



Ford Sells Nearly 88,000 Vehicles in May; Best-Ever May Sales for JMC, Lincoln



MAY 2017 SALES

	Total Ford Motor Company Sales	CAF	JMC	Lincoln	Imported Ford Brand Vehicles
May 2017	87,733	59,276	22,706	4,112	1,639
Vs. May 2016	-3%	-12%	15%	73%	9%
Year-to-date 2017	436,961	289,728	118,887	20,376	7,970
Vs. 2016	-11%	-22%	16%	100%	12%

HIGHLIGHTS

- **Ford Motor Company** sold nearly **88,000** vehicles in May in China, down **3** percent compared to May 2016.
- Monthly sales for **Changan Ford Automobile (CAF)** totaled more than **59,000** vehicles, down **12** percent compared to the same time last year.
- **Jiangling Motor Corporation** had its best-ever May, selling more than **22,000** vehicles, a **15** percent increase compared to May 2016.
- Lincoln, which also had its best-ever May, sold **4,112** vehicles in May, a **73** percent increase compared to May 2016. Year-to-date Lincoln vehicle sales in China have doubled.
- Ford Performance remains popular with Chinese consumers, with sales of the Focus ST and RS up **110** percent for the year.
- Sales of the Ford Mustang increased **4** percent in May and are up **39** percent for the year.
- Sales of the Ford Tourneo, new Yusheng S330, and JMC Teshun models helped JMC's sales increase.
- Ford continues to strengthen its marketing plan in China for the second quarter, including a realigned Kuga customer offer.



"We remain on track to deliver sales growth in the second quarter. For May, Lincoln and JMC achieved their best May sales result ever. We've strengthened our marketing plan in China for the second quarter, with new and exciting customer promotions for Ford-branded vehicles."

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

KEY VEHICLES



Ford Tourneo

Sales of the Ford Tourneo MPV, new Yusheng S330 SUV, and JMC Teshun commercial van helped JMC's sales increase.



Lincoln Continental

Lincoln's momentum and popularity continues in China, as the brand had its best May ever and year-to-date sales have doubled compared to last year.



Ford Kuga

The Ford Kuga achieved its best market share so far this year.

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.

Ford China May Sales 2017

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MAY 2017 SALES

	May 2017		Year-To-Date 2017		May 2016	Year-To-Date 2016
	Units	YOY	Units	YOY	Units	Units
Changan Ford (CAF)						
Escort	19,288	-5%	87,733	-17%	20,351	105,186
Focus	12,716	-7%	61,664	-22%	13,650	79,210
Mondeo	7,607	-6%	36,426	-20%	8,127	45,556
Taurus	2,055	-15%	12,636	4%	2,422	12,191
EcoSport	2,074	-38%	10,562	-47%	3,327	19,976
Kuga	7,955	-12%	34,878	-29%	9,028	49,069
Edge	7,581	-12%	45,826	3%	8,583	44,525
TOTAL CAF	59,276	-12%	289,728	-22%	67,055	370,268
JMC						
Ford Transit	3,969	-15%	18,329	-30%	4,675	26,050
Ford Tourneo	421	158%	1,818	1,015%	163	163
Ford Everest	823	-18%	3,628	-6%	1,001	3,857
Yusheng S330	956		9,212			
Yusheng S350	1,278	26%	8,651	50%	1,011	5,771
JMC Pick-Up	4,556	-3%	29,112	24%	4,693	23,569
JMC Teshun	2,648		3,247			
JMC Light Truck	8,055	-1%	44,890	5%	8,149	42,753
TOTAL JMC	22,706	15%	118,887	16%	19,692	102,163
Lincoln						
MKZ	978	88%	5,050	159%	521	1,953
MKC	1,397	47%	7,536	76%	950	4,273
MKX	895	5%	3,932	2%	854	3,845
Continental	764		3,362			
Navigator	78	42%	496	313%	55	120
TOTAL LINCOLN	4,112	73%	20,376	100%	2,380	10,191
Imported Vehicles						
Focus ST/RS	32	540%	143	110%	5	68
Mustang	345	4%	1,616	39%	333	1,163
Explorer	1,022	-12%	5,698	-2%	1,155	5,835
F-150 Raptor	194		367			
Other	46		146			
TOTAL Imported	1,639	9%	7,970	12%	1,501	7,111
TOTAL FORD	87,733	-3%	436,961	-11%	90,628	489,733

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