

FORD MOTOR COMPANY DECEMBER 2015 U.S. SALES

	<u>December</u>		<u>%</u>	<u>Year-To-Date</u>		<u>%</u>
	<u>2015</u>	<u>2014</u>	<u>Change</u>	<u>2015</u>	<u>2014</u>	<u>Change</u>
SALES BY BRAND						
Ford	228,382	210,981	8.2	2,511,935	2,386,468	5.3
Lincoln	<u>10,860</u>	<u>9,690</u>	12.1	<u>101,227</u>	<u>94,474</u>	7.1
Total Vehicles	239,242	220,671	8.4	2,613,162	2,480,942	5.3
SALES BY TYPE						
Cars	57,989	60,557	-4.2	797,817	804,714	-0.9
Utilities	72,857	64,159	13.6	804,325	745,829	7.8
Trucks	<u>108,396</u>	<u>95,955</u>	13.0	<u>1,011,020</u>	<u>930,399</u>	8.7
Total Vehicles	239,242	220,671	8.4	2,613,162	2,480,942	5.3
FORD BRAND						
Fiesta	3,550	3,724	-4.7	64,458	63,192	2.0
Focus	11,005	14,883	-26.1	202,478	219,634	-7.8
C-MAX	1,416	1,962	-27.8	21,768	27,595	-21.1
Fusion	25,576	23,166	10.4	300,170	306,860	-2.2
Taurus	3,250	3,061	6.2	39,051	52,395	-25.5
Police Interceptor Sedan	772	687	12.4	9,765	10,234	-4.6
Mustang	<u>8,742</u>	<u>9,511</u>	-8.1	<u>122,349</u>	<u>82,635</u>	48.1
Ford Cars	54,311	56,994	-4.7	760,039	762,545	-0.3
Escape	27,954	25,603	9.2	306,492	306,212	0.1
Edge	10,263	7,940	29.3	124,120	108,864	14.0
Flex	1,735	1,786	-2.9	19,570	23,822	-17.8
Explorer	18,892	16,632	13.6	224,309	189,339	18.5
Police Interceptor Utility	2,775	1,832	51.5	24,942	20,655	20.8
Expedition	<u>4,056</u>	<u>4,239</u>	-4.3	<u>41,443</u>	<u>44,632</u>	-7.1
Ford Utilities	65,675	58,032	13.2	740,876	693,524	6.8
F-Series	85,211	74,355	14.6	780,354	753,851	3.5
E-Series	3,722	5,256	-29.2	50,788	103,263	-50.8
Transit	12,547	10,030	25.1	117,577	20,448	475.0
Transit Connect	5,280	5,012	5.3	52,221	43,210	20.9
Heavy Trucks	<u>1,636</u>	<u>1,302</u>	25.7	<u>10,080</u>	<u>9,627</u>	4.7
Ford Trucks	<u>108,396</u>	<u>95,955</u>	13.0	<u>1,011,020</u>	<u>930,399</u>	8.7
Ford Brand	228,382	210,981	8.2	2,511,935	2,386,468	5.3

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LINCOLN BRAND						
MKZ	3,207	2,636	21.7	30,901	34,009	-9.1
MKS	<u>471</u>	<u>927</u>	-49.2	<u>6,877</u>	<u>8,160</u>	-15.7
Lincoln Cars	3,678	3,563	3.2	37,778	42,169	-10.4
MKC	2,566	2,310	11.1	24,590	13,077	88.0
MKX	2,960	1,669	77.4	22,199	23,995	-7.5
MKT	406	356	14.0	4,696	4,800	-2.2
Navigator	<u>1,250</u>	<u>1,792</u>	-30.2	<u>11,964</u>	<u>10,433</u>	14.7
Lincoln Utilities	<u>7,182</u>	<u>6,127</u>	17.2	<u>63,449</u>	<u>52,305</u>	21.3
Lincoln Brand	10,860	9,690	12.1	101,227	94,474	7.1