



***2011 THIRD QUARTER  
FIXED INCOME PRESENTATION***

***OCTOBER 26, 2011  
(PRELIMINARY RESULTS)***



## **TOTAL COMPANY**

# **2011 THIRD QUARTER OVERVIEW**

- **Third Quarter business performance marked by Automotive growth, solid profitability, and positive Automotive operating-related cash flow**
  - **Volume up 7% and revenue up 14% compared with a year ago**
  - **Pre-tax operating profit -- \$1.9 billion; Automotive and Financial Services sectors each profitable**
  - **Net income -- \$1.6 billion**
  - **Automotive operating-related cash flow -- \$400 million**
- **Total Automotive debt at \$12.7 billion, \$1.3 billion reduction from Second Quarter**
- **Market share in North America, Europe, and Asia Pacific Africa improved compared with a year ago**
- **First Nine Months pre-tax operating profit of \$7.7 billion, net income of \$6.6 billion, and Automotive operating-related cash flow of \$4.9 billion**
- **Concluded agreement with the UAW on multi-year contract**
- **Continuing to invest for the future and profitable growth for all**

**For Full Year Results, We Plan To Deliver Continued Improvement In Pre-Tax Operating Profit And Automotive Operating-Related Cash Flow**



# TOTAL COMPANY

## 2011 KEY FINANCIAL SUMMARY

	<u>Third Quarter</u>		<u>First Nine Months</u>	
		<u>B / (W)</u>		<u>B / (W)</u>
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
Wholesales (000)*	1,346	93	4,268	344
Revenue (Bils.)**	\$ 33.1	\$ 4.1	\$ 101.7	\$ 13.3
<u>Operating results**</u>				
Pre-tax results (Mils.)	\$ 1,944	\$ (111)	\$ 7,659	\$ 652
After-tax results (Mils.)	1,846	(66)	7,095	718
Earnings per share	0.46	(0.02)	1.74	0.13
<u>Special items pre-tax (Mils.)</u>	\$ (98)	\$ 70	\$ (431)	\$ (293)
<u>Net income / (loss) attributable to Ford</u>				
After-tax results (Mils.)	\$ 1,649	\$ (38)	\$ 6,598	\$ 227
Earnings per share	0.41	(0.02)	1.62	0.01
<u>Automotive</u>				
Operating-related cash flow (Bils.)***	\$ 0.4	\$ (0.5)	\$ 4.9	\$ 1.5
Gross cash (Bils.)***	\$ 20.8	\$ (3.0)	\$ 20.8	\$ (3.0)
Debt (Bils.)	12.7	13.7	12.7	13.7
Net cash / (debt) (Bils.)***	<u>\$ 8.1</u>	<u>\$ 10.7</u>	<u>\$ 8.1</u>	<u>\$ 10.7</u>

\* Excludes special items; see Appendix for definition of wholesales and additional information

\*\* Excludes special items; see Appendix for detail and reconciliation to GAAP

\*\*\* See Appendix for reconciliation to GAAP; net cash is calculated as Automotive gross cash net of Automotive debt



# AUTOMOTIVE SECTOR

## 2011 CASH\*

	<u>Third Quarter</u> (Bils.)	<u>First Nine Months</u> (Bils.)
<b><u>Gross Cash</u></b>		
September 30, 2011	\$ 20.8	\$ 20.8
June 30, 2011 / December 31, 2010	<u>22.0</u>	<u>20.5</u>
Change in gross cash	<u>\$ (1.2)</u>	<u>\$ 0.3</u>
Automotive pre-tax profits**	\$ 1.3	\$ 5.7
Capital spending	(1.1)	(3.1)
Depreciation and amortization	0.8	2.6
Changes in working capital	(0.8)	0.7
Other / timing differences	0.3	(0.7)
Up-front subvention payments to Ford Credit	<u>(0.1)</u>	<u>(0.3)</u>
Automotive operating-related cash flow	<u>\$ 0.4</u>	<u>\$ 4.9</u>
Separation payments	(0.1)	(0.2)
Receipts from Financial Services sector	0.6	2.9
Other	<u>(0.7)</u>	<u>(0.2)</u>
Cash flow before other actions	<u>\$ 0.2</u>	<u>\$ 7.4</u>
Changes in debt	(1.2)	(6.3)
Pension contributions	(0.2)	(1.0)
Proceeds from the sale of Volvo / Other	<u>-</u>	<u>0.2</u>
Change in gross cash	<u>\$ (1.2)</u>	<u>\$ 0.3</u>

\* See Appendix for reconciliation to GAAP

\*\* Excludes special items; see Appendix for detail and reconciliation to GAAP



# **AUTOMOTIVE SECTOR**

## **2011 AUTOMOTIVE FINANCIAL RESOURCES**

	<u>June 30,</u> <u>2011</u> <u>(Bils.)</u>	<u>Sep. 30,</u> <u>2011</u> <u>(Bils.)</u>
<b>Automotive gross cash*</b>	<b>\$ 22.0</b>	<b>\$ 20.8</b>
<b>Less:</b>		
<b>Long-Term debt</b>	<b>\$ 12.9</b>	<b>\$ 11.8</b>
<b>Debt payable within one year</b>	<u>1.1</u>	<u>0.9</u>
<b>Total debt</b>	<b>\$ 14.0</b>	<b>\$ 12.7</b>
<b>Net cash**</b>	<u><u>\$ 8.0</u></u>	<u><u>\$ 8.1</u></u>
<b>Memo: Liquidity***</b>	<b>\$ 32.2</b>	<u><u>\$ 31.0</u></u>

\* See Appendix for reconciliation to GAAP

\*\* Net cash is calculated as Automotive gross cash net of Automotive debt

\*\*\* As of September 30, 2011, total available committed Automotive credit lines (including local lines available to foreign affiliates) were \$10.2 billion



# TOTAL COMPANY 2011 PLANNING ASSUMPTIONS AND KEY METRICS

	First Nine Months	Full Year Plan	Full Year Outlook
<b>Planning Assumptions</b>			
Industry Volume (SAAR)* -- U.S. (Mils.)	12.8	13.0 - 13.5	13.0
-- Europe (Mils.)**	15.3	14.5 - 15.5	15.2
<b>Operational Metrics</b>			
Compared with Prior Year:			
- Quality	Mixed	Improve	Mixed
- U.S. Market Share	16.5%	Equal / Improve	On Track
- U.S. Retail Share of Retail Market***	13.9%	Equal / Improve	On Track
- Europe Market Share**	8.3%	Equal / Improve	On Track
<b>Financial Metrics</b>			
Compared with Prior Year:			
- Total Company Pre-Tax Operating Profit****	\$7.7 Bils.	Improve	On Track
- Automotive Structural Costs*****	\$1.1 Bils. Higher	Higher	About \$1.6 Bils. Higher
- Commodity Costs (Incl. Hedging)	\$1.7 Bils. Higher	Higher	About \$2.2 Bils. Higher
- Automotive Operating Margin****	6.5%	Equal / Improve	About 5.7%
- Automotive Operating-Related Cash Flow	\$4.9 Bils.	Improve	On Track
Absolute Amount:			
- Capital Spending	\$3.1 Bils.	\$5.0 - \$5.5 Bils.	About \$4.6 Bils.

\* Includes medium and heavy trucks

\*\* The 19 markets we track

\*\*\* Current quarter estimated; prior quarters based on latest Polk data

\*\*\*\* Excludes special items; Automotive operating margin is defined as Automotive pre-tax results, excluding special items and Other Automotive, divided by Automotive revenue

\*\*\*\*\* Structural cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations

**For Full Year Results, We Plan To Deliver Continued Improvement In Pre-Tax  
Operating Profit And Automotive Operating-Related Cash Flow**

