

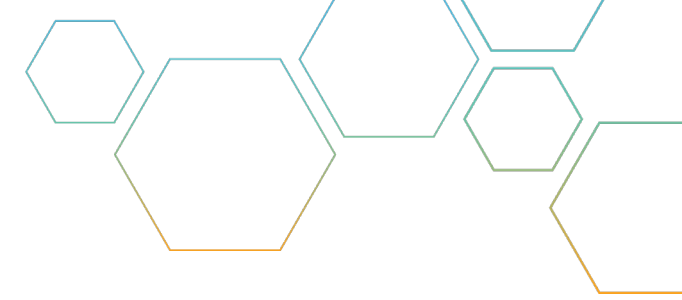


FORD MOTOR COMPANY: U.S. MARKET PERFORMANCE FOR THIRD QUARTER FY2023

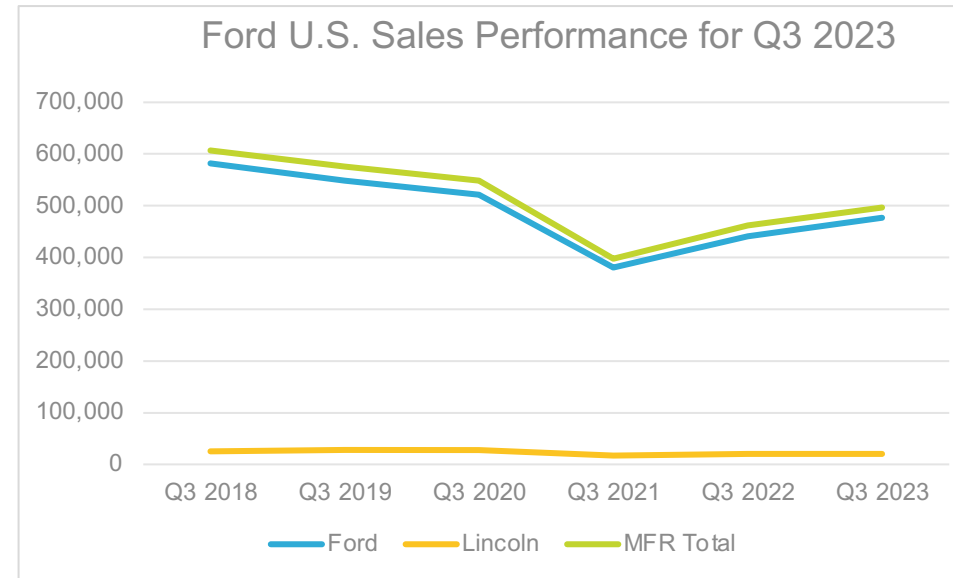


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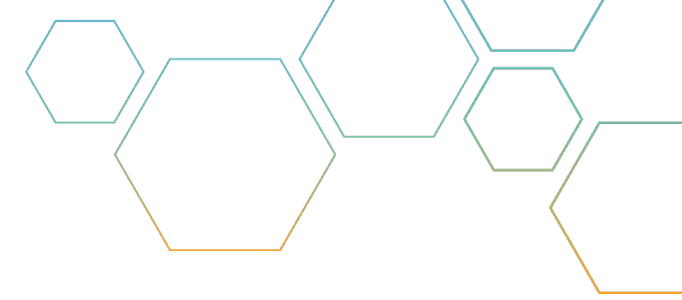
FORD MOTOR U.S. SALES PERFORMANCE FOR THIRD QUARTER FY2023



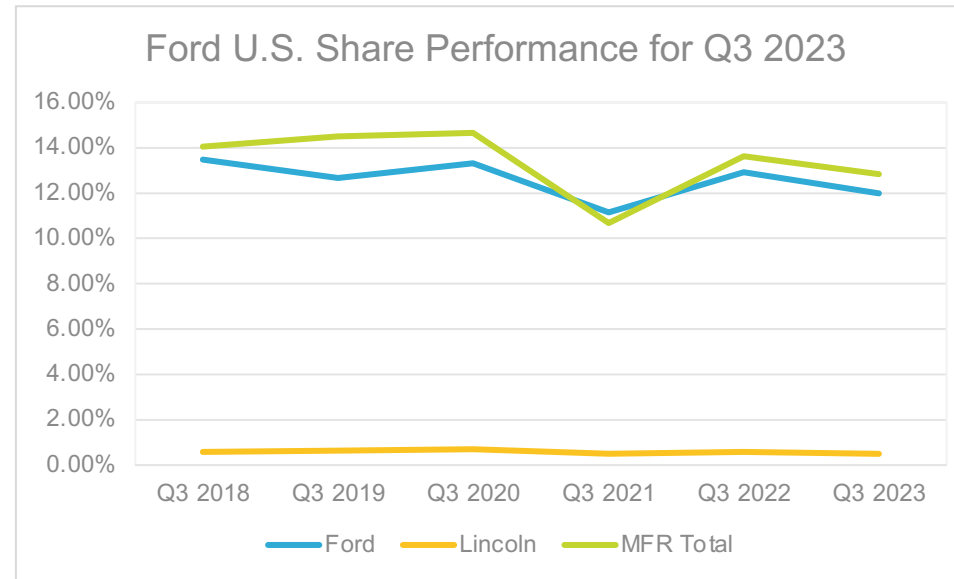
	Ford	Lincoln	MFR Total
Q3 2018	581,928	25,011	606,939
Q3 2019	548,072	27,934	576,006
Q3 2020	521,580	27,554	549,134
Q3 2021	380,606	17,038	397,644
Q3 2022	441,397	20,027	461,424
Q3 2023	476,725	20,383	497,108
YOY Change	8%	2%	8%



