

FCA US LLC Sales Summary Q4 2021

Model	Q4 Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	17,613	30,160	-42%	75,642	107,969	-30%
Patriot	9	1	800%	16	3	433%
Wrangler	39,900	51,109	-22%	204,610	201,311	2%
Gladiator	18,254	20,552	-11%	89,712	77,542	16%
Cherokee	10,376	37,936	-73%	89,126	135,855	-34%
Grand Cherokee	74,816	56,930	31%	264,444	209,786	26%
Renegade	5,180	17,027	-70%	47,137	62,847	-25%
Wagoneer	5,307	0	New	5,349	0	New
Grand Wagoneer	2,585	0	New	2,675	0	New
JEEP BRAND	174,040	213,715	-19%	778,711	795,313	-2%
Ram P/U	134,616	161,266	-17%	569,388	563,676	1%
ProMaster Van	14,184	17,060	-17%	63,361	50,556	25%
ProMaster City	3,118	2,971	5%	14,579	10,409	40%
RAM BRAND	151,921	181,297	-16%	647,331	624,642	4%
200	10	2	400%	15	9	67%
300	2,031	5,100	-60%	16,662	16,653	0%
Town & Country	3	0		4	0	
Pacifica	38,821	29,512	32%	98,323	93,802	5%
CHRYSLER BRAND	40,865	34,614	18%	115,004	110,464	4%
Dart	5	1	400%	10	7	43%
Charger	16,891	23,794	-29%	78,389	77,425	1%
Challenger	10,172	14,605	-30%	54,314	52,955	3%
Viper	2	2	0%	4	4	0%
Journey	208	9,592	-98%	14,035	40,342	-65%
Caravan	81	2,612	-97%	3,037	38,767	-92%
Durango	13,004	12,372	5%	65,935	57,828	14%
DODGE BRAND	40,363	62,978	-36%	215,724	267,328	-19%
500	33	12	175%	51	674	-92%
500L	13	83	-84%	190	475	-60%
500X	201	313	-36%	1,181	1,443	-18%
Spider	20	326	-94%	952	1,711	-44%
FIAT BRAND	267	734	-64%	2,374	4,303	-45%
Giulia	1,520	2,560	-41%	7,634	8,203	-7%
Alfa 4C	1	7	-86%	77	99	-22%
Stelvio	2,536	3,526	-28%	10,539	10,284	2%
ALFA ROMEO	4,057	6,093	-33%	18,250	18,586	-2%
FCA US LLC	411,513	499,431	-18%	1,777,394	1,820,636	-2%



Ford Best-Selling Automaker in Q4; Becomes No. 2 for Electric Vehicle Sales for 2021; F-Series Best-Selling Truck for 45th Year In Row and Best-Selling Vehicle for 40th straight year; SUV Share Expands



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DECEMBER 2021 SALES

	Total Vehicle	Truck	SUV	Electrified
Total U.S. Sales	173,740	91,699	77,377	12,284
Total Sales vs. Dec. 2020	-17.1%	-15.5%	-11.1%	121.1%
Retail Sales vs. Dec. 2020	-19.9%	-17.7%	-14.1%	137.8%

