

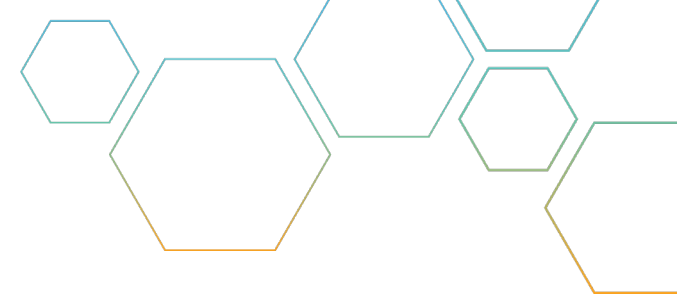


FORD MOTOR COMPANY: U.S. MARKET PERFORMANCE FOR SECOND QUARTER FY2023

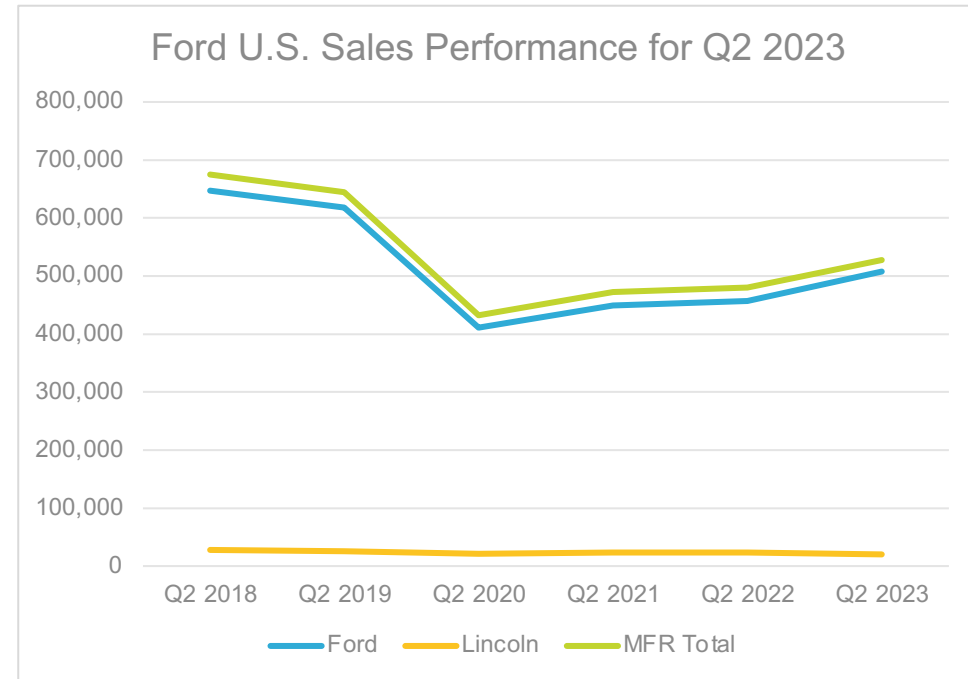


COX AUTOMOTIVE

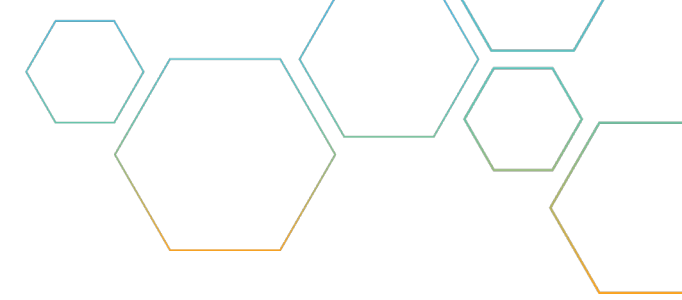
FORD MOTOR U.S. SALES PERFORMANCE FOR SECOND QUARTER FY2023



