



***THIRD QUARTER 2009
FIXED INCOME PRESENTATION***

***November 2, 2009
(PRELIMINARY RESULTS)***



TOTAL COMPANY

2009 THIRD QUARTER FINANCIAL RESULTS

	<u>Third Quarter</u>		<u>First Nine Months</u>	
	<u>2009</u>	<u>B / (W) 2008*</u>	<u>2009</u>	<u>B / (W) 2008*</u>
Wholesales (000)**	1,232	57	3,377	(891)
Revenue (Bils.)**	\$ 30.9	\$ (0.8)	\$ 82.9	\$ (26.2)
<u>Operating Results**</u>				
Pre-Tax Results (Mils.)	\$1,107	\$ 3,887	\$(1,299)	\$ 1,828
After-Tax Results (Mils.)	873	3,882	(1,557)	2,381
Earnings Per Share	0.26	1.58	(0.54)	1.22
<u>Special Items Pre-Tax (Mils.)</u>	\$ 108	\$(2,099)	\$ 3,265	\$ 9,484
<u>Net Income / (Loss) attributable to Ford***</u>				
After-Tax Results (Mils.)	\$ 997	\$ 1,158	\$ 1,831	\$10,619
Earnings Per Share	0.29	0.36	0.61	4.55
<u>Automotive Gross Cash (Bils.)****</u>	\$ 23.8	\$ 4.9	\$ 23.8	\$ 4.9

* 2008 results adjusted for the effect of new accounting standards and for the reclassification of certain Financial Services sector revenue items

** Excludes special items, see Slide 2 and Appendix for reconciliation to GAAP

*** Formerly labeled "Net Income / (Loss)", reflects new presentation as required under new accounting standards

**** See Appendix for reconciliation to GAAP



TOTAL COMPANY

2009 THIRD QUARTER SPECIAL ITEMS

	<u>Third Quarter</u> (Mils.)	<u>First Nine Months</u> (Mils.)
<u>Personnel and Dealer-Related Items</u>		
North America personnel-reduction actions	\$ (23)	\$ (292)
Job Security Benefits	22	336
Retiree Health Care and related charges	(27)	(312)
International personnel-reduction actions	(31)	(205)
Dealer actions	(13)	(106)
Total Personnel and Dealer-Related Items	\$ (72)	\$ (579)
<u>Other Items</u>		
Gain on debt-reduction actions	\$ 8	\$4,714
Volvo “held-for-sale” impacts and related costs	163	(360)
Foreign subsidiary liquidation	-	(281)
Investment impairments / Other	9	(229)
Total Other Items	\$180	\$3,844
Total Special Items	\$108	\$3,265
Memo: Special Items impact on Earnings Per Share*	\$0.03	\$ 1.15

* Earnings per share from operations is calculated on a basis that includes pre-tax profit and provision for taxes, and excludes income / (loss) attributable to non-controlling interests and the effect of discontinued operations; see Appendix for method of calculation



AUTOMOTIVE SECTOR

2009 THIRD QUARTER CASH*

	<u>Third Quarter</u> (Bils.)	<u>First Nine Months</u> (Bils.)
<u>Gross Cash</u>		
September 30, 2009	\$23.8	\$23.8
June 30, 2009 / December 31, 2008	<u>21.0</u>	<u>13.4</u>
Change in Gross Cash	<u>\$ 2.8</u>	<u>\$10.4</u>
<u>Operating-Related Cash Flow</u>		
Automotive Pre-Tax Profits**	\$ 0.4	\$ (2.5)
Capital Spending	(1.0)	(3.4)
Depreciation and Amortization	1.2	3.4
Changes in Working Capital / Other (Incl. Timing Differences)	<u>1.2</u>	<u>0.7</u>
Total	<u>\$ 1.8</u>	<u>\$ (1.8)</u>
Up-Front Subvention Payments to Ford Credit	<u>(0.5)</u>	<u>(1.6)</u>
Total Automotive Operating-Related Cash Flow	<u>\$ 1.3</u>	<u>\$ (3.4)</u>
<u>Other Changes in Gross Cash</u>		
Personnel-reduction actions	(0.2)	(0.7)
Pension Contributions	(0.1)	(0.8)
Net receipts from Financial Services Sector	0.6	0.9
VEBA Related***	(0.2)	1.7
Revolving Line of Credit	0.1	10.2
Equity Issuances, Net	0.6	2.2
All Other (Incl. Debt Actions)	<u>0.7</u>	<u>0.3</u>
Change in Gross Cash	<u>\$ 2.8</u>	<u>\$10.4</u>

* See Appendix for reconciliation to GAAP

** Excludes special items, see Slide 2 and Appendix for reconciliation to GAAP

*** Includes transfers to and from Temporary Asset Account



AUTOMOTIVE SECTOR

AUTOMOTIVE FINANCIAL RESOURCES

	December 31, 2008**	September 30, 2009
	<u>(Bils.)</u>	<u>(Bils.)</u>
Gross Cash*	\$ 13.4	\$23.8
Less:		
Long-term Debt	\$ 23.0	\$25.3
Debt payable within one year	<u>1.2</u>	<u>1.6</u>
Total Debt***	\$ 24.2	\$26.9
Net Cash / (Debt)	<u><u>\$(10.8)</u></u>	<u><u>\$ (3.1)</u></u>

- * See Appendix for reconciliation to GAAP
- ** 2008 results adjusted for the effect of new accounting standards
- *** Excludes impact of recognition of incremental debt to be recognized with implementation of the New VEBA



AUTOMOTIVE SECTOR 2009 PLANNING ASSUMPTIONS AND OPERATIONAL METRICS

	Full Year Plan	Full Year Outlook	Memo: First Nine Months
Planning Assumptions			
Industry Volume (SAAR)** -- U.S. (Mils.)	10.5 to 12.5	About 10.6	10.5
-- Europe (Mils.)***	12.5 to 13.5	About 15.7	15.7
Operational Metrics			
Compared with 2008			
• Quality -- U.S.	Improve	On Track	Improved
-- International	Improve	Mixed	Mixed
• Automotive Structural Costs****	Improve by about \$4 Billion	Improve by about \$5 Billion	Improved by \$4.6 Billion
• U.S. Total Mkt. Share (Ford & LM) Share of Retail Market	Stabilize Stabilize	Improve Improve	15.0% 12.9%
• Europe Market Share***	Equal / Improve	Improve	9.2%
• Auto. Operating-Related Cash Flow*****	Negative but Significant Improvement	On Track	\$(3.4) Billion
Absolute Amount			
• Capital Spending	\$5 Billion to \$5.5 Billion	About \$5 Billion	\$3.4 Billion

**We Are On Track To Be Solidly Profitable In 2011 With
Positive Operating-Related Cash Flow***

* Pre-tax profits excluding special items

** Includes medium and heavy vehicles

*** European 19 markets we track

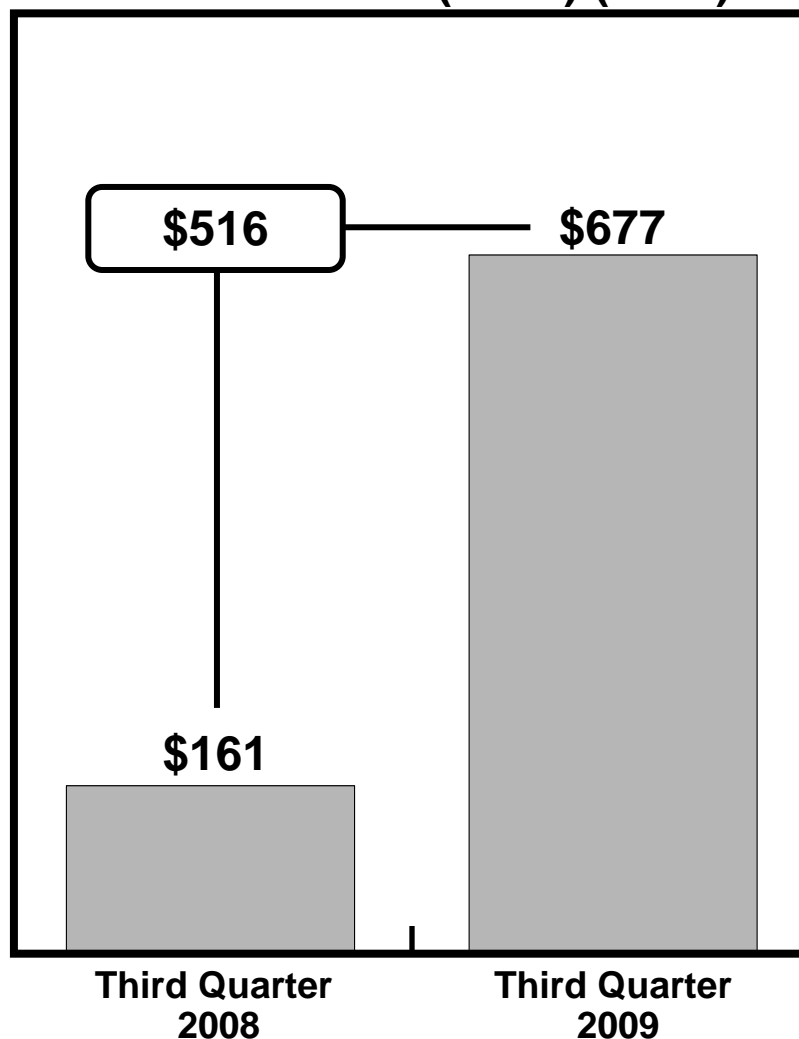
**** Cost changes are measured at constant exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at constant volume and mix

***** See Appendix for reconciliation to GAAP

FORD CREDIT RESULTS AND METRICS -- 2009 THIRD QUARTER



Pre-Tax Profit / (Loss) (Mils.)



