



Go Further



**2013 FOURTH QUARTER AND FULL YEAR
EARNINGS REVIEW AND
2014 OUTLOOK**

**JANUARY 28, 2014
(PRELIMINARY RESULTS)**

TOTAL COMPANY OUR PLAN -- **ONE FORD**

- Continue implementation of our global **ONE FORD** Plan:
 - Aggressively restructure to operate profitably at the current demand and changing model mix
 - Accelerate development of new products our customers want and value
 - Finance our Plan and improve our balance sheet
 - Work together effectively as one team -- leveraging our global assets





TOTAL COMPANY

2013 FOURTH QUARTER AND FULL YEAR SUMMARY*

- In Fourth Quarter, Total Company profitable for 18th consecutive quarter; Automotive operating-related cash flow positive; liquidity strong
- Top-line grew for fifth consecutive quarter
- Strong pre-tax profit in North America and record Fourth Quarter profit in Asia Pacific Africa; Ford Credit solidly profitable
- For Full Year, Total Company pre-tax profit among the best in our history with record Automotive operating-related cash flow; Automotive operating profit the highest in more than a decade with record profits in North America and Asia Pacific Africa and lower loss in Europe
- Top-line grew with market share gains in the U.S., South America, and Asia Pacific Africa, which was driven by record market share in China; retail share higher in Europe
- Global pension plans funded status improved about \$10 billion compared with year-end 2012
- 2014 outlook unchanged: Automotive revenue to be about equal to 2013, Automotive operating margin to be lower, and Automotive operating-related cash flow to be positive, but substantially lower. Total Company pre-tax profit to range from \$7 billion to \$8 billion

* Excludes special items; Business Unit records are since at least 2000 when we began reporting specific Business Unit results; Automotive operating-related cash flow records are since at least 2001

Total Company Full Year Results Among The Best In Our History With Records In North America And Asia Pacific Africa; Expect Solid Performance In 2014



TOTAL COMPANY 2013 HIGHLIGHTS

- **Launched 11 vehicles globally**
- **Revealed next-generation Mustang, to be offered globally for the first time**
- **Focus was the world's best-selling nameplate and Fiesta was the world's best-selling subcompact car through September**
- **Achieved F-Series U.S. truck sales leadership for 37th year in a row and U.S. vehicle sales leadership for 32nd year in a row**
- **Accelerated Europe product launch plans to at least 25 vehicles in 5 years**
- **Continued growth in China supported by opening of two new plants by our joint ventures and plans to bring two new global products to JMC**
- **Announced plan to launch 17 vehicles over the next two years in Middle East and Africa, our new Business Unit, to accelerate growth in the region**
- **Doubled quarterly dividend to 10 cents per share**
- **Record profit sharing to be paid to U.S. hourly employees for 2013**
- **Upgraded to investment grade by S&P; now rated investment grade by four of the major agencies**



TOTAL COMPANY 2013 KEY FINANCIAL SUMMARY

	Fourth Quarter		Full Year	
	2013	B / (W) 2012	2013	B / (W) 2012
Wholesales (000)	1,610	76	6,330	662
Revenue (Bils.)	\$ 37.6	\$ 1.3	\$ 146.9	\$ 13.3
<u>Operating results*</u>				
Pre-tax results (Mils.)	\$ 1,279	\$ (402)	\$ 8,569	\$ 603
After-tax results (Mils.)	1,270	29	6,566	970
Earnings per share	0.31	-	1.62	0.21
<u>Special items pre-tax (Mils.)</u>	\$ (311)	\$ (471)	\$ (1,568)	\$ (1,322)
<u>Net income attributable to Ford</u>				
After-tax results (Mils.)	\$ 3,039	\$ 1,441	\$ 7,155	\$ 1,490
Earnings per share	0.74	0.34	1.76	0.34
<u>Automotive</u>				
Operating-related cash flow (Bils.)**	\$ 0.5	\$ (0.5)	\$ 6.1	\$ 2.7
Gross cash (Bils.)**	\$ 24.8	\$ 0.5	\$ 24.8	\$ 0.5
Debt (Bils.)	<u>(15.7)</u>	<u>(1.4)</u>	<u>(15.7)</u>	<u>(1.4)</u>
Net cash (Bils.)**	<u>\$ 9.1</u>	<u>\$ (0.9)</u>	<u>\$ 9.1</u>	<u>\$ (0.9)</u>

* Excludes special items; see Appendix for detail and reconciliation to Generally Accepted Accounting Principles ("GAAP")

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



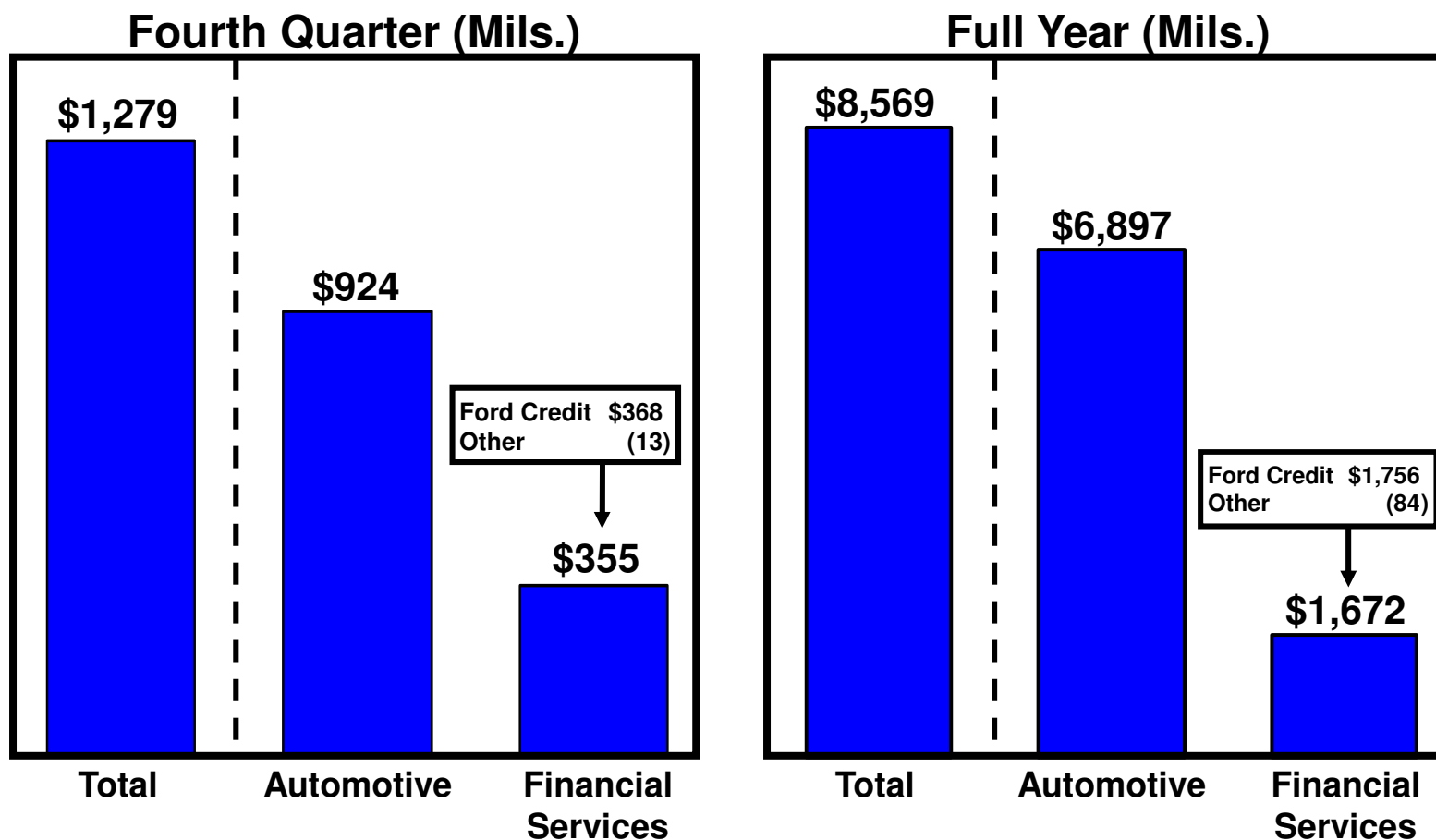
TOTAL COMPANY 2013 FOURTH QUARTER AND FULL YEAR FINANCIAL RESULTS

	Fourth Quarter		Full Year	
	2013 (Mils.)	B / (W) 2012 (Mils.)	2013 (Mils.)	B / (W) 2012 (Mils.)
Pre-tax results (excl. special items)	\$ 1,279	\$ (402)	\$ 8,569	\$ 603
Special items*	<u>(311)</u>	<u>(471)</u>	<u>(1,568)</u>	<u>(1,322)</u>
Pre-tax results (incl. special items)	\$ 968	\$ (873)	\$ 7,001	\$ (719)
(Provision for) / Benefit from income taxes	<u>2,061</u>	<u>2,307</u>	<u>147</u>	<u>2,203</u>
Net income	\$ 3,029	\$ 1,434	\$ 7,148	\$ 1,484
Less: Income / (Loss) attrib. to non-controlling interests	<u>(10)</u>	<u>(7)</u>	<u>(7)</u>	<u>(6)</u>
Net income attributable to Ford	<u>\$ 3,039</u>	<u>\$ 1,441</u>	<u>\$ 7,155</u>	<u>\$ 1,490</u>

* See Appendix for details of special items



TOTAL COMPANY 2013 PRE-TAX RESULTS BY SECTOR*



Memo:

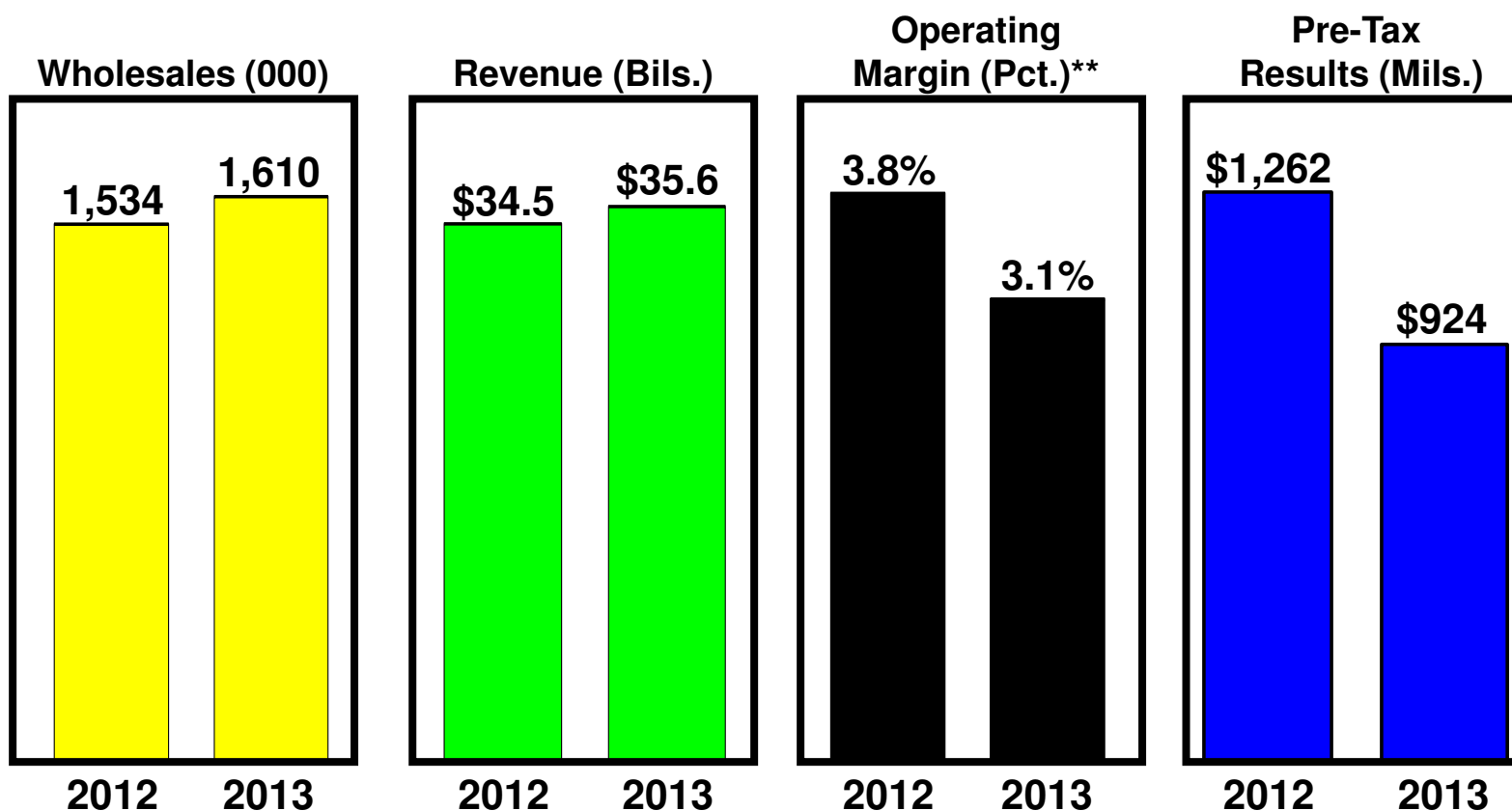
	Total	Automotive	Financial Services
B / (W) 2012	\$ (402)	\$ (338)	\$(64)
B / (W) 2013 3Q	(1,310)	(1,302)	(8)

