



FordCredit

FORD MOTOR CREDIT COMPANY

K.R. Kent

Vice Chairman and CFO

**Bank of America Merrill Lynch
2009 Credit Conference
December 2-3, 2009**



Capital and Facility Loans



Inventory Financing



Inventory Insurance



ESB / Fee Income



Dealer Consulting



Commercial Loans



Lease Financing



Retail Loans

FORD CREDIT STRATEGIC PRIORITIES



- **Profitably support the sale of Ford Motor Company brand vehicles**
- **Support synergies with automotive brand partners**
- **Maximize customer and dealer value and loyalty**
- **Make efficient use of capital**

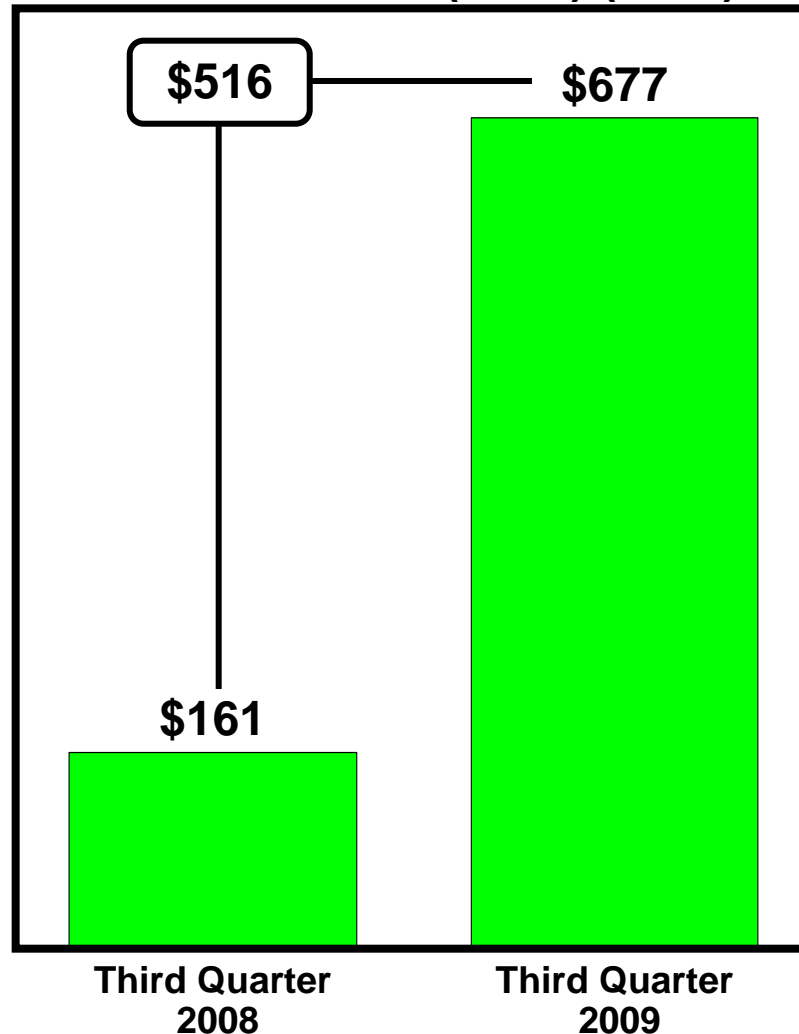
2009 SUMMARY



- **Our primary objective remains to profitably support the sale of Ford vehicles in the North American, European, and select other markets**
- **Lower industry sales and migration from multi-brand financing to Ford Lincoln Mercury specific financing leads to lower receivables**
- **We have taken strategic actions that have reduced the size of our balance sheet**
- **We are projecting managed receivables of \$90 - \$95 billion by year end**
- **Funding the business continues to be our focus; liquidity remains strong**
- **Expect to be profitable in Fourth Quarter 2009 and expect reduced profits in 2010 based on lower receivables and non-recurrence of favorable 2009 factors.**
- **We plan to pay distributions of approximately \$3 billion in 2009-2010; \$1.5 billion has been paid to date**