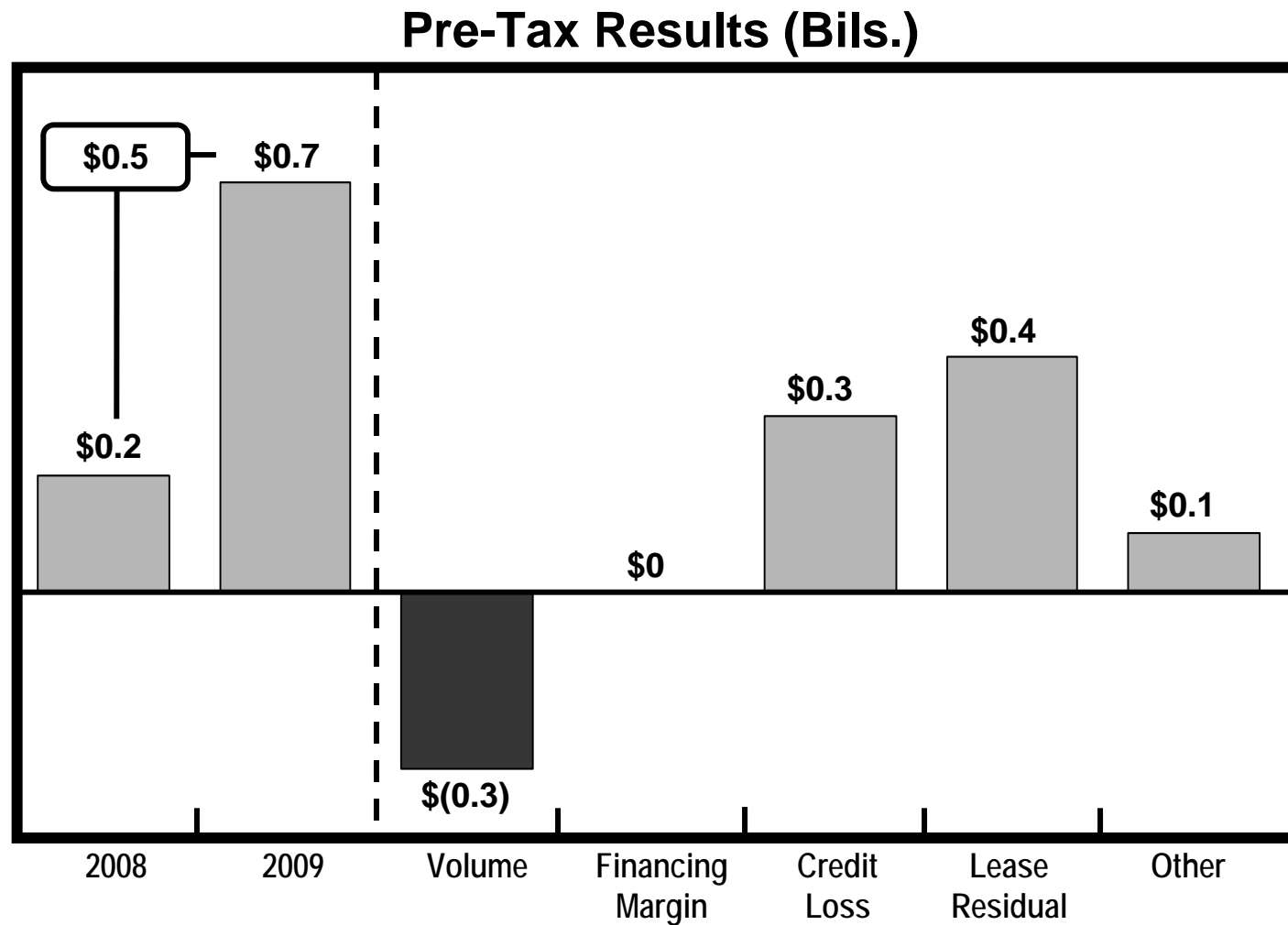
Key Metrics

	Third Quarter	
	2008	2009
<u>On-Balance Sheet</u>		
Receivables (Bils.)	\$ 127	\$ 93
Charge-Offs (Mils.)	\$ 296	\$ 240
Loss-to-Receivables Ratio		
- Worldwide	0.89%	0.97%
- U.S. Retail and Lease	1.53	1.15
Allowance for Credit Losses		
- Worldwide Amount (Bils.)	\$ 1.5	\$ 1.7
- Pct. Of EOP Receivables	1.19%	1.79%
<u>Financial Statement</u>		
Leverage (To 1)	11.0	9.9
Distribution (Bils.)	\$ -	\$ 0.4
Net Income / (Loss) (Mils.)	\$ 95	\$ 427
<u>Managed*</u>		
Receivables (Bils.)	\$ 130	\$ 94
Leverage (To 1)	9.6	7.7

* See Appendix for calculation, definitions and reconciliation to GAAP



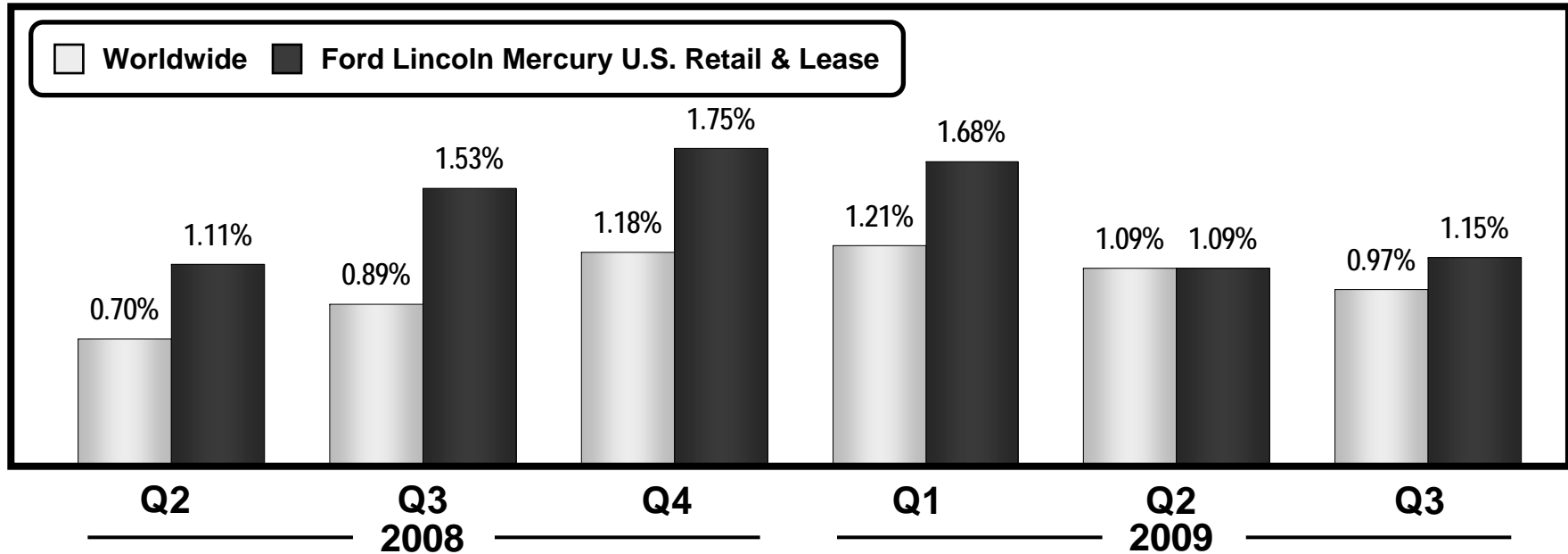
2009 THIRD QUARTER FORD CREDIT PRE-TAX RESULTS COMPARED WITH 2008



