



Ford's Sales in Greater China Rebound in the Second Quarter; Grow 3 Percent Year-Over-Year

- Total of 158,589 vehicles were sold during the second quarter, representing a 3 percent growth year-over-year and 78.7 percent sales increase compared to first quarter 2020
- Strong consumer demand and favorable product mix supported by new vehicle launches helped drive sales rebound
- Transit commercial vehicles experienced solid year-over-year growth of 60.9 percent, as did Lincoln luxury vehicles on gains of 12.0 percent

SHANGHAI, July 9, 2020 – Ford and its joint ventures, Changan Ford, JMC and Ford Lio-Ho, sold 158,589 vehicles in Greater China in the second quarter. Driven by strong demand following the lifting of COVID-19 pandemic restrictions, Ford's quarterly sales grew 3 percent year-over-year and 78.7 percent quarter-to-quarter.

The company's refreshed vehicle lineup, including the addition of the all-new Ford Escape and Lincoln Corsair, offered a favorable product mix to meet consumer needs. Sales were particularly strong in the commercial vehicle and luxury segments. Double-digit year-over-year increases were achieved by Transit commercial vehicles with sales of 15,007 units, up 60.9 percent, and Lincoln luxury vehicles with sales of 13,896 units, up 12.0 percent.

Second quarter sales highlights

- Ford brand SUVs sold 30,462 units in the second quarter, flat year-over-year, but an increase of 82.1 percent over the first quarter. Sales of the all-new Escape reached 11,290 units in the second quarter, while orders for the locally built Explorer, launched in mid-June, surpassed 2,000 units in the first two weeks of its launch.
- Lincoln brand luxury vehicles experienced consecutive sales increases in the three months of the quarter. Sales in May and June both exceeded the monthly record of 5,000 units, driven in large part by the popularity of the newly launched, locally built Lincoln Corsair, which sold 6,968 units in the quarter.
- JMC sales of both Ford and indigenous brand vehicles reached 80,224 units in the second quarter, representing 33.8 percent growth year-over-year and more than double the volume sold in the first quarter.
- Ford Lio-Ho sold 5,223 vehicles in Taiwan in the quarter, an increase of 1.8 percent year-over-year and 7.0 percent quarter-to-quarter. All-new Ford Kuga, also launched in mid-June in Taiwan, received nearly 2,000 orders. Second quarter sales volume was impacted by pandemic-related supply issues, which have since been resolved, and the delayed launch of the all-new Kuga.

Ford China intends to build on its sales momentum by accelerating the launch of new products and localization strategies. June's launch of the locally built all-new Explorer strengthened Ford's robust portfolio of SUV offerings that also includes Escape, Kuga, Edge and Territory S to address a wide spectrum of consumer needs.

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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; mobility solutions, including self-driving services; and connected services. Ford employs approximately 188,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit www.corporate.ford.com.

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