FORD CREDIT RESULTS AND METRICS -- 2009 THIRD QUARTER

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



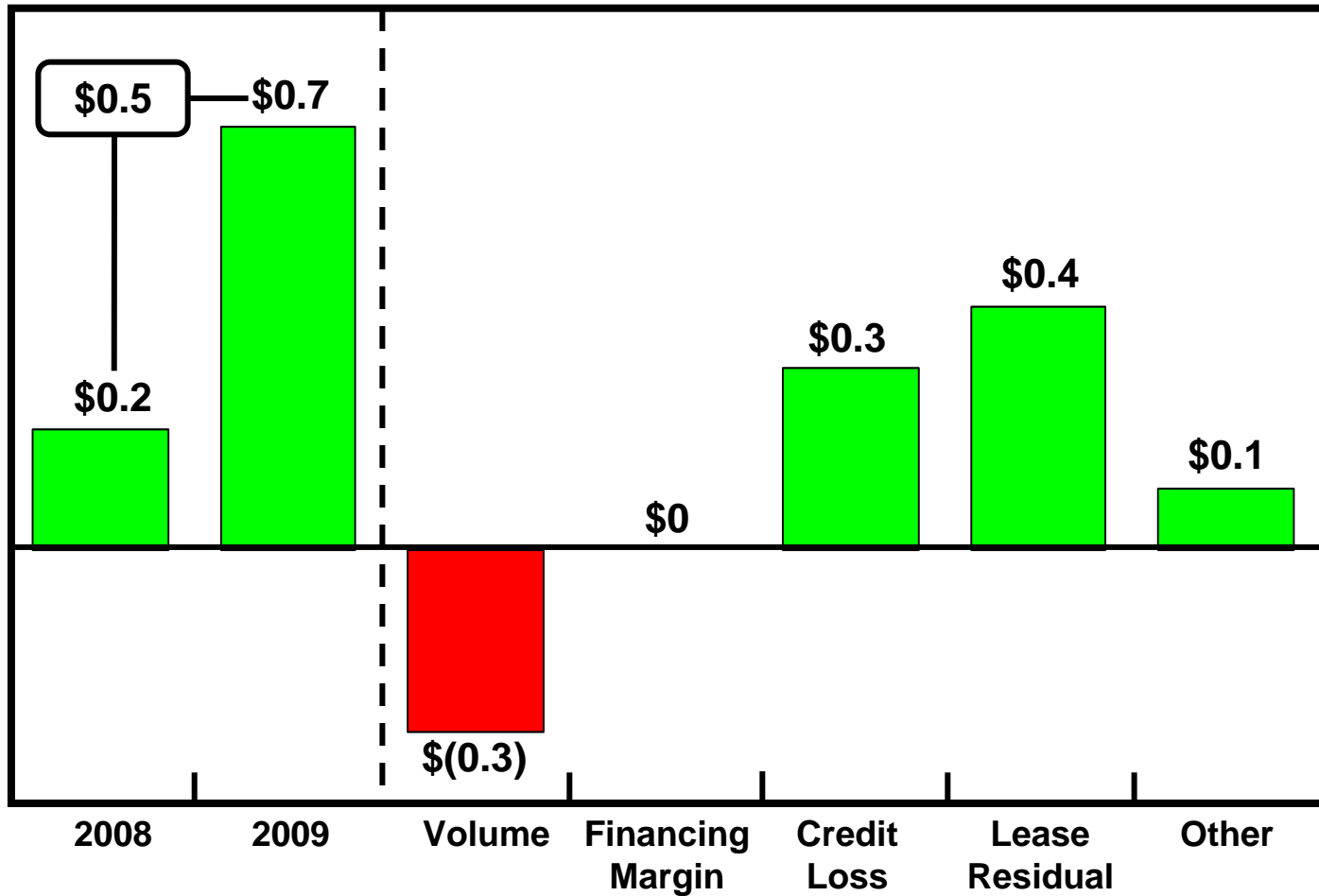
Key Metrics

	Third Quarter	
	2008	2009
On-Balance Sheet		
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%
Financial Statement		
Leverage (To 1)	11.0	9.9
Distribution (Bils.)	\$ -	\$ 0.4
Net Income / (Loss) (Mils.)	\$ 95	\$427
Managed*		
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

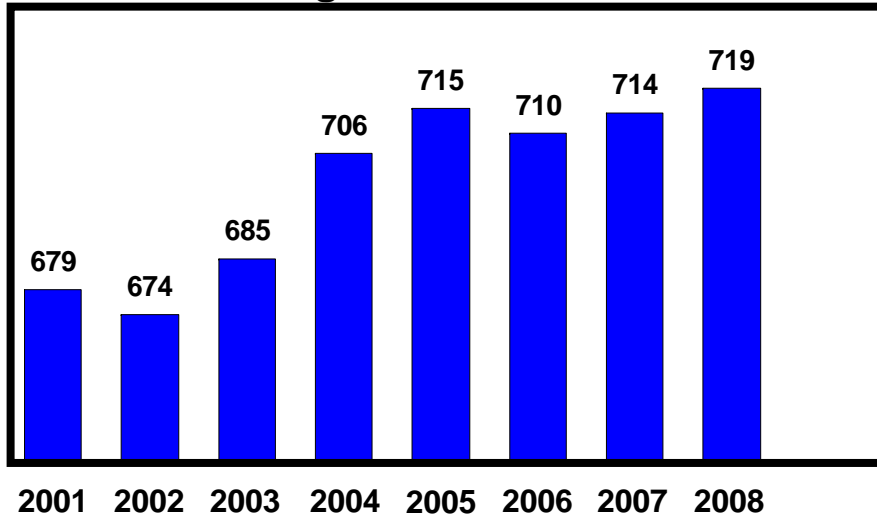
Pre-Tax Results (Bils.)



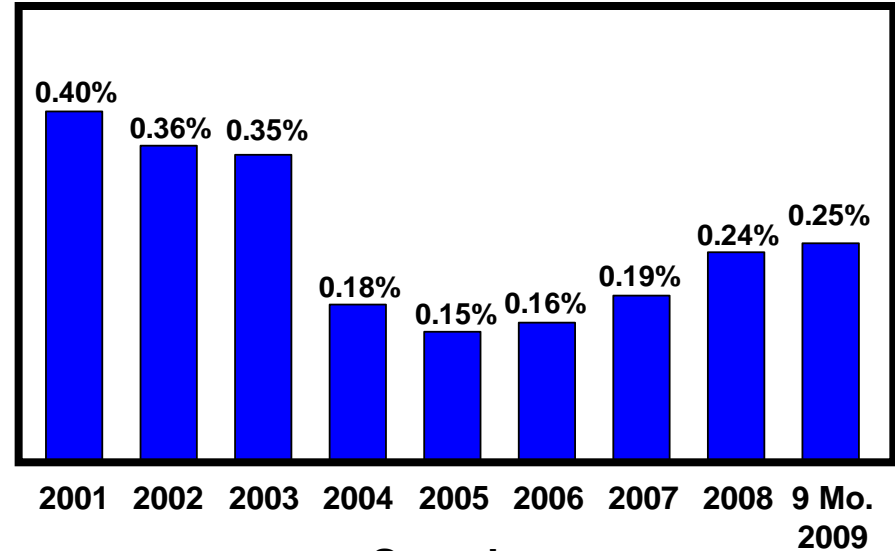
FMCC U.S. HISTORICAL PORTFOLIO QUALITY AND CREDIT LOSS METRICS



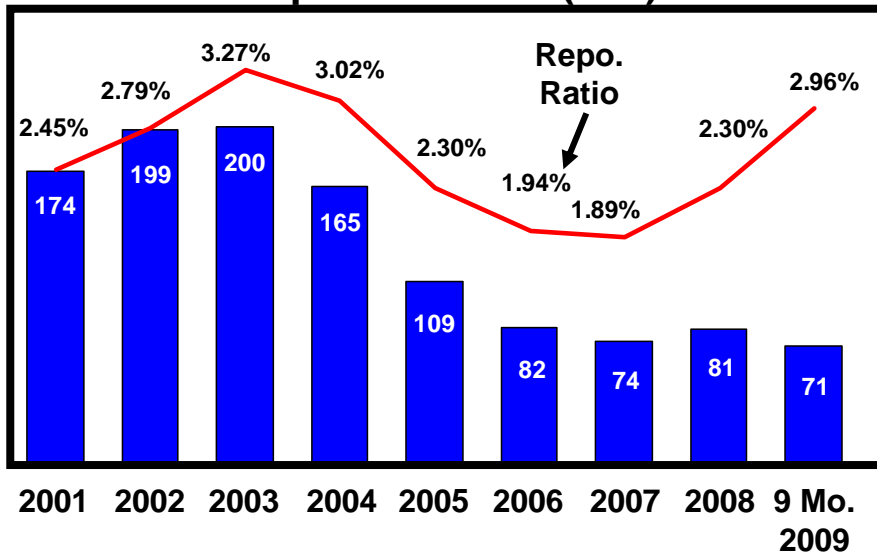
U.S. Retail and Lease Average Placement FICO Score