	Total	Automotive	Financial Services
	\$603	\$641	\$(38)

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



AUTOMOTIVE SECTOR -- TOTAL AUTOMOTIVE 2013 FOURTH QUARTER KEY METRICS COMPARED WITH 2012*



Memo:

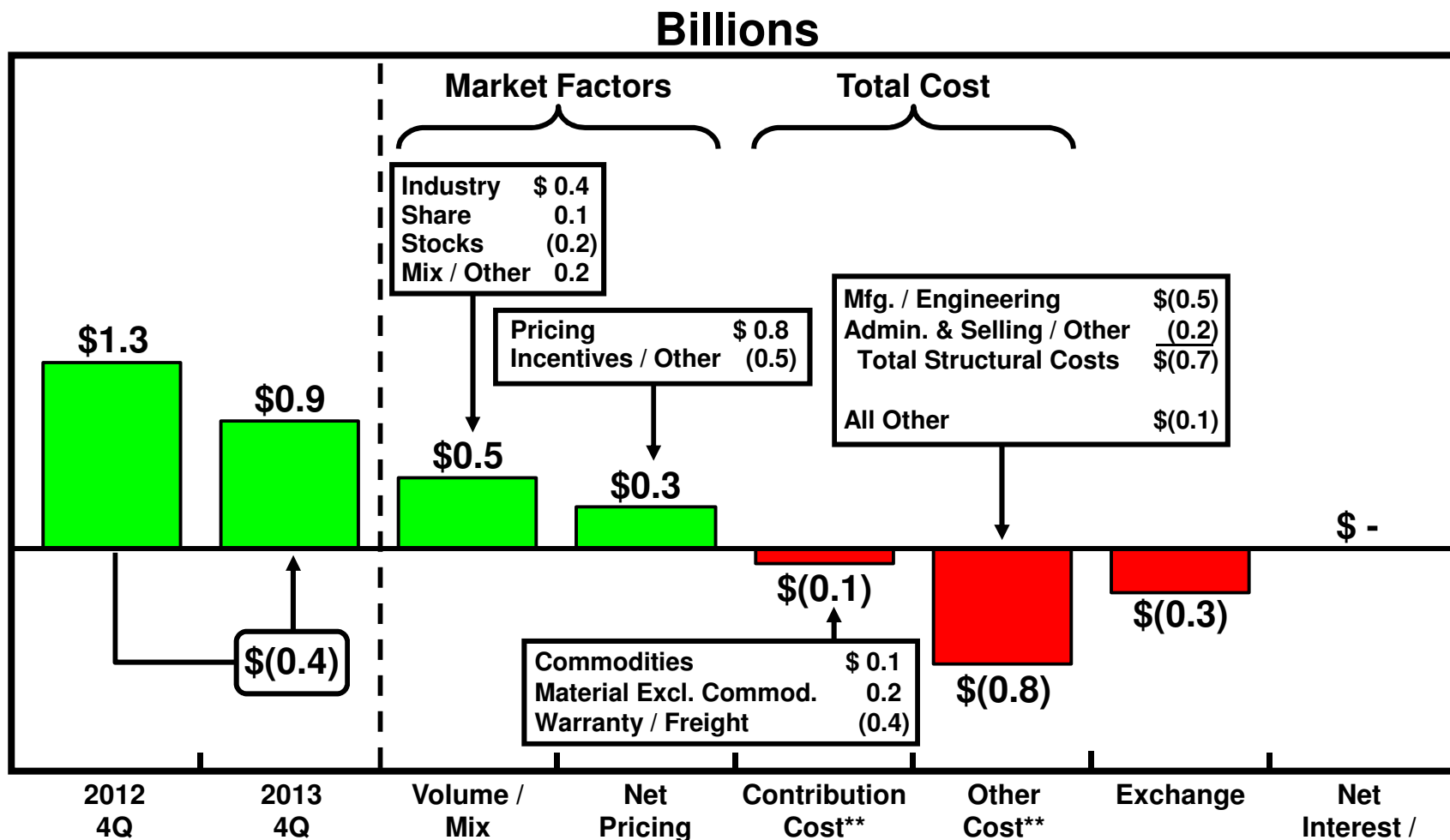
	2012	2013
Full Year	5,668	6,330
	\$126.6	\$139.4
	5.3%	5.4%
	\$6,256	\$6,897

* Excludes special items; see Appendix for special items detail, reconciliation to GAAP, and definition of wholesales

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



AUTOMOTIVE SECTOR 2013 FOURTH QUARTER PRE-TAX RESULTS COMPARED WITH 2012*



Memo:

B / (W) Than 2013 3Q	\$ (1.4)	\$0.4	\$ (0.1)	\$ (0.7)	\$ (0.8)	\$ -	\$ (0.2)
----------------------	----------	-------	----------	----------	----------	------	----------

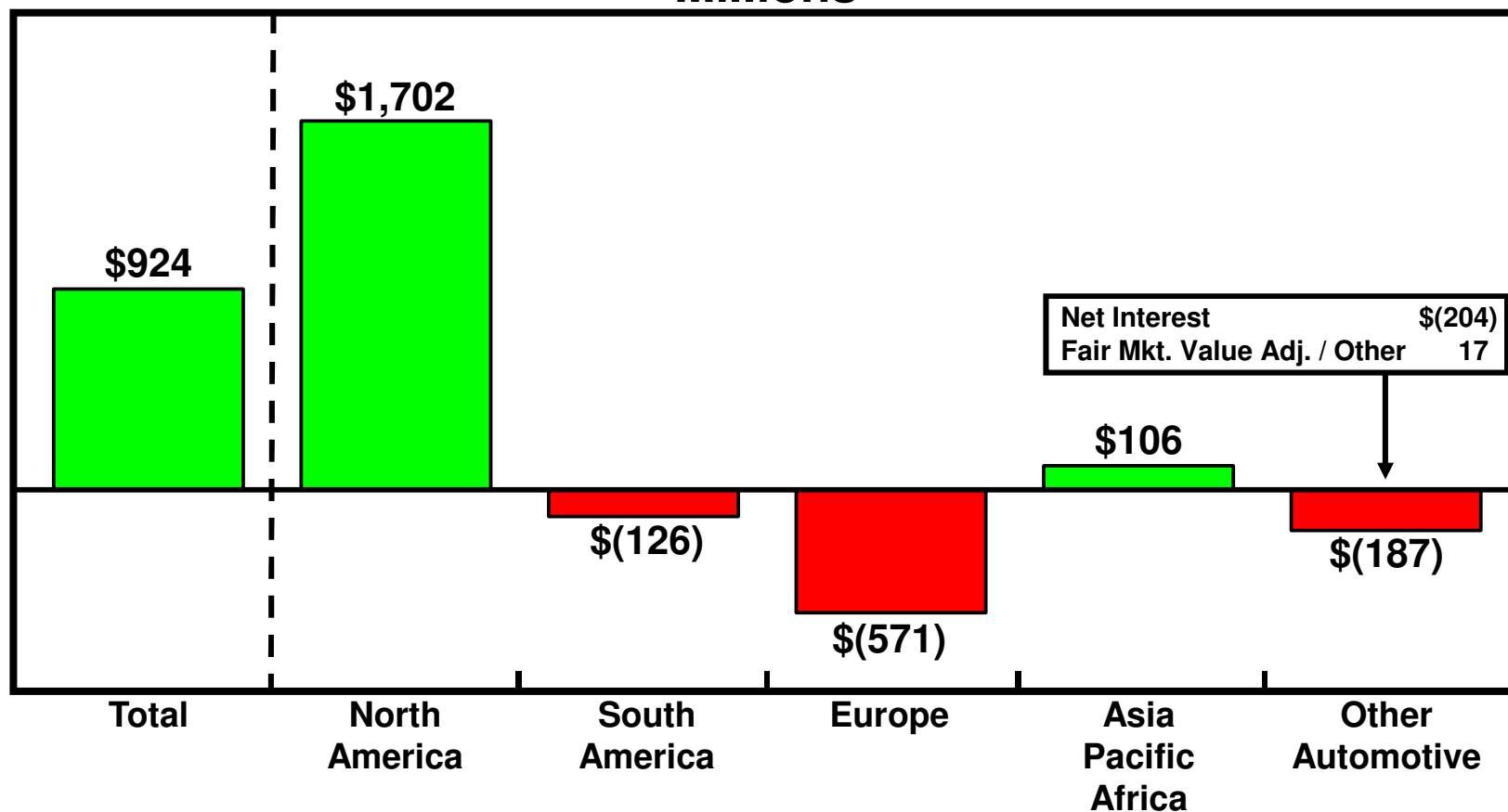
* Excludes special items; see Appendix for detail and reconciliation to GAAP

** Cost changes are measured primarily at present-year 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 present-year volume and mix



AUTOMOTIVE SECTOR 2013 FOURTH QUARTER PRE-TAX RESULTS BY SEGMENT*

Millions



Memo:

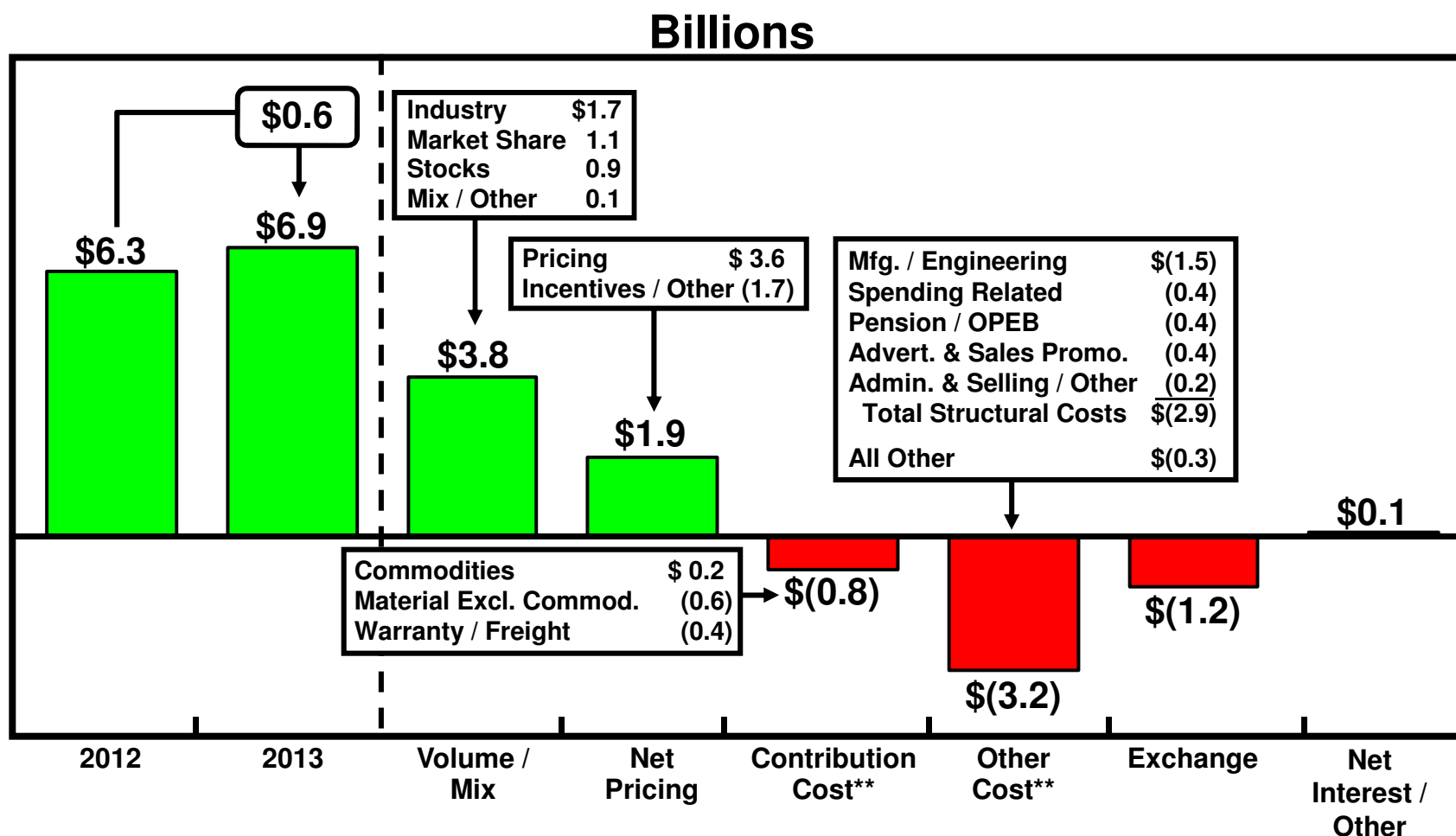
B / (W) 2012	\$ (338)	\$(170)	\$(271)	\$ 161	\$67	\$(125)
B / (W) 2013 3Q	(1,302)	(606)	(285)	(343)	(20)	(48)

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



AUTOMOTIVE SECTOR

2013 FULL YEAR PRE-TAX RESULTS COMPARED WITH 2012*



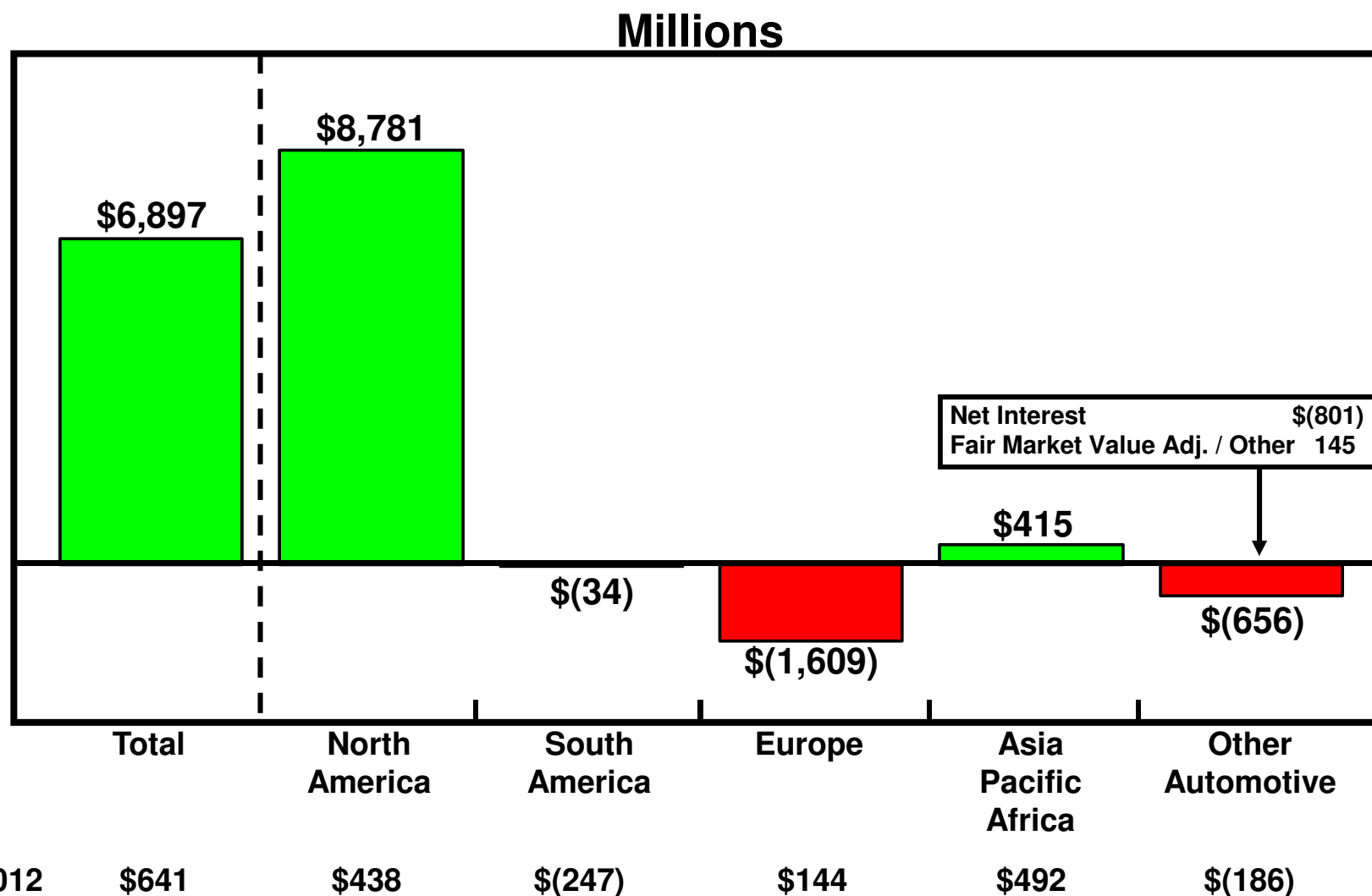
* Excludes special items, see Appendix for detail and reconciliation to GAAP

** Cost changes are measured primarily at present-year 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 present-year volume and mix



AUTOMOTIVE SECTOR

2013 FULL YEAR PRE-TAX RESULTS BY SEGMENT*



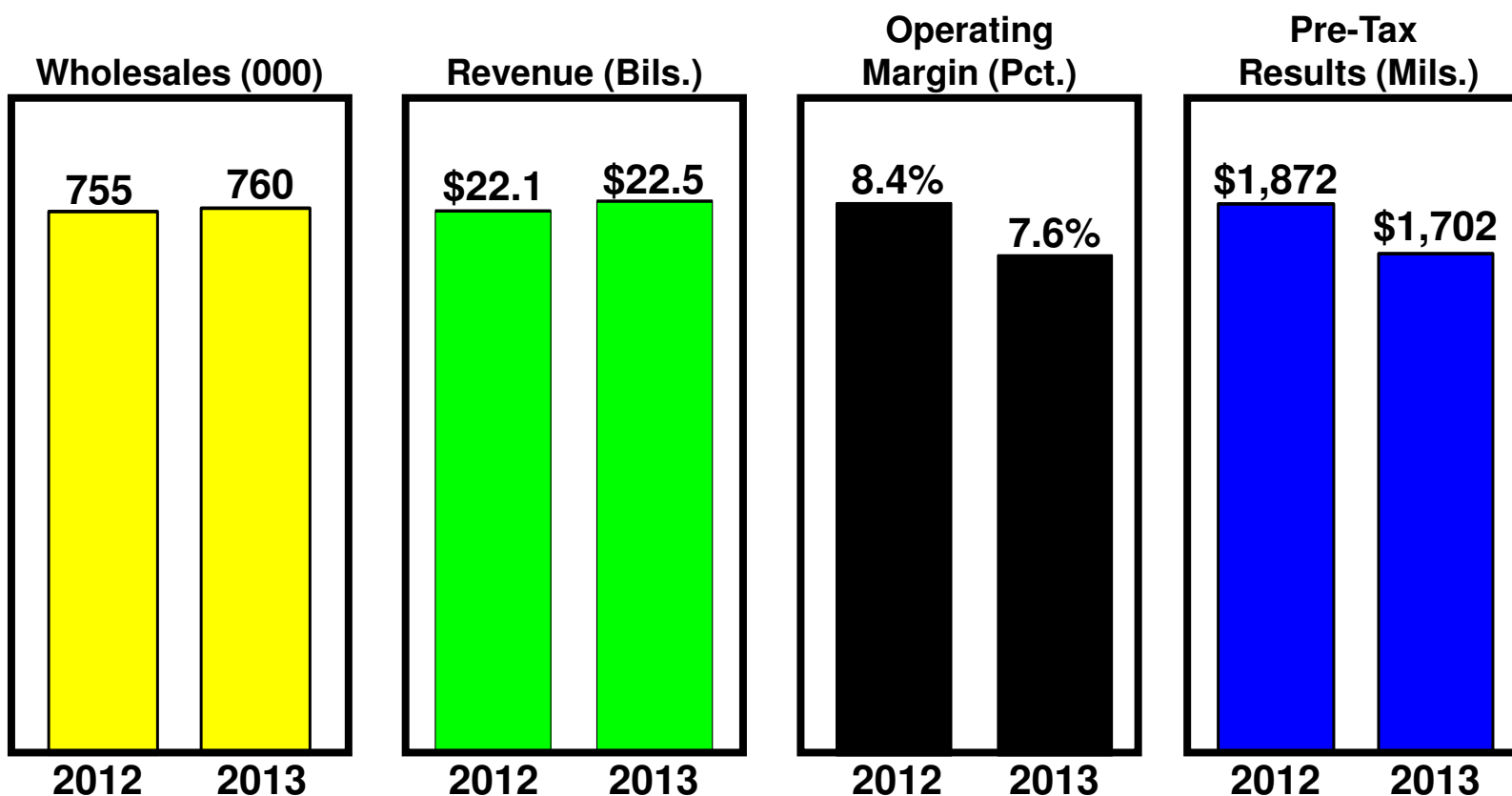
* Excludes special items, see Appendix for detail and reconciliation to GAAP



AUTOMOTIVE SECTOR -- NORTH AMERICA

2013 FOURTH QUARTER KEY METRICS

COMPARED WITH 2012



Memo:		
Full Year	2,784	3,088
	\$79.9	\$88.9
	10.4%	9.9%
	\$8,343	\$8,781
Fourth Quarter		
U.S. Industry SAAR (Mils.)	15.4	16.0
U.S. Market Share	15.3%	15.4%

