

**2026/2027 Model Year Ford/Lincoln 56M National Fleet Incentives as of 7/22/26**

| VEHICLE                                                               | NATIONAL COMMERCIAL FLEET INCENTIVE \$(56M) |
|-----------------------------------------------------------------------|---------------------------------------------|
| <b>26MY CAR</b>                                                       |                                             |
| Mustang® <sup>a</sup>                                                 | 750                                         |
| <b>26MY FORD SUVS</b>                                                 |                                             |
| Bronco® <sup>a</sup>                                                  | 500                                         |
| Bronco® Sport <sup>a</sup>                                            | 500                                         |
| Escape Active, ST-Line, Platinum, and PHEV <sup>a</sup>               | 500                                         |
| Escape HEV <sup>a</sup>                                               | 0                                           |
| Expedition® <sup>a/b</sup>                                            | 1000                                        |
| Explorer Active <sup>a</sup>                                          | 1000                                        |
| Explorer ST-Line, ST, Platinum <sup>a</sup>                           | 1000                                        |
| Explorer Police Interceptor Utility <sup>a</sup>                      | 1000                                        |
| Mustang Mach-E® <sup>a</sup>                                          | 0                                           |
| <b>26MY FORD TRUCKS</b>                                               |                                             |
| E-Series Cutaway/Stripped Chassis <sup>c/d</sup>                      | 500                                         |
| F-150 Lightning Pro Series <sup>a</sup>                               | 0                                           |
| F-150 Lightning STX, Flash, Lariat, Platinum <sup>a</sup>             | 0                                           |
| F-150 Regular Cab (Gas) <sup>a</sup>                                  | 500                                         |
| F-150 4x2 SuperCab (Gas) <sup>a</sup>                                 | 1000                                        |
| F-150 4x4 SuperCab (Gas) <sup>a</sup>                                 | 1000                                        |
| F-150 4x2 SuperCrew® (Gas) <sup>a</sup>                               | 2000                                        |
| F-150 4x4 SuperCrew (Gas and HEV) <sup>a</sup>                        | 2000                                        |
| F-150 Police Responder <sup>a</sup>                                   | 0                                           |
| F-Series Super Duty® - Pick Up <sup>a</sup>                           | 1000                                        |
| F-Series Super Duty® - Chassis Cab <sup>a</sup>                       | 500                                         |
| F-Series Super Duty® F-600 <sup>a</sup>                               | 500                                         |
| Maverick® (Gas only) <sup>a</sup>                                     | 500                                         |
| Medium Duty Truck F-650 (Gas only) <sup>a</sup>                       | 1000                                        |
| Medium Duty Truck F-750 (Gas only) <sup>a</sup>                       | 1000                                        |
| Ranger® <sup>a</sup>                                                  | 500                                         |
| Transit® Van <sup>a</sup>                                             | 1000                                        |
| Transit® Wagon <sup>a</sup>                                           | 500                                         |
| E-Transit® <sup>a</sup>                                               | 500                                         |
| <b>26MY LINCOLN</b>                                                   |                                             |
| Aviator®                                                              | 1000                                        |
| Corsair®                                                              | 1000                                        |
| Nautilus®                                                             | 750                                         |
| Navigator® <sup>a/b</sup>                                             | 1000                                        |
| <b>27MY FORD TRUCKS</b>                                               |                                             |
| E-Series Cutaway/Stripped Chassis <sup>c/d</sup>                      | 500                                         |
| Medium Duty Truck F-650 (Gas/Diesel)                                  | 1000                                        |
| Medium Duty Truck F-750 (Gas/Diesel)                                  | 1000                                        |
| F-150 Regular Cab <sup>a</sup>                                        | 500                                         |
| F-150 SuperCab ® <sup>a</sup>                                         | 1000                                        |
| F-150 SuperCrew (excl. Lobo) ® <sup>a</sup>                           | 2000                                        |
| F-150 SuperCrew Police Responder ® <sup>a</sup>                       | 2000                                        |
| F-150 SuperCrew SSV® <sup>a</sup>                                     | 2000                                        |
| F-Series Super Duty® - Chassis Cab Crew (excluding F350) <sup>a</sup> | 1000                                        |
| F-Series Super Duty® - F350 Chassis Cab <sup>a</sup>                  | 2000                                        |

|                                                                                     |      |
|-------------------------------------------------------------------------------------|------|
| F-Series Super Duty® - Chassis, Regular and Super Cab (excluding F350) <sup>a</sup> | 2000 |
| F-Series Super Duty® - F350 Chassis, Regular and Super Cab <sup>a</sup>             | 3000 |
| F-Series Super Duty® - Pick-up Crew Cab <sup>a</sup>                                | 1500 |
| F-Series Super Duty® - Pick-up Regular and Super Cab <sup>a</sup>                   | 2500 |
| Transit Wagon <sup>a</sup>                                                          | 500  |
| Transit Chassis, including Incomplete <sup>a</sup>                                  | 1500 |
| Transit Van Low Roof <sup>a</sup>                                                   | 2000 |
| Transit Van Medium and High Roof <sup>a</sup>                                       | 1500 |
| E-Transit® <sup>a</sup>                                                             | 500  |
| <b>27MY FORD SUVS</b>                                                               |      |
| Explorer <sup>a</sup>                                                               | 1000 |
| Explorer Police Interceptor Utility <sup>a</sup>                                    | 1000 |
| Expedition® <sup>a/b</sup>                                                          | 1000 |
| <b>27MY LINCOLN</b>                                                                 |      |
| Aviator® <sup>a/b</sup>                                                             | 1000 |
| Corsair® <sup>a/b</sup>                                                             | 0    |
| Navigator® <sup>a/b</sup>                                                           | 1000 |

Ford Authorized Pool Accounts cannot order vehicles with a fleet incentive. Ford Dealer must apply for fleet incentive on eligible commercial applications following pool account assignment of chassis to Ford Dealer. Unit must be reported sold to a valid end-user FIN.