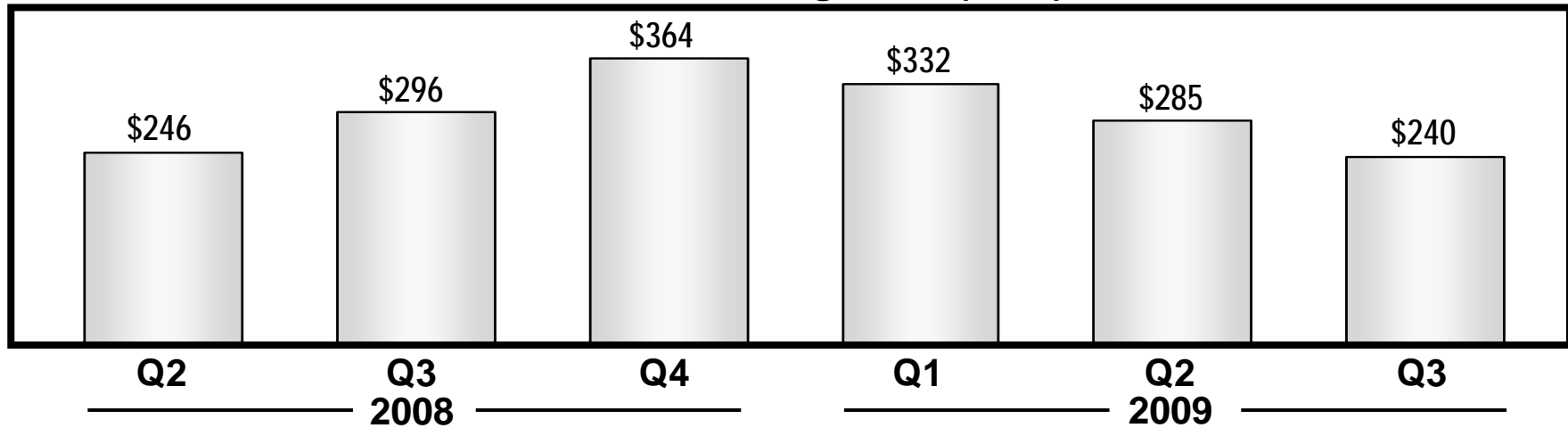


CREDIT LOSS METRICS*

Loss-to-Receivables Ratio (Pct.)



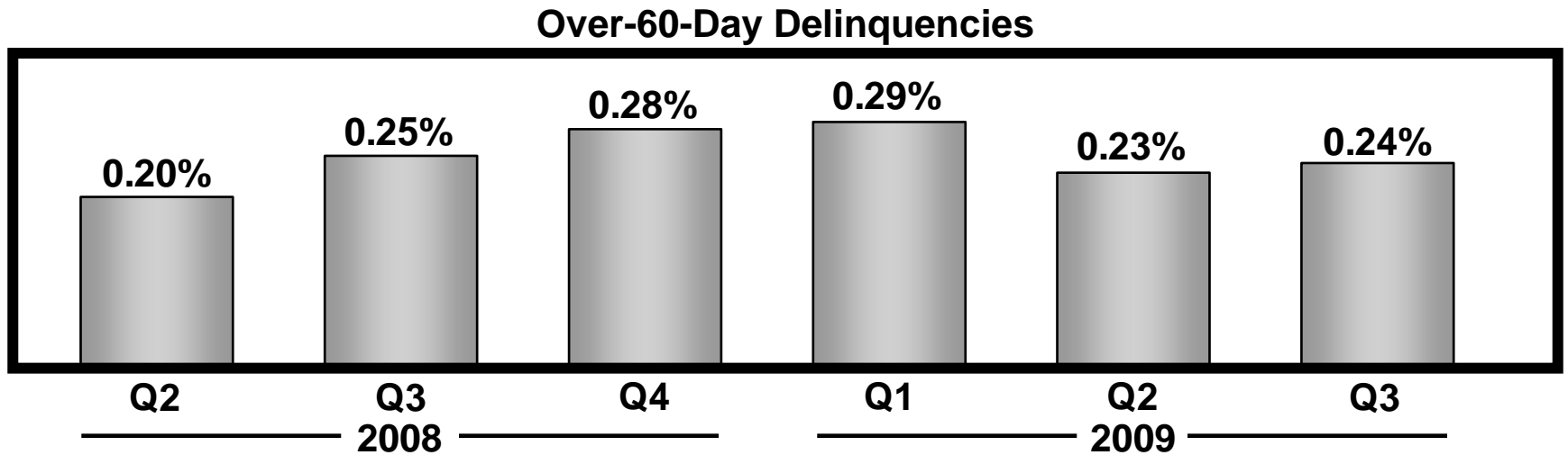
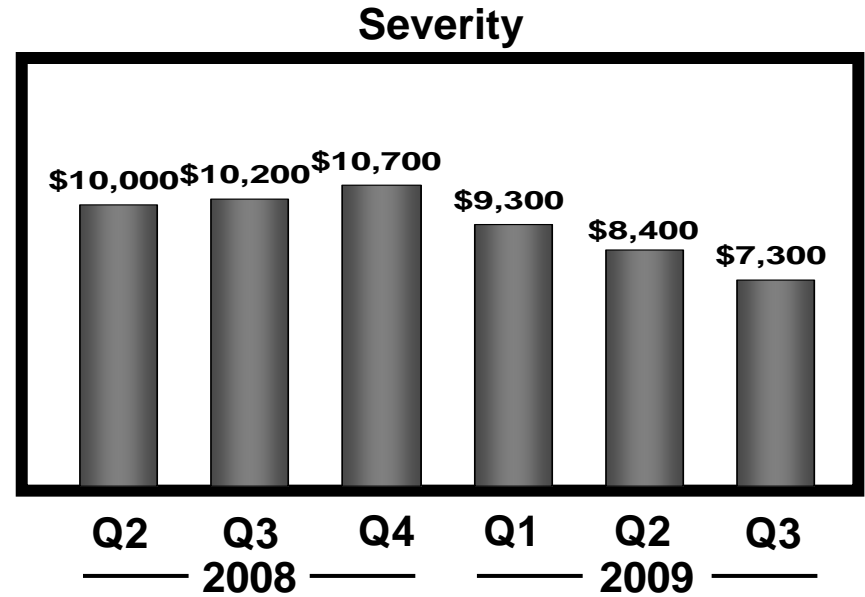
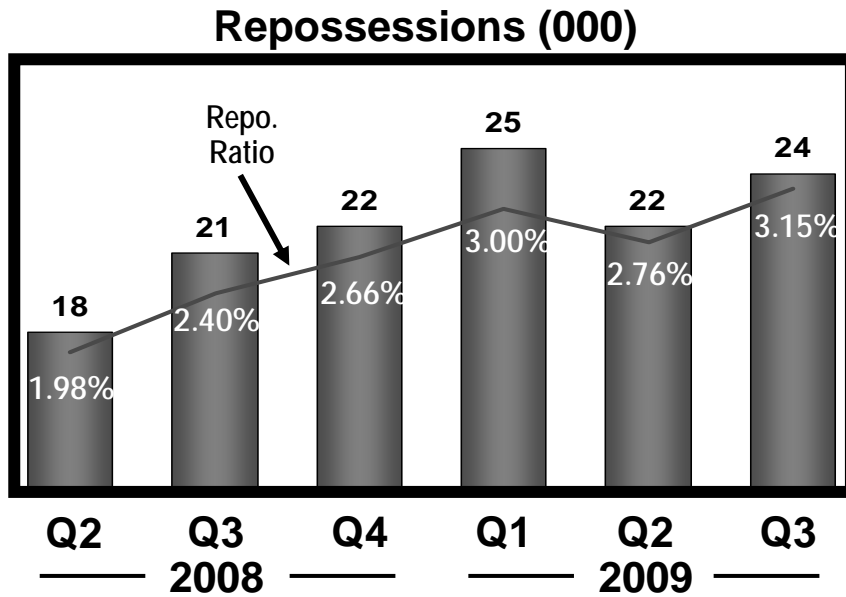
Worldwide Charge-Offs (Mils.)



* On-balance sheet



CREDIT LOSS DRIVERS -- FORD LINCOLN MERCURY U.S. RETAIL AND LEASE*



Memo: New Bankruptcy Filings (000)

9

10

10

11

12

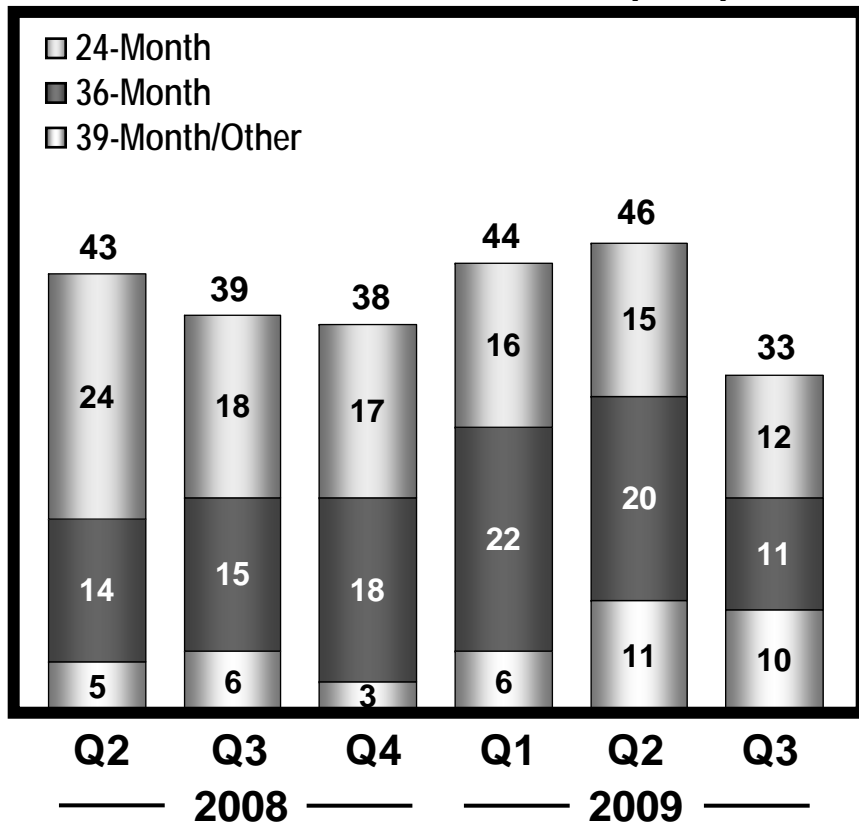
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* On a serviced basis



LEASE RESIDUAL PERFORMANCE -- FORD LINCOLN MERCURY U.S.