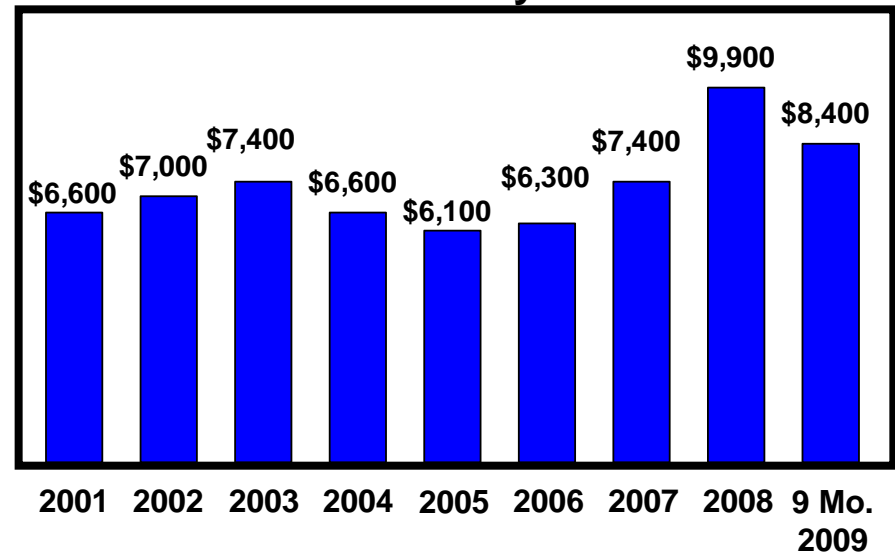
Over-60-Day Delinquencies



Repossessions (000)



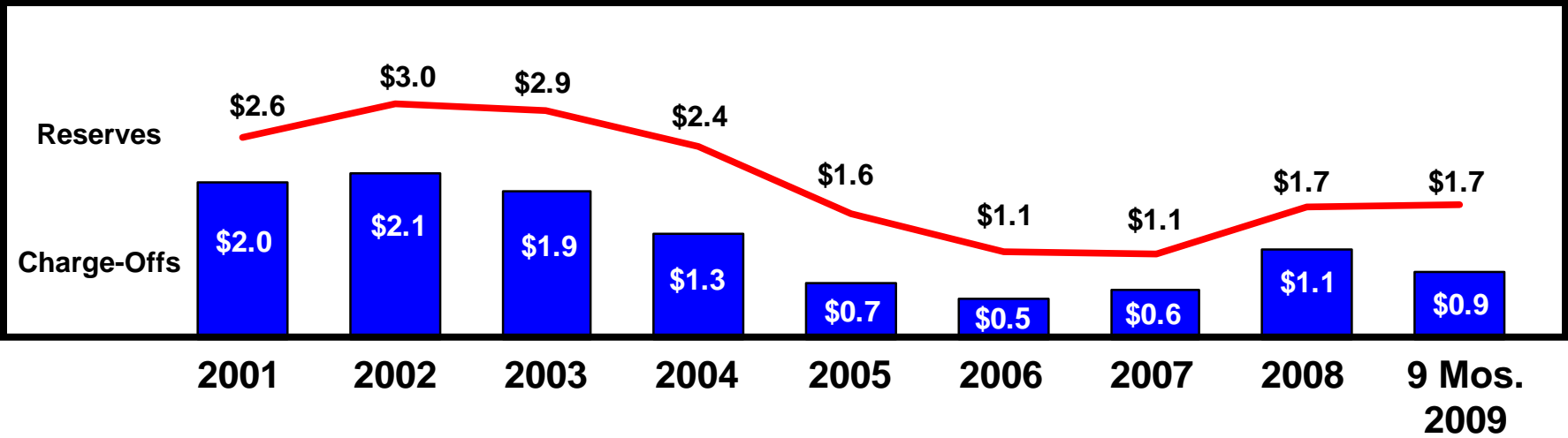
Severity



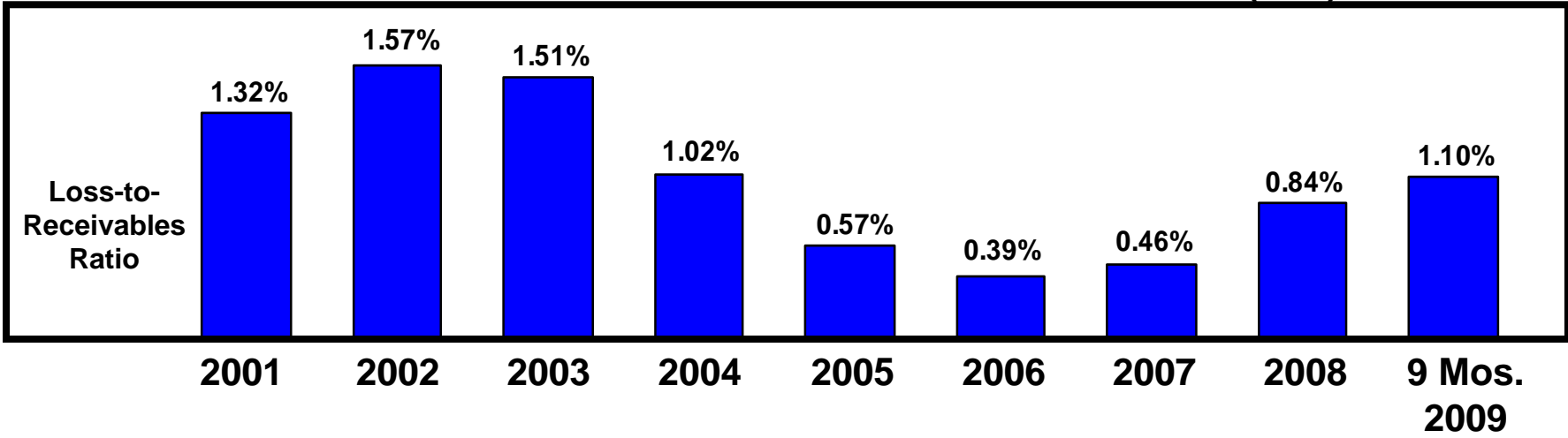
FMCC HISTORICAL CREDIT LOSS METRICS



Worldwide On-Balance Sheet Charge-Offs and Allowance for Credit Losses (Bils.)



