



Ford Posts Best February U.S. Retail Sales in 11 Years; Best-Ever Month for SUV Sales, Lincoln Sales Up 30 percent

- U.S. sales of 217,192 Ford Motor Company vehicles up 20 percent versus last year
- Ford brand SUVs post best-ever February sales – Edge increases 91 percent, Explorer jumps 18 percent and Escape gains 14 percent
- Ford F-Series has best February performance since 2006, with sales up 10 percent; Transit sales up 70 percent – best February van performance since 1979
- Lincoln total sales jump 30 percent – MKX sales increase 109 percent, providing Lincoln with its best February SUV performance in 15 years

DEARBORN, Mich., March 1, 2016 – Ford Motor Company’s U.S. sales were up 20 percent in February versus a year ago with 217,192 vehicles sold. Retail sales grew 11 percent – the company’s best February since 2005.

Retail sales gains came across the product portfolio. Cars gained 6 percent, trucks increased 5 percent, and SUVs were up 22 percent.

Ford SUV sales last month – the best February in company history – totaled 65,016 vehicles, up 28 percent versus a year ago. Edge jumped 91 percent, Explorer was up 18 percent and Escape gained 14 percent.

F-Series sales were strong, too, with 60,697 vehicles sold – a 10-percent increase – marking Ford’s best February for F-Series in a decade.

“We saw a solid industry last month and a strong month for Ford, as customer demand for our newest vehicles – including new high-end series on Explorer and Edge – helped Ford increase its average transaction prices at almost double the industry average,” said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. “Offering more high-end options for truck and SUV customers and having the capability fleet buyers value as they are reinvesting in their fleets are strengthening our business.”

Transit sales increased 70 percent last month, with 11,496 vans sold – adding to Ford’s total van sales of 18,407 giving Ford its best February van performance since 1979.

Lincoln sales of 8,039 vehicles increased 30 percent, with the all-new Lincoln MKX up 109 percent, helping support the brand’s record February sales.

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About Ford Motor Company

[Ford Motor Company](#) is a global automotive and mobility company based in Dearborn, Michigan. With about 199,000 employees and 67 plants worldwide, the company's core business includes designing, manufacturing, marketing, financing and servicing a full line of Ford cars, trucks, SUVs and electrified vehicles, as well as Lincoln luxury vehicles. At the same time, Ford is aggressively pursuing emerging opportunities through Ford Smart Mobility, the company's plan to be a leader in connectivity, mobility, autonomous vehicles, the customer experience, and data and analytics. For more information regarding Ford, its products worldwide or Ford Motor Credit Company, visit www.corporate.ford.com.

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FORD MOTOR COMPANY FEBRUARY 2016 U.S. SALES

	<u>February</u>		%	<u>Year-To-Date</u>		%
	<u>2016</u>	<u>2015</u>	<u>Change</u>	<u>2016</u>	<u>2015</u>	<u>Change</u>
SALES BY BRAND						
Ford	209,153	174,219	20.1	375,699	345,951	8.6
Lincoln	<u>8,039</u>	<u>6,164</u>	30.4	<u>15,216</u>	<u>12,783</u>	19.0
Total Vehicles	217,192	180,383	20.4	390,915	358,734	9.0
SALES BY TYPE						
Cars	66,613	56,081	18.8	116,645	113,042	3.2
Utilities	70,328	54,420	29.2	125,233	107,153	16.9
Trucks	<u>80,251</u>	<u>69,882</u>	14.8	<u>149,037</u>	<u>138,539</u>	7.6
Total Vehicles	217,192	180,383	20.4	390,915	358,734	9.0
FORD BRAND						
Fiesta	3,754	3,708	1.2	6,314	7,162	-11.8
Focus	18,620	14,019	32.8	31,597	32,497	-2.8
C-MAX	1,370	1,376	-0.4	2,357	2,536	-7.1
Fusion	25,442	22,732	11.9	45,319	42,426	6.8
Taurus	3,807	2,685	41.8	6,919	5,013	38.0
Police Interceptor Sedan	900	714	26.1	1,355	1,392	-2.7
Mustang	<u>9,993</u>	<u>8,454</u>	18.2	<u>17,573</u>	<u>17,148</u>	2.5
Ford Cars	63,886	53,688	19.0	111,434	108,174	3.0
Escape	23,854	20,915	14.1	43,073	40,969	5.1
Edge	12,455	6,526	90.9	21,988	14,107	55.9
Flex	2,334	1,318	77.1	4,325	2,776	55.8
Explorer	20,014	17,027	17.5	34,280	32,022	7.1
Police Interceptor Utility	2,375	1,586	49.7	4,723	3,627	30.2
Expedition	<u>3,984</u>	<u>3,277</u>	21.6	<u>6,839</u>	<u>5,737</u>	19.2
Ford Utilities	65,016	50,649	28.4	115,228	99,238	16.1
F-Series	60,697	55,236	9.9	112,237	109,606	2.4
E-Series	3,873	4,396	-11.9	6,832	7,704	-11.3
Transit	11,496	6,750	70.3	21,127	13,130	60.9
Transit Connect	3,038	2,790	8.9	6,449	6,479	-0.5
Heavy Trucks	<u>1,147</u>	<u>710</u>	61.5	<u>2,392</u>	<u>1,620</u>	47.7
Ford Trucks	<u>80,251</u>	<u>69,882</u>	14.8	<u>149,037</u>	<u>138,539</u>	7.6
Ford Brand	209,153	174,219	20.1	375,699	345,951	8.6

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LINCOLN BRAND						
MKZ	2,128	1,834	16.0	4,074	3,664	11.2
MKS	<u>599</u>	<u>559</u>	7.2	<u>1,137</u>	<u>1,204</u>	-5.6
Lincoln Cars	2,727	2,393	14.0	5,211	4,868	7.0
MKC	1,746	1,558	12.1	3,182	3,160	0.7
MKX	2,375	1,135	109.3	4,427	2,493	77.6
MKT	234	216	8.3	739	484	52.7
Navigator	<u>957</u>	<u>862</u>	11.0	<u>1,657</u>	<u>1,778</u>	-6.8
Lincoln Utilities	<u>5,312</u>	<u>3,771</u>	40.9	<u>10,005</u>	<u>7,915</u>	26.4
Lincoln Brand	8,039	6,164	30.4	15,216	12,783	19.0