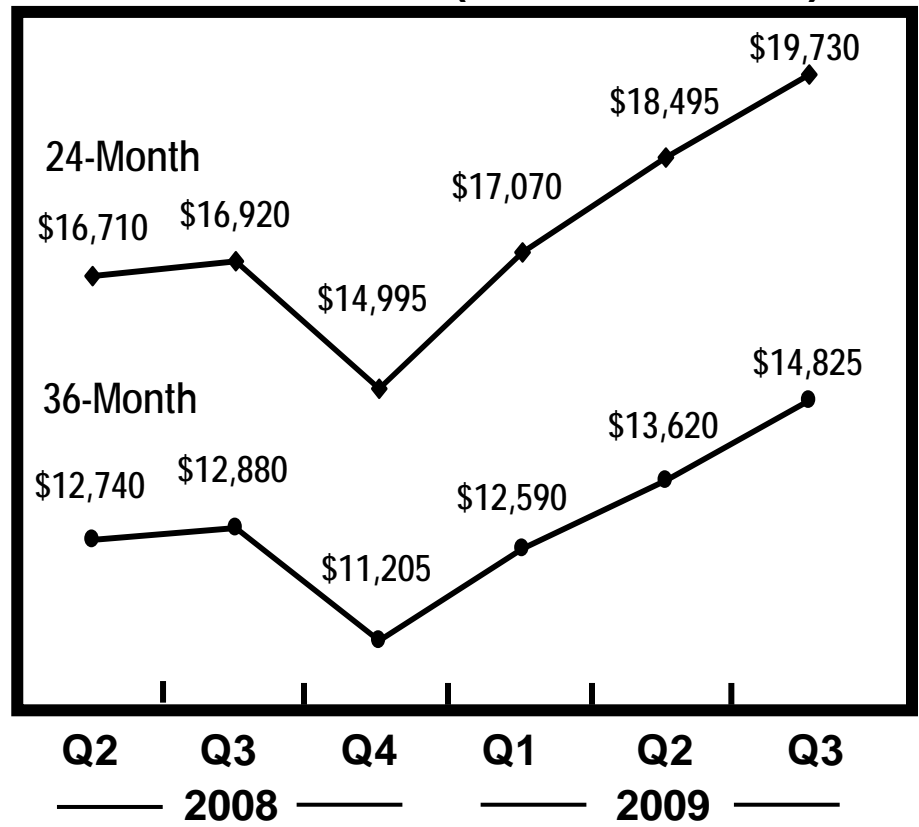
Lease Return Volume (000)



Memo: Ford Lincoln Mercury U.S. Return Rates

87% 88% 90% 89% 83% 70%

Auction Values (At Q3 2009 Mix)



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

\$26.6 \$25.2 \$22.5 \$20.2 \$18.2 \$16.3



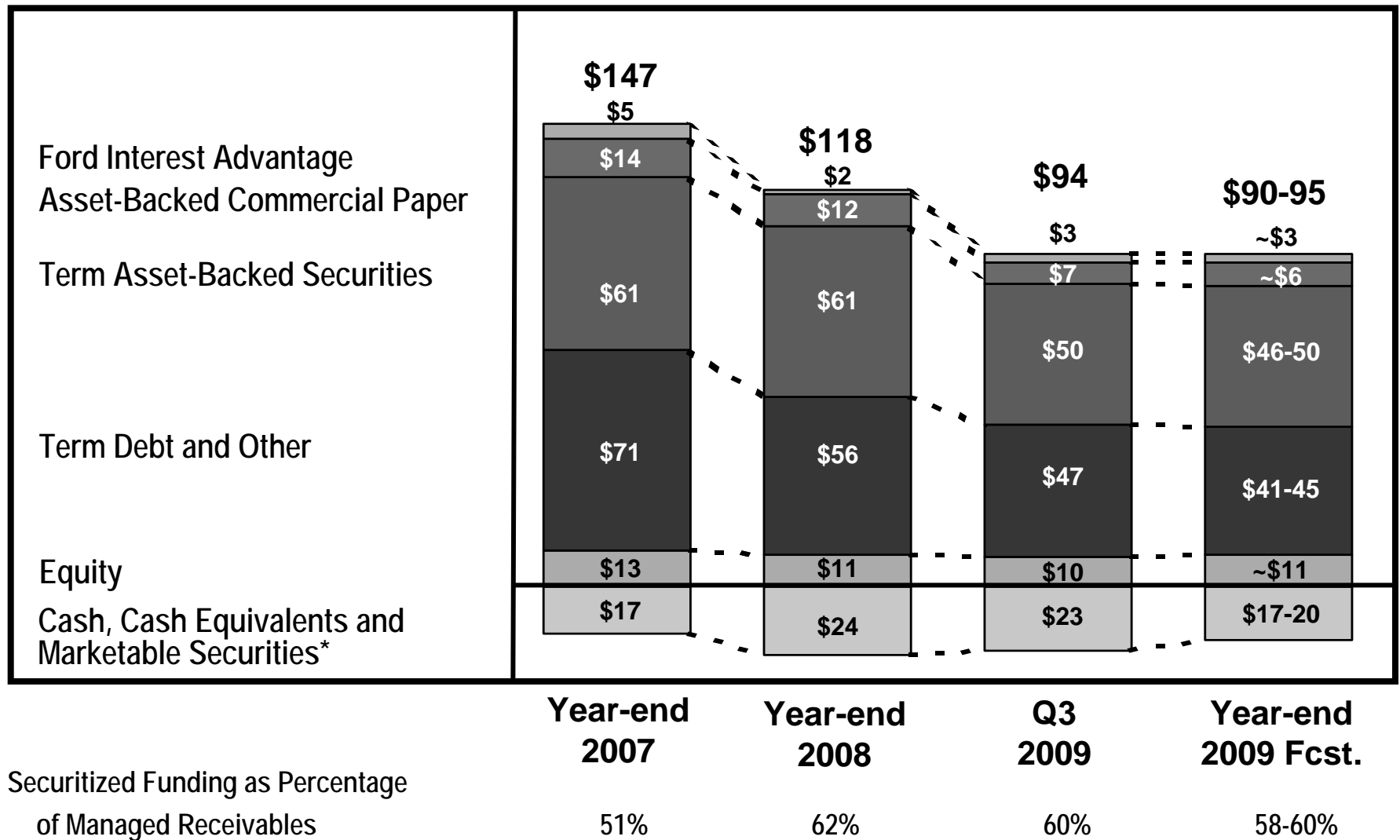
FORD CREDIT FUNDING STRATEGY

- **We continued to see positive momentum in the capital markets for the second consecutive quarter. Year to date highlights include:**
 - **\$4 billion of unsecured debt, including \$2.8 billion in Third Quarter**
 - **\$10 billion of TALF-eligible securitizations -- first floorplan trade for \$1.5 billion in October**
 - **No longer utilizing Commercial Paper Funding Facility (CPFF)**
 - **\$4.8 billion of funding in Canada**
- **Key elements of our funding strategy include:**
 - **Capital markets access for securitization and unsecured debt funding**
 - **Maintaining funding programs and renewal of committed capacity**
 - **Utilization of certain government sponsored programs in the near-term, including the Term Asset-backed Loan Facility (TALF) and the European Central Bank's (ECB) financing facility**
 - **Alternative business and funding arrangements**
- **We continue to maintain liquidity and a substantial cash balance to meet funding obligations**

FORD CREDIT FUNDING STRUCTURE



Funding of Managed Receivables (Bils.)



