

## Ford of Europe Fact Sheet – November 2017

**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, autonomous vehicles and mobility solutions. Ford employs approximately 203,000 people worldwide. For more information regarding Ford, its products and Ford Motor Credit Company, please visit [www.corporate.ford.com](http://www.corporate.ford.com).

**Ford of Europe** is responsible for producing, selling and servicing Ford brand vehicles in 50 individual markets and employs approximately 52,000 employees at its wholly owned facilities and approximately 66,000 people when joint ventures and unconsolidated businesses are included. In addition to Ford Motor Credit Company, Ford Europe operations include Ford Customer Service Division and 24 manufacturing facilities (16 wholly owned or consolidated joint venture facilities and eight unconsolidated joint venture facilities). The first Ford cars were shipped to Europe in 1903 – the same year Ford Motor Company was founded. European production started in 1911.

### November 2017 Sales Volume (registrations)

	November '17	YTD November '17
<b>Euro 20<sup>1</sup></b>		
<b>Industry</b>	1,439,200 up 71,600 / 5.2 % vs. Nov.'16	16,335,700 up 600,000 / 3.8 % vs. YTD '16
<b>Ford</b>	108,100 up 4,200 / 4.0 % vs. Nov.'16	1,261,000 up 13,200 / 1.1 % vs. YTD '16
<b>Euro 22<sup>2</sup></b>		
<b>Industry</b>	1,694,100 up 66,700 / 4.1 % vs. Nov.'16	18,632,900 up 729,600 / 4.1 % vs. YTD '16
<b>Ford</b>	126,400 up 5,400 / 4.4 % vs. Nov.'16	1,404,300 up 19,700 / 1.4 % vs. YTD '16
<b>Total Euro 50<sup>3</sup></b>		
<b>Industry</b>	1,742,500 up 70,600 / 4.2 % vs. Nov.'16	19,184,900 up 793,200 / 4.3 % vs. YTD '16
<b>Ford</b>	129,500 up 5,000 / 4.0 % vs. Nov.'16	1,438,700 up 24,900 / 1.8 % vs. YTD '16

<sup>1</sup> The Euro 20 markets are: Austria, Belgium, Britain, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Netherlands, Norway, Poland, Portugal, Spain, Romania, Sweden and Switzerland.

<sup>2</sup> The Euro 22 markets are: Euro 20 plus Russia and Turkey.

<sup>3</sup> Total Euro 50 composed of EURO 22 registrations and EDM28 retail sales, as total EDM28 registrations figures are not available. Industry retail sales data not available. EDM 28 or European Direct Markets are: Albania, Andorra, Armenia, Azerbaijan, Belarus, Bosnia-Herzegovina, Bulgaria, Croatia, Cyprus, Estonia, Georgia, Gibraltar, Kazakhstan, Kyrgyzstan, Kosovo, Latvia, Lithuania, Macedonia, Malta, Moldova, Montenegro, Serbia, Slovakia, Slovenia, Tajikistan, Turkmenistan, Ukraine and Uzbekistan

### Nov 2017 Market Share \*

	November '17	YTD November '17
<b>Euro 20</b>	7.5% down 0.1 ppts vs. Nov.'16	7.7% down 0.2 ppts vs. YTD '16
<b>Total Euro 22</b>	7.5% up 0.1 ppts vs. Nov.'16	7.5% down 0.2 ppts vs. YTD '16
<b>Total Euro 50</b>	7.4% flat 0.0 ppts vs. Nov.'16	7.5% down 0.2 ppts vs. YTD '16

\* Ford share calculated with preliminary industry results for some markets. Therefore, industry and share are subject to change slightly due to minor adjustments in some markets as official sources publish their final industry data.

**\*\* Nov 2017 Retail Market Share**

	November '17	YTD November '17
Key European markets	7.1% down 0.5 ppts vs YAGO	7.5% down 0.3 ppts vs YAGO

\*\* The Key European markets are: Britain, Germany, France, Italy and Spain. Ford volume and Industry in these markets represent 75 to 80% of the Europe 20 volume.

