

Ford China Full-Year 2021 Sales Increase with Significant Lincoln Gains, Building Foundation for Growth in Electric Vehicle Segment

- Ford China full-year 2021 sales exceed 624,000 units, up 3.7% year-over-year
- Fourth-quarter sales of more than 167,000 units are up 11.9% quarter-over-quarter
- Lincoln is among fastest-growing luxury brands in China, with 2021 sales surpassing 91,000 units
- Groundwork laid to deliver Ford+ plan for electric vehicle growth, with inauguration of direct-to-customer battery electric vehicle stores and local production of Mustang Mach-E for customers in China

SHANGHAI, Jan. 14, 2022 – Ford Motor Company achieved year-over-year growth of 3.7% in Greater China in 2021, with sales exceeding 624,000 units. This gain comes in a transformative year for Ford in China as it built the foundation for growth in the electric vehicle segment while facing an ongoing semiconductor shortage and periodic pandemic-related restrictions.

Fourth-quarter sales in Greater China saw double-digit growth quarter-over-quarter of 11.9%, exceeding 167,000 units as inventory improved and demand rose for Ford brand passenger vehicles. Ford brand passenger vehicle sales of more than 72,000 units alone delivered an 18.1% gain quarter-over-quarter.

Lincoln continued its upward trajectory in China, becoming one of the fastest-growing luxury brands. Record sales of more than 91,000 units for full-year 2021 are up 48.3% year-over-year, including more than 25,000 units in the fourth quarter, which reflects a quarterly sales increase of 13.1% over a year ago.

Ford has laid the groundwork for its electrification push in China with the inauguration of its first 25 direct-to-customer battery electric vehicle stores. In addition, local production of Mustang Mach-E began in October with the first customers taking delivery in December – a milestone in Ford’s focus to deliver a key Ford+ plan growth segment.

“Ford starts 2022 with strong momentum from the execution of our China 2.0 plans centered on a robust portfolio and electrification,” said Anning Chen, president and CEO, Ford China. “The steady rollout of new vehicles – including the locally built Ford Mustang Mach-E, Ford EVOS and Lincoln Zephyr – combined with the launch of Ford’s network of direct-to-customer battery electric vehicle stores positions us well for growth ahead.”

Full-year, year-over-year highlights

- Lincoln achieved record sales of more than 91,000 units, up 48.3%:

- Lincoln Corsair is among the top-five best-selling vehicles in its segment, achieving full-year sales exceeding 50,000 units, up 57%
- All-new Lincoln Zephyr debuted at Auto Guangzhou 2021 and has already received more than 2,300 pre-orders
- Ford passenger vehicle sales exceeded 237,000 units, down 1.4%:
 - Ford SUV sales surpassed 140,000 units, up 0.6%
 - Strong demand for sedans contributed to growth, including Ford Mondeo sales of more than 34,000 units up 34.1%, Ford Escort sales of 39,000 units up 0.1%, and Ford Taurus sales of 8,000 units up 13.5%
- Ford and JMC commercial vehicle sales exceeded 264,000 units, down 1.8%:
 - Ford Transit sales exceeded 51,000 units, up 1.4%
 - JMC brand commercial vehicle sales surpassed 211,000 units, down 2.2%

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About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, that is committed to helping build a better world, where every person is free to move and pursue their dreams. The company's Ford+ plan for growth and value creation combines existing strengths, new capabilities and always-on relationships with customers to enrich experiences for and deepen the loyalty of those customers. Ford designs, manufactures, markets and services a full line of connected, increasingly electrified passenger and commercial vehicles: Ford trucks, utility vehicles, vans and cars, and Lincoln luxury vehicles. The company is pursuing leadership positions in electrification, connected vehicle services and mobility solutions, including self-driving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 184,000 people worldwide. More information about the company, its products and Ford Motor Credit Company is available at corporate.ford.com.

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