



Ford F-Series, SUVs, Lincoln Post Gains in February; Ford's Overall U.S. Sales Down 4 Percent Versus Year Ago

- Ford brand SUVs post record February results, with 68,820 vehicles sold
- Ford F-Series U.S. sales increase 9 percent versus a year ago, with 65,956 pickups sold
- Lincoln sales increase 9 percent, with gains coming from MKC, MKX and all-new Continental
- Ford Motor Company total U.S. sales of 208,440 vehicles are down 4 percent from a year ago; retail sales are down 3 percent, while fleet sales decline 5 percent

DEARBORN, Mich., March 1, 2017 – Overall Ford Motor Company U.S. sales totaled 208,440 vehicles in February, a 4 percent decline versus a year ago.

Retail sales of 134,576 vehicles decreased 3 percent, while fleet sales were down 5 percent, with 73,864 vehicles sold. The fleet decline reflects a strong year-ago comparison, with customer orders front-loaded in early 2016.

Overall car sales were down 24 percent, while customers continue to shift to trucks and SUVs.

Ford brand SUV sales totaled 68,820 vehicles – record February sales – up 6 percent versus a year ago. Record Escape sales of 27,637 vehicles and a 48 percent increase in Expedition sales drove the gains.

Ford F-Series was up 9 percent, with 65,956 trucks sold. This represents F-Series' best sales since 2004, with all-new Super Duty retail gains coming from every region of the country.

“We continue seeing strong consumer demand for the highest-series Super Duty pickups and the all-new F-150 Raptor, plus greater availability of 2017 model year F-150s,” said Mark LaNeve, vice president, U.S. Marketing, Sales and Service. “This drove a \$3,600 increase in average transaction prices for F-Series last month alone, Lincoln had a \$2,100 increase, ultimately delivering an overall company transaction price increase of \$1,900 per vehicle.”

Lincoln sales totaled 8,744 vehicles, a 9 percent increase. Lincoln MKC, up 12 percent, MKX, up 1 percent, and all-new Continental sales of 1,079 cars fueled the growth.

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FORD MOTOR COMPANY

FEBRUARY 2017

Fleet Segment	February 2017		February CYTD	
	Percent of Total Sales	YOY Change	Percent of Total Sales	YOY Change
Rental	17.8%	(0.8) points	15.3%	(1.8) points
Commercial	12.3%	0.3 points	11.9%	(0.4) points
Government	5.4%	0.1 points	5.9%	0.0 points
Total Fleet	35.4%	(0.5) points	33.1%	(2.2) points

Gross Stock (incl. in-transit)	February 2017		January 2017		February 2016	
	Units at Month End	Days Supply	Units at Month End	Days Supply	Units at Month End	Days Supply
Cars	156,602	74	167,074	97	216,520	78
SUVs	200,392	65	201,479	82	198,988	68
Trucks	<u>325,106</u>	94	<u>316,353</u>	105	<u>343,901</u>	103
Total	682,100	79	684,906	95	759,409	84

Dealer Stock (on ground)	February 2017		January 2017		February 2016	
	Units at Month End	Days Supply	Units at Month End	Days Supply	Units at Month End	Days Supply
Cars	130,969	62	131,194	76	177,252	64
SUVs	166,715	54	167,845	69	161,295	55
Trucks	<u>276,473</u>	80	<u>264,105</u>	87	<u>287,869</u>	86
Total	574,157	66	563,144	78	626,416	69

About Ford Motor Company

[Ford Motor Company](http://www.ford.com) is a global automotive and mobility company based in Dearborn, Michigan. With about 201,000 employees and 62 plants worldwide, the company's core business includes designing, manufacturing, marketing and servicing a full line of Ford cars, trucks and SUVs, as well as Lincoln luxury vehicles. To expand its business model, Ford is aggressively pursuing emerging opportunities with investments in electrification, autonomy and mobility. Ford provides financial services through Ford Motor Credit Company. For more information regarding Ford and its products and services, please visit www.corporate.ford.com.

