



## Ford Motor Company U.S. Sales Up 18 Percent; Ford Fusion, Ford Escape and new Lincoln MKZ Set Sales Records

- Ford Motor Company April U.S. sales up 18 percent compared to last year – best April sales since 2007, with cars up 21 percent, utilities up 16 percent and trucks up 16 percent
- Fusion and Escape both establish April sales records, with sales increases of 24 and 52 percent respectively
- F-Series, America's best-selling pickup for 36 years, posts a 24 percent increase, with sales of 59,030 – best April sales results since 2006
- Lincoln overall sales up 21 percent; MKZ delivers its best monthly sales performance ever – with April sales passing the 4,000 vehicle mark for the first time in MKZ history

**DEARBORN, Mich., May 1, 2013** – Ford's April sales climbed 18 percent with gains across the portfolio – with cars up 21 percent, utilities up 16 percent, and trucks up 16 percent. Retail sales were up 27 percent.

"We are working harder than ever to keep pace with record demand for our all-new, fuel-efficient Fusion and Escape – with sales growth particularly strong on the coasts," said Ken Czuby, Ford vice president, U.S. Marketing, Sales and Service. "F-Series pickups also continue to build on their momentum as the housing and construction industries rebound."

Fusion continues its strong sales run with best-ever April sales results of 26,722 vehicles, a 24 percent increase over record year-ago April levels. The strongest retail sales increases for Fusion continue to come from the western and southeastern U.S. – with the sales in the West doubling in April and the Southeast up 70 percent.

Escape also had its strongest April sales since its launch 13 years ago, reporting a 52 percent increase with 25,826 vehicles sold.

Sales of America's best-selling pickup, the Ford F-Series increased 24 percent, with 59,030 pickups sold. This represents F-Series best April sales results since 2006. It also is the 21<sup>st</sup> straight monthly sales increase for F-Series – with sales up 19 percent year to date.

In April, Lincoln sales increased 21 percent. The new Lincoln MKZ established an all-time monthly sales record, with 4,012 vehicles sold for the month – breaking the 4,000 vehicle mark for the first time ever.

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## **About Ford Motor Company**

*Ford Motor Company, a global automotive industry leader based in Dearborn, Mich., manufactures or distributes automobiles across six continents. With about 175,000 employees and 65 plants worldwide, the company's automotive brands include Ford and Lincoln. The company provides financial services through Ford Motor Credit Company. For more information regarding the company and Ford products, please visit [www.corporate.ford.com](http://www.corporate.ford.com).*

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## FORD MOTOR COMPANY APRIL 2013 U.S. SALES

	<u>April</u>		%	<u>Year-To-Date</u>		%
	<u>2013</u>	<u>2012</u>	<u>Change</u>	<u>2013</u>	<u>2012</u>	<u>Change</u>
<b>SALES BY BRAND</b>						
Ford	204,969	174,042	17.8	787,553	692,453	13.7
Lincoln	<u>7,615</u>	<u>6,308</u>	20.7	<u>23,514</u>	<u>27,144</u>	-13.4
Total Vehicles	212,584	180,350	17.9	811,067	719,597	12.7
<b>SALES BY TYPE</b>						
Cars	78,513	64,789	21.2	289,949	257,814	12.5
Utilities	59,089	50,724	16.5	237,561	201,139	18.1
Trucks	<u>74,982</u>	<u>64,837</u>	15.6	<u>283,557</u>	<u>260,644</u>	8.8
Total Vehicles	212,584	180,350	17.9	811,067	719,597	12.7
<b>FORD BRAND</b>						
Fiesta	6,080	5,135	18.4	22,108	20,657	7.0
Focus	22,557	19,425	16.1	84,455	85,468	-1.2
C-MAX	3,608	0	NA	13,285	0	NA
Fusion	26,722	21,610	23.7	107,280	85,559	25.4
Taurus	5,887	6,664	-11.7	22,871	21,535	6.2
Police Interceptor Sedan	1,166	547	113.2	3,624	575	530.3
Mustang	7,751	7,801	-0.6	25,071	27,934	-10.2
Crown Victoria	<u>0</u>	<u>372</u>	-100.0	<u>0</u>	<u>2,044</u>	-100.0
<b>Ford Cars</b>	73,771	61,554	19.8	278,694	243,772	14.3
Escape	25,826	16,986	52.0	98,809	75,590	30.7
Edge	10,357	10,520	-1.5	41,891	43,428	-3.5
Flex	1,808	2,724	-33.6	7,252	9,531	-23.9
Explorer	14,204	13,419	5.8	62,853	47,037	33.6
Police Interceptor Utility	1,236	667	85.3	3,784	694	445.2
Expedition	<u>2,785</u>	<u>3,335</u>	-16.5	<u>10,713</u>	<u>11,757</u>	-8.9
<b>Ford Utilities</b>	56,216	47,651	18.0	225,302	188,037	19.8
F-Series	59,030	47,453	24.4	227,873	191,280	19.1
Ranger	0	1,990	-100.0	0	15,919	-100.0
E-Series	12,573	11,810	6.5	40,212	41,004	-1.9
Transit Connect	2,779	2,892	-3.9	13,205	10,324	27.9
Heavy Trucks	<u>600</u>	<u>692</u>	-13.3	<u>2,267</u>	<u>2,117</u>	7.1
<b>Ford Trucks</b>	<u>74,982</u>	<u>64,837</u>	15.6	<u>283,557</u>	<u>260,644</u>	8.8
<b>Ford Brand</b>	204,969	174,042	17.8	787,553	692,453	13.7

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<b>LINCOLN BRAND</b>						
MKZ	4,012	1,863	115.4	7,770	8,944	-13.1
MKS	730	1,298	-43.8	3,485	4,585	-24.0
Town Car	<u>0</u>	<u>74</u>	-100.0	<u>0</u>	<u>513</u>	-100.0
<b>Lincoln Cars</b>	4,742	3,235	46.6	11,255	14,042	-19.8
MKX	1,740	1,882	-7.5	7,806	8,309	-6.1
MKT	453	654	-30.7	1,946	2,139	-9.0
Navigator	<u>680</u>	<u>537</u>	26.6	<u>2,507</u>	<u>2,654</u>	-5.5
<b>Lincoln Utilities</b>	<u>2,873</u>	<u>3,073</u>	-6.5	<u>12,259</u>	<u>13,102</u>	-6.4
<b>Lincoln Brand</b>	7,615	6,308	20.7	23,514	27,144	-13.4