

2019 GLOBAL FLEET REFERENCE GUIDE





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WE WANT TO HELP KEEP YOU MOVING FORWARD

With a full line of high-quality Ford cars, trucks and SUVs, an array of luxurious Lincoln vehicles, approximately 12,000 dealers in 156 markets, global manufacturing facilities, and over 200,000 employees around the world, we’re a major, trusted source for fleet and commercial customers. If you need automobiles – whether it’s a few or a few thousand – to carry on business, we can supply them to you. We have a clear strategy for executing multiple regional agreements into a single International Framework Agreement. Understanding the differences between regions to avoid the one-size-fits-all approach is crucial. Markets are unique and diverse around the globe and, therefore, require strategies to leverage the strengths and opportunities within each.

By leveraging the Ford and Lincoln global product lineup with a specialized team of fleet experts, Ford Global Fleet tailors products and aftersales support to meet the needs of our customers. From our special incentives to our specialized abilities, returning customers already know how productive it can be to have us on their side. Experience our proven implementation processes and best practices to achieve beneficial efficiencies.

Accelerating today for a better tomorrow, Ford Motor Company is committed to serving the wants and needs of customers around the world by utilizing its local, regional and global resources to maximum advantage. This is key to our Ford Global Fleet Difference too.





OPERATIONAL EXCELLENCE

We're trusted to design and manufacture vehicles that achieve high levels of safety over a wide range of real-world conditions.

Safety and security are fundamental aspects of quality. Our Quality Operating System (QOS) continues to deliver well-crafted, safe and secure vehicles. This extensive process includes real-world safety data, driver behavior considerations, road infrastructure and environmental factors, regulatory safety requirements, and voluntary industry agreements.

CONTINUOUS IMPROVEMENT

Using state-of-the-art crash-test facilities – in Dearborn, Michigan; Merkenich, Germany; and Dunton, England – we conduct engineering analyses, computer simulations and crash-testing to evaluate the performance of vehicles and components.

In Dearborn, we also have a motion-based driving simulator called VIRTTEX (VIRtual Test Track EXperiment), that we use to help us research advanced driver-assist features, human-machine interface (HMI) concepts, and other driving-related human-factor topics such as drowsy driving and distracted driving.

GLOBAL PRODUCT DEVELOPMENT

Our commitment to advancing vehicle safety includes the research and development of technologies that further protect occupants and other vulnerable road users in a variety of situations.

Our computer models and anthropomorphic test devices (ATDs), or “crash-test dummies,” reflect changing global demographics to investigate the specific needs of occupants, and to research possible countermeasures. We're working with industry to develop and enhance the repeatability, reproducibility, biofidelity and durability of next-generation ATDs – including 2 midsized ATDs for testing front and side impacts – so that they more closely simulate the responses of human occupants in crashes.



SAFETY FIRST

To this day, safety belts remain one of the most important vehicle safety technologies available. Inflatable rear outboard safety belts – which incorporate airbag technology to help reduce the risk of head, neck and chest injuries for rear passengers – are available on an increasing number of our models. MyKey® can be put into service in more than 9 million Ford and Lincoln vehicles around the world. It can be programmed for great benefit in fleet operations by encouraging front safety belt use through Belt-Minder®, limiting top speed, providing speed-limit alert chimes, displaying an earlier low-fuel warning, keeping audio volume down, and even preventing safety and driver-assist systems from being disabled.

CRASHWORTHY+

We're integrating more ultra-high-strength steels, plastics and composites, as well as military-grade aluminum alloy,¹ to design vehicle architecture that offers equivalent or better crash performance (to help best protect your invaluable assets – your drivers) while reducing vehicle weight and improving efficiency. The SOS Post-Crash Alert System,TM fitted as standard on most Ford and Lincoln vehicles, is designed to alert passersby and first responders to a vehicle's location. In the event of airbag or safety belt pretensioner activation, it automatically starts the hazard lights and, except in European vehicles, sounds the horn. The system also sends a signal to unlock the vehicle doors to aid occupant exit and first-responder access.

HOLISTIC APPROACH

Standard safety features on many Ford and Lincoln vehicles include: AdvanceTrac® ESC (electronic stability control) or AdvanceTrac with RSC® (Roll Stability ControlTM); 4-wheel Anti-Lock Brake System (ABS); Personal Safety SystemTM for driver and front passenger with dual-stage front airbags; side-curtain airbags or Safety Canopy® System; and driver's knee airbag.

The SecuriLock® Passive Anti-Theft Engine Immobilizer System is a standard security measure on most Ford and Lincoln vehicles. Plus, more of our vehicles are getting outfitted with a standard Remote Keyless Entry System and perimeter alarm.

¹6000-series aluminum alloy.



LENDING AN EXCEPTIONALLY HELPFUL HAND

A variety of Ford technologies, in addition to handling and braking capabilities, can assist drivers by helping control the vehicle or alerting the driver to potential collisions. These technologies can also support routine tasks by improving comfort and reducing demands on the driver. Driver-assistance measures will continue to advance to provide more support in certain situations, such as when changing lanes, in traffic jams, and on freeway trips. The driver will always remain in the loop to take control, if required.

AN ADVANCED STATE OF ASSISTANCE

Ford and Lincoln vehicles can be equipped with a range of beneficial driver-assist technologies that rely on radar and/or sonar and/or cameras to sense and interpret the environment. Please note: This helpful equipment isn't offered in all markets or on all vehicles.

- **Active City Stop¹** works at low speeds – if it detects a collision risk, the brakes are precharged; if the driver doesn't respond in time, the system applies the vehicle's brakes
- **Pre-Collision Assist With Pedestrian Detection^{1,2}** scans ahead and, if a collision risk with a vehicle or a pedestrian is detected, provides a collision warning^{1,2} to the driver; if needed, brake support^{1,2} precharges brake-assist sensitivity for full responsiveness; if a collision is imminent, active braking^{1,2} may automatically apply the brakes; an advanced version now works at night too
- **Adaptive Cruise Control With Stop-And-Go¹** scans for slower vehicles and adjusts your speed; the system can follow the vehicle in front to a complete stop while maintaining a preset gap

- **Lane-Keeping System¹** can detect lane markings and apply torque to the steering wheel; if needed, vibration pulses are sent to the wheel to prompt steering back toward center;³ should multiple incidents occur, the Driver Alert System¹ displays a coffee cup icon to signify time for a break
- **Adjustable Speed Limiter Device (ASLD)¹** allows the driver to set a speed limit that can't be exceeded by normal accelerator-pedal operation
- **Traffic Sign Recognition¹** informs the driver of the speed limit, warning when this limit is exceeded
- **Intelligent Speed Assist¹** automatically adjusts the set speed to the detected speed limit
- **BLIS[®] (Blind Spot Information System) With Cross-Traffic Alert¹** warns with an indicator light in either sideview mirror;⁴ cross-traffic functions when slowly backing up
- **Enhanced Active Park Assist System¹** includes parallel parking¹ and reverse perpendicular parking;¹ park out assist¹ provides steering assistance in a tight squeeze

- **360-Degree Camera With Split-View Display¹** has 4 cameras for a bird's-eye view of surroundings
- **Side-Wind Stabilization⁵** helps handle sudden gusts

More innovative choices: EcoBoost[®], all-new EcoBlue[®], and alternative-fuel technology. We offer a wide selection of turbocharged, gasoline direct-injection EcoBoost engines⁶. The state-of-the-art 2.0L 4-cylinder EcoBlue engine⁶ is the first in a line of advanced diesel powerplants from Ford. Every flexible-fuel vehicle (FFV) thrives on E85, unleaded gasoline, or any blend of the two. Our 6.7L Power Stroke[®] V8 engine performs on B20 biodiesel, petrodiesel, or a mix of both. And the CNG (compressed natural gas)/Propane Gaseous Engine Prep Package is available for upfitting on Built Ford Tough[®] vehicles⁷.

