



Ford Sells Nearly 113,000 Vehicles in China in September Lincoln Sales Up 79 Percent Year Over Year



SEPTEMBER 2017 SALES

	Total Ford Motor Company Sales	CAF	JMC	Lincoln	Imported Ford Brand Vehicles
September 2017	112,902	79,700	25,974	5,721	1,507
Vs. September 2016	0%	-5%	11%	79%	-1%
Year-to-date 2017	832,761	566,739	211,262	40,215	14,545
Vs. Year-to-date 2016	-5%	-15%	16%	92%	15%

HIGHLIGHTS

- **Ford Motor Company** sales in China total nearly **113,000** vehicles in September, achieving approximately the same volume compared to September 2016.
- Third quarter sales for **Ford Motor Company** in China total more than **295,000** vehicles, down **2** percent year over year, while year-to-date sales total nearly **833,000** units, a **5** percent decrease compared to the same period in 2016.
- Monthly sales for **Changan Ford Automobile (CAF)** total nearly **80,000** vehicles, down **5** percent compared to September last year.
- Third quarter sales for **CAF** total nearly **207,000**, down **9** percent year over year, while year-to-date sales total nearly **567,000** vehicles, down **15** percent compared to the same period in 2016.
- **Jiangling Motor Corporation (JMC)** sold nearly **26,000** vehicles, an **11** percent increase compared to September 2016.
- Third quarter sales for **JMC** total nearly **68,000** vehicles, up **11** percent year over year, while year-to-date sales total more than **211,000** vehicles, up **16** percent compared to the same period in 2016.
- **Lincoln** sold more than **5,700** vehicles in September, a **79** percent increase compared to September 2016. This was also Lincoln's best ever monthly sales.
- Third quarter sales for **Lincoln** total nearly **16,000** vehicles, up **83** percent, while year-to-date sales surpassed **40,000** vehicles, nearly doubling the number of vehicles sold in the same period last year.
- **Ford** sedans continued growing in popularity in September with sales of **Ford Escort** exceeding **31,000** vehicles and sales of **Ford Mondeo** at nearly **11,600** vehicles, representing a year over year increase of **5** percent and **19** percent respectively.
- **Ford Kuga** and **Ford Everest** SUVs both experienced significant growth with September sales increase of **42** percent and **16** percent respectively compared to September 2016.
- Every **Lincoln** model sold in China grew by double digits in September. **Lincoln MKZ, MKC, MKX** and **Navigator** experienced year over year growth of **79** percent, **30** percent, **34** percent and **84** percent respectively.

Ford Motor Company is a global company based in Dearborn, Michigan. The company designs, manufactures, markets and services a full line of Ford cars, trucks, SUVs, electrified vehicles and Lincoln luxury vehicles, provides financial services through Ford Motor Credit Company and is pursuing leadership positions in electrification, autonomous vehicles and mobility solutions. Ford employs approximately 203,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.



"While our year-over-year sales for September were on par with September 2016, we achieved strong growth for Kuga during the month, with sales up 42 percent compared to September last year. Ford Mondeo continued its strong performance and we also continue to see growth in the luxury segment, with Lincoln finishing the month up 79 percent from September last year."

*Jason Luo,
Chairman & CEO
Ford China*

KEY VEHICLES



Ford Kuga

Ford Kuga sales gained momentum in September, with sales growing 42 percent year over year. For the third quarter, sales of Kuga exceeded 24,000 vehicles and grew 4 percent compared to the same period last year.



Ford Mondeo

Sales of **Ford Mondeo** increased by 19 percent year over year in September and achieved third quarter sales of nearly 29,000 vehicles, up 17 percent over the same period in 2016.



Lincoln Continental

Sales of Lincoln vehicles continued their strong growth. Sales of **Lincoln Continental** exceeded 1,100 vehicles in September and more than 7,400 vehicles year to date.

Editor's Note: Ford Motor Company releases retail sales figures in China.

Ford China September Sales 2017

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	September 2017		Year-To-Date 2017		September 2016	Year-To-Date 2016
	Units	YOY	Units	YOY	Units	Units
Changan Ford (CAF)						
Escort	31,112	5%	187,587	-7%	29,611	201,812
Focus	15,266	-29%	116,163	-28%	21,553	161,663
Mondeo	11,594	19%	73,864	-5%	9,763	78,111
Taurus	2,039	-24%	20,816	-4%	2,675	21,646
EcoSport	1,836	-47%	22,736	-29%	3,487	32,099
Kuga	9,347	42%	67,393	-17%	6,600	80,983
Edge	8,506	-20%	78,178	-5%	10,569	82,543
TOTAL CAF	79,700	-5%	566,739	-15%	84,335	663,282
JMC						
Ford Transit	4,262	-34%	32,519	-31%	6,421	47,204
Ford Tourneo	550	170%	3,741	236%	204	1,112
Ford Everest	1,086	16%	7,070	5%	933	6,723
Yusheng S330	874	599%	13,401	10,621%	125	125
Yusheng S350	1,355	-39%	13,391	15%	2,227	11,674
JMC Pick-Up	6,613	18%	50,258	16%	5,619	43,322
JMC Teshun	3,223		15,107			
JMC Light Truck	7,994	2%	75,758	5%	7,867	72,449
JMC Heavy Truck	17	-15%	17	-15%	20	20
TOTAL JMC	25,974	11%	211,262	16%	23,416	182,629
Lincoln						
MKZ	1,289	79%	9,288	123%	721	4,166
MKC	1,788	30%	13,970	53%	1,379	9,140
MKX	1,340	34%	8,485	17%	1,002	7,277
Continental	1,138		7,457			
Navigator	166	84%	1,015	146%	90	413
TOTAL LINCOLN	5,721	79%	40,215	92%	3,192	20,996
Imported Vehicles						
Focus ST/RS	38	111%	249	84%	18	135
Mustang	338	-13%	3,114	33%	388	2,348
Explorer	1,087	-2%	9,902	-2%	1,113	10,094
F-150 Raptor	44		783			
Other			497			
TOTAL Imported	1,507	-1%	14,545	15%	1,526	12,652
TOTAL FORD	112,902	0%	832,761	-5%	112,469	879,559

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