



Ford China Fourth-Quarter Sales Grow 30.3 Percent; Third Consecutive Quarter of Year-Over-Year Growth

- Ford China fourth-quarter sales reached 190,916 vehicles, representing 30.3 percent growth year-over-year
- Growth trajectory fueled by favorable product mix and refreshed portfolio, resulting in double-digit year-over-year growth in the fourth quarter for Ford, Lincoln and JMC brand vehicles
- Full-year 2020 sales up 6.1 percent year-over-year on 602,627 vehicles, reflecting a better than industry sales recovery following the COVID-19 pandemic

SHANGHAI, Jan. 13, 2021 – Ford and its joint ventures, Changan Ford, JMC and Ford Lio-Ho, sold 190,916 vehicles in Greater China in the fourth quarter. The fourth quarter's 30.3 percent year-over-year increase builds on growth momentum of 3.0 percent and 25.4 percent in the second and third quarters, respectively. For full-year 2020, Ford sold 602,627 vehicles in Greater China, with sales growth of 6.1 percent year-over-year.

Sales of Ford, Lincoln and JMC brand vehicles in the fourth quarter achieved double-digit year-over-year growth of 24.7 percent, 74.9 percent and 28.2 percent, respectively. The positive results reflect the company's favorable product mix that more strongly aligns with Chinese consumers' preferences for SUVs and luxury vehicles. The company's refreshed portfolio of offerings includes several new vehicles such as Ford Explorer and Escape, as well as Lincoln Corsair and Aviator.

"Ford's sales momentum is a reflection of our continued focus to grow in China and deliver on our 'Best of Ford, Best of China' commitment," said Anning Chen, president and CEO, Ford China. "We fully intend to strengthen that momentum with a winning strategy that optimizes our product mix and localizes production of world-class Ford and Lincoln vehicles to meet rising Chinese customer demand."

Year-over-year highlights

- Lincoln brand luxury vehicle sales set new quarterly and full-year records in 2020. Fourth-quarter sales reached more than 22,600 units, up 74.9 percent, while full-year sales exceeded 61,700 units, up 32.5 percent.
 - Sales of Lincoln brand SUVs surpassed 20,500 units in the fourth quarter, up 158.7 percent, and more than 52,500 units in 2020, up 96.3 percent.
 - Locally built vehicles, consisting of Lincoln Corsair and Aviator, accounted for 76 percent of overall sales in the fourth quarter and 64 percent for the full year.
- Ford brand vehicle sales in the fourth quarter reached nearly 104,000 units, up 24.7 percent, and more than 324,000 units in 2020, down 1.2 percent compared to 2019.
 - Ford brand SUVs sold approximately 50,000 units in the fourth quarter, up 86.5 percent, and approximately 140,000 units in 2020, up 32.4 percent. The new

- Ford Explorer and Escape sold approximately 10,000 units and 12,000 units, respectively, in the fourth quarter.
 - National Sales and Service Division sold more than 74,000 units in the fourth quarter, up 19.1 percent, delivering its second-consecutive quarter of year-over-year sales growth. Full-year sales exceeded 234,500 units on strong recovery from the COVID-19 pandemic. Mix of near-premium sedans and SUVs reached nearly 55 percent of total sales in 2020, up from 30 percent in 2019.
 - Ford Lio-Ho achieved its best quarterly sales since 2007, with more than 9,500 vehicles sold in the Taiwan market in the fourth quarter, up 60.1 percent. Full-year sales exceeded 28,700 units, up 39.2 percent, driven by strong demand for the all-new Ford Kuga and Focus, which registered full-year sales increases of 166 percent and nearly 30 percent, respectively.
- Commercial vehicle sales exceeded 83,200 units in the fourth quarter, up 31.4 percent, and 271,200 units for the full year, up 15.4 percent compared to 2019.
 - Strong demand for Ford Transit commercial vans continued in the fourth quarter with sales of nearly 17,600 units, up 37.4 percent, and more than 51,000 units in 2020, up 33.5 percent.
 - JMC brand commercial vehicle sales exceeded 64,300 units in the fourth quarter, up 28.2 percent, and more than 216,400 units in 2020, up 12.2 percent. Pickup sales surpassed 18,000 units in the fourth quarter, up 25.7 percent, and approximately 61,000 units for the full year, up 2.5 percent. Light truck sales in the fourth quarter exceeded 33,000 units, up 36.0 percent, and 115,000 units in 2020, up 22.5 percent.

Ford continues to deliver on its Ford China 2.0 business transformation and is further accelerating its product refresh and localization strategy. The refreshed portfolio includes the newly launched Ford Edge Plus in December, as well as Lincoln Nautilus, launched at the Guangzhou auto show last November, the third Lincoln vehicle to be localized in China in 2020. Ford is also strengthening its commitment to deliver cutting-edge vehicle technology to Chinese consumers, becoming the first automaker in China to offer vehicle-to-infrastructure features in production vehicles.

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About Ford Motor Company

Ford Motor Company (NYSE: F) 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; mobility solutions, including self-driving services; and connected services. Ford employs approximately 187,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit corporate.ford.com.

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