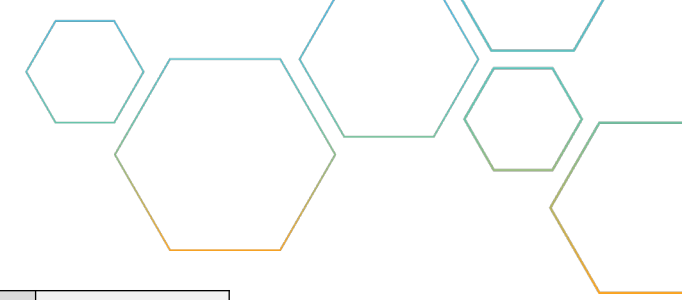
FORD MOTOR U.S. SHARE PERFORMANCE FOR THIRD QUARTER FY2023



	Ford	Lincoln	MFR Total
Q3 2018	13.48%	0.58%	14.1%
Q3 2019	12.67%	0.65%	14.5%
Q3 2020	13.31%	0.70%	14.7%
Q3 2021	11.15%	0.50%	10.7%
Q3 2022	12.91%	0.59%	13.6%
Q3 2023	11.99%	0.51%	12.8%
Point Change	-0.92%	-0.07%	-1.00%



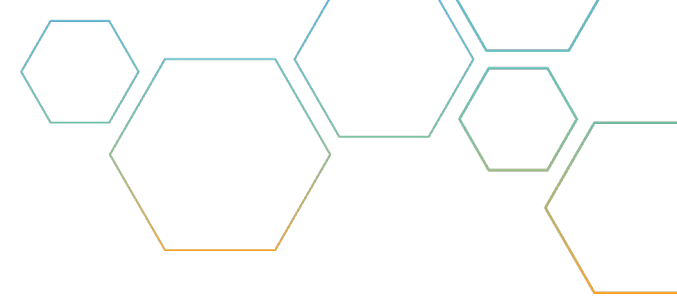
HIGHLIGHTS OF FORD BRAND U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



	Q3 Sales	YOY Change
Ford F-Series	190,477	13%
Ford Explorer	33,709	-37%
Ford Bronco	32,888	-16%
Ford Bronco Sport	33,232	55%
Ford Edge	24,217	50%
Ford Transit	34,006	28%
Ford Maverick	23,931	83%
Ford Mustang Mach-E	14,842	43%
Ford Escape	38,774	10%

	Q3 ATP	YOY Change
Ford F-Series	\$ 66,787	4%
Ford Explorer	\$ 47,819	-5%
Ford Bronco	\$ 60,733	14%
Ford Bronco Sport	\$ 37,052	2%
Ford Edge	\$ 43,581	-1%
Ford Transit	\$ 58,584	12%
Ford Maverick	\$ 30,907	4%
Ford Mustang Mach-E	\$ 58,389	0%
Ford Escape	\$ 35,093	2%
Ford Brand overall	\$ 56,009	4%

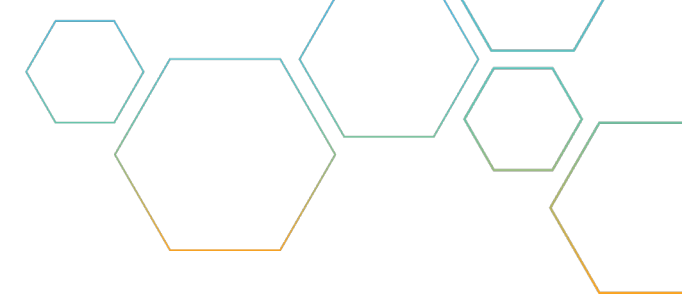
HIGHLIGHTS OF LINCOLN BRAND U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