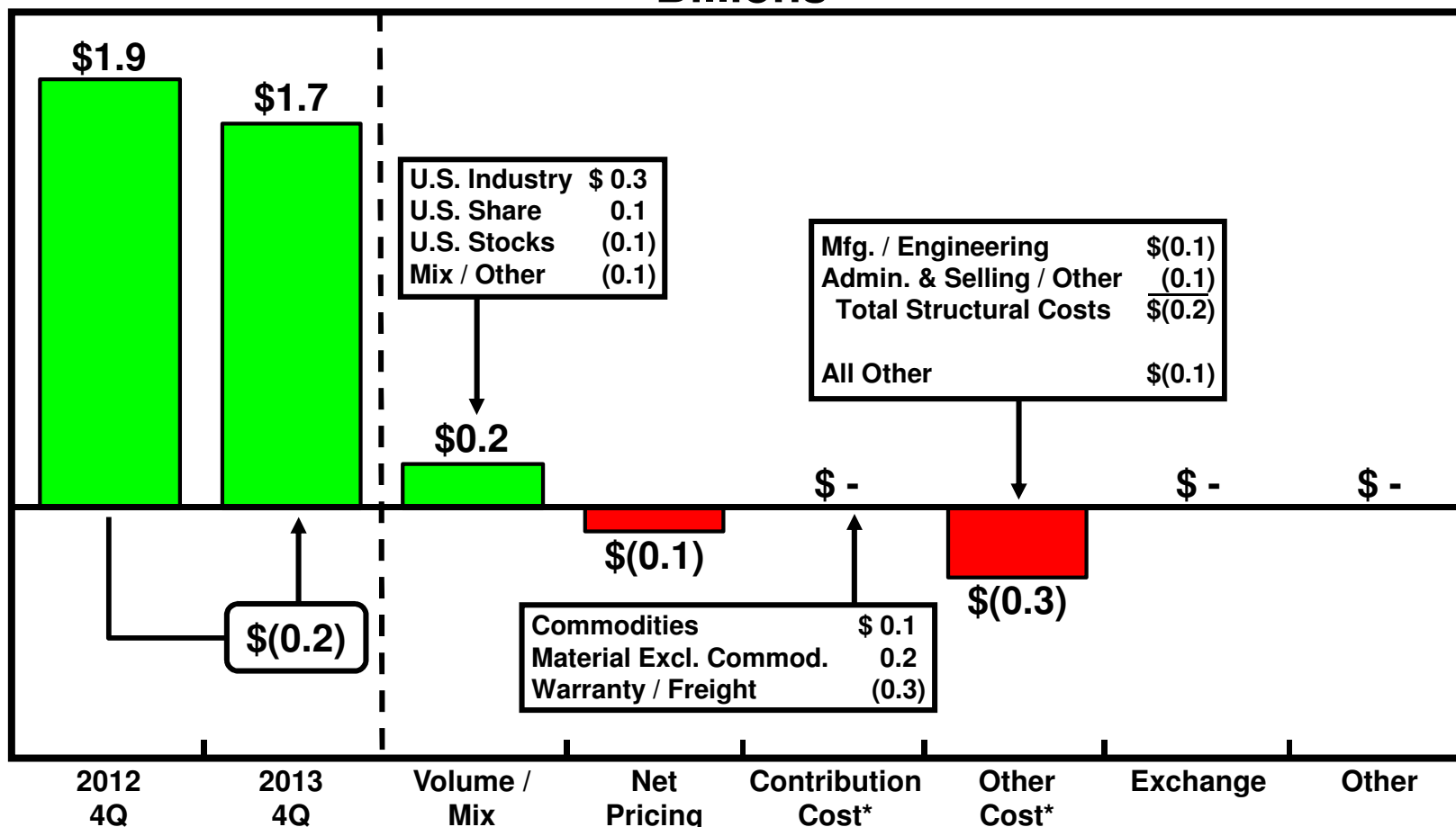


AUTOMOTIVE SECTOR -- NORTH AMERICA

2013 FOURTH QUARTER PRE-TAX RESULTS

COMPARED WITH 2012

Billions



Memo:

B / (W) Than 2013 3Q	\$0.6	\$0.3	\$(0.1)	\$(0.5)	\$(0.4)	\$0.1	\$0.0
----------------------	-------	-------	---------	---------	---------	-------	-------

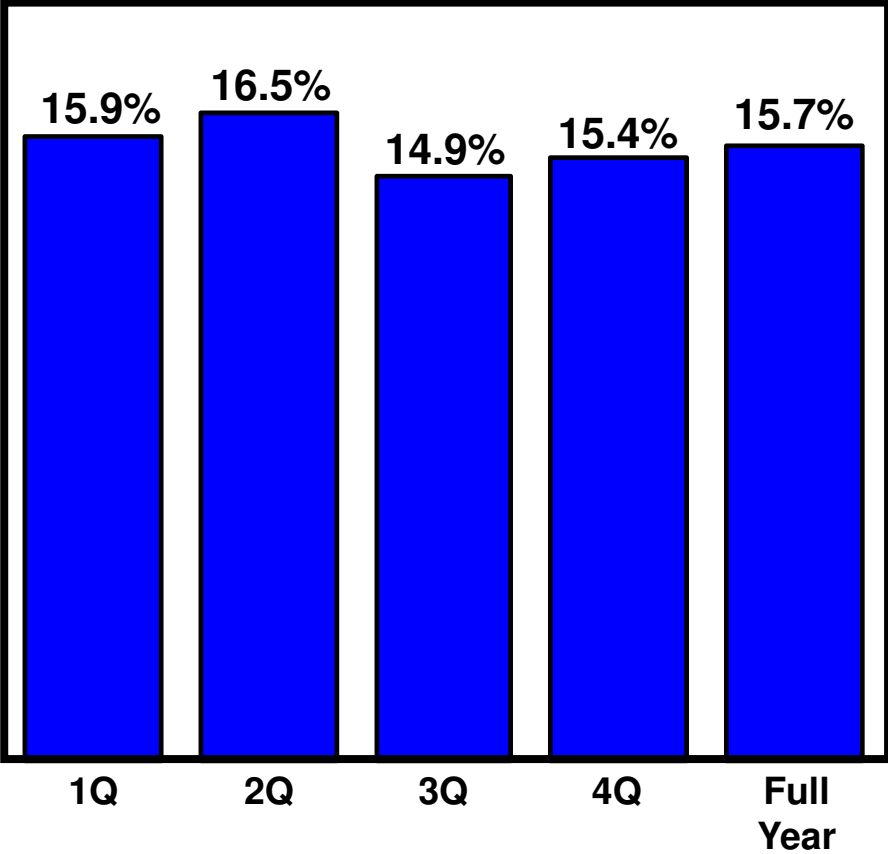
* Cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at present-year volume and mix



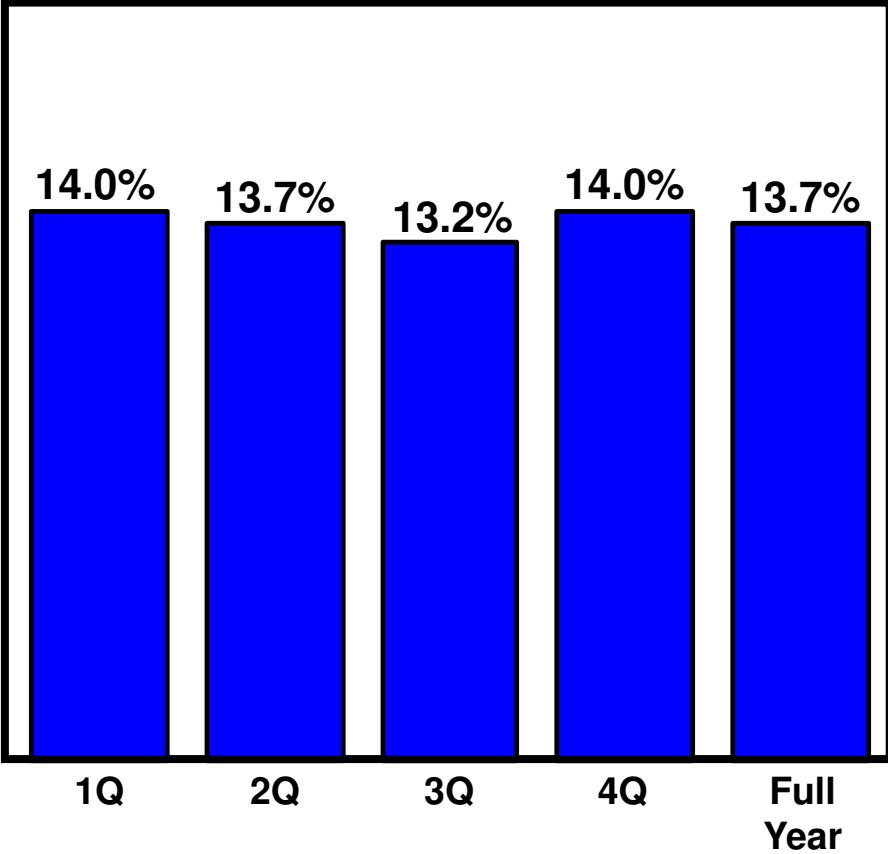
AUTOMOTIVE SECTOR -- NORTH AMERICA

2013 U.S. MARKET SHARE

Total Share of Total Industry



Retail Share of Retail Industry*



Memo:
B / (W) Prior Yr.
(Pts.)

0.7

0.9

0.1

0.1

0.5

0.2

0.8

0.4

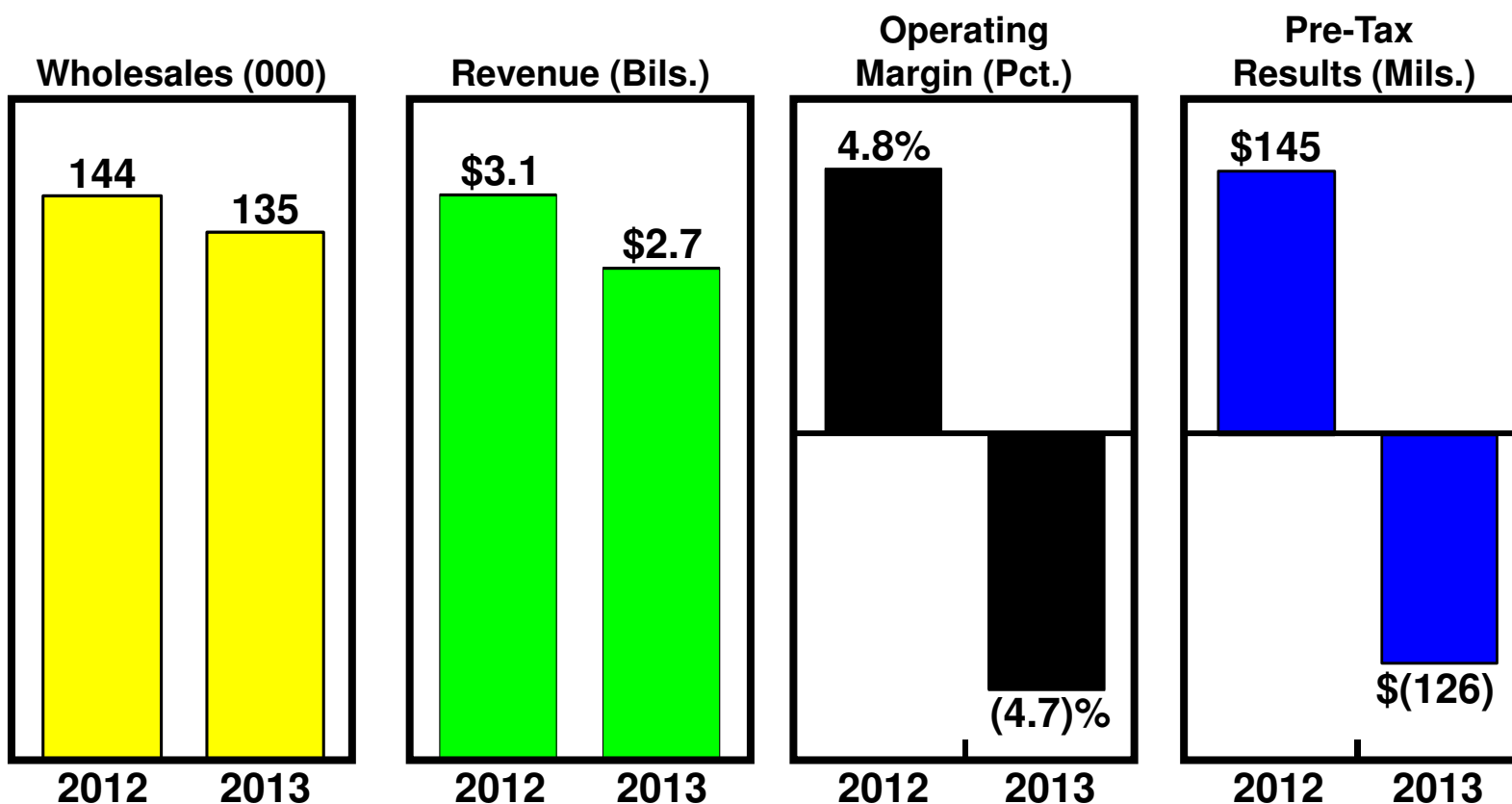
0.4

0.4

* Present quarter is estimated, prior quarters are based on latest Polk data



AUTOMOTIVE SECTOR -- SOUTH AMERICA 2013 FOURTH QUARTER KEY METRICS COMPARED WITH 2012



Memo:
Full Year

498

538

\$10.1

\$10.8

2.1%

(0.3)%

\$213

\$(34)

