Overall Ford Motor Company U.S. sales for January totaled 161,143 vehicles – a 6.6 percent decline

Fleet sales of 45,956 vehicles are down 12.0 percent due primarily to a planned change in delivery timing of daily rental sales

Ford transaction prices hit $37,000 per vehicle in January, compared to $32,100 for the industry overall. Retail sales declined 4.3 percent on 115,187 vehicles sold

January saw new record average transaction pricing for Ford, an increase of $2,000, with incentive spend down $200 compared to last year

Retail sales of Ford Expedition gained 56.8 percent, with fleet sales off 66.3 percent due to order timing; 2018 Expedition is turning in just 11 days

F-Series sales of 58,937 vehicles last month represent truck’s best start to the year since 2004

Mustang retail sales increased 10.7 percent, with a total of 4,732 cars sold

EcoSport began sales for the first time in the U.S. in January; stock continues to build as dealers are very excited about this new SUV

Lincoln Navigator posted a 131.7 percent retail gain last month, with overall sales of 1,288 SUVs. This marks the best retail sales start for Navigator in a decade. The Lincoln brand’s overall transaction pricing increased $8,700 compared to a year ago

“U.S. economic factors are very healthy and we’re seeing the effect in the auto industry – not just in strong demand for SUVs and pickups, but in demand for high trim versions of vehicles. Our all-new Expedition and Navigator are off to a hot start across the country; Platinum Expedition and high series Reserve and Black Label versions of Navigator are in high demand.”

– Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service

About Ford Motor Company
Ford Motor Company is a global company based in Dearborn, Michigan. The company designs, manufactures, markets and services a full line of Ford cars, trucks, SUVs, electrified vehicles and Lincoln luxury vehicles, provides financial services through Ford Motor Credit Company and is pursuing leadership positions in electrification, autonomous vehicles and mobility solutions. Ford employs approximately 202,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.

*U.S. sales volume reflects transactions with (i) retail and fleet customers (as reported by dealers), (ii) government and (iii) Ford management. Average transaction pricing based on J.D. Power and Associates PIN data.
# FORD MOTOR COMPANY
## JANUARY 2018

### Fleet Segment

<table>
<thead>
<tr>
<th>Fleet Segment</th>
<th>January 2018</th>
<th>January CYTD</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Percent of Total Sales</td>
<td>YOY Change</td>
</tr>
<tr>
<td>Rental</td>
<td>9.0%</td>
<td>(3.2) points</td>
</tr>
<tr>
<td>Commercial</td>
<td>12.7%</td>
<td>1.2 points</td>
</tr>
<tr>
<td>Government</td>
<td>6.8%</td>
<td>0.3 points</td>
</tr>
<tr>
<td>Total Fleet</td>
<td>28.5%</td>
<td>(1.7) points</td>
</tr>
</tbody>
</table>

### Gross Stock (incl. in-transit)

<table>
<thead>
<tr>
<th>Gross Stock (incl. in-transit)</th>
<th>January 2018</th>
<th>December 2017</th>
<th>January 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Units at Month-End</td>
<td>Days' Supply</td>
<td>Units at Month-End</td>
</tr>
<tr>
<td>Cars</td>
<td>157,862</td>
<td>125</td>
<td>141,943</td>
</tr>
<tr>
<td>SUVs</td>
<td>227,870</td>
<td>103</td>
<td>192,721</td>
</tr>
<tr>
<td>Trucks</td>
<td>309,350</td>
<td>104</td>
<td>295,771</td>
</tr>
<tr>
<td>Total</td>
<td>695,082</td>
<td>108</td>
<td>630,435</td>
</tr>
</tbody>
</table>

### Dealer Stock (on ground)

<table>
<thead>
<tr>
<th>Dealer Stock (on ground)</th>
<th>January 2018</th>
<th>December 2017</th>
<th>January 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Units at Month-End</td>
<td>Days' Supply</td>
<td>Units at Month-End</td>
</tr>
<tr>
<td>Cars</td>
<td>120,330</td>
<td>95</td>
<td>111,408</td>
</tr>
<tr>
<td>SUVs</td>
<td>169,113</td>
<td>76</td>
<td>154,121</td>
</tr>
<tr>
<td>Trucks</td>
<td>267,002</td>
<td>90</td>
<td>253,500</td>
</tr>
<tr>
<td>Total</td>
<td>556,445</td>
<td>86</td>
<td>519,029</td>
</tr>
</tbody>
</table>
## FORD MOTOR COMPANY JANUARY 2018 U.S. SALES