* Excludes marketable securities related to insurance activities



FORD CREDIT TERM FUNDING PLAN

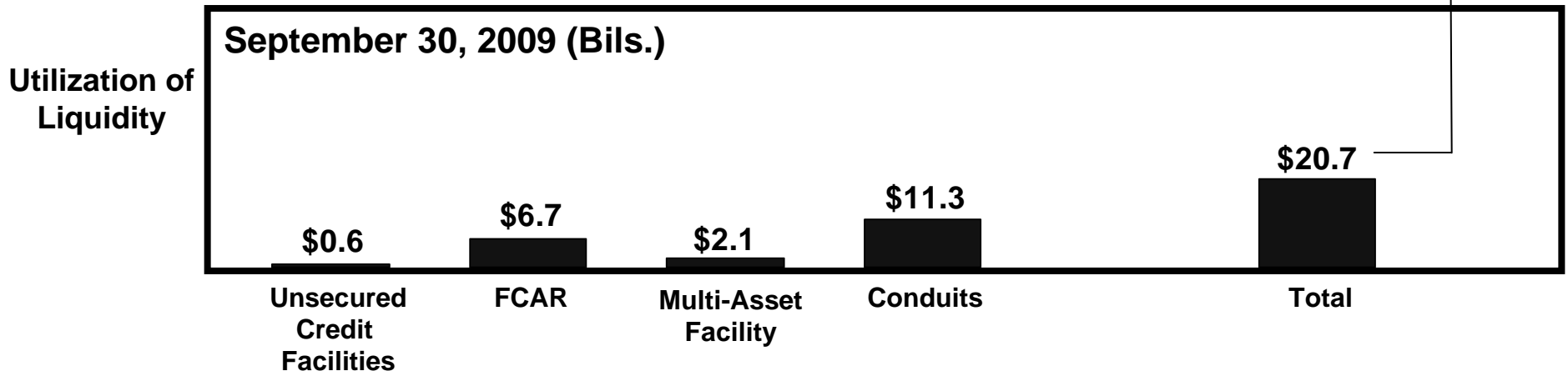
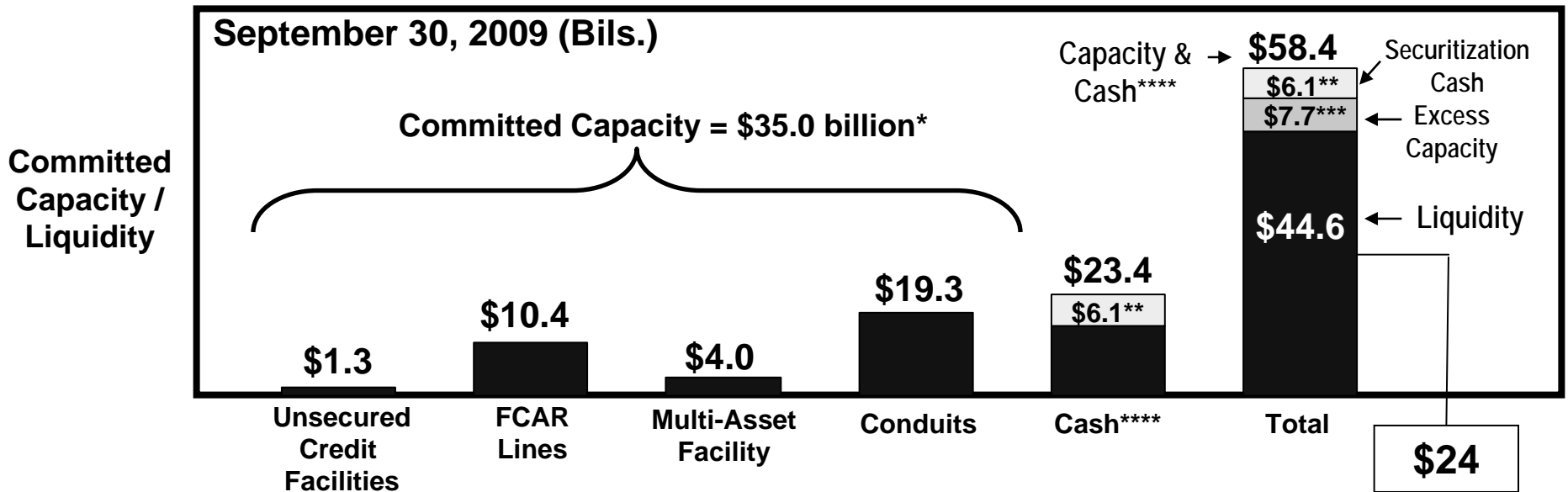
			2009	
	<u>2007</u>	<u>2008</u>	<u>Forecast</u>	<u>YTD*</u>
	<u>Actual</u>	<u>Actual</u>	<u>Forecast</u>	<u>Actual</u>
	(Bils.)	(Bils.)	(Bils.)	(Bils.)
Public Transactions				
Unsecured	\$ 6	\$ 2	\$ 4 - 5	\$ 4
Securitized ^{**}	6	11	14 - 16	13
Total Public	<u>\$ 12</u>	<u>\$ 13</u>	<u>\$ 18 - 21</u>	<u>\$ 17</u>
				\$26
Private Transactions^{***}	\$ 28	\$ 29	\$ 9 - 10	\$ 9

* YTD Actual through October 31, 2009

** Reflects new issuance; excludes whole loan sales and other structured financings

*** Includes private term debt, securitizations, other structured financings, whole loan sales, 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 \$24 billion

* FCAR, Multi-Asset Facility 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 includes other committed securitization programs. FCAR utilization excludes \$98 million of commercial paper held by Ford Credit

** 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 2009 SUMMARY*



Ford (Total Company)

- **Pre-tax operating profit, excluding special items, of about \$1.1 billion, a \$3.9 billion improvement from a year ago**
- **North American operations pre-tax operating profit of \$357 million**
- **Net income attributable to Ford of \$1 billion, including favorable pre-tax special items of \$108 million**
- **Third Quarter automotive gross cash of \$23.8 billion**
- **Raised \$565 million of new equity**

Ford Credit

- **Pre-tax profit of \$677 million; net income of \$427 million**
- **Ford Credit continues to provide funding to support its dealers and customers**
- **Paid distributions of \$431 million to its parent**
- **Completed \$26 billion of term funding year-to-date**
- **Liquidity available for use of about \$24 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:

- Further declines in industry sales volume, particularly in the United States or Europe, due to financial crisis, deepening recessions, geo-political events or otherwise;
- Decline in Ford’s market share;
- Continued or increased price competition for Ford vehicles resulting from industry overcapacity, currency fluctuations or other factors;
- A further increase in or acceleration of the market shift away from sales of trucks, sport utility vehicles, or other more profitable vehicles, particularly in the United States;
- Continued or increased high prices for, or reduced availability of, fuel;
- Lower-than-anticipated market acceptance of new or existing Ford products;
- Adverse effects from the bankruptcy, insolvency, or government-sponsored 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 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 disruptions;
- Work stoppages at Ford or supplier facilities or other interruptions of supplies;
- Single-source supply of components or materials;
- Inability to implement the Retiree Health Care Settlement Agreement to fund and discharge UAW hourly retiree health care obligations;
- The discovery of defects in Ford vehicles resulting in delays in new model launches, recall campaigns 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 or governmental investigations arising out of alleged defects in Ford products or otherwise;
- A change in Ford’s requirements for parts or materials where it has entered into long-term supply arrangements that commit it to purchase minimum or fixed quantities of certain parts or materials, or to pay a minimum amount to the seller (“take-or-pay contracts”);
- Adverse effects on our results from a decrease in or cessation of government incentives;
- Adverse effects on Ford’s operations resulting from certain geo-political or other events;
- Substantial negative operating-related cash flows for the near- to medium-term affecting Ford’s ability to meet its obligations, invest in its business or refinance its debt;
- Substantial levels of indebtedness adversely affecting Ford’s financial condition or preventing Ford from fulfilling its debt obligations (which may grow because Ford is able to incur substantially more debt, including additional secured debt);
- Inability of Ford to implement its plans to further reduce structural costs and increase liquidity;

Ford Credit Related:

- A prolonged disruption of the debt and securitization markets;
- Inability to access debt, securitization or derivative markets around the world at competitive rates or in sufficient amounts due to additional credit rating downgrades, market volatility, market disruption or otherwise;
- Inability to obtain an industrial bank charter or otherwise obtain competitive funding;
- Higher-than-expected credit losses;
- Increased competition from banks or other financial institutions seeking to increase their share of retail installment 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 regulations resulting in higher costs and/or additional financing restrictions;
- Changes in Ford’s operations or changes in Ford’s marketing programs could result in a decline in our financing volumes;

General:

- Continued or worsening financial crisis;
- 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 restructure its or our business;
- Substantial pension and postretirement healthcare and life insurance liabilities impairing Ford’s or our liquidity or financial condition; and
- Worse-than-assumed economic and demographic experience for postretirement benefit plans (e.g., discount rates, investment returns, and health care cost trends).

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 2008 10-K Report and Item 1A of Part I of Ford Credit’s 2008 10-K Report as updated by Ford’s and Ford Credit’s subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.