Fourth Quarter

Industry SAAR (Mils.)*

5.7

5.5

Market Share*

8.9%

8.9%

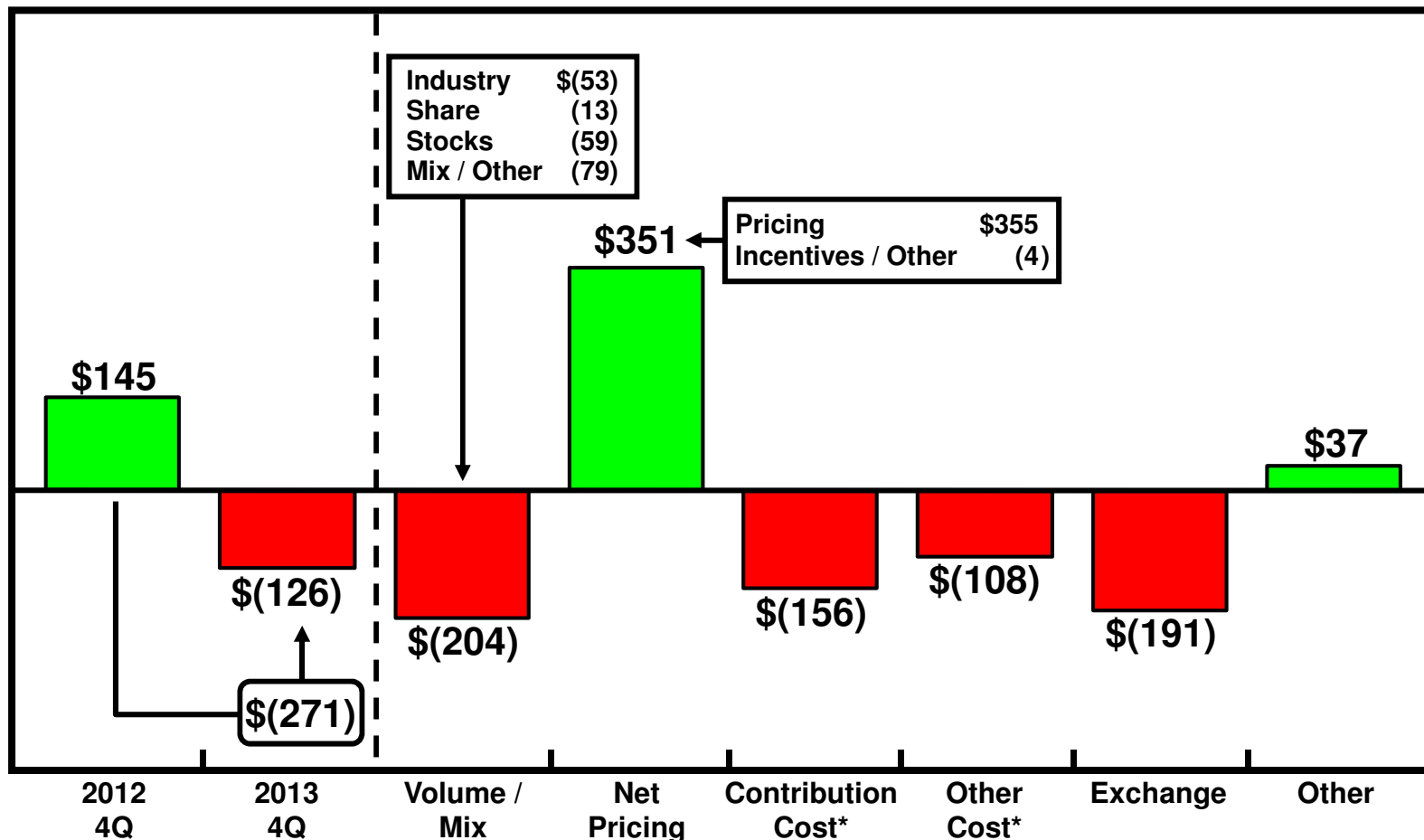
* South America industry SAAR and market share are based, in part, on estimated vehicle registrations for the six markets we track



AUTOMOTIVE SECTOR -- SOUTH AMERICA

2013 FOURTH QUARTER PRE-TAX RESULTS COMPARED WITH 2012

Millions



Memo:

B / (W) Than 2013 3Q	\$ (285)	\$ (139)	\$ 82	\$ (41)	\$ (84)	\$ (49)	\$ (54)
----------------------	----------	----------	-------	---------	---------	---------	---------

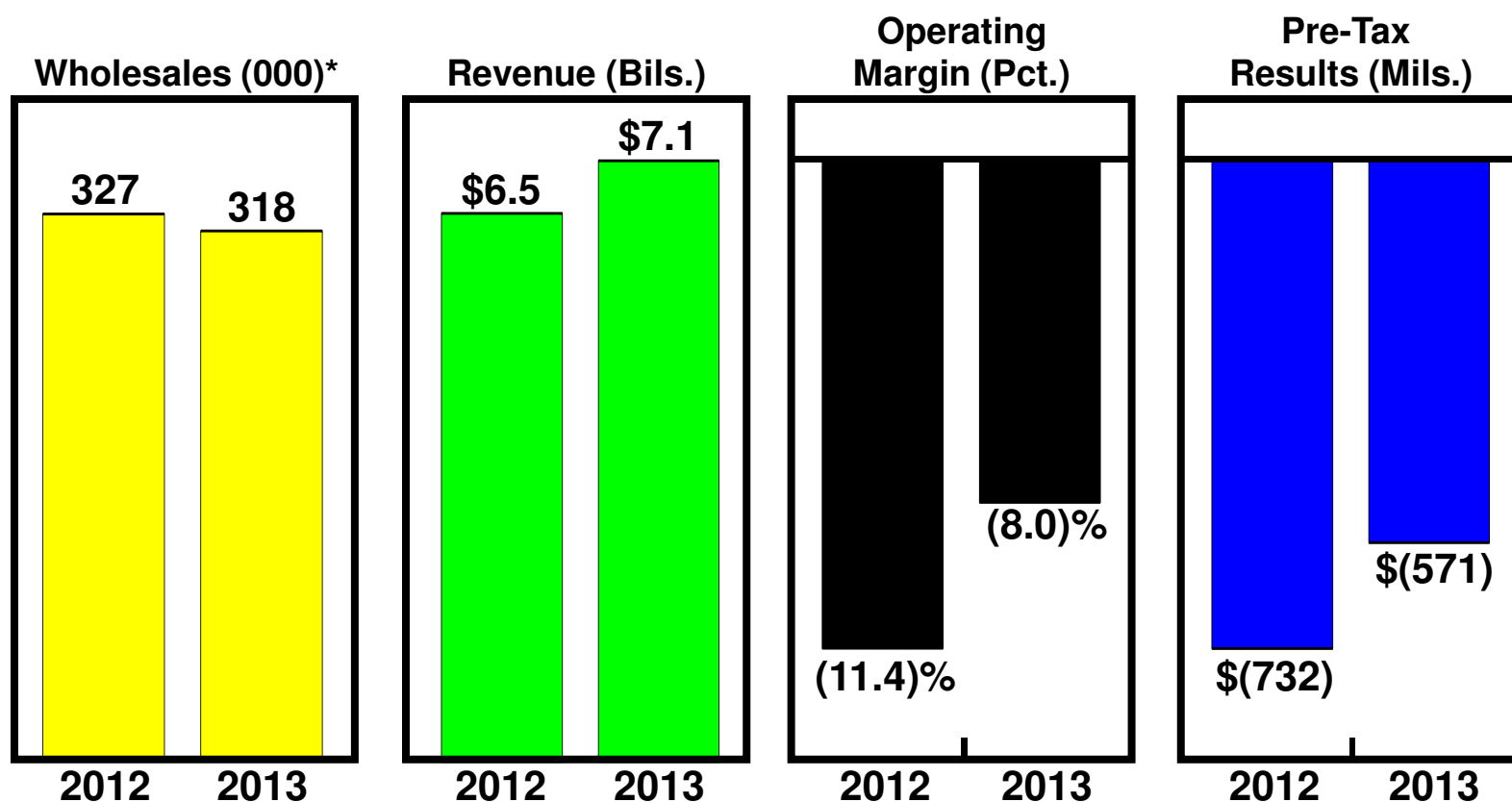
* Cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at present-year volume and mix



AUTOMOTIVE SECTOR -- EUROPE

2013 FOURTH QUARTER KEY METRICS

COMPARED WITH 2012



Memo:								
Full Year	1,353	1,360	\$26.6	\$27.9	(6.6)%	(5.8)%	\$(1,753)	\$(1,609)
Fourth Quarter								
Industry SAAR (Mils.)**	13.6	14.4						
Market Share**	7.5%	7.5%						

* Includes Ford brand vehicles sold by our unconsolidated affiliates in Turkey (totaling about 22,000 and 17,000 units in Fourth Quarter 2012 and 2013, respectively), and in Russia (totaling about 33,000 and 24,000 units in Fourth Quarter 2012 and 2013, respectively); revenue does not include these sales

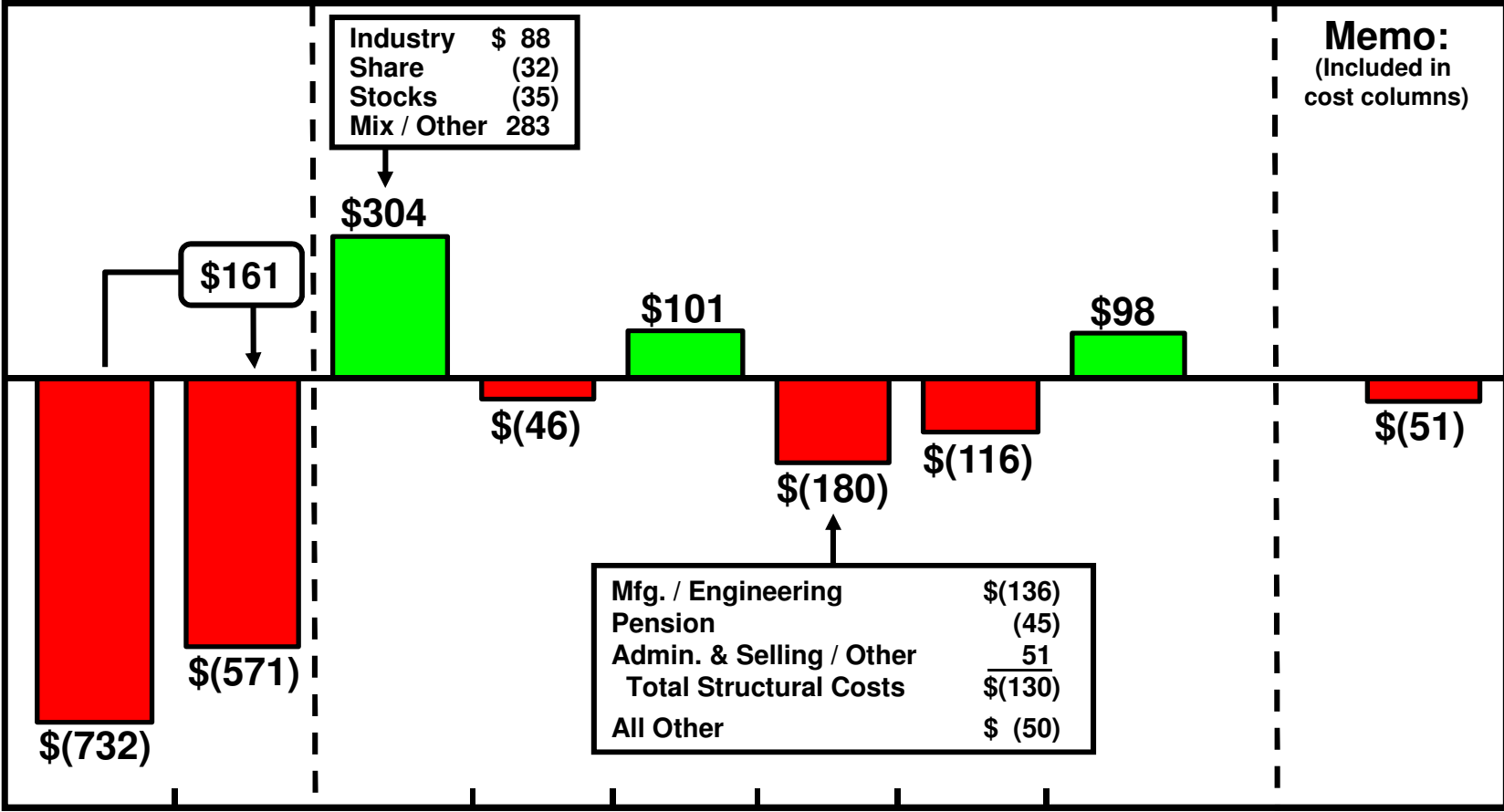
** Europe industry SAAR and market share are based, in part, on estimated vehicle registrations for the 19 markets we track



