Ford Electrified Vehicle Sales Post Best Sales Month Ever – Up 262 Percent on Mustang Mach-E and F-150 PowerBoost Hybrid; F-Series Up 31.8 Percent; Ford Brand SUVs Achieve Record April Sales On Higher Bronco Sport Sales; Lincoln SUVs – Deliver Record April Sales

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April 2021 SALES

	Total Vehicle	Truck	SUV	Car
Total U.S. Sales	**197,813**	**97,054**	**90,383**	**10,376**
Total Sales vs. April 2020	64.8%	47.5%	119.8%	-20.9%
Retail Sales vs. April 2020	57.1%	33.0%	127.2%	-31.3%

HIGHLIGHTS

- **Ford's April retail sales were up 57.1 percent,** not only selling above 2020 results, but also up 23.7 percent relative to April 2019 results. Together, retail **truck and SUV sales were up 70.1 percent** providing Ford Truck and SUV sales with their best April retail sales performance since 2006.

- **F-Series retail share expanded 2 percentage points through April of this year in the full-size pickup segment.** F-Series retail sales were up 19.7 percent for the month, while beating April 2019 retail sales levels by 9.3 percent.

- **Ford electrified vehicle sales produced a new all-time monthly sales record – up 262 percent on new product offerings.** Mustang Mach-E sales totaled 1,951, F-150 PowerBoost sales totaled 3,365, while Escape electrified sales totaled 3,695 in April. Electrified vehicle sales totaled 11,172 – up 262 percent.

- **New products drove transaction pricing to record levels, with 94 percent mix of trucks and SUVs.** Ford transaction pricing in April totaled $43,600 per vehicle. Bronco Sport, turning on dealer lots in just 13 days, produced an average transaction price of $31,800 per SUV – the highest in segment. **Mustang Mach-E is turning in just 4 days** on dealer lots and transacting at $45,800. Ford's investment in trucks and SUVs is not only producing greater volume, but replaces sedans like the Fusion, which produced an average transaction price of $22,600 in April 2021.

- **Ford brand SUVs hit record high retail sales – up 125 percent over a year ago on new product introductions.** Ford SUV sales were up across the board, besting April 2019 by 54.7 percent.

- **Ford's gross stock at the end of April remains favorable relative to competitors.** Ford's overall gross stock position going into May was 265,000 vehicles, which is at the higher end relative to the overall industry and stands at 35 days' supply. This compares to an overall industry with 33 days' supply

- **Lincoln SUVs posted record April retail sales.** Lincoln SUV sales were up across the board in April, with a total of 9,943 SUVs sold.

About Ford Motor Company

Ford Motor Company is a global company based in Dearborn, Michigan. The company designs, manufactures, markets and services a full line of Ford trucks, utility vehicles, and cars – increasingly including electrified versions – and Lincoln luxury vehicles; provides financial services through Ford Motor Credit Company; and is pursuing leadership positions in electrification; mobility solutions, including self-driving services; and connected vehicle services. Ford employs approximately 186,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.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.

> *"Ford's retail sales not only increased 57 percent over year ago, but also exceeded April 2019 by 24 percent.* Strong customer reaction to our newest products, despite tight inventory, confirms our strategy of investing in electrified vehicles, along with trucks and SUVs. In April, we not only beat pre-coronavirus sales numbers from April 2019, but we saw record electrified vehicle sales for the month, along with record April Ford and Lincoln SUV sales. Trucks had their best retail performance since 2008."*
> *– Andrew Frick, vice president, Ford Sales U.S. and Canada*

MUST-HAVE PRODUCTS

Ford Commercial

Sales of Ford F-650/F-750 expanded 65.6 percent over year a ago. **Sales of Ford commercial vans were up across the board, led by Transit** with sales of 11,445 vans. This was a 161 percent increase over a year ago. Ford's commercial vehicles sales overall were up 127 percent in April over a year ago.

Ford Trucks

As America's best-selling truck, F-Series totaled 270,099 vehicles through April. This is 67,009 more trucks than Ford's second-place competitor and an expansion of 13,125 trucks over this point last year. Days-to-turn on dealer lots for PowerBoost hybrid was only 17 days. Overall **F-Series truck sales are up 14.0 percent** through April of this year.

Ford SUVs

Sales of Ford's Bronco Sport continue to expand to their highest level since launch, while Escape sales gain 79.2 percent. Sales of **Bronco Sport totaled 13,856. This represents a 41.7 percent gain** over March sales. Bronco Sport is also conquesting over 60 percent from competitive brands, with the largest percentage coming from the Jeep Brand. Ford **Explorer was up 102 percent** at retail compared to last year, producing its **best April retail sales since 2004.**

Ford Performance

The fully electric Mustang Mach-E is turning on dealer lots in just 4 days, with a **majority of buyers only considering a fully electric vehicle** as their purchase. **Ford has sold 8,565 vehicles and sales continue to grow.** Order banks now open for the high-performance GT Mach-E version. Total sales of Ford Mustang were up 50.9 percent, with sales totaling 8,000 in April.

