



Ford Sold Nearly 1,200,000 Vehicles in China in 2017

Ford Escort Set Record Monthly Sales in December



DECEMBER 2017 SALES

	Total Ford Motor Company Sales	CAF	JMC	Lincoln	Imported Ford Brand Vehicles
December 2017	140,103	102,219	30,322	6,030	1,532
Vs. December 2016	-9%	-12%	-6%	41%	-24%
Full Year 2017	1,192,625	826,740	292,942	54,124*	18,819
Vs. Full Year 2016	-6%	-14%	11%	66%*	7%

HIGHLIGHTS

- **Ford Motor Company** sales in China totaled nearly **1,200,000** vehicles in 2017, down **6** percent compared to 2016.
- The December sales for **Ford Motor Company** in China totaled more than **140,000** units, a **9** percent decrease year over year.
- The annual sales for **Changan Ford Automobile (CAF)** totaled nearly **827,000** vehicles, down **14** percent compared to the full year 2016. CAF achieved the sales increase quarter over quarter for the third consecutive quarter in 2017.
- Monthly sales for **CAF** totaled more than **102,000** vehicles, down **12** percent compared to December last year.
- The annual sales for **Jiangling Motor Corporation (JMC)** totaled nearly **293,000** vehicles, up **11** percent compared to 2016.
- **JMC** sold more than **30,000** vehicles in December, down **6** percent year over year.
- The annual sales for **Lincoln** totaled more than **54,000** vehicles, up **66** percent compared to 2016. Lincoln set an annual sales record for the third consecutive year.
- **Lincoln** sold more than **6,000** vehicles in December, a **41** percent increase compared to December 2016. This is a new record for the **Lincoln** Brand and all five Lincoln nameplates, including, **Lincoln Navigator, MKX, MKC, Continental** and **MKZ**, had their best December ever.
- **Ford Escort** set the best-ever monthly sales with December sales increasing **18** percent to more than **42,000** vehicles. Meanwhile, **Ford Mondeo** sold nearly **15,000** vehicles, up **6** percent year over year, and set its best December sales record. Both nameplates set the best quarterly sales in fourth quarter 2017 as well.
- **Ford Mustang** set the all time best annual sales record in China with more than **4,200** vehicles sold in 2017, up **35** percent year over year, and archived the best quarterly sales record in fourth quarter, 2017. The December sales of **Ford Mustang** increased **6** percent year over year and set the best December sales record as well.

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.

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.



"While the passenger vehicle segment experienced challenges in first half of the year, the strong sales performance of Ford Escort and Mondeo in second half contributed to the company selling close to 1.2 million vehicles in China in 2017. Lincoln continued its strong sales momentum by setting a new annual sales record for the third consecutive year as one of the fastest growing luxury auto brands in China."

"Looking forward, we recently announced Ford's China 2025 plan to further accelerate our growth. In 2018, we will build our success on providing customers in China with our best products, services and mobility solutions."

Jason Luo
Chairman & CEO
Ford China

KEY VEHICLES



Ford Mondeo

Ford Mondeo achieved its best ever December sales and set the all time quarterly sales record in the fourth quarter in China.



Ford Mustang

Ford Mustang set the annual sales record in 2017 and the quarterly sales record in fourth quarter 2017, remaining the most popular sports coupe in China. It also archived the best December sales record.



Lincoln Continental

Lincoln sedans, including **Continental** and **MKZ**, delivered brilliant sales performance with nearly 23,000 vehicles sold in 2017, up more than 200 percent year over year.

Editor's Note: Ford Motor Company releases retail sales figures in China.
*Following the sales system upgrade, these are the final adjusted numbers. .

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	December 2017		Full Year 2017		December 2016	Full Year 2016
	Units	YOY	Units	YOY	Units	Units
Changan Ford (CAF)						
Escort	42,064	18%	293,478	-2%	35,683	297,991
Focus	19,891	-31%	167,044	-30%	28,671	237,915
Mondeo	14,773	6%	110,412	2%	13,904	108,225
Taurus	2,103	-50%	26,554	-18%	4,211	32,342
EcoSport	3,839	-32%	32,382	-28%	5,617	44,878
Kuga	10,164	-30%	93,217	-17%	14,480	112,375
Edge	9,385	-28%	103,651	-13%	13,066	119,214
TOTAL CAF	102,219	-12%	826,740	-14%	115,654	957,495
JMC						
Ford Transit	5,137	-39%	45,538	-32%	8,415	67,326
Ford Tourneo	493	83%	5,137	191%	269	1,767
Ford Everest	1,050	-4%	9,980	5%	1,096	9,524
Yusheng S330	1,880	-70%	17,998	64%	6,193	11,000
Yusheng S350	1,653	-40%	17,488	-7%	2,743	18,898
JMC Pick-Up	7,003	17%	69,461	16%	5,963	59,845
JMC Teshun	3,739	N/A	25,210	N/A	-	-
JMC Light Truck	9,304	24%	101,877	5%	7,493	96,644
JMC Heavy Truck	63	200%	253	387%	21	52
TOTAL JMC	30,322	-6%	292,942	11%	32,193	265,056
Lincoln						
MKZ	1,367	7%	12,497	71%	1,273	7,325
Continental	1,403	588%	10,501	5,048%	204	204
MKC	1,815	17%	18,247	31%	1,550	13,891
MKX	1,287	13%	11,478	10%	1,134	10,407
Navigator	158	27%	1,401	92%	124	731
TOTAL LINCOLN	6,030	41%	54,124*	66%*	4,285	32,558
Imported Vehicles						
Focus ST/RS	33	-33%	323	53%	49	211
Mustang	356	6%	4,225	35%	335	3,126
Explorer	1,142	-30%	12,976	-8%	1,624	14,178
F-150 Raptor	1	N/A	798	N/A	-	-
Other	-	N/A	497	N/A	-	-
TOTAL Imported	1,532	-24%	18,819	7%	2,009	17,599
TOTAL FORD	140,103	-9%	1,192,625	-6%	154,141	127,2708

* Following the sales system upgrade, these are the final adjusted numbers.

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