

FORD CREDIT

4Q 2018 And Full Year Earnings Review

January 23, 2019

(Preliminary Results)



Key Takeaways

- **FY 2018 EBT of \$2.6 billion – the best result in 8 years**
- **Loss metrics reflect healthy consumer credit conditions**
- **Continued strong auction performance**
- **Funding plan well positioned, diversified across platforms and markets**
- **Managed leverage maintained within target range of 8:1 to 9:1**
- **Consistent originations, servicing, and collections**

Key Metrics

	FOURTH QUARTER			FULL YEAR		
	2017	2018	H / (L)	2017	2018	H / (L)
Net Receivables (Bils)	\$ 143	\$ 146	3 %	\$ 143	\$ 146	3 %
Managed Receivables* (Bils)	\$ 151	\$ 155	3 %	\$ 151	\$ 155	3 %
Loss-to-Receivables** (LTR)	60 bps	55 bps	(5) bps	53 bps	46 bps	(7) bps
Auction Values***	\$17,505	\$17,865	2 %	\$17,430	\$18,055	4 %
Earnings Before Taxes (EBT) (Mils)	\$ 610	\$ 663	\$ 53	\$ 2,310	\$ 2,627	\$ 317
ROE (Pct)	50 %	14 %	(36) ppt	22 %	14 %	(8) ppts

Other Balance Sheet Metrics

Debt (Bils)	\$ 138	\$ 140	2 %
Liquidity (Bils)	\$ 30	\$ 27	(7) %
Financial Statement Leverage (to 1)	8.7	9.4	0.7
Managed Leverage* (to 1)	8.0	8.8	0.8

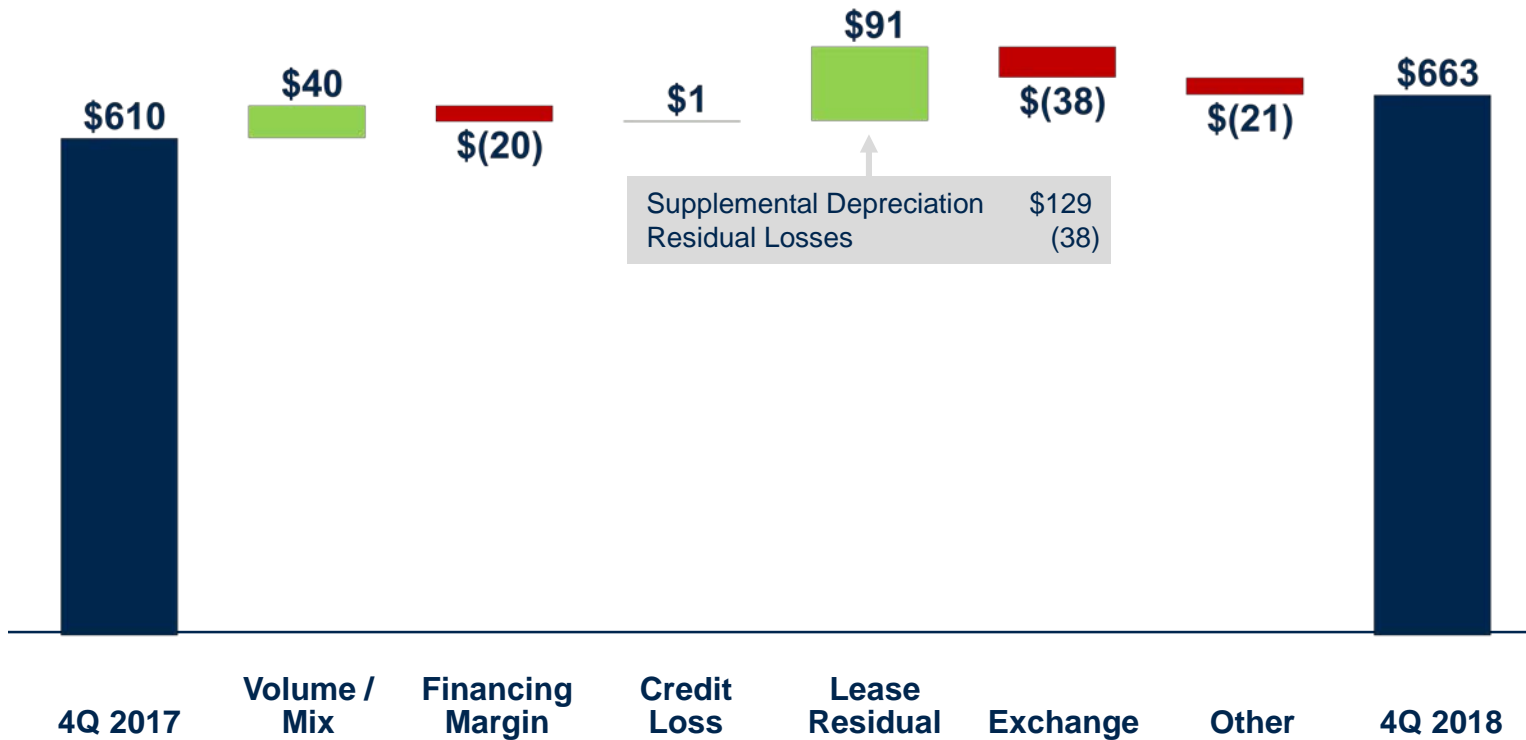
- Strong 4Q and best FY EBT in 8 years
- U.S. consumer credit metrics healthy with improved LTR
- Balance sheet and liquidity remain strong; managed leverage within target range of 8:1 to 9:1

* See Appendix for reconciliation to GAAP and definitions

** U.S. retail and lease

*** U.S. 36-month off-lease fourth quarter auction values at 4Q 2018 mix, full year auction values at FY 2018 mix

4Q 2018 EBT YoY Bridge (Mils)



- 4Q EBT at \$663M, up \$53M YoY driven by favorable lease residual performance and volume and mix

FY 2018 EBT YoY Bridge (Mils)



- FY EBT at \$2.6B, up \$317M YoY; reflects favorable lease residual performance, driven by higher auction values, and volume and mix
- Other primarily reflects unfavorable derivatives market valuation

EBT By Segment

	4Q		FY	
	2018	H / (L) 2017	2018	H / (L) 2017
Results (Mils)				
Americas segment	\$ 589	\$ 102	\$ 2,208	\$ 413
Europe segment	88	(18)	391	62
Asia Pacific segment	16	-	102	17
Total segments	\$ 693	\$ 84	\$ 2,701	\$ 492
Unallocated other*	(30)	(31)	(74)	(175)
Earnings before taxes	\$ 663	\$ 53	\$ 2,627	\$ 317
(Provision for) / Benefit from income taxes	(137)	(1,341)	(403)	(1,100)
Net income	\$ 526	\$ (1,288)	\$ 2,224	\$ (783)
Contract placement volumes (000)	485	(91)	2,071	(78)

* See Appendix for definitions

Americas Financing Shares And Contract Placement Volume

	4Q		FY	
	2017	2018	2017	2018
<u>Financing Shares (%)</u>				
<u>Retail Installment and Lease Share of Ford Retail Sales (excl. Fleet)</u>				
United States	58 %	55 %	55 %	58 %
Canada	87	85	77	75
<u>Wholesale Share</u>				
United States	75 %	76 %	76 %	76 %
Canada	59	59	61	59
<u>Contract Placement Volume - New and Used Retail / Lease (000)</u>				
United States	307	278	1,119	1,151
Canada	44	38	184	168
Mexico	10	8	40	33
Total Americas Segment	<u>361</u>	<u>324</u>	<u>1,343</u>	<u>1,352</u>

