

International Markets Group

	2021		2022		H / (L)
Key Metrics					
Market Share (%)	1.8	%	1.4	%	(0.4) pts
Wholesale Units (000) (a)	315		304		(11)
Revenue (\$M)	\$	8,955	\$	9,810	\$ 855
EBIT (\$M)		622		628	6
EBIT Margin (%)	6.9	%	6.4	%	(0.5) pts

(a) Includes Ford brand vehicles produced and sold by our unconsolidated affiliate in Russia (about 22,000 units in 2021 and 3,000 units in 2022). Revenue does not include these sales.

Change in EBIT by Causal Factor (in millions)

2021 Full Year EBIT	\$	622
Volume / Mix		222
Net Pricing		594
Cost		(504)
Exchange		(154)
Other		(152)
2022 Full Year EBIT	\$	628

In our International Markets Group, 2022 wholesales decreased 3% from a year ago, primarily reflecting our India restructuring and suspension of our joint venture in Russia, offset partially by the positive impact of the next-generation Ranger and Everest launches. Full year 2022 revenue increased 10%, driven by market mix and higher net pricing, offset partially by weaker currencies.

Our International Market Group's 2022 EBIT was \$628 million, an increase of \$6 million from a year ago, with an EBIT margin of 6.4%. The EBIT increase was driven by higher net pricing and higher wholesales, offset partially by inflationary increases on commodity, material, and freight costs, weaker currencies, and lower joint venture profits and royalties.