AUTOMOTIVE SECTOR -- EUROPE

2013 FOURTH QUARTER PRE-TAX RESULTS COMPARED WITH 2012

Millions



Memo:

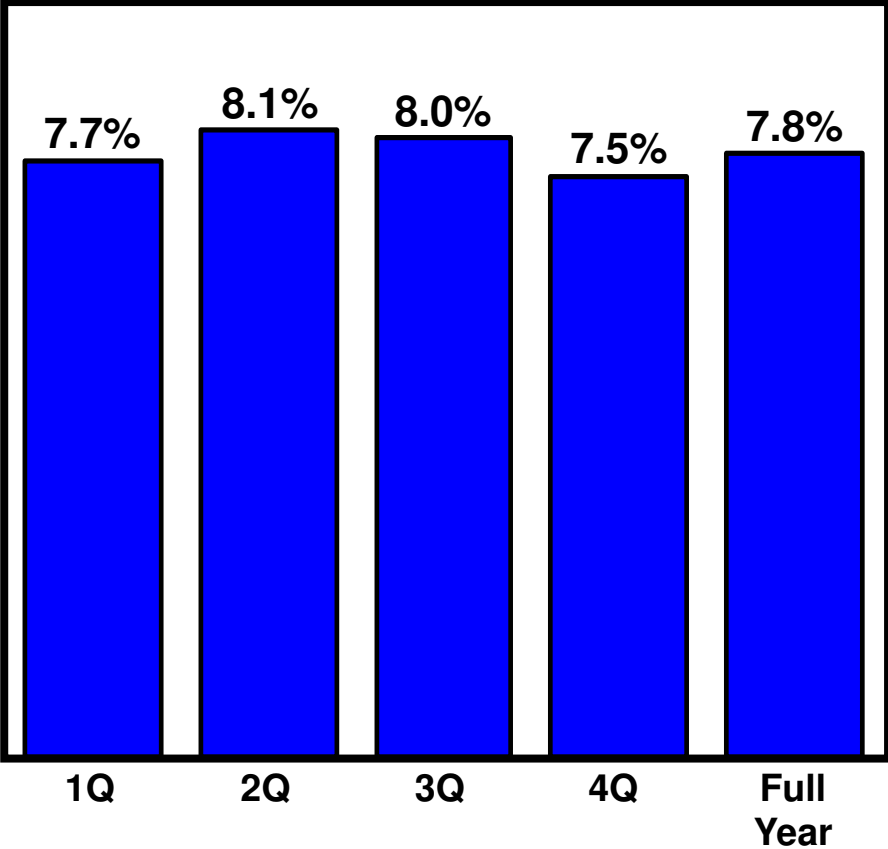
B / (W) Than 2013 3Q \$(343) \$117 \$(30) \$(116) \$(190) \$1 \$(125) \$(37)

* Cost changes are measured primarily at present-year 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 present-year volume and mix

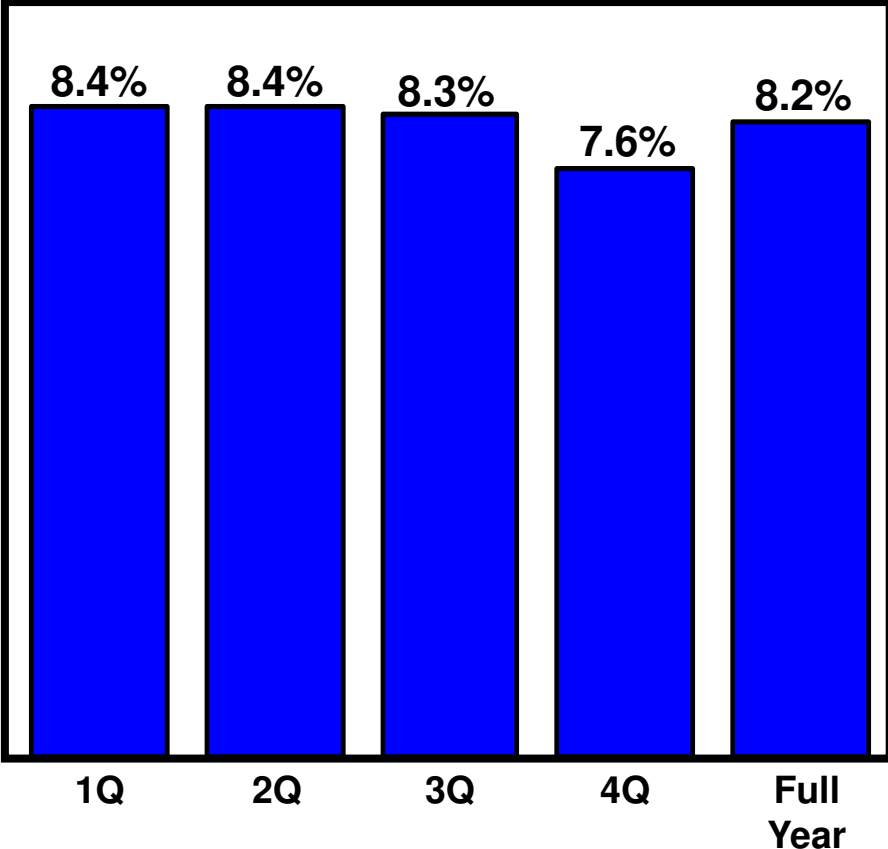


AUTOMOTIVE SECTOR -- EUROPE 2013 MARKET SHARE

Total Share of Total Industry*



Retail Share of Retail Industry**



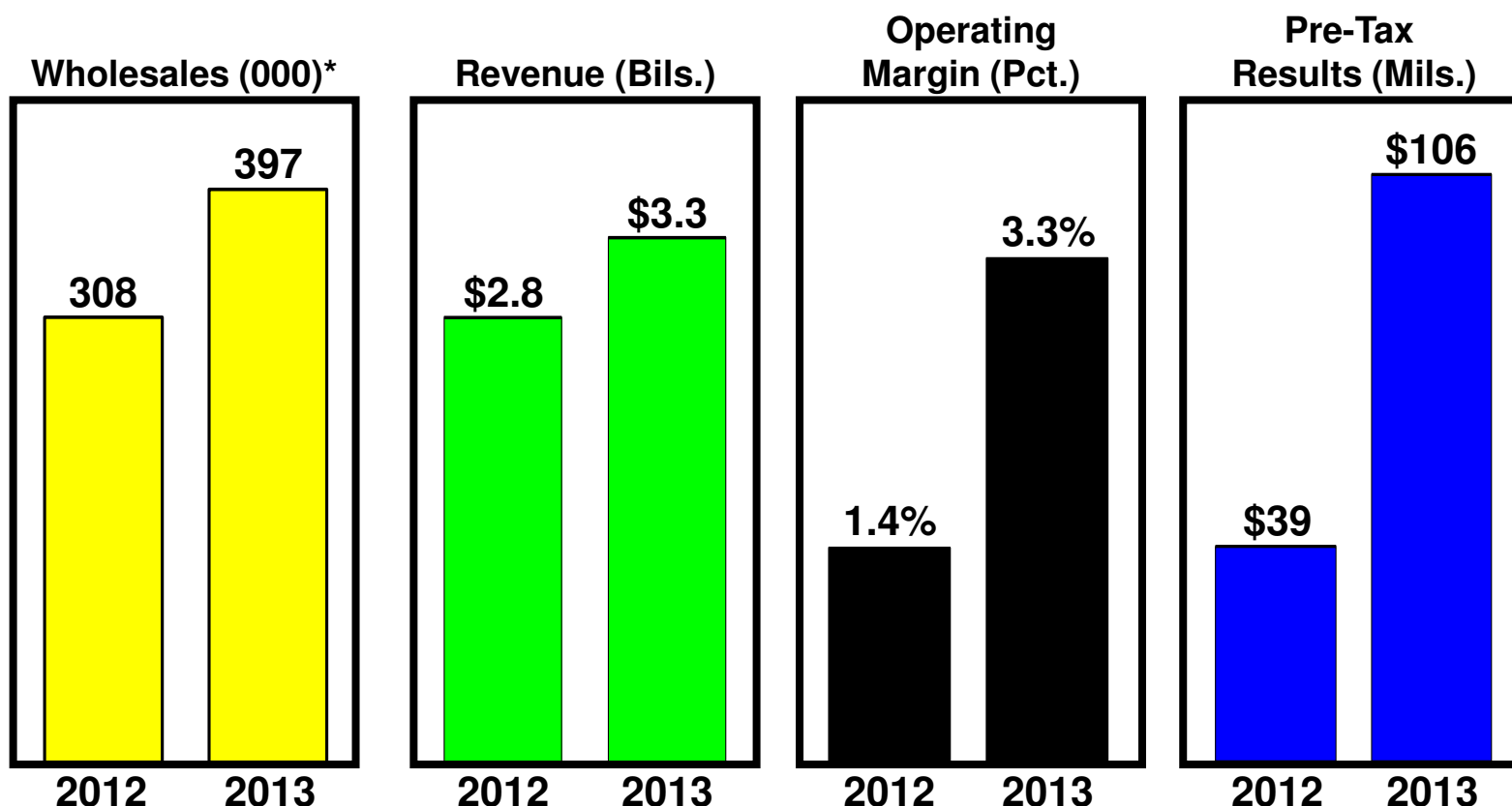
Memo:

B / (W) Prior Yr. (Pts.)	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year
	(0.8)	0.5	0.2	-	(0.1)	0.2	1.9	1.3	0.7	1.0

* Europe market share is based, in part, on estimated vehicle registrations for the 19 markets we track
 ** Europe passenger car retail share of retail industry reflects the five major markets (U.K, Germany, France, Italy, and Spain); present quarter is estimated, prior quarters are based on latest Data Force data



AUTOMOTIVE SECTOR -- ASIA PACIFIC AFRICA 2013 FOURTH QUARTER KEY METRICS COMPARED WITH 2012



Memo:
Full Year

1,033

1,344

\$10.0

\$11.8

(0.8)%

3.5%

\$(77)