Europe Financing Shares And Contract Placement Volume

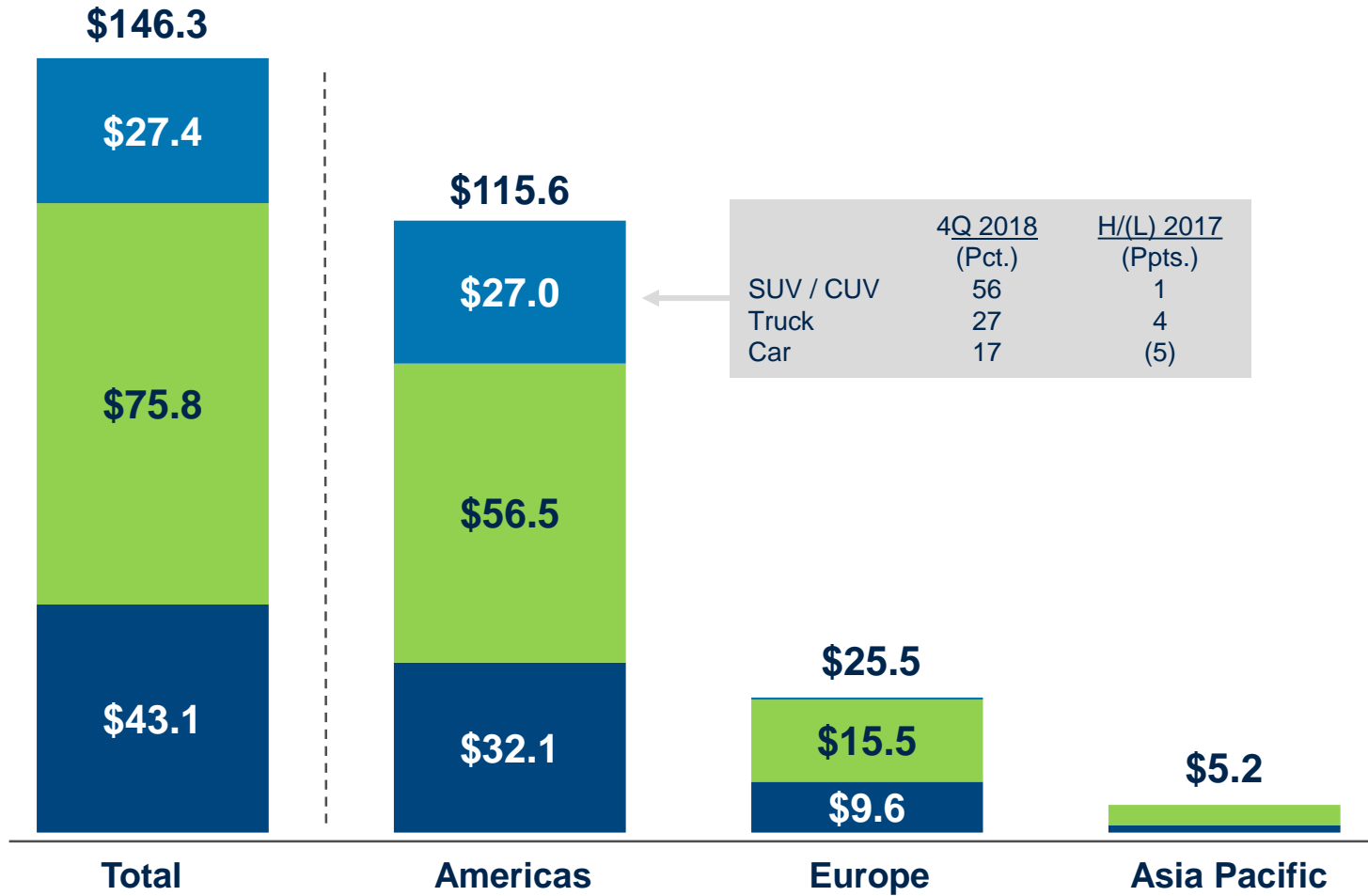
	4Q		FY	
	2017	2018	2017	2018
<u>Financing Shares (incl. Fleet) (%)</u>				
<u>Retail Installment and Lease Share of Total Ford Sales</u>				
U.K.	38 %	38 %	35 %	37 %
Germany	47	45	48	48
Total Europe Segment	38	38	37	38
<u>Wholesale Share</u>				
U.K.	100 %	100 %	100 %	100 %
Germany	93	93	94	93
Total Europe Segment	97	98	98	98
<u>Contract Placement Volume - New and Used Retail / Lease (000)</u>				
U.K.	35	29	174	150
Germany	39	38	155	160
All Other	56	55	212	231
Total Europe Segment	<u>130</u>	<u>122</u>	<u>541</u>	<u>541</u>

Asia Pacific Financing Shares And Contract Placement Volume

	4Q		FY	
	2017	2018	2017	2018
<u>Financing Shares (incl. Fleet) (%)</u>				
<u>Retail Installment Share of Total Ford Sales</u>				
China	29 %	37 %	28 %	35 %
India	10	8	10	8
<u>Wholesale Share</u>				
China	60 %	68 %	57 %	63 %
India	36	36	36	37
<u>Contract Placement Volume - New and Used Retail (000)</u>				
China	82	37	256	170
India	3	2	9	8
Total Asia Pacific Segment	85	39	265	178

4Q 2018 Net Receivables Mix (Bils)

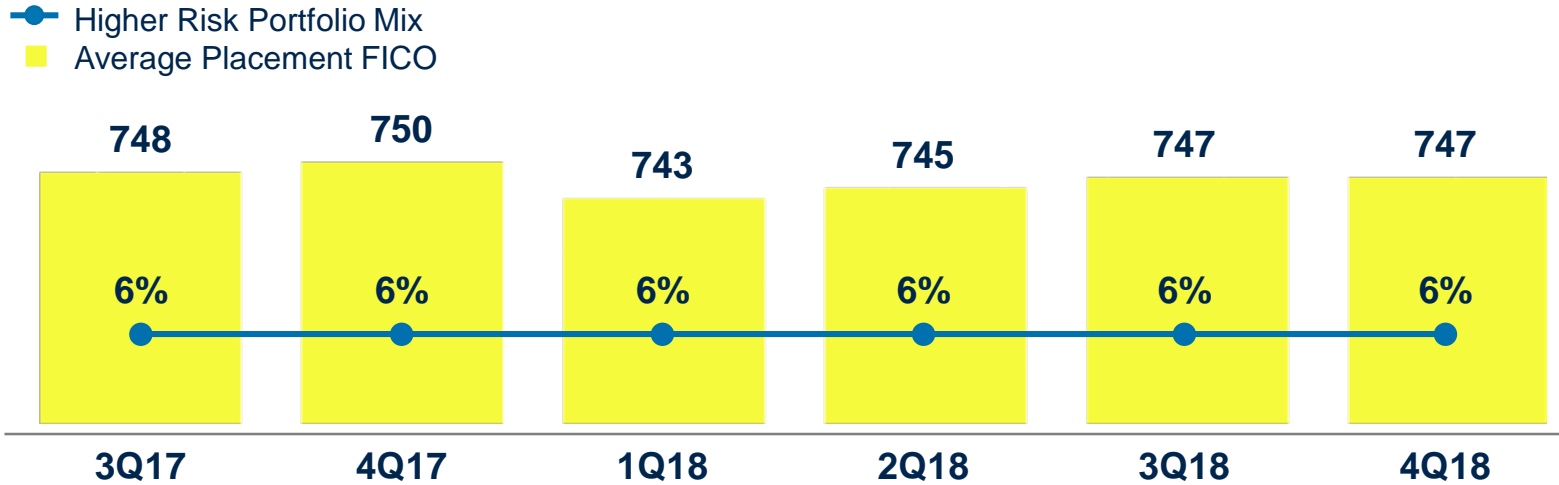
- Net Investment in Operating Leases
- Consumer Financing
- Non-Consumer Financing



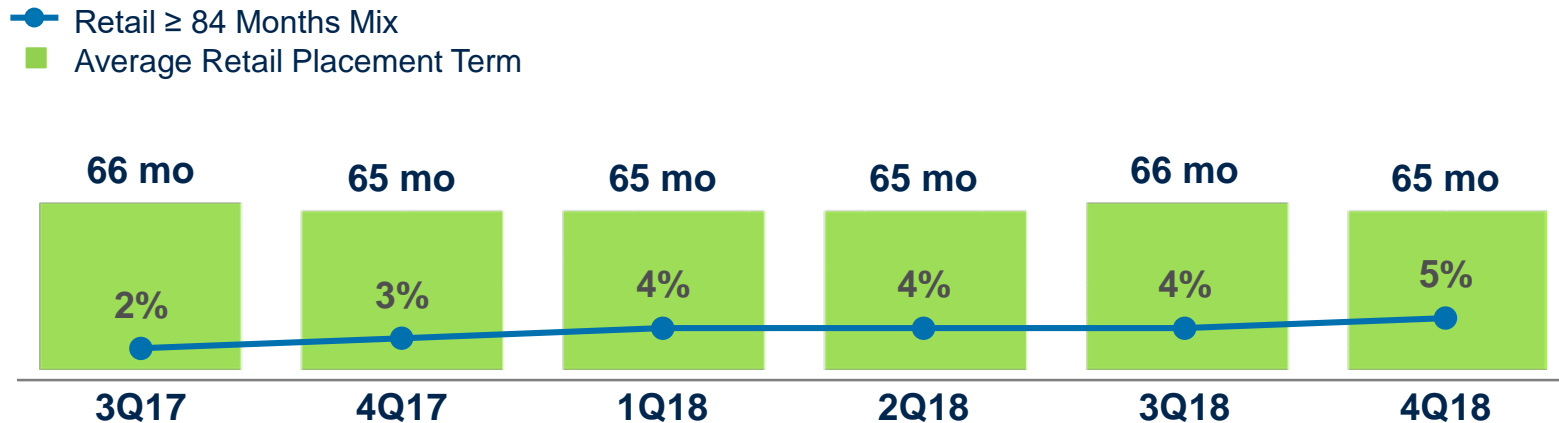
- Operating lease portfolio was 19% of total net receivables
- U.S. and Canada represent 99% of operating lease portfolio

U.S. Origination Metrics

Retail and Lease FICO and Higher Risk Mix (Pct)



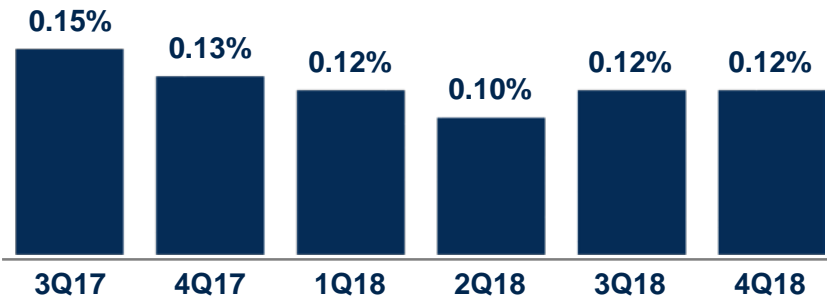
Retail Contract Terms



- Disciplined and consistent underwriting practices
- Portfolio quality evidenced by FICO scores and steady risk mix
- Extended-term contracts relatively small part of our business

