – up 69.6 percent over '22MY.
- Ford's full year sales of electric vehicles hit a new record at 61,575 vehicles, making Ford the second largest automaker of electric vehicles in America. Ford sales of EVs were up 126 percent for the year and up 223 percent for December.
  - The F-150 Lightning was the No. 1 electric truck in America in December and the best-selling electric truck in the U.S. since its launch in May with 15,617 electric trucks sold.
  - For the year, Ford sold 6,500 E-Transit vans, making it America's best-selling electric van with 73 percent share of the segment. December sales of E-Transit totaled 689.
  - Mustang Mach-E sales climbed 103 percent in December on sales of 4,775 SUVs. For the year, Mustang Mach-E is up 45.4 percent on sales of 39,458 SUVs.
- Bronco December sales totaled 10,412 SUVs with a 36.4 percent share of segment, its highest level since launch and up almost 4 percentage points from November. For the year, Bronco sales totaled 117,057.
- Enrollments of Ford's BlueCruise/Lincoln ActiveGlide technology for the year totaled 114,000 and customers have accumulated more than 42 million hands-free miles with BlueCruise/ActiveGlide.

#### 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 176,000 people worldwide. More information about the company, its products and Ford Credit is available at [corporate.ford.com](http://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.

"Much was accomplished in 2022, with Ford increasing its share of the industry by 0.7 percentage points. Delivering on our strategy, share expansion came from broad-based growth from our SUV lineup and our all-new EVs growing at twice the rate of the overall EV segment. F-Series was America's best-selling truck for the 46th consecutive year, outselling our second-place competitor by over 140,000 trucks, and the Bronco family of vehicles increased 51.3 percent. With a strong retail order bank, Ford is well positioned heading into 2023."

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

### MUST-HAVE PRODUCTS



Ford Trucks

Strong Super Duty orders and the best F-Series December sales of the year, up 20.1 percent over a year ago – provides strength moving into the new year. F-Series share of the full-size pickup segment continued to expand – up 1.2 percentage points in December over last year with 35.6 percent of the segment. **Maverick was the No. 1 selling small truck** with sales of 74,370, with retail orders filled out for the '23MY.



Ford SUV

Ford brand SUVs finish the year with sales of 777,770 SUVs – up 4.6 percent over a year ago. Strong performance from the Bronco family of SUVs expanded Ford's share of the total SUV segment by 1.2 percentage points to 10.3 percent. **Bronco's share** of its segment hit 27.9 percent for the year – with its highest share of segment coming in December at 36.4 percent of segment. The Bronco family of SUVs totaled 216,604 SUVs – up 51.3 percent in 2022.



Ford Pro

With 156,672 vans sold, Ford marks its 44th straight year as America's best-selling commercial van lineup. Led by Transit with sales of 99,382 vans, Transit has been America's No. 1 selling van since it was first introduced in 2015, while **E-Transit is America's No. 1 selling electric van** with 2022 sales totaling 6,500.



Ford Electric

Ford sales of electric vehicles more than doubled in 2022, to 61,575 electric vehicles sold – double the rate of growth for the overall segment. Ford's electric vehicle sales performance makes it the second largest maker of electric vehicles in the U.S. behind Tesla. Conquering sales at over 60 percent, Ford's electric vehicles played a crucial role in expanding Ford's overall share in 2022.



Lincoln SUVs

With improved inventory flow, **Lincoln SUVs finished the year strong, with sales up 18.0 percent in December of a year ago on strong Navigator and Corsair sales.** Navigator saw a 30.7 percent gain over a year ago, while Corsair was up 38.9 percent.