### SALES BY BRAND

<table>
<thead>
<tr>
<th>Brand</th>
<th>January 2018</th>
<th>2017</th>
<th>Change</th>
<th>Year-to-Date 2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford</td>
<td>154,733</td>
<td>163,827</td>
<td>-5.6</td>
<td>154,733</td>
<td>163,827</td>
<td>-5.6</td>
</tr>
<tr>
<td>Lincoln</td>
<td>6,410</td>
<td>8,785</td>
<td>-27.0</td>
<td>6,410</td>
<td>8,785</td>
<td>-27.0</td>
</tr>
<tr>
<td>Total vehicles</td>
<td>161,143</td>
<td>172,612</td>
<td>-6.6</td>
<td>161,143</td>
<td>172,612</td>
<td>-6.6</td>
</tr>
</tbody>
</table>

### SALES BY TYPE

<table>
<thead>
<tr>
<th>Type</th>
<th>January 2018</th>
<th>2017</th>
<th>Change</th>
<th>Year-to-Date 2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cars</td>
<td>31,661</td>
<td>41,301</td>
<td>-23.3</td>
<td>31,661</td>
<td>41,301</td>
<td>-23.3</td>
</tr>
<tr>
<td>SUVs</td>
<td>55,282</td>
<td>58,732</td>
<td>-5.9</td>
<td>55,282</td>
<td>58,732</td>
<td>-5.9</td>
</tr>
<tr>
<td>Trucks</td>
<td>74,200</td>
<td>72,579</td>
<td>2.2</td>
<td>74,200</td>
<td>72,579</td>
<td>2.2</td>
</tr>
<tr>
<td>Total vehicles</td>
<td>161,143</td>
<td>172,612</td>
<td>-6.6</td>
<td>161,143</td>
<td>172,612</td>
<td>-6.6</td>
</tr>
</tbody>
</table>

### FORD BRAND

#### Fiesta
- January: 3,775
- Year-to-Date: 3,775
- Change: 5.6%

#### Focus
- January: 6,610
- Year-to-Date: 6,610
- Change: 31.0%

#### C-MAX
- January: 943
- Year-to-Date: 943
- Change: 0.3%

#### Fusion
- January: 10,352
- Year-to-Date: 10,352
- Change: 33.3%

#### Taurus
- January: 2,548
- Year-to-Date: 2,548
- Change: 9.5%

#### Police Interceptor Sedan
- January: 700
- Year-to-Date: 700
- Change: 27.0%

#### GT
- January: 10
- Year-to-Date: 10
- Change: N/A

#### Mustang
- January: 4,732
- Year-to-Date: 4,732
- Change: 6.2%

#### Ford Cars
- January: 29,670
- Year-to-Date: 29,670
- Change: 22.0%

#### EcoSport
- January: 500
- Year-to-Date: 500
- Change: N/A

#### Escape
- January: 18,947
- Year-to-Date: 18,947
- Change: 8.0%

#### Edge
- January: 8,519
- Year-to-Date: 8,519
- Change: 6.3%

#### Flex
- January: 1,469
- Year-to-Date: 1,469
- Change: 31.0%

#### Explorer
- January: 15,005
- Year-to-Date: 15,005
- Change: 1.9%

#### Police Interceptor Utility
- January: 2,984
- Year-to-Date: 2,984
- Change: 26.7%

#### Expedition
- January: 3,439
- Year-to-Date: 3,439
- Change: 15.4%

#### Ford SUVs
- January: 50,863
- Year-to-Date: 50,863
- Change: 4.4%

#### F-Series
- January: 58,937
- Year-to-Date: 58,937
- Change: 1.6%

#### E-Series
- January: 5,105
- Year-to-Date: 5,105
- Change: 55.2%

#### Transit
- January: 7,512
- Year-to-Date: 7,512
- Change: 3.3%

#### Transit Connect
- January: 1,914
- Year-to-Date: 1,914
- Change: 8.8%

#### Heavy trucks
- January: 732
- Year-to-Date: 732
- Change: 48.7%

#### Ford Trucks
- January: 74,200
- Year-to-Date: 74,200
- Change: 2.2%

### LINCOLN BRAND

#### MKZ
- January: 1,176
- Year-to-Date: 1,176
- Change: -43.7%

#### MKS
- January: 0
- Year-to-Date: 0
- Change: N/A

#### Continental
- January: 815
- Year-to-Date: 815
- Change: -30.2%

#### Lincoln Cars
- January: 1,991
- Year-to-Date: 1,991
- Change: -39.2%

#### MKC
- January: 1,197
- Year-to-Date: 1,197
- Change: -28.2%

#### MKX
- January: 1,811
- Year-to-Date: 1,811
- Change: -38.1%

#### MKT
- January: 123
- Year-to-Date: 123
- Change: -52.7%

#### Navigator
- January: 1,288
- Year-to-Date: 1,288
- Change: 97.5%

#### Lincoln SUVs
- January: 4,419
- Year-to-Date: 4,419
- Change: -19.8%

#### Lincoln Brand
- January: 6,410
- Year-to-Date: 6,410
- Change: -27.0%