**Ford Top 5 Markets ranked by Nov volume (registrations)**

Market	November '17			
	Volume	o/(u) '16	Share	o/(u) '16
1. Britain	26,900	(3,400)	13.9 %	0.0 ppts
2. Germany	26,400	3,100	7.9 %	0.4
3. Turkey	13,300	100	12.9 %	2.2
4. Italy	13,000	800	7.3 %	0.1
5. France	9,400	1,200	4.2 %	0.2

Market	YTD November '17			
	Volume	o/(u) '16	Share	o/(u) '16
1. Britain	382,200	(23,800)	13.8 %	(0.1) ppts
2. Germany	268,800	7,400	7.6 %	0.0
3. Italy	145,200	10,200	7.2 %	0.0
4. France	104,000	8,500	4.4 %	0.1
5. Turkey	98,600	100	11.8 %	0.3

**Top 5 Markets ranked by Ford's share in Nov**

Market	November '17			
	Share	o/(u) '16	Volume	o/(u) '16
1. Britain	13.9 %	0.0 ppts	26,900	(3,400)
2. Ireland	13.8 %	(1.0)	200	-
3. Turkey	12.9 %	2.2	13,300	100
4. Hungary	11.0 %	0.2	1,700	300
5. Finland	9.1 %	0.1	1,000	100

Market	YTD November '17			
	Share	o/(u) '16	Volume	o/(u) '16
1. Britain	13.8 %	(0.1) ppts	382,200	(23,800)
2. Turkey	11.8 %	0.3	98,600	100
3. Ireland	11.3 %	(1.2)	17,900	(4,200)
4. Hungary	11.3 %	(0.9)	14,600	1,000
5. Romania	8.9 %	1.1	11,000	2,700

**Nov Sales by vehicle line (Euro 20)**

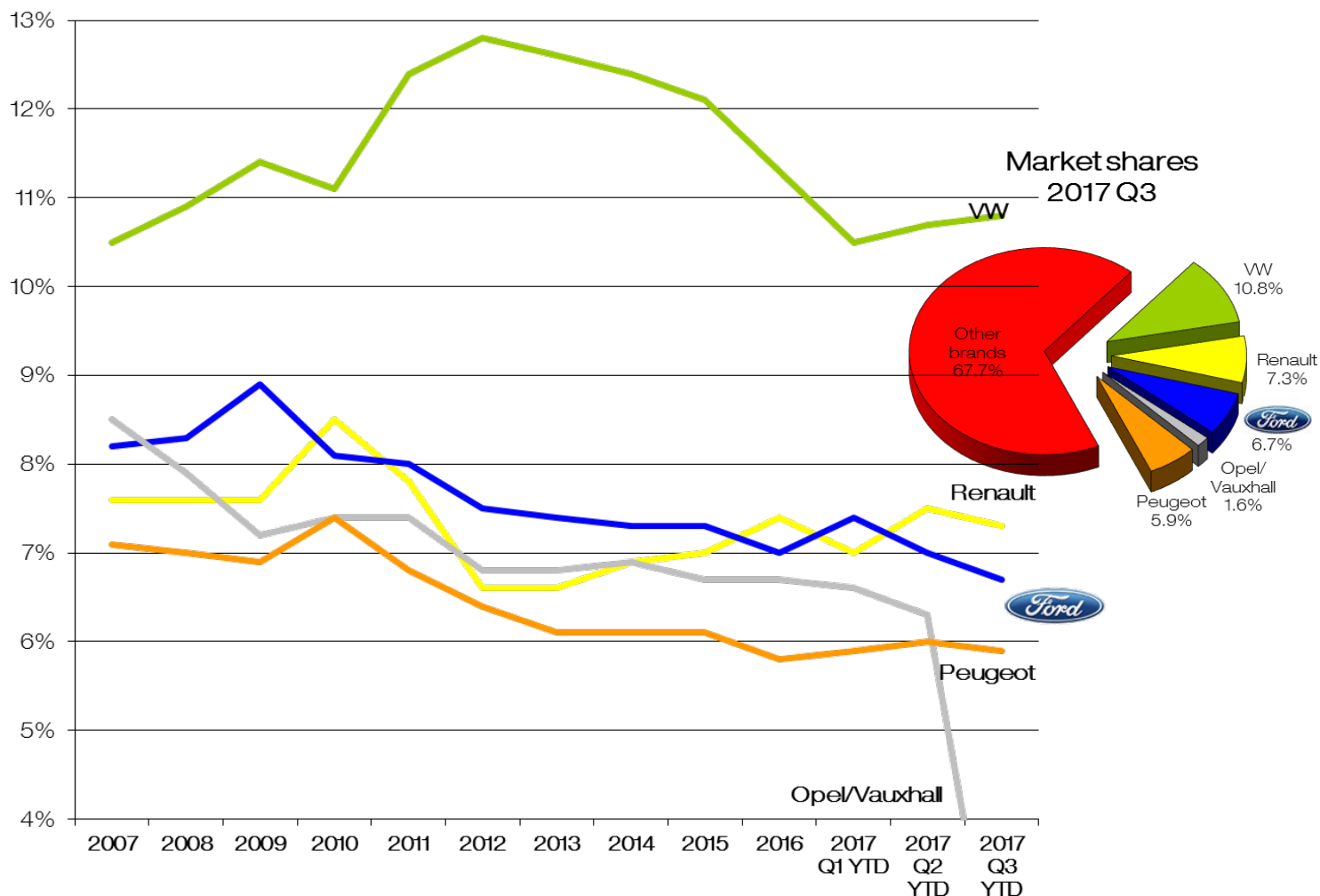
Model	November '17	o/(u) November '16	YTD November '17	o/(u) YTD November '16
KA		(100)	100	(21,000)
KA+	3,400	400	46,900	38,900
Fiesta	21,100	(1,700)	236,500	(38,100)
B-MAX	2,100	(500)	41,900	4,500
Ecosport	3,800	(400)	59,900	6,500
Focus	17,100	1,800	195,800	1,800
C-MAX	5,600	(400)	62,500	(12,600)
Kuga	12,500	5,200	139,400	28,000
Mondeo	4,000	(1,200)	52,400	(14,000)
S-MAX	2,600	(500)	29,100	(8,600)
Galaxy	1,400	(100)	17,200	(1,800)
Mustang	1,100	300	12,300	(2,100)
Edge	900	(600)	15,000	7,300
Tourneo Courier	1,500	200	14,600	1,400
Tourneo Connect	1,100	(200)	14,000	(600)
Tourneo Custom	1,100	400	12,200	4,800
Transit Courier	2,000	200	17,800	2,600
Transit Connect	5,500	1,000	51,700	4,900
Transit Custom	9,700	-	112,100	3,800
Transit	7,100	200	82,500	5,000
Ranger	4,200	500	40,200	5,000
Other ****	500	(300)	7,000	(2,700)
<b>Total Sales</b>	<b>108,100</b>	<b>4,200</b>	<b>1,261,000</b>	<b>13,200</b>