Lincoln SUVs

Lincoln SUV record sales run in April was supported by its newest products. Lincoln's best-selling vehicle, the Corsair, posted a retail gain of 140 percent. Compared to April 2019, Corsair's retail sales were up 75.7 percent. With total sales of 2,844, **Aviator retail sales gained 193.6 percent,** while **Navigator sales more than doubled** from a year ago. Retail sales of the new Nautilus were up 150 percent and gained 6.1 percent over April 2019.

FORD MOTOR COMPANY APRIL 2021 U.S. SALES

	April		%	Year-to-Date		%
	2021	2020	Change	2021	2020	Change
SALES BY BRAND						
Ford	187,345	115,174	62.7	683,269	605,943	12.8
Lincoln	10,468	4,870	114.9	35,878	30,431	17.9
Total vehicles	197,813	120,044	64.8	719,147	636,374	13.0
SALES BY TYPE						
Cars	10,376	13,125	-20.9	37,578	75,978	-50.5
SUVs	90,383	41,117	119.8	307,282	230,837	33.1
Trucks	97,054	65,802	47.5	374,287	329,559	13.6
Total vehicles	197,813	120,044	64.8	719,147	636,374	13.0
FORD BRAND						
Fiesta	0	165	-100.0	0	2,888	-100.0
Fusion	1,838	6,693	-72.5	9,727	43,630	-77.7
GT	13	0	N/A	46	79	-41.8
Mustang	8,000	5,302	50.9	25,274	23,371	8.1
Ford Cars	9,851	12,160	-19.0	35,047	69,968	-49.9
EcoSport	4,987	6,571	-24.1	17,865	19,494	-8.4
Bronco Sport	13,856	0	N/A	37,212	0	N/A
Escape	15,680	8,748	79.2	56,670	56,865	-0.3
Mustang Mach-E	1,951	0	N/A	8,565	0	N/A
Edge	8,046	4,872	65.1	30,196	34,471	-12.4
Flex	0	587	-100.0	0	3,052	-100.0
Explorer	27,040	13,335	102.8	92,284	69,645	32.5
Expedition	8,880	3,099	186.5	31,143	22,889	36.1
Ford SUVs	80,440	37,212	116.2	273,935	206,416	32.7
F-Series	66,302	50,323	31.8	270,099	236,885	14.0
Ranger	12,801	7,547	69.6	36,967	28,527	29.6
E-Series	2,549	1,397	82.5	13,122	11,495	14.2
Transit	11,445	4,387	160.9	38,896	41,223	-5.6
Transit Connect	3,207	1,695	89.2	10,830	9,260	17.0
Heavy trucks	750	453	65.6	4,373	2,169	101.6
Ford Trucks	97,054	65,802	47.5	374,287	329,559	13.6
Ford Brand	187,345	115,174	62.7	683,269	605,943	12.8
LINCOLN BRAND						
MKZ	267	617	-56.7	1,505	4,099	-63.3
Continental	258	348	-25.9	1,026	1,911	-46.3
Lincoln Cars	525	965	-45.6	2,531	6,010	-57.9
Corsair/MKC	2,821	1,167	141.7	9,935	6,837	45.3
Nautilus/MKX	2,609	987	164.3	7,981	6,232	28.1
MKT	0	4	-100.0	0	113	-100.0
Aviator	2,844	968	193.8	8,930	6,634	34.6
Navigator	1,669	779	114.2	6,501	4,605	41.2
Lincoln SUVs	9,943	3,905	154.6	33,347	24,421	36.6
Lincoln Brand	10,468	4,870	114.9	35,878	30,431	17.9

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Ford Motor Company

APR 2021 U.S. GROSS AND DEALER STOCKS

	Gross Stock Units (000)
Fusion	2.0
Mustang	8.3
GT	0.0
Ford Cars	**10.4**
MKZ	0.2
Continental	0.4
Lincoln Cars	**0.6**
Total Cars	**11.0**
Escape	23.8
Bronco Sport	18.4
Mustang Mach-E	3.8
EcoSport	14.1
Edge	6.1
Explorer	32.0
Expedition	8.4
Ford SUVs	**106.6**
Corsair	4.2
Nautilus	3.8
Aviator	3.5
Navigator	2.4
Lincoln SUVs	**13.9**
Total SUVs	**120.5**
Econoline Van	6.7
Transit Connect (Tourneo)	6.2
Transit Van	14.6
Ranger	18.6
F-Series	84.9
Medium/Heavy	2.8
Ford Trucks	**133.8**
Total Car, Utility, Truck	**265.3**

