



## Ford Motor Company U.S. Sales Up 13 Percent; Ford Cars, Escape Continue Record-Setting Pace, Driving Coastal Share

- Ford Motor Company's June U.S. sales increase 13 percent compared with a year ago; best June sales since 2006
- Ford Escape and passenger cars continue to propel share gains, particularly on the coasts, with Escape setting its fifth straight record month in June
- Ford F-Series sales post best June sales since 2005
- All-new Lincoln MKZ posts best-ever June sales and best quarterly sales performance ever

**DEARBORN, Mich., July 2, 2013** – Ford Motor Company's U.S. June sales grew 13 percent compared with a year ago, marking Ford's best June sales results since 2006. Cars are up 12 percent, utilities are up 8 percent, and trucks are up 20 percent.

"In June, we continued to see strong demand across the entire lineup," said Ken Czubay, Ford vice president, U.S. Marketing, Sales and Service. "We're particularly encouraged by strong retail share gains, especially in coastal markets, where the combination of great design and fuel economy is resonating with customers – including many buying a Ford for the first time."

Ford small cars – including Fiesta, Focus and C-MAX – totaled 35,851, up 39 percent over last year and marking the best June small car performance in 13 years. Escape posted its best-ever monthly sales, up 1 percent at 28,694 vehicles. Escape set record sales for the fifth straight time this year. The small car performance, combined with strong demand for Escape and Fusion, is driving national share gains, especially in the critical western and southeastern areas of the U.S.

Posting a 23<sup>rd</sup> consecutive monthly sales increase, F-Series sales are up 24 percent at 68,009 vehicles. This was the best June sales month for F-Series since 2005.

The Lincoln MKZ posted its best-ever June sales, with 3,180 vehicles sold. In addition, the second quarter represented MKZ's best quarterly sales performance ever and its first time to exceed 10,000 cars in a quarter, with 10,682 sold.

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## **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 175,000 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](http://www.corporate.ford.com).*

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## FORD MOTOR COMPANY JUNE 2013 U.S. SALES

	<u>June</u>		%	<u>Year-To-Date</u>		%
	<u>2013</u>	<u>2012</u>	<u>Change</u>	<u>2013</u>	<u>2012</u>	<u>Change</u>
<b>SALES BY BRAND</b>						
Ford	228,174	200,215	14.0	1,255,007	1,101,661	13.9
Lincoln	<u>7,469</u>	<u>7,544</u>	-1.0	<u>38,288</u>	<u>41,962</u>	-8.8
Total Vehicles	235,643	207,759	13.4	1,293,295	1,143,623	13.1
<b>SALES BY TYPE</b>						
Cars	82,311	73,348	12.2	459,688	411,050	11.8
Utilities	67,885	63,121	7.5	376,153	325,531	15.6
Trucks	<u>85,447</u>	<u>71,290</u>	19.9	<u>457,454</u>	<u>407,042</u>	12.4
Total Vehicles	235,643	207,759	13.4	1,293,295	1,143,623	13.1
<b>FORD BRAND</b>						
Fiesta	9,363	4,589	104.0	38,164	31,326	21.8
Focus	23,144	21,186	9.2	134,785	131,423	2.6
C-MAX	3,344	0	NA	20,340	0	NA
Fusion	24,313	24,433	-0.5	161,146	136,849	17.8
Taurus	8,061	6,986	15.4	37,447	35,365	5.9
Police Interceptor Sedan	757	1,342	-43.6	5,143	2,856	80.1
Mustang	9,243	10,263	-9.9	43,111	48,624	-11.3
Crown Victoria	<u>0</u>	<u>241</u>	-100.0	<u>0</u>	<u>2,577</u>	-100.0
<b>Ford Cars</b>	78,225	69,040	13.3	440,136	389,020	13.1
Escape	28,694	28,500	0.7	156,626	127,167	23.2
Edge	13,579	10,259	32.4	68,971	65,436	5.4
Flex	2,421	3,140	-22.9	12,836	16,489	-22.2
Explorer	15,588	14,022	11.2	95,302	75,721	25.9
Police Interceptor Utility	1,009	603	67.3	5,941	2,173	173.4
Expedition	<u>3,211</u>	<u>3,361</u>	-4.5	<u>17,741</u>	<u>18,613</u>	-4.7
<b>Ford Utilities</b>	64,502	59,885	7.7	357,417	305,599	17.0
F-Series	68,009	55,025	23.6	367,486	301,141	22.0
Ranger	0	916	-100.0	0	18,442	-100.0
E-Series	13,180	12,101	8.9	65,963	67,265	-1.9
Transit Connect	3,532	2,693	31.2	20,446	16,954	20.6
Heavy Trucks	<u>726</u>	<u>555</u>	30.8	<u>3,559</u>	<u>3,240</u>	9.8
<b>Ford Trucks</b>	<u>85,447</u>	<u>71,290</u>	19.9	<u>457,454</u>	<u>407,042</u>	12.4
<b>Ford Brand</b>	228,174	200,215	14.0	1,255,007	1,101,661	13.9

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<b>LINCOLN BRAND</b>						
MKZ	3,180	3,137	1.4	14,440	14,539	-0.7
MKS	906	1,091	-17.0	5,112	6,804	-24.9
Town Car	<u>0</u>	<u>80</u>	-100.0	<u>0</u>	<u>687</u>	-100.0
<b>Lincoln Cars</b>	4,086	4,308	-5.2	19,552	22,030	-11.2
MKX	2,014	1,922	4.8	11,651	12,428	-6.3
MKT	689	697	-1.1	3,256	3,648	-10.7
Navigator	<u>680</u>	<u>617</u>	10.2	<u>3,829</u>	<u>3,856</u>	-0.7
<b>Lincoln Utilities</b>	<u>3,383</u>	<u>3,236</u>	4.5	<u>18,736</u>	<u>19,932</u>	-6.0
<b>Lincoln Brand</b>	7,469	7,544	-1.0	38,288	41,962	-8.8