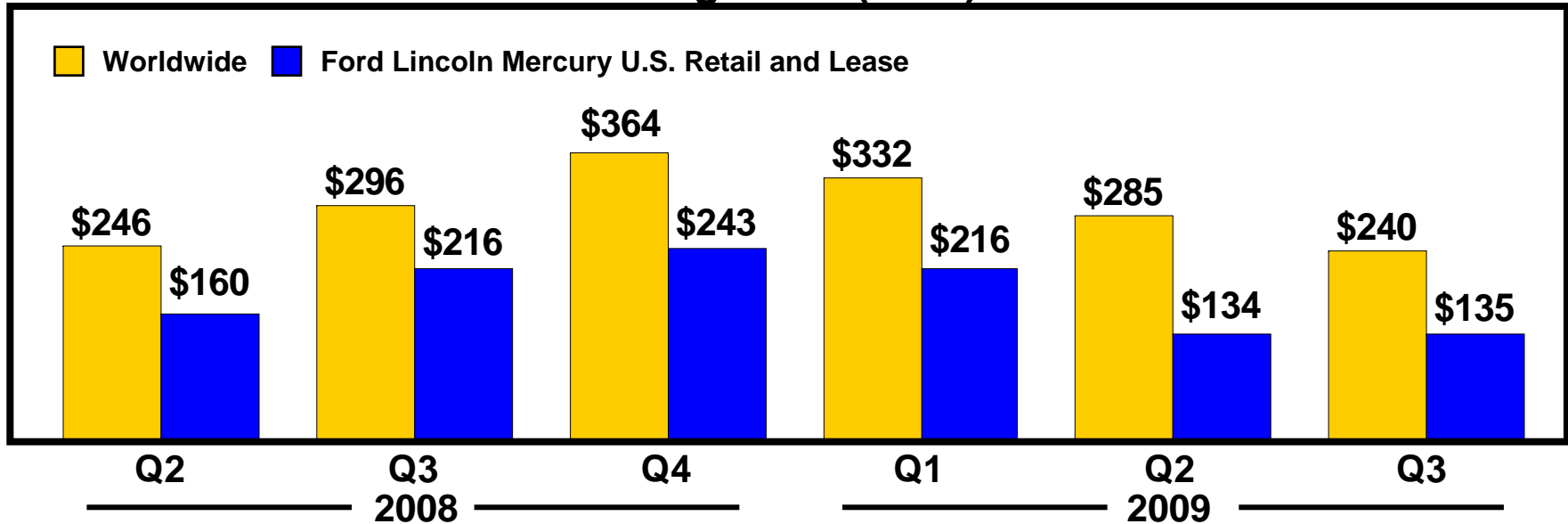
Worldwide On-Balance Sheet Loss-to-Receivables Ratio (Pct.)



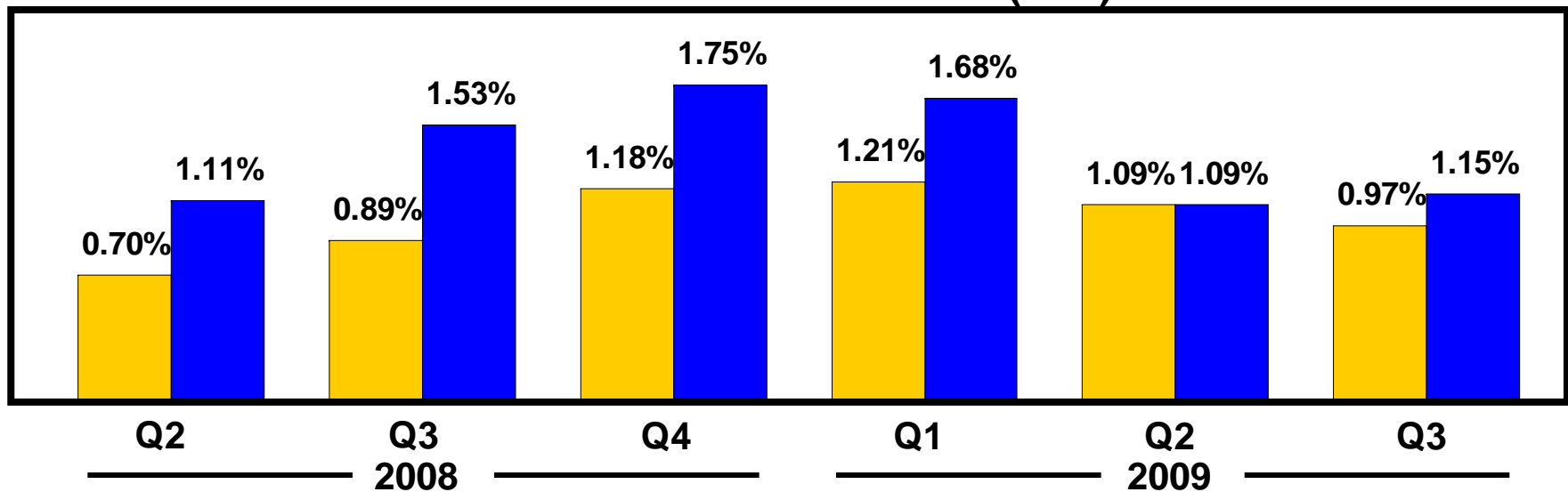
FMCC 2008 - 2009 CREDIT LOSS METRICS*



Charge-Offs (Mils.)



