



Ford Pro Builds Accomplished Leadership Team Focused on Success of Commercial and Government Customers

- Separate within Ford and unique among automakers, Ford Pro is a major result of the Ford+ plan for growth and value creation based on enduring, always-on relationships for customers
- Led by Ford Pro CEO Ted Cannis, the global leadership team represents a broad range of backgrounds and capabilities from inside and outside of Ford and the automotive industry
- The leadership team is charged with making Ford Pro a one-stop shop to help customers increase uptime and productivity while reducing complexity and total cost of ownership

DEARBORN, Mich., Sept. 9, 2021 – Ford Pro, a separate global vehicle services and distribution business within Ford, today announced a group of senior executives to lead the company’s efforts to develop and deliver work-ready products and services for commercial and government customers.

“We’ve put together an experienced Ford Pro leadership team that is completely focused on helping commercial and government customers increase uptime and reduce ownership costs,” said Ted Cannis, chief executive officer, Ford Pro. “With customer productivity as our north star, this leadership team and our employees around the world are going to change how business in the commercial vehicle space is done.”

The new Ford Pro leaders include:

- **Tim Baughman**, general manager, North America. Baughman joins Ford Pro after serving as Ford’s controller for U.S. marketing, sales and service. He has more than 25 years working in a variety of global positions in finance, marketing and sales, and business strategy across Ford, Ford Credit and Volvo Cars.
- **Muffi Ghadiali**, head, Ford Pro charging. Ghadiali is CEO of Electriphi, a California-based provider of charging management and fleet monitoring software for electric vehicles acquired by Ford in June. Ghadiali will continue to serve in his role with Electriphi while taking on strategy development for Ford Pro Charging as well.
- **Navin Kumar**, chief financial officer. Kumar joins Ford Pro after six years in strategic leadership roles within Ford Autonomous Vehicles LLC and Ford corporate strategy and business development teams. Prior to Ford, he was an investment banker at Guggenheim Partners in New York focused on automotive and technology mergers and acquisitions.
- **Tracey Pass**, chief human resources officer. Pass will lead a team focused on building a global human resources strategy for Ford Pro. Previously vice president of human resources at The Walt Disney Company, Pass brings expertise in talent acquisition, culture development and employee experience.
- **Rahul Singh**, chief technology officer. Singh leads the team responsible for leveraging technology from the ground to the cloud to improve uptime, total cost of ownership and performance of fleet vehicles. In his most recent position, Singh was head of software development for Ford Autonomous Vehicles LLC. Prior to joining Ford, Singh was vice president of engineering at Pivotal Software and a partner at Xtreme Labs.
- **Wanda Young**, chief marketing officer. Young, a digital transformation expert and innovative brand marketer, leads a team focused on building the Ford Pro brand and generating awareness for new products and services the business will offer commercial customers. Previously chief marketing officer of Samsung Electronics America, Young has a deep understanding of the consumer mindset and the interconnectedness of brand, digital and data.

And as previously announced:

- **Hans Schep**, general manager, Europe. Schep will continue to lead Ford’s commercial vehicles business in Europe, a role he has held since 2016. Schep has served in a number of leadership roles in Ford product marketing,

sales and aftersales, and was also managing director, Ford Netherlands. As head of Ford Pro in Europe, Schep will report to both Cannis and Stuart Rowley, president, Ford of Europe.

“Around the world, Ford Pro knows commercial vehicle customers better than anyone, and that’s just a starting point,” said Cannis. “We’re constantly learning and using that knowledge to develop must-have products and services – recognizing that when our customers win, Ford Pro wins.”

Ford Pro, which is implementing new services in phases, will integrate, digitize and simplify transportation with capabilities spanning:

- **Ford Pro vehicles:** Ford’s broad lineup of combustion-engine and hybrid commercial vehicles and, soon, all-electric versions of the company’s industry-leading vans and full-size pickup trucks developed for commercial use.
- **Ford Pro Charging:** Hardware and software solutions for public, depot and overnight home charging of electric vehicles so they’re ready to work again the next day.
- **Ford Pro Intelligence:** Digital services, with distinct features integrated in vehicles that enable customers to better manage and maintain their fleets.
- **Ford Pro Service Elite:** Expanding Ford’s strong network of commercial vehicle centers by adding 120 dedicated large-bay service hubs across the United States with extended hours and rapid turnaround, plus introducing 1,200 mobile service vehicles by 2025.
- **Ford Pro FinSimple:** Bundled financing for vehicles, services and electric vehicle charging.

