

COMPANY KEY METRICS

The table below shows our full year 2022 key metrics for the Company compared to a year ago.

	2021	2022	H / (L)
GAAP Financial Measures			
Cash Flows from Operating Activities (\$B)	\$ 15.8	\$ 6.9	\$ (8.9)
Revenue (\$M)	136,341	158,057	16 %
Net Income/(Loss) (\$M)	17,937	(1,981)	\$ (19,918)
Net Income/(Loss) Margin (%)	13.2 %	(1.3) %	(14.5) pts
EPS (Diluted)	\$ 4.45	\$ (0.49)	\$ (4.94)
Non-GAAP Financial Measures (a)			
Company Adj. Free Cash Flow (\$B)	\$ 4.6	\$ 9.1	\$ 4.5
Company Adj. EBIT (\$M)	10,000	10,415	415
Company Adj. EBIT Margin (%)	7.3 %	6.6 %	(0.7) pts
Adjusted EPS (Diluted)	\$ 1.59	\$ 1.88	\$ 0.29
Adjusted ROIC (Trailing Four Qtrs)	9.8 %	11.2 %	1.4 pts

(a) See *Non-GAAP Financial Measure Reconciliations* section for reconciliation to GAAP.

In 2022, our diluted earnings per share of Common and Class B Stock was a loss of \$0.49 and our diluted adjusted earnings per share was \$1.88.

Net income/(loss) margin was negative 1.3% in 2022, down from 13.2% a year ago. Company adjusted EBIT margin was 6.6% in 2022, down from 7.3% a year ago.

The table below shows our full year 2022 net income/(loss) attributable to Ford and Company adjusted EBIT by segment (in millions).

	2021	2022	H / (L)
Automotive	\$ 7,397	\$ 9,692	\$ 2,295
Mobility	(1,030)	(926)	104
Ford Credit	4,717	2,657	(2,060)
Corporate Other	(1,084)	(1,008)	76
Company Adjusted EBIT (a)	10,000	10,415	415
Interest on Debt	(1,803)	(1,259)	(544)
Special Items	9,583	(12,172)	21,755
Taxes / Noncontrolling Interests	157	1,035	(878)
Net Income/(Loss)	\$ 17,937	\$ (1,981)	\$ (19,918)

(a) See *Non-GAAP Financial Measure Reconciliations* section for reconciliation to GAAP.

The year-over-year decrease of \$19.9 billion in net income/(loss) in 2022 includes the effect of special items, including the mark-to-market net loss on our Rivian investment and the impairment on our Argo investment, and lower Ford Credit EBT, partially offset by higher Automotive EBIT. The year-over-year increase of \$400 million in Company adjusted EBIT primarily reflects higher Automotive EBIT, offset partially by lower Ford Credit EBT.