- a/ 56M incentive is \$0 on 27MY F-150 Tremor, Raptor, and Lobo (19S); 25MY/26MY Mustang GT (P8C/P8F) and Dark Horse (P8R); 25MY/26MY Corsair PHEV, 27MY Corsair (All Models); 26MY Bronco Raptor, Heritage Edition, and Stroppe Edition, 26MY Bronco Sport Heritage, 26MY F-150 Raptor and Tremor, 26MY F-150 Lightning, 26MY F-150 Police Responder, 26MY Maverick Tremor, LOBO, and Hybrid, 26MY Medium Duty Truck F-650/F-750 Diesel, 26MY Ranger Raptor, 26MY/27MY Black Label, Livery FIN Vehicle Lines: Navigator L and Expedition Max, and all other Hybrid/Electric vehicles unless otherwise noted.
- b/ 56M is not available with Livery vehicle orders. 56M is not compatible with Limo or Hearse (LC) FINs.
- c/ Ford complete vehicles, purchased from select body manufacturers, may be ineligible for fleet incentives.
- d/ The E-Series Motorhome Package is ineligible for National Fleet Incentives.

## Terms and Conditions

### Fleet Identification Number (FIN) Requirement

- A FIN is required to qualify for National Fleet Incentives. To apply for a FIN code:
  - Call 1-866-34-DEALER (1-866-343-3253) and select option 2 or
  - Visit <https://www.fordpro.com/en-us/resources/fleet-identification-number/create-new>
- Ford reserves the right to inactivate any End User FIN with no sales activity over the past 5 calendar years.
- Fleet Management Companies, Banks, Credit Unions, other financial institutions and body modification companies are eligible to request national fleet incentives/credits only if the customer (i.e., lessee/purchaser) has met the fleet eligibility requirements and has received a FIN code. All Fleet Management Companies and Body Modifier orders must include their own FIN code and the end-user FIN code on vehicle orders. (Requirement applies to units ordered from production or sold out of stock.)
- To qualify for a Commercial FIN, an end-user must meet the following requirements:
  - Have registered or leased, for use in their operation, 5 or more new vehicles (any make or model) during the current or preceding calendar or model year, or preceding 13-month period; or,
  - Currently have a fleet of 15 or more vehicles, owned or leased (any make or model) in the United States; or,
  - Currently have a fleet of 5 or more vehicles, all of which are over 20,000 GVWR, owned or leased (any make or model) in the United States (applicable to F650/750 & LCF vehicle lines).

### In-Service Requirements

- The minimum in-service requirement for commercial vehicles is 12 months or 20,000 miles (whichever comes first). Customers acquiring vehicles using FIN codes with or without National Fleet Incentives are subject to all 2026/2027 model year fleet program rules, including in-service requirements.
- Customers who violate the minimum in-service requirements may be subject to fleet incentive claim reversals and/or cancellation of their FIN code.
- Customer placement of an order under this program constitutes agreement by customer to the terms and conditions contained herein, as modified by Ford from time to time.

### Other



- Effective 11/1/19 Commercial Connection Upfit programs will no longer be compatible/stackable with 56M. Note: Commercial Seasonal Events remain compatible with 56M.
- Customers who participate in the Competitive Price Allowance program can request to have vehicles reinvoiced with National Fleet Incentive (56M) in lieu of their Competitive Price Allowance program discount.
- Any regional cash discounts, special value packages (excluding National Discount Packages), customer cash drafts, APR and Special RCL Lease Rates are not available with National Fleet Incentives, unless otherwise stated in a separate program announcement.
- Acceptance of an order in the system does not constitute a commitment from Ford to build a vehicle. Ford reserves the right to limit production, cancel, amend, revise or revoke any program at any time.
- Vehicles ordered for Fleet must be delivered with Fleet delivery types. Vehicles must be registered and operated solely in the 50 United States.
- National Fleet Incentives will be deducted from the factory invoice on vehicles ordered from production with 56M. Fleet units should be ordered from production, although Ford and Lincoln Dealers can re-invoice vehicles sold from dealer stock to eligible fleet customers.
- Units purchased out of dealer stock for FIN Code customers must be re-invoiced with the appropriate incentive code and reported sold fleet in order to activate applicable fleet incentives.
- Following a Stock-to-Fleet re-invoice using 56M, the National Fleet Incentive money will be deducted, shown on the adjusted invoice, and payment will be made to the dealer. The dealer must apply that money to the customer's purchase price or reimburse the customer the appropriate amount.
- Any unit purchased from a source other than Ford Motor Company are ineligible, except:
  - Vehicles that are re-billed by Ford Motor Company.
  - New and Unused units purchased by a franchised Ford Motor Company dealer from a finance source that obtained the units from a liquidating Ford Motor Company Dealer (so long as the purchase price from the finance source equals or exceeds the vehicle's wholesale delivered price from Ford).
- Customers are responsible for maintaining website access code eligibility for their employees.

