



Ford Retail Sales Momentum Continues with Best November Since 2004

- Ford Motor Company U.S. sales increase 7 percent overall in November; retail sales up 9 percent for best November since 2004
- Passenger cars led by Fusion sales increase of 51 percent and Fiesta sales increase of 26 percent, both setting records for November
- F-Series tops 60,000 sales for the seventh straight month
- All-new Lincoln MKZ sales increase 114 percent, Lincoln up 17 percent
- Ford announces 2014 first quarter North American production plan of 770,000 vehicles

DEARBORN, Mich., Dec. 3, 2013 – Ford Motor Company’s November U.S. sales of 190,449 vehicles are up 7 percent overall compared with last year. Retail sales are up 9 percent, for the best November performance since 2004.

The November retail sales performance of 147,021 vehicles reflects broad-based gains, with passenger cars up 6 percent, utilities up 3 percent and trucks up 17 percent. Ford passenger cars achieved the best November retail sales result since 2002, with Ford Fusion and Ford Fiesta both posting records.

“We continued to see sales increases across our full family of vehicles – particularly with our passenger cars and utilities in conquest coastal markets – helping us post our best November retail sales performance since 2004,” said John Felice, Ford vice president, U.S. marketing, sales and service. “Fusion and Fiesta were particular standouts, setting November records, and Ford trucks maintained their strong selling pace.”

Fusion sales of 22,839 vehicles for the month are up 51 percent year over year, for the car’s best-ever November sales performance. Fusion sales continue to expand fastest in the western U.S., where retail sales are up 79 percent – including a 101 percent increase in California. Fiesta also had its best-ever November sales performance with 4,642 vehicles sold.

Ford F-Series continued its pace of selling more than 60,000 trucks for the seventh straight month, strengthening its position as America’s best-selling pickup and best-selling vehicle for another consecutive year. Sales of 65,501 F-Series trucks in November represents an increase of 16 percent compared with a year ago.

Lincoln MKZ sales of 2,854 cars represent a 114 percent increase compared with the same period a year ago, leading the Lincoln brand to an overall increase of 17 percent. November MKZ retail sales in California more than tripled for the period.

Ford also announces it will build 770,000 vehicles in the first quarter of 2014 in North America. This compares with 784,000 vehicles in the first quarter of 2013. Projected production of 770,000 vehicles for fourth-quarter 2013 is unchanged.

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About Ford Motor Company

[Ford Motor Company](http://www.ford.com), a global automotive industry leader based in Dearborn, Mich., manufactures or distributes automobiles across six continents. With about 180,000 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 Ford and its products worldwide, please visit <http://corporate.ford.com>.

Contact: Erich Merkle
313.806.4562
emerkle2@ford.com

FORD MOTOR COMPANY NOVEMBER 2013 U.S. SALES

	<u>November</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	183,722	171,941	6.9	2,202,150	1,961,177	12.3
Lincoln	<u>6,727</u>	<u>5,732</u>	17.4	<u>73,710</u>	<u>74,766</u>	-1.4
Total Vehicles	190,449	177,673	7.2	2,275,860	2,035,943	11.8
SALES BY TYPE						
Cars	58,983	55,661	6.0	774,917	692,818	11.9
Utilities	52,773	53,851	-2.0	656,105	599,648	9.4
Trucks	<u>78,693</u>	<u>68,161</u>	15.5	<u>844,838</u>	<u>743,477</u>	13.6
Total Vehicles	190,449	177,673	7.2	2,275,860	2,035,943	11.8
FORD BRAND						
Fiesta	4,642	3,688	25.9	66,597	51,163	30.2
Focus	15,239	18,312	-16.8	219,001	223,318	-1.9
C-MAX	2,398	4,848	-50.5	33,182	8,999	268.7
Fusion	22,839	15,125	51.0	270,872	221,980	22.0
Taurus	4,400	5,142	-14.4	64,367	59,907	7.4
Police Interceptor Sedan	501	592	-15.4	10,182	7,564	34.6
Mustang	5,376	5,309	1.3	71,459	77,458	-7.7
Crown Victoria	<u>0</u>	<u>233</u>	-100.0	<u>0</u>	<u>3,883</u>	-100.0
Ford Cars	55,395	53,249	4.0	735,660	654,272	12.4
Escape	20,988	20,970	0.1	271,531	240,877	12.7
Edge	8,761	10,142	-13.6	117,031	115,535	1.3
Flex	2,125	1,648	28.9	23,575	26,052	-9.5
Explorer	13,220	14,456	-8.6	162,651	141,649	14.8
Police Interceptor Utility	1,048	484	116.5	12,839	5,314	141.6
Expedition	<u>3,492</u>	<u>2,831</u>	23.3	<u>34,025</u>	<u>34,001</u>	0.1
Ford Utilities	49,634	50,531	-1.8	621,652	563,428	10.3
F-Series	65,501	56,299	16.3	688,810	576,529	19.5
Ranger	0	28	-100.0	0	19,248	-100.0
E-Series	10,145	8,400	20.8	112,896	110,424	2.2
Transit Connect	2,303	2,853	-19.3	35,916	31,440	14.2
Heavy Trucks	<u>744</u>	<u>581</u>	28.1	<u>7,216</u>	<u>5,836</u>	23.6
Ford Trucks	<u>78,693</u>	<u>68,161</u>	15.5	<u>844,838</u>	<u>743,477</u>	13.6
Ford Brand	183,722	171,941	6.9	2,202,150	1,961,177	12.3

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LINCOLN BRAND						
MKZ	2,854	1,335	113.8	29,538	26,423	11.8
MKS	734	1,065	-31.1	9,719	11,174	-13.0
Town Car	<u>0</u>	<u>12</u>	-100.0	<u>0</u>	<u>949</u>	-100.0
Lincoln Cars	3,588	2,412	48.8	39,257	38,546	1.8
MKX	1,946	2,108	-7.7	21,366	22,490	-5.0
MKT	431	537	-19.7	5,416	6,441	-15.9
Navigator	<u>762</u>	<u>675</u>	12.9	<u>7,671</u>	<u>7,289</u>	5.2
Lincoln Utilities	<u>3,139</u>	<u>3,320</u>	-5.5	<u>34,453</u>	<u>36,220</u>	-4.9
Lincoln Brand	6,727	5,732	17.4	73,710	74,766	-1.4