\$415

Fourth Quarter

Industry SAAR (Mils.)**

33.1

38.1

Market Share**

3.4%

3.9%

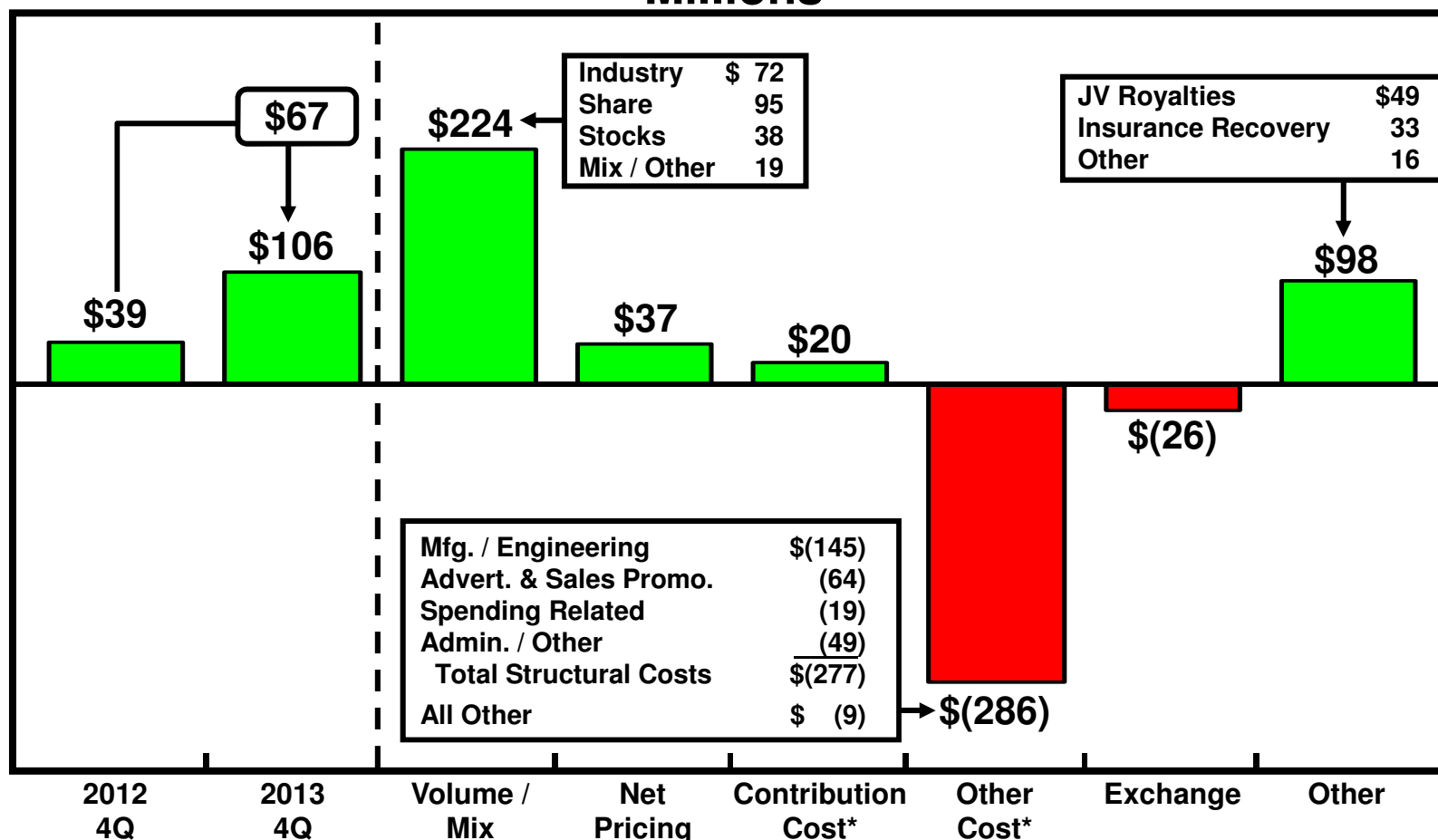
* Includes Ford brand and Jiangling Motors Corporation ("JMC") brand vehicles produced in China by unconsolidated affiliates (totaling about 196,000 and 278,000 units in Fourth Quarter 2012 and 2013, respectively); revenue does not include these sales

** Asia Pacific Africa industry SAAR and market share, are based, in part, on estimated vehicle sales for the 11 markets we track; market share includes Ford brand and JMC brand vehicles produced in China by unconsolidated affiliates



AUTOMOTIVE SECTOR -- ASIA PACIFIC AFRICA 2013 FOURTH QUARTER PRE-TAX RESULTS COMPARED WITH 2012

Millions



Memo:

B / (W) Than 2013 3Q \$(20) \$160 \$(28) \$(27) \$(133) \$(20) \$28

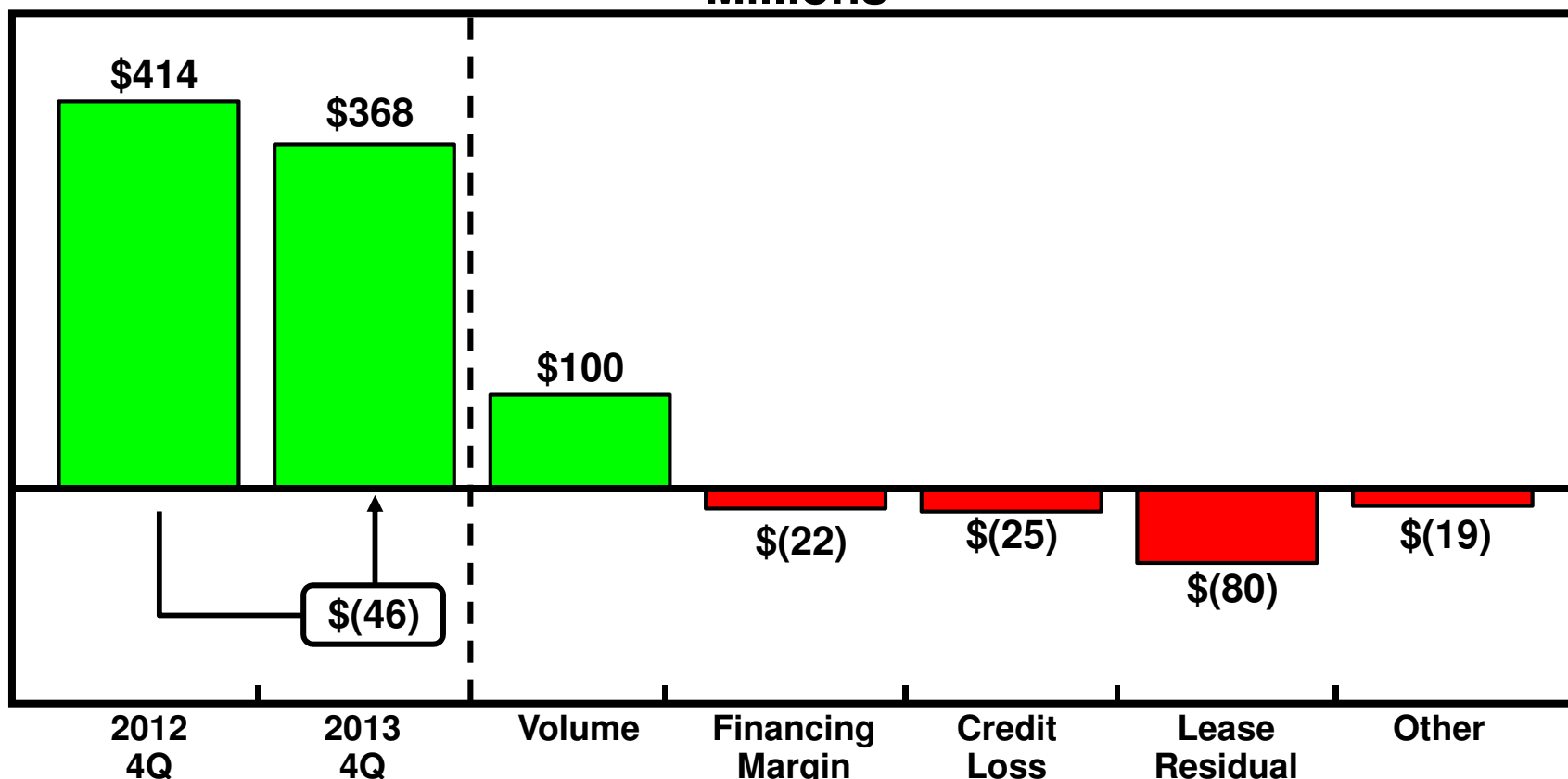
* Cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at present-year volume and mix



FORD CREDIT

2013 FOURTH QUARTER PRE-TAX RESULTS COMPARED WITH 2012

Millions



Memo:
B / (W) 2013 3Q

Receivables (Bils.)

Net*	\$89	\$100
Managed**	92	103

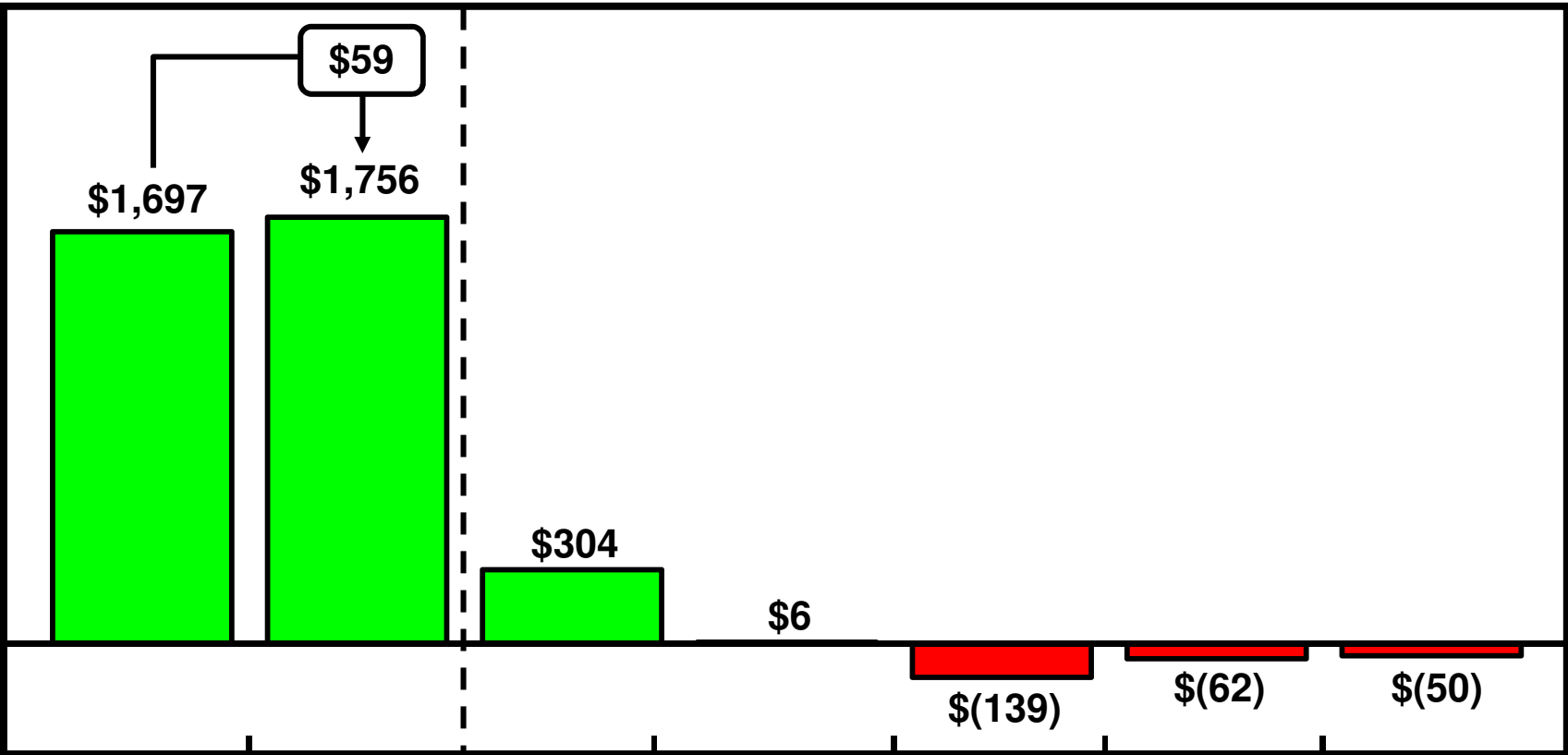
* Net receivables reflect net finance receivables and net investment in operating leases reported on Ford Credit's balance sheet. Net investment in operating leases now includes unearned interest supplements and residual support. The prior period was revised to conform to current year presentation

** Managed receivables equal net receivables, excluding unearned interest supplements and residual support, allowances for credit losses, and other (primarily accumulated supplemental depreciation). The prior period was revised to conform to current year presentation



FORD CREDIT 2013 FULL YEAR PRE-TAX RESULTS COMPARED WITH 2012

Millions



Memo:

	2012	2013
<u>Receivables (Bils.)</u>		
Net*	\$89	\$100
Managed**	92	103

* Net receivables reflect net finance receivables and net investment in operating leases reported on Ford Credit's balance sheet. Net investment in operating leases now includes unearned interest supplements and residual support. The prior period was revised to conform to current year presentation

** Managed receivables equal net receivables, excluding unearned interest supplements and residual support, allowances for credit losses, and other (primarily accumulated supplemental depreciation). The prior period was revised to conform to current year presentation



