



Strong F-Series, Van Demand Boosts Truck Sales to Best November since 2007; New Products Grow Year-to-Date Sales

- Ford Motor Company U.S. sales of 187,794 vehicles, up slightly at 0.4 percent versus last November
- F-Series retail sales increase 16 percent, driving total F-Series sales to a 10 percent gain, with commercial vans up 59 percent; best November Ford Truck performance in eight years
- All-new Edge sales up 6 percent; new Explorer up 1 percent on strong demand for new high-end Platinum series

DEARBORN, Mich., Dec. 1, 2015 – Ford Motor Company November U.S. sales totaled 187,794 vehicles, up slightly at 0.4 percent compared to a year ago.

Through November, overall Ford sales are up 5 percent versus the same period a year ago.

Ford's lower incentive spending and strong model series mix in November boosted average transaction prices \$3,800 versus year-ago levels – the largest gain among any major automaker. Ford cars, SUVs and trucks all delivered higher transaction prices.

“We saw strong customer demand for our cars and SUVs with the latest technology and sold a very rich mix in November,” said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. “F-Series and commercial vans also were very strong, with an 18 percent gain for the month and our best November sales performance for Ford Trucks in eight years.”

F-Series sales totaled 65,192 trucks in November, with retail sales increasing 16 percent and a 10 percent total F-Series gain.

Ford commercial van sales increased 59 percent, with 17,815 vehicles sold last month. November's van performance marked Ford's best November sales month since 1984. The all-new Transit sales totaled 9,584, almost doubling year-ago sales. Transit Connect sales of 4,237 vans reached best-ever November sales, a 94 percent increase.

All-new Edge delivered a 6 percent increase versus a year ago, with 8,137 vehicles sold. Ford's new Explorer sales gained 1 percent last month, with 15,141 SUVs sold, marking its best November since 2004.

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About Ford Motor Company

[Ford Motor Company](http://www.corporate.ford.com), a global automotive industry leader based in Dearborn, Michigan, manufactures or distributes automobiles across six continents. With about 197,000 employees and 67 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 www.corporate.ford.com.

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FORD MOTOR COMPANY NOVEMBER 2015 U.S. SALES

	<u>November</u>		%	<u>Year-To-Date</u>		%
	<u>2015</u>	<u>2014</u>	<u>Change</u>	<u>2015</u>	<u>2014</u>	<u>Change</u>
SALES BY BRAND						
Ford	179,876	178,887	0.6	2,283,553	2,175,487	5.0
Lincoln	<u>7,918</u>	<u>8,113</u>	-2.4	<u>90,367</u>	<u>84,784</u>	6.6
Total Vehicles	187,794	187,000	0.4	2,373,920	2,260,271	5.0
SALES BY TYPE						
Cars	48,831	55,186	-11.5	739,828	744,157	-0.6
Utilities	55,051	60,911	-9.6	731,468	681,670	7.3
Trucks	<u>83,912</u>	<u>70,903</u>	18.3	<u>902,624</u>	<u>834,444</u>	8.2
Total Vehicles	187,794	187,000	0.4	2,373,920	2,260,271	5.0
FORD BRAND						
Fiesta	3,422	3,436	-0.4	60,908	59,468	2.4
Focus	11,186	14,862	-24.7	191,473	204,751	-6.5
C-MAX	1,454	1,940	-25.1	20,352	25,633	-20.6
Fusion	19,451	20,263	-4.0	274,594	283,694	-3.2
Taurus	2,485	2,733	-9.1	35,801	49,334	-27.4
Police Interceptor Sedan	702	679	3.4	8,993	9,547	-5.8
Mustang	<u>7,286</u>	<u>8,728</u>	-16.5	<u>113,607</u>	<u>73,124</u>	55.4
Ford Cars	45,986	52,641	-12.6	705,728	705,551	0.0
Escape	20,807	25,528	-18.5	278,538	280,609	-0.7
Edge	8,137	7,648	6.4	113,857	100,924	12.8
Flex	1,364	1,803	-24.3	17,835	22,036	-19.1
Explorer	15,141	14,949	1.3	205,417	172,707	18.9
Police Interceptor Utility	1,549	1,433	8.1	22,167	18,823	17.8
Expedition	<u>2,980</u>	<u>3,982</u>	-25.2	<u>37,387</u>	<u>40,393</u>	-7.4
Ford Utilities	49,978	55,343	-9.7	675,201	635,492	6.2
F-Series	65,192	59,049	10.4	695,143	679,496	2.3
E-Series	3,994	4,151	-3.8	47,066	98,007	-52.0
Transit	9,584	4,851	97.6	105,030	10,418	908.2
Transit Connect	4,237	2,186	93.8	46,941	38,198	22.9
Heavy Trucks	<u>905</u>	<u>666</u>	35.9	<u>8,444</u>	<u>8,325</u>	1.4
Ford Trucks	<u>83,912</u>	<u>70,903</u>	18.3	<u>902,624</u>	<u>834,444</u>	8.2
Ford Brand	179,876	178,887	0.6	2,283,553	2,175,487	5.0

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LINCOLN BRAND						
MKZ	2,325	2,096	10.9	27,694	31,373	-11.7
MKS	<u>520</u>	<u>449</u>	15.8	<u>6,406</u>	<u>7,233</u>	-11.4
Lincoln Cars	2,845	2,545	11.8	34,100	38,606	-11.7
MKC	1,805	2,152	-16.1	22,024	10,767	104.6
MKX	1,883	1,602	17.5	19,239	22,326	-13.8
MKT	425	381	11.5	4,290	4,444	-3.5
Navigator	<u>960</u>	<u>1,433</u>	-33.0	<u>10,714</u>	<u>8,641</u>	24.0
Lincoln Utilities	<u>5,073</u>	<u>5,568</u>	-8.9	<u>56,267</u>	<u>46,178</u>	21.8
Lincoln Brand	7,918	8,113	-2.4	90,367	84,784	6.6