**FORD MOTOR COMPANY DECEMBER 2022 U.S. SALES**

	<u>December</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>
<b>SALES BY BRAND</b>						
Ford	172,013	167,545	2.7	1,780,978	1,819,026	-2.1
Lincoln	<u>7,266</u>	<u>6,195</u>	17.3	<u>83,486</u>	<u>86,929</u>	-4.0
Total vehicles	179,279	173,740	3.2	1,864,464	1,905,955	-2.2
<b>SALES BY TYPE</b>						
Cars	3,871	4,664	-17.0	47,665	67,479	-29.4
SUVs	73,759	77,377	-4.7	861,256	827,278	4.1
Trucks	<u>101,649</u>	<u>91,699</u>	10.9	<u>955,543</u>	<u>1,011,198</u>	-5.5
Total vehicles	179,279	173,740	3.2	1,864,464	1,905,955	-2.2
<b>FORD BRAND</b>						
Fusion	0	47	-100.0	0	11,781	-100.0
GT	10	14	-28.6	99	143	-30.8
Mustang	<u>3,861</u>	<u>4,564</u>	-15.4	<u>47,566</u>	<u>52,414</u>	-9.2
<b>Ford Cars</b>	3,871	4,625	-16.3	47,665	64,338	-25.9
EcoSport	560	2,992	-81.3	29,193	40,659	-28.2
Bronco Sport	7,166	6,278	14.1	99,547	108,169	-8.0
Escape	9,200	10,704	-14.1	137,370	145,415	-5.5
Bronco	10,412	9,168	13.6	117,057	35,023	234.2
Mustang Mach-E	4,775	2,349	103.3	39,458	27,140	45.4
Edge	6,893	11,456	-39.8	85,465	85,225	0.3
Explorer	19,103	20,715	-7.8	207,673	219,871	-5.5
Expedition	<u>8,384</u>	<u>7,559</u>	10.9	<u>62,007</u>	<u>81,988</u>	-24.4
<b>Ford SUVs</b>	66,493	71,221	-6.6	777,770	743,490	4.6
F-Series	75,076	62,496	20.1	653,957	726,004	-9.9
<i>Memo: F-150 Lightning (electric)</i>	2,359	0	N/A	15,617	0	N/A
Ranger	4,264	6,992	-39.0	57,005	94,755	-39.8
Maverick	5,878	6,030	-2.5	74,370	13,258	460.9
E-Series	3,253	3,806	-14.5	32,150	37,122	-13.4
Transit	10,041	8,521	17.8	99,382	99,745	-0.4
<i>Memo: E-Transit</i>	689	0	N/A	6,500	0	N/A
Transit Connect	1,726	2,371	-27.2	25,140	26,112	-3.7
Heavy trucks	<u>1,411</u>	<u>1,483</u>	-4.9	<u>13,539</u>	<u>14,202</u>	-4.7
<b>Ford Trucks</b>	<u>101,649</u>	<u>91,699</u>	10.9	<u>955,543</u>	<u>1,011,198</u>	-5.5
<b>Ford Brand</b>	172,013	167,545	2.7	1,780,978	1,819,026	-2.1
<b>LINCOLN BRAND</b>						
MKZ	0	3	-100.0	0	1,681	-100.0
Continental	<u>0</u>	<u>36</u>	-100.0	<u>0</u>	<u>1,460</u>	-100.0
<b>Lincoln Cars</b>	0	39	-100.0	0	3,141	-100.0
Corsair/MKC	2,537	1,827	38.9	27,668	22,790	21.4
Nautilus/MKX	1,481	1,469	0.8	20,635	24,443	-15.6
Aviator	1,653	1,640	0.8	21,977	20,924	5.0
Navigator	<u>1,595</u>	<u>1,220</u>	30.7	<u>13,206</u>	<u>15,631</u>	-15.5
<b>Lincoln SUVs</b>	<u>7,266</u>	<u>6,156</u>	18.0	<u>83,486</u>	<u>83,788</u>	-0.4
<b>Lincoln Brand</b>	7,266	6,195	17.3	83,486	86,929	-4.0

**CONTACT**

Ford Motor Company

**DEC 2022 U.S. GROSS STOCKS**

	<b>Gross Stock</b>
	<b>Units</b>
	<b>(000)</b>
Mustang	13.2
GT	0.0
<b>Ford Cars</b>	<b>13.3</b>
Escape	31.7
Bronco Sport	21.7
Mustang Mach-E	6.6
EcoSport	1.9
Edge	12.1
Bronco	15.8
Explorer	38.1
Expedition	9.3
<b>Ford SUVs</b>	<b>137.1</b>
Corsair	5.3
Nautilus	4.0
Aviator	2.4
Navigator	2.5
<b>Lincoln SUVs</b>	<b>14.2</b>
<b>Total SUVs</b>	<b>151.3</b>
Econoline Van	12.0
Transit Connect (Tourneo)	2.8
Transit Van	23.8
Maverick	8.8
Ranger	7.1
F-Series	172.9
Medium/Heavy	5.7
<b>Ford Trucks</b>	<b>233.2</b>
<b>Total Car, Utility, Truck</b>	<b>397.8</b>

