



Ford Transit Sales Grow in September; Ford's Overall U.S. Sales Down 8 Percent Versus Year-Ago

- Ford Transit U.S. sales increase 6 percent versus year ago, with 10,799 vans sold
- September marks F-Series' best retail sales month of the year; total Ford F-Series sales of 67,809 down 3 percent
- Total U.S. sales of 204,447 vehicles down 8 percent from a year ago; retail sales down 4 percent and fleet decline 21 percent

DEARBORN, Mich., Oct 3, 2016 – Ford Transit vans U.S. sales grew 6 percent last month with 10,799 vans sold. Overall Ford U.S. September sales totaled 204,447 vehicles, an 8 percent decline versus a year ago.

Retail sales declined 4 percent in September, with 162,327 vehicles sold for the month. Fleet sales of 42,120 vehicles, including daily rental, commercial and government segments, were down 21 percent, consistent with the company's plan to front-load fleet sales this year. Sales to daily rental companies declined 36 percent for the month.

"We continue seeing strong customer demand, especially for vans and pickup trucks, including our all-new Super Duty," said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. "Demand for a rich mix of our all-new Super Duty pickups helped boost Ford's average transaction prices by \$1,100 versus a year ago, outpacing the industry's \$400 average."

September marked 2016's best month for F-Series' retail sales. Ford F-Series sales totaled 67,809 vehicles, a 3 percent decline.

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About Ford Motor Company

[Ford Motor Company](http://www.corporate.ford.com) is a global automotive and mobility company based in Dearborn, Michigan. With about 203,000 employees and 67 plants worldwide, the company's core business includes designing, manufacturing, marketing and servicing a full line of Ford cars, trucks and SUVs, as well as Lincoln luxury vehicles. To expand its business model, Ford is aggressively pursuing emerging opportunities with investments in electrification, autonomy and mobility. Ford provides financial services through Ford Motor Credit Company. For more information regarding Ford and its products and services, please visit www.corporate.ford.com.

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FORD MOTOR COMPANY SEPTEMBER 2016 U.S. SALES

	<u>September</u>		<u>%</u>	<u>Year-To-Date</u>		<u>%</u>
	<u>2016</u>	<u>2015</u>	<u>Change</u>	<u>2016</u>	<u>2015</u>	<u>Change</u>
SALES BY BRAND						
Ford	195,650	212,919	-8.1	1,908,021	1,898,224	0.5
Lincoln	<u>8,797</u>	<u>8,680</u>	1.3	<u>80,435</u>	<u>73,964</u>	8.7
Total Vehicles	204,447	221,599	-7.7	1,988,456	1,972,188	0.8
SALES BY TYPE						
Cars	50,553	63,732	-20.7	553,828	629,073	-12.0
SUVs	67,496	69,892	-3.4	641,254	610,010	5.1
Trucks	<u>86,398</u>	<u>87,975</u>	-1.8	<u>793,374</u>	<u>733,105</u>	8.2
Total Vehicles	204,447	221,599	-7.7	1,988,456	1,972,188	0.8
FORD BRAND						
Fiesta	4,230	6,996	-39.5	38,807	53,868	-28.0
Focus	11,160	13,437	-16.9	140,049	163,864	-14.5
C-MAX	1,428	1,966	-27.4	15,149	17,291	-12.4
Fusion	20,570	24,942	-17.5	210,462	231,475	-9.1
Taurus	2,522	3,028	-16.7	26,978	30,513	-11.6
Police Interceptor Sedan	753	914	-17.6	7,166	7,446	-3.8
Mustang	<u>6,429</u>	<u>9,456</u>	-32.0	<u>87,258</u>	<u>96,225</u>	-9.3
Ford Cars	47,092	60,739	-22.5	525,869	600,682	-12.5
Escape	25,065	28,473	-12.0	234,764	233,012	0.8
Edge	10,322	10,262	0.6	103,076	95,709	7.7
Flex	1,594	1,266	25.9	17,034	15,062	13.1
Explorer	16,667	19,005	-12.3	163,913	171,528	-4.4
Police Interceptor Utility	2,479	1,710	45.0	24,512	18,643	31.5
Expedition	<u>6,033</u>	<u>3,489</u>	72.9	<u>45,479</u>	<u>30,483</u>	49.2
Ford SUVs	62,160	64,205	-3.2	588,778	564,437	4.3
F-Series	67,809	69,651	-2.6	595,656	564,451	5.5
E-Series	4,073	3,988	2.1	40,195	39,036	3.0
Transit	10,799	10,154	6.4	112,607	86,085	30.8
Transit Connect	2,714	3,852	-29.5	33,753	36,827	-8.3
Heavy Trucks	<u>1,003</u>	<u>330</u>	203.9	<u>11,163</u>	<u>6,706</u>	66.5
Ford Trucks	<u>86,398</u>	<u>87,975</u>	-1.8	<u>793,374</u>	<u>733,105</u>	8.2
Ford Brand	195,650	212,919	-8.1	1,908,021	1,898,224	0.5
LINCOLN BRAND						
MKZ	2,447	2,490	-1.7	22,862	22,963	-0.4
MKS	239	503	-52.5	4,322	5,428	-20.4
Continental	<u>775</u>	<u>0</u>	N/A	<u>775</u>	<u>0</u>	N/A
Lincoln Cars	3,461	2,993	15.6	27,959	28,391	-1.5
MKC	2,086	2,039	2.3	18,786	18,237	3.0
MKX	2,322	2,136	8.7	22,710	15,167	49.7
MKT	254	430	-40.9	2,944	3,409	-13.6
Navigator	<u>674</u>	<u>1,082</u>	-37.7	<u>8,036</u>	<u>8,760</u>	-8.3
Lincoln SUVs	<u>5,336</u>	<u>5,687</u>	-6.2	<u>52,476</u>	<u>45,573</u>	15.1
Lincoln Brand	8,797	8,680	1.3	80,435	73,964	8.7