\*\*\*\* Figures largely include vehicles such as Car Derived Vans and imports.

### Market Share Development 2007-2017

Graphic based upon data published by ACEA (European Automobile Manufacturers' Association, [www.acea.be](http://www.acea.be)); data reflect new passenger car registrations. From January 2010, these figures include all countries of the European Union except Malta. Graphic updated on a quarterly basis.

Market share



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017 Q1 YTD	2017 Q2 YTD	2017 Q3 YTD
<b>VW</b>	10.5%	10.9%	11.4%	11.1%	12.4%	12.8%	12.6%	12.4%	12.1%	11.3%	10.5%	10.7%	10.8%
<b>Renault</b>	7.6%	7.6%	7.6%	8.5%	7.8%	6.6%	6.6%	6.9%	7.0%	7.4%	7.0%	7.5%	7.3%
<b>Ford</b>	8.2%	8.3%	8.9%	8.1%	8.0%	7.5%	7.4%	7.3%	7.3%	7.0%	7.4%	7.0%	6.7%
<b>Opel/Vauxhall</b>	8.5%	7.9%	7.2%	7.4%	7.4%	6.8%	6.8%	6.9%	6.7%	6.7%	6.6%	6.3%	1.6%
<b>Peugeot</b>	7.1%	7.0%	6.9%	7.4%	6.8%	6.4%	6.1%	6.1%	6.1%	5.8%	5.9%	6.0%	5.9%
<b>Other brands</b>	58.1%	58.3%	58.0%	57.5%	57.6%	59.9%	60.5%	60.4%	60.8%	61.8%	62.6%	62.5%	67.7%
<b>Top 5 brands</b>	41.9%	41.7%	42.0%	42.5%	42.4%	40.1%	39.5%	39.6%	39.2%	38.2%	37.4%	37.5%	32.3%
<b>Ford rank</b>	3	2	2	3	2	2	2	2	2	3	2	3	3