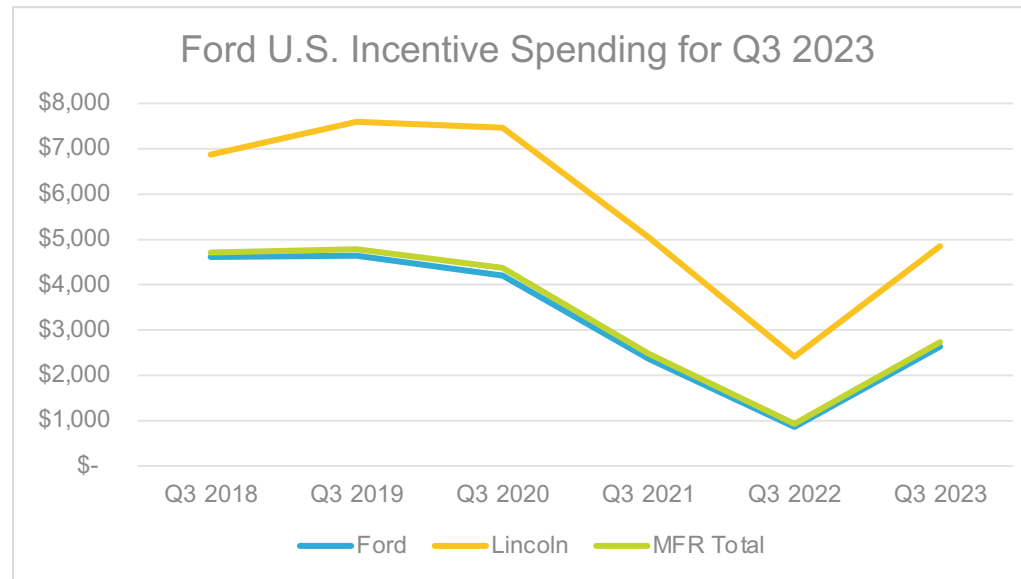
	Q3 Sales	YOY Change
Lincoln Corsair	7,852	26%
Lincoln Nautilus	6,541	32%
Lincoln Aviator	1,463	-75%
Lincoln Navigator	4,527	46%

	Q3 ATP	YOY Change
Lincoln Corsair	\$ 48,530	2%
Lincoln Nautilus	\$ 57,288	1%
Lincoln Aviator	\$ 71,185	0%
Lincoln Navigator	\$ 105,065	4%
Lincoln Brand overall	\$ 65,523	4%

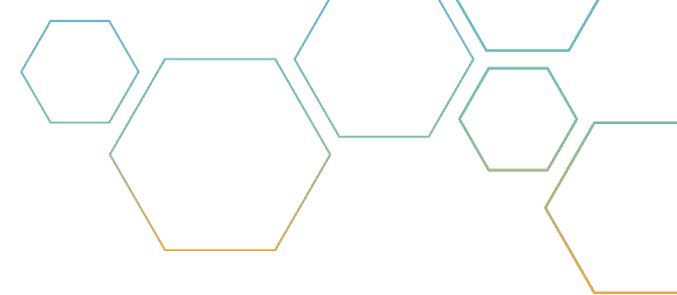
FORD MOTOR U.S. INCENTIVE SPENDING FOR THIRD QUARTER FY2023



	Ford	Lincoln	MFR Total
Q3 2018	\$ 4,615	\$ 6,875	\$ 4,709
Q3 2019	\$ 4,640	\$ 7,595	\$ 4,783
Q3 2020	\$ 4,207	\$ 7,458	\$ 4,370
Q3 2021	\$ 2,366	\$ 5,051	\$ 2,481
Q3 2022	\$ 863	\$ 2,412	\$ 930
Q3 2023	\$ 2,641	\$ 4,853	\$ 2,731
YOY Change	206%	101%	194%



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



	Ford	Lincoln	Mfr Total
Q3 2018	\$ 41,417	\$ 51,554	\$ 41,835
Q3 2019	\$ 42,300	\$ 54,482	\$ 42,890
Q3 2020	\$ 45,912	\$ 57,495	\$ 46,493
Q3 2021	\$ 52,027	\$ 63,366	\$ 52,513
Q3 2022	\$ 53,933	\$ 64,943	\$ 54,411
Q3 2023	\$ 56,009	\$ 65,523	\$ 56,399
YOY Change	3.8%	0.9%	3.7%