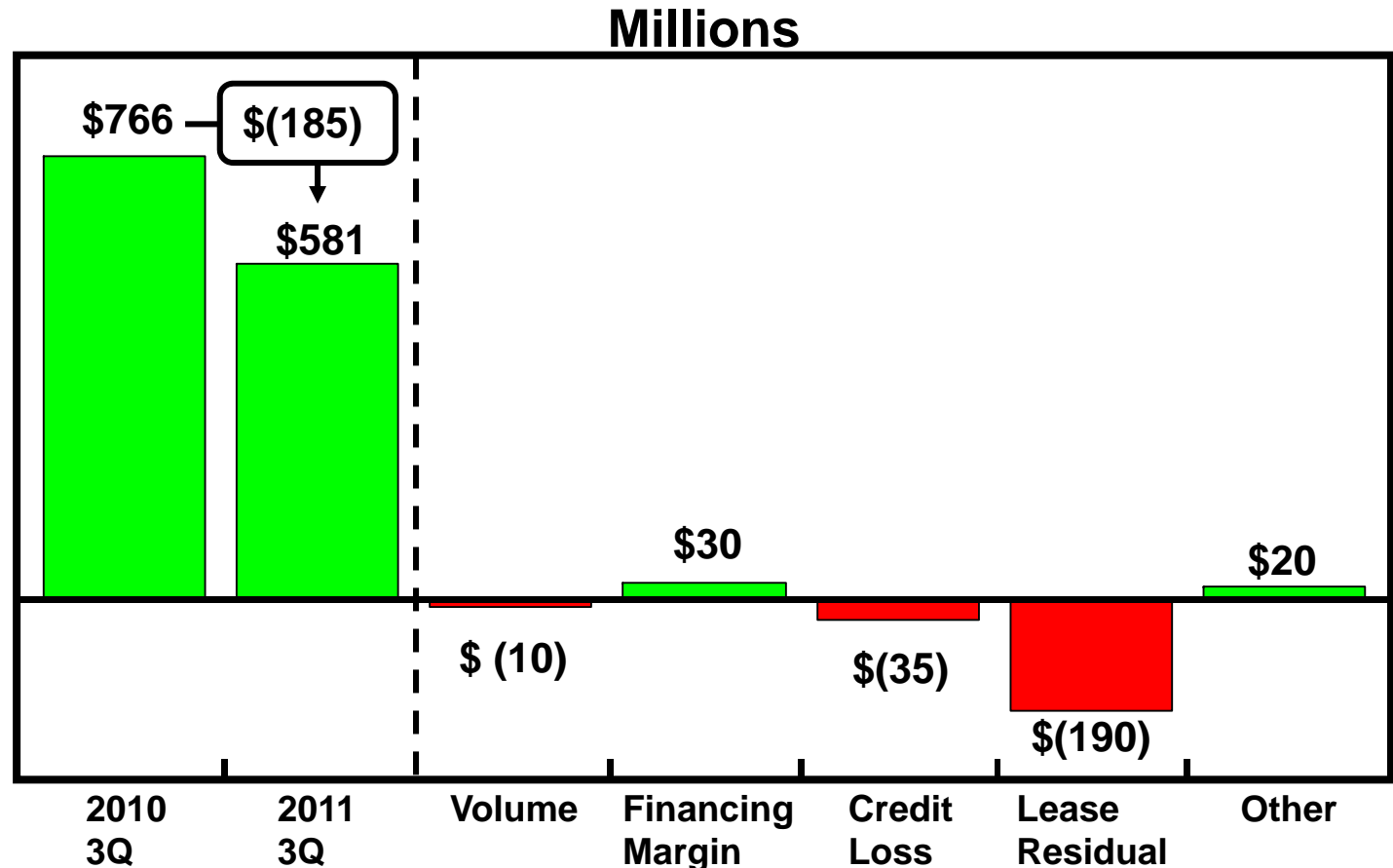


## ***FORD CREDIT THIRD QUARTER OPERATING HIGHLIGHTS***

- **Pre-tax profit was \$581 million; net income was \$350 million**
- **Managed receivables were \$82 billion, slightly lower than year-end 2010**
- **Charge-offs of \$45 million; worldwide loss-to-receivables ratio of 0.21%**
- **Credit loss reserve about \$600 million or 73 basis points of receivables.**
- **\$800 million in total distributions**
- **Managed leverage of 8.0 to 1**



# FORD CREDIT 2011 THIRD QUARTER PRE-TAX RESULTS COMPARED WITH 2010



Memo:  
B / (W) 2011 2Q

Managed  
Receivables (Bils.)\*      \$85      \$ 82

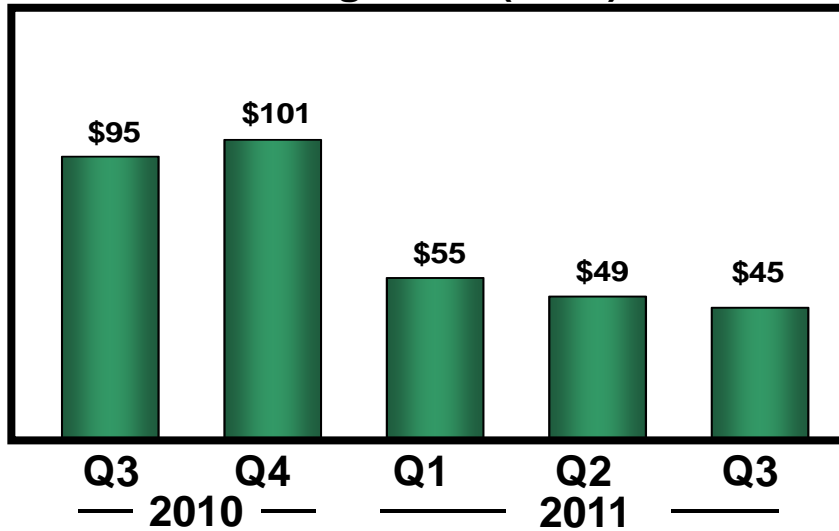
\* See Appendix for calculation, definitions, and reconciliation to GAAP



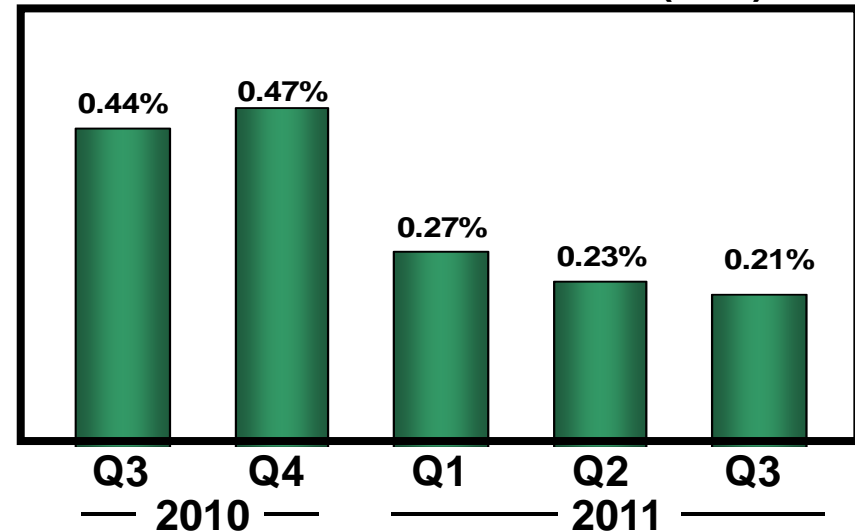
# FORD CREDIT WORLDWIDE CREDIT LOSS METRICS



Charge-Offs (Mils.)



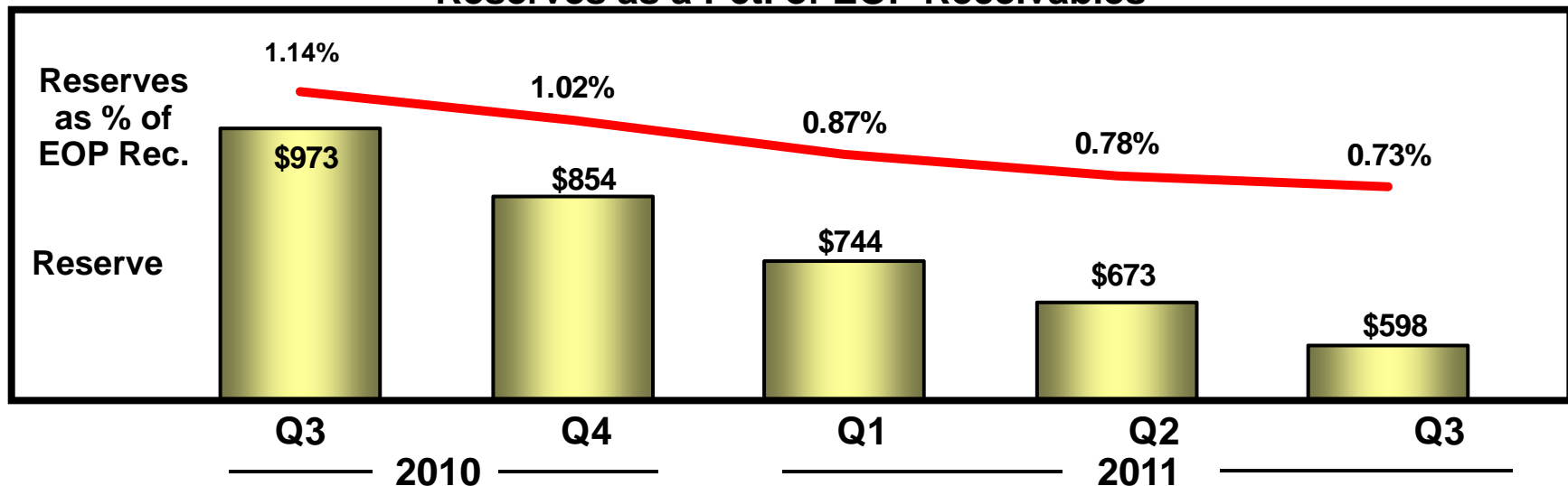
Loss-to-Receivables Ratio (LTR)