¹Available feature. Driver-assist features are supplemental and do not replace the driver's attention, judgment and need to control the vehicle. ²Pre-Collision Assist with Pedestrian Detection can detect pedestrians, but not in all conditions and does not replace safe driving. See owner's manual for system limitations. ³Lane-Keeping System does not control steering. ⁴BLIS replaces standard integrated blind spot mirrors, where applicable. ⁵Remember that even advanced technology cannot overcome the laws of physics. It's always possible to lose control of a vehicle due to inappropriate driver input for the conditions. ⁶Available feature. ⁷Upfit through a Ford Qualified Vehicle Modifier (QVM). Vehicle will be equipped with the standard factory gasoline fuel system. This package does not include CNG/propane fuel tanks and lines, etc. See your dealer for details.

MOBILITY FOR A BETTER WORLD

Going further – the right way. Our long-term vision is not just about selling more cars. It's to make people's lives better by changing the way the world moves. In the process, we can help shape a better Earth through acting responsibly and doing our part to address issues that affect people and the planet.

Our strategy reflects the changing world around us. It recognizes seismic shifts in lifestyles, aspirations and consumer trends, especially among millennials, shaped by digitization and the sharing economy. Our plans also address the realities of rapidly growing cities, air quality concerns, congestion and climate change.

Ethics are the foundation of our drive to make people's lives better. Our commitment to acting responsibly, including accountability for our impact around the world, is formalized in our company policies and compliance practices, and reinforced by our senior leadership.

MOBILITY AND AUTONOMY

We've been a leading player in autonomous vehicle (AV) technology development for more than 10 years.

We're testing Level 4 AVs with safety drivers on the road right now. Marrying our AV technology expertise with our proven ability to commercialize at scale, we plan to launch a Society of Automotive Engineers (SAE) Level 4 autonomous vehicle for mobility services.



FORD FUSION HYBRID

MOBILITY AND ELECTRIFICATION

Our experience in real-world electrification spans 2 decades, and we're going all-in on delivering affordable electric vehicles at scale. Developing vehicles that run on a battery or a combination of battery and gas, as well as the infrastructure needed to support them, we've already sold more than half a million electric vehicles globally. Full hybrids that never need plugging in. Plug-in hybrids that can run solely on electricity for short routes, or travel in conventional hybrid mode for long distances. And zero-emission, battery electric vehicles that don't need gas fill-ups or oil changes; just charge them up and go. On the hybrid front, we'll be offering customers more capability for our most popular, high-volume vehicles, including the Ford F-150, Ford Explorer and Ford Mustang. Hybrid benefits will also extend to the all-new Bronco upon its arrival. The fully electric vehicle rollout starts in 2020 with a performance utility. By 2022, we'll have 6 battery electric vehicles on our menu.





FORD TRANSIT CUSTOM PLUG-IN HYBRID CARGO VAN

MOBILITY AND FORDPASS™ AND THE LINCOLN WAY™

Designed to meet mobility needs “on the move,” the FordPass and Lincoln Way apps¹ are transforming the customer experience, amplifying ownership by placing a dashboard of services and features at fingertips². More than 650,000 members globally have joined. Since its debut in 2016, there have been nearly 30 releases of the FordPass app across 6 countries and in 6 languages. The Lincoln Way is more than just an app, it's the brand's largest investment ever in personalized services and individualized experiences.

MOBILITY AND CITIES AND CITIZENS

We're focused on finding ways to make people's lives better, whether they own a car or not.

As we move from our traditional sales business to a holistic mobility system, there are significant opportunities for participating in far more transactions in order to offer unique value to customers. We're focusing on 2 business models – owned and shared, each of which will provide transportation for passengers and goods. We have insights into mobility challenges and possibilities from more than 30 global mobility experiments. To that end, our new City Solutions team is collaborating with a coalition of city mayors worldwide to incubate ideas and accelerate answers.

MOBILITY AND UNDERSERVED COMMUNITIES

The Better World Learning Community (BWLC) is a multi-sector collaboration initiative integrating mobility and connectivity into existing programs through collaborations with owner/operator non-governmental organizations (NGOs), businesses, governments, community groups and international organizations to deliver Sustainable Development Goals (SDG) services using Ford Motor Company vehicles. The vehicles – called flexible response vehicles (FRVs) – are equipped with technologies enabling delivery of a suite of bundled services, including health care, water, education, power and more, to be delivered to disadvantaged populations.



MAXIMUM BUSINESS SUPPORT



COMMERCIAL VEHICLE CENTER

The right place to find the right Ford commercial vehicle in the US. Dedicated service, customer commitment and advanced expertise come standard with every Ford Commercial Vehicle Center Dealer. Sales, finance, service and parts personnel are trained and certified in commercial vehicles and their applications. A proprietary diagnostic software, Commercial Vehicle Tools (CVT), is utilized to recommend the most appropriate vehicle specifications for your business, based on your unique requirements (payload, cargo space, upfits, etc.). Dealers offer you hardworking Ford vehicles – in stock – with custom financing and leasing solutions through Ford Credit Commercial Lending.

Commercial parts and service support. Take advantage of dealers stocking original equipment-level parts for your Ford commercial vehicle, and offering extended service hours to limit downtime. Ford and Motorcraft® brand parts offer a 2-year unlimited mileage Service Parts warranty including labor, with no commercial exceptions.¹ The Ford Fleet Care program offers the convenience of consolidated monthly billing for service lane and wholesale parts purchases – with no added program fees – supporting Ford and non Ford vehicles.² Fleet Care can be combined with Ford Protect maintenance plans or with other repair plans to mitigate unexpected repair costs while also providing rental and roadside assistance.

Bottom line? There are more than 675 Commercial Vehicle Center Dealers nationwide to help your business run smoothly – today and down the road. Visit fordcommercialvehiclecenter.com to find the nearest highly qualified dealer.