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FORD MOTOR COMPANY FEBRUARY 2017 U.S. SALES

	<u>February</u>		%	<u>Year-To-Date</u>		%
	<u>2017</u>	<u>2016</u>	<u>Change</u>	<u>2017</u>	<u>2016</u>	<u>Change</u>
SALES BY BRAND						
Ford	199,696	209,153	-4.5	363,523	375,699	-3.2
Lincoln	<u>8,744</u>	<u>8,039</u>	8.8	<u>17,529</u>	<u>15,216</u>	15.2
Total Vehicles	208,440	217,192	-4.0	381,052	390,915	-2.5
SALES BY TYPE						
Cars	50,650	66,613	-24.0	91,951	116,645	-21.2
SUVs	74,394	70,328	5.8	133,126	125,233	6.3
Trucks	<u>83,396</u>	<u>80,251</u>	3.9	<u>155,975</u>	<u>149,037</u>	4.7
Total Vehicles	208,440	217,192	-4.0	381,052	390,915	-2.5
FORD BRAND						
Fiesta	3,981	3,754	6.0	7,556	6,314	19.7
Focus	12,691	18,620	-31.8	22,268	31,597	-29.5
C-MAX	1,315	1,370	-4.0	2,261	2,357	-4.1
Fusion	16,512	25,442	-35.1	32,027	45,319	-29.3
Taurus	4,008	3,807	5.3	6,822	6,919	-1.4
Police Interceptor Sedan	672	900	-25.3	1,223	1,355	-9.7
GT	3	0	N/A	3	0	N/A
Mustang	<u>8,298</u>	<u>9,993</u>	-17.0	<u>13,344</u>	<u>17,573</u>	-24.1
Ford Cars	47,480	63,886	-25.7	85,504	111,434	-23.3
Escape	27,637	23,854	15.9	48,225	43,073	12.0
Edge	11,126	12,455	-10.7	20,217	21,988	-8.1
Flex	2,455	2,334	5.2	4,286	4,325	-0.9
Explorer	19,145	20,014	-4.3	34,439	34,280	0.5
Police Interceptor Utility	2,551	2,375	7.4	4,907	4,723	3.9
Expedition	<u>5,906</u>	<u>3,984</u>	48.2	<u>9,970</u>	<u>6,839</u>	45.8
Ford SUVs	68,820	65,016	5.9	122,044	115,228	5.9
F-Series	65,956	60,697	8.7	123,951	112,237	10.4
E-Series	4,016	3,873	3.7	7,306	6,832	6.9
Transit	10,346	11,496	-10.0	18,116	21,127	-14.3
Transit Connect	2,102	3,038	-30.8	4,200	6,449	-34.9
Heavy Trucks	<u>976</u>	<u>1,147</u>	-14.9	<u>2,402</u>	<u>2,392</u>	0.4
Ford Trucks	<u>83,396</u>	<u>80,251</u>	3.9	<u>155,975</u>	<u>149,037</u>	4.7
Ford Brand	199,696	209,153	-4.5	363,523	375,699	-3.2
LINCOLN BRAND						
MKZ	2,074	2,128	-2.5	4,164	4,074	2.2
MKS	17	599	-97.2	37	1,137	-96.7
Continental	<u>1,079</u>	<u>0</u>	N/A	<u>2,246</u>	<u>0</u>	N/A
Lincoln Cars	3,170	2,727	16.2	6,447	5,211	23.7
MKC	1,959	1,746	12.2	3,627	3,182	14.0
MKX	2,390	2,375	0.6	5,318	4,427	20.1
MKT	287	234	22.6	547	739	-26.0
Navigator	<u>938</u>	<u>957</u>	-2.0	<u>1,590</u>	<u>1,657</u>	-4.0
Lincoln SUVs	<u>5,574</u>	<u>5,312</u>	4.9	<u>11,082</u>	<u>10,005</u>	10.8
Lincoln Brand	8,744	8,039	8.8	17,529	15,216	15.2