U.S. Retail And Lease Credit Loss Drivers

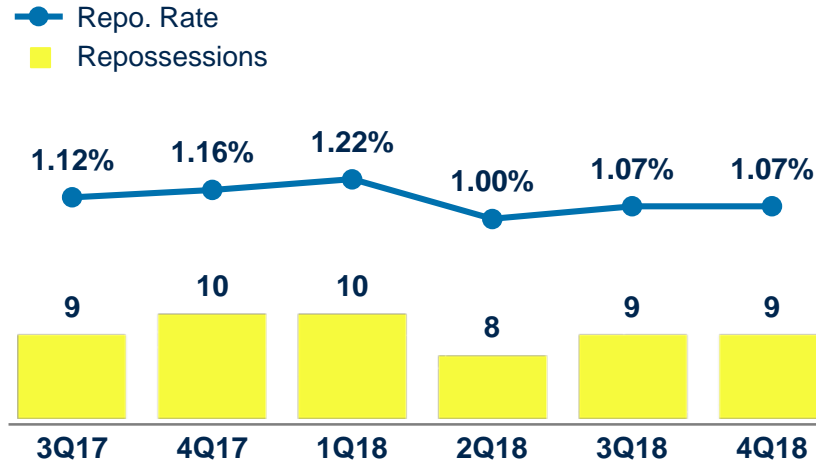
Over-60-Day Delinquencies (excl. Bankruptcies)



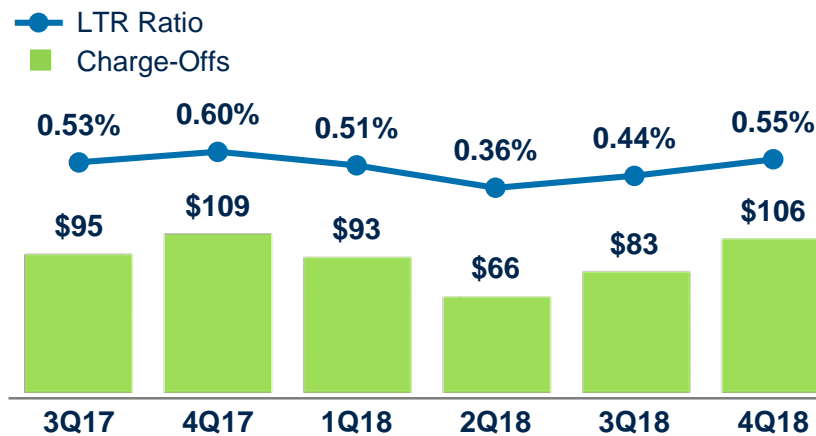
Severity (000)



Repossessions (000) and Repo. Rate (Pct)



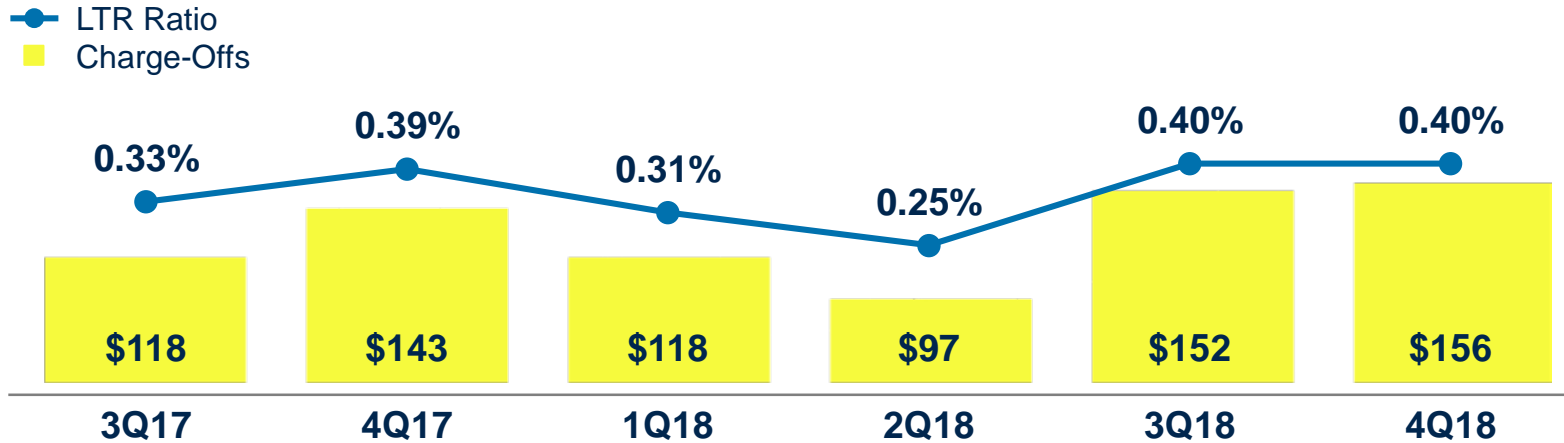
Charge-Offs (Mils) and LTR Ratio (Pct)



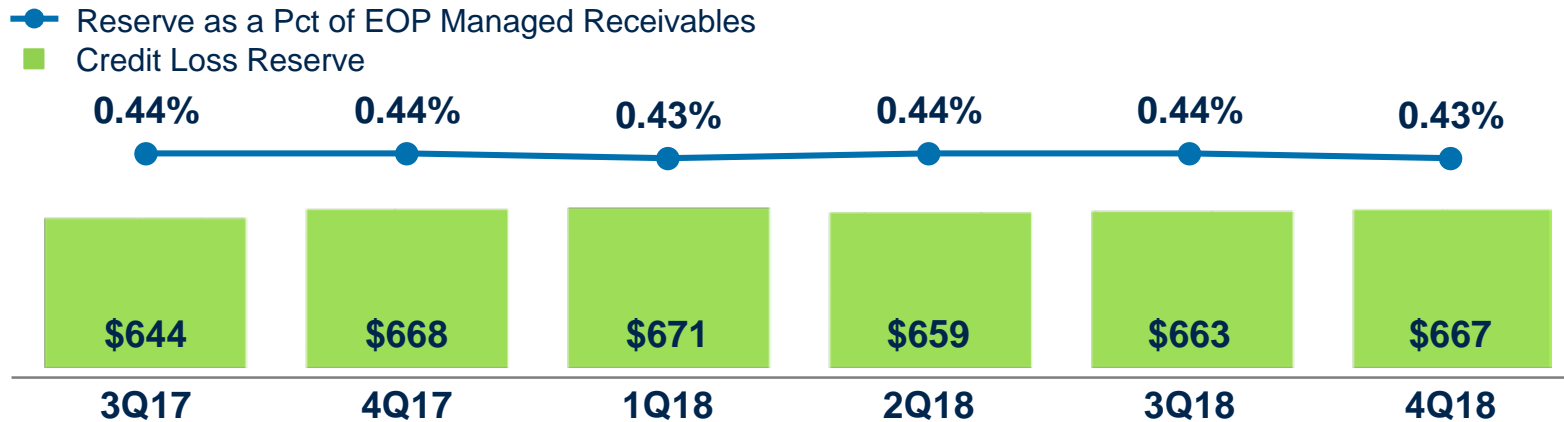
- Delinquencies and repossessions remained low
- Severity about flat YoY
- Strong loss metrics reflect healthy consumer credit conditions

Worldwide Credit Loss Metrics

Charge-Offs (Mils) and LTR Ratio (Pct)



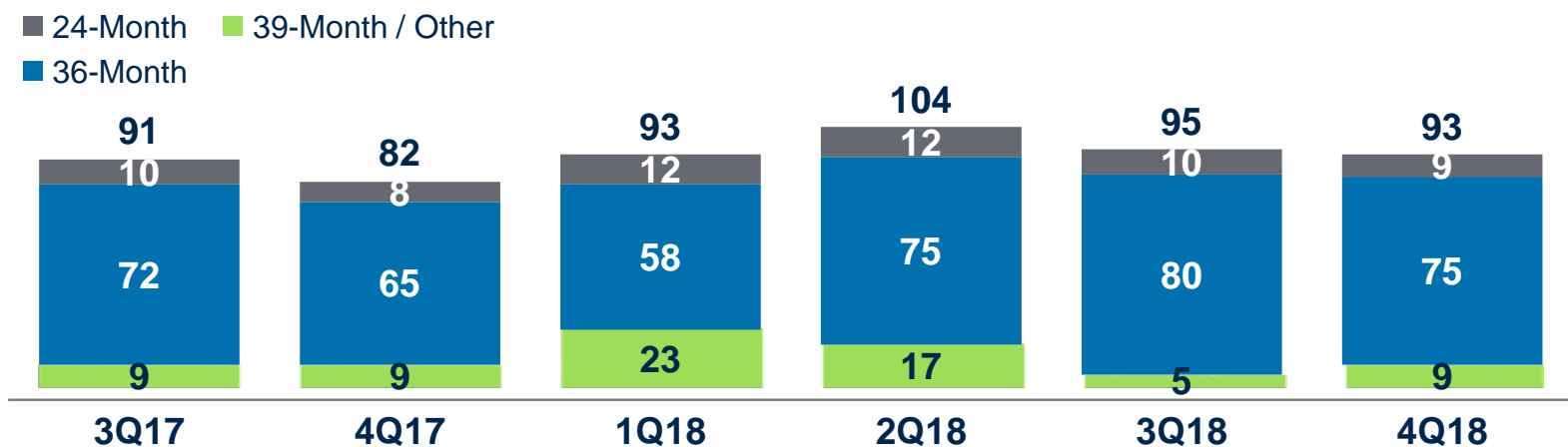
Credit Loss Reserve (Mils) and Reserve as a Pct of EOP Managed Receivables (Pct)



