Ford Cars, Utilities and Trucks All Post U.S. Sales Gains in 2012; Company Posts Best December Sales Since 2006

- Ford Motor Company delivers U.S. sales gains across its lineup in 2012 – with cars up 5 percent, utilities up 7 percent and trucks up 2 percent

- F-Series sales up 10 percent for year; now America's best-selling pickup for 36 years and best-selling vehicle for 31 years

- Ford commercial truck sales up 7 percent in 2012, marking the best sales year since 2008

- December total company sales up 2 percent – with the strongest December since 2006

DEARBORN, Mich., Jan. 3, 2013 – Ford Motor Company's U.S. sales grew across the board in 2012, with cars up 5 percent, utilities up 7 percent, and trucks up 2 percent for the year. Overall, the Ford brand ended 2012 with 2,168,015 vehicles sold – the only brand to top 2 million U.S. sales.

"Ford finished 2012 strong, with retail sales showing improved strength as more customers returned to dealer showrooms," said Ken Czubay, Ford vice president, U.S. Marketing, Sales and Service. "Ford's fuel-efficient cars and hybrid vehicles showed the most dramatic growth for the year, and we achieved our best year for commercial vehicle sales since 2008."

Sales of Ford's small cars were up 29 percent in 2012, with 316,006 vehicles sold, and overall car sales were up 5 percent in 2012, with 760,646 sold. Focus sales gained 40 percent during the year, and the all-new C-MAX continues its strong selling rate. In the first four months of sales, 13,309 C-MAX vehicles were sold, making it the fastest sales start of any hybrid vehicle in the industry.

Ford again became America's best-selling brand of utility vehicles in 2012, with 619,470 vehicles sold. Escape broke its 2011 record sales levels with 261,008 vehicles sold, up 3 percent. Explorer gained 17 percent for the year, with 158,344 vehicles sold.

Ford trucks continued to dominate in 2012 – with F-Series America's best-selling pickup for the 36th straight year and 31 consecutive years as America's best-selling vehicle. Overall, 645,316 F-Series were sold, a 10 percent increase versus 2011. Total Ford brand truck sales – including Transit Connect and E-Series – were up 2 percent for the year at 829,477 vehicles sold.

Ford also remained America's largest maker of commercial trucks for 28 years, posting a 7 percent increase in 2012. That marks Ford's best year for commercial truck sales since 2008.

Last month, Ford delivered its best December sales results since 2006, with 214,222 vehicles sold – a 2 percent increase.

For news releases, related materials and high-resolution photos and video, visit www.media.ford.com.

About Ford Motor Company

Ford Motor Company, a global automotive industry leader based in Dearborn, Mich., manufactures or distributes automobiles across six continents. With about 172,000 employees and 65 plants worldwide, the company's automotive brands include Ford and Lincoln. The company provides financial services through Ford Motor Credit Company. For more information regarding the company and Ford products, please visit www.corporate.ford.com.

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FORD MOTOR COMPANY DECEMBER 2012 U.S. SALES

	December		%	Year-To-Date		%
	2012	2011	Change	2012	2011	Change
SALES BY BRAND						
Ford	206,838	201,737	2.5	2,168,015	2,062,915	5.1
Lincoln	7,384	8,403	-12.1	82,150	85,643	-4.1
Mercury	0	0	NA	0	248	-100.0
Total Vehicles	214,222	210,140	1.9	2,250,165	2,148,806	4.7
SALES BY TYPE						
Cars	67,828	55,215	22.8	760,646	722,501	5.3
Utilities	60,394	62,252	-3.0	660,042	616,063	7.1
Trucks	86,000	92,673	-7.2	829,477	810,242	2.4
Total Vehicles	214,222	210,140	1.9	2,250,165	2,148,806	4.7
FORD BRAND						
Fiesta	5,612	3,673	52.8	56,775	68,574	-17.2
Focus	22,604	14,281	58.3	245,922	175,717	40.0
C-MAX	4,310	0	NA	13,309	0	NA
Fusion	19,283	21,622	-10.8	241,263	248,067	-2.7
Taurus	6,159	5,650	9.0	66,066	63,526	4.0
Police Interceptor Sedan	745	0	NA	8,309	0	NA
Mustang	5,537	5,057	9.5	82,995	70,438	17.8
Crown Victoria	546	793	-31.1	4,429	46,725	-90.5
Ford Cars	64,796	51,076	26.9	719,068	673,047	6.8
Escape	20,131	25,574	-21.3	261,008	254,293	2.6
Edge	12,434	12,077	3.0	127,969	121,702	5.1
Flex	2,172	2,253	-3.6	28,224	27,428	2.9
Explorer	16,695	13,872	20.4	158,344	135,704	16.7
Police Interceptor Utility	549	0	NA	5,863	0	NA
Expedition	4,061	4,212	-3.6	38,062	40,499	-6.0
Ford Utilities	56,042	57,988	-3.4	619,470	579,626	6.9
F-Series	68,787	68,278	0.7	645,316	584,917	10.3
Ranger	118	6,718	-98.2	19,366	70,832	-72.7
E-Series	11,999	13,074	-8.2	122,423	116,874	4.7
Transit Connect	3,776	3,910	-3.4	35,216	31,914	10.3
Heavy Trucks	1,320	693	90.5	7,156	5,705	25.4
Ford Trucks	86,000	92,673	-7.2	829,477	810,242	2.4
Ford Brand	206,838	201,737	2.5	2,168,015	2,062,915	5.1

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	December		%	Year-To-Date		%
	2012	2011	Change	2012	2011	Change
LINCOLN BRAND						
MKZ	1,630	2,435	-33.1	28,053	27,529	1.9
MKS	1,350	1,376	-1.9	12,524	12,217	2.5
Town Car	52	328	-84.1	1,001	9,460	-89.4
MKX	2,617	2,681	-2.4	25,107	23,395	7.3
MKT	653	574	13.8	7,094	5,024	41.2
Navigator	1,082	1,009	7.2	8,371	8,018	4.4
Lincoln Brand	7,384	8,403	-12.1	82,150	85,643	-4.1
MERCURY BRAND						
Milan	0	0	NA	0	0	NA
Grand Marquis	0	0	NA	0	248	-100.0
Sable	0	0	NA	0	0	NA
Mariner	0	0	NA	0	0	NA
Mountaineer	0	0	NA	0	0	NA
Mercury Brand	0	0	NA	0	248	-100.0