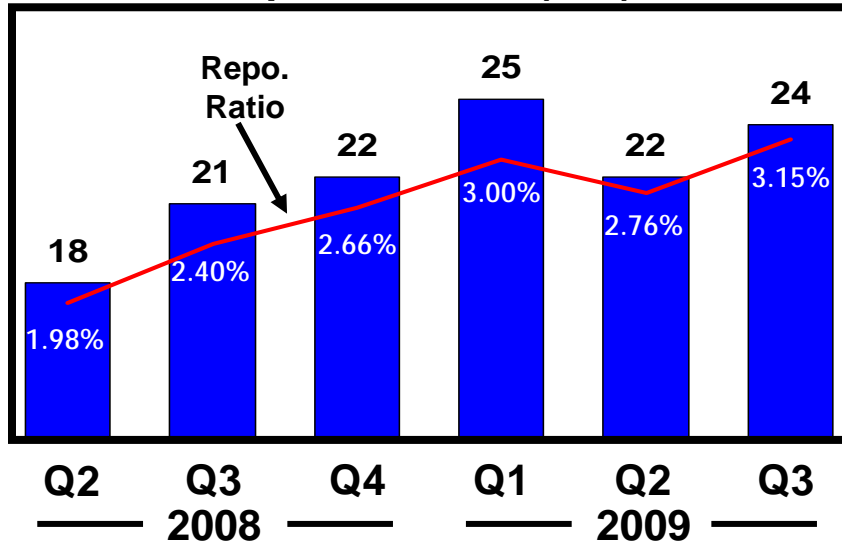
Loss-to-Receivables Ratio (Pct.)



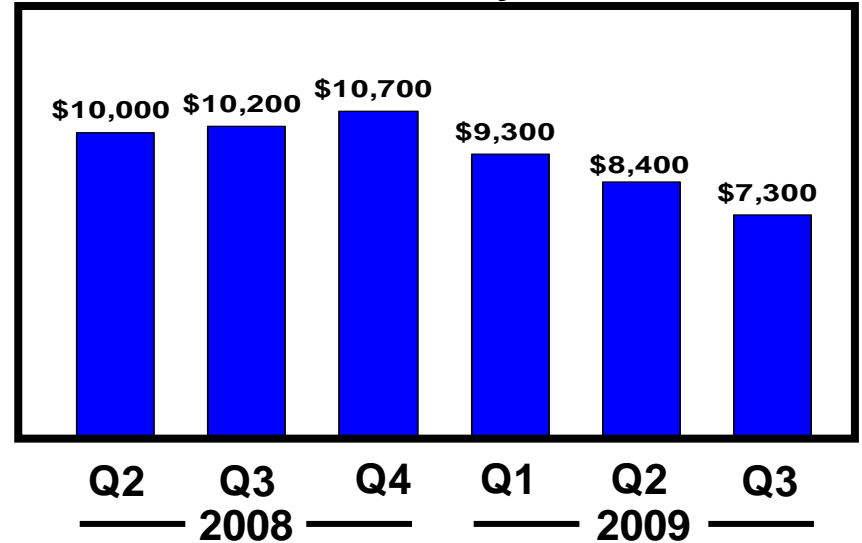
* On-balance sheet

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

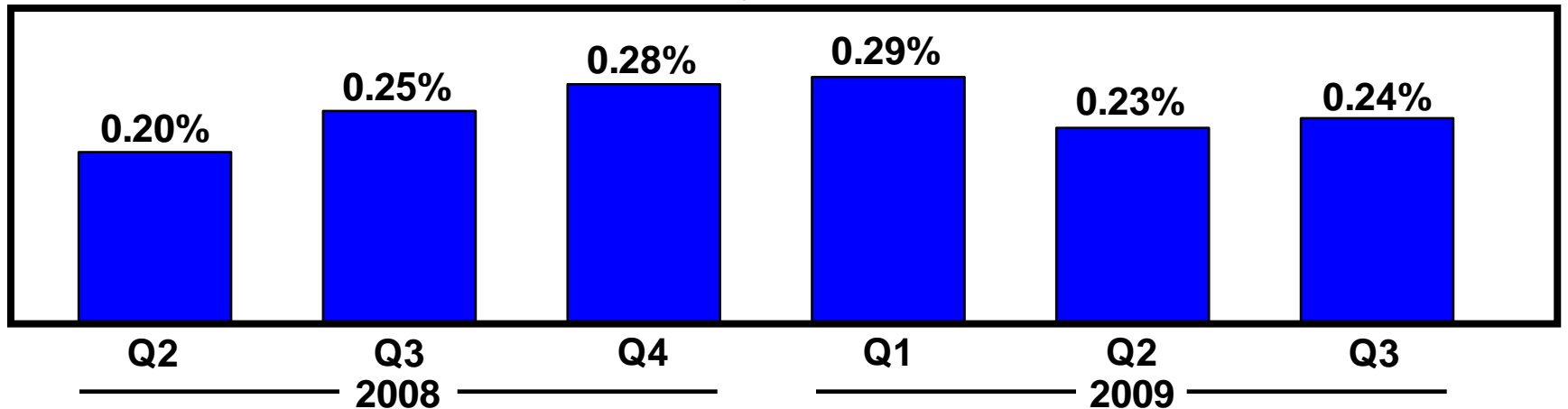
Repossessions (000)



Severity



Over-60-Day Delinquencies



Memo:

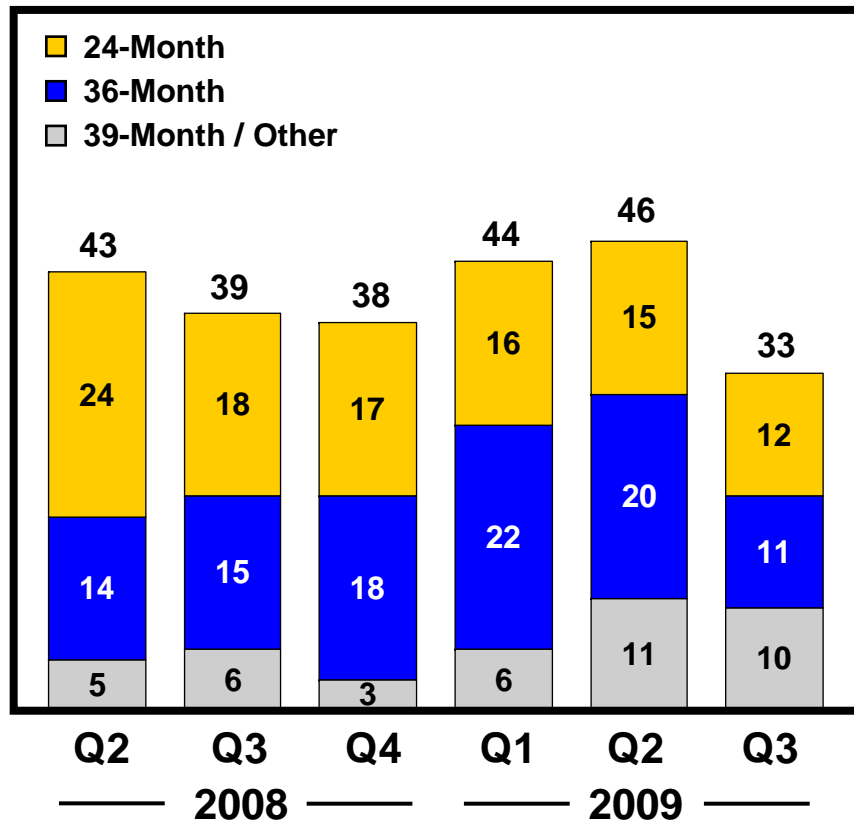
New Bankruptcy Filings (000)

9	10	10	11	12	13
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* On a serviced basis

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

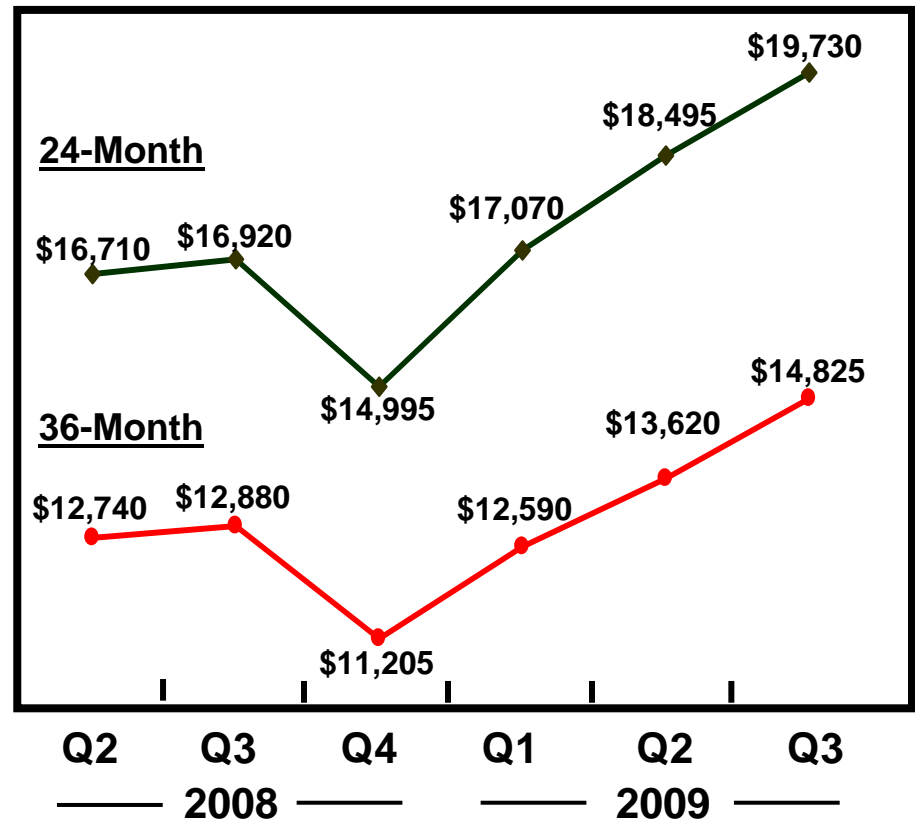
Lease Return Volume (000)