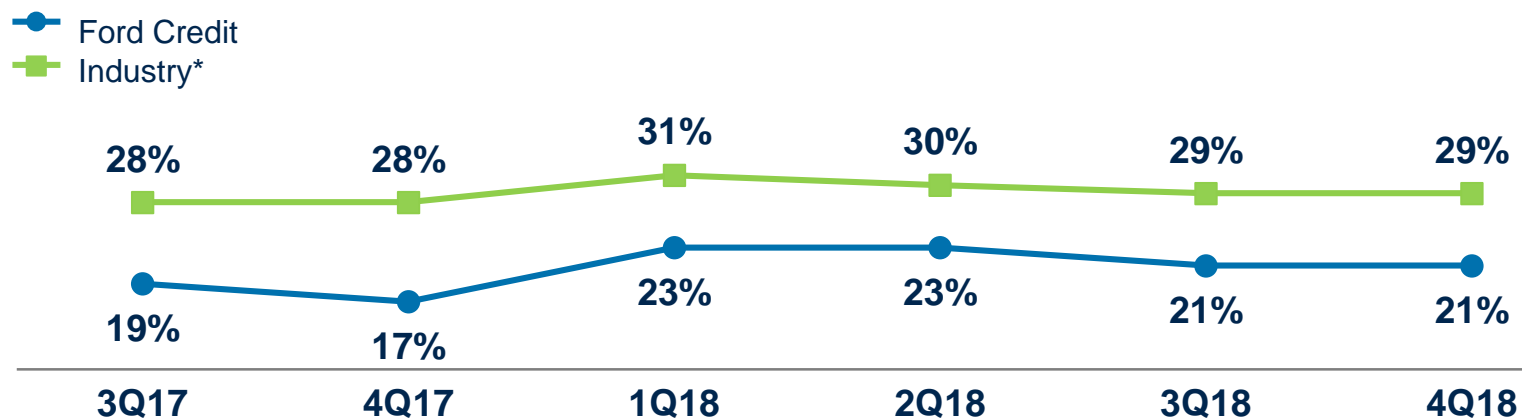
- YoY increase in charge-offs reflects a non-consumer credit loss recognized in 4Q 2018 outside of the U.S.
- Credit loss reserve based on historical losses, portfolio quality, and receivables level

U.S. Lease Origination Metrics

Lease Placement Volume (000)



Lease Share of Retail Sales (Pct)

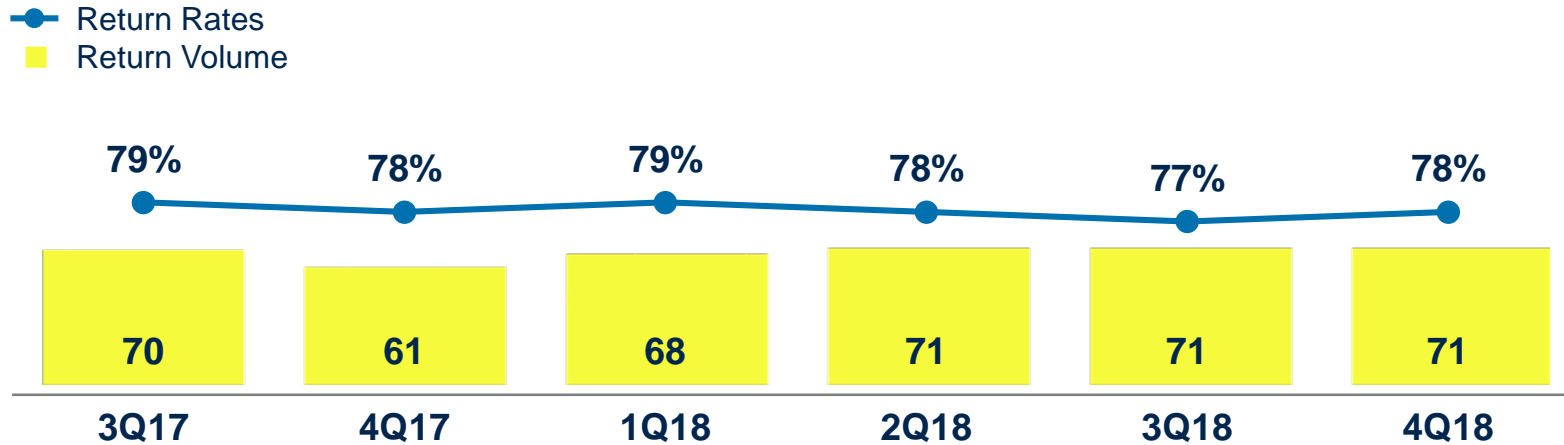


- 4Q lease share flat sequentially and below industry reflecting Ford sales mix

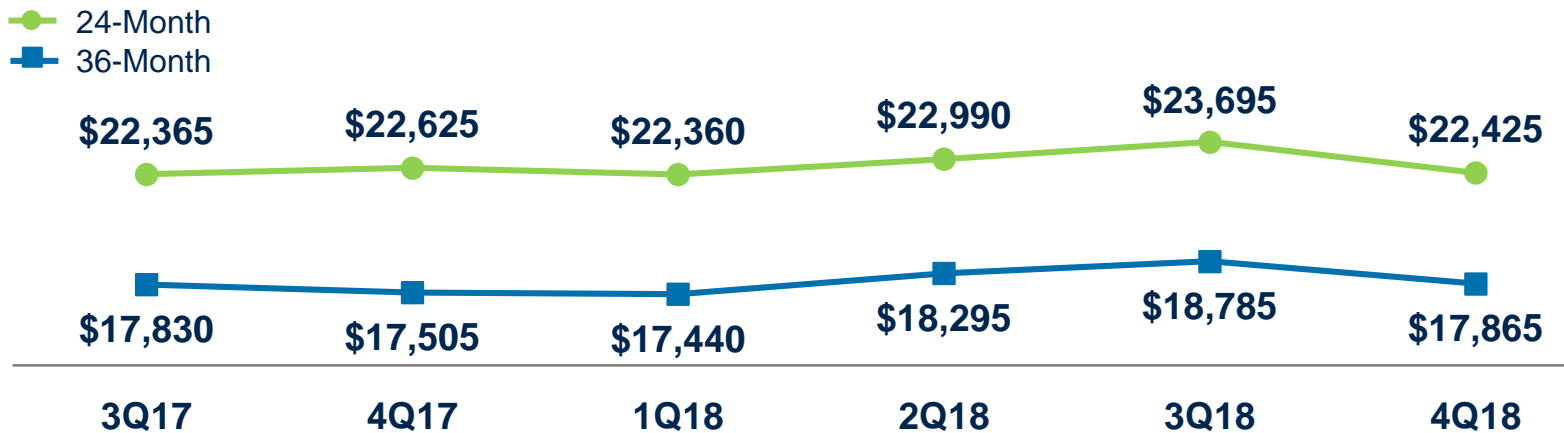
* Source: J.D. Power PIN

U.S. Lease Residual Performance

Lease Return Volume (000) and Return Rates (Pct)



Off-Lease Auction Values (at 4Q18 Mix)



- Healthy used car market supporting lease residual and credit loss performance
- Expect 2019 FY average auction values to be about 4% lower YoY at constant mix

Funding Structure – Managed Receivables*

(Bils)

	2016 <u>Dec 31</u>	2017 <u>Dec 31</u>	2018 <u>Dec 31</u>
Term Debt (incl. Bank Borrowings)	\$ 66	\$ 75	\$ 70
Term Asset-Backed Securities	50	53	60
Commercial Paper	4	5	4
Ford Interest Advantage / Deposits	6	5	6
Other	9	9	10
Equity	13	16	15
Adjustments For Cash	(11)	(12)	(10)
Total Managed Receivables	<u>\$ 137</u>	<u>\$ 151</u>	<u>\$ 155</u>
Securitized Funding as Pct of Managed Receivables	37%	35%	39%

- Funding is diversified across platforms and markets
- Well capitalized with a strong balance sheet and ample liquidity

* See Appendix for definitions and reconciliation to GAAP

Public Term Funding Plan* (Bils)

	2016	2017	2018	2019
	Actual	Actual	Actual	Forecast
<u>Unsecured -- Currency of issuance</u>				
<i>(USD Equivalent)</i>				
USD	\$ 9	\$ 10	\$ 6	\$ 9 - 12
CAD	1	2	1	1 - 2
EUR / GBP	3	3	4	3 - 4
Other	1	1	1	1
Total unsecured	\$ 14	\$ 16	\$ 13	\$ 14 - 19
Securitizations	\$ 13	\$ 15	\$ 14	\$ 13 - 15
Total public	\$ 28	\$ 32	\$ 27	\$ 27 - 33

* Numbers may not sum due to rounding; see Appendix for definitions

Cautionary Note On Forward-Looking Statements

Statements included or incorporated by reference herein may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on expectations, forecasts, and assumptions by our management and involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those stated, including, without limitation:

- Ford’s long-term competitiveness depends on the successful execution of fitness actions;
- Industry sales volume, particularly in the United States, Europe, or China, could decline if there is a financial crisis, recession, or significant geopolitical event;
- Ford’s new and existing products and mobility services are subject to market acceptance;
- Ford’s results are dependent on sales of larger, more profitable vehicles, particularly in the United States;
- Ford may face increased price competition resulting from industry excess capacity, currency fluctuations, or other factors;
- Fluctuations in commodity prices, foreign currency exchange rates, and interest rates can have a significant effect on results;
- With a global footprint, Ford’s results could be adversely affected by economic, geopolitical, protectionist trade policies, or other events;
- Ford’s production, as well as Ford’s suppliers’ production, could be disrupted by labor disputes, natural or man-made disasters, financial distress, production difficulties, or other factors;
- Ford’s ability to maintain a competitive cost structure could be affected by labor or other constraints;
- Pension and other postretirement liabilities could adversely affect Ford’s liquidity and financial condition;
- Economic and demographic experience for pension and other postretirement benefit plans (e.g., discount rates or investment returns) could be worse than Ford has assumed;
- Ford’s vehicles could be affected by defects that result in delays in new model launches, recall campaigns, or increased warranty costs;
- Safety, emissions, fuel economy, and other regulations affecting Ford may become more stringent;
- Ford could experience unusual or significant litigation, governmental investigations, or adverse publicity arising out of alleged defects in products, perceived environmental impacts, or otherwise;
- Ford’s receipt of government incentives could be subject to reduction, termination, or clawback;
- Operational systems, security systems, and vehicles could be affected by cyber incidents;
- Ford Credit’s access to debt, securitization, or derivative markets around the world at competitive rates or in sufficient amounts could be affected by credit rating downgrades, market volatility, market disruption, regulatory requirements, or other factors;
- Ford Credit could experience higher-than-expected credit losses, lower-than-anticipated residual values, or higher-than-expected return volumes for leased vehicles;
- Ford Credit could face increased competition from banks, financial institutions, or other third parties seeking to increase their share of financing Ford vehicles; and
- Ford Credit could be subject to new or increased credit regulations, consumer or data protection regulations, or other regulations.

