

| <i>Nameplate/Level</i> | <i>Begin</i> | <i>End</i> | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|--------------------------------|---------------|---------------|----------------|------------------|------------------|----------------|----------------|----------------|----------------|----------------|
| Platform: Ford CD3 | | | | | | | | | | |
| Edge | Oct/06 | | | | | | | | | |
| SE | | | 35,500 | 48,000 | 45,300 | 45,000 | 43,600 | 44,100 | 45,900 | 47,700 |
| SEL | | | 42,600 | 48,000 | 45,300 | 45,000 | 43,600 | 44,100 | 45,900 | 47,700 |
| Sport | | | 21,300 | 38,400 | 36,200 | 36,000 | 34,900 | 35,200 | 36,700 | 38,100 |
| Limited | | | 21,300 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Titanium | | | 21,300 | 57,600 | 54,300 | 54,000 | 52,300 | 52,900 | 55,100 | 57,200 |
| Total Edge | | | 142,000 | 192,000 | 181,100 | 180,000 | 174,400 | 176,300 | 183,600 | 190,700 |
| MKX | Oct/06 | | | | | | | | | |
| Base | | | 30,500 | 48,800 | 44,700 | 41,500 | 40,200 | 40,500 | 42,200 | 43,800 |
| Total MKX | | | 30,500 | 48,800 | 44,700 | 41,500 | 40,200 | 40,500 | 42,200 | 43,800 |
| Total Ford CD3 Platform | | | 172,500 | 240,800 | 225,800 | 221,500 | 214,600 | 216,800 | 225,800 | 234,500 |
| Platform: Ford D3 | | | | | | | | | | |
| Explorer | Nov/10 | Jan/19 | | | | | | | | |
| Base | | | 76,000 | 77,600 | 71,200 | 68,200 | 4,600 | 0 | 0 | 0 |
| XLT | | | 119,100 | 106,700 | 71,200 | 68,200 | 4,600 | 0 | 0 | 0 |
| Limited | | | 20,100 | 8,100 | 7,900 | 7,600 | 500 | 0 | 0 | 0 |
| XLT Sport | | | 0 | 19,400 | 47,500 | 45,500 | 3,100 | 0 | 0 | 0 |
| Sport | | | 63,100 | 87,300 | 94,900 | 90,900 | 6,200 | 0 | 0 | 0 |
| Platinum | | | 8,600 | 24,200 | 23,700 | 22,700 | 1,500 | 0 | 0 | 0 |
| Total Explorer | | | 286,900 | 323,300 | 316,400 | 303,100 | 20,500 | 0 | 0 | 0 |
| Total Ford D3 Platform | | | 286,900 | 323,300 | 316,400 | 303,100 | 20,500 | 0 | 0 | 0 |
| Platform: Ford D4 | | | | | | | | | | |
| Flex | Apr/08 | Jun/20 | | | | | | | | |
| SE | | | 5,800 | 6,800 | 5,900 | 6,200 | 5,900 | 3,400 | 0 | 0 |
| SEL | | | 7,500 | 8,800 | 7,700 | 8,000 | 7,700 | 4,500 | 0 | 0 |
| Limited | | | 8,100 | 9,500 | 8,300 | 8,600 | 8,300 | 4,800 | 0 | 0 |
| Titanium | | | 1,700 | 2,000 | 1,800 | 1,800 | 1,800 | 1,000 | 0 | 0 |
| Total Flex | | | 23,100 | 27,100 | 23,700 | 24,600 | 23,700 | 13,700 | 0 | 0 |
| MKT | May/09 | Jun/20 | | | | | | | | |
| Base | | | 4,900 | 3,600 | 3,200 | 3,500 | 3,400 | 2,000 | 0 | 0 |
| Total MKT | | | 4,900 | 3,600 | 3,200 | 3,500 | 3,400 | 2,000 | 0 | 0 |
| Total Ford D4 Platform | | | 28,000 | 30,700 | 26,900 | 28,100 | 27,100 | 15,700 | 0 | 0 |
| Total Car-Like Truck | | | 932,200 | 1,002,000 | 1,015,100 | 985,200 | 664,100 | 677,000 | 681,800 | 695,000 |

| <i>Nameplate/Level</i> | <i>Begin</i> | <i>End</i> | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|------------------------|--------------|------------|------|------|------|------|------|------|------|------|
|------------------------|--------------|------------|------|------|------|------|------|------|------|------|