Memo: Retail & Lease  
\$90      \$104

\$59      \$41      \$45

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

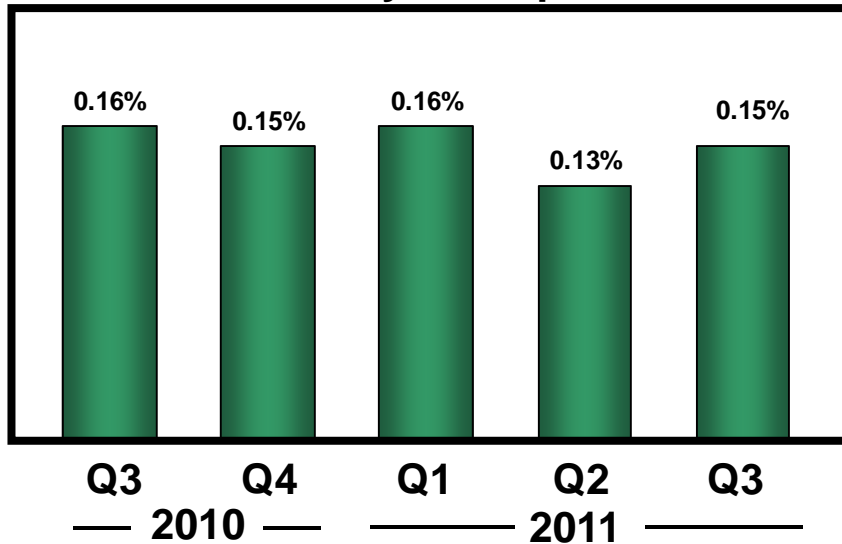


# FORD CREDIT - CREDIT LOSS DRIVERS

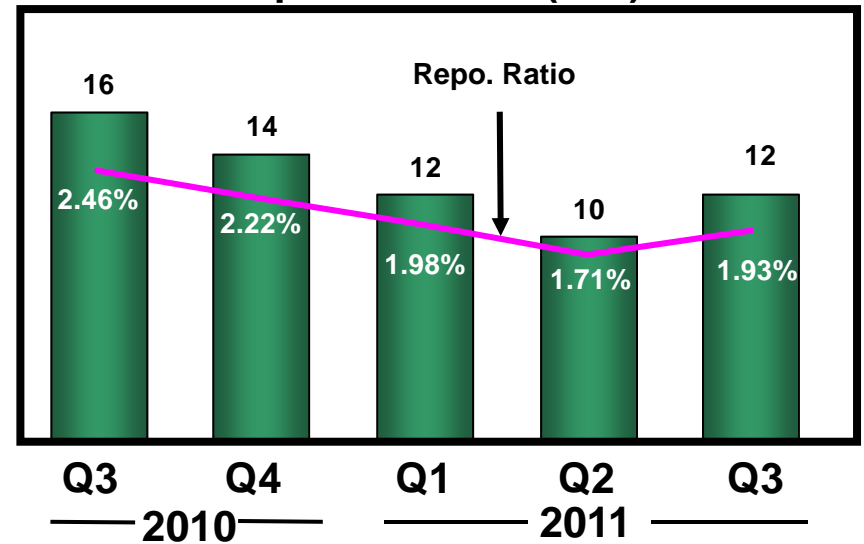


## U.S. FORD AND LINCOLN RETAIL AND LEASE\*

### Over-60-Day Delinquencies



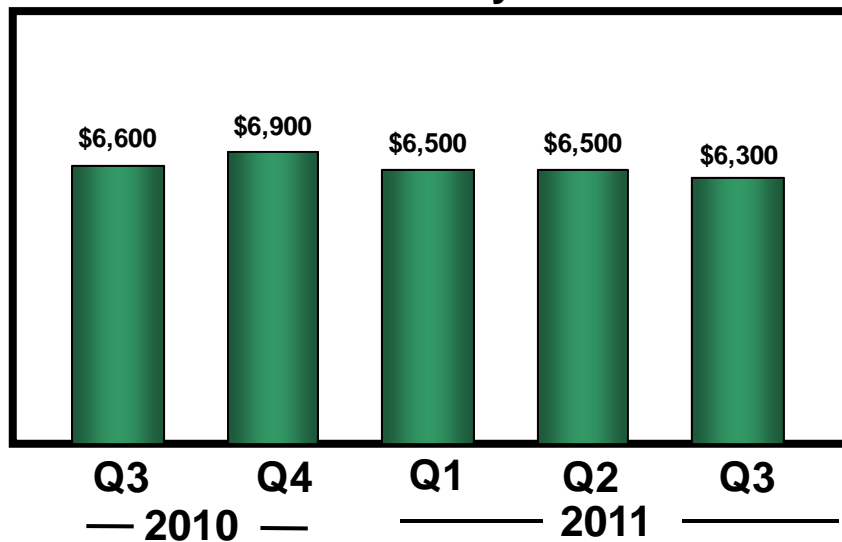
### Repossessions (000)



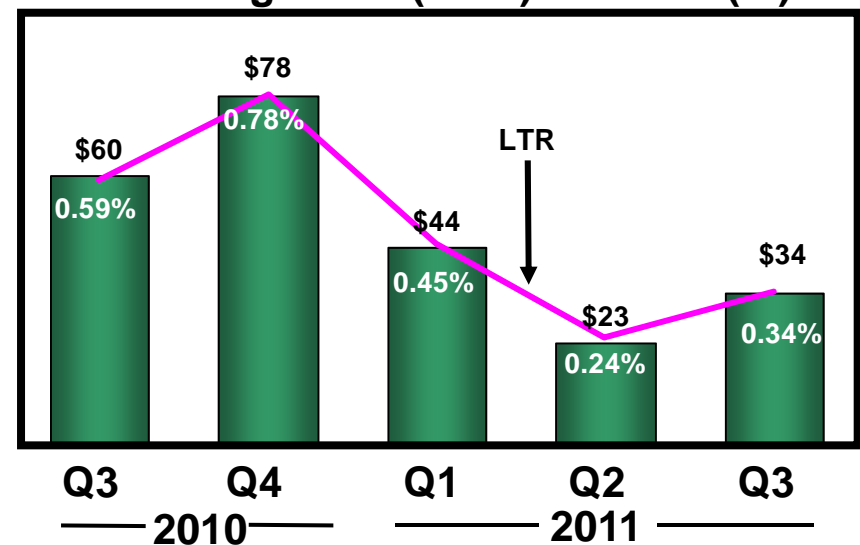
Memo: New Bankruptcy Filings (000)