TRANSIT CENTRE & BUSINESS CENTRE

The right places to find the right Ford commercial vehicle and/or Ford passenger car in Europe.³ Most Business Centres are Transit Centres. (Please note: A Ford Store is both Business Centre and Transit Centre.)

Business Centres – with a fully trained sales force versed in both passenger cars and commercial vehicles (PC+CV) – are dedicated specifically to business customers with small-medium fleets. Business Centre professionals are also equipped to act in full support of key aftersales requirements.

Transit Centres form a strategic network of Ford Dealers specializing solely in commercial vehicles (CV) and delivering financial solutions tailored to customer needs. Every Transit Centre is a one-stop shop when it comes to sales, service and finance, including specialist support for Transit Conversions. Minimizing the time a vehicle is off the road – whether for routine or emergency repairs – and getting a consistent level of factory-trained service is what Ford Transit24 is all about. From late-night opening to courtesy assistance, Ford Transit24 is the service promise to keep business moving. Pay a visit to ford.co.uk/shop/specialist-sales/transit-centre to find the closest Transit Centre; 95% of the UK is no further than 45 minutes from a Transit Centre or Ford Transit24 service location. And be sure to see and test-drive the entire award-winning Transit range that's supported by RAC workshop quality accreditation.



FORD SERVICE

In the name of less downtime for your fleet, Ford provides dedicated aftersales support in North America and Europe – and the rest of the world over.¹ When it comes to an authorized service network, Ford delivers excellence on all counts to all fleet customers. Trusting Ford Parts and Service to maintain commercial vehicles and passenger cars can help enhance performance and reliability, and even help improve resale value. Here are some more reasons to choose Ford as your service partner:

- Service, maintenance and warranty under one roof
- Solid and reliable processes
- Trained technicians: Nobody knows your Ford like we do
- Special tools/Ford Diagnostics for optimal speed and accuracy
- Use of genuine Ford Parts
- Mobility solutions (courtesy car, collection and delivery)



FORD PROTECT

Ford Protect extended warranty for new vehicles prolongs the manufacturer's warranty. Fleet customers can tailor their Ford Protect contract to their needs; for high-, medium- and low-mileage drivers, and up to 7 years. Terms and conditions apply.

Ford Protect Service Plan² includes the features of scheduled servicing, sight and safety checks, brake fluid replacement, and paint and air-conditioning checks. To provide maximum comfort and safety to business customers, Ford Protect Service Plan Plus¹ comprises all mechanical parts that wear or tear,³ as well as all necessary scheduled services, and extends the vehicle warranty up to 5 years.

Ford Assistance² is the roadside rescue, repair and recovery service that helps anywhere in Europe, 7 days a week, 365 days a year. Every new Ford commercial vehicle and passenger car comes with Ford Assistance free for a minimum of 1 year. Once your initial coverage ends, you can extend Ford Assistance with one of our Servicing or Extended Roadside Assistance plans, or renew it within each regular service.



FORD PARTS

Ford Parts provide original equipment design and fit for your Ford and Lincoln vehicles to help restore new-vehicle-like performance and reliability. Plus, all Ford Parts are backed⁴ by Ford Motor Company and built with the engineering expertise from a manufacturer with more than 100 years of experience.

**FORD PARTS
WARRANTY**

**UNLIMITED
MILEAGE
INCLUDES LABOR**

2 YEARS



Motorcraft

Motorcraft. The name says quality, dependability and performance. Motorcraft parts are designed specifically for Ford and Lincoln vehicles, and have undergone extensive laboratory and on-road testing. Our comprehensive product line is built to maximize the performance of Ford and Lincoln vehicles. Unlimited mileage includes labor for 2 years for North America.⁵





FORD RANGER



FORD FIESTA VAN



FORD TOURNEO CUSTOM



WHATEVER THE JOB IS, PUT A FORD ON IT

As a pioneering OEM, Ford offers the advantage of breadth of experience to match its wide array of vehicles.

Ford offers you everything from pickup trucks, cargo vans, cutaways and hybrids, to passenger wagons, cars, crossovers and sport utilities.

Ford is Canada's best-selling vehicle brand for 9 years straight,¹ America's best-selling brand for 8 consecutive years,² and Europe's best-selling commercial vehicle brand for the past 3 years.³

By 2020, Ford plans to replace over 75% of its current portfolio in North America, delivering a slew of connected new models, paving the way for the Transportation Mobility Cloud while strengthening truck, SUV and hybrid segments; this year, the Ranger returns in all-new form, while the Edge and Transit Connect Cargo Van and Passenger Wagon received restylings. Plans are also proceeding to greatly expand the Ford SUV and electric vehicle portfolios in the Asia Pacific region; China is the new manufacturing hub for the all-exciting global Ford Focus. The all-new Fiesta van and new Transit Connect are the first commercial vehicles in Europe to enhance productivity and convenience for businesses using FordPass™ Connect; Transit Custom plug-in hybrid trials are expanding to Spain. The new Tourneo Custom people mover and newest-generation Expedition debuted to acclaim in the Middle East. In Africa, the locally produced Ranger features a raft of new enhancements, nodding to next year's desert-racing inspired Ford Ranger Raptor. Meanwhile, the new Fiesta, EcoSport and Kuga are making a big splash throughout respective Central and South American markets.

There's nothing like being Built Ford Tough®: F-Series is the best-selling line of pickup trucks in Canada for 52 years in a row⁴; F-Series also retains its title of best-selling trucks in America, now for 41 years running; Ford Ranger is the top-selling pickup truck in Europe⁵ and has been New Zealand's #1 selling vehicle for over 3 years.⁶

Ford trucks, vans and wagons are top selections in regions around the globe for some very real and hardcore reasons: rock-solid durability, up-to-the-nanosecond technology, and jaw-dropping capability.

¹Based on total Canada reported sales (2009-2017 CY). ²Based on total U.S. reported sales (2010-2017 CY). ³Based on total Europe reported sales (2015-2017 CY). ⁴Based on Canadian Vehicle Manufacturers' Association statistical sales reports up to year end 2017 and YTD May 2018. ⁵Source: The Society of Motor Manufacturers and Traders (SMMT); publicized vehicle sales data for pickups 2017. The SMMT is the official source of vehicle data in the UK. ⁶Based on 2015, 2016, 2017 & 2018 [YTD] NZTA total new vehicle sales registration data.