APPENDIX



TOTAL COMPANY

2009 THIRD QUARTER FINANCIAL RESULTS

	<u>Third Quarter</u>		<u>First Nine Months</u>	
	<u>2009</u>	<u>B / (W) 2008**</u>	<u>2009</u>	<u>B / (W) 2008**</u>
Income / (Loss) (Mils.)				
Pre-Tax Results (Excl. Special Items)	<u>\$1,107</u>	\$ 3,887	\$ (1,299)	\$ 1,828
Special Items*	<u>108</u>	<u>(2,099)</u>	<u>3,265</u>	<u>9,484</u>
Pre-Tax Results (Incl. Special Items)	<u>\$1,215</u>	<u>\$ 1,788</u>	<u>\$ 1,966</u>	<u>\$11,312</u>
(Provision for) / Benefit from Income Taxes	<u>(139)</u>	<u>(602)</u>	<u>40</u>	<u>(771)</u>
Net Income / (Loss) from Continuing Ops.	<u>\$1,076</u>	<u>\$ 1,186</u>	<u>\$ 2,006</u>	<u>\$10,541</u>
Discontinued Operations	0	0	5	(4)
(Income) / Loss attributable to the non-controlling interests	<u>(79)</u>	<u>(28)</u>	<u>(180)</u>	<u>82</u>
Net Income / (Loss) attributable to Ford***	<u>\$ 997</u>	<u>\$ 1,158</u>	<u>\$ 1,831</u>	<u>\$10,619</u>
Automotive Gross Cash (Bils.)****	\$ 23.8	\$ 4.9	\$ 23.8	\$ 4.9

* See Slide 2 for details of special items

** 2008 results adjusted for the effect of new accounting standards and for the reclassification of certain Financial Services sector revenue items

*** Formerly labeled "Net Income / (Loss)"; reflects presentation as required under new accounting standards

**** See Appendix for reconciliation to GAAP



TOTAL COMPANY CALCULATION OF EARNINGS PER SHARE

	Third Quarter 2009		First Nine Months 2009	
	Net Income Attrib. to Ford (Mils.)	Operating Results Excl. Special Items* (Mils.)	Net Income Attrib. to Ford (Mils.)	Operating Results Excl. Special Items* (Mils.)
<u>Numerator</u>				
Net Income / (Loss) attributable to Ford Motor Co.	\$ 997	\$ 873	\$1,831	\$(1,557)
Impact on income from assumed exchange of convertible notes and convertible trust preferred securities	<u>56</u>	<u>10</u>	<u>110</u>	<u>-</u>
Income for EPS	<u>\$1,053</u>	<u>\$ 883</u>	<u>\$1,941</u>	<u>\$(1,557)</u>
<u>Denominator</u>				
Average shares outstanding	3,259	3,259	2,886	2,886
Net issuable shares, primarily restricted stock units	102	102	75	-
Convertible notes	63	63	231	-
Convertible trust preferred securities	<u>160</u>	<u>-</u>	<u>-</u>	<u>-</u>
Average shares for EPS	<u>3,584</u>	<u>3,424</u>	<u>3,192</u>	<u>2,886</u>
EPS	\$ 0.29	\$ 0.26	\$ 0.61	\$(0.54)

* Excludes income / (loss) attributable to non-controlling interests and the effect of discontinued operations, special items detailed on Slide 2



TOTAL COMPANY INCOME / (LOSS) FROM CONTINUING OPERATIONS COMPARED WITH 2008*

	<u>Third Quarter</u>		<u>First Nine Months</u>	
	<u>2008</u>	<u>2009</u>	<u>2008</u>	<u>2009</u>
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
Pre-Tax Results from Continuing Operations (Excl. Special Items)	\$(2,780)	\$1,107	\$(3,127)	\$(1,299)
(Income) / Loss attributable to Non-Controlling Interests	(51)	(79)	(262)	(180)
(Provision for) / Benefit from Income Taxes applied to Pre-Tax Results from Continuing Operations (Excl. Special Items)	(178)	(155)	(549)	(78)
After-Tax Results (Excl. Special Items)	\$(3,009)	\$ 873	\$(3,938)	\$(1,557)
Pre-Tax Special Items**	2,207	108	(6,219)	3,265
(Provision for) / Benefit from Income Taxes on Special Items	641	16	1,360	118
Income / (Loss) from Continuing Operations attributable to Ford	<u>\$ (161)</u>	<u>\$ 997</u>	<u>\$(8,797)</u>	<u>\$ 1,826</u>
(Provision for) / Benefit from Income Taxes applied to Pre-Tax Results from Continuing Operations (Excl. Special Items)	\$ (178)	\$ (155)	\$ (549)	\$ (78)
(Provision for) / Benefit from Income Taxes on Special Items	641	16	1,360	118
(Provision for) / Benefit from Income Taxes	<u>\$ 463</u>	<u>\$ (139)</u>	<u>\$ 811</u>	<u>\$ 40</u>

* 2008 results adjusted for the effect of new accounting standards

** 2009 special items detailed on Slide 2



TOTAL COMPANY

2008 - 2009 THIRD QUARTER PRE-TAX RESULTS

	Pre-Tax Results (Incl. Special Items)		Special Items		Pre-Tax Results (Excl. Special Items)	
	2008 (Mils.)	2009 (Mils.)	2008 (Mils.)	2009 (Mils.)	2008 (Mils.)	2009 (Mils.)
North America	\$ (36)	\$ 223	\$2,553	\$(134)	\$(2,589)	\$ 357
South America	480	241	-	(6)	480	247
Europe	29	177	(40)	(16)	69	193
Asia Pacific Africa	(24)	21	(28)	(6)	4	27
Volvo	(484)	25	(26)	160	(458)	(135)
Total	\$ (35)	\$ 687	\$2,459	\$ (2)	\$(2,494)	\$ 689
Other Automotive*	(659)	(142)	(215)	101	(444)	(243)
Total Ongoing Automotive	\$(694)	\$ 545	\$2,244	\$ 99	\$(2,938)	\$ 446
Jaguar Land Rover	(37)	-	(37)	-	-	-
Mazda**	(1)	-	-	-	(1)	-
Total Automotive	\$(732)	\$ 545	\$2,207	\$ 99	\$(2,939)	\$ 446
Financial Services	159	670	-	9	159	661
Total Company	\$(573)	\$1,215	\$2,207	\$ 108	\$(2,780)	\$1,107

* 2008 results adjusted for the effect of new accounting standards

** Beginning in 2009, our ownership interest in Mazda is treated as marketable securities, with mark-to-market adjustments reported in Other Automotive



TOTAL COMPANY

2008 - 2009 FIRST NINE MONTHS PRE-TAX RESULTS

	Pre-Tax Results				Pre-Tax Results	
	(Incl. Special Items)		Special Items		(Excl. Special Items)	
	2008	2009	2008	2009	2008	2009
	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)
North America	\$ (7,634)	\$ (1,600)	\$ (3,663)	\$ (469)	\$ (3,971)	\$ (1,131)
South America	1,125	377	-	(19)	1,125	396
Europe	1,336	(479)	(54)	(260)	1,390	(219)
Asia Pacific Africa	15	(108)	(40)	(14)	55	(94)
Volvo	(787)	(994)	(58)	(373)	(729)	(621)
Total	\$ (5,945)	\$ (2,804)	\$ (3,815)	\$ (1,135)	\$ (2,130)	\$ (1,669)
Other Automotive*	(1,179)	3,654	(142)	4,478	(1,037)	(824)
Total Ongoing Automotive	\$ (7,124)	\$ 850	\$ (3,957)	\$ 3,343	\$ (3,167)	\$ (2,493)
Jaguar Land Rover	38	3	38	3	-	-
Mazda**	(63)	-	(214)	-	151	-
Total Automotive	\$ (7,149)	\$ 853	\$ (4,133)	\$ 3,346	\$ (3,016)	\$ (2,493)
Financial Services	(2,197)	1,113	(2,086)	(81)	(111)	1,194
Total Company	<u>\$ (9,346)</u>	<u>\$ 1,966</u>	<u>\$ (6,219)</u>	<u>\$ 3,265</u>	<u>\$ (3,127)</u>	<u>\$ (1,299)</u>

* 2008 results adjusted for the effect of new accounting standards

** Beginning in 2009, our ownership interest in Mazda is treated as marketable securities, with mark-to-market adjustments reported in Other Automotive



TOTAL COMPANY

2008 - 2009 THIRD QUARTER REVENUE

	Revenue		Special Items		Revenue	
	(Incl. Special Items)				(Excl. Special Items)	
	2008	2009	2008	2009	2008	2009
	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)
North America*	\$10,748	\$13,718	\$ -	\$ -	\$10,748	\$13,718
South America	2,712	2,089	-	-	2,712	2,089
Europe	9,660	7,584	-	-	9,660	7,584
Asia Pacific Africa	1,697	1,484	-	-	1,697	1,484
Volvo	2,916	2,995	-	-	2,916	2,995
Total Ongoing Automotive	\$27,733	\$27,870	\$ -	\$ -	\$27,733	\$27,870
Jaguar Land Rover	-	-	-	-	-	-
Total Automotive	\$27,733	\$27,870	\$ -	\$ -	\$27,733	\$27,870
Financial Services**	4,013	3,022	-	-	4,013	3,022
Total Company	\$31,746	\$30,892	\$ -	\$ -	\$31,746	\$30,892

* Includes consolidation of Automotive Alliance International (AAI) revenue from production of Mazda6 vehicles

** 2008 adjusted for reclassification of certain Financial Services Sector revenue items



TOTAL COMPANY

2008 - 2009 FIRST NINE MONTHS REVENUE

	Revenue				Revenue	
	(Incl. Special Items)		Special Items		(Excl. Special Items)	
	2008	2009	2008	2009	2008	2009
	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)
North America*	\$ 42,077	\$34,705	\$ -	\$ -	\$ 42,077	\$34,705
South America	6,900	5,333	-	-	6,900	5,333
Europe	31,374	20,811	-	-	31,374	20,811
Asia Pacific Africa	5,143	3,855	-	-	5,143	3,855
Volvo	11,439	8,523	-	-	11,439	8,523
Total Ongoing Automotive	\$ 96,933	\$73,227	\$ -	\$ -	\$ 96,933	\$73,227
Jaguar Land Rover	6,974	-	6,974	-	-	-
Total Automotive	\$103,907	\$73,227	\$6,974	\$ -	\$ 96,933	\$73,227
Financial Services**	12,233	9,632	-	-	12,233	9,632
Total Company	<u>\$116,140</u>	<u>\$82,859</u>	<u>\$6,974</u>	<u>\$ -</u>	<u>\$109,166</u>	<u>\$82,859</u>