10      10      9      8      7

### Severity



### Charge-Offs (Mils.) and LTR (%)

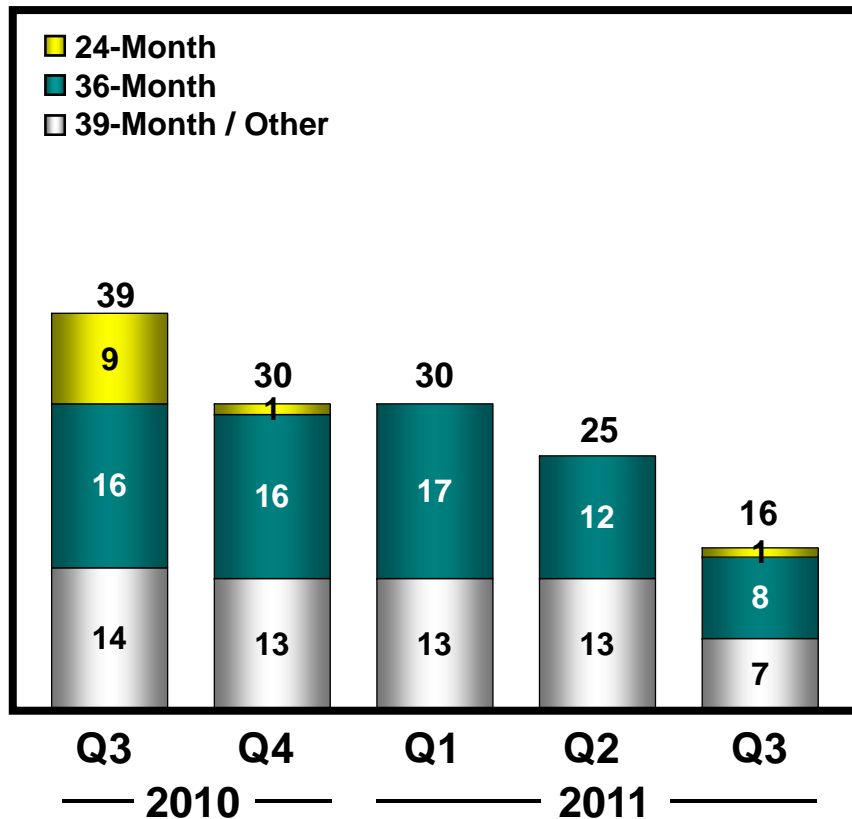


\* Includes Mercury



# FORD CREDIT LEASE RESIDUAL PERFORMANCE -- U.S. FORD AND LINCOLN\*

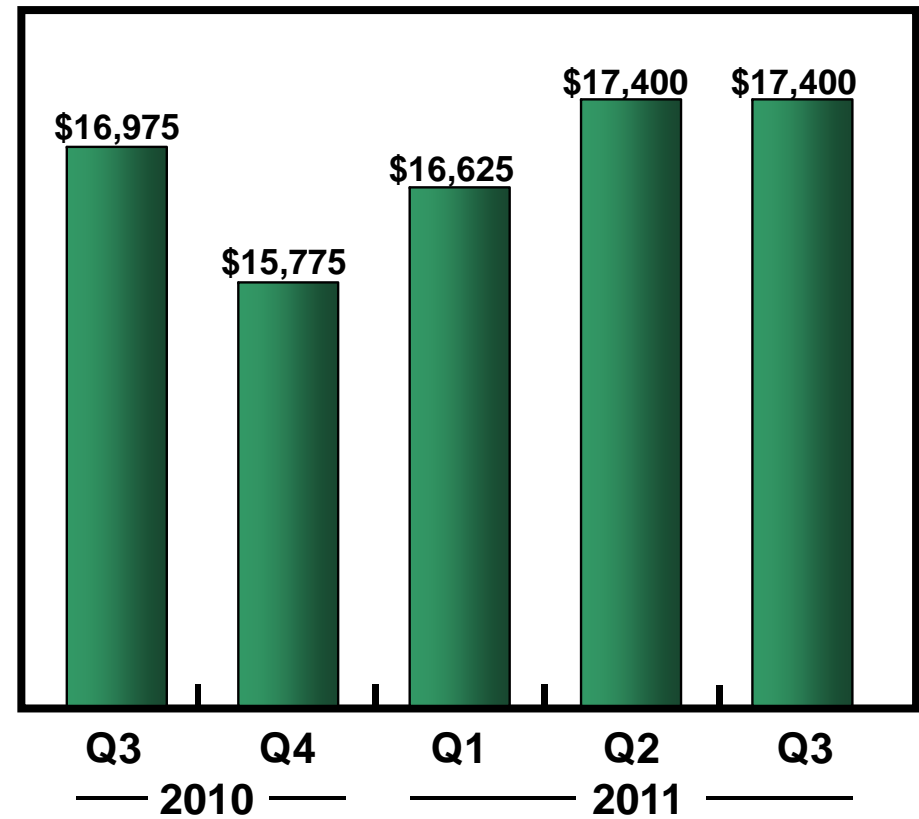
### Lease Return Volume (000)



Memo: Ford and Lincoln U.S. Return Rates

61%    61%    62%    55%    48%

### 36-Month Auction Values (At Q3 2011 Mix)



Memo: Worldwide Net Investment in Operating Leases (Bils.)

\$10.5    \$10.0    \$10.0    \$10.2    \$10.4

\* Includes Mercury



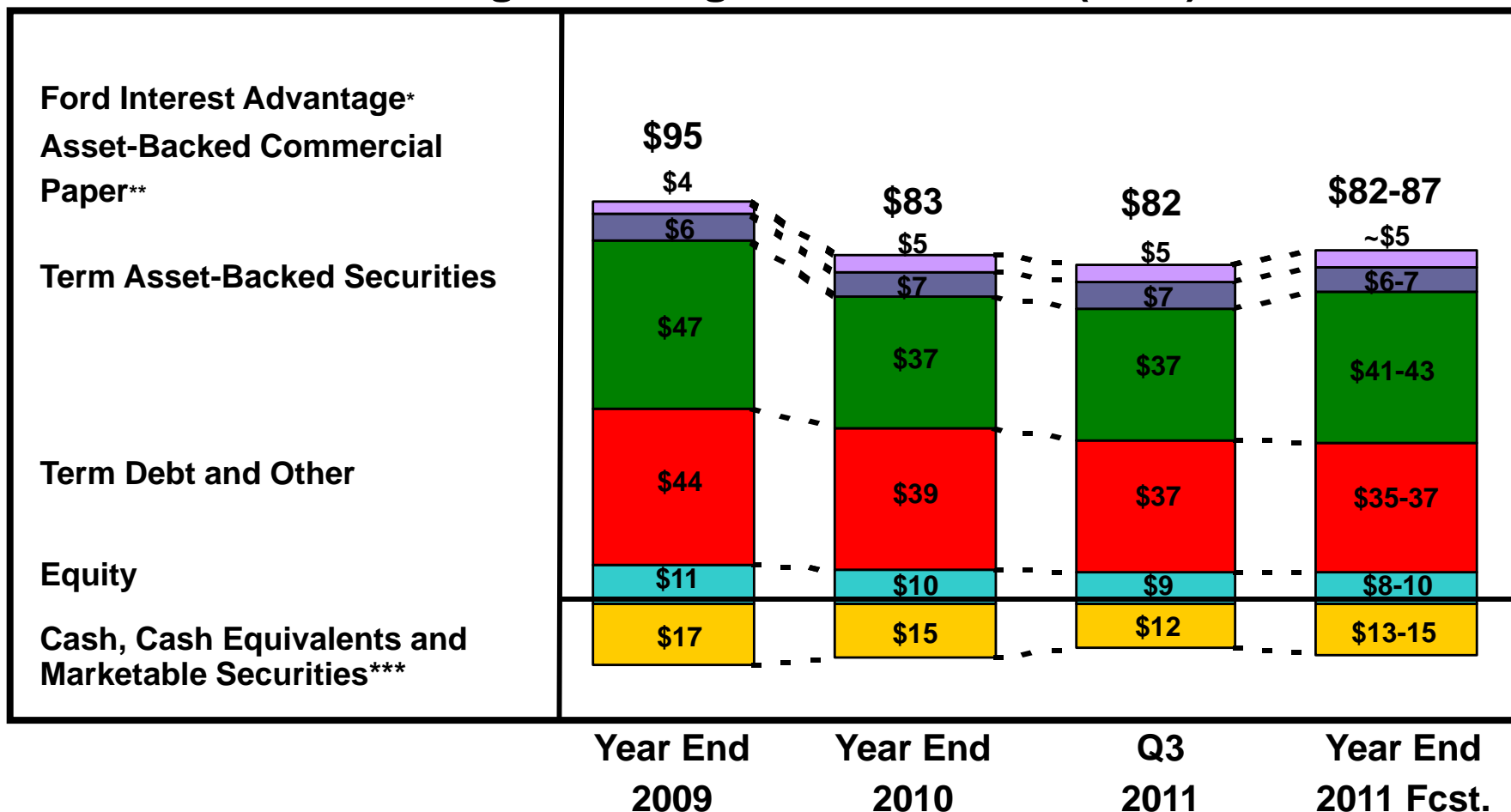
## ***FORD CREDIT FUNDING HIGHLIGHTS***

- **Our Full Year funding plan is largely complete despite a volatile market environment**
- **Completed \$7 billion of funding in the Third Quarter, and additional \$3 billion of funding in October**
- **Renewed \$5 billion of committed capacity in the Third Quarter**
- **Improving Credit Ratings; FCE Bank now rated investment grade by S&P**
- **Key elements of our funding strategy remain unchanged and our liquidity remains strong**

# FORD CREDIT FUNDING STRATEGY



## Funding of Managed Receivables (Bils.)



### Securitized Funding as Percentage of Managed Receivables

56%      52%      52%      53 – 57%

\* The Ford Interest Advantage program consists of our floating rate demand notes.