HIGHLIGHTS

- Ford brand posts best-ever sales for full electric vehicles, second only to Tesla for 2021. Mustang Mach-E sales total 27,140 in 2021. Ford heads into the new year with strong electric vehicle momentum as customer deliveries for both the F-150 Lightning and E-Transit will begin, further growing Ford's electric vehicle share.
- Ford electrified vehicles grew 36 percent faster than the segment overall in 2021, while achieving new sales records for the month of December and all of 2021. Ford sold a total of 12,284 electrified vehicles in December, up 121 percent from last year and growing at more than 4 times the rate of the overall segment for the month.
- Ford was the best-selling automaker in the fourth quarter. Ford sold 508,451 vehicles in the fourth quarter – a 26.8 percent increase over the third quarter, compared to an overall industry decline of approximately 3 percent. Ford begins 2022 with 247,000 vehicles in stock – up 22,000 from November and the best stock position in the industry.
- For the month, Ford took in 70,000 new vehicle retail orders – up 58,000 vehicles from a year ago. Thirty-three percent of Ford retail sales were the fulfillment of customer orders for the month.
- Ford share of the retail SUV segment stood at an estimated 12 percent in Q4 – up 3 percentage points over last year. Ford's strategy to focus on SUVs and trucks is reaping benefits. Ford brand SUV sales were up 7.3 percent in December over November and were up 12.3 percent in 2021 over the previous year.
- Ford's newest vehicles are hitting the mark with customers. Combined sales of Mustang Mach E, Bronco, Bronco Sport and Maverick totaled 23,825 vehicles in December, representing 14.2 percent of the overall Ford brand portfolio. All are turning in under 20 days on dealer lots.
- F-Series achieves best-selling truck for the 45th straight year and best-selling vehicle in America for the 40th year in a row. With 726,004 trucks sold, F-Series outsold its second-place competitor by 156,616. December F-Series sales totaled 62,496 trucks, up 3.4 percent over November.

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 designs, manufactures, markets and services a full line of connected, increasingly electrified passenger and commercial vehicles: Ford trucks, utility vehicles, vans and cars, and Lincoln luxury vehicles. The company is pursuing leadership positions in electrification, connected vehicle services and mobility solutions, including self-driving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 184,000 people worldwide. More information about the company, its products and Ford Motor Credit Company is available at 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 finished the year strong, as the only U.S. automaker hitting the half million sales mark in the fourth quarter, making Ford America's best-selling automaker. On the strong success of Mustang Mach-E, Ford jumped into second place in U.S. electric vehicle sales behind just Tesla. Last year was a foundational year for Ford in the electrified vehicle segment and this year we continue to expand, adding the F-150 Lightning and E-Transit to our electric vehicle lineup. Looking to the new year, Ford had just over 70,000 new vehicle orders in December, which will provide continued momentum into 2022."

- Andrew Frick, vice president, Ford Sales U.S. and Canada

MUST-HAVE PRODUCTS



Ford Commercial

With 162,979 vans sold, Ford marks its 43rd straight year as America's best-selling commercial van lineup. Led by Transit with sales of 99,745 vans, Transit has been America's best-selling van since it was first introduced in 2015. E-Transit sales begin this year. Ford expects industry sales of full-size all-electric trucks and vans in the commercial and government segments to be over 300K by 2030.



Ford Trucks

Ford's all-new Maverick sales totaled 6,030 in December – up 134 percent from November, while turning on dealer lots in just 4 days. The Maverick Hybrid sold 2,159. Combined Ford pickups totaled 75,518 in December, with 225,974 sold in the fourth quarter, outselling all of GM's pickups combined.



Ford SUVs

Ford SUVs finish the year strong with Q4 share up 3 percentage points – sales up 41.4 percent over Q3. Ford Bronco is catching its stride with sales of 9,168 – up 10.6 percent over November. Overall, Bronco sales, including Bronco Sport, totaled 15,446 SUVs for December. Both SUVs are turning quickly on dealer lots at just 7 days and 17 days, respectively. In-transit inventory of Bronco and Bronco Sport is up 14.4 and 124 percent, respectively.



Ford Performance

Mustang Mach-E sales totaled 27,140 vehicles in 2021, making it the nation's second best-selling full electric SUV behind Tesla's Model Y. Combined Mustang Mach-E and Mustang sales totaled 79,554 vehicles in 2021 – up 30.2 percent. Mustang Mach-E finished the year as one of the hottest new products at Ford and continues to quickly turn on dealer lots.



Lincoln SUVs

Lincoln's new Nautilus expanded its retail sales for the year by 11 percent over 2020. Lincoln's best-selling SUV, the Corsair, moved higher in December with sales up 28.4 percent over November, while Navigator was up 26.3 percent.

