

**International Markets Group**

	<b>2020</b>		<b>2021</b>		<b>H / (L)</b>
<b>Key Metrics</b>					
Market Share (%)	1.7	%	1.8	%	— pts
Wholesale Units (000) (a)	284		315		31
Revenue (\$M)	\$ 7,541		\$ 8,955		\$ 1,414
EBIT (\$M)	(164)		622		786
EBIT Margin (%)	(2.2)	%	6.9	%	9.1 pts

(a) Includes Ford brand vehicles produced and sold by our unconsolidated affiliate in Russia (about 14,000 units in 2020 and 22,000 units in 2021). Revenue does not include these sales.

**Change in EBIT by Causal Factor (in millions)**

2020 Full Year EBIT	\$	(164)
Volume / Mix		150
Net Pricing		218
Cost		24
Exchange		344
Other		50
<b>2021 Full Year EBIT</b>	<b>\$</b>	<b>622</b>

In our International Markets Group, 2021 wholesales increased 11% from 2020, reflecting the non-recurrence of the COVID-related production suspension and higher industry volumes, partially offset by the impact of semiconductor-related supply constraints. Full year 2021 revenue increased 19% from 2020, driven by higher volume and mix, higher net pricing, and stronger currencies.

Our International Markets Group's 2021 EBIT improved \$786 million from 2020 with an EBIT margin of 6.9%. The EBIT improvement was driven by stronger currencies, higher net pricing and volume, and lower warranty expense.