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

\*\*\* Excludes marketable securities related to insurance activities

# FORD CREDIT TERM FUNDING PLAN



	2009	2010	2011	
	<u>Actual</u>	<u>Actual</u>	<u>Forecast</u>	<u>YTD Actual*</u>
	(Bils.)	(Bils.)	(Bils.)	(Bils.)
<b>Public Transactions**</b>				
Unsecured	\$ 5	\$ 6	\$ 6 – 8	\$ 5
Securitizedizations***	<u>15</u>	<u>11</u>	<u>11 – 12</u>	<u>10</u>
<b>Total Public</b>	<b>\$ 20</b>	<b>\$ 17</b>	<b>\$ 17 – 20</b>	<b>\$ 15</b>
<b>Private Transactions****</b>	<b>\$ 11</b>	<b>\$ 8</b>	<b>\$ 12 – 14</b>	<b>\$ 12</b>

\* Includes transactions scheduled to settle through October 26, 2011

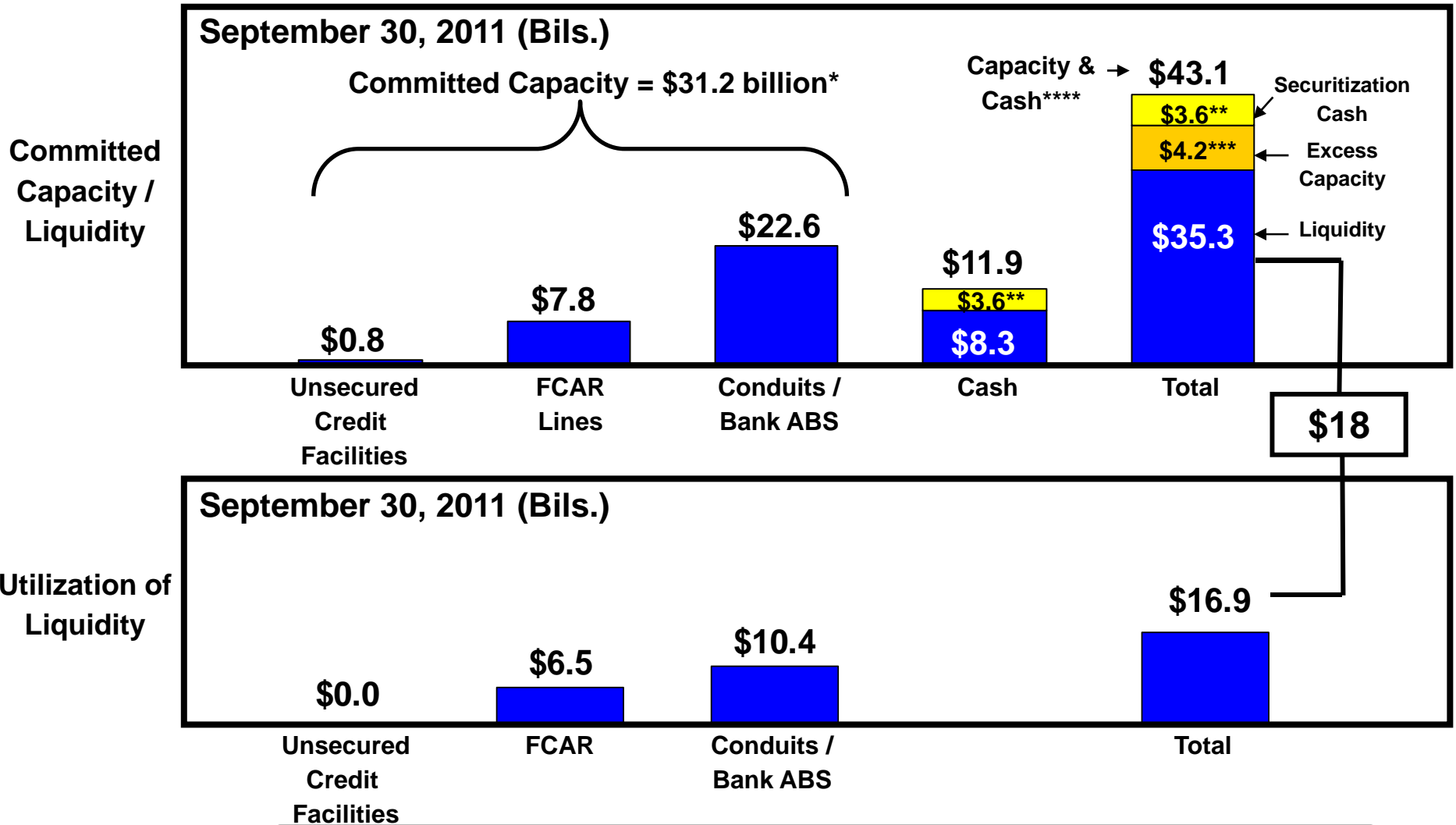
\*\* Includes 144a offerings

\*\*\* Includes Ford Upgrade Exchange Linked (FUEL) Notes issuance in 2011

\*\*\*\* Includes private term debt, securitizedizations, other structured financings, and other term funding; excludes sales to Ford Credit's on-balance sheet asset-backed commercial paper program (FCAR)



# FORD CREDIT LIQUIDITY PROGRAMS



**Liquidity Available For Use Is About \$18 Billion**

\* FCAR and Conduits subject to availability of sufficient assets and ability to obtain derivatives to manage interest rate risk; FCAR commercial paper must be supported by bank lines equal to at least 100% of the principal amount; conduits include committed securitization programs.  
 \*\* Securitization cash is to be used only to support on-balance sheet securitization transactions.  
 \*\*\* Excess capacity is capacity in excess of eligible receivables  
 \*\*\*\* Cash, cash equivalents, and marketable securities (excludes marketable securities related to insurance activities)

# ***THIRD QUARTER 2011 SUMMARY\****



## **Ford (Total Company)**

- **Pre-tax operating profit, excluding special items, of \$1.9 billion**
- **Net income attributable to Ford of \$1.6 billion**
- **Automotive liquidity was \$31 billion**
- **Reduced Automotive debt by \$1.3 billion and achieved net cash of \$8.1 billion at the end of the quarter**

## **Ford Credit**

- **Pre-tax profit of \$581 million**
- **Net income of \$350 million**
- **Paid \$800 million in distributions to its parent**
- **Completed \$27 billion of term funding year-to-date**
- **Liquidity available for use of about \$18 billion**

\* See Appendix for reconciliation to GAAP





# SAFE HARBOR

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:

## Automotive Related:

- Decline in industry sales volume, particularly in the United States or Europe, due to financial crisis, recession, geo-political events or other factors;
- Decline in Ford’s market share or failure to achieve growth;
- Lower-than-anticipated market acceptance of new or existing Ford products;
- An increase in or acceleration of market shift beyond Ford’s current planning assumptions from sales of trucks, medium- and large-sized utilities, or other more profitable vehicles, particularly in the United States;
- An increase in fuel prices, continued volatility of fuel prices, or reduced availability of fuel;
- Continued or increased price competition resulting from industry overcapacity, currency fluctuations or other factors;
- Adverse effects from the bankruptcy, insolvency, or government-funded restructuring of, change in ownership or control of, or alliances entered into by a major competitor;
- Economic distress of suppliers may require Ford to provide substantial financial support or take other measures to ensure supplies of components or materials and could increase Ford’s costs, affect Ford’s liquidity, or cause production constraints or disruptions;
- Work stoppages at Ford or supplier facilities or other interruptions of production;
- Single-source supply of components or materials;
- Restriction on use of tax attributes from tax law “ownership change”;
- The discovery of defects in Ford vehicles resulting in delays in new model launches, recall campaigns, reputational damage or increased warranty costs;
- Increased safety, emissions, fuel economy or other regulation resulting in higher costs, cash expenditures and/or sales restrictions;
- Unusual or significant litigation, governmental investigations or adverse publicity arising out of alleged defects in Ford products, perceived environmental impacts, or otherwise;
- A change in Ford’s requirements for parts where it has entered into long-term supply arrangements that commit it to purchase minimum or fixed quantities of certain parts, or to pay a minimum amount to the seller (“take-or-pay contracts”);
- Adverse effects on Ford’s results from a decrease in or cessation or clawback of government incentives related to capital investments;
- Adverse effects on Ford’s operations resulting from certain geo-political or other events;
- Substantial levels of indebtedness adversely affecting Ford’s financial condition or preventing Ford from fulfilling its debt obligations;

## Ford Credit Related:

- Inability to access debt, securitization or derivative markets around the world at competitive rates or in sufficient amounts due to credit rating downgrades, market volatility, market disruption, regulatory requirements or other factors;
- Higher-than-expected credit losses;
- Increased competition from banks or other financial institutions seeking to increase their share of financing Ford vehicles;
- Collection and servicing problems related to our finance receivables and net investment in operating leases;
- Lower-than-anticipated residual values or higher-than-expected return volumes for leased vehicles;
- New or increased credit, consumer or data protection or other laws and regulations resulting in higher costs and/or additional financing restrictions;
- Imposition of additional costs or restrictions due to the Dodd-Frank Wall Street Reform and Consumer Protection Act (the “Act”) and its implementing rules and regulations;
- Changes in Ford’s operations or changes in Ford’s marketing programs could result in a decline in our financing volumes;

## General:

- Fluctuations in foreign currency exchange rates and interest rates;
- Failure of financial institutions to fulfill commitments under committed credit and liquidity facilities;
- Labor or other constraints on Ford’s or our ability to maintain competitive cost structure;
- Substantial pension and postretirement healthcare and life insurance liabilities impairing Ford’s or our liquidity or financial condition;
- Worse-than-assumed economic and demographic experience for postretirement benefit plans (e.g., discount rates or investment returns); and
- Inherent limitations of internal controls impacting financing statements and safeguarding of assets.