We cannot be certain that any expectation, forecast, or assumption made in preparing forward-looking statements will prove accurate, or that any projection will be realized. It is to be expected that there may be differences between projected and actual results. Our forward-looking statements speak only as of the date of their initial issuance, and we do not undertake any obligation to update or revise publicly any forward-looking statement, whether as a result of new information, future events, or otherwise. For additional discussion, see “Item 1A. Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2017, as updated by our subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

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Americas Financing Shares And Contract Placement Volume

	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<u>Financing Shares (%)</u>					
<u>Retail Installment and Lease Share of Ford Retail Sales (excl. Fleet)</u>					
United States	63 %	65 %	56 %	55 %	58 %
Canada	67	73	75	77	75
<u>Wholesale Share</u>					
United States	77 %	76 %	76 %	76 %	76 %
Canada	64	64	61	61	59
<u>Contract Placement Volume - New and Used Retail / Lease (000)</u>					
United States	1,231	1,342	1,159	1,119	1,151
Canada	149	160	181	184	168
Mexico	25	26	47	40	33
Total Americas Segment	<u>1,405</u>	<u>1,528</u>	<u>1,387</u>	<u>1,343</u>	<u>1,352</u>

Europe Financing Shares And Contract Placement Volume

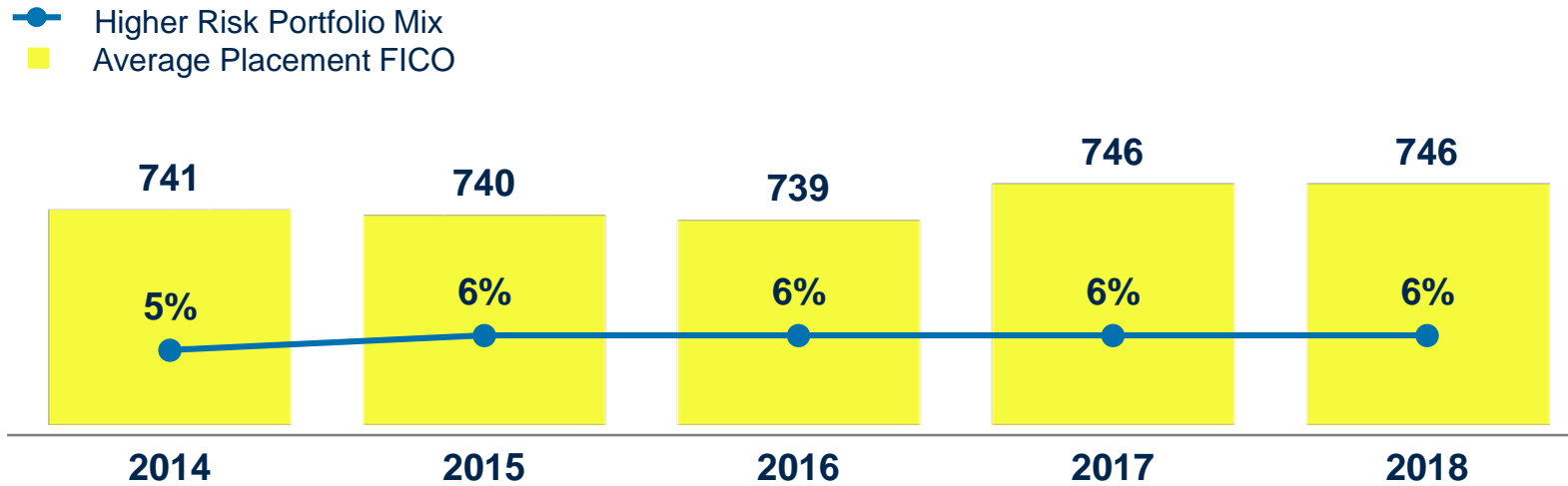
	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<u>Financing Shares (incl. Fleet) (%)</u>					
<u>Retail Installment and Lease Share of Total Ford Sales</u>					
U.K.	40 %	40 %	38 %	35 %	37 %
Germany	48	48	47	48	48
Total Europe Segment	36	37	37	37	38
<u>Wholesale Share</u>					
U.K.	100 %	100 %	100 %	100 %	100 %
Germany	92	93	93	94	93
Total Europe Segment	98	98	98	98	98
<u>Contract Placement Volume - New and Used Retail / Lease (000)</u>					
U.K.	195	207	201	174	150
Germany	135	140	149	155	160
All Other	130	158	177	212	231
Total Europe Segment	<u>460</u>	<u>505</u>	<u>527</u>	<u>541</u>	<u>541</u>

Asia Pacific Financing Shares And Contract Placement Volume

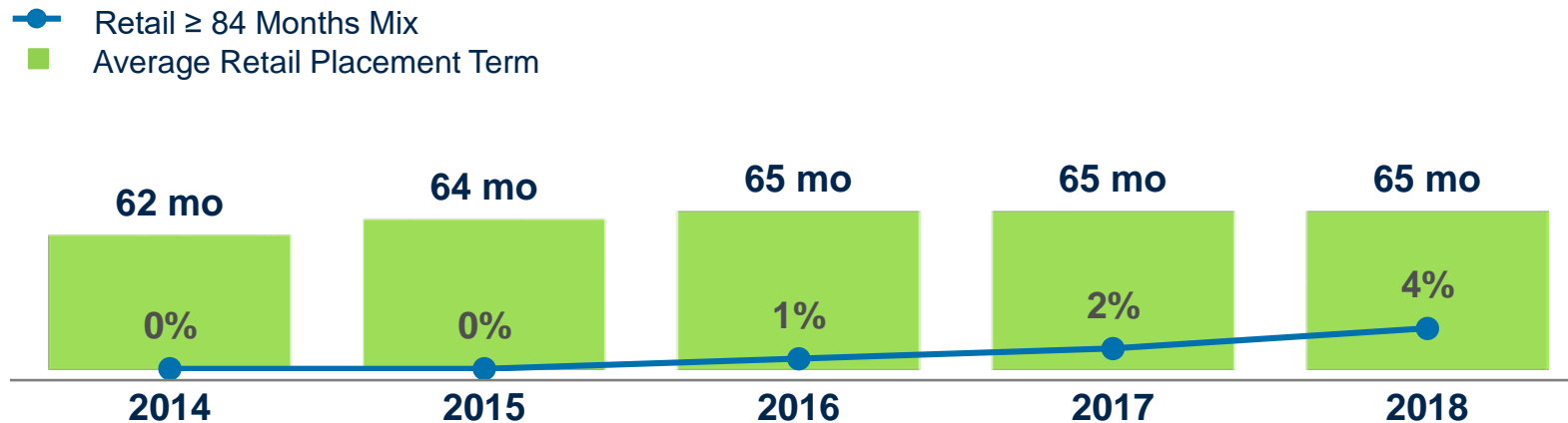
	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<u>Financing Shares (incl. Fleet) (%)</u>					
<u>Retail Installment Share of Total Ford Sales</u>					
China	13 %	12 %	19 %	28 %	35 %
India	-	1	5	10	8
<u>Wholesale Share</u>					
China	62 %	56 %	58 %	57 %	63 %
India	-	14	29	36	37
<u>Contract Placement Volume - New and Used Retail (000)</u>					
China	109	108	192	256	170
India	-	-	5	9	8
Total Asia Pacific Segment	<u>109</u>	<u>108</u>	<u>197</u>	<u>265</u>	<u>178</u>

U.S. Origination Metrics

Retail and Lease FICO and Higher Risk Mix (Pct)



