



Ford Motor Company January Sales up 22 Percent, Best since 2006; Fusion, Escape Post Record January Sales

- Ford Motor Company's January U.S. sales increase 22 percent, with gains across the lineup – cars up 34 percent, utilities up 23 percent, and trucks up 11 percent
- Fusion up 65 percent versus year-ago levels – a record January sales month
- Escape has best January sales ever – sales increase 16 percent, topping last year's January record
- Explorer sales up 46 percent – best January sales since 2005
- America's best-selling pickup for 36 years running, F-Series posts a 22 percent gain

DEARBORN, Mich., Feb. 1, 2013 – Ford Motor Company's January U.S. sales of 166,501 grew 22 percent year-over-year – with retail sales up 24 percent. Gains were made across the product lineup, with cars up 34 percent, utilities up 23 percent, and trucks up 11 percent for the month.

“Ford is off to a strong start this year, with Fusion and Escape delivering January sales records and F-Series seeing a particularly strong reception this early in the year,” said Ken Czubay, Ford vice president, U.S. Marketing, Sales and Service. “Our investment in fuel-efficient new vehicles – including EcoBoost engines and hybrid technology – continues to pay off.”

Sales of all-new Ford Fusion totaled 22,399 vehicles in January, 65 percent increase versus a year ago and Fusion's best January sales ever. Fusion broke its January 2011 sales record by 56 percent. In addition, Ford's small car sales were up 29 percent in January versus a year ago, with 23,171 Fiesta, Focus and C-MAX hybrid models sold, marking Ford's best January small car sales since 2000.

Escape established a January record, as well, with sales totaling 19,939, exceeding January 2012's record by 16 percent. Explorer sales of 14,554 increased 46 percent versus a year ago, marking Explorer's best January sales since 2005.

America's best-selling pickup, the Ford F-Series, begins 2013 with a 22 percent increase versus last January. With 46,841 pickups sold, F-Series marks its 18th consecutive month of monthly sales increases. Transit Connect and E-Series also had strong starts to the year. Transit Connect sales were up 47 percent, marking record January sales total of 3,161 vehicles, while E-Series sales were up 18 percent, with 7,987 vehicles sold.

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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 JANUARY 2013 U.S. SALES

	<u>January</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	162,310	131,589	23.3	162,310	131,589	23.3
Lincoln	<u>4,191</u>	<u>5,121</u>	-18.2	<u>4,191</u>	<u>5,121</u>	-18.2
Total Vehicles	166,501	136,710	21.8	166,501	136,710	21.8
SALES BY TYPE						
Cars	56,178	41,885	34.1	56,178	41,885	34.1
Utilities	51,696	41,933	23.3	51,696	41,933	23.3
Trucks	<u>58,627</u>	<u>52,892</u>	10.8	<u>58,627</u>	<u>52,892</u>	10.8
Total Vehicles	166,501	136,710	21.8	166,501	136,710	21.8
FORD BRAND						
Fiesta	4,285	3,502	22.4	4,285	3,502	22.4
Focus	16,161	14,400	12.2	16,161	14,400	12.2
C-MAX	2,725	0	NA	2,725	0	NA
Fusion	22,399	13,614	64.5	22,399	13,614	64.5
Taurus	4,934	3,447	43.1	4,934	3,447	43.1
Police Interceptor Sedan	704	0	NA	704	0	NA
Mustang	3,608	3,736	-3.4	3,608	3,736	-3.4
Crown Victoria	<u>0</u>	<u>643</u>	-100.0	<u>0</u>	<u>643</u>	-100.0
Ford Cars	54,816	39,342	39.3	54,816	39,342	39.3
Escape	19,939	17,259	15.5	19,939	17,259	15.5
Edge	9,614	8,315	15.6	9,614	8,315	15.6
Flex	1,615	1,465	10.2	1,615	1,465	10.2
Explorer	14,554	9,966	46.0	14,554	9,966	46.0
Police Interceptor Utility	653	0	NA	653	0	NA
Expedition	<u>2,492</u>	<u>2,350</u>	6.0	<u>2,492</u>	<u>2,350</u>	6.0
Ford Utilities	48,867	39,355	24.2	48,867	39,355	24.2
F-Series	46,841	38,493	21.7	46,841	38,493	21.7
Ranger	0	5,043	-100.0	0	5,043	-100.0
E-Series	7,987	6,786	17.7	7,987	6,786	17.7
Transit Connect	3,161	2,154	46.8	3,161	2,154	46.8
Heavy Trucks	<u>638</u>	<u>416</u>	53.4	<u>638</u>	<u>416</u>	53.4
Ford Trucks	<u>58,627</u>	<u>52,892</u>	10.8	<u>58,627</u>	<u>52,892</u>	10.8
Ford Brand	162,310	131,589	23.3	162,310	131,589	23.3

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LINCOLN BRAND						
MKZ	453	1,662	-72.7	453	1,662	-72.7
MKS	909	741	22.7	909	741	22.7
Town Car	<u>0</u>	<u>140</u>	-100.0	<u>0</u>	<u>140</u>	-100.0
Lincoln Cars	1,362	2,543	-46.4	1,362	2,543	-46.4
MKX	1,829	1,650	10.8	1,829	1,650	10.8
MKT	411	279	47.3	411	279	47.3
Navigator	<u>589</u>	<u>649</u>	-9.2	<u>589</u>	<u>649</u>	-9.2
Lincoln Utilities	<u>2,829</u>	<u>2,578</u>	9.7	<u>2,829</u>	<u>2,578</u>	9.7
Lincoln Brand	4,191	5,121	-18.2	4,191	5,121	-18.2