KA (Europe-Sourced Model)

HATCHBACK

B-PLATFORM
Subcompact Car



KA+ (Brazil-Sourced Model)

SEDAN

B-PLATFORM
Subcompact Car



FIGO

SEDAN

B-PLATFORM
Subcompact Car



FIGO

HATCHBACK

B-PLATFORM
Subcompact Car



FIGO ASPIRE

SEDAN

B-PLATFORM
Subcompact Car



FIESTA (Europe-Sourced Model)

HATCHBACK

B-PLATFORM
Subcompact Car



FIESTA (Mexico-Sourced Model)

SEDAN

B-PLATFORM
Subcompact Car



FIESTA (Mexico-Sourced Model)

HATCHBACK

B-PLATFORM
Subcompact Car



FIESTA

CARGO VAN

B-PLATFORM
Subcompact Van



B-MAX

B-PLATFORM
Subcompact MPV/MAV



ECOSPORT

B-PLATFORM
Subcompact SUV



FOCUS

SEDAN

C-PLATFORM
Lower Medium/Compact Car



FOCUS

HATCHBACK

C-PLATFORM
Lower Medium/Compact Car



FOCUS (Europe-Sourced Model)

PASSENGER WAGON

C-PLATFORM
Lower Medium/Compact Car



FOCUS CLASSIC

SEDAN

C-PLATFORM
Lower Medium/Compact Car



ESCORT

SEDAN

C-PLATFORM
Lower Medium/Compact Car



C-MAX

C-PLATFORM
Compact MAV



GRAND C-MAX

C-PLATFORM
Compact MAV



ESCAPE

C-PLATFORM
Compact SUV



KUGA

C-PLATFORM
Compact SUV



KUGA VIGNALE

C-PLATFORM
Premium
Compact SUV



MONDEO

SEDAN

C/D-PLATFORM
Upper Medium/
Midsize Car



MONDEO

HATCHBACK

C/D-PLATFORM
Upper Medium/
Midsize Car



MONDEO

PASSENGER WAGON

C/D-PLATFORM
Upper Medium/
Midsize Car



MONDEO HYBRID

SEDAN

C/D-PLATFORM
Upper Medium/
Midsize Car



MONDEO VIGNALE

SEDAN

C/D-PLATFORM
Premium
Upper Medium/
Midsize Car



FUSION

SEDAN

C/D-PLATFORM
Upper Medium/
Midsize Car



FUSION HYBRID

SEDAN

C/D-PLATFORM
Upper Medium/
Midsize Car



FORD FUSION

FUSION ENERGI

SEDAN

C/D-PLATFORM
Upper Medium/
Midsize Car



S-MAX

C/D-PLATFORM
Upper Medium/
Midsize MAV



S-MAX VIGNALE

C/D-PLATFORM
Premium
Upper Medium/
Midsize MAV



GALAXY

C/D-PLATFORM
Upper Medium/
Midsize MAV



EDGE

C/D-PLATFORM
Midsize CUV



EDGE VIGNALE

C/D-PLATFORM
Premium
Midsize CUV



MUSTANG

COUPE

D-PLATFORM
Sports Car



TAURUS

SEDAN

D-PLATFORM
Full-Size Car



FLEX

D-PLATFORM
Full-Size CUV



EXPLORER

D-PLATFORM
Full-Size SUV



EVEREST/ENDEAVOUR

D-PLATFORM
Full-Size SUV



EXPEDITION

D-PLATFORM
Full-Size SUV



RANGER

TRUCK PLATFORM
Compact/
Light Pickup



F-150

TRUCK PLATFORM
Full-Size Pickup



SUPER DUTY® PICKUP

TRUCK PLATFORM
Full-Size Pickup



SUPER DUTY CHASSIS CAB

TRUCK PLATFORM
Full-Size
Chassis Cab



SUPER DUTY F-650/F-750

TRUCK PLATFORM
Medium-Duty Truck



TOURNEO COURIER

PASSENGER WAGON

VAN PLATFORM
Subcompact Van



TRANSIT COURIER

CARGO VAN

VAN PLATFORM
Subcompact Van



TOURNEO CONNECT

PASSENGER WAGON

VAN PLATFORM
Compact/Light Van



TRANSIT CONNECT

PASSENGER WAGON

VAN PLATFORM
Compact/Light Van



TRANSIT CONNECT

CARGO VAN

VAN PLATFORM
Compact/Light Van



TOURNEO CUSTOM

PASSENGER WAGON

VAN PLATFORM
Full-Size Van



TRANSIT CUSTOM

CARGO VAN

VAN PLATFORM
Full-Size Van



TRANSIT

PASSENGER VAN

VAN PLATFORM
Full-Size Van



TRANSIT

CARGO VAN

VAN PLATFORM
Full-Size Van



TRANSIT CHASSIS CAB

VAN PLATFORM
Full-Size Chassis Cab



E-SERIES CUTAWAY

VAN PLATFORM
Full-Size Chassis Cab



FORD TRANSIT CONNECT PASSENGER WAGON



THE LINCOLN MOTOR COMPANY

A LASTING IMPACT COUNTS

First impressions are everything. Make a notable one – and let your clients know you mean business – by showing up in a luxurious new Lincoln. Indeed, every Lincoln vehicle conveys elegance, power and serenity. Subtle beauty is discovered again and again in the thoughtful, exquisite details. These all-important facets help set Lincoln apart.

Realize pleasant, personalized pampering: where customer service is a 24/7 relationship. Without further ado, commence your journey into a world of effortless ownership. It begins, rather than ends, with your Lincoln acquisition, keeping you moving forward even when you're not behind the wheel. Understanding your needs, Lincoln is doing whatever it takes to enhance every aspect of shopping, purchasing and owning – creating meaningful, memorable experiences each step of the way.

New faces of Lincoln. The distinctive 2019 Nautilus¹ luxury midsize utility debuts with numerous Lincoln technology firsts, including an all-new Adaptive Cruise Control with Lane Centering feature² which reads lane markings to help keep the vehicle centered in its lane (requires driver's hands to be on the wheel). Also premiering is Evasive Steering Assist² which can help the driver to avoid a collision with a slower or stopped vehicle ahead by providing steering support when the collision cannot be avoided by braking alone. The refashioned 2019 MKC¹ luxury small utility competes in a fast-growing market segment, attracting many new customers to Lincoln. It arrives with increased connectivity and an array of driver-focused technologies, such as Pre-Collision Assist with Pedestrian Detection^{2,3}

The Lincoln Aviator preview: elevating luxury to new heights. The 3-row, rear-wheel-drive Aviator is a glimpse into the brand's future, which is moving toward a broader portfolio of luxury utilities and electrification in conjunction with effortless services. This marks the first time Lincoln will offer a plug-in hybrid capable of using its twin-turbocharged engine if needed, easing range anxiety. Prepare to take flight and soar.