## Ford of Europe Manufacturing Facilities

### Body & Assembly Plants

Plant	Products
<b>Cologne Body &amp; Assembly</b> (Germany)	Fiesta, Fiesta ST, Fiesta Vignale
<b>Saarlouis Body &amp; Assembly</b> (Germany)	Focus, Focus Electric, Focus ST, Focus RS, C-MAX, Grand C-MAX
<b>Valencia Body &amp; Assembly</b> (Spain)	Mondeo, Kuga, Transit Connect, Tourneo Connect, S-MAX, Galaxy, Mondeo Vignale, Kuga Vignale, S-MAX Vignale
<b>Craiova</b> (Romania)	EcoSport
<b>Ford Otosan Assembly</b> (Turkey); Joint venture includes vehicle assembly at facilities in Kocaeli (Golcık and Yeniköy) and Eskisehir İnönü	<ul style="list-style-type: none"> <li>• Transit, Transit Custom, Tourneo Custom (Golcık)</li> <li>• Transit Courier, Tourneo Courier (Yeniköy)</li> <li>• Cargo Heavy Truck (Eskisehir İnönü)</li> </ul>
<b>Ford Sollers</b> (Russia), Joint venture includes production facilities close to St. Petersburg, and two plants in Tatarstan (Elabuga and Naberezhnye Chelny)	For local market: <ul style="list-style-type: none"> <li>• Focus, Mondeo (St. Petersburg)</li> <li>• Transit, Kuga, Explorer (Elabuga)</li> <li>• Fiesta (Naberezhnye Chelny)</li> </ul>

### Engine Plants

Plant	Products
<b>Bridgend Engine – South Wales</b> (United Kingdom)	<b>1.5 L I4 EcoBoost</b> – Focus, C-MAX, Grand C-MAX, Kuga, Mondeo, S-MAX, Galaxy <b>4.0 L V6 SIC</b> – supplied to other OEMs <b>5.0 L V8 NA/SC</b> – supplied to other OEMs
<b>Valencia Engine</b> (Spain)	<b>2.0 L I4 EcoBoost</b> – Focus ST, Mondeo, Escape/Kuga, Explorer, Edge, Fusion, Taurus, Flex, Falcon, also supplied to other OEMs <b>2.3L GTDI - I4 EcoBoost</b> – Focus RS, Mustang and Lincoln
<b>Cologne Engine</b> (Germany)	<b>1.0 L I3 EcoBoost</b> – Fiesta, EcoSport, Focus, C-MAX and Grand C-MAX, Transit Courier, Tourneo Courier, Transit Connect, Tourneo Connect <b>4.7 L V8</b> – supplied to other OEMs <b>5.2 L V12</b> – supplied to other OEMs <b>6.0 L V12</b> – supplied to other OEMs
<b>Dagenham Engine</b> (United Kingdom)	<b>1.5 L I4 Duratorq TDCI</b> – Fiesta, Focus, Tourneo Courier, Transit Courier <b>1.6 L I4 Duratorq TDCI</b> –, Transit Connect, Transit Courier, Tourneo Connect, Tourneo Courier, EcoSport (FSAO), also supplied to other OEMs <b>2.2 L I4 Duratorq TDCi</b> – Transit, Transit Custom, Tourneo Custom also supplied to other OEMs <b>2.7 L /3.0 L V6 Diesel</b> – supplied to other OEMs
<b>Craiova Engine Plant</b> (Romania)	<b>1.0 L I3 EcoBoost</b> – Fiesta, Focus, Transit Connect, Mondeo, EcoSport
<b>Ford Otosan Engine İnönü</b> (Turkey); Joint Venture	<b>7.3 L / 9.0 L I6 Diesel</b> – Cargo Heavy Truck <b>2.2 L I4 Duratorq TDCi</b> – Transit, Transit Custom, Tourneo Custom
<b>Ford Sollers Engine Elabuga</b> (Russia); Joint Venture	<b>1.6 L I4 Ti-VCT</b> – Fiesta, EcoSport, Focus (all models produced in Russia for the Russian market)

**Transmission Plants**

<b>Plant</b>	<b>Products</b>
<b>Bordeaux Automatic Transmission</b> (France)	Machining and assembly of several component parts, including 6F35 automatic 6-speed transmission, DC 500 dual-clutch transmission and 1.0 L I3 EcoBoost engine front cover
<b>Bordeaux Transmission</b> (France) Note: 50/50 JV Ford/Getrag	<b>IB5 Transmissions:</b> Fiesta, B-MAX, Focus, C-MAX, Mondeo, also supplied to other OEMs <b>MX65 Transmissions:</b> EcoSport, Fiesta, Focus, Transit Courier
<b>Cologne Transmission</b> (Germany) Note: 50/50 JV Ford/Getrag	<b>MTX75 Transmissions:</b> Focus, Transit Connect, also supplied to other OEM <b>VMT6 Transmissions:</b> Transit <b>MMT6 Transmissions:</b> Mondeo, Focus, C-MAX, Kuga, Transit Connect <b>M66 Transmissions :</b> Mondeo, also transmissions for other OEMs
<b>Halewood Transmission</b> (UK) Note: 50/50 JV Ford/Getrag	<b>MT82 Transmissions:</b> Transit <b>B6 Transmissions:</b> Fiesta, B-MAX, C-MAX (Compact and Grand), Focus, Kuga, Mondeo, also supplied to other OEMs
<b>Kechnec Transmission</b> Kechnec/Kosice (Slovakia) Note: 50/50 JV Ford/Getrag	<b>MPS6 Transmissions:</b> Ford Focus, C-MAX, Kuga, Mondeo, also transmissions for other OEMs