True Truck

Platform: Ford CD6R

Aviator Aug/18

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|----------------------|----------|----------|----------|---------------|---------------|---------------|---------------|---------------|
| Base | 0 | 0 | 0 | 11,300 | 27,500 | 27,800 | 28,000 | 28,100 |
| Total Aviator | 0 | 0 | 0 | 11,300 | 27,500 | 27,800 | 28,000 | 28,100 |

Explorer Mar/19

| | | | | | | | | |
|-----------------------|--|--|--|----------|----------------|----------------|----------------|----------------|
| Base | | | | 0 | 55,400 | 65,300 | 65,900 | 66,100 |
| XLT | | | | 0 | 55,400 | 65,300 | 65,900 | 66,100 |
| Limited | | | | 0 | 6,200 | 7,300 | 7,300 | 7,300 |
| Sport | | | | 0 | 36,900 | 43,500 | 44,000 | 44,100 |
| XLT Sport | | | | | 73,800 | 87,000 | 87,900 | 88,100 |
| Platinum | | | | 0 | 18,500 | 21,800 | 22,000 | 22,000 |
| Total Explorer | | | | 0 | 246,200 | 290,200 | 293,000 | 293,700 |

| | | | | | | | | |
|---------------------------------|----------|----------|----------|---------------|----------------|----------------|----------------|----------------|
| Total Ford CD6R Platform | 0 | 0 | 0 | 11,300 | 273,700 | 318,000 | 321,000 | 321,800 |
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Platform: Ford E

Econoline

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|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Base | 43,300 | 45,300 | 45,300 | 43,100 | 44,900 | 45,300 | 45,800 | 45,900 |
| XL | 2,600 | 2,800 | 2,800 | 2,600 | 2,700 | 2,800 | 2,800 | 2,800 |
| XLT | 6,900 | 7,200 | 7,200 | 6,800 | 7,100 | 7,200 | 7,300 | 7,300 |
| Total Econoline | 52,800 | 55,300 | 55,300 | 52,500 | 54,700 | 55,300 | 55,900 | 56,000 |

| | | | | | | | | |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total Ford E Platform | 52,800 | 55,300 | 55,300 | 52,500 | 54,700 | 55,300 | 55,900 | 56,000 |
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Platform: Ford P356

Ford F Series Dec/06

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|----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| XL | 62,800 | 59,200 | 65,100 | 63,300 | 64,000 | 64,500 | 65,100 | 65,300 |
| XLT | 78,500 | 74,000 | 81,400 | 79,100 | 80,000 | 80,600 | 81,400 | 81,700 |
| Lariat | 94,200 | 88,800 | 97,700 | 94,900 | 95,900 | 96,700 | 97,700 | 98,000 |
| King Ranch | 25,100 | 14,800 | 16,300 | 15,800 | 16,000 | 16,100 | 16,300 | 16,300 |
| Platinum | 40,800 | 29,600 | 32,600 | 31,600 | 32,000 | 32,200 | 32,600 | 32,700 |
| Titanium | 12,600 | 29,600 | 32,600 | 31,600 | 32,000 | 32,200 | 32,600 | 32,700 |
| Total Ford F Series | 314,000 | 296,000 | 325,700 | 316,300 | 319,900 | 322,300 | 325,700 | 326,700 |

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|---------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Total Ford P356 Platform | 314,000 | 296,000 | 325,700 | 316,300 | 319,900 | 322,300 | 325,700 | 326,700 |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|