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Ford Motor Company Posts Record Annual Sales in China; Sales Rise 14% to 1.27 Million; Lincoln Demand Surges 180%

- Ford Motor Company sold a record 1.27 million vehicles in 2016 in China, up 14 percent
- Changan Ford JV sold 957,495 vehicles in 2016; December sales total 115,654 vehicles
- Jiangling Motor Corp. sold 265,056 vehicles in 2016; December sales total 32,193 vehicles
- Lincoln sold 32,558 vehicles in 2016, nearly three-fold increase over 2015

SHANGHAI, Jan. 4, 2017-- Ford Motor Company sales surged 23 percent in China in December, capping a record year for the automaker in the world's largest new vehicle market.

For all of 2016, Ford Motor Company sales totaled a best-ever 1.27 million vehicles, 14 percent higher than 2015. That total includes sales by joint ventures Changan Ford Automobile and Jiangling Motors Corporation, sales of Ford models imported to China and Lincoln, which has become the fastest growing luxury brand in China.

In December alone, Ford and its joint ventures sold nearly 150,000 vehicles in China, up 21 percent over 2015. The growth was driven by strong demand for Ford's expanded lineup of SUVs such as the Ford Edge and Explorer, the Ford Taurus large car, and performance vehicles such as the Ford Mustang.

"We have built some great sales momentum in China, particularly in the second half of 2016, on the strength of our expanded vehicle lineup," said Peter Fleet, vice president of Marketing, Sales and Service, Asia Pacific. "Record numbers of customers are choosing our 3-row Edge crossover, elegant Taurus sedan, Explorer premium SUV and Lincoln luxury vehicles."

Changan Ford Automobile, Ford's passenger car joint venture, broke both annual and December sales records. CAF sold more

than 957,000 vehicles in 2016, up 14 percent compared to 2015. December sales totaled more than 115,000 vehicles, a 19 percent increase compared to December 2015.

Ford's five-vehicle SUV lineup has been a key driver of sales growth in China. Demand for the Ford Edge and Ford Explorer, for example, rose 123 percent and 36 percent respectively in 2016. The Ford Taurus also had its best sales month ever in December and annual sales surpassed 32,000.

Ford performance vehicles continue to attract Chinese customers, with annual sales of the Ford Mustang up 45 percent and Focus RS and Focus ST sales up 12 percent for the year. The new Ford Focus and Escort have also remained popular, with sales up 8 percent and 53 percent for the small sedans.

Jiangling Motor Corp., Ford's other joint venture in China, sold 265,056 vehicles in 2016, a 7 percent increase compared to 2015. December sales totaled 32,193 vehicles, up 28 percent compared to December 2015.

Lincoln has also had a strong year in 2016, with sales totaling 32,558 vehicles, a nearly three-fold increase compared to 2015. Lincoln's strong performance was supported by Chinese customers' positive reception of Lincoln SUVs and the growing number of dealerships, which reached 65 in 2016. In terms of sales, five of Lincoln's top 10 dealerships and 11 of the top 20 were based in China in 2016.

Ford Motor Company China Retail Sales Performance

	December 2016	January - December 2016	December 2015	January - December 2015
CAF	115,654	957,495	96,960	836,425
Imported Ford Vehicles	2,009	17,599	1,417	25,340
JMC	32,193	265,056	25,181	246,615
Total Ford Brand China	149,856	1,240,150	128,558	1,108,380

Lincoln	32,558	11,630
Total Ford and Lincoln Brand China	1,272,708	1,120,0

Editor's note: Ford reports retail figures in China. JMC figures exclude export sales. Lincoln sales in China are reported on a quarterly basis.

About Ford Motor Company

Ford Motor Company is a global automotive and mobility company based in Dearborn, Michigan. With about 203,000 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.

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. and Jiangling Motors Co., Ltd.