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

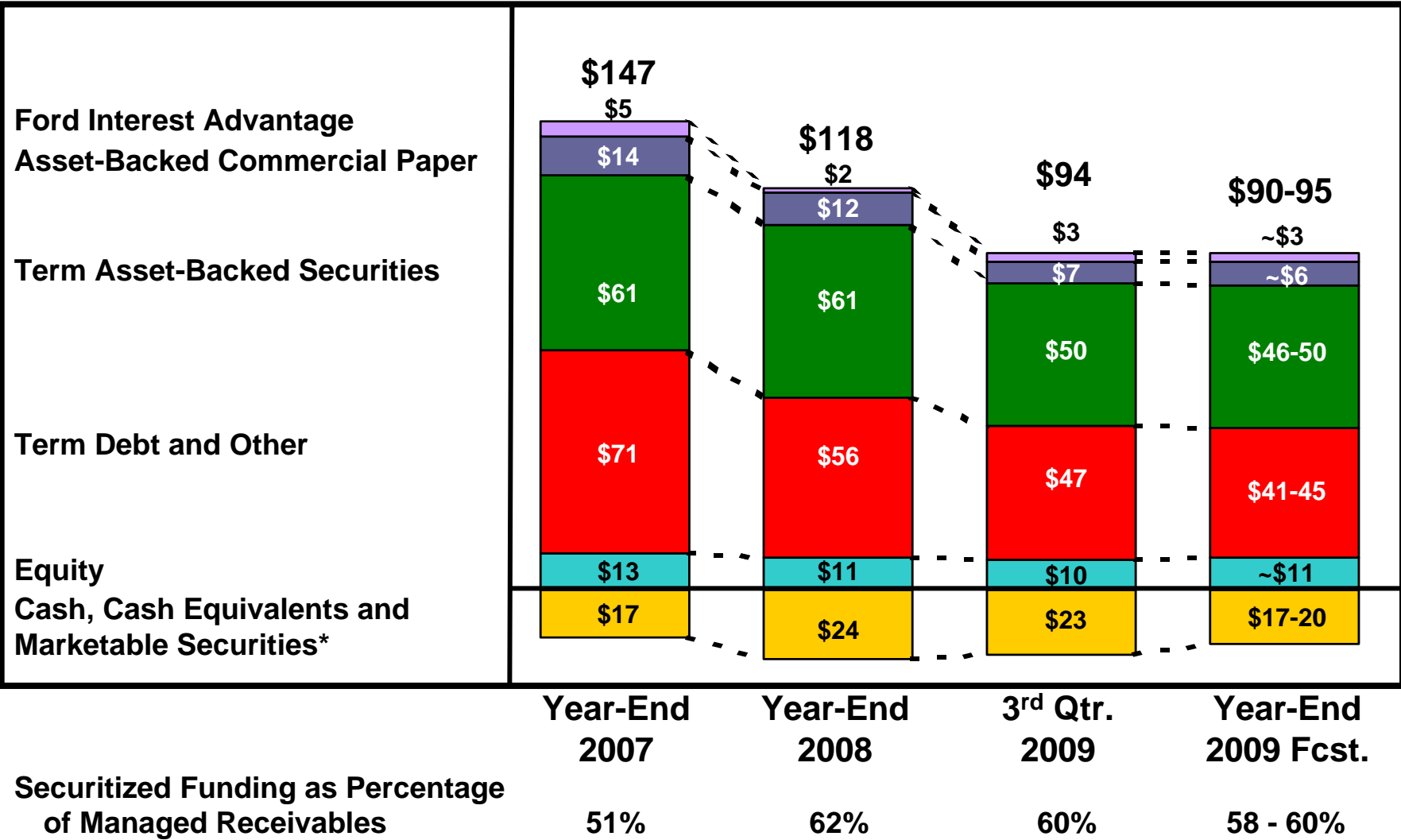
FORD CREDIT FUNDING STRATEGY

- **We continued to see positive momentum in the capital markets for the second consecutive quarter. Year to date highlights through November 30th:**
 - **\$5 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**
 - **Issued our first non-TALF eligible retail transaction of the year for \$1.6 billion**
 - **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



	2007	2008	2009	
	<u>Actual</u>	<u>Actual</u>	<u>Forecast</u>	<u>YTD*</u>
	(Bils.)	(Bils.)	(Bils.)	(Bils.)
Public Transactions				
Unsecured	\$ 6	\$ 2	\$ 4 - 5	\$ 5
Securitized ^{**}	<u>6</u>	<u>11</u>	<u>14 - 16</u>	<u>14</u>
Total Public	\$ 12	\$ 13	\$ 18 - 21	\$ 19
Private Transactions^{***}	\$ 28	\$ 29	\$ 9 - 10	\$ 9

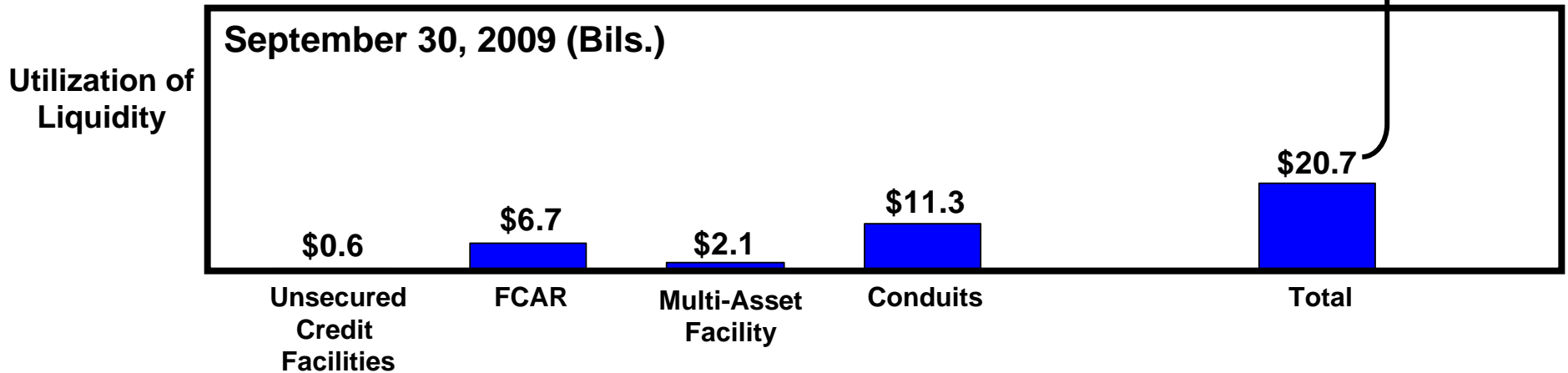
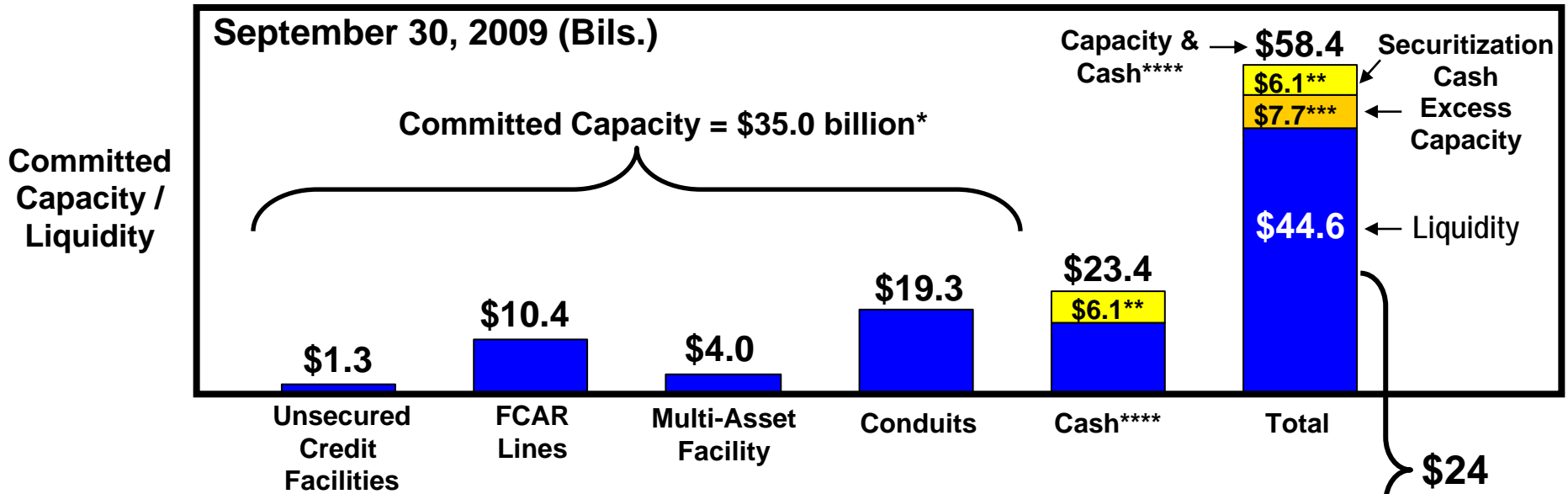
} \$28