# DECEMBER 2022 PRODUCTION

## 2022 Calendar Year Production By Plant

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
<b>Flat Rock</b>													
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281	6,020	5,859	65,480
<b>Chicago Main</b>													
Ford Explorer	23,553	12,403	28,081	21,018	17,127	16,237	25,608	13,555	17,590	21,912	21,020	20,004	238,108
Lincoln Aviator	2,188	1,272	3,233	2,449	1,707	1,761	2,873	1,478	1,862	2,303	2,126	1,465	24,717
<b>Chicago SHQ</b>													
Ford Explorer	1,186	870	2,116	968	1,174	1,129	1,237	955	1,476	1,408	1,380	1,363	15,262
Lincoln Aviator	109	154	239	290	163	202	521	86	252	-	163	112	2,291
<b>Cuautitlan</b>													
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	8,367	6,247	77,959
<b>Dearborn Truck Plant</b>													
Ford F-Series (F-150)	28,371	10,987	26,041	20,024	28,213	20,035	22,613	33,352	27,806	27,237	28,335	23,716	296,730
<b>Detroit Chassis Plant</b>													
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544	2,057	1,698	21,196
<b>Hermosillo</b>													
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570	8,662	8,800	134,088
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	6,614	7,536	91,434
<b>Kansas City (SUV)</b>													
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	12,634	10,208	129,937
<b>Kansas City (Truck)</b>													
Ford F-Series (F-150)	15,015	10,415	24,696	14,867	23,863	26,276	21,141	24,465	25,777	20,069	24,387	19,946	250,917
<b>Kentucky Truck</b>													
Ford F-Series (Super Duty)	10,629	18,944	23,071	28,151	25,595	29,038	16,502	32,177	27,395	31,393	27,776	22,394	293,065
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	7,969	6,098	70,102
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	1,968	1,541	18,146
<b>Louisville Assembly</b>													
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	13,853	7,138	187,761
Lincoln Corsair	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783	2,825	1,439	35,779
<b>Michigan Assembly</b>													
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	3,378	4,093	60,750
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	12,285	10,842	139,062
<b>Multimatic</b>													
Ford GT	18	19	23	20	21	21	20	21	17	16	19	13	228
<b>Oakville</b>													
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140	11,263	9,012	103,373
Lincoln Nautilus	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087	2,698	2,227	26,596
<b>Ohio Assembly</b>													
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215	3,494	3,661	38,830
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582	1,546	1,506	15,609
Super Duty	459	614	777	1,852	1,734	1,769	1,028	2,509	2,511	1,655	1,668	1,748	18,324
<b>Total Production</b>	<b>177,782</b>	<b>140,638</b>	<b>241,256</b>	<b>203,228</b>	<b>192,290</b>	<b>200,457</b>	<b>153,401</b>	<b>226,987</b>	<b>214,825</b>	<b>213,707</b>	<b>212,507</b>	<b>178,666</b>	<b>2,355,744</b>

## 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	11,761	12,570	8,662	8,800	134,088
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	6,614	7,536	91,434
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281	6,020	5,859	65,480
Ford GT	18	19	23	20	21	21	20	21	17	16	19	13	228
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	3,378	4,093	60,750
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	12,285	10,842	139,062
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	8,367	6,247	77,959
Ford F-Series (F-150)	43,386	21,402	50,737	34,891	52,076	46,311	43,754	57,817	53,583	47,306	52,722	43,662	547,647
Ford F-Series (Super Duty)	11,088	19,558	23,848	30,003	27,329	30,807	17,530	34,686	29,906	33,048	29,444	24,142	311,389
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	7,969	6,098	70,102
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	1,968	1,541	18,146
Ford Explorer	24,739	13,273	30,197	21,986	18,301	17,366	26,845	14,510	19,066	23,320	22,400	21,367	253,370
Lincoln Aviator	2,297	1,426	3,472	2,739	1,870	1,963	3,394	1,564	2,114	2,303	2,289	1,577	27,008
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	12,634	10,208	129,937
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	13,853	7,138	187,761
Lincoln MKC	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783	2,825	1,439	35,779
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140	11,263	9,012	103,373
Lincoln MKX	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087	2,698	2,227	26,596
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215	3,494	3,661	38,830
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582	1,546	1,506	15,609
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544	2,057	1,698	21,196
<b>Total Production</b>	<b>177,782</b>	<b>140,638</b>	<b>241,256</b>	<b>203,228</b>	<b>192,290</b>	<b>200,457</b>	<b>153,401</b>	<b>226,987</b>	<b>214,825</b>	<b>213,707</b>	<b>212,507</b>	<b>178,666</b>	<b>2,355,744</b>