



Ford: U.S. Market Performance for Third Quarter 2022

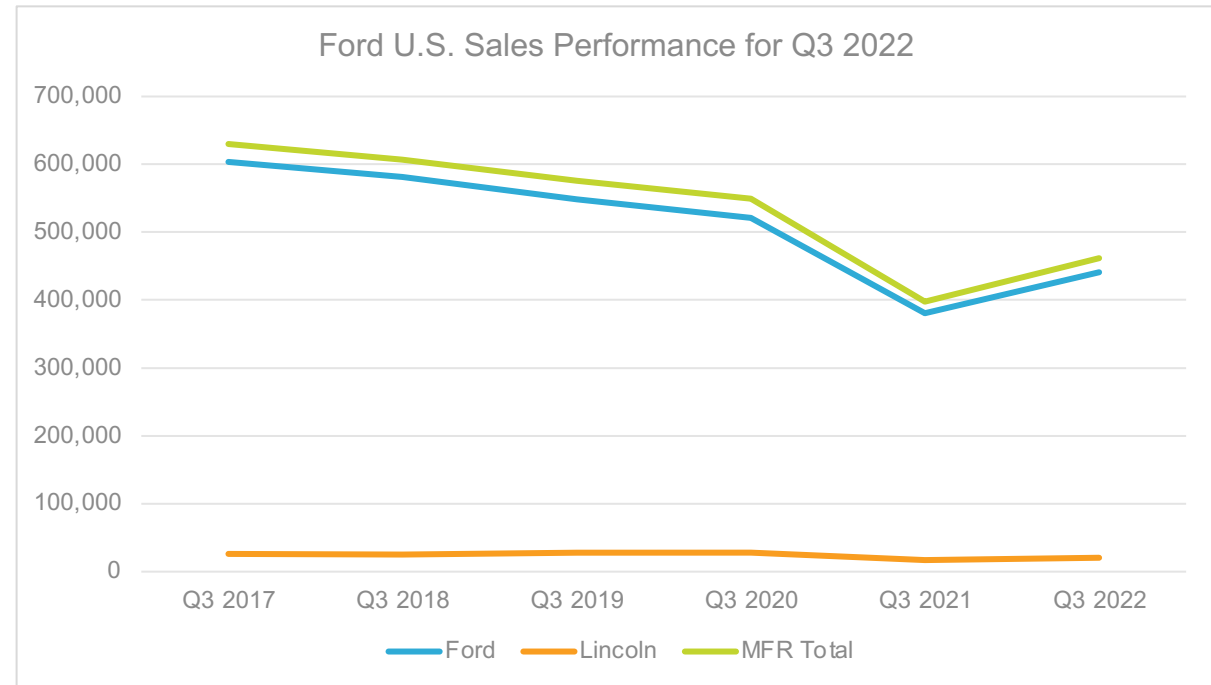
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Ford U.S. Sales Performance for Third Quarter 2022



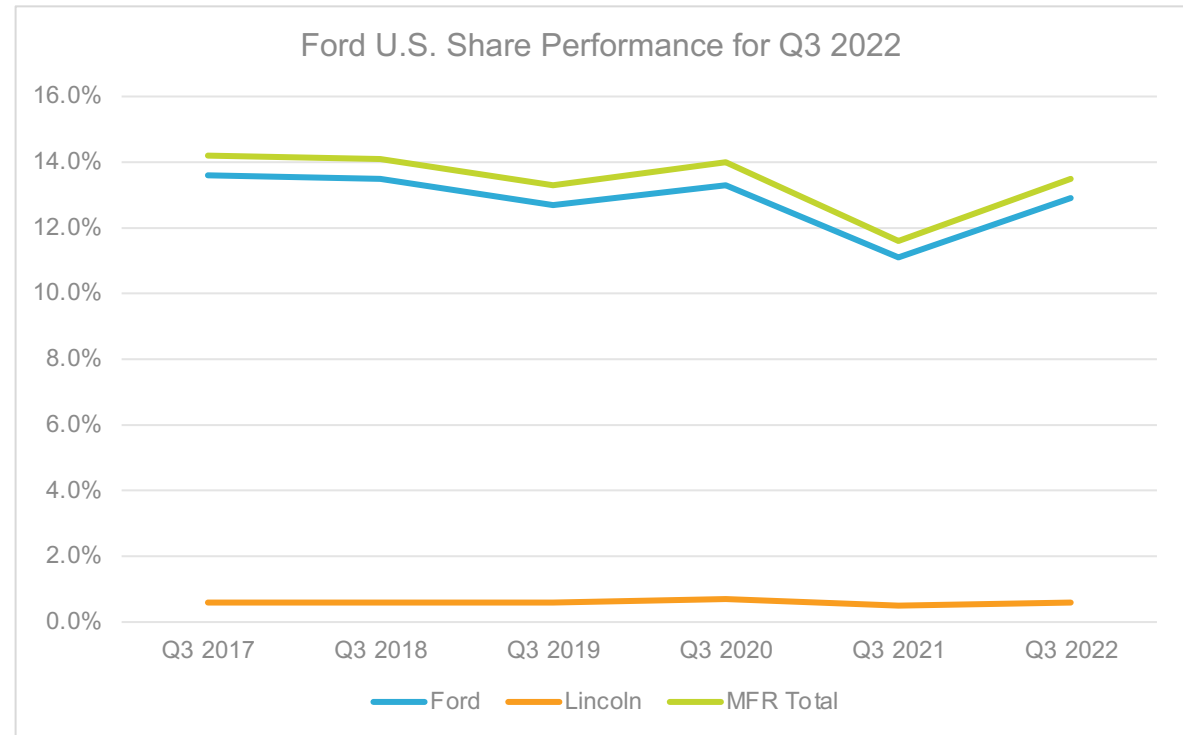
	Ford	Lincoln	MFR Total
Q3 2017	603,605	26,385	629,990
Q3 2018	581,928	25,011	606,939
Q3 2019	548,072	27,934	576,006
Q3 2020	521,580	27,554	549,134
Q3 2021	380,606	17,038	397,644
Q3 2022	441,397	20,027	461,424
YOY Change	16.0%	17.5%	16.0%