LINCOLN NAUTILUS

LINCOLN MKZ

C/D-PLATFORM
Upper Medium/
Midsize Car



LINCOLN MKZ HYBRID

C/D-PLATFORM
Upper Medium/
Midsize Car



LINCOLN CONTINENTAL

D-PLATFORM
Full-Size Car



LINCOLN MKC

C-PLATFORM
Compact SUV



LINCOLN NAUTILUS

C/D-PLATFORM
Midsize CUV



LINCOLN MKT

D-PLATFORM
Full-Size CUV



LINCOLN NAVIGATOR

D-PLATFORM
Full-Size SUV



LINCOLN MKC



LINCOLN MKZ

PRODUCT AVAILABILITY

SUBCOMPACT
(B-Platform)**Subcompact Car**

- Fiesta (Mexico-Sourced Model)

Subcompact SUV

- EcoSport

COMPACT
(C-Platform)**Lower Medium/Compact Cars**

- Focus Sedan
- Focus Hatchback

Compact SUV

- Escape

MIDSIZE
(C/D-Platform)**Upper Medium/Midsize Cars**

- Fusion
- Fusion Hybrid
- Fusion Energi

Midsize CUV

- Edge

FULL-SIZE
(Sports Car/D-Platform)**Sports Car**

- Mustang

Full-Size Car

- Taurus

Full-Size CUV

- Flex

Full-Size SUVs

- Explorer
- Expedition

TRUCK PLATFORMS**Compact/Light Pickup**

- Ranger

Full-Size Pickups

- F-150
- Super Duty® Pickup

Full-Size Chassis Cab

- Super Duty Chassis Cab

Medium-Duty Truck

- Super Duty F-650/F-750

VAN PLATFORMS**Compact/Light Vans**

- Transit Connect Cargo Van
- Transit Connect Passenger Wagon

Full-Size Vans

- Transit Cargo Van
- Transit Passenger Van

Full-Size Chassis Cabs

- Transit Chassis Cab
- E-Series Cutaway

LINCOLN LINEUP**Upper Medium/Midsize Cars**

- Lincoln MKZ
- Lincoln MKZ Hybrid

Full-Size Car

- Lincoln Continental

Compact SUV

- Lincoln MKC

Midsize CUV

- Lincoln Nautilus

Full-Size CUV

- Lincoln MKT

Full-Size SUV

- Lincoln Navigator

AT-A-GLANCE

PRODUCT AVAILABILITY

SUBCOMPACT (B-Platform)

Subcompact Cars

- Ka
- Ka+ (Brazil-Sourced Model)
- Figo Sedan
- Figo Hatchback
- Fiesta (Mexico-Sourced Model)

Subcompact SUV

- EcoSport

COMPACT (C-Platform)

Lower Medium/Compact Cars

- Focus Sedan
- Focus Hatchback
- Focus Passenger Wagon (Europe-Sourced Model)

Compact MAV

- C-MAX (Europe-Sourced Model)

Compact SUVs

- Escape
- Kuga

MIDSIZE (C/D-Platform)

Upper Medium/Midsize Cars

- Mondeo Sedan
- Mondeo Hatchback
- Mondeo Passenger Wagon
- Fusion
- Fusion Hybrid

Upper Medium/Midsize MAV

- S-MAX

Midsize CUV

- Edge

FULL-SIZE (Sports Car/D-Platform)

Sports Car

- Mustang

Full-Size Car

- Taurus

Full-Size SUVs

- Explorer
- Everest/Endeavour
- Expedition

TRUCK PLATFORMS

Compact/Light Pickup

- Ranger

Full-Size Pickups

- F-150
- Super Duty® Pickup

Full-Size Chassis Cab

- Super Duty Chassis Cab

VAN PLATFORMS

Full-Size Vans

- Transit Custom
- Tourneo Custom
- Transit Cargo Van
- Transit Passenger Van

Full-Size Chassis Cabs

- Transit Chassis Cab
- E-Series Cutaway

LINCOLN LINEUP

Upper Medium/Midsize Car

- Lincoln MKZ

Full-Size Car

- Lincoln Continental

Compact SUV

- Lincoln MKC

Midsize CUV

- Lincoln Nautilus

Full-Size CUV

- Lincoln MKT

Full-Size SUV

- Lincoln Navigator

AT-A-GLANCE

PRODUCT AVAILABILITY

SUBCOMPACT (B-Platform)

Subcompact Cars

- Figo Hatchback
- Figo Aspire
- Fiesta (Mexico-Sourced Model)

Subcompact MPV/MAV

- B-MAX

Subcompact SUV

- EcoSport

COMPACT (C-Platform)

Lower Medium/Compact Cars

- Focus Sedan
- Focus Hatchback
- Focus Passenger Wagon (Europe-Sourced Model)
- Focus Classic
- Escort

Compact MAV

- C-MAX (Europe-Sourced Model)

Compact SUVs

- Escape
- Kuga

MIDSIZE (C/D-Platform)

Upper Medium/Midsize Cars

- Mondeo Sedan
- Mondeo Hatchback
- Mondeo Passenger Wagon
- Fusion

Upper Medium/Midsize MAVs

- S-MAX
- Galaxy

Midsize CUV

- Edge

FULL-SIZE (Sports Car/D-Platform)

Sports Car

- Mustang

Full-Size Car

- Taurus

Full-Size SUVs

- Explorer
- Everest/Endeavour
- Expedition

TRUCK PLATFORMS

Compact/Light Pickup

- Ranger

Full-Size Pickups

- F-150
- Super Duty® Pickup

Full-Size Chassis Cab

- Super Duty Chassis Cab

VAN PLATFORMS

Compact/Light Vans

- Tourneo Connect
- Transit Connect Cargo Van

Full-Size Vans

- Transit Custom
- Tourneo Custom
- Transit Cargo Van
- Transit Passenger Van

Full-Size Chassis Cabs

- Transit Chassis Cab
- E-Series Cutaway

LINCOLN LINEUP

Upper Medium/Midsize Cars

- Lincoln MKZ
- Lincoln MKZ Hybrid

Full-Size Car

- Lincoln Continental

Compact SUV

- Lincoln MKC

Midsize CUV

- Lincoln Nautilus

Full-Size CUV

- Lincoln MKT

Full-Size SUV

- Lincoln Navigator

AT-A-GLANCE

PRODUCT AVAILABILITY

SUBCOMPACT
(B-Platform)**Subcompact Cars**

- Ka (Europe-Sourced Model)
- Fiesta (Europe-Sourced Model)

Subcompact MPV/MAV

- B-MAX

Subcompact SUV

- EcoSport

Subcompact Van

- Fiesta Van

COMPACT
(C-Platform)**Lower Medium/Compact Cars**

- Focus Sedan
- Focus Hatchback
- Focus Passenger Wagon (Europe-Sourced Model)

Compact MAVs

- C-MAX (Europe-Sourced Model)
- Grand C-MAX (Europe-Sourced Model)