* YTD Actual through November 30, 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)

Q & A

SAFE HARBOR -- Ford Motor Credit Company LLC



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

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>Shares</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>	<u>2009</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	<u>43</u>	<u>15</u>	<u>122</u>	<u>68</u>
Total North America Segment	320	176	986	517
International Segment				
Europe	149	112	504	358
Other international	<u>27</u>	<u>11</u>	<u>105</u>	<u>37</u>
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	<u>(1.3)</u>	<u>(1.4)</u>	<u>(1.5)</u>
Finance receivables, net	\$102.1	\$ 93.3	\$ 76.2
Net investment in operating leases	<u>25.2</u>	<u>22.5</u>	<u>16.3</u>
Total receivables -- on-balance sheet	<u>\$127.3</u>	<u>\$115.8</u>	<u>\$ 92.5</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 AND FORD CREDIT *



	<u>S&P</u>	<u>Moody's</u>	<u>Fitch</u>	<u>DBRS</u>
<u>Issuer Ratings</u>				
Ford Motor	B-	B3**	CCC	B (low)
Ford Credit	B-	NR	CCC	B
<u>Senior Long-Term Unsecured</u>				
Ford Motor	CCC	Caa1	CC	CCC
Ford Credit	B-	B3	B	B
FCE Bank plc	B	B3	B	NR
<u>Short-Term Unsecured</u>				
Ford Credit	NR	NP	C	R-5
<u>Secured Funding</u>				
Ford Motor	B-	Ba3	B+	B (high)
<u>Outlook</u>				
	Stable	Stable	Positive	Stable

* As of December 1, 2009

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

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>	<u>Sep. 30, 2008 (Bils.)</u>	<u>Sep. 30, 2009 (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

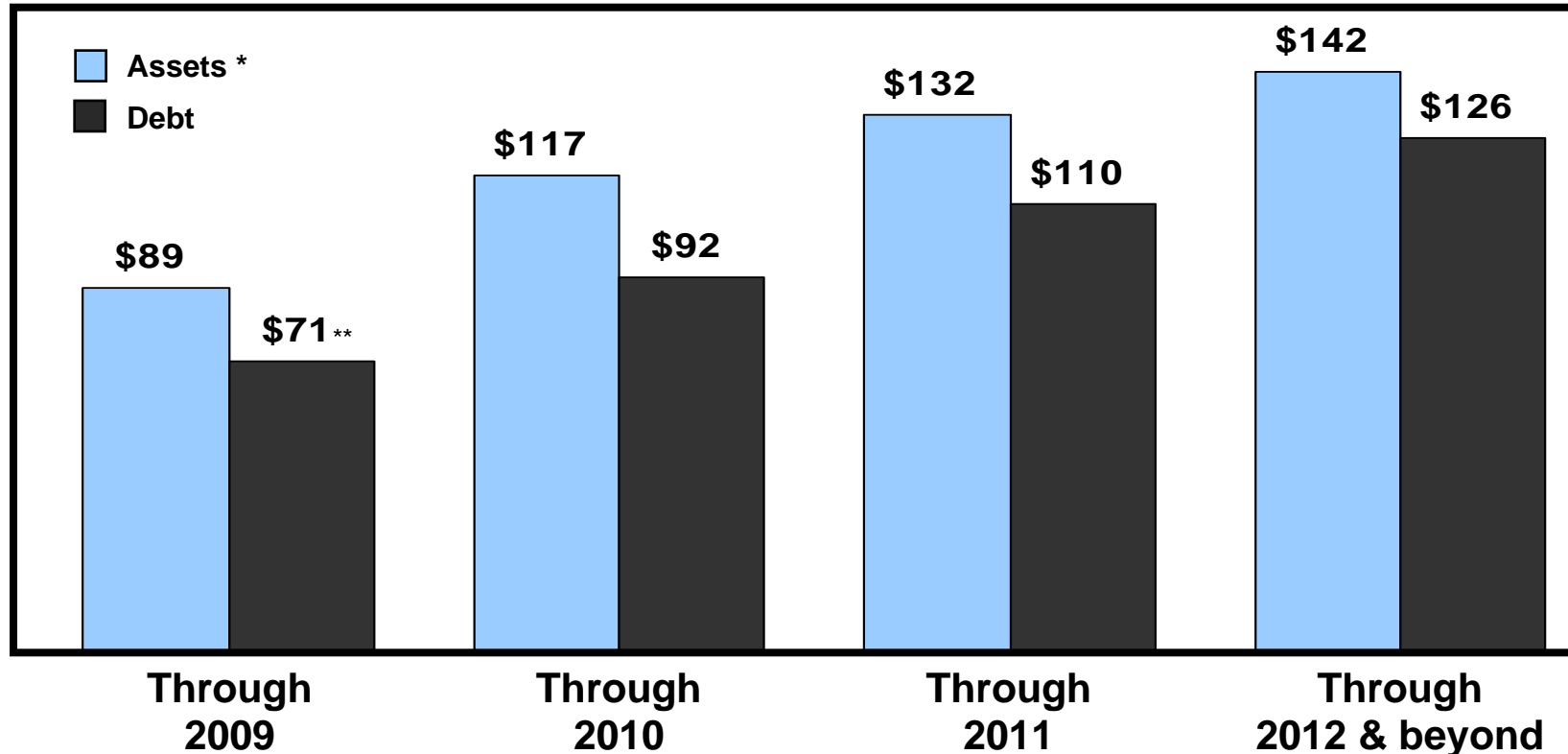
* Includes \$68.8 billion and \$56.6 billion on September 30, 2008 and September 30, 2009, respectively, of long-term and short-term asset-backed debt obligations issued in securitization transactions that are payable only out of collections on the underlying securitized assets and related enhancements

** 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.