**Tool & Die Plants / Stamping Plants**

<b>Plant</b>	<b>Products</b>
<b>Cologne Tool &amp; Die</b> (Germany)	<b>Stamping dies, fixtures, jigs, soft tooling and die repairs for all Ford vehicles</b>

**Casting/Forging Aluminum Plants**

<b>Plant</b>	<b>Products</b>
<b>Cologne Die Cast Plant</b> (Germany)	<b>Aluminum die castings for transmissions and engines</b>
<b>Cotarko Cologne GmbH</b> Note: completely owned by Ford (formerly 50/50 JV Ford/Neumayer)	<b>Gears, ring gears, shafts, chassis and engine components</b>

**Product Development / Research Centers**

<b>Ford European Research &amp; Innovation Center, Aachen</b> (Germany), majority of employees based in Aachen; plus Cologne Merkenich	Global responsibility for R&A diesel engines, vehicle dynamics, driver assistance and active safety systems. Other R&A activities: <ul style="list-style-type: none"> <li>• Connectivity including car-to-x communication</li> <li>• New combustion engines, electrification technologies, fuel cell technologies</li> <li>• Lightweight, new materials, vehicle interior concepts</li> </ul>
<b>Dunton</b> (United Kingdom)	Centre of Excellence for Powertrain Engineering Commercial Vehicle Centre of Excellence/ Global Lead for Commercial Vehicles <ul style="list-style-type: none"> <li>• Global engineering Lead for: Exhaust Systems</li> <li>• Powertrain Mounting Systems and Powertrain Controls</li> <li>• Manual Transmission, Clutch and Dual Mass Flywheel (DMF)</li> </ul>
<b>Cologne Merkenich</b> (Germany)	Centre of Excellence for Passenger Cars (Global B-/ C-Cars), Product Planning and Design <ul style="list-style-type: none"> <li>• Global engineering Lead for Chassis &amp; Vehicle Engineering, Active Safety, HMI (Human Machine Interface), Craftsmanship</li> </ul>
<b>Sancaktepe, Istanbul - Ford Otosan R&amp;D Center</b> (Turkey); Joint Venture	Center of Excellence for Heavy Trucks and Heavy Duty Diesel Powertrain <ul style="list-style-type: none"> <li>• Global engineering lead for Cargo heavy trucks and related powertrains</li> <li>• Global support for diesel powertrain engineering</li> <li>• Global support for light commercial vehicle development (B- &amp; C-car derived Integrated Style Vans)</li> </ul>

**Ford of Europe Leadership Team:**

<b>Name</b>	<b>Position</b>
<b>Steven Armstrong</b>	Group Vice President and President, Europe, Middle East and Africa, Ford Motor Company
<b>Joe Bakaj</b>	Vice President, Product Development, Ford of Europe
<b>Birgit Behrendt</b>	Vice President, Joint Ventures, Alliances and Commercial Affairs
<b>Dale Wishnousky</b>	Vice President, Manufacturing, Ford of Europe
<b>John Harris</b>	Vice President, Legal Affairs, Ford of Europe
<b>Gunnar Hermann</b>	Vice President, Quality, Ford of Europe
<b>Andrew McCall</b>	Vice President, Government and Community Relations, Ford of Europe
<b>Bob Holycross</b>	Global Director Vehicle Homologation & Compliance / Vice President, Sustainability, Environment and Safety Engineering, Ford of Europe
<b>Werner Puetz</b>	Vice President, Purchasing, Ford of Europe
<b>Nick Rothwell</b>	Chairman, Ford Credit Europe
<b>Peter Godsell</b>	Vice President, Human Resources, Ford of Europe
<b>David Buttery</b>	IT Director, Ford of Europe
<b>Roelant de Waard</b>	Vice President, Marketing, Sales and Service, Ford of Europe
<b>Will Periam</b>	Chief Financial Officer, Ford of Europe
<b>Sarah-Jayne Williams</b>	Director, Smart Mobility

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