Compact SUV

- Kuga

MIDSIZE
(C/D-Platform)**Upper Medium/Midsize Cars**

- Mondeo Sedan
- Mondeo Hatchback
- Mondeo Passenger Wagon
- Mondeo Hybrid

Upper Medium/Midsize MAVs

- S-MAX
- Galaxy

Midsize CUV

- Edge

FULL-SIZE
(Sports Car/D-Platform)**Sports Car**

- Mustang

Full-Size CUV

- Flex

Full-Size SUV

- Explorer

TRUCK PLATFORM**Compact/Light Pickup**

- Ranger

VAN PLATFORMS**Subcompact Vans**

- Transit Courier
- Tourneo Courier

Compact/Light Vans

- Tourneo Connect
- Transit Connect Cargo Van

Full-Size Vans

- Transit Custom
- Tourneo Custom
- Transit Cargo Van
- Transit Passenger Van

Full-Size Chassis Cab

- Transit Chassis Cab

PREMIUM LINEUP**Premium Compact SUV**

- Kuga Vignale

Premium Upper Medium/Midsize Car

- Mondeo Vignale

Premium Upper Medium/Midsize MAV

- S-MAX Vignale

Premium Midsize CUV

- Edge Vignale

AT-A-GLANCE

PRODUCT AVAILABILITY

SUBCOMPACT
(B-Platform)**Subcompact Cars**

- Figo Sedan
- Figo Hatchback
- Fiesta (Mexico-Sourced Model)

Subcompact SUV

- EcoSport

COMPACT
(C-Platform)**Lower Medium/Compact Cars**

- Focus Sedan
- Focus Hatchback

Compact MAV

- C-MAX (Europe-Sourced Model)

Compact SUVs

- Escape
- Kuga

MIDSIZE
(C/D-Platform)**Upper Medium/Midsize Cars**

- Mondeo Sedan
- Fusion

Upper Medium/Midsize MAVs

- S-MAX
- Galaxy

Midsize CUV

- Edge

FULL-SIZE
(Sports Car/D-Platform)**Sports Car**

- Mustang

Full-Size Car

- Taurus

Full-Size CUV

- Flex

Full-Size SUVs

- Explorer
- Everest/Endeavour
- Expedition

TRUCK PLATFORMS**Compact/Light Pickup**

- Ranger

Full-Size Pickups

- F-150
- Super Duty® Pickup

Full-Size Chassis Cab

- Super Duty Chassis Cab

VAN PLATFORMS**Subcompact Van**

- Transit Courier

Compact/Light Vans

- Tourneo Connect
- Transit Connect Cargo Van

Full-Size Vans

- Transit Custom
- Tourneo Custom
- Transit Cargo Van

Full-Size Chassis Cab

- Transit Chassis Cab

LINCOLN LINEUP**Upper Medium/Midsize Car**

- Lincoln MKZ

Full-Size Car

- Lincoln Continental

Compact SUV

- Lincoln MKC

Midsize CUV

- Lincoln Nautilus

AT-A-GLANCE

NORTH AMERICA

COUNTRY	FORD	LINCOLN
United States	3,072	846
Canada	340	91
Puerto Rico	9	1
U.S. Virgin Islands	2	—

MEXICO/CARIBBEAN &
CENTRAL AMERICA/
SOUTH AMERICA

COUNTRY	FORD	LINCOLN
Antigua & Barbuda	1	—
Argentina	71	—
Aruba	1	1
Bahamas	1	—
Barbados	1	—
Belize	1	—
Bermuda	1	—
Bolivia	6	—
Brazil	475	—
Cayman Islands	1	—
Chile	56	—
Colombia	40	—
Costa Rica	1	—
Curacao	1	—
Dominica	1	—
Dominican Republic	1	1
Ecuador	15	—
El Salvador	1	—
Grenada	1	—
Guatemala	1	—
Haiti	1	—
Honduras	2	—
Jamaica	1	—
Mexico	91	19
Netherlands Antilles	1	—
Nicaragua	1	—
Panama	2	1
Paraguay	2	—
Peru	14	—
St. Lucia	1	—
St. Maarten	1	—
Suriname	1	—
Trinidad & Tobago	1	—
Uruguay	21	—
Venezuela	60	—

ASIA PACIFIC

COUNTRY	FORD	LINCOLN
American Samoa	1	—
Australia	190	—
Bangladesh	1	—
Brunei	1	—
Cambodia	3	—
China	871	123
East Timor-Leste	1	—
Fiji Islands	1	—
Guam	1	1
Hong Kong	2	—
India	217	—
Laos	1	—
Malaysia	40	—
Mongolia	1	—
Myanmar	2	—
New Caledonia	1	—
New Zealand	32	—
Northern Mariana Islands/Saipan	1	—
Papua New Guinea	1	—
Philippines	50	—
Samoa	1	—
Singapore	1	—
South Korea	28	35
Sri Lanka	1	—
Tahiti	1	—
Taiwan	45	—
Thailand	155	—
Vanuatu	1	—
Vietnam	29	—
Wallis & Futuna Islands	1	—

EUROPE

COUNTRY	FORD	LINCOLN
Albania	1	—
Andorra	1	—
Austria	69	—
Belarus	1	—
Belgium/Luxembourg	64	—
Bosnia	3	—
Bulgaria	17	—
Croatia	21	—
Cyprus	3	—
Czech Republic	36	—
Denmark	62	—
Estonia	4	—
Finland	35	—
France	242	—
Germany	659	—
Gibraltar	1	—
Greece	12	—
Hungary	35	—
Ireland	52	—
Italy	192	—
Latvia	1	—
Lithuania	3	—
Macedonia	3	—
Malta	1	—
Moldova	1	—
Netherlands	95	—
Norway	59	—
Poland	64	—
Portugal	36	—
Romania	35	—
Russia	123	—
Serbia	9	—
Slovakia	14	—
Slovenia	16	—
Spain	177	—
Sweden	76	—
Switzerland	53	—
Turkey	111	—
UK	448	—
Ukraine	25	—

MIDDLE EAST/AFRICA

COUNTRY	FORD	LINCOLN	COUNTRY	FORD	LINCOLN
Afghanistan	1	—	Liberia	1	—
Algeria	2	—	Madagascar	4	—
Angola	7	—	Malawi	3	—
Armenia	1	—	Mauritius	1	—
Azerbaijan	1	—	Morocco	33	—
Bahrain	1	—	Mozambique	4	—
Burkina Faso	2	—	Nigeria	14	—
Cameroon	1	—	Oman	7	—
Cape Verde	4	—	Qatar	1	—
Democratic Republic of Congo	3	—	Saudi Arabia	31	—
Egypt	18	—	Senegal	2	—
Ethiopia	4	—	Seychelles	1	—
Gabon	2	—	Sierra Leone	1	—
Georgia	1	—	South Africa	138	—
Ghana	4	—	Tanzania	6	—
Iraq	5	—	Tunisia	8	—
Israel	61	—	Uganda	1	—
Ivory Coast	1	—	United Arab Emirates	10	—
Jordan	2	—	Yemen	1	—
Kazakhstan	4	—	Zambia	3	—
Kenya	7	—	Zimbabwe	4	—
Kuwait	1	—			
Lebanon	1	—			



