



Ford F-Series Tops 70,000-Truck Mark for Seventh Consecutive Month, While Ford Expedition Sales Jump 27.4 Percent; Lincoln Navigator Sales Up 77.3 Percent

SEPTEMBER 2018 SALES

	Total Vehicle	Retail	Fleet	Truck	SUV	Car
U.S. Sales	197,404	148,233	49,171	93,408	66,884	37,112
Versus September 2017	-11.2%	-12.6%	-6.7%	-9.9%	-2.7%	-25.7%

HIGHLIGHTS

For the industry, September presented a tough scenario for comparison due to strong performance a year ago resulting from pent-up and replacement demand following Hurricane Harvey in Houston, while September 2018 experienced some weather-related impact due to Hurricane Florence.

- **Ford Motor Company's September U.S. sales** declined 11.2 percent on total sales of 197,404 vehicles
- **Ford's overall average transaction pricing increased \$1,500** for September, expanding more than twice the rate of the overall industry average
- **Ford F-Series topped the 70,000-truck mark for the seventh straight month, selling 75,092 pickups in September.** Three times this year, F-Series has sold above the 80,000-truck mark, while no other pickup has even surpassed 60,000 trucks sold in a month
- **Ford Expedition results were up 27.4 percent** on a total of 3,627 vehicles sold, while Ford EcoSport turned in sales of 4,577 SUVs
- **Ford Mustang sales totaled 5,770 cars,** representing a slight decline of 1.3 percent
- **All-new Lincoln Navigator remains white hot,** with overall sales up 77.3 percent. Lincoln's luxury SUV is maintaining an incredibly rich mix of high series vehicles

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About Ford Motor Company

[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 201,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.

*U.S. sales volume reflects transactions with (i) retail and fleet customers (as reported by dealers), (ii) government and (iii) Ford management. Average transaction pricing based on J.D. Power and Associates PIN data.

"F-Series posted its seventh straight month of sales above the 70,000-truck mark in September. As part of that run, F-Series has exceeded sales of 80,000 trucks three times this year. Ford SUVs are running at a record pace this year. The Expedition turned in a strong 27 percent gain. Lincoln's Navigator posted a 77 percent gain, with 88 percent of Navigators sold as high-trim series Black Label and Reserve models."

– Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service

WINNING PORTFOLIO



Ford Trucks

September marks seven straight months of F-Series topping 70,000 sales. Transaction pricing is running at record levels of \$46,600 per truck, up \$1,000 over a year ago. Super Duty transaction pricing totaled a record \$59,100 per truck in September.



Ford SUVs

Ford brand SUV sales are running at a record pace this year through September. Expedition turned in a 27.4 percent gain on record transaction prices of \$63,600 as customers opt for more high series Platinum SUVs.



Ford Performance

As America's best-selling sports car, Ford Mustang represents approximately one out of every three sports cars sold here. Ford sold 5,770 Mustangs in September, a slight decline compared to what we believe was a down month for the overall sports car segment.



Ford Commercial Vans

Representing just more than half the commercial van market, Ford's overall van sales were down in September based on fleet order timing. Through last month, Ford van sales are up 3.8 percent, while Transit sales expanded 13.5 percent with 106,463 vans sold.



Lincoln

Lincoln clients are loading up on Navigator, with high series Black Label SUVs spending on average just 12 days on dealer lots. Overall Navigator sales were up 77.3 percent last month, with transaction price gains of almost \$30,000. The hottest market for Navigator is California, with sales up 166.7 percent in September.

FORD MOTOR COMPANY
SEPTEMBER 2018

Fleet Segment	September 2018		September CYTD	
	Percent of Total Sales	YOY Change	Percent of Total Sales	YOY Change
Rental	5.5%	(0.0) points	11.4%	(0.0) points
Commercial	13.2%	0.8 points	13.0%	1.0 points
Government	6.2%	0.4 points	6.0%	(0.2) points
Total Fleet	24.9%	1.2 points	30.5%	0.7 points

Gross Stock (incl. in-transit)	September 2018		August 2018		September 2017	
	Units at Month-End	Days' Supply	Units at Month-End	Days' Supply	Units at Month-End	Days' Supply
Cars	115,125	78	118,819	85	135,471	71
SUVs	209,336	78	214,430	73	188,076	71
Trucks	<u>279,696</u>	75	<u>272,602</u>	72	<u>295,644</u>	74
Total	604,157	77	605,851	75	619,191	72

