



F-Series Truck Sales Post 9 Percent Gain in May; Ford Vans Achieve Best May Sales in 38 Years

- Ford F-Series sales total 67,412 trucks, gaining 9 percent versus a year ago
- Ford vans have best May performance in 38 years, driven by Transit
- Ford Escape sales up 6 percent, with 30,861 SUVs sold
- All-new Lincoln MKX up 88 percent, driving strongest Lincoln May SUV sales in 13 years

DEARBORN, Mich., June 1, 2016 – Ford Motor Company F-Series pickups posted a 9 percent gain in May, while Ford van sales reached their best May sales since 1978. The company's total U.S. sales of 235,997 vehicles declined 6 percent versus a year ago.

Ford F-Series sales of 67,412 pickups marked a 9 percent increase, boosting a 7 percent year-to-date increase with 324,307 pickups sold.

“Customers are showing how much they value the fuel economy, towing capability and technology we offer in our trucks with F-Series sales producing another strong gain in May,” said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. “With strong demand for pickups, vans and SUVs, Ford brand saw average prices grow almost \$1,500 per vehicle in May – about 50 percent higher than the industry.”

Ford Transit sales increased 16 percent with 13,640 vehicles sold, lifting overall Ford van results 7 percent for their best May performance since 1978.

The new Ford Escape posted a 6 percent increase with 30,861 SUVs sold. Through May, Ford Brand SUVs totaled 325,475 vehicles. This marks a 9 percent gain and the best-ever start for Ford Brand SUV sales in company history.

Lincoln sales increased 7 percent, capping six straight months of gains. All-new Lincoln MKX sales grew 88 percent with 2,794 vehicles sold – Lincoln's best May SUV sales since 2003.

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About Ford Motor Company

[Ford Motor Company](#) is a global automotive and mobility company based in Dearborn, Michigan. With about 201,000 employees and 67 plants worldwide, the company's core business includes designing, manufacturing, marketing, financing and servicing a full line of Ford cars, trucks, SUVs and electrified vehicles, as well as Lincoln luxury vehicles. At the same time, Ford is aggressively pursuing emerging opportunities through Ford Smart Mobility, the company's plan to be a leader in connectivity, mobility, autonomous vehicles, the customer experience, and data and analytics. For more information regarding Ford, its products worldwide or Ford Motor Credit Company, visit www.corporate.ford.com.

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FORD MOTOR COMPANY MAY 2016 U.S. SALES

	<u>May</u>		%	<u>Year-To-Date</u>		%
	<u>2016</u>	<u>2015</u>	<u>Change</u>	<u>2016</u>	<u>2015</u>	<u>Change</u>
SALES BY BRAND						
Ford	226,190	241,639	-6.4	1,068,451	1,029,188	3.8
Lincoln	<u>9,807</u>	<u>9,174</u>	6.9	<u>44,488</u>	<u>38,786</u>	14.7
Total Vehicles	235,997	250,813	-5.9	1,112,939	1,067,974	4.2
SALES BY TYPE						
Cars	67,315	89,755	-25.0	322,795	351,512	-8.2
Utilities	78,006	77,806	0.3	354,998	321,753	10.3
Trucks	<u>90,676</u>	<u>83,252</u>	8.9	<u>435,146</u>	<u>394,709</u>	10.2
Total Vehicles	235,997	250,813	-5.9	1,112,939	1,067,974	4.2
FORD BRAND						
Fiesta	6,150	9,426	-34.8	21,475	27,518	-22.0
Focus	17,455	23,934	-27.1	83,653	95,028	-12.0
C-MAX	1,865	2,607	-28.5	8,152	8,702	-6.3
Fusion	24,589	31,325	-21.5	120,313	127,749	-5.8
Taurus	2,461	3,931	-37.4	17,181	15,543	10.5
Police Interceptor Sedan	766	1,007	-23.9	3,867	4,380	-11.7
Mustang	<u>10,327</u>	<u>13,616</u>	-24.2	<u>53,189</u>	<u>56,571</u>	-6.0
Ford Cars	63,613	85,846	-25.9	307,830	335,491	-8.2
Escape	30,861	29,248	5.5	126,375	122,290	3.3
Edge	12,384	14,399	-14.0	59,861	51,008	17.4
Flex	1,809	2,443	-26.0	10,237	9,004	13.7
Explorer	18,813	19,755	-4.8	94,981	89,127	6.6
Police Interceptor Utility	2,977	2,549	16.8	13,770	10,728	28.4
Expedition	<u>5,057</u>	<u>4,147</u>	21.9	<u>20,251</u>	<u>16,831</u>	20.3
Ford Utilities	71,901	72,541	-0.9	325,475	298,988	8.9
F-Series	67,412	61,870	9.0	324,307	302,009	7.4
E-Series	3,985	4,364	-8.7	22,163	23,074	-3.9
Transit	13,640	11,715	16.4	64,043	45,509	40.7
Transit Connect	4,390	4,576	-4.1	17,768	19,781	-10.2
Heavy Trucks	<u>1,249</u>	<u>727</u>	71.8	<u>6,865</u>	<u>4,336</u>	58.3
Ford Trucks	90,676	83,252	8.9	435,146	394,709	10.2
Ford Brand	226,190	241,639	-6.4	1,068,451	1,029,188	3.8
LINCOLN BRAND						
MKZ	3,250	3,296	-1.4	11,933	12,717	-6.2
MKS	<u>452</u>	<u>613</u>	-26.3	<u>3,032</u>	<u>3,304</u>	-8.2
Lincoln Cars	3,702	3,909	-5.3	14,965	16,021	-6.6
MKC	2,162	2,289	-5.5	10,122	9,385	7.9
MKX	2,794	1,488	87.8	12,623	6,813	85.3
MKT	298	442	-32.6	1,899	1,727	10.0
Navigator	<u>851</u>	<u>1,046</u>	-18.6	<u>4,879</u>	<u>4,840</u>	0.8
Lincoln Utilities	6,105	5,265	16.0	29,523	22,765	29.7
Lincoln Brand	9,807	9,174	6.9	44,488	38,786	14.7