



Ford Motor Company Sales Up 9 Percent, Best February In Six Years; Fusion, Escape Set Sales Records

- Ford Motor Company U.S. February sales up 9 percent – best February in six years, with cars up 6 percent, utilities up 21 percent and trucks up 4 percent
- Fusion sets an all-time February sales record, surpasses last year’s record by 28 percent
- Escape produces its best February sales ever; Explorer reaches best February sales since 2006, up 59 percent
- America’s best-selling pickup for 36 years running, F-Series posts 15 percent gain
- Ford announces 2013 second-quarter production of 800,000 vehicles, up 9 percent from the prior year

DEARBORN, Mich., March 1, 2013 – Ford Motor Company’s U.S. February sales grew 9 percent with 195,822 vehicles sold. This marks Ford’s best February sales in six years – with cars up 6 percent, utilities up 21 percent and trucks up 4 percent.

“As more new vehicle buyers continue returning to the marketplace, our fresh new product portfolio of fuel-efficient vehicles is winning over customers,” said Ken Czubay, Ford vice president, U.S. Marketing, Sales and Service. “People are buying our all-new Fusion and Escape in record numbers, thanks to strong fuel economy and innovative new technologies.”

Ford Fusion posted record February sales totaling 27,875 vehicles. This is a 28 percent gain over last February’s record.

Escape followed January’s record sales with a new February sales record of 24,110 vehicles – a 29 percent increase over last year. Plus, Explorer boosted its sales 59 percent in February, with 16,586 vehicles sold – its best February sales results in seven years.

America’s best-selling pickup, the Ford F-Series, sold 54,489 pickups in February, a 15 percent increase over last year. F-Series had its best February sales results since 2007. This marks F-Series’ 19th consecutive month of monthly sales increases. Transit Connect also continues to strengthen, selling 3,610 vehicles in February – a 57 percent increase over last year.

Ford also announced its 2013 second-quarter North American production plan. The company plans to build 800,000 vehicles in the second quarter, up 9 percent (63,000 vehicles) from 2012’s second quarter. First quarter production of 770,000 vehicles is unchanged from previous guidance.

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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 171,000 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.

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FORD MOTOR COMPANY FEBRUARY 2013 U.S. SALES

	<u>February</u>		<u>%</u>	<u>Year-To-Date</u>		<u>%</u>
	<u>2013</u>	<u>2012</u>	<u>Change</u>	<u>2013</u>	<u>2012</u>	<u>Change</u>
SALES BY BRAND						
Ford	190,939	172,207	10.9	353,249	303,796	16.3
Lincoln	<u>4,883</u>	<u>6,912</u>	-29.4	<u>9,074</u>	<u>12,033</u>	-24.6
Total Vehicles	195,822	179,119	9.3	362,323	315,829	14.7
SALES BY TYPE						
Cars	70,647	66,368	6.4	126,825	108,253	17.2
Utilities	58,228	48,116	21.0	109,924	90,049	22.1
Trucks	<u>66,947</u>	<u>64,635</u>	3.6	<u>125,574</u>	<u>117,527</u>	6.8
Total Vehicles	195,822	179,119	9.3	362,323	315,829	14.7
FORD BRAND						
Fiesta	5,015	5,518	-9.1	9,300	9,020	3.1
Focus	20,808	23,350	-10.9	36,969	37,750	-2.1
C-MAX	3,183	0	NA	5,908	0	NA
Fusion	27,875	21,773	28.0	50,274	35,387	42.1
Taurus	5,047	4,329	16.6	9,981	7,776	28.4
Police Interceptor Sedan	828	0	NA	1,532	0	NA
Mustang	6,024	7,351	-18.1	9,632	11,087	-13.1
Crown Victoria	<u>0</u>	<u>548</u>	-100.0	<u>0</u>	<u>1,191</u>	-100.0
Ford Cars	68,780	62,869	9.4	123,596	102,211	20.9
Escape	24,110	18,666	29.2	44,049	35,925	22.6
Edge	9,683	10,535	-8.1	19,297	18,850	2.4
Flex	1,662	2,012	-17.4	3,277	3,477	-5.8
Explorer	16,586	10,440	58.9	31,140	20,406	52.6
Police Interceptor Utility	805	0	NA	1,458	0	NA
Expedition	<u>2,366</u>	<u>3,050</u>	-22.4	<u>4,858</u>	<u>5,400</u>	-10.0
Ford Utilities	55,212	44,703	23.5	104,079	84,058	23.8
F-Series	54,489	47,273	15.3	101,330	85,766	18.1
Ranger	0	4,482	-100.0	0	9,525	-100.0
E-Series	8,336	10,100	-17.5	16,323	16,886	-3.3
Transit Connect	3,610	2,305	56.6	6,771	4,459	51.9
Heavy Trucks	<u>512</u>	<u>475</u>	7.8	<u>1,150</u>	<u>891</u>	29.1
Ford Trucks	<u>66,947</u>	<u>64,635</u>	3.6	<u>125,574</u>	<u>117,527</u>	6.8
Ford Brand	190,939	172,207	10.9	353,249	303,796	16.3

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LINCOLN BRAND						
MKZ	945	2,487	-62.0	1,398	4,149	-66.3
MKS	922	857	7.6	1,831	1,598	14.6
Town Car	<u>0</u>	<u>155</u>	-100.0	<u>0</u>	<u>295</u>	-100.0
Lincoln Cars	1,867	3,499	-46.6	3,229	6,042	-46.6
MKX	1,883	2,168	-13.1	3,712	3,818	-2.8
MKT	511	421	21.4	922	700	31.7
Navigator	<u>622</u>	<u>824</u>	-24.5	<u>1,211</u>	<u>1,473</u>	-17.8
Lincoln Utilities	<u>3,016</u>	<u>3,413</u>	-11.6	<u>5,845</u>	<u>5,991</u>	-2.4
Lincoln Brand	4,883	6,912	-29.4	9,074	12,033	-24.6