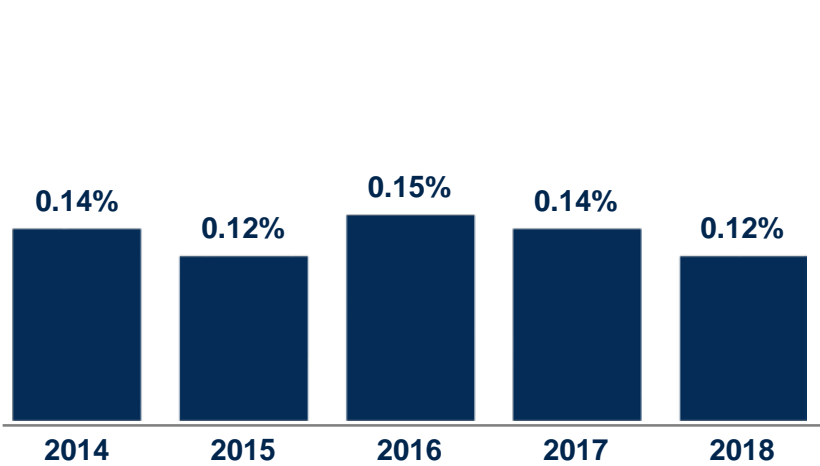
Retail Contract Terms



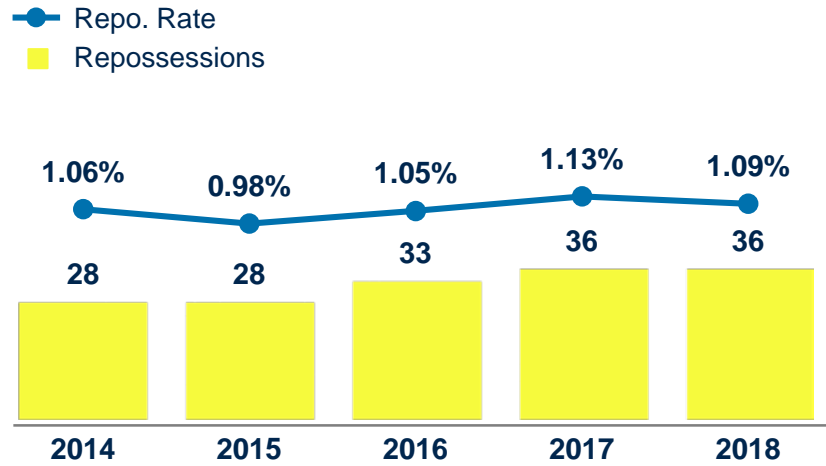
- Disciplined and consistent underwriting practices
- Portfolio quality evidenced by FICO scores and steady risk mix
- Extended-term contracts relatively small part of our business

U.S. Retail And Lease Credit Loss Drivers

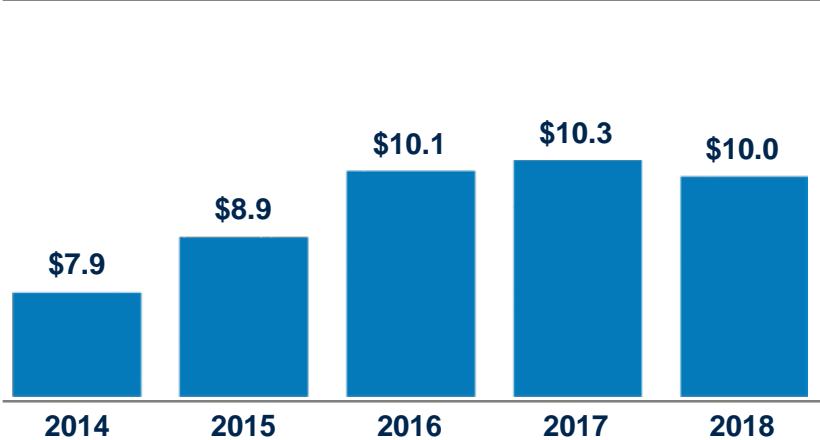
Over-60-Day Delinquencies (excl. Bankruptcies)



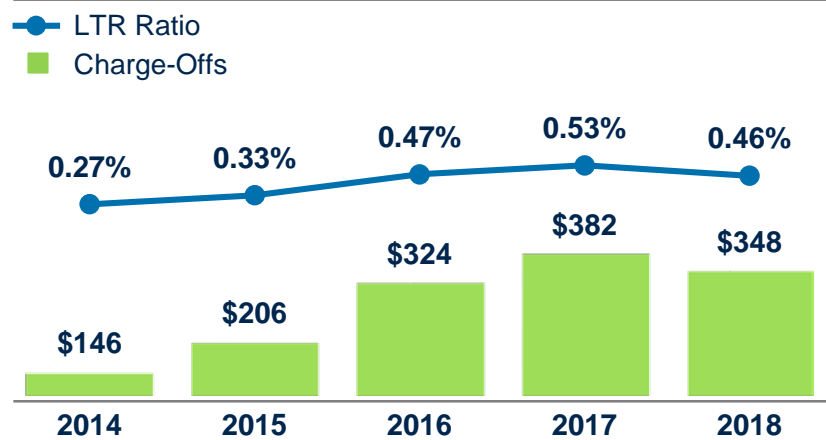
Repossessions (000) and Repo. Rate (Pct)



Severity (000)



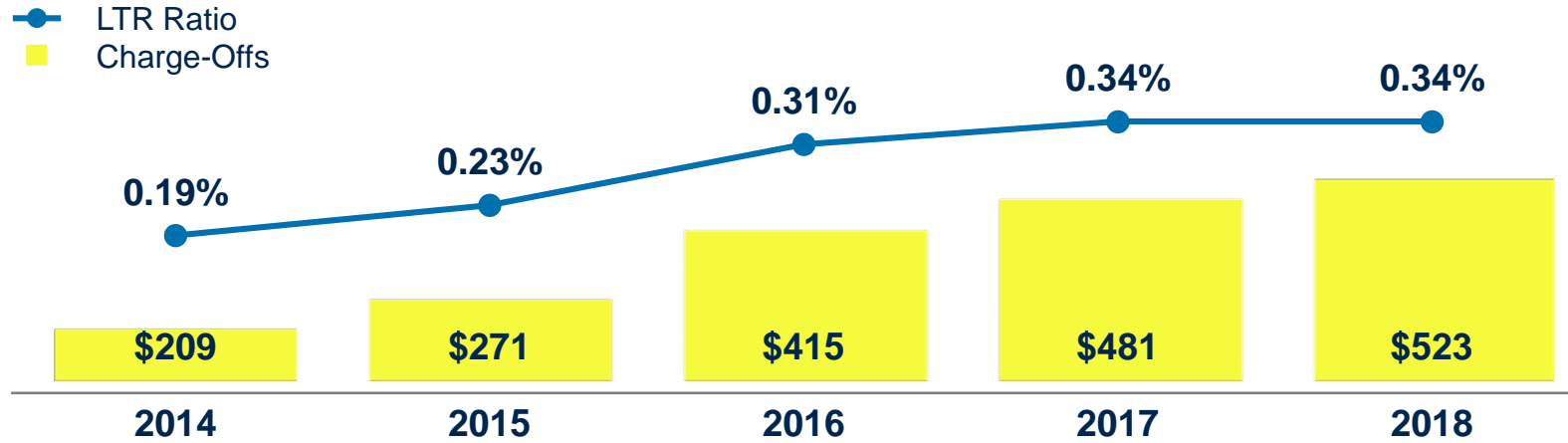
Charge-Offs (Mils) and LTR Ratio (Pct)



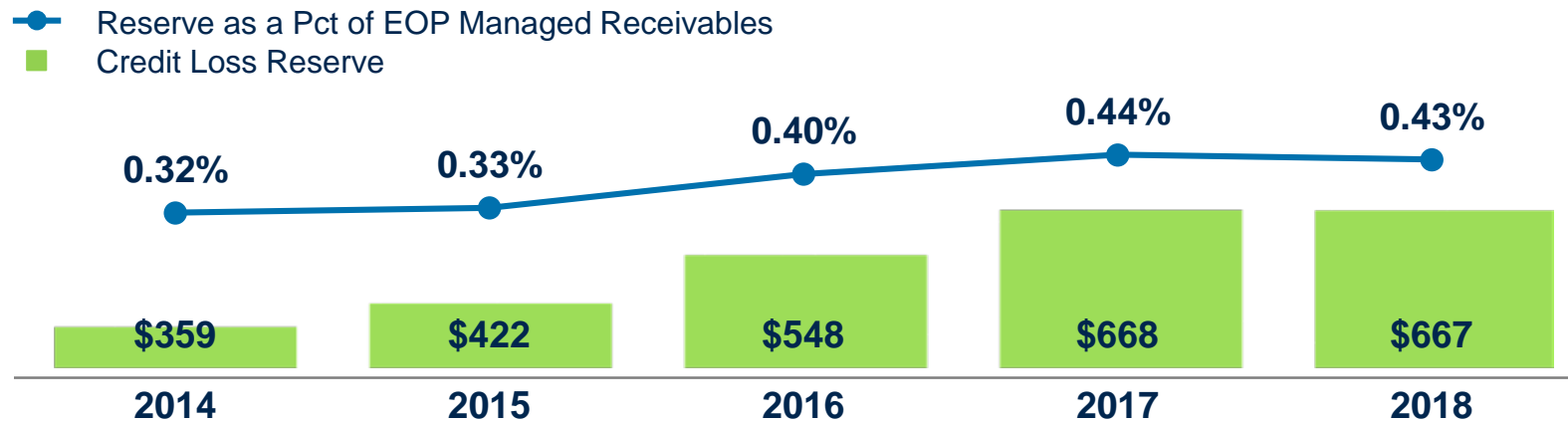
- Delinquencies and repossessions remain low
- Charge-offs and LTR improved YoY
- Strong loss metrics reflect healthy consumer credit conditions

Worldwide Credit Loss Metrics

Charge-Offs (Mils) and LTR Ratio (Pct)



