



Ford Motor Company U.S. Sales Up 14 Percent; Ford Fusion, Escape and new Lincoln MKZ Continue Record-Setting Pace

- Ford Motor Company's May U.S. sales up 14 percent compared with a year ago; best May sales since 2006 with retail sales up 17 percent
- Escape delivers best month ever – sales up 26 percent year over year; Fusion sales up 10 percent – Fusion's best-ever May; both achieve monthly sales records for four straight months
- F-Series, America's best-selling pickup for 36 years, posts a 31 percent increase – best May sales since 2005 and first time F-Series breaks the 70,000 mark since March 2007
- Lincoln MKZ delivers its best-ever May sales performance
- Ford announces 2013 third-quarter production of 740,000 vehicles, up 10 percent from the prior year

DEARBORN, Mich., June 3, 2013 – Ford Motor Company's U.S. sales grew 14 percent in May, with cars up 9 percent, utilities up 15 percent and trucks up 18 percent. Retail sales increased 17 percent, marking the best May retail sales results since 2005.

“Our fuel-efficient Fusion and Escape have set monthly sales records for four straight months,” said Ken Czubay, Ford vice president, U.S. Marketing, Sales and Service. “F-Series sales – fueled by construction growth and pent-up demand – reached their highest level in more than six years.”

Fusion posted its best-ever May sales of 29,553 vehicles – with its strongest areas of sales growth in the western and southeastern areas of the U.S.

The fuel-efficient Escape small utility posted its best-ever sales month since being introduced 13 years ago – a 26 percent increase with 29,123 vehicles sold last month.

America's best-selling pickup, the F-Series had its strongest May sales result since 2005. F-Series' 71,604 sales in May represented a 31 percent increase versus last year and its 22nd straight monthly sales increase.

In May, Lincoln MKZ sales increased 42 percent versus last year. This represents MKZ's best-ever May sales, building on MKZ's best-ever sales month in April.

In addition, Ford announces its 2013 third-quarter North American production. The company plans to build 740,000 vehicles in the third quarter, up 10 percent from the 673,000 vehicles produced in the third quarter of 2012.

The third quarter plan includes the company's recent announcement to add 40,000 vehicles from a reduced July summer shutdown and the addition of 200,000 units of annualized straight-time capacity starting in the fall of this year.

Second quarter production of 800,000 vehicles is unchanged from previous guidance.

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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.

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FORD MOTOR COMPANY MAY 2013 U.S. SALES

	<u>May</u>		%	<u>Year-To-Date</u>		%
	<u>2013</u>	<u>2012</u>	<u>Change</u>	<u>2013</u>	<u>2012</u>	<u>Change</u>
SALES BY BRAND						
Ford	239,280	208,993	14.5	1,026,833	901,446	13.9
Lincoln	<u>7,305</u>	<u>7,274</u>	0.4	<u>30,819</u>	<u>34,418</u>	-10.5
Total Vehicles	246,585	216,267	14.0	1,057,652	935,864	13.0
SALES BY TYPE						
Cars	87,428	79,888	9.4	377,377	337,702	11.7
Utilities	70,707	61,271	15.4	308,268	262,410	17.5
Trucks	<u>88,450</u>	<u>75,108</u>	17.8	<u>372,007</u>	<u>335,752</u>	10.8
Total Vehicles	246,585	216,267	14.0	1,057,652	935,864	13.0
FORD BRAND						
Fiesta	6,693	6,080	10.1	28,801	26,737	7.7
Focus	27,186	24,769	9.8	111,641	110,237	1.3
C-MAX	3,711	0	NA	16,996	0	NA
Fusion	29,553	26,857	10.0	136,833	112,416	21.7
Taurus	6,515	6,844	-4.8	29,386	28,379	3.5
Police Interceptor Sedan	762	939	-18.8	4,386	1,514	189.7
Mustang	8,797	10,427	-15.6	33,868	38,361	-11.7
Crown Victoria	<u>0</u>	<u>292</u>	-100.0	<u>0</u>	<u>2,336</u>	-100.0
Ford Cars	83,217	76,208	9.2	361,911	319,980	13.1
Escape	29,123	23,077	26.2	127,932	98,667	29.7
Edge	13,501	11,749	14.9	55,392	55,177	0.4
Flex	3,163	3,818	-17.2	10,415	13,349	-22.0
Explorer	16,861	14,662	15.0	79,714	61,699	29.2
Police Interceptor Utility	1,148	876	31.1	4,932	1,570	214.1
Expedition	<u>3,817</u>	<u>3,495</u>	9.2	<u>14,530</u>	<u>15,252</u>	-4.7
Ford Utilities	67,613	57,677	17.2	292,915	245,714	19.2
F-Series	71,604	54,836	30.6	299,477	246,116	21.7
Ranger	0	1,607	-100.0	0	17,526	-100.0
E-Series	12,571	14,160	-11.2	52,783	55,164	-4.3
Transit Connect	3,709	3,937	-5.8	16,914	14,261	18.6
Heavy Trucks	<u>566</u>	<u>568</u>	-0.4	<u>2,833</u>	<u>2,685</u>	5.5
Ford Trucks	<u>88,450</u>	<u>75,108</u>	17.8	<u>372,007</u>	<u>335,752</u>	10.8
Ford Brand	239,280	208,993	14.5	1,026,833	901,446	13.9

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LINCOLN BRAND						
MKZ	3,490	2,458	42.0	11,260	11,402	-1.2
MKS	721	1,128	-36.1	4,206	5,713	-26.4
Town Car	<u>0</u>	<u>94</u>	-100.0	<u>0</u>	<u>607</u>	-100.0
Lincoln Cars	4,211	3,680	14.4	15,466	17,722	-12.7
MKX	1,831	2,197	-16.7	9,637	10,506	-8.3
MKT	621	812	-23.5	2,567	2,951	-13.0
Navigator	<u>642</u>	<u>585</u>	9.7	<u>3,149</u>	<u>3,239</u>	-2.8
Lincoln Utilities	<u>3,094</u>	<u>3,594</u>	-13.9	<u>15,353</u>	<u>16,696</u>	-8.0
Lincoln Brand	7,305	7,274	0.4	30,819	34,418	-10.5