We cannot be certain that any expectations, forecasts or assumptions made by management in preparing these forward-looking statements will prove accurate, or that any projections 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 statements, whether as a result of new information, future events or otherwise. For additional discussion of these risk factors, see Item 1A of Part I of Ford’s 2010 10-K Report and Item 1A of Part I of Ford Credit’s 2010 10-K Report.

# ***APPENDIX***



# TOTAL COMPANY

## 2011 THIRD QUARTER FINANCIAL RESULTS

	Third Quarter		First Nine Months	
	2011 (Mils.)	B / (W) 2010 (Mils.)	2011 (Mils.)	B / (W) 2010 (Mils.)
<b><u>Income / (Loss)</u></b>				
Pre-tax results (excl. special items)	\$ 1,944	\$ (111)	\$ 7,659	\$ 652
Special items*	<u>(98)</u>	<u>70</u>	<u>(431)</u>	<u>(293)</u>
Pre-tax results (incl. special items)	\$ 1,846	\$ (41)	\$ 7,228	\$ 359
(Provision for) / Benefit from income taxes	<u>(194)</u>	<u>5</u>	<u>(620)</u>	<u>(120)</u>
Net income / (loss)	\$ 1,652	\$ (36)	\$ 6,608	\$ 239
Less: Income / (Loss) attributable to non-controlling interests	<u>3</u>	<u>2</u>	<u>10</u>	<u>12</u>
Net income / (loss) attributable to Ford	<u>\$ 1,649</u>	<u>\$ (38)</u>	<u>\$ 6,598</u>	<u>\$ 227</u>
Automotive Gross Cash (Bils.)**	\$ 20.8	\$ (3.0)	\$ 20.8	\$ (3.0)

\* See Appendix for details of special items

\*\* See Appendix for reconciliation to GAAP



# TOTAL COMPANY CALCULATION OF EARNINGS PER SHARE

	Third Quarter 2011		First Nine Months 2011	
	Net Income Attributable to Ford	After-Tax Operating Excl. Items	Net Income Attributable to Ford	After-Tax Operating Excl. Special Items
<b>After-Tax Results (Mils.)</b>				
After-tax results*	\$ 1,649	\$ 1,846	\$ 6,598	\$ 7,095
Effect of dilutive 2016 Convertible Notes**	15	15	45	45
Effect of dilutive 2036 Convertible Notes**	-	-	1	1
Effect of dilutive convertible Trust Preferred Securities**/**	-	-	38	38
<b>Diluted after-tax results</b>	<b>\$ 1,664</b>	<b>\$ 1,861</b>	<b>\$ 6,682</b>	<b>\$ 7,179</b>
<b>Basic and Diluted Shares (Mils.)</b>				
Basic shares (Average shares outstanding)	3,800	3,800	3,790	3,790
Net dilutive options and warrants****	133	133	202	202
Dilutive 2016 Convertible Notes	95	95	95	95
Dilutive 2036 Convertible Notes	3	3	3	3
Dilutive convertible Trust Preferred Securities***	-	-	44	44
<b>Diluted shares</b>	<b>4,031</b>	<b>4,031</b>	<b>4,134</b>	<b>4,134</b>
<b>EPS (Diluted)</b>	<b>\$ 0.41</b>	<b>\$ 0.46</b>	<b>\$ 1.62</b>	<b>\$ 1.74</b>

Our current low effective tax rate is primarily the result of our valuation allowance against deferred tax assets. Sustained levels of profitability are expected to lead to reversal of the majority of our valuation allowance in the Fourth Quarter of 2011. This would lead to a more normalized annual operating tax rate for Full Year 2011 (approaching the U.S. statutory tax rate of 35% for the year) for the purpose of determining operating earnings per share; preceding quarters of 2011 would be revised to reflect this rate. Reversal of the valuation allowance will not affect our cash tax payments, which should remain low for a number of years.

\* Excludes Income / (Loss) attributable to non-controlling interests and the effect of discontinued operations; special items detailed on Appendix 4

\*\* As applicable, includes interest expense, amortization of discount, amortization of fees, and other changes in income or loss that result from the application of the if-converted method for convertible securities

\*\*\* On March 15, 2011, the Trust Preferred Securities, which were convertible into Ford common stock, were fully redeemed and, as a result, for purposes of dilution effect, the year-to-date average shares outstanding will reflect the common stock underlying the Trust Preferred Securities only through March 15. However, the quarterly dilution calculation for the remaining quarters of 2011 will not include the underlying common stock as the Trust Preferred Securities have been redeemed

\*\*\*\* Net dilutive effect includes approximately 71 million and 125 million dilutive shares for Third Quarter and First Nine Months, respectively, representing the net share settlement methodology for the 362 million warrants outstanding as of September 30, 2011



# TOTAL COMPANY INCOME / (LOSS) FROM CONTINUING OPERATIONS

	Third Quarter		First Nine Months	
	2010 (Mils.)	2011 (Mils.)	2010 (Mils.)	2011 (Mils.)
North America	\$ 1,588	\$ 1,550	\$ 4,739	\$ 5,302
South America	241	276	729	753
Europe	(196)	(306)	233	163
Asia Pacific Africa	30	(43)	166	(9)
Other Automotive	<u>(369)</u>	<u>(138)</u>	<u>(1,311)</u>	<u>(463)</u>
Total Automotive (excl. special items)	\$ 1,294	\$ 1,339	\$ 4,556	\$ 5,746
Special items -- Automotive	<u>(168)</u>	<u>(98)</u>	<u>(138)</u>	<u>(431)</u>
Total Automotive	\$ 1,126	\$ 1,241	\$ 4,418	\$ 5,315
Financial Services (excl. special items)	\$ 761	\$ 605	\$ 2,451	\$ 1,913
Special items -- Financial Services	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Financial Services	\$ 761	\$ 605	\$ 2,451	\$ 1,913
Pre-tax results	\$ 1,887	\$ 1,846	\$ 6,869	\$ 7,228
(Provision for) / Benefit from income taxes	<u>(199)</u>	<u>(194)</u>	<u>(500)</u>	<u>(620)</u>
Net income / (loss)	\$ 1,688	\$ 1,652	\$ 6,369	\$ 6,608
Less: Income / (Loss) attributable to non-controlling interests	<u>1</u>	<u>3</u>	<u>(2)</u>	<u>10</u>
Net income / (loss) attributable to Ford	<u>\$ 1,687</u>	<u>\$ 1,649</u>	<u>\$ 6,371</u>	<u>\$ 6,598</u>
<b>Memo: Excluding special items</b>				
Pre-tax results	\$ 2,055	\$ 1,944	\$ 7,007	\$ 7,659
(Provision for) / Benefit from income taxes	(142)	(95)	(632)	(554)
Less: Income / (Loss) attributable to non-controlling interests	<u>1</u>	<u>3</u>	<u>(2)</u>	<u>10</u>
After-tax results	<u>\$ 1,912</u>	<u>\$ 1,846</u>	<u>\$ 6,377</u>	<u>\$ 7,095</u>



# TOTAL AUTOMOTIVE SPECIAL ITEMS

	Third Quarter		First Nine Months	
	2010 (Mils.)	2011 (Mils.)	2010 (Mils.)	2011 (Mils.)
<b><u>Personnel and Dealer-Related Items</u></b>				
Personnel-reduction actions	\$ 3	\$ (81)	\$ (110)	\$ (213)
Mercury discontinuation / Other dealer actions	(43)	(42)	(290)	(104)
Job Security Benefits / Other	7	29	75	33
<b>Total Personnel and Dealer-Related Items</b>	<b>\$ (33)</b>	<b>\$ (94)</b>	<b>\$ (325)</b>	<b>\$ (284)</b>
<b><u>Other Items</u></b>				
Belgium pension settlement	\$ -	\$ -	\$ -	\$ (104)
Trust Preferred redemption	-	-	-	(60)
Sale of Volvo and related charges	(102)	(1)	180	8
Gain on debt reduction actions	-	-	40	-
Other (Incl. Foreign Currency Translation Adjustment)	(33)	(3)	(33)	9
<b>Total Other Items</b>	<b>\$ (135)</b>	<b>\$ (4)</b>	<b>\$ 187</b>	<b>\$ (147)</b>
<b>Total Special Items</b>	<b>\$ (168)</b>	<b>\$ (98)</b>	<b>\$ (138)</b>	<b>\$ (431)</b>
<b>Memo:</b>				
Special items impact on earnings per share*	\$ (0.05)	\$ (0.05)	\$ -	\$ (0.12)

\* Includes related tax effect on special items and tax special items not detailed above; see Appendix



