



## Ford Motor Company U.S. Sales Up 6 Percent, Outpacing Industry for Best September Since 2006

- Ford Motor Company posts best September sales since 2006
- Fusion up 62 percent and Fiesta up 29 percent, setting record September sales
- F-Series posts fifth-straight month above 60,000 sales
- All-new Lincoln MKZ posts best-ever September sales – up 12 percent

**DEARBORN, Mich., Oct. 1, 2013** – Ford Motor Company sales totaled 185,146, delivering its best September since 2006 with a 6 percent increase in the U.S., outpacing the industry and marking Ford's 11<sup>th</sup> consecutive month of year-over-year sales increases.

“The combination of great styling, fuel economy and value delivered another solid monthly result for Ford in September,” said Ken Czubay, vice president, U.S. Marketing, Sales and Service. “We’re particularly encouraged by the strength of the Fusion and Fiesta, especially in coastal markets. The F-Series also keeps delivering, with our fifth-straight month surpassing the 60,000-vehicle mark and continuing as America’s best-selling vehicle.”

September Ford Fusion sales of 19,972 are up 62 percent compared with a year ago. Through the first nine months of the year, Fusion retail sales are experiencing their strongest rate of growth in the west, up 59 percent. In the southeast, Fusion is up 26 percent.

September Ford Fiesta sales of 5,043 are up 29 percent over last year, marking Fiesta’s best September sales performance ever. Through the first nine months of this year, Fiesta’s largest retail sales market is in the west, which is growing at the fastest rate of all of Fiesta’s markets – up 41 percent.

Posting a 26<sup>th</sup> consecutive monthly sales increase and its fifth-straight month above the 60,000-vehicle sales mark, F-Series sales were 60,456, up 10 percent.

The all-new Lincoln MKZ posted its best-ever September with 2,874 sold, up 12 percent compared with September last year. MKZ has reported record sales for five of the last six months.

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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 177,000 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>.

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

	<u>September</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>
<b>SALES BY BRAND</b>						
Ford	178,693	168,174	6.3	1,833,574	1,625,934	12.8
Lincoln	<u>6,453</u>	<u>6,802</u>	-5.1	<u>59,852</u>	<u>63,880</u>	-6.3
Total Vehicles	185,146	174,976	5.8	1,893,426	1,689,814	12.0
<b>SALES BY TYPE</b>						
Cars	57,584	50,694	13.6	655,446	586,197	11.8
Utilities	54,299	56,625	-4.1	549,033	496,132	10.7
Trucks	<u>73,263</u>	<u>67,657</u>	8.3	<u>688,947</u>	<u>607,485</u>	13.4
Total Vehicles	185,146	174,976	5.8	1,893,426	1,689,814	12.0
<b>FORD BRAND</b>						
Fiesta	5,043	3,923	28.5	57,618	43,484	32.5
Focus	16,733	19,736	-15.2	188,654	186,686	1.1
C-MAX	2,182	969	125.2	28,254	969	2815.8
Fusion	19,972	12,300	62.4	226,293	194,165	16.5
Taurus	4,279	4,727	-9.5	54,935	50,769	8.2
Police Interceptor Sedan	1,299	828	56.9	8,686	6,079	42.9
Mustang	4,420	4,439	-0.4	59,165	66,821	-11.5
Crown Victoria	<u>0</u>	<u>414</u>	-100.0	<u>0</u>	<u>3,424</u>	-100.0
<b>Ford Cars</b>	53,928	47,336	13.9	623,605	552,397	12.9
Escape	22,607	23,148	-2.3	228,290	200,075	14.1
Edge	8,548	10,771	-20.6	99,589	96,987	2.7
Flex	1,661	1,518	9.4	19,827	22,960	-13.6
Explorer	13,655	13,453	1.5	135,847	113,655	19.5
Police Interceptor Utility	1,310	596	119.8	10,087	4,148	143.2
Expedition	<u>3,721</u>	<u>3,695</u>	0.7	<u>27,382</u>	<u>28,227</u>	-3.0
<b>Ford Utilities</b>	51,502	53,181	-3.2	521,022	466,052	11.8
F-Series	60,456	55,077	9.8	559,506	463,733	20.7
Ranger	0	93	-100.0	0	19,146	-100.0
E-Series	8,925	8,952	-0.3	93,243	93,942	-0.7
Transit Connect	3,188	3,013	5.8	30,444	25,918	17.5
Heavy Trucks	<u>694</u>	<u>522</u>	33.0	<u>5,754</u>	<u>4,746</u>	21.2
<b>Ford Trucks</b>	<u>73,263</u>	<u>67,657</u>	8.3	<u>688,947</u>	<u>607,485</u>	13.4
<b>Ford Brand</b>	178,693	168,174	6.3	1,833,574	1,625,934	12.8

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<b>LINCOLN BRAND</b>						
MKZ	2,874	2,575	11.6	23,775	23,474	1.3
MKS	782	709	10.3	8,066	9,410	-14.3
Town Car	<u>0</u>	<u>74</u>	-100.0	<u>0</u>	<u>916</u>	-100.0
<b>Lincoln Cars</b>	3,656	3,358	8.9	31,841	33,800	-5.8
MKX	1,565	2,110	-25.8	17,398	18,780	-7.4
MKT	414	488	-15.2	4,658	5,478	-15.0
Navigator	<u>818</u>	<u>846</u>	-3.3	<u>5,955</u>	<u>5,822</u>	2.3
<b>Lincoln Utilities</b>	<u>2,797</u>	<u>3,444</u>	-18.8	<u>28,011</u>	<u>30,080</u>	-6.9
<b>Lincoln Brand</b>	6,453	6,802	-5.1	59,852	63,880	-6.3