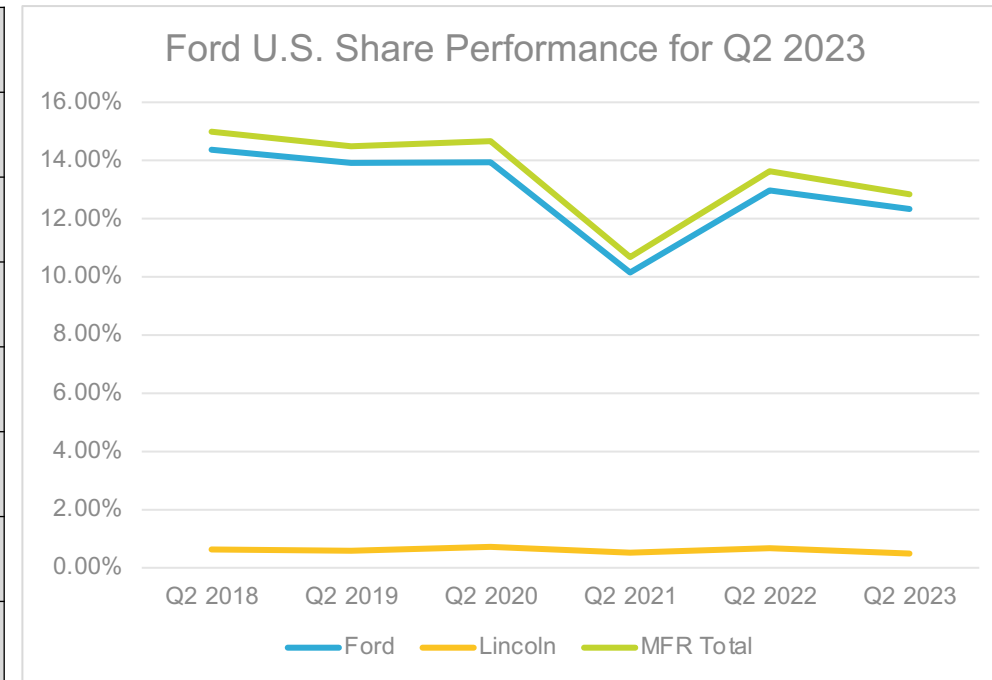
	Ford	Lincoln	MFR Total
Q2 2018	647,113	27,807	674,920
Q2 2019	618,558	25,940	644,498
Q2 2020	411,036	21,281	432,317
Q2 2021	448,746	23,514	472,260
Q2 2022	456,813	23,745	480,558
Q2 2023	507,781	20,124	527,905
YOY Change	11%	-15%	10%



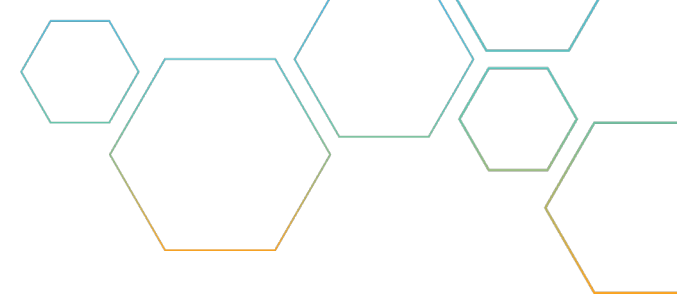
FORD MOTOR U.S. SHARE PERFORMANCE FOR SECOND QUARTER FY2023



	Ford	Lincoln	MFR Total
Q2 2018	14.37%	0.62%	15.0%
Q2 2019	13.92%	0.58%	14.5%
Q2 2020	13.93%	0.72%	14.7%
Q2 2021	10.15%	0.53%	10.7%
Q2 2022	12.97%	0.67%	13.6%
Q2 2023	12.34%	0.49%	12.8%
Point Change	-0.6%	-0.19%	-0.81%



HIGHLIGHTS OF FORD BRAND U.S. SALES AND PRICES BY MODEL FOR SECOND QUARTER FY2023



	Q2 Sales	YOY Change
Ford F-Series	212,516	34%
Ford Explorer	46,362	-23%
Ford Bronco	26,150	-16%
Ford Bronco Sport	33,272	13%
Ford Edge	26,202	5%
Ford Transit	32,031	30%
Ford Maverick	21,021	8%
Ford Mustang Mach-E	8,633	-21%
Ford Escape	43,690	29%

	Q2 ATP	YOY Change
Ford F-Series	\$ 66,013	4%
Ford Explorer	\$ 48,999	-1%
Ford Bronco	\$ 58,131	13%
Ford Bronco Sport	\$ 36,879	2%
Ford Edge	\$ 43,433	-1%
Ford Transit	\$ 58,826	13%
Ford Maverick	\$ 30,924	6%
Ford Mustang Mach-E	\$ 57,809	-3%
Ford Escape	\$ 34,949	-1%

