## NOVEMBER 2017 SALES

Total Vehicle
Retail
Fleet
Truck
SUV
Car

| U.s. Sales | 210,771 | $\mathbf{1 5 6 , 0 6 4}$ | $\mathbf{5 4 , 7 0 7}$ | $\mathbf{9 1 , 6 0 1}$ | $\mathbf{7 4 , 1 8 6}$ | $\mathbf{4 4 , 9 8 4}$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Versus
November
2016
6.7\%
1.3\%
25.9\%
4.1\%
13.3\%
2.0\%

## HIGHLIGHTS

- Ford Motor Company's U.S. sales totaled 210,771 vehicles for November, a 6.7 percent gain over 2016
- Retail performance was up 1.3 percent compared to a year ago, with sales of 156,064 vehicles
- F-Series saw its best November results since 2001 with 72,769 pickups sold - a 0.9 percent gain; customer demand for high series trucks remains strong
- Ford Transit sales totaled 10,852 vehicles for November, a 47.1 percent gain. Overall Ford van sales, including Transit Connect and E-Series, posted their best November results since 1984
- Ford brand SUVs gained 13.4 percent on 68,139 vehicles sold, while retail advanced 11.6 percent for the month; We are seeing strong interest in the allnew Expedition which recorded its first sales in November
- Explorer sales totaled 21,520 vehicles, representing a 24.8 percent gain for the month and 24.2 percent at retail - the SUV's best November in 13 years
- Edge sales were up 22.5 percent, establishing a new November record; Edge retail sales were up 25.5 percent, while total Escape sales gained 9.1 percent
- Focus sales were up 44.9 percent, for the fifth straight month of gains, with 13,226 cars sold
- Lincoln MKX sales increased 6.9 percent in November, Interest is strong for the all-new Navigator which recorded its first sales for the month
\# \# \#


## About Ford Motor Company

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 203,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.

"Strong customer demand for Motor Trend's new Truck of the Year drove FSeries sales past the 70,000 mark last month, a November number achieved just three other times in history. In addition, Ford brand SUVs continued their outstanding performance with sales up 13 percent for their best November since 2000."

- Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service


## KEY VEHICLES



2018 Ford F-150


2018 Ford Edge


2018 Ford Explorer


At the Los Angeles Auto Show this week, Lincoln introduced its new midsize luxury SUV - the 2019 Lincoln Nautilus - successor to the MKX. Nautilus goes on sale this summer.

## FORD MOTOR COMPANY

## NOVEMBER 2017

|  | November 2017 |  | November CYTD |  |
| :---: | :---: | :---: | :---: | :---: |
| Fleet <br> Segment | Percent of <br> Total Sales | YOY Change | Percent of <br> Total Sales | YOY Change |
| Rental | $10.4 \%$ | 4.9 points | $11.0 \%$ | $(0.3)$ points |
| Commercial | $10.3 \%$ | 0.0 points | $11.9 \%$ | $(0.1)$ points |
| Government | $5.3 \%$ | $(0.9)$ points | $6.2 \%$ | $(0.1)$ points |
| Total Fleet | $26.0 \%$ | 4.0 points | $29.1 \%$ | $(0.5)$ points |


|  | November 2017 |  | October 2017 |  | November 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Stock <br> (incl. in-transit) | Units at <br> Month-End | Days' Supply | Units at <br> Month-End | Days' Supply | Units at <br> Month-End | Days' Supply |
| Cars | 142,860 | 79 | 131,291 | 75 | 155,226 | 88 |
| SUVs | 203,265 | 68 | 196,519 | 78 | 193,048 | 74 |
| Trucks | $\underline{313,851}$ | 86 | $\underline{308,327}$ | 83 | $\underline{305,787}$ | 87 |
| Total | 659,976 | 78 | 636,907 | 79 | 654,061 | 83 |


|  | November 2017 |  | October 2017 |  | November 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dealer Stock <br> (on ground) | Units at <br> Month-End | Days' Supply | Units at <br> Month-End | Days' Supply | Units at <br> Month-End | Days' Supply |
| Cars | 103,125 | 57 | 105,340 | 60 | 121,344 | 69 |
| SUVs | 161,947 | 55 | 164,598 | 65 | 161,561 | 62 |
| Trucks | $\underline{260,278}$ | 71 | $\underline{251,470}$ | 67 | $\underline{262,827}$ | 75 |
| Total | 525,350 | 62 | 521,408 | 65 | 545,732 | 69 |

## CONTACT

## FORD MOTOR COMPANY NOVEMBER 2017 U.S. SALES

November
$\underline{2017 \quad \underline{2016}}$
201,862
$\underline{8,909}$
210,771
188,145
9,429
197,574

| 44,984 | 44,088 | 2.0 | 547,010 | 642,841 | -14.9 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 74,186 | 65,459 | 13.3 | 785,028 | 766,879 | 2.4 |
| $\underline{91,601}$ | $\underline{88,027}$ | 4.1 | $\underline{1,012,628}$ | $\underline{965,123}$ | 4.9 |
| 210,771 | 197,574 | 6.7 | $2,344,666$ | $2,374,843$ | -1.3 |

## FORD BRAND

Fiesta
Focus
C-MAX
Fusion
Taurus
Police Interceptor Sedan
GT
Mustang
Ford Cars

## Escape

Edge
Flex
Explorer
Police Interceptor Utility
Expedition
Ford SUVs
F-Series
E-Series
Transit
Transit Connect
Heavy trucks
Ford Trucks
Ford Brand
LINCOLN BRAND
MKZ
MKS
Continental
Lincoln Cars
MKC
MKX
MKT
Navigator
Lincoln SUVs
Lincoln B rand
1,939
0
$\underline{923}$
2,862
2,037
2,619
161
$\underline{1,230}$
$\underline{6,047}$
8,909

| 2,541 | -23.7 |
| ---: | ---: |
| 89 | -100.0 |
| $\underline{1,419}$ | -35.0 |
| 4,049 | -29.3 |
| 2,065 | -1.4 |
| 2,451 | 6.9 |
| 187 | -13.9 |
| $\underline{677}$ | 81.7 |
| $\underline{5,380}$ | 12.4 |
| 9,429 | -5.5 |


| 25,094 | 27,884 | -10.0 |
| ---: | ---: | ---: |
| 153 | 4,736 | -96.8 |
| $\underline{10,796}$ | $\underline{3,416}$ | 216.0 |
| 36,043 | 36,036 | 0.0 |
| 24,544 | 22,767 | 7.8 |
| 28,055 | 27,440 | 2.2 |
| 2,819 | 3,379 | -16.6 |
| $\underline{9,079}$ | $\underline{9,311}$ | -2.5 |
| $\underline{64,497}$ | $\underline{62,897}$ | 2.5 |
| 100,540 | 98,933 | 1.6 |