FORD TRANSIT CONNECT CARGO VAN



FORD SUPER DUTY® PICKUP



FORD FIGO



FORD EDGE

NORTH AMERICA

COUNTRY	PLANT/LOCATION	YEAR OPENED	PRODUCTS
USA	Chicago Assembly Plant, Chicago, Illinois	1924	Taurus, Explorer, Police Interceptor® Sedan, Police Interceptor Utility
	Dearborn Truck Plant, Dearborn, Michigan	2004	F-150 SuperCrew®, SuperCab, Regular Cab, 5.5' cargo box, 6.5' cargo box; XL, XLT, LARIAT, KING RANCH®, PLATINUM, LIMITED (LOBO for Mexican Market)
	Flat Rock Assembly Plant, Flat Rock, Michigan	1987	Mustang, Shelby GT350® and 350R, Lincoln Continental
	Kansas City Assembly Plant, Claycomo, Missouri	1951	F-150, Transit
	Kentucky Truck Plant, Louisville, Kentucky	1969	F-250–F-550, Super Duty® pickups, Expedition, Lincoln Navigator
	Louisville Assembly Plant, Louisville, Kentucky	1955	Escape, Lincoln MKC
	Michigan Assembly Plant, Wayne, Michigan	1957	Focus (4-door, 5-door), Focus Electric, Focus ST, C-MAX Hybrid, C-MAX Energi (plug-in hybrid)
	Ohio Assembly Plant, Avon Lake, Ohio	1974	E-Series Cutaway, E-Series Stripped Chassis, F-650/750, F-350/450/550
Canada	Oakville Assembly, Oakville, Ontario	1953	Edge, Flex, Lincoln MKX, Lincoln MKT

MEXICO/CARIBBEAN & CENTRAL AMERICA/SOUTH AMERICA

COUNTRY	PLANT/LOCATION	YEAR OPENED	PRODUCTS
Argentina	Pacheco Stamping and Assembly, Buenos Aires	1961	Focus, Ranger
Brazil	Camacari Plant, Bahia	2001	Ka (4-door, 5-door), EcoSport
	São Bernardo Assembly Plant, São Paulo	1967	Fiesta (5-door), Cargo, F-Series (F-4000 and F-350)
	Troller, Ceará		T4
Mexico	Cuautitlan Stamping and Assembly Plant, Cuautitlan	1964	Fiesta (4-door, 5-door), Fiesta ST
	Hermosillo Stamping and Assembly, Hermosillo, Sonora	1986	Fusion, Fusion Hybrid, Lincoln MKZ, Lincoln MKZ Hybrid, Lincoln MKZ Black Label
Venezuela	Valencia Assembly, Valencia	1962	Fiesta, Explorer, F-350, Cargo 816, Cargo 1721, EcoSport

ASIA PACIFIC

COUNTRY	PLANT/LOCATION	YEAR OPENED	PRODUCTS
China	Changan Ford (CAF) Assembly Plant 1, Chongqing (Joint Venture – 50% Ford/50% Changan Group)	2004	EcoSport, Focus, Mondeo
	Changan Ford (CAF) Assembly Plant 2, Chongqing (Joint Venture – 50% Ford/50% Changan Group)	2012	Focus 4-door, Kuga
	Changan Ford (CAF) Assembly Plant 3, Chongqing (Joint Venture – 50% Ford/50% Changan Group)	2014	Escort
	Changan Ford (CAF) Assembly Plant 4, Hangzhou (Joint Venture – 50% Ford/50% Changan Group)	2015	Edge, Taurus
	Changan Ford (CAF) Assembly Plant 5, Harbin (Joint Venture – 50% Ford/50% Changan Group)	2017	Focus 5-door
	JMC Nanchang Assembly Plant, Nanchang (Joint Venture – 32% Ford/41% JMC Holding/ Public 27%)		JMC products
	JMC Xiaolan Assembly Plant, Nanchang (Joint Venture – 32% Ford/41% JMC Holding/ Public 27%)	2013	Transit, Everest, Tourneo, JMC SUVs
	JMC Taiyuan		Product TBD
India	Chennai Assembly – Ford India Private Limited, Maraimalai Nagar, Tamil Nadu	1999	EcoSport, Endeavour
	Sanand Assembly	2015	Figo, Aspire
Taiwan	Ford Lio Ho Motor Co., Ltd. (Joint Venture – 70% Ford/30% Lio Ho Group), Chung Li	1973	Fiesta, Focus, Kuga, Escort
Thailand	AutoAlliance (Thailand) Co., Ltd. (Joint Venture – 50% Ford, 45% Mazda, 5% Thai Affiliate of Mazda), Rayong	1995	Everest, Ranger
	Ford Thailand Manufacturing (FTM), Rayong	2012	Fiesta, EcoSport, Focus, Ranger
Vietnam	Haiduong Assembly Factory – Ford Vietnam (Joint venture – 75% Ford/25% Song Cong Diesel), Haiduong/Hanoi	1995	Fiesta, EcoSport, Focus, Transit



EUROPE

COUNTRY	PLANT/LOCATION	YEAR OPENED	PRODUCTS
Germany	Cologne Body and Assembly, Cologne	1931	Fiesta, Fiesta ST
	Saarlouis Body and Assembly Plant, Saarlouis	1970	Focus, Focus Electric, Focus ST, Focus RS, C-MAX/Grand C-MAX
Romania	Craiova Assembly, Craiova	2008	B-MAX
Russia	Ford Sollers St. Petersburg Assembly Plant (Joint Venture 50% Ford/50% Sollers)		Focus, Mondeo
	Ford Sollers Elabuga Assembly Plant (Joint Venture 50% Ford/50% Sollers)	2008	Transit, Kuga, Explorer
	Ford Sollers Naberezhnye Chelny Assembly Plant (Joint Venture 50% Ford/50% Sollers)	2014	EcoSport, Fiesta
Spain	Valencia Body and Assembly, Valencia	1976	Kuga, Mondeo, Transit Connect, Tourneo Connect, S-MAX, Galaxy, Mondeo Vignale, S-MAX Vignale
Turkey	Ford Otosan Plant (Joint venture – 41% Ford/41% Koc Holding/18% public), Kocaeli & Eskisehir Inönü	2001	Transit, Transit Custom, Tourneo Custom, Transit Courier, Tourneo Courier, Cargo Truck

MIDDLE EAST/AFRICA

COUNTRY	PLANT/LOCATION	YEAR OPENED	PRODUCTS
South Africa	Ford Motor Company of Southern Africa, Silverton, Pretoria	1967	Ranger, Everest
	Ikeja		SKD Ranger Assembly

NORTH AMERICA

REGION/COUNTRY	FORD CONTACT	TITLE	CONTACT NUMBER	EMAIL ADDRESS
Global	Brion Gopigian	Global Business Development Director (based in Dearborn)	1-313-845-1367	bgopigia@ford.com
Global	Landon Tucker	Global Account Manager (based in Dearborn)	1-313-248-1279	ltucker3@ford.com
Global	Gabrielle Senatore	Global Account Manager (based in Dearborn)	1-313-594-4068	gsenator@ford.com
United States	By Account	National Account Manager	By Account	By Account
Canada	By Account	National Account Manager	By Account	By Account
Puerto Rico & USVI	Andres Villanueva	Regional Sales Manager	1-787-363-8903	avilla62@ford.com