Ford Pro’s ambitions for itself are significant. The company anticipates its growing capabilities and appeal to generate \$45 billion in revenue from hardware and adjacent and new services by 2025 – up from \$27 billion in 2019. In North America, Ford’s share of Class 1 through Class 7 full-size commercial trucks and vans exceeds 40%. In Europe, Ford has been the leading commercial vehicle brand for six consecutive years. More information can be found at fordpro.com.

Cautionary Note on Forward-Looking Statements

Statements included or incorporated by reference herein may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on expectations, forecasts, and assumptions by our management and involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those stated, including, without limitation:

- Ford and Ford Credit’s financial condition and results of operations have been and may continue to be adversely affected by public health issues, including epidemics or pandemics such as COVID-19;
- Ford is highly dependent on its suppliers to deliver components in accordance with Ford’s production schedule, and a shortage of key components, such as semiconductors, can disrupt Ford’s production of vehicles;
- Ford’s long-term competitiveness depends on the successful execution of its Plan;
- Ford’s vehicles could be affected by defects that result in delays in new model launches, recall campaigns, or increased warranty costs;
- Ford may not realize the anticipated benefits of existing or pending strategic alliances, joint ventures, acquisitions, divestitures, or new business strategies;
- Operational systems, security systems, and vehicles could be affected by cyber incidents and other disruptions;
- Ford’s production, as well as Ford’s suppliers’ production, could be disrupted by labor issues, natural or man-made disasters, financial distress, production difficulties, or other factors;
- Ford’s ability to maintain a competitive cost structure could be affected by labor or other constraints;
- Ford’s ability to attract and retain talented, diverse, and highly skilled employees is critical to its success and competitiveness;
- Ford’s new and existing products and mobility services are subject to market acceptance and face significant competition from existing and new entrants in the automotive and mobility industries;
- Ford’s results are dependent on sales of larger, more profitable vehicles, particularly in the United States;

- With a global footprint, Ford's results could be adversely affected by economic, geopolitical, protectionist trade policies, or other events, including tariffs;
- Industry sales volume in any of Ford's key markets can be volatile and could decline if there is a financial crisis, recession, or significant geopolitical event;
- Ford may face increased price competition or a reduction in demand for its products resulting from industry excess capacity, currency fluctuations, competitive actions, or other factors;
- Fluctuations in commodity prices, foreign currency exchange rates, interest rates, and market value of Ford or Ford Credit's investments can have a significant effect on results;
- Ford and Ford Credit's access to debt, securitization, or derivative markets around the world at competitive rates or in sufficient amounts could be affected by credit rating downgrades, market volatility, market disruption, regulatory requirements, or other factors;
- Ford's receipt of government incentives could be subject to reduction, termination, or clawback;
- Ford Credit could experience higher-than-expected credit losses, lower-than-anticipated residual values, or higher-than-expected return volumes for leased vehicles;
- Economic and demographic experience for pension and other postretirement benefit plans (e.g., discount rates or investment returns) could be worse than Ford has assumed;
- Pension and other postretirement liabilities could adversely affect Ford's liquidity and financial condition;
- Ford could experience unusual or significant litigation, governmental investigations, or adverse publicity arising out of alleged defects in products, perceived environmental impacts, or otherwise;
- Ford may need to substantially modify its product plans to comply with safety, emissions, fuel economy, autonomous vehicle, and other regulations;
- Ford and Ford Credit could be affected by the continued development of more stringent privacy, data use, and data protection laws and regulations as well as consumers' heightened expectations to safeguard their personal information; and
- Ford Credit could be subject to new or increased credit regulations, consumer protection regulations, or other regulations.

We cannot be certain that any expectation, forecast, or assumption made in preparing forward-looking statements will prove accurate, or that any projection will be realized. It is to be expected that there may be differences between projected and actual results. Our forward-looking statements speak only as of the date of their initial issuance, and we do not undertake any obligation to update or revise publicly any forward-looking statement, whether as a result of new information, future events, or otherwise. For additional discussion, see "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2020, as updated by subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

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 182,000 people worldwide. More information about the company, its products and Ford Motor Credit Company is available at corporate.ford.com.