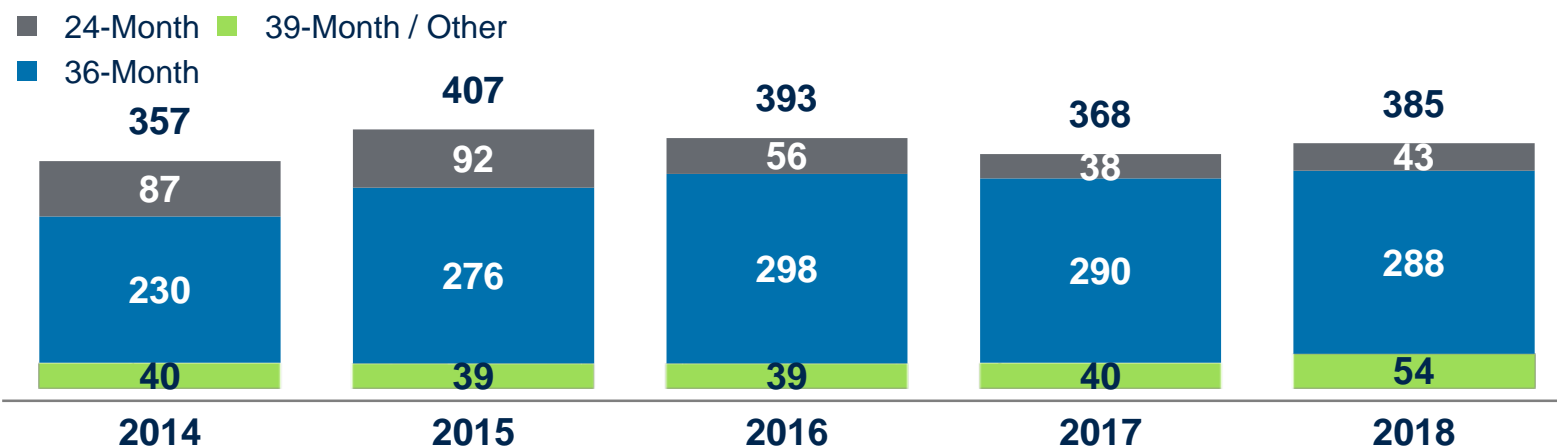
Credit Loss Reserve (Mils) and Reserve as a Pct of EOP Managed Receivables (Pct)



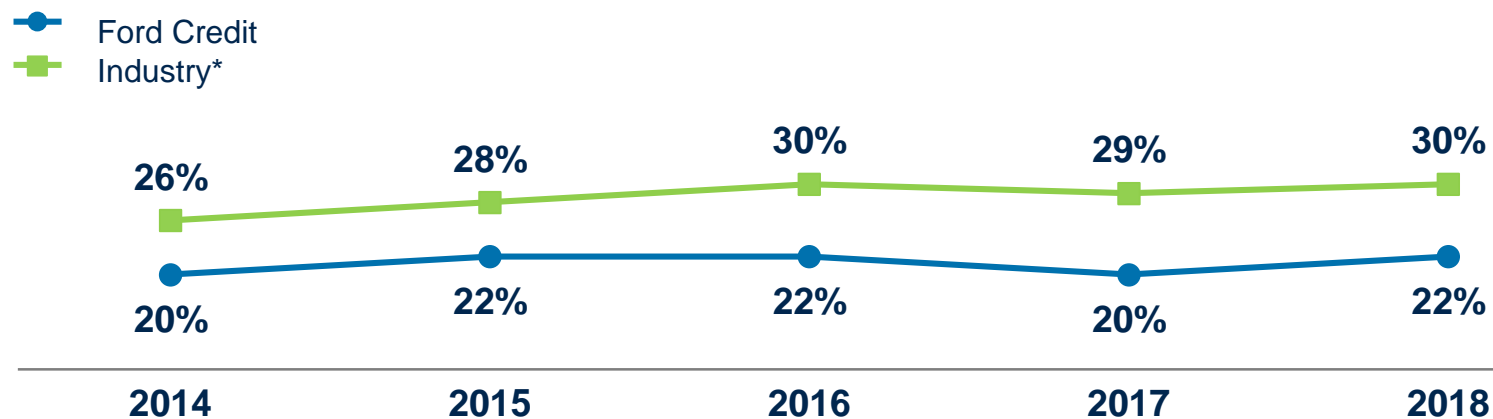
- Worldwide credit loss metrics remain strong
- Credit loss reserve based on historical losses, portfolio quality and receivables level

U.S. Lease Origination Metrics

Lease Placement Volume (000)



Lease Share of Retail Sales (Pct)

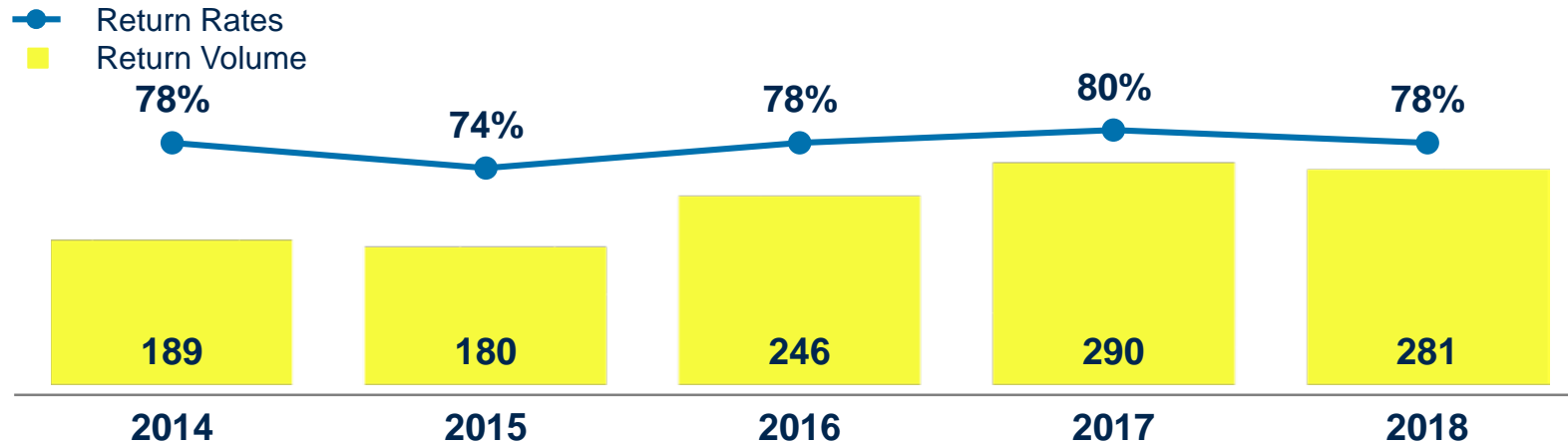


- Lease share continues to be below industry reflecting Ford sales mix

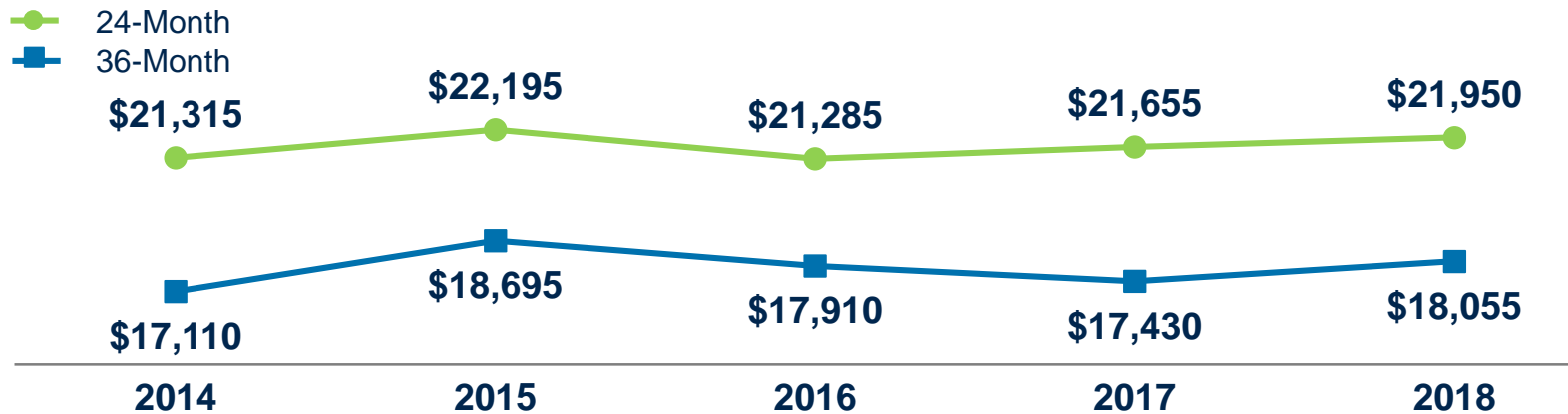
* Source: J.D. Power PIN

U.S. Lease Residual Performance

Lease Return Volume (000) and Return Rates (Pct)



Off-Lease Auction Values (at FY 2018 Mix)



- Healthy used car market supporting lease residual and credit loss performance
- 36-month auction values up 4% YoY; stronger than expected
- Expect 2019 FY average auction values to be about 4% lower YoY at constant mix

Total Net Receivables Reconciliation To Managed Receivables (Bil\$)

	2016 <u>Dec 31</u>	2017 <u>Dec 31</u>	2018 <u>Dec 31</u>
Finance receivables, net (GAAP)	\$ 103.0	\$ 116.0	\$ 118.8
Net investment in operating leases (GAAP)	<u>27.2</u>	<u>26.7</u>	<u>27.4</u>
Total net receivables	\$ 130.2	\$ 142.7	\$ 146.3
Unearned interest supplements and residual support	5.3	6.1	6.8
Allowance for credit losses	0.5	0.7	0.7
Other, primarily accumulated supplemental depreciation	<u>0.9</u>	<u>1.0</u>	<u>1.1</u>
Total managed receivables (Non-GAAP)*	<u><u>\$ 136.9</u></u>	<u><u>\$ 150.5</u></u>	<u><u>\$ 154.9</u></u>

* See Appendix for definitions; numbers may not sum due to rounding

Financial Statement Leverage Reconciliation To Managed Leverage* (Bils)

