

**Ford Reports Adjusted
Third Quarter Pre-Tax
Profit of \$1.4 Billion
\$10.2 Billion for 2016**

October 27, 2016

Today, we are announcing that we delivered a 2016 third quarter pre-tax profit of \$1.4 billion.

While our third-quarter profit was better than we expected and the guidance we provided during Investor Day last month, all key metrics were lower than a year ago, consistent with our expectations.

The decline from last year is due primarily to our results in North America, which reflect the impact of the Super Duty launch, F-150 stock changes and increased warranty costs associated with the door latch recall we announced in September.

On the very positive side, in Asia Pacific, we delivered our best-ever third quarter profit and year-over-year improvements in all key metrics. In Europe, we earned our sixth consecutive profitable quarter and best third quarter profit since 2007. Ford Credit also delivered strong results and grew pre-tax profit.

Importantly, for the full year, we remain on track to deliver one of our best profit years ever, with pre-tax profit of about \$10.2 billion for the company.

We are monitoring the business environment and taking actions to address the ongoing challenges of a plateauing U.S. retail industry, higher incentives in the U.S., and uncertainty in Europe due to Brexit.

To achieve our plan, we need the entire Ford team to remain focused on our strategy and roadmap to grow our business as we expand to be both an auto and a mobility company, which consist of:

- **Fortifying the strengths in our core business;**
- **Transforming traditionally underperforming parts of our core business, and**
- **Growing in emerging opportunities -- electrification, autonomy and mobility.**

You can view our news release [here](#) with details on our third quarter performance.

On behalf of the entire leadership team, thank you for all you are doing to build a strong and profitable Ford.

Mark