FORD MOTOR COMPANY DECEMBER 2021 U.S. SALES

	December		%	Year-to-Date		%
	2021	2020	Change	2021	2020	Change
SALES BY BRAND						
Ford	167,545	196,943	-14.9	1,819,026	1,939,334	-6.2
Lincoln	<u>6,195</u>	<u>12,577</u>	-50.7	<u>86,929</u>	<u>105,410</u>	-17.5
Total vehicles	173,740	209,520	-17.1	1,905,955	2,044,744	-6.8
SALES BY TYPE						
Cars	4,664	14,040	-66.8	67,479	193,064	-65.0
SUVs	77,377	87,020	-11.1	827,278	749,583	10.4
Trucks	<u>91,699</u>	<u>108,460</u>	-15.5	<u>1,011,198</u>	<u>1,102,097</u>	-8.2
Total vehicles	173,740	209,520	-17.1	1,905,955	2,044,744	-6.8
FORD BRAND						
Fiesta	0	0	N/A	0	3,354	-100.0
Fusion	47	7,573	-99.4	11,781	110,665	-89.4
GT	14	10	40.0	143	175	-18.3
Mustang	<u>4,564</u>	<u>4,935</u>	-7.5	<u>52,414</u>	<u>61,090</u>	-14.2
Ford Cars	4,625	12,518	-63.1	64,338	175,284	-63.3
EcoSport	2,992	4,817	-37.9	40,659	60,545	-32.8
Bronco Sport	6,278	5,098	23.1	108,169	5,120	2,012.7
Escape	10,704	17,373	-38.4	145,415	178,496	-18.5
Bronco	9,168	0	N/A	35,023	0	N/A
Mustang Mach-E	2,349	3	78200.0	27,140	3	904,566.7
Edge	11,456	12,541	-8.7	85,225	108,886	-21.7
Flex	0	0	N/A	0	4,848	-100.0
Explorer	20,715	26,081	-20.6	219,871	226,217	-2.8
Expedition	<u>7,559</u>	<u>10,052</u>	-24.8	<u>81,988</u>	<u>77,838</u>	5.3
Ford SUVs	71,221	75,965	-6.2	743,490	661,953	12.3
F-Series	62,496	74,097	-15.7	726,004	787,422	-7.8
Ranger	6,992	9,874	-29.2	94,755	101,486	-6.6
Maverick	6,030	0	N/A	13,258	0	N/A
E-Series	3,806	3,934	-3.3	37,122	37,001	0.3
Transit	8,521	15,566	-45.3	99,745	131,556	-24.2
Transit Connect	2,371	3,476	-31.8	26,112	34,596	-24.5
Heavy trucks	<u>1,483</u>	<u>1,513</u>	-2.0	<u>14,202</u>	<u>10,036</u>	41.5
Ford Trucks	<u>91,699</u>	<u>108,460</u>	-15.5	<u>1,011,198</u>	<u>1,102,097</u>	-8.2
Ford Brand	167,545	196,943	-14.9	1,819,026	1,939,334	-6.2
LINCOLN BRAND						
MKZ	3	1,011	-99.7	1,681	12,518	-86.6
Continental	<u>36</u>	<u>511</u>	-93.0	<u>1,460</u>	<u>5,262</u>	-72.3
Lincoln Cars	39	1,522	-97.4	3,141	17,780	-82.3
Corsair/MKC	1,827	2,755	-33.7	22,790	26,227	-13.1
Nautilus/MKX	1,469	2,693	-45.5	24,443	22,742	7.5
MKT	0	159	-100.0	0	329	-100.0
Aviator	1,640	3,154	-48.0	20,924	23,080	-9.3
Navigator	<u>1,220</u>	<u>2,294</u>	-46.8	<u>15,631</u>	<u>15,252</u>	2.5
Lincoln SUVs	<u>6,156</u>	<u>11,055</u>	-44.3	<u>83,788</u>	<u>87,630</u>	-4.4
Lincoln Brand	6,195	12,577	-50.7	86,929	105,410	-17.5

