



Ford Motor Company China Sales Rise 11% in April; Ford, Lincoln Sedans Boost Monthly Performance



APRIL 2017 SALES

| | Total Ford Motor Company Sales | CAF | JMC | Lincoln | Imported Ford Brand Vehicles |
|-------------------|--------------------------------|---------|--------|---------|------------------------------|
| April 2017 | 93,967 | 62,382 | 25,404 | 4,533 | 1,648 |
| Vs. April 2016 | +11% | +6% | +15% | +95% | +21% |
| Year-to-date 2017 | 349,228 | 230,452 | 96,181 | 16,264 | 6,331 |
| Vs. 2016 | -12% | -24% | +17% | +108% | +13% |

HIGHLIGHTS

- **Ford Motor Company** sold nearly **94,000** vehicles in April in China, up **11 percent** compared to April 2016.
- Monthly sales for **Changan Ford Automobile (CAF)** totaled more than **62,000** vehicles, up **6 percent** compared to the same time last year.
- **Jiangling Motor Corporation** sold more than **25,000** vehicles in April, a **15 percent** increase compared to April 2016.
- Lincoln sold more than **4,500** vehicles in April, a **95 percent** increase compared to April 2016.
- Sales of **Ford** sedans bounced back in April, with sales of the **Escort**, **new Focus**, **new Mondeo** and **Taurus** together up **10 percent** compared to April 2016.
- Ford SUVs also remain popular among consumers with sales of the **EcoSport**, **Kuga**, **Edge**, **Everest** and **Explorer** up **4 percent** in April. The **Ford Edge** remains a top performer, with sales up **19 percent** in April. **Kuga** sales rose **9 percent** in April, with the nameplate seeing it's best month so far in 2017.
- Sales of Lincoln sedans remain strong, with sales of the **MKZ** and the **Continental** up more than **282 percent** in April and **366 percent** for the year.
- **Lincoln** SUV monthly sales increased **44 percent** compared to April 2016 and year-to-date sales are up **50 percent**.
- Ford now expects China industry sales volume to be 28.2 million in 2017.



"Ford sales bounced back strongly in April in China with gains across our lineup. The overall market remains strong and we expect to gain momentum as the year continues as we launch new products and new models to our existing lineup, like the Edge EcoBoost 245 Sport and Focus CTCC Edition."

*Peter Fleet, Vice President,
Marketing, Sales and Service,
Asia Pacific, Ford Motor Company*

KEY VEHICLES



Ford Taurus

Ford Sedans, including the Escort, new Focus, new Mondeo and Taurus, were strong performers in April, with sales up 10 percent collectively.



Lincoln Continental

Lincoln remains strong among Chinese customers with monthly sales up 95 percent and sedan sales nearly quadrupling compared to April 2016.



Ford Kuga

SUV sales gained momentum in April, with sales of Ford's exciting line-up, including the EcoSport, Kuga, Edge, Everest and Explorer, up 4 percent. Kuga had it's best month so far in 2017.

Ford Motor (China) Limited, established in 1995, has introduced a range of distinct models and services to the China market. The current model range consists of the Explorer, Everest, Edge, new Kuga, EcoSport, Taurus, new Mondeo, Focus, Escort, Mustang, Focus RS, Focus ST, Fiesta ST, Tourneo and Transit, as well as Lincoln luxury vehicles, including the all-new Continental, Navigator, MKX, new MKC and new MKZ. Ford's wholly owned subsidiaries, joint ventures and investment in China include Ford Motor (China) Limited, Ford Motor Research & Engineering (Nanjing) Co., Ltd., Ford Automotive Finance (China) Ltd., Changan Ford Automobile Co., Ltd., Changan Ford Mazda Engine Co., Ltd. and Jiangling Motors Co., Ltd. with about 26,000 employees.

Ford China April Sales 2017

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