



Ford Sells Nearly 76,000 Vehicles in China in January

Lincoln Continental and Commercial Vans Double Sales Year Over Year



JANUARY 2018 SALES

	Total Ford Motor Company Sales	CAF	JMC	Lincoln	Imported Ford Brand Vehicles
January 2018	75,990	46,888	22,794	5,008	1,300
vs. January 2017	-18%	-29%	13%	7%	-36%

INSIGHTS



Peter Fleet
President, Ford Asia Pacific
Chairman & CEO, Ford China

Overall **Ford Motor Company China** sales totaled nearly **76,000** vehicles in January, an **18** percent decline year over year. Peter Fleet says the company remains focused on improving our performance in China and growing our business in the market.

“As we reposition our Ford business in China, SUVs, luxury and commercial vehicles are key priorities of our strategy this year,” said Fleet. “We are pleased that our focus on these areas continues to generate positive results for both JMC and Lincoln.”

Sales of the **Ford Transit** and **JMC Teshun** rose to **6,200** vehicles in January, up **118** percent compared to January 2017. Sales of the Ford Tourneo also increased nearly **100** percent compared to January last year.

Meanwhile, the **Lincoln Continental** continues to win customers across China, with sales of the company’s flagship sedan up **136** percent year over year. “Sales of **Continental** are strong and the market’s reaction to the launch of the all-new **Lincoln Navigator** in January is also very positive,” said Fleet.

Ahead of its new model launches later in 2018, **Changan Ford** has rebalanced its compact sedan production and retail volumes to ensure an orderly transition to the new models.

Ford Motor Company announced its “**China 2025 Plan**” in December 2017, including plans to introduce more than **50** all-new vehicles by the end of 2025, including **8** all-new SUVs and **15** all-new electrified vehicles from **Ford** and **Lincoln**. The first of these new vehicles will be launched later in 2018.

The plan also includes continued investment in design and engineering in China following the opening of the company’s new Nanjing Test Center late in 2017.

NEWS

- **Ford Motor Company** sales in China totaled nearly **76,000** vehicles in January, an **18** percent decrease compared to January 2017.
- Monthly sales for **Changan Ford Automobile (CAF)** totaled nearly **47,000** vehicles, down **29** percent compared to January last year.
- **Jiangling Motor Corporation (JMC)** sold nearly **23,000** vehicles in January, up **13** percent compared to January 2017.
- Monthly sales of **Lincoln** reached more than **5,000** vehicles in January, a **7** percent increase compared to January 2017.
- **Ford** imported vehicle sales totaled **1,300** vehicles in January, a **36** percent decrease year over year.

KEY VEHICLES



Ford Transit

Sales of **Ford Transit** totaled more than 3,200 units, up **14** percent year over year in January 2018.



Lincoln Continental

Sales of **Lincoln Continental** reached **1,200** vehicles in January, driving the sales of Lincoln sedans up **23** percent year over year.



Lincoln Navigator

All-New Lincoln Navigator launched with strong customer interest.

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

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 202,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.

Ford’s wholly owned subsidiaries, joint ventures and investment in China include Ford Motor (China) Limited, Ford Motor Research & Engineering (Nanjing) Co., Ltd., Ford Automotive Finance (China) Ltd., Changan Ford Automobile Co., Ltd., Changan Ford Mazda Engine Co., Ltd., Jiangling Motors Co., Ltd., and Zotye Ford Automobile Co. Ltd., which will start operations in 2018. Subject to regulatory approval, Zotye Ford will produce small all-electric vehicles under a new indigenous brand.

Ford China January 2018 Sales

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	January 2018				January 2017	
	Units	YOY			Units	
Changan Ford (CAF)						
Escort	15,297	-18%			18,581	
Focus	7,064	-44%			12,639	
Mondeo	6,539	-22%			8,371	
Taurus	1,698	-53%			3,604	
EcoSport	1,798	-19%			2,231	
Kuga	4,384	-38%			7,087	
Edge	10,108	-26%			13,649	
TOTAL CAF	46,888	-29%			66,163	
JMC						
Ford Transit	3,241	14%			2,832	
Ford Tourneo	389	95%			200	
Ford Everest	887	-4%			921	
Yusheng S330	718	-78%			3,281	
Yusheng S350	1,133	-61%			2,941	
JMC Pick-Up	6,580	26%			5,231	
JMC Teshun	2,924	N/A			-	
JMC Light Truck	6,822	41%			4,843	
JMC Heavy Truck	100	N/A			-	
TOTAL JMC	22,794	13%			20,249	
Lincoln						
MKZ	1,077	-20%			1,345	
Continental	1,200	136%			509	
MKC	1,385	-15%			1,629	
MKX	1,165	8%			1,074	
Navigator	181	37%			132	
TOTAL LINCOLN	5,008	7%			4,689	
Imported Vehicles						
Focus ST/RS	20	-13%			23	
Mustang	309	-22%			395	
Explorer	968	-40%			1,602	
F-150 Raptor	3	N/A			-	
Other	-	N/A			-	
TOTAL Imported	1,300	-36%			2,020	
TOTAL FORD	75,990	-18%			93,121	

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