Ford U.S. Share Performance for Third Quarter 2022



	Ford	Lincoln	MFR Total
Q3 2017	13.6%	0.6%	14%
Q3 2018	13.5%	0.6%	14%
Q3 2019	12.7%	0.6%	13%
Q3 2020	13.3%	0.7%	14%
Q3 2021	11.1%	0.5%	12%
Q3 2022	12.9%	0.6%	14%
Point Change	1.79%	0.09%	1.87%



Highlights of Ford & Lincoln's U.S. Sales by Model for Third Quarter 2022



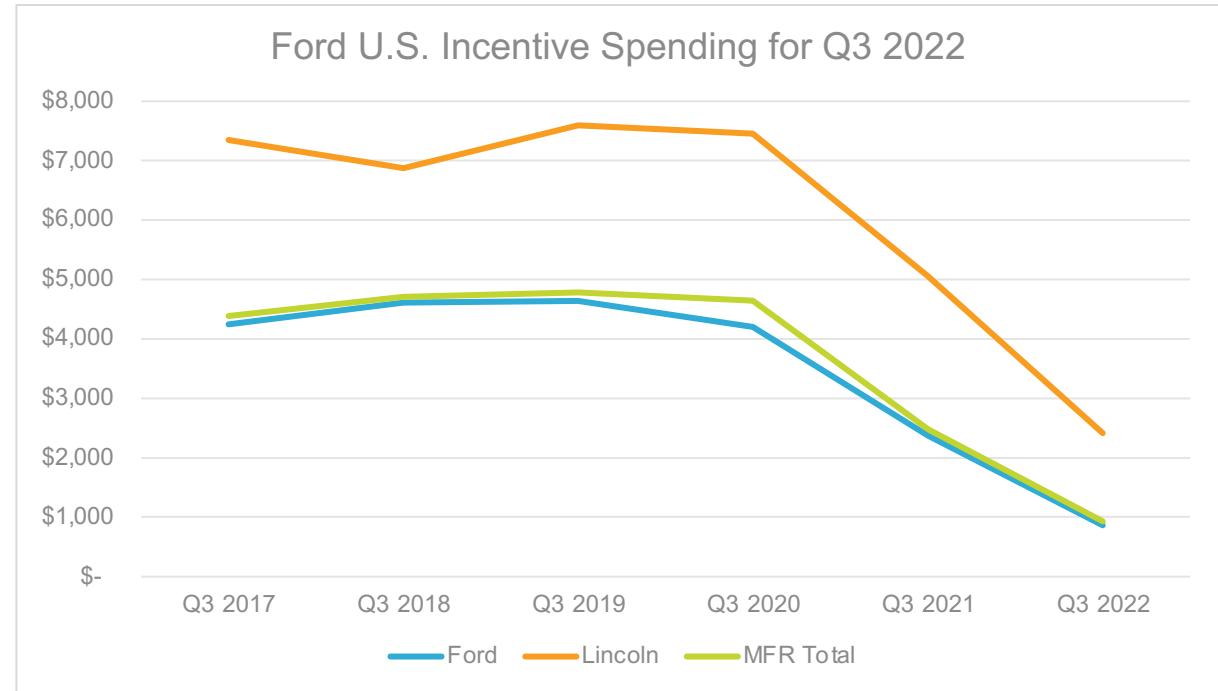
	Q3 Sales	YOY Change
Ford F-Series	167,962	-2.8%
Ford Explorer	53,326	27.2%
Ford Bronco	31,545	235.5%
Ford Bronco Sport	21,427	3.6%
Ford Edge	16,170	3.7%
Ford Transit	26,505	-2.1%
Ford Maverick	13,049	2478.9%
Ford Mustang Mach-E	10,414	77.1%

	Q3 Sales	YOY Change
Lincoln Corsair	6,239	78%
Lincoln Nautilus	4,942	-26.80%
Lincoln Aviator	5,746	58.80%

Ford U.S. Incentive Spending for Third Quarter 2022



	Ford	Lincoln	MFR Total
Q3 2017	\$4,251	\$7,351	\$ 4,388
Q3 2018	\$4,615	\$6,875	\$4,709
Q3 2019	\$4,640	\$7,595	\$4,783
Q3 2020	\$4,206	\$ 7,457	\$4,639
Q3 2021	\$2,367	\$5,051	\$2,482
Q3 2022	\$862	\$ 2,412	\$929
YOY Change	-64%	-52%	-62.6%



Ford Brand U.S. Average Transaction Prices for Third Quarter 2022



	Q3 ATP	YOY Change
Ford F-Series	\$63,866	6.6%
Ford Explorer	\$49,871	6.9%
Ford Bronco	\$53,866	8.3%
Ford Bronco Sport	\$36,532	6.6%
Ford Edge	\$43,224	7.2%
Ford Transit	\$50,767	13.6%
Ford Maverick	\$29,560	-1.1%
Ford Mustang Mach-E	\$59,085	7.9%

Lincoln Brand U.S. Average Transaction Prices for Third Quarter 2022



	Q3 ATP	YOY Change
Lincoln Corsair	\$47,436	2.3%
Lincoln Nautilus	\$56,786	5.4%
Lincoln Aviator	\$71,426	0.8%