# TOTAL COMPANY REVENUE RECONCILIATION TO GAAP

	Third Quarter		First Nine Months	
	2010 (Bils.)	2011 (Bils.)	2010 (Bils.)	2011 (Bils.)
North America	\$ 16.2	\$ 18.0	\$ 47.2	\$ 55.4
South America	2.5	3.0	7.1	8.2
Europe	6.2	7.8	21.4	25.5
Asia Pacific Africa	1.8	2.3	5.2	6.5
Total Automotive (excl. special items)	\$ 26.7	\$ 31.1	\$ 80.9	\$ 95.6
Special items -- Volvo	0.9	-	8.1	-
Total Automotive	\$ 27.6	\$ 31.1	\$ 89.0	\$ 95.6
Financial Services	2.3	2.0	7.5	6.1
Total Company	\$ 29.9	\$ 33.1	\$ 96.5	\$ 101.7
 Memo:				
Total Company (excl. Volvo)	\$ 29.0	\$ 33.1	\$ 88.4	\$ 101.7

# TOTAL COMPANY WHOLESALES\*



	Third Quarter		First Nine Months	
	2010	2011	2010	2011
	(000)	(000)	(000)	(000)
North America	592	642	1,798	1,993
South America	116	133	347	382
Europe**	340	357	1,176	1,211
Asia Pacific Africa***	205	214	603	682
<b>Total Automotive (excl. special items)</b>	<b>1,253</b>	<b>1,346</b>	<b>3,924</b>	<b>4,268</b>
Special items -- Volvo	20	-	211	-
<b>Total Automotive</b>	<b>1,273</b>	<b>1,346</b>	<b>4,135</b>	<b>4,268</b>

\* Wholesale unit volumes include all Ford badged units (whether produced by Ford or by an unconsolidated affiliate), units manufactured by Ford that are sold to other manufacturers and units distributed for other manufacturers, and local-brand vehicles produced by our Chinese joint venture Jiangling Motors Corporation (JMC). Revenue from certain vehicles in wholesale unit volumes (specifically, Ford-badged vehicles produced and distributed by our unconsolidated affiliates, as well as JMC brand vehicles) are not included in our revenue. Vehicles sold to daily rental car companies that are subject to a guaranteed repurchase option ("rental repurchase"), as well as other sales of finished vehicles for which the recognition of revenue is deferred (e.g., consignments), also are included in wholesale unit volumes

\*\* Includes Ford brand vehicles sold in Turkey by our unconsolidated affiliate, totaling about 16,000 and 18,000 units in Third Quarter 2010 and 2011, respectively

\*\*\* Includes Ford brand and JMC brand vehicles sold in China by unconsolidated affiliates, totaling about 111,000 and 110,000 units in Third Quarter 2010 and 2011, respectively





# **AUTOMOTIVE SECTOR**

## **GROSS CASH RECONCILIATION TO GAAP**

	<u>Sep. 30, 2010</u> (Bils.)	<u>Dec. 31, 2010</u> (Bils.)	<u>Mar. 31, 2011</u> (Bils.)	<u>June 30, 2011</u> (Bils.)	<u>Sep. 30, 2011</u> (Bils.)
Cash and cash equivalents	\$ 9.0	\$ 6.3	\$ 12.6	\$ 9.8	\$ 8.1
Marketable securities*	<u>14.9</u>	<u>14.2</u>	<u>8.8</u>	<u>12.2</u>	<u>12.7</u>
Total cash and marketable securities	\$ 23.9	\$ 20.5	\$ 21.4	\$ 22.0	\$ 20.8
Securities in transit**	<u>(0.1)</u>	<u>-</u>	<u>(0.1)</u>	<u>-</u>	<u>-</u>
Gross cash	<u>\$ 23.8</u>	<u>\$ 20.5</u>	<u>\$ 21.3</u>	<u>\$ 22.0</u>	<u>\$ 20.8</u>

\* Included at September 30, 2011 are Ford Credit debt securities that we purchased, which are reflected in the table at a carrying value of \$201 million; the estimated fair value of these securities is \$200 million. Also included are Mazda marketable securities with a fair value of \$128 million. For similar datapoints for the other periods listed here, see our prior period SEC reports

\*\* The purchase or sale of marketable securities for which the cash settlement was not made by period-end and for which there was a payable or receivable recorded on the balance sheet at period end



# AUTOMOTIVE SECTOR OPERATING-RELATED CASH FLOWS RECONCILIATION TO GAAP

	Third Quarter		First Nine Months	
	2010 (Bils.)	2011 (Bils.)	2010 (Bils.)	2011 (Bils.)
Cash flows from operating activities of continuing operations*	\$ 1.6	\$ 1.1	\$ 4.6	\$ 6.8
Items included in operating-related cash flows				
Capital expenditures	(0.9)	(1.1)	(2.8)	(3.1)
Proceeds from the exercise of stock options	0.1	-	0.2	0.1
Net cash flows from non-designated derivatives	(0.1)	-	(0.3)	0.1
Items not included in operating-related cash flows				
Cash impact of Job Security Benefits and personnel-reduction actions	-	0.1	0.2	0.2
Pension contributions	0.1	0.2	0.8	1.0
Tax refunds and tax payments from affiliates	-	-	-	(0.4)
Other**	0.1	0.1	0.7	0.2
Operating-related cash flows	<u>\$ 0.9</u>	<u>\$ 0.4</u>	<u>\$ 3.4</u>	<u>\$ 4.9</u>

\* 2010 adjusted to reflect the reallocation of amounts previously displayed in "Net change in intersector receivables / payables and other liabilities" on our Sector Statement of Cash Flows. These amounts are being reallocated from a single line item to the individual cash flow line items within operating, investing, and financing activities of continuing operations on our Sector Statement of Cash Flows

\*\* 2010 includes Volvo cash flows

# AUTOMOTIVE SECTOR AUTOMOTIVE DEBT



	Dec. 31, 2009 <u>(Bils.)</u>	Dec. 31, 2010 <u>(Bils.)</u>	June 30, 2011 <u>(Bils.)</u>	Sep. 30, 2011 <u>(Bils.)</u>
<b><u>U.S. Debt</u></b>				
Unsecured notes	\$ 5.5	\$ 5.2	\$ 5.2	\$ 5.2
Unsecured convertible notes	<u>2.6</u>	<u>0.7</u>	<u>0.7</u>	<u>0.7</u>
Total unsecured notes	\$ 8.1	\$ 5.9	\$ 5.9	\$ 5.9
Unsecured portion of VEBA debt	4.0	-	-	-
Trust Preferred	<u>3.1</u>	<u>3.0</u>	<u>-</u>	<u>-</u>
Total unsecured debt	\$ 15.2	\$ 8.9	\$ 5.9	\$ 5.9
Secured portion of VEBA debt	\$ 3.0	\$ -	\$ -	\$ -
Term loan	5.3	4.1	1.8	-
Revolving line of credit	7.5	0.8	-	-
U.S. Dept. of Energy Loans / EXIM	<u>1.2</u>	<u>3.0</u>	<u>4.1</u>	<u>4.6</u>
Total secured debt	\$ 17.0	\$ 7.9	\$ 5.9	\$ 4.6
Total U.S. debt	\$ 32.2	\$ 16.8	\$ 11.8	\$ 10.5
<b><u>International / Other debt</u></b>	<u>1.4</u>	<u>2.3</u>	<u>2.2</u>	<u>2.2</u>
Total Automotive debt	<u>\$ 33.6</u>	<u>\$ 19.1</u>	<u>\$ 14.0</u>	<u>\$ 12.7</u>
<b>Memo: Debt payable within one year</b>	\$ 1.6	\$ 2.0	\$ 1.1	\$ 0.9

# DEBT RATINGS -- FORD AND FORD CREDIT



	<u>S&amp;P</u>	<u>Moody's</u>	<u>Fitch</u>	<u>DBRS</u>
<b><u>Issuer Ratings</u></b>				
Ford Motor	BB+	Ba2*	BB+	BB
Ford Credit	BB+	Ba2*	BB+	BB (high)
FCE Bank plc	BBB-	Ba2	BB+	NR
<b><u>Senior Long-Term Unsecured</u></b>				
Ford Motor	BB+	Ba3	BB+	B (high)
Ford Credit	BB+	Ba2	BB+	BB (high)
FCE Bank plc	BBB-	Ba2	BB+	NR
<b><u>Short-Term Unsecured</u></b>				
Ford Credit	NR	NP	B	R-4
<b><u>Secured Funding</u></b>				
Ford Motor	BBB	Baa3	BBB-	BBB (low)
<b><u>Outlook</u></b>	Stable	Positive	Positive	Stable

\* Moody's equivalent is a "Corporate Family Rating"