* Includes consolidation of Automotive Alliance International (AAI) revenue from production of Mazda6 vehicles

** 2008 adjusted for reclassification of certain Financial Services Sector revenue items



TOTAL COMPANY

2008 - 2009 THIRD QUARTER WHOLESALLES

	Wholesales		Special Items		Wholesales	
	(Incl. Special Items)				(Excl. Special Items)	
	2008	2009	2008	2009	2008	2009
	(000)	(000)	(000)	(000)	(000)	(000)
North America*	462	516	-	-	462	516
South America	126	108	-	-	126	108
Europe	410	393	-	-	410	393
Asia Pacific Africa**	111	139	-	-	111	139
Volvo	<u>66</u>	<u>76</u>	<u>-</u>	<u>-</u>	<u>66</u>	<u>76</u>
Total Ongoing Automotive	1,175	1,232	-	-	1,175	1,232
Jaguar Land Rover	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Automotive	<u>1,175</u>	<u>1,232</u>	<u>-</u>	<u>-</u>	<u>1,175</u>	<u>1,232</u>

* Includes consolidation of Automotive Alliance International (AAI) wholesales from production of Mazda6 vehicles

** Included in wholesales of Asia Pacific Africa are Ford-badged vehicles sold in China by unconsolidated affiliates totaling about 41,000 and 73,000 units in 2008 and 2009, respectively



TOTAL COMPANY

2008 - 2009 FIRST NINE MONTHS WHOLESALLES

	Wholesales				Wholesales	
	(Incl. Special Items)		Special Items		(Excl. Special Items)	
	2008	2009	2008	2009	2008	2009
	(000)	(000)	(000)	(000)	(000)	(000)
North America*	1,845	1,328	-	-	1,845	1,328
South America	337	312	-	-	337	312
Europe	1,442	1,136	-	-	1,442	1,136
Asia Pacific Africa**	365	377	-	-	365	377
Volvo	<u>279</u>	<u>224</u>	-	-	<u>279</u>	<u>224</u>
Total Ongoing Automotive	4,268	3,377	-	-	4,268	3,377
Jaguar Land Rover	125	-	125	-	-	-
Total Automotive	<u>4,393</u>	<u>3,377</u>	<u>125</u>	<u>-</u>	<u>4,268</u>	<u>3,377</u>

* Includes consolidation of Automotive Alliance International (AAI) wholesales from production of Mazda6 vehicles

** Included in wholesales of Asia Pacific Africa are Ford-badged vehicles sold in China, and for First Quarter 2008 Malaysia, by unconsolidated affiliates totaling about 145,000 and 191,000 units in 2008 and 2009, respectively



AUTOMOTIVE SECTOR

GAAP RECONCILIATION OF GROSS CASH

	Dec. 31, 2008	Sep. 30, 2009	Sep. 30, 2009 B / (W) Dec. 31, 2008	Memo: Sep. 30, 2008	June 30, 2009
	(Bils.)	(Bils.)	(Bils.)	(Bils.)	(Bils.)
Cash and Cash Equivalents	\$ 6.4	\$10.1	\$ 3.7	\$10.6	\$11.9
Marketable Securities	9.3	14.6	5.3	11.5	9.7
Loaned Securities	-	-	-	-	-
Total Cash / Marketable & Loaned Securities	\$15.7	\$24.7	\$ 9.0	\$22.1	\$21.6
Securities in Transit*	-	(0.2)	(0.2)	(0.7)	(0.2)
UAW-Ford Temporary Asset Account / Other	(2.3)	(0.7)	1.6	(2.5)	(0.4)
Gross Cash	<u>\$13.4</u>	<u>\$23.8</u>	<u>\$10.4</u>	<u>\$18.9</u>	<u>\$21.0</u>

* 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 GAAP RECONCILIATION OF OPERATING-RELATED CASH FLOWS*

	<u>Third Quarter 2009</u>		<u>First Nine Months 2009</u>	
	<u>Absolute</u>	<u>B / (W)</u>	<u>Absolute</u>	<u>B / (W)</u>
	<u>(Bils.)</u>	<u>2008</u>	<u>(Bils.)</u>	<u>2008</u>
		<u>(Bils.)</u>		<u>(Bils.)</u>
Cash Flows from Operating Activities of Continuing Operations**	\$ 3.0	\$ 8.6	\$ 0.8	\$ 8.0
Items Included in Operating-Related Cash Flows				
- Capital Expenditures	(1.0)	0.8	(3.4)	1.3
- Net Transactions Between Automotive and Financial Services Sectors	(0.4)	(0.3)	(1.3)	0.1
- Net Cash Flows from Non-Designated Derivatives	(0.1)	(0.4)	(0.1)	(1.2)
Items Not Included in Operating-Related Cash Flows				
- Cash Impact of Job Security Program & Personnel Reduction Program	0.2	-	0.7	0.2
- Pension Contributions	0.1	-	0.8	(0.1)
- Tax Refunds and Tax Payments from Affiliates	(0.2)	(0.2)	(0.5)	0.4
- Other**	(0.3)	0.5	(0.4)	0.2
Operating-Related Cash Flows	<u>\$ 1.3</u>	<u>\$ 9.0</u>	<u>\$(3.4)</u>	<u>\$ 8.9</u>

* Except where noted 2008 data excludes Jaguar Land Rover

** 2008 includes Jaguar Land Rover



FORD CREDIT INCOME / (LOSS) BEFORE INCOME TAXES COMPARED WITH NET INCOME / (LOSS)

	<u>Third Quarter</u>		<u>First Nine Months</u>	
	<u>2008</u> (Mils.)	<u>2009</u> (Mils.)	<u>2008</u> (Mils.)	<u>2009</u> (Mils.)
<u>Income</u>				
Income / (Loss) before income taxes (excludes impairment)	\$ 161	\$ 677	\$ (101)	\$1,287
Impairment of operating leases	-	-	(2,086)	-
Income / (Loss) before income taxes	<u>\$ 161</u>	<u>\$ 677</u>	<u>\$(2,187)</u>	<u>\$1,287</u>
Less: Provision for / (Benefit from) income taxes	66	250	(870)	462
Gain on disposal of discontinued operations	-	-	9	2
Net income / (loss)	<u>\$ 95</u>	<u>\$ 427</u>	<u>\$(1,308)</u>	<u>\$ 827</u>

FORD CREDIT OPERATING HIGHLIGHTS



	<u>Third Quarter</u>		<u>First Nine Months</u>	
	<u>2008</u>	<u>2009</u>	<u>2008</u>	<u>2009</u>
<u>Shares</u>				
United States				
Financing share – Ford, Lincoln and Mercury				
Retail installment and lease	46%	30%	40%	30%
Wholesale	77	80	77	79
Europe				
Financing share – Ford				
Retail installment and lease	31%	27%	28%	27%
Wholesale	98	99	98	99
<u>Contract Volume – New and used retail/lease (in thousands)</u>				
North America Segment				
United States	277	161	864	449
Canada	43	15	122	68
Total North America Segment	<u>320</u>	<u>176</u>	<u>986</u>	<u>517</u>
International Segment				
Europe	149	112	504	358
Other international	27	11	105	37
Total International Segment	<u>176</u>	<u>123</u>	<u>609</u>	<u>395</u>
Total contract volume	<u>496</u>	<u>299</u>	<u>1,595</u>	<u>912</u>
<u>Borrowing Cost Rate*</u>	5.7%	4.9%	5.5%	4.9%

* On-balance sheet debt includes the effects of derivatives and facility fees



FORD CREDIT CHARGE-OFFS AND LOSS-TO-RECEIVABLES RATIO

	<u>Third Quarter</u>		<u>First Nine Months</u>	
	<u>2008</u>	<u>2009</u>	<u>2008</u>	<u>2009</u>
<u>Charge-offs – On-Balance Sheet (Mils.)</u>				
Retail installment and lease	\$ 299	\$ 204	\$ 757	\$ 774
Wholesale	(3)	33	10	73
Other	-	3	4	10
Total charge-offs – on-balance sheet	<u>\$ 296</u>	<u>\$ 240</u>	<u>\$ 771</u>	<u>\$ 857</u>
Total loss-to-receivables ratio – on-balance sheet	0.89%	0.97%	0.74%	1.10%
Memo:				
Total charge-offs – managed (Mils.)*	\$ 303	\$ 241	\$ 800	\$ 862
Total loss-to-receivables ratio – managed*	0.89%	0.97%	0.75%	1.10%