MEXICO/CARIBBEAN & CENTRAL AMERICA/SOUTH AMERICA

REGION/COUNTRY	FORD CONTACT	TITLE	CONTACT NUMBER	EMAIL ADDRESS
Argentina	Martin Vago	Fleet Area Manager	54-3327-429747	svago@ford.com
Bolivia ¹	Rafael Melo	Marketing and Sales Manager	57-1-747-2030	rmelo15@ford.com
Brazil	Leandro Borsari	Direct Sales Account Manager (cars/LCVs)	55-11-4174-4590	lborsari1@ford.com
Brazil	Ricardo Paradedá	Sales (heavy trucks)	55-51-3901-1514	rparaded@ford.com
Caribbean & Central America ¹	Bernardo Quintero	Regional Sales Manager	1-787-552-0080	bquintel@ford.com
Chile	Fernando Matamala	Fleet and Trustmark Manager	56-2-2940-5836	fmatamal@ford.com
Colombia	Ricardo Muñoz	Fleet Manager	57-1-747-2017	rmunoz17@ford.com
Ecuador ¹	Rafael Melo	Marketing and Sales Manager	57-1-747-2030	rmelo15@ford.com
Mexico	Luis Zamarripa	Fleet Sales Manager	52-551-103-3343	lzamarri@ford.com
Paraguay ¹ & Uruguay ¹	Ignacio Goyret	Emerging Markets Coordinator	55-77-000-9495	igoyret@ford.com
Peru	Luis Novoa	Sales Analyst	51-1-612-1266	lnovoa3@ford.com
Venezuela	Neomar D'Amelio	Market Representative & Fleet Manager	58-241-874-6659	ndamelio@ford.com

ASIA PACIFIC

REGION/COUNTRY	FORD CONTACT	TITLE	CONTACT NUMBER	EMAIL ADDRESS
Asia Pacific	TBD	AP Fleet Manager – Marketing Sales & Service, Asia Pacific (based in Shanghai)	TBD	TBD
Asia Pacific	TBD	Fleet Project Manager – Asia Pacific (based in Shanghai)	TBD	TBD
Asia Pacific Emerging Markets & Malaysia	Truong Phong (TK)	APEM MS&S Director (based in Vietnam)	84-4-62634606	tphong2@ford.com
Australia	Rick Nayler	National Sales Manager	61-3-8559-4843	rnayler@ford.com
China	Sean Hu	Fleet Specialist	86-21-2032-2359	shu35@ford.com
India	Amit Kasliwal	National Fleet Manager	91-12-4387-3033	kamiti1@ford.com
New Zealand	Lance Walsh	Fleet Manager	64-9-2718502	lwals16@ford.com
Philippines	Mark Lawrence Cruz	Fleet Business Manager	63-2-866-9461	mcruz106@ford.com
South Korea	Jin Hur	Sales Director	82-2-3440-3627	jhur1@ford.com
Taiwan	Viv Tsai	Fleet & Sales Manager	88-6-34530783	vtasai@ford.com
Thailand	Khun Tanongsak	Fleet Manager	66-2-686-4608	tpongtan@ford.com
Vietnam	Thap, Dinh Xuan	Fleet Sales Manager	84-8-5413-5199	dthap@ford.com

¹Importer market.

EUROPE

REGION/COUNTRY	FORD CONTACT	TITLE	CONTACT NUMBER	EMAIL ADDRESS
Europe	Klaus Scherzer	Manager, Fleet Sales Operations (based in Germany)	49-221-901-7366	kscherz1@ford.com
Europe	TBD	Pan-European Fleet Tender Centre Manager (based in UK)	TBD	TBD
Europe	Michael Stuckey	Pan-European Account Manager (based in UK)	44-7850-940188	mstucke2@ford.com
Europe	Jimmy Van Den Daelen	Pan-European Account Manager (based in Belgium)	32-2-4822508	jvanden6@ford.com
Europe	Wolfgang Kemeter	Pan-European Account Manager (based in Germany)	49-221-902-1051	wkemeter@ford.com
Europe	Stefan Mitrakas	Pan-European Account Manager (based in Germany)	49-221-902-1010	smitraka@ford.com
Europe	Amrita Punj	Pan-European Sales Executive (based in UK)	44-1277-252048	apunj@ford.com

MIDDLE EAST/AFRICA

REGION/COUNTRY	FORD CONTACT	TITLE	CONTACT NUMBER	EMAIL ADDRESS
Algeria/Egypt/Libya/Morocco/Tunisia ¹	Achraf El Boustani	North Africa Fleet Sales Manager (based in Morocco)	212-529-037118	aboustan@ford.com
Middle East/Africa	Chris Noel	Fleet Director – Middle East & Africa (based in Dubai)	971-4-356-6287	cnoell@ford.com
Middle East/Africa	Shawki Abboud	Fleet Program Manager – Middle East & Africa (based in Dubai)	971-4-356-6299	sabboud@ford.com
Middle East/Africa	Nicolas Lory	General Field Manager	966-50-3017811	nlory@ford.com
Middle East ¹	Mohammed Al Houssami	Sales Director – Middle East (based in Dubai)	971-4-356-6290	mhoussam@ford.com
South Africa	Yashalan Pillay	Fleet Operations Manager – South Africa (based in Pretoria)	27-12-842-2323	ypillay1@ford.com
Sub-Saharan Africa Emerging Markets ¹	Muzi Ntombela	Market Manager (LHD) – SSA (based in Pretoria)	27-12-842-2529	mntombel@ford.com
Sub-Saharan Africa Emerging Markets ¹	Callinah Makofane	Market Manager (RHD) – SSA (based in Pretoria)	27-12-842-2123	cmakofan@ford.com



FORD EVEREST



FORD FOCUS SEDAN

¹Importer market.



Vehicle availability varies by country. Comparisons based on competitive models, publicly available information and Ford certification data at time of printing. Vehicles may be shown with optional equipment. Features may be offered only in combination with other options or subject to additional ordering requirements/limitations. Dimensions shown may vary due to optional features and/or production variability. Information is provided on an "as is" basis and could include technical, typographical or other errors. Ford makes no warranties, representations, or guarantees of any kind, express or implied, including but not limited to, accuracy, currency, or completeness, the operation of the information, materials, content, availability, and products. Ford reserves the right to change product specifications, pricing and equipment at any time without incurring obligations. Your Ford Dealer is the best source of the most up-to-date information on Ford vehicles. All relevant fuel consumption data and CO₂ emission data for the engines shown is available from the national Ford websites, in official sales literature and price lists, as well as brochures and at the dealer sites or wherever the customer would like to order a vehicle. • GT350 and Shelby are registered trademarks of Carroll Hall Shelby Trust. • King Ranch is a registered trademark of King Ranch, Inc. • Motorcraft is a registered trademark of Ford Motor Company.