	2016 Dec 31	2017 Dec 31	2018 Dec 31
<u>Leverage Calculation</u>			
Total debt	\$ 126.5	\$ 137.8	\$ 140.1
Adjustments for cash	(10.8)	(11.8)	(10.2)
Adjustments for derivative accounting	(0.3)	-	0.2
Total adjusted debt	\$ 115.4	\$ 126.0	\$ 130.1
Equity	\$ 12.8	\$ 15.9	\$ 15.0
Adjustments for derivative accounting	(0.3)	(0.1)	(0.2)
Total adjusted equity	\$ 12.5	\$ 15.8	\$ 14.8
Financial statement leverage (to 1) (GAAP)	9.9	8.7	9.4
Managed leverage (to 1) (Non-GAAP)	9.2	8.0	8.8

* See Appendix for definitions

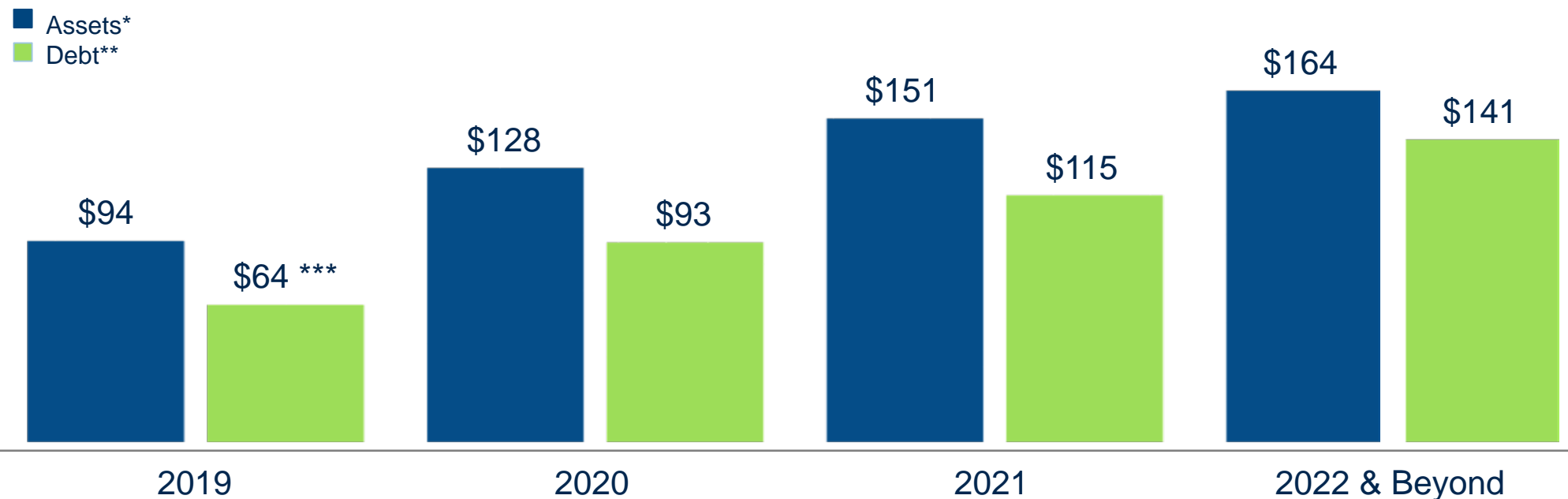
Liquidity Sources* (Bils)

	<u>2016</u> <u>Dec 31</u>	<u>2017</u> <u>Dec 31</u>	<u>2018</u> <u>Dec 31</u>
<u>Liquidity Sources</u>			
Cash	\$ 10.8	\$ 11.8	\$ 10.2
Committed ABS facilities	34.6	33.4	35.4
Other unsecured credit facilities	2.5	3.3	3.0
Ford corporate credit facility allocation	3.0	3.0	3.0
Total liquidity sources	\$ 50.9	\$ 51.5	\$ 51.6
<u>Utilization of Liquidity</u>			
Securitization cash	\$ (3.4)	\$ (3.8)	\$ (3.0)
Committed ABS facilities	(19.9)	(17.2)	(20.7)
Other unsecured credit facilities	(0.7)	(1.1)	(0.7)
Ford corporate credit facility allocation	-	-	-
Total utilization of liquidity	\$ (24.0)	\$ (22.1)	\$ (24.4)
Gross liquidity	\$ 26.9	\$ 29.4	\$ 27.2
Adjustments	0.1	0.1	0.1
Net liquidity available for use	\$ 27.0	\$ 29.5	\$ 27.3

* See Appendix for definitions

Balance Sheet Liquidity Profile (Bils)

Cumulative Maturities at December 31, 2018



Unsecured Long-Term
Debt Maturities

\$14.4

\$15.1

\$15.3

\$22.0

* Includes finance receivables net of unearned income, investment in operating leases net of accumulated depreciation, cash and cash equivalents, and marketable securities (excluding amounts related to insurance activities)

** Retail and lease ABS are treated as amortizing to match the underlying assets

*** Includes all of the wholesale ABS term maturities of \$10.6 billion that otherwise contractually extend to 2020 and beyond

Non-GAAP Financial Measures That Supplement GAAP Measures

- We use both GAAP and non-GAAP financial measures for operational and financial decision making, and to assess Company and segment business performance. The non-GAAP measures listed below are intended to be considered by users as supplemental information to their equivalent GAAP measures, to aid investors in better understanding our financial results. We believe that these non-GAAP measures provide useful perspective on underlying business results and trends, and a means to assess our period-over-period results. These non-GAAP measures should not be considered as a substitute for, or superior to measures of financial performance prepared in accordance with GAAP. These non-GAAP measures may not be the same as similarly titled measures used by other companies due to possible differences in method and in items or events being adjusted.
- Ford Credit Managed Receivables – (Most Comparable GAAP Measure: Net Finance Receivables plus Net Investment in Operating Leases) – Measure of Ford Credit’s Total net receivables, excluding unearned interest supplements and residual support, allowance for credit losses, and other (primarily accumulated supplemental depreciation). The measure is useful to management and investors as it closely approximates the customer’s outstanding balance on the receivables, which is the basis for earning revenue.
- Ford Credit Managed Leverage (Most Comparable GAAP Measure: Financial Statement Leverage) – Ford Credit’s debt-to-equity ratio adjusted (i) to exclude cash, cash equivalents, and marketable securities (other than amounts related to insurance activities), and (ii) for derivative accounting. The measure is useful to investors because it reflects the way Ford Credit manages its business. Cash, cash equivalents, and marketable securities are deducted because they generally correspond to excess debt beyond the amount required to support operations and on-balance sheet securitization transactions. Derivative accounting adjustments are made to asset, debt, and equity positions to reflect the impact of interest rate instruments used with Ford Credit’s term-debt issuances and securitization transactions. Ford Credit generally repays its debt obligations as they mature, so the interim effects of changes in market interest rates are excluded in the calculation of managed leverage.

Definitions And Calculations

Adjustments (as shown on the Liquidity Sources chart)

- Include certain adjustments for asset-backed capacity in excess of eligible receivables and cash related to the Ford Credit Revolving Extended Variable-utilization program (“FordREV”), which can be accessed through future sales of receivables

Cash (as shown on the Funding Structure, Liquidity Sources and Leverage charts)

- *Cash and cash equivalents* and *Marketable securities* reported on Ford Credit’s balance sheet, excluding amounts related to insurance activities

Committed Asset-Backed Security (“ABS”) Facilities (as shown on the Liquidity Sources chart)

- Committed ABS facilities are subject to availability of sufficient assets, ability to obtain derivatives to manage interest rate risk, and exclude FCE Bank plc (“FCE”) access to the Bank of England’s Discount Window Facility

Earnings Before Taxes (EBT)

- Reflects *Income before income taxes* as reported on Ford Credit’s income statement

ROE (as shown on the Key Metrics chart)

- Reflects an annualized return on equity. This metric is calculated by taking net income for the period divided by average equity for the period and annualizing the result by dividing by the number of days in the quarter and multiplying by 365

Securitizations (as shown on the Public Term Funding Plan chart)

- Public securitization transactions, Rule 144A offerings sponsored by Ford Motor Credit, and widely distributed offerings by Ford Credit Canada

Securitization Cash (as shown on the Liquidity Sources chart)

- Securitization cash is cash held for the benefit of the securitization investors (for example, a reserve fund)

Term Asset-Backed Securities (as shown on the Funding Structure chart)

- Obligations issued in securitization transactions that are payable only out of collections on the underlying securitized assets and related enhancements

Total Debt (as shown on the Leverage chart)

- *Debt* on Ford Credit’s balance sheet. Includes debt issued in securitizations and payable only out of collections on the underlying securitized assets and related enhancements. Ford Credit holds the right to receive the excess cash flows not needed to pay the debt issued by, and other obligations of, the securitization entities that are parties to those securitization transactions

Total Net Receivables (as shown on the Total Net Receivables Reconciliation To Managed Receivables chart)

- Includes finance receivables (retail and wholesale) sold for legal purposes and net investment in operating leases included in securitization transactions that do not satisfy the requirements for accounting sale treatment. These receivables and operating leases are reported on Ford Credit’s balance sheet and are available only for payment of the debt issued by, and other obligations of, the securitization entities that are parties to those securitization transactions; they are not available to pay the other obligations of Ford Credit or the claims of Ford Credit’s other creditors

Unallocated Other (as shown on the EBT By Segment chart)

- Items excluded in assessing segment performance because they are managed at the corporate level, including market valuation adjustments to derivatives and exchange-rate fluctuations on foreign currency-denominated transactions