Dealer Stock (on ground)	September 2018		August 2018		September 2017	
	Units at Month-End	Days' Supply	Units at Month-End	Days' Supply	Units at Month-End	Days' Supply
Cars	94,070	63	99,558	72	113,329	59
SUVs	174,346	65	174,216	60	154,168	58
Trucks	<u>214,376</u>	57	<u>210,134</u>	56	<u>246,341</u>	62
Total	482,792	61	483,908	60	513,838	60

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FORD MOTOR COMPANY SEPTEMBER 2018 U.S. SALES

	September		%	Year-to-Date		%
	2018	2017	Change	2018	2017	Change
SALES BY BRAND						
Ford	189,236	213,446	-11.3	1,812,345	1,850,737	-2.1
Lincoln	<u>8,168</u>	<u>8,802</u>	-7.2	<u>75,280</u>	<u>82,722</u>	-9.0
Total vehicles	197,404	222,248	-11.2	1,887,625	1,933,459	-2.4
SALES BY TYPE						
Cars	37,112	49,918	-25.7	378,533	458,177	-17.4
SUVs	66,884	68,705	-2.7	654,872	647,503	1.1
Trucks	<u>93,408</u>	<u>103,625</u>	-9.9	<u>854,220</u>	<u>827,779</u>	3.2
Total vehicles	197,404	222,248	-11.2	1,887,625	1,933,459	-2.4
FORD BRAND						
Fiesta	3,293	3,730	-11.7	36,518	36,139	1.0
Focus	7,195	11,751	-38.8	100,267	123,827	-19.0
C-MAX	220	1,503	-85.4	6,470	13,851	-53.3
Fusion	15,878	21,253	-25.3	124,964	159,742	-21.8
Taurus	1,807	2,356	-23.3	21,718	26,280	-17.4
Police Interceptor Sedan	392	571	-31.3	5,620	6,119	-8.2
GT	14	7	100.0	102	49	108.2
Mustang	<u>5,770</u>	<u>5,847</u>	-1.3	<u>61,619</u>	<u>62,196</u>	-0.9
Ford Cars	34,569	47,018	-26.5	357,278	428,203	-16.6
EcoSport	4,577	0	N/A	38,310	0	N/A
Escape	20,398	25,575	-20.2	210,050	233,878	-10.2
Edge	9,177	11,476	-20.0	98,938	104,727	-5.5
Flex	2,133	1,697	25.7	16,158	16,715	-3.3
Explorer	18,769	18,898	-0.7	171,416	174,247	-1.6
Police Interceptor Utility	2,578	2,309	11.7	25,454	24,787	2.7
Expedition	<u>3,627</u>	<u>2,848</u>	27.4	<u>40,521</u>	<u>40,401</u>	0.3
Ford SUVs	61,259	62,803	-2.5	600,847	594,755	1.0
F-Series	75,092	82,302	-8.8	679,018	658,636	3.1
E-Series	3,311	4,810	-31.2	36,549	40,634	-10.1
Transit	11,532	13,546	-14.9	106,463	93,838	13.5
Transit Connect	2,565	2,362	8.6	23,218	25,599	-9.3
Heavy trucks	<u>908</u>	<u>605</u>	50.1	<u>8,972</u>	<u>9,072</u>	-1.1
Ford Trucks	<u>93,408</u>	<u>103,625</u>	-9.9	<u>854,220</u>	<u>827,779</u>	3.2
Ford Brand	189,236	213,446	-11.3	1,812,345	1,850,737	-2.1
LINCOLN BRAND						
MKZ	1,886	2,043	-7.7	14,921	20,944	-28.8
MKS	0	0	N/A	0	153	-100.0
Continental	<u>657</u>	<u>857</u>	-23.3	<u>6,334</u>	<u>8,877</u>	-28.6
Lincoln Cars	2,543	2,900	-12.3	21,255	29,974	-29.1
MKC	2,258	2,456	-8.1	19,270	20,393	-5.5
MKX	1,979	2,457	-19.5	19,886	22,752	-12.6
MKT	131	280	-53.2	1,784	2,410	-26.0
Navigator	<u>1,257</u>	<u>709</u>	77.3	<u>13,085</u>	<u>7,193</u>	81.9
Lincoln SUVs	<u>5,625</u>	<u>5,902</u>	-4.7	<u>54,025</u>	<u>52,748</u>	2.4
Lincoln Brand	8,168	8,802	-7.2	75,280	82,722	-9.0