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## Lincoln Ends 2016 on High Note with 10 Percent Sales Gain in U.S.; China Up Nearly Threefold

- The Lincoln Motor Company ends 2016 with a 10 percent gain in U.S. sales; a near threefold increase marks Lincoln sales in China last year
- In the United States, Lincoln posted strong gains in key luxury markets, including Florida, New York and New Jersey
- Lincoln's strong performance in China supported by customers' positive reception to the marque's SUVs and a growing number of dealerships there

**DEARBORN, Mich., Jan. 6, 2017** – The Lincoln Motor Company ended 2016 with a 10 percent gain in U.S. sales – its best in nine years. Lincoln achieved nearly a threefold increase in sales in China last year, where it is now the fastest-growing luxury brand.

“The momentum is both gratifying and encouraging,” said Kumar Galhotra, president, The Lincoln Motor Company. “We’re pleased clients are recognizing the superior experiences and vehicles Lincoln offers.”

The U.S. increase comes against a luxury market that saw gains of less than 1 percent.

U.S. growth for the brand in 2016 was particularly robust in key luxury markets like New York, where sales were up 13 percent; Florida, up 10 percent; and New Jersey, where sales increased 9 percent.

Lincoln closed out the year strong, with sales up 18 percent last month compared to December 2015, driven by the all-new flagship Lincoln Continental. Continental was responsible for 64 percent of Lincoln's growth in December.

Continental sales in December totaled 1,845 vehicles, up from November's 1,419, outselling the Audi A6 and Lexus GS, according to sales data reported by the respective automakers.

### **Record sales in China**

Having introduced its full vehicle lineup to China in 2015, Lincoln is now the fastest-growing luxury brand there.

Lincoln sold 32,558 vehicles in China in 2016 – a near threefold increase over 2015. Its strong performance was supported by customers' positive reception to the brand's SUVs, and a growing number of dealerships there, which reached 65 last year.

### **About The Lincoln Motor Company**

The Lincoln Motor Company is the luxury automotive brand of Ford Motor Company, committed to creating compelling vehicles with an exceptional ownership experience to match. For more information about The Lincoln

Motor Company, please visit [media.lincoln.com](http://media.lincoln.com) or [www.lincoln.com](http://www.lincoln.com). Follow us on Facebook at [facebook.com/lincoln](https://facebook.com/lincoln).