2021 Calendar Year Production By Plant

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Flat Rock													
Ford Mustang	6,714	7,501	9,586	2,288									26,089
Chicago Main													
Ford Explorer	21,531	19,054	29,176	7,045									76,806
Lincoln Aviator	1,564	1,734	3,016	704									7,018
Chicago SHO													
Ford Explorer	2,396	2,278	3,024	442									8,140
Lincoln Aviator	361	210	313	89									973
Cuautitlan													
Mustang Mach-E	4,250	3,846	6,709	6,155									20,960
Dearborn Truck Plant													
Ford F-Series (F-150)	28,309	24,133	31,135	16,319									99,896
Detroit Chassis Plant													
Stripped Chassis	1,112	2,384	2,860	1,131									7,487
Hermosillo													
Bronco Sport	4,046	13,429	18,414	17,084									52,973
Kansas City (SUV)													
Ford Transit	6,840	11,371	15,109	2,864									36,184
Kansas City (Truck)													
Ford F-Series (F-150)	22,107	15,552	30,810	9,177									77,646
Kentucky Truck													
Ford F-Series (Super Duty)	29,075	28,167	30,611	24,626									112,479
Ford Expedition	7,296	7,885	8,737	7,085									31,003
Lincoln Navigator	2,008	1,963	2,035	1,355									7,361
Louisville Assembly													
Ford Escape	7,681	7,788	20,987	9,684									46,140
Lincoln Corsair	1,113	1,124	4,085	1,010									7,332
Michigan Assembly													
Ranger	9,799	11,380	13,393	10,680									45,252
Bronco	99	87	127	437									750
Multimatic													
Ford GT	19	19	24	21									83
Oakville													
Ford Edge	64	5,406	12,271	3,153									20,894
Lincoln Nautilus	123	1,415	2,721	963									5,222
Ohio Assembly													
Ford Econoline	4,374	4,021	4,049	1,112									13,556
Medium Truck	151	356	1,076	1,177									2,760
Super Duty	376	2,270	1,749	1,874									6,269
Total Production	161,408	173,373	252,017	126,475	-	-	-	-	-	-	-	-	713,273

2021 Calendar Year Production By Vehicle Line

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Bronco Sport	4,046	13,429	18,414	17,084	-	-	-	-	-	-	-	-	52,973
Ford Mustang	6,714	7,501	9,586	2,288	-	-	-	-	-	-	-	-	26,089
Ford GT	19	19	24	21	-	-	-	-	-	-	-	-	83
Ranger	9,799	11,380	13,393	10,680	-	-	-	-	-	-	-	-	45,252
Bronco	99	87	127	437	-	-	-	-	-	-	-	-	750
Mustang Mach-E	4,250	3,846	6,709	6,155	-	-	-	-	-	-	-	-	20,960
Ford F-Series (F-150)	50,416	39,685	61,945	25,496	-	-	-	-	-	-	-	-	177,542
Ford F-Series (Super Duty)	29,451	30,437	32,360	26,500	-	-	-	-	-	-	-	-	118,748
Ford Expedition	7,296	7,885	8,737	7,085	-	-	-	-	-	-	-	-	31,003
Lincoln Navigator	2,008	1,963	2,035	1,355	-	-	-	-	-	-	-	-	7,361
Ford Explorer	23,927	21,332	32,200	7,487	-	-	-	-	-	-	-	-	84,946
Lincoln Aviator	1,925	1,944	3,329	793	-	-	-	-	-	-	-	-	7,991
Ford Transit	6,840	11,371	15,109	2,864	-	-	-	-	-	-	-	-	36,184
Ford Escape	7,681	7,788	20,987	9,684	-	-	-	-	-	-	-	-	46,140
Lincoln MKC	1,113	1,124	4,085	1,010	-	-	-	-	-	-	-	-	7,332
Ford Edge	64	5,406	12,271	3,153	-	-	-	-	-	-	-	-	20,894
Lincoln MKX	123	1,415	2,721	963	-	-	-	-	-	-	-	-	5,222
Ford Econoline	4,374	4,021	4,049	1,112	-	-	-	-	-	-	-	-	13,556
Medium Truck	151	356	1,076	1,177	-	-	-	-	-	-	-	-	2,760
Stripped Chassis	1,112	2,384	2,860	1,131	-	-	-	-	-	-	-	-	7,487
Total Production	161,408	173,373	252,017	126,475	-	-	-	-	-	-	-	-	713,273