



Demand for Company's Newest Vehicles Pushes Ford Sales to a 13 Percent Gain in October; Retail Sales up 13 Percent

- Ford Motor Company total and retail U.S. sales up 13 percent; both had best October performance in 11 years
- F-Series retail sales increase 12 percent, driving total F-Series sales up 3 percent to their highest October since 2004; commercial vans up 75 percent for best October since 1988
- Ford-brand SUV sales up 12 percent for the best October since 2004; New Explorer up 30 percent, and all-new Edge up 39 percent
- Ford-brand car sales up 17 percent, with overall Mustang increasing 121 percent – its best October performance since 2006; Fusion posts best October ever
- All-new Lincoln MKX posts record October sales

DEARBORN, Mich., Nov. 3, 2015 – Ford Motor Company U.S. sales totaled 213,938 vehicles last month, up 13 percent from a year ago. Retail sales results were up 13 percent with 154,036 vehicles sold – for the company's best October sales performance since 2004.

Retail sales increased across the product portfolio, with cars up 8 percent, with both trucks and SUVs rising 15 percent.

“Strong demand for our vehicles provided another double-digit sales increase in October, and Ford vehicles posted all-time record average transaction pricing of \$34,600 per vehicle,” said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. “Gains in our truck business were especially strong, with F-Series delivering its fourth straight month of sales gains and its best October retail levels since 2004.”

Ford vehicle average transaction prices rose \$1,800 versus a year ago – the largest gain among any major automaker.

F-Series sales reached 65,500 trucks in October. At 65 percent of F-150 retail sales last month, EcoBoost[®]-equipped F-150 sales grew 95 percent versus a year ago.

Ford commercial van sales totaled 19,274 vehicles for October, with all-new Transit sales totaling 9,361 vehicles – a 75 percent increase in overall van sales for the month and the company's best October van performance in nearly 30 years.

Ford-brand SUVs posted a 12 percent increase overall with 60,786 vehicles sold – driven by the company's newest products.

The new Explorer saw a 30 percent gain, while the all-new Edge achieved an October increase of 39 percent.

Mustang and Fusion performance fueled Ford brand car sales growth in October by 17 percent. Mustang posted a 121 percent increase with 10,096 cars sold, while Fusion posted its best-ever October with 23,668 cars sold.

The all-new Lincoln MKX posted its best-ever October sales results with 2,189 SUVs sold, a 10 percent overall gain for the month.

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About Ford Motor Company

[Ford Motor Company](#), 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 OCTOBER 2015 U.S. SALES

	<u>October</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	205,453	179,771	14.3	2,103,677	1,996,600	5.4
Lincoln	<u>8,485</u>	<u>8,883</u>	-4.5	<u>82,449</u>	<u>76,671</u>	7.5
Total Vehicles	213,938	188,654	13.4	2,186,126	2,073,271	5.4
SALES BY TYPE						
Cars	61,924	53,542	15.7	690,997	688,971	0.3
Utilities	66,407	59,908	10.8	676,417	620,759	9.0
Trucks	<u>85,607</u>	<u>75,204</u>	13.8	<u>818,712</u>	<u>763,541</u>	7.2
Total Vehicles	213,938	188,654	13.4	2,186,126	2,073,271	5.4
FORD BRAND						
Fiesta	3,618	3,629	-0.3	57,486	56,032	2.6
Focus	16,423	13,733	19.6	180,287	189,889	-5.1
C-MAX	1,607	1,962	-18.1	18,898	23,693	-20.2
Fusion	23,668	22,846	3.6	255,143	263,431	-3.1
Taurus	2,803	3,019	-7.2	33,316	46,601	-28.5
Police Interceptor Sedan	845	756	11.8	8,291	8,868	-6.5
Mustang	<u>10,096</u>	<u>4,565</u>	121.2	<u>106,321</u>	<u>64,396</u>	65.1
Ford Cars	59,060	50,510	16.9	659,742	652,910	1.0
Escape	24,719	24,919	-0.8	257,731	255,081	1.0
Edge	10,011	7,225	38.6	105,720	93,276	13.3
Flex	1,409	1,697	-17.0	16,471	20,233	-18.6
Explorer	18,748	14,455	29.7	190,276	157,758	20.6
Police Interceptor Utility	1,975	2,041	-3.2	20,618	17,390	18.6
Expedition	<u>3,924</u>	<u>3,720</u>	5.5	<u>34,407</u>	<u>36,411</u>	-5.5
Ford Utilities	60,786	54,057	12.4	625,223	580,149	7.8
F-Series	65,500	63,410	3.3	629,951	620,447	1.5
E-Series	4,036	4,712	-14.3	43,072	93,856	-54.1
Transit	9,361	2,257	314.8	95,446	5,567	1614.5
Transit Connect	5,877	4,068	44.5	42,704	36,012	18.6
Heavy Trucks	<u>833</u>	<u>757</u>	10.0	<u>7,539</u>	<u>7,659</u>	-1.6
Ford Trucks	<u>85,607</u>	<u>75,204</u>	13.8	<u>818,712</u>	<u>763,541</u>	7.2
Ford Brand	205,453	179,771	14.3	2,103,677	1,996,600	5.4

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LINCOLN BRAND						
MKZ	2,406	2,508	-4.1	25,369	29,277	-13.3
MKS	<u>458</u>	<u>524</u>	-12.6	<u>5,886</u>	<u>6,784</u>	-13.2
Lincoln Cars	2,864	3,032	-5.5	31,255	36,061	-13.3
MKC	1,982	2,197	-9.8	20,219	8,615	134.7
MKX	2,189	1,996	9.7	17,356	20,724	-16.3
MKT	456	338	34.9	3,865	4,063	-4.9
Navigator	<u>994</u>	<u>1,320</u>	-24.7	<u>9,754</u>	<u>7,208</u>	35.3
Lincoln Utilities	<u>5,621</u>	<u>5,851</u>	-3.9	<u>51,194</u>	<u>40,610</u>	26.1
Lincoln Brand	8,485	8,883	-4.5	82,449	76,671	7.5