CONTACT

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GM U.S. DELIVERIES FOR QUARTER 4 2021

	QUARTER 4			(CALENDAR YEAR-TO-DATE)		
	2021	2020	%Change Volume	2021	2020	%Change Volume
Enclave	8,626	12,338	-30.1	41,962	38,480	9.0
Encore	805	6,338	-87.3	20,072	41,752	-51.9
Encore GX	10,068	16,965	-40.7	71,247	44,841	58.9
Envision	9,286	8,474	9.6	46,450	34,942	32.9
Buick Total*	28,789	44,188	-34.8	179,799	162,741	10.5
CT4	1,396	2,721	-48.7	7,253	4,889	48.4
CT5	1,810	5,135	-64.8	9,446	14,711	-35.8
Escalade	9,664	9,454	2.2	40,505	24,547	65.0
XT4	3,046	6,988	-56.4	11,579	22,473	-48.5
XT5	3,528	10,950	-67.8	28,380	35,223	-19.4
XT6	2,940	7,155	-58.9	20,662	22,609	-8.6
Cadillac Total*	22,385	42,909	-47.8	118,310	129,495	-8.6
Blazer	19,986	23,243	-14.0	70,325	94,599	-25.7
Bolt EV / Bolt EUV	25	6,701	-99.6	24,828	20,754	19.6
Camaro	6,809	7,549	-9.8	21,893	29,775	-26.5
Colorado	21,453	27,709	-22.6	73,008	96,238	-24.1
Corvette	8,293	8,992	-7.8	33,041	21,626	52.8
Equinox	14,213	79,267	-82.1	165,323	270,994	-39.0
Express	7,766	17,941	-56.7	44,355	55,131	-19.5
Impala	9	1,028	-99.1	750	9,942	-92.5
LCF	1,514	1,143	32.5	5,655	4,637	22.0
Malibu	7,221	29,252	-75.3	39,376	102,651	-61.6
Silverado HD	28,079	51,020	-45.0	139,059	150,394	-7.5
Silverado LD	84,429	125,688	-32.8	380,715	436,281	-12.7
Silverado MD	2,868	2,736	4.8	9,991	7,419	34.7
TOTAL Silverado	115,376	179,444	-35.7	529,765	594,094	-10.8
Sonic	18	2,208	-99.2	1,581	13,007	-87.8
Spark	1,452	10,442	-86.1	24,459	33,478	-26.9
Suburban	14,031	13,577	3.3	48,214	37,636	28.1
Tahoe	30,882	28,698	7.6	106,030	88,238	20.2
Trailblazer	16,263	17,268	-5.8	90,161	34,292	162.9
Traverse	22,052	41,534	-46.9	116,250	125,546	-7.4
Trax	1,284	26,106	-95.1	42,590	106,299	-59.9
Chevrolet Total*	288,647	522,136	-44.7	1,437,677	1,739,792	-17.4
Acadia	4,234	21,378	-80.2	59,913	72,537	-17.4
Canyon	6,155	9,007	-31.7	24,125	25,190	-4.2
Hummer EV Pickup	1	0	*** *	1	0	*** *
Savana	4,238	3,099	36.8	17,744	15,108	17.4
Sierra HD	15,926	25,195	-36.8	70,578	73,777	-4.3
Sierra LD	41,812	53,176	-21.4	178,346	179,239	-0.5
TOTAL Sierra	57,738	78,371	-26.3	248,924	253,016	-1.6
Terrain	4,054	25,476	-84.1	47,488	86,020	-44.8
Yukon	24,499	24,759	-1.1	84,242	63,440	32.8
GMC Total	100,919	162,090	-37.7	482,437	515,311	-6.4
GM Vehicle Total*	440,745	771,323	-42.9	2,218,228	2,547,339	-12.9

78 selling days for QUARTER 4 this year and 79 selling days for the same QUARTER last year.

Vehicle Total * Includes EV600 and discontinued models.