HIGHLIGHTS OF LINCOLN BRAND U.S. SALES AND PRICES BY MODEL FOR SECOND QUARTER FY2023

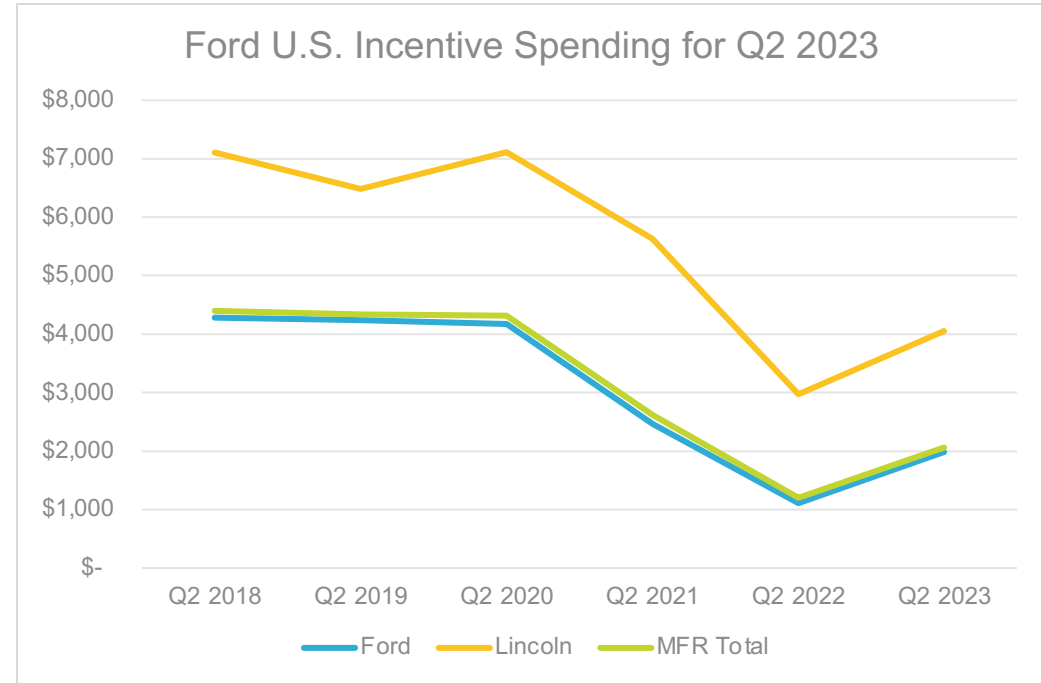


	Q2 Sales	YOY Change		Q2 ATP	YOY Change
Lincoln Corsair	5,608	-21%	Lincoln Corsair	\$ 47,779	1%
Lincoln Nautilus	6,851	1%	Lincoln Nautilus	\$ 57,695	3%
Lincoln Aviator	2,977	-50%	Lincoln Aviator	\$ 70,364	-1%
Lincoln Navigator	4,688	20%	Lincoln Navigator	\$ 105,976	4%

FORD MOTOR U.S. INCENTIVE SPENDING FOR SECOND QUARTER FY2023



	Ford	Lincoln	MFR Total
Q2 2018	\$ 4,282	\$ 7,103	\$ 4,398
Q2 2019	\$ 4,243	\$ 6,478	\$ 4,333
Q2 2020	\$ 4,174	\$ 7,112	\$ 4,319
Q2 2021	\$ 2,463	\$ 5,633	\$ 2,621
Q2 2022	\$ 1,109	\$ 2,972	\$ 1,201
Q2 2023	\$ 1,979	\$ 4,051	\$ 2,058
YOY Change	78%	36%	71%



FORD MOTOR U.S. AVERAGE TRANSACTION PRICES FOR SECOND QUARTER FY2023



	Ford	Lincoln	Mfr Total
Q2 2018	\$ 40,476	\$ 52,753	\$ 40,982
Q2 2019	\$ 41,761	\$ 53,709	\$ 42,241
Q2 2020	\$ 45,302	\$ 56,183	\$ 45,837
Q2 2021	\$ 47,148	\$ 62,195	\$ 47,897
Q2 2022	\$ 51,654	\$ 64,701	\$ 52,299
Q2 2023	\$ 55,803	\$ 68,053	\$ 56,270
YOY Change	8%	5%	8%

