



Ford Achieves June Sales Record in China; Up 15 Percent Year Over Year



JUNE 2017 SALES

	Total Ford Motor Company Sales	CAF	JMC	Lincoln	Imported Ford Brand Vehicles
June 2017	100,561	70,021	24,594	4,165	1,781
Vs. June 2016	15%	9%	27%	84%	29%
Year-to-date 2017	537,522	359,749	143,481	24,541	9,751
Vs. Year-to-date 2016	-7%	-17%	18%	97%	15%

HIGHLIGHTS

- **Ford Motor Company** sales in China surpassed **100,000** vehicles in June, up **15** percent compared to June 2016, delivering the company its best ever June sales.
- For the second quarter, **Ford Motor Company** sold more than **282,000** vehicles, up **7** percent compared to second quarter 2016.
- Year-to-date sales for **Ford Motor Company** in China totaled nearly 540,000 units, a 7 percent decrease compared to the same time in 2016.
- Monthly sales for **Changan Ford Automobile (CAF)** totaled more than **70,000** vehicles, up **9** percent compared to the same period last year. This was also an all-time June sales record.
- Year-to-date sales for **CAF** totaled nearly **360,000** vehicles, down **17** percent compared to the same time in 2016.
- **Jiangling Motor Corporation (JMC)** sold more than **24,000** vehicles, a **27** percent increase compared to June 2016. This was its best ever June and second quarter sales.
- Year-to-date sales for **JMC** totaled more than **140,000** vehicles, up **18** percent compared to the same time in 2016.
- **Lincoln** sold nearly **4,200** vehicles in June, an **84** percent increase compared to June 2016. This was also **Lincoln's** best ever June sales and best ever quarterly sales.
- Year-to-date sales for **Lincoln** was approximately **25,000** vehicles, nearly doubling the number of vehicles sold in the same period in 2016.
- **Ford** sedans continue to win Chinese customers in June, with sales of **Escort, Focus, Mondeo and Taurus** collectively up **17** percent compared to June 2016.
- Ford imported vehicles grew **29** percent year over year, with strong sales of **Explorer** and **Mustang**.
- Sales of Lincoln SUVs remain strong, with more than 1,400 **MKC** vehicles sold in June, up 30 percent year over year.
- JMC light trucks and Yusheng brand SUVs helped drive a **27** percent increase in year over year sales at JMC. More than **9,000** light trucks were sold in June, up **20** percent year over year.

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 202,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.



“Ford sales grew 15 percent year over year in June, with more than 100,000 vehicles sold in China. We wrapped up the second quarter with strong sales of key vehicles including Ford Mondeo, Ford Edge and Lincoln MKC.”

*Mark Ovenden,
Vice President
Marketing, Sales & Services
Asia Pacific, Ford Motor Company*

KEY VEHICLES



Ford Mondeo

Ford's sedan sales gained momentum in June, up 17 percent. Sales of **Ford Mondeo** increased by 28 percent for the month, while **Ford Escort** grew 30 percent year over year.



Ford Edge

Ford Edge achieved its best ever Q2 sales.



Lincoln MKC

Sales of Lincoln SUVs remained strong, with year over year sales of **Lincoln MKC** and **Lincoln Navigator** up 30 percent and 29 percent respectively in June.

Editor's Note: Ford Motor Company releases retail sales figures in China.

Ford China June Sales 2017

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	June 2017		Year-To-Date 2017		June 2016	Year-To-Date 2016
	Units	YOY	Units	YOY	Units	Units
Changan Ford (CAF)						
Escort	25,938	30%	113,671	-9%	19,987	125,173
Focus	14,050	-4%	75,714	-19%	14,670	93,880
Mondeo	8,595	28%	45,021	-14%	6,707	52,263
Taurus	2,085	11%	14,721	5%	1,877	14,068
EcoSport	2,932	6%	13,494	-41%	2,754	22,730
Kuga	7,906	-5%	42,784	-25%	8,306	57,375
Edge	8,515	-1%	54,341	2%	8,610	53,135
TOTAL CAF	70,021	9%	359,749	-17%	64,377	434,645
JMC						
Ford Transit	3,823	-24%	22,152	-29%	5,060	31,110
Ford Tourneo	525	71%	2,343	399%	307	470
Ford Everest	879	4%	4,507	-4%	849	4,706
Yusheng S330	1,779		10,991			
Yusheng S350	1,095	-10%	9,746	39%	1,217	6,988
JMC Pick-Up	4,593	4%	33,705	21%	4,397	27,966
JMC Teshun	2,876		6,123			
JMC Light Truck	9,024	20%	53,914	7%	7,521	50,274
TOTAL JMC	24,594	27%	143,481	18%	19,351	121,514
Lincoln						
MKZ	909	69%	5,959	139%	538	2,491
MKC	1,434	30%	8,970	67%	1,100	5,373
MKX	789	42%	4,721	7%	555	4,400
Continental	948		4,310			
Navigator	85	29%	581	212%	66	186
TOTAL LINCOLN	4,165	84%	24,541	97%	2,259	12,450
Imported Vehicles						
Focus ST/RS	19	280%	162	122%	5	73
Mustang	454	44%	2,070	40%	315	1,478
Explorer	1,049		6,747	-2%	1,049	6,884
F-150 Raptor	121		488			
Other	138		284			
TOTAL Imported	1,781	29%	9,751	15%	1,377	8,488
TOTAL FORD	100,561	15%	537,522	-7%	87,364	577,097

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