



Ford Sells Nearly 106,000 Vehicles in China in October Best October Sales for Lincoln and JMC



OCTOBER 2017 SALES

	Total Ford Motor Company Sales	CAF	JMC	Lincoln	Imported Ford Brand Vehicles
October 2017	105,809	73,551	25,275	5,514	1,469
Vs. October 2016	-5%	-11%	6%	48%	13%
Year-to-date 2017	938,570	640,290	236,537	45,729	16,014
Vs. Year-to-date 2016	-5%	-14%	15%	85%	15%

HIGHLIGHTS

- **Ford Motor Company** sales in China total nearly **106,000** vehicles in October, a **5** percent decrease compared to October 2016.
- The year-to-date sales for **Ford Motor Company** in China total nearly **939,000** units, a **5** percent decrease year over year.
- Monthly sales for **Changan Ford Automobile (CAF)** total nearly **74,000** vehicles, down **11** percent compared to October last year.
- The year-to-date sales for **CAF** total more than **640,000** vehicles, down **14** percent compared to the same period in 2016.
- **Jiangling Motor Corporation (JMC)** sold more than **25,000** vehicles in October, a **6** percent increase compared to October 2016. JMC saw the best October sales.
- The year-to-date sales for **JMC** total nearly **237,000** vehicles, up **15** percent compared to the same period in 2016.
- **Lincoln** sold more than **5,500** vehicles in October, a **48** percent increase compared to October 2016.
- The year-to-date sales for **Lincoln** total nearly **46,000** vehicles, up **85** percent compared to the same period last year.
- Sales of **Ford Mondeo** reached more than **10,000** vehicles, an increase of **13** percent compared to October 2016, and sales of **Ford Escort** total more than **29,000** units, up **6** percent year over year.
- **Ford Kuga** and **Ford Everest** SUVs both continued to win Chinese customers with October sales increasing of **11** percent and **38** percent respectively compared to October 2016.
- **Ford** imported vehicle sales also grew in October. The sales of **Ford Mustang** and **Ford Focus RS/ST** increased **93%** and **71%** respectively year over year.
- **Lincoln** also achieved an October sales record this month. **Lincoln** sedans experienced strong growth in October with sales up more than **180** percent compared to October 2016. **Lincoln's** SUV trio, **MKC**, **MKX** and **Navigator**, experienced year over year growth of **3** percent, **12** percent and **56** percent respectively. **Lincoln MKC** also achieved the record monthly sales in October.

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.



"Both Lincoln and JMC set new records for October sales in China. Lincoln continues to grow rapidly, with year-to-date sales up 85 percent. Meanwhile, strong customer demand for Ford Mondeo and Ford Kuga continued in October, with both nameplates achieving double digit growth compared to October 2016."

*Jason Luo,
Chairman & CEO
Ford China*

KEY VEHICLES



Ford Mondeo

Sales of **Ford Mondeo** total more than 10,000 units, an increase of 13 percent year over year in October.



Ford Kuga

Sales of **Ford Kuga** grew 11 percent year over year, totaling nearly 7,700 units in October.



Lincoln Continental

Lincoln Continental reached nearly 1,100 vehicles in October while sales of **Lincoln MKZ** are up 55% year over year.

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

Ford China October Sales 2017

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Best October Sales for Lincoln and JMC



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	October 2017		Year-To-Date 2017		October 2016	Year-To-Date 2016
	Units	YOY	Units	YOY	Units	Units
Changan Ford (CAF)						
Escort	29,238	6%	216,825	-6%	27,705	229,517
Focus	14,774	-34%	130,937	-29%	22,265	183,928
Mondeo	10,148	13%	84,012	-4%	8,990	87,101
Taurus	1,671	-40%	22,487	-8%	2,773	24,419
EcoSport	2,752	-13%	25,488	-28%	3,159	35,258
Kuga	7,678	11%	75,071	-15%	6,907	87,890
Edge	7,290	-31%	85,468	-8%	10,509	93,052
TOTAL CAF	73,551	-11%	640,290	-14%	82,368	745,650
JMC						
Ford Transit	3,516	-40%	36,035	-32%	5,838	53,042
Ford Tourneo	462	124%	4,203	219%	206	1,318
Ford Everest	942	38%	8,012	8%	684	7,407
Yusheng S330	1,556	-7%	14,957	730%	1,676	1,801
Yusheng S350	1,197	-43%	14,588	6%	2,102	13,776
JMC Pick-Up	6,498	30%	56,756	17%	5,014	48,336
JMC Teshun	3,136	N/A	18,243	N/A	-	-
JMC Light Truck	7,906	-6%	83,664	3%	8,418	80,867
JMC Heavy Truck	62	464%	79	155%	11	31
TOTAL JMC	25,275	6%	236,537	15%	23,949	206,578
Lincoln						
MKZ	1,315	55%	10,603	111%	850	5,016
Continental	1,090	N/A	8,547	N/A	-	-
MKC	1,827	3%	15,797	45%	1,776	10,916
MKX	1,148	12%	9,633	16%	1,023	8,300
Navigator	134	56%	1,149	130%	86	499
TOTAL LINCOLN	5,514	48%	45,729	85%	3,735	24,731
Imported Vehicles						
Focus ST/RS	24	71%	273	83%	14	149
Mustang	420	93%	3,534	38%	218	2,566
Explorer	1013	-5%	10,915	-2%	1,062	11,156
F-150 Raptor	12	N/A	795	N/A	-	-
Other	-	N/A	497	N/A	-	-
TOTAL Imported	1,469	13%	16,014	15%	1,301	13,953
TOTAL FORD	105,809	-5%	938,570	5%	111,353	990,912

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