* See Appendix for definition



FINANCIAL SERVICES SECTOR

FORD CREDIT NET FINANCE RECEIVABLES AND OPERATING LEASES

	<u>Sept. 30, 2008</u> (Bils.)	<u>Dec. 31, 2008</u> (Bils.)	<u>Sept. 30, 2009</u> (Bils.)
<u>Receivables -- On-Balance Sheet</u>			
Retail installment	\$ 71.0	\$ 65.5	\$ 58.4
Wholesale	30.7	27.7	18.6
Other finance receivables	3.0	2.8	2.5
Unearned interest supplements	(1.3)	(1.3)	(1.8)
Allowance for credit losses	(1.3)	(1.4)	(1.5)
Finance receivables, net	<u>\$102.1</u>	<u>\$ 93.3</u>	<u>\$ 76.2</u>
Net investment in operating leases	<u>25.2</u>	<u>22.5</u>	<u>16.3</u>
Total receivables – on-balance sheet	<u><u>\$127.3</u></u>	<u><u>\$115.8</u></u>	<u><u>\$ 92.5</u></u>
Memo:			
Total receivables – managed*	\$129.7	\$117.7	\$ 94.4

* Includes on-balance sheet receivables, excluding unearned interest supplements related to finance receivables of \$1.3 billion, \$1.3 billion, and \$1.8 billion at September 30, 2008, December 31, 2008, and September 30, 2009, respectively; and includes off-balance sheet retail receivables of \$1.1 billion, about \$600 million, and about \$100 million at September 30, 2008, December 31, 2008, and September 30, 2009, respectively

DEBT RATINGS – FORD & FORD CREDIT



	<u>S&P</u>	<u>Moody's</u>	<u>Fitch</u>	<u>DBRS</u>
<u>Issuer Ratings</u>				
Ford Motor	CCC+	Caa1*	CCC	CCC (high)
Ford Credit	CCC+	NR	CCC	B (low)
<u>Senior Long-Term Unsecured</u>				
Ford Motor	CCC-	Caa2	CC	CCC
Ford Credit	CCC+	Caa1	B	B (low)
FCE Bank plc	B-	Caa1	B	NR
<u>Short-Term Unsecured</u>				
Ford Credit	NR	NP	C	R-5
<u>Secured Funding</u>				
Ford Motor	CCC+	B1	B	B (low)
<u>Outlook</u>				
	Dev	Stable**	Stable	Stable

* Moody's equivalent is a "Corporate Family Rating"; it does not publish a CFR for Ford Credit

** Ford Credit Senior Unsecured Debt is under review



FINANCIAL SERVICES SECTOR

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, and securitized off-balance sheet receivables that Ford Credit continues to service

Serviced Receivables -- includes managed receivables and receivables Ford Credit sold in whole-loan sale transactions where Ford Credit retains no interest in the sold receivables, but which Ford Credit continues to service

Charge-offs on Managed Receivables -- charge-offs associated with receivables reported on Ford Credit's balance sheet and charge-offs associated with receivables that Ford Credit sold in off-balance sheet securitizations and continues to service

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



FINANCIAL SERVICES SECTOR

FORD CREDIT RATIO DEFINITIONS

In addition to evaluating Ford Credit's financial performance on a GAAP financial statement basis, Ford Credit management also uses other criteria, some of which were previously disclosed in this presentation and are defined below:

$$\text{Loss-to-Receivables Ratio} = \frac{\text{Charge-offs}}{\text{Average Receivables}}$$

Leverage:

$$\text{- Financial Statement Leverage} = \frac{\text{Total Debt}}{\text{Equity}}$$

$$\text{- Managed Leverage} = \frac{\text{Total Debt} + \text{Securitized Off-Balance Sheet Receivables} - \text{Retained Interest in Securitized Off-Balance Sheet Receivables} - \text{Cash, Cash Equivalents \& Marketable Securities*} - \text{Adjustments for Derivative Accounting on Total Debt**}}{\text{Equity} - \text{Adjustments for Derivative Accounting on Equity**}}$$

* Excludes marketable securities related to insurance activities

** Related primarily 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



FINANCIAL SERVICES SECTOR FORD CREDIT RECONCILIATIONS OF MANAGED LEVERAGE TO FINANCIAL STATEMENT LEVERAGE

<u>Leverage Calculation</u>	Sep. 30, 2008 <u>(Bils.)</u>	Sep. 30, 2009 <u>(Bils.)</u>
Total Debt*	\$129.1	\$103.4
Securitized Off-Balance Sheet Receivables Outstanding	1.1	0.1
Retained Interest in Securitized Off-Balance Sheet Receivables	(0.2)	-
Adjustments for Cash, Cash Equivalents, and Marketable Securities**	(19.1)	(23.4)
Adjustments for Derivative Accounting***	(0.2)	(0.4)
Total Adjusted Debt	<u>\$110.7</u>	<u>\$ 79.7</u>
Equity	\$ 11.7	\$ 10.5
Adjustments for Derivative Accounting***	(0.2)	(0.1)
Total Adjusted Equity	<u>\$ 11.5</u>	<u>\$ 10.4</u>
Financial Statement Leverage (to 1)	11.0	9.9
Managed Leverage (to 1)	9.6	7.7

* Includes \$68.8 billion and \$56.6 billion on September 30, 2008 and September 30, 2009, respectively, of long-term and short-term asset-backed debt obligations issued in securitization transactions that are payable only out of collections on the underlying securitized assets and related enhancements

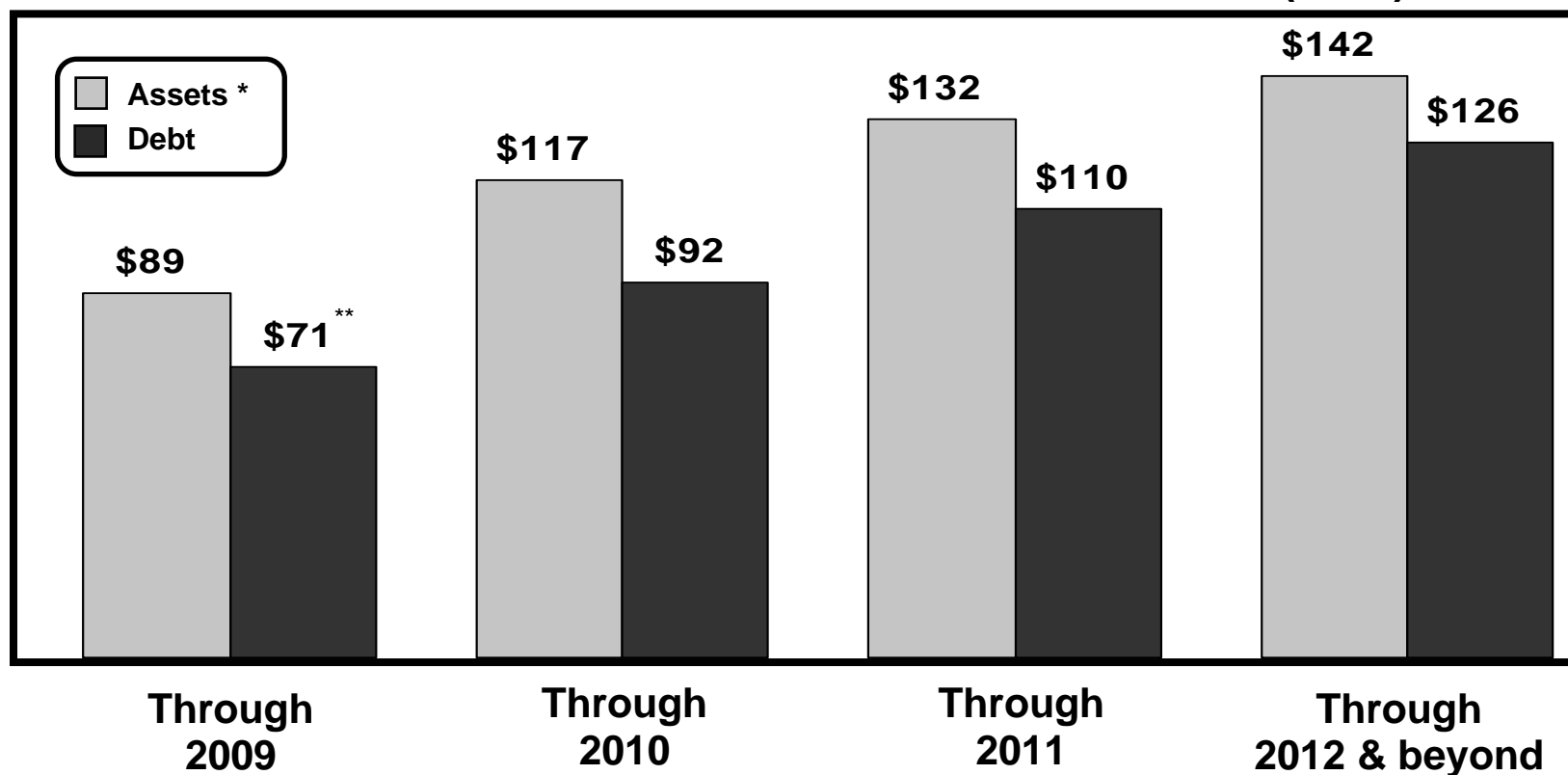
** Excludes marketable securities related to insurance activities

*** Related primarily 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



LIQUIDITY PROFILE OF FORD CREDIT'S BALANCE SHEET

Cumulative Maturities -- As of December 31, 2008 (Bils.)



* 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).

** Includes all of the floor-plan ABS term and conduit maturities that otherwise contractually extend beyond 2009.