# FORD CREDIT CONTRACT PLACEMENT VOLUMES AND FINANCING SHARES

	Third Quarter		First Nine Months	
	2011	2010	2011	2010
	(in thousands)			
<b>North America Segment</b>				
United States	227	178	645	534
Canada	29	34	84	79
<b>Total North America Segment</b>	<b>256</b>	<b>212</b>	<b>729</b>	<b>613</b>
<b>International Segment</b>				
Europe	94	77	293	262
Other international	14	9	39	26
<b>Total International Segment</b>	<b>108</b>	<b>86</b>	<b>332</b>	<b>288</b>
<b>Total contract placement volume</b>	<b>364</b>	<b>298</b>	<b>1,061</b>	<b>901</b>

	Third Quarter		First Nine Months	
	2011	2010	2011	2010
<b>United States</b>				
Financing share - Ford and Lincoln				
Retail installment and lease	38 %	32%	36%	32 %
Wholesale	79	81	81	81
<b>Europe</b>				
Financing share - Ford				
Retail installment and lease	30 %	27%	28%	25 %
Wholesale	99	99+	99	99



# **FORD CREDIT KEY METRIC DEFINITIONS**

In evaluating Ford Credit's financial performance, Ford Credit management uses financial measures based on GAAP, as well as financial measures that include adjustments from GAAP; these measures are defined below. Information about the impact of on-balance sheet securitization is also included below:

**Managed Receivables** -- receivables reported on Ford Credit's balance sheet, excluding unearned interest supplements related to finance receivables

**Equity** -- shareholder's interest reported on Ford Credit's balance sheet

**Impact of On-Balance Sheet Securitization** -- finance receivables (retail and wholesale) and net investment in operating leases reported on Ford Credit's balance sheet include assets that have been sold for legal purposes in securitization transactions that do not satisfy the requirements for accounting sale treatment. These receivables are available only for payment of the debt and other obligations issued or arising in the securitization transactions; they are not available to pay the other obligations of Ford Credit or the claims of Ford Credit's other creditors. Debt reported on Ford Credit's balance sheet includes obligations issued or arising in securitization transactions that are payable only out of collections on the underlying securitized assets and related enhancements. Ford Credit holds the right to the excess cash flows not needed to pay the debt and other obligations issued or arising in each of these securitization transactions



# FORD CREDIT NET FINANCE RECEIVABLES AND OPERATING LEASES

	September 30, 2011	December 31, 2010
	(in billions)	
<b>Receivables</b>		
Finance receivables – North America Segment		
<u>Consumer</u>		
Retail installment and direct financing leases	\$ 38.2	\$ 39.1
<u>Non-Consumer</u>		
Wholesale	13.5	13.3
Dealer loan and other	1.8	1.9
Total North America Segment – finance receivables	<u>53.5</u>	<u>54.3</u>
Finance receivables – International Segment		
<u>Consumer</u>		
Retail installment and direct financing leases	9.6	10.6
<u>Non-Consumer</u>		
Wholesale	8.4	8.7
Dealer loan and other	0.4	0.4
Total International Segment – finance receivables	<u>18.4</u>	<u>19.7</u>
Unearned interest supplements	(1.7)	(1.9)
Allowance for credit losses	(0.5)	(0.8)
Finance receivables, net	<u>69.7</u>	<u>71.3</u>
Net investment in operating leases	<u>10.4</u>	<u>10.0</u>
Total receivables	<u>\$ 80.1</u>	<u>\$ 81.3</u>
Memo:		
Total managed receivables	\$ 81.8	\$ 83.2



# **FORD CREDIT RECONCILIATION OF MANAGED LEVERAGE TO FINANCIAL STATEMENT LEVERAGE**

The following table shows the calculation of our financial statement and managed leverage (in billions, except for ratios):

	September 30, 2011	December 31, 2010
Total debt	\$ 80.6	\$ 82.9
Equity	8.7	10.3
Financial statement leverage (to 1)	9.2	8.0
	September 30, 2011	December 31, 2010
Total debt	\$ 80.6	\$ 82.9
Adjustments for cash, cash equivalents, and marketable securities *	(11.9)	(14.6)
Adjustments for derivative accounting **	(0.7)	(0.3)
Total adjusted debt	<u>\$ 68.0</u>	<u>\$ 68.0</u>
Equity	\$ 8.7	\$ 10.3
Adjustments for derivative accounting **	(0.2)	(0.1)
Total adjusted equity	<u>\$ 8.5</u>	<u>\$ 10.2</u>
Managed leverage (to 1) ***	<u>8.0</u>	<u>6.7</u>

\* Excludes marketable securities related to insurance activities

\*\* Primarily related to market valuation adjustments to derivatives due to movements in interest rates. Adjustments to debt are related to designated fair value hedges and adjustments to equity are related to retained earnings

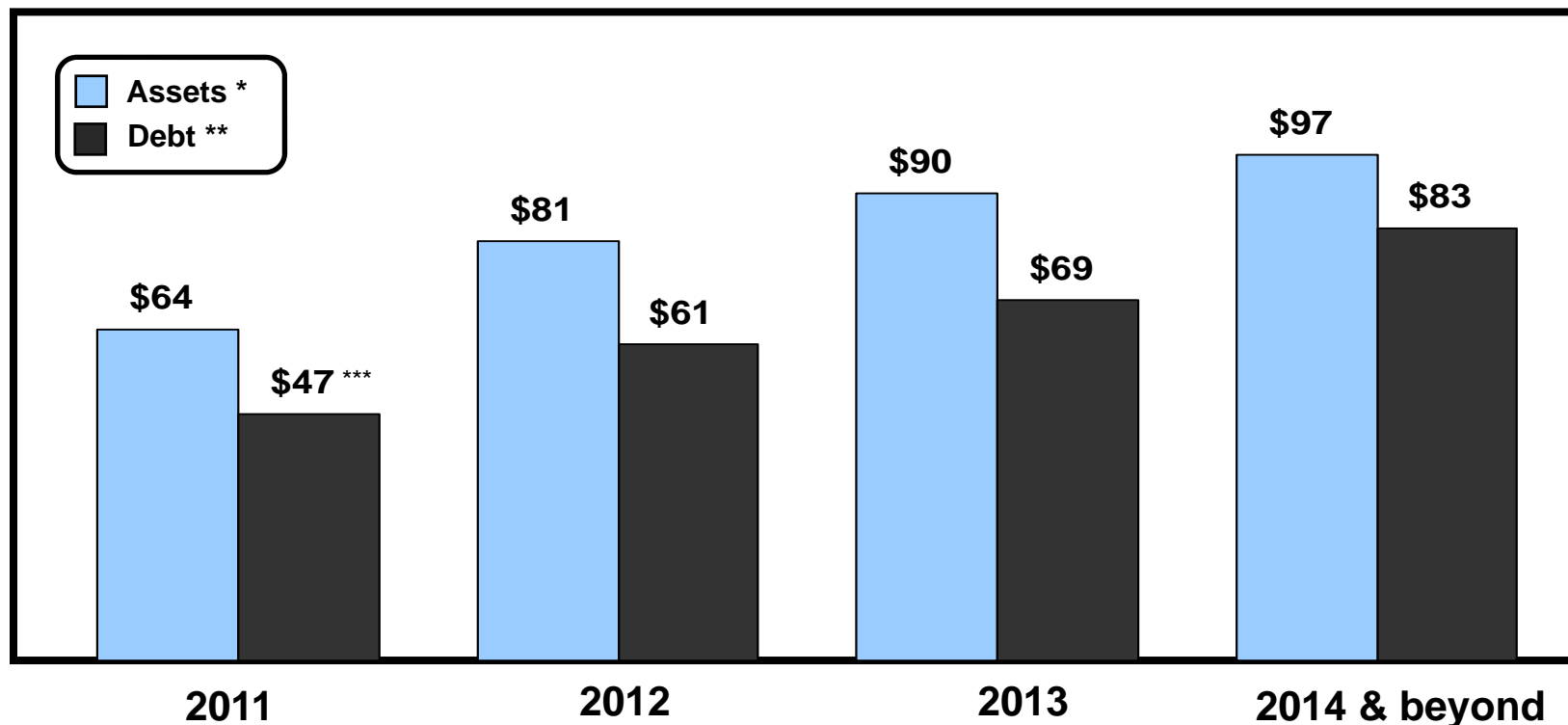
\*\*\* Equals total adjusted debt over total adjusted equity





# LIQUIDITY PROFILE OF FORD CREDIT'S BALANCE SHEET

Cumulative Maturities -- As of December 31, 2010 (Bils.)



Memo: Unsecured Long-term debt maturities (Bils.)

\$9.1

\$6.8

\$5.3

\$12.7

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

\*\* Retail and lease ABS are treated as amortizing on January 1, 2011 to match the underlying assets.

\*\*\* Includes all of the wholesale ABS term and conduit maturities of \$7.1 billion that otherwise contractually extend to 2012 and beyond.