



L I N C O L N

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Lincoln China Sets Sales Record; Lincoln Global Sales Deliver Best Performance Since 2000

- China sets new sales record with 66 percent gain year-over-year, driving Lincoln global results to a 13 percent increase with 188,383 vehicles sold
- Lincoln's U.S. SUVs had their best sales year since 2003, with 71,607 vehicles sold in 2017
- The all-new Navigator set the stage for a strong year with 1,444 vehicles sold in December, its first month of sales

DEARBORN, Mich., Jan. 12, 2018 – With record China sales, The Lincoln Motor Company expanded its global growth in 2017 with 188,383 vehicles sold – a 13 percent gain and its best performance since 2000. In the United States, Lincoln SUV sales continued to increase, while sales in China were up 66 percent year-over-year.

Lincoln SUVs had their best year since 2003 in the United States, with 71,607 vehicles sold in 2017. In addition, the Navigator set the stage for a strong year by selling 1,444 vehicles in December, its first month of sales.

“We’re encouraged by the momentum we are seeing around the world,” said

Kumar Galhotra, president, The Lincoln Motor Company. “The sales growth demonstrates consumers are recognizing the excellent products and services that Lincoln offers.”

In the U.S., Lincoln's volume leader, the MKX, enjoyed its best year of sales since entering the market in 2007. The Lincoln MKC saw its best year of performance since launching in 2014, with sales up 5.8 percent.

Record sales in China

In China, Lincoln continues to gain momentum just three years after entering the market. It set a record for 2017, with sales up 66 percent year-over-year, with 54,124 vehicles sold. Lincoln China continues to expand its dealer network, opening its 100th store in December, with plans to have 125 stores open by the end of 2018.

Lincoln's record performance is due to stronger differentiation and the exceptional appeal of its luxury lineup. Lincoln MKC is the top seller in China, while a total of 10,501 Lincoln Continentals were sold there 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 or www.lincoln.com. Follow us on Facebook at [facebook.com/lincoln](https://www.facebook.com/lincoln).