AUTOMOTIVE SECTOR

2013 CASH*

	Fourth Quarter	Full Year
	(Bils.)	(Bils.)
Gross cash at end of period	\$24.8	\$ 24.8
Gross cash at beginning of period	<u>26.1</u>	<u>24.3</u>
Change in gross cash	<u>\$ (1.3)</u>	<u>\$ 0.5</u>
Automotive pre-tax profits**	\$ 0.9	\$ 6.9
Capital spending	(2.0)	(6.6)
Depreciation and tooling amortization	1.0	4.1
Changes in working capital	(0.8)	(0.4)
Other / Timing differences	<u>1.4</u>	<u>2.1</u>
Automotive operating-related cash flow	\$ 0.5	\$ 6.1
Separation payments	(0.1)	(0.3)
Net receipts from Financial Services sector	0.1	0.4
Other	<u>(0.1)</u>	<u>0.4</u>
Cash flow before other actions	\$ 0.4	\$ 6.6
Changes in debt	(0.1)	0.7
Funded pension contributions	(1.1)	(5.0)
Dividends / Other items	<u>(0.5)</u>	<u>(1.8)</u>
Change in gross cash	<u>\$ (1.3)</u>	<u>\$ 0.5</u>

* See Appendix for reconciliation to GAAP

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



AUTOMOTIVE SECTOR

2013 AUTOMOTIVE FINANCIAL RESOURCES

	Dec. 31, 2012	2013		Dec. 31, 2013
	<u>(Bils.)</u>	<u>Sep. 30</u>	<u>Dec. 31</u>	<u>B / (W)</u>
		<u>(Bils.)</u>	<u>(Bils.)</u>	<u>2012</u>
				<u>(Bils.)</u>
Automotive gross cash*	\$ 24.3	\$ 26.1	\$ 24.8	\$ 0.5
Less:				
Long-term debt	\$(12.9)	\$(14.5)	\$ (14.4)	\$ (1.5)
Debt payable within one year	<u>(1.4)</u>	<u>(1.3)</u>	<u>(1.3)</u>	<u>0.1</u>
Total debt	\$(14.3)	\$(15.8)	\$ (15.7)	\$ (1.4)
Net cash**	<u>\$ 10.0</u>	<u>\$ 10.3</u>	<u>\$ 9.1</u>	<u>\$ (0.9)</u>
Memo: Liquidity***	\$ 34.5	\$ 37.5	\$ 36.2	\$ 1.7

* See Appendix for reconciliation to GAAP

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

*** Total available committed Automotive credit lines (including local lines available to foreign affiliates) were \$11.4 billion at December 31, 2013



TOTAL COMPANY 2013 PENSION UPDATE

	<u>2012</u>	<u>2013</u>
Worldwide Expense Excluding Special Items (Bils.)	\$ 1.2	\$ 1.6
- Memo: Including Special Items	1.6	2.4
Worldwide Pension Plan Contributions (Bils.)		
- Funded Plans	\$ 3.4	\$ 5.0
- All Plans	3.8	5.4
Year End Over / (Under) Funded Status -- All Plans (Bils.)		
- U.S.	\$ (9.7)	\$ (2.0)
- Worldwide (Including U.S.)	(18.7)	(9.0)
Actual U.S. Asset Returns	14.2%	3.7%
U.S. Assumptions at Year End		
- Expected Long-Term Asset Return (Weighted Average)	7.38%	6.89%
- Discount Rate (Weighted Average)	3.84	4.74



TOTAL COMPANY

2013 PLANNING ASSUMPTIONS AND KEY METRICS

	2012 Full Year Results	2013 Full Year	
		Plan	Results
<u>Planning Assumptions</u>			
Industry Volume* -- U.S. (Mils.)	14.8	15.0 - 16.0	15.9
-- Europe (Mils.)**	14.0	13.0 - 14.0	13.7
-- China (Mils.)	19.0	19.5 - 21.5	22.2
<u>Operational Metrics</u>			
Compared with Prior Full Year:			
- Market Share -- U.S.	15.2 %	Higher	15.7 %
-- Europe**	7.9	About Equal	7.8
-- China***	3.2	Higher	4.1
- Quality	Mixed	Improve	Mixed
<u>Financial Metrics</u>			
Compared with Prior Full Year:			
- Total Company Pre-Tax Operating Profit (Bils.)****	\$8.0	About Equal	\$8.6
- Automotive Operating Margin****	5.3 %	About Equal / Lower	5.4 %
- Automotive Operating-Related Cash Flow (Bils.)****	\$3.4	Higher	\$6.1

* Includes medium and heavy trucks

** The 19 markets we track

*** Includes Ford and JMC brand vehicles produced in China by unconsolidated affiliates

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

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

We Delivered Strong Results In 2013

2014 BUSINESS ENVIRONMENT OVERVIEW

Global

- 2014 global economic growth in the 2.5% - 3% range; global industry sales expected to be in the 85 - 90 million unit range

Americas

- U.S. economic growth projected in the 2.5% - 3% range
- U.S. industry sales recovery supported by improving housing sector and replacement demand
- The environment in South America remains uncertain, with weak growth expected in Brazil and ongoing policy risk in Argentina and Venezuela

Europe

- Incoming data suggest economic conditions stabilizing, with growth in the 1% range in the Euro Area and 2% range in the U.K. in 2014
- The European Central Bank cut its policy interest rate in November and has indicated rates will stay low for an extended period to support recovery

Asia Pacific Africa

- Stable growth in the 7.5% range for China in 2014 as it focuses on structural reform and transition to a consumption-led economy
- Modest improvement in India; growth range of 5% in 2014 as elections usher in pro-growth policy

2014 Global Economic Growth In The 2.5% To 3% Range

2014 PROFIT OUTLOOK



	<u>2013 Full Year Results</u>	<u>2014 Full Year Compared With 2013</u>
<u>Automotive (Mils.)*</u>		
North America	\$ 8,781	Lower
South America	(34)	About Equal
Europe	(1,609)	Better
Middle East and Africa	N/A	About Breakeven
Asia Pacific	415	About Equal
Net Interest Expense	(801)	About Equal
<u>Ford Credit (Mils.)</u>	\$ 1,756	About Equal

* Excludes special items

Expect Total Company Full Year Pre-Tax Profit To Be \$7 Billion To \$8 Billion



TOTAL COMPANY 2014 PLANNING ASSUMPTIONS AND KEY METRICS

	2013 Full Year Results	2014 Full Year		
		Plan	Outlook	
<u>Planning Assumptions</u> (Mils.)				
Industry Volume* -- U.S.	15.9	16.0 - 17.0	↑	
-- Europe**	13.8	13.5 - 14.5		
-- China	22.2	22.5 - 24.5		
<u>Key Metrics</u>				
Automotive (Compared with 2013):				
- Revenue (Bils.)	\$139.4	About Equal	↓	
- Operating Margin***	5.4%	Lower		On Track
- Operating-Related Cash Flow (Bils.)****	\$ 6.1	Substantially Lower		
Ford Credit (Compared with 2013):				
- Pre-Tax Profit (Bils.)	\$ 1.8	About Equal		
Total Company:				
- Pre-Tax Profit (Bils.)****	\$ 8.6	\$7 - \$8 Billion		

* Includes medium and heavy trucks

** Consists of our traditional 19 markets plus Romania

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

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

2014 Is The Next Step In Delivering Profitable Growth For All

TOTAL COMPANY OUR PLAN -- **ONE FORD**

- Continue implementation of our global **ONE FORD** Plan:
 - Aggressively restructure to operate profitably at the current demand and changing model mix
 - Accelerate development of new products our customers want and value
 - Finance our Plan and improve our balance sheet
 - Work together effectively as one team -- leveraging our global assets



RISK FACTORS



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:

- Decline in industry sales volume, particularly in the United States or Europe, due to financial crisis, recession, geopolitical events, or other factors;
- Decline in Ford's market share or failure to achieve growth;
- Lower-than-anticipated market acceptance of Ford's new or existing products;
- Market shift away from sales of larger, more profitable vehicles beyond Ford's current planning assumption, particularly in the United States;
- An increase in or continued volatility of fuel prices, or reduced availability of fuel;
- Continued or increased price competition resulting from industry excess capacity, currency fluctuations, or other factors;
- Fluctuations in foreign currency exchange rates, commodity prices, and interest rates;
- Adverse effects resulting from economic, geopolitical, or other events;
- Economic distress of suppliers that may require Ford to provide substantial financial support or take other measures to ensure supplies of components or materials and could increase costs, affect liquidity, or cause production constraints or disruptions;
- Work stoppages at Ford or supplier facilities or other limitations on production (whether as a result of labor disputes, natural or man-made disasters, tight credit markets or other financial distress, production constraints or difficulties, or other factors);
- Single-source supply of components or materials;
- Labor or other constraints on Ford's ability to maintain competitive cost structure;
- Substantial pension and postretirement health care and life insurance liabilities impairing our liquidity or financial condition;
- Worse-than-assumed economic and demographic experience for postretirement benefit plans (e.g., discount rates or investment returns);
- Restriction on use of tax attributes from tax law "ownership change;"
- The discovery of defects in vehicles resulting in delays in new model launches, recall campaigns, or increased warranty costs;
- Increased safety, emissions, fuel economy, or other regulations 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 products, perceived environmental impacts, or otherwise;
- A change in requirements under long-term supply arrangements committing Ford 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 results from a decrease in or cessation or clawback of government incentives related to investments;
- Inherent limitations of internal controls impacting financial statements and safeguarding of assets;
- Cybersecurity risks to operational systems, security systems, or infrastructure owned by Ford, Ford Credit, or a third-party vendor or supplier;
- Failure of financial institutions to fulfill commitments under committed credit and liquidity facilities;
- Inability of Ford Credit 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, lower-than-anticipated residual values, or higher-than-expected return volumes for leased vehicles;
- Increased competition from banks or other financial institutions seeking to increase their share of financing Ford vehicles; and
- New or increased credit, consumer, or data protection or other regulations resulting in higher costs and / or additional financing restrictions.

We cannot be certain that any expectation, forecast, or assumption made in preparing forward-looking statements will prove accurate, or that any projection will be realized. It is to be expected that there may be differences between projected and actual results. Our forward-looking statements speak only as of the date of their initial issuance, and we do not undertake any obligation to update or revise publicly any forward-looking statement, whether as a result of new information, future events or otherwise. For additional discussion, see "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2012, as updated by our subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

APPENDIX



2013 FOURTH QUARTER EARNINGS -- APPENDIX INDEX

<u>Total Company</u>	<u>Slide</u>
• Calculation of Earnings Per Share	1
• Income from Continuing Operations	2
• Special Items	3
• Preliminary Sector Income Statement	4
• Employment Data by Business Unit	5
• Pension De-Risking Strategy Update	6
<u>Automotive Sector</u>	
• Production Volumes	7
• Dealer Stocks and Definition of Wholesales	8
• Market Results	9
• 2013 Fourth Quarter Pre-Tax Results Compared with 2013 Third Quarter	10
• Automotive Debt	11
<u>Reconciliation to GAAP</u>	
<u>Automotive Sector</u>	
• Net Interest	12
• Gross Cash	13
• Operating-Related Cash Flows	14



TOTAL COMPANY

2013 CALCULATION OF EARNINGS PER SHARE

	Fourth Quarter		Full Year	
	Net Income Attributable to Ford	After-Tax Operating Results Excluding Special Items*	Net Income Attributable to Ford	After-Tax Operating Results Excluding Special Items*
After-Tax Results (Mils.)				
After-tax results*	\$ 3,039	\$ 1,270	\$ 7,155	\$ 6,566
Effect of dilutive 2016 Convertible Notes**	12	12	45	48
Effect of dilutive 2036 Convertible Notes**	-	-	1	1
Diluted after-tax results	\$ 3,051	\$ 1,282	\$ 7,201	\$ 6,615
Basic and Diluted Shares (Mils.)				
Basic shares (Average shares outstanding)	3,944	3,944	3,935	3,935
Net dilutive options	52	52	51	51
Dilutive 2016 Convertible Notes	99	99	98	98
Dilutive 2036 Convertible Notes	3	3	3	3
Diluted shares	4,098	4,098	4,087	4,087
EPS (Diluted)	\$ 0.74	\$ 0.31	\$ 1.76	\$ 1.62

* Excludes Income / (Loss) attributable to non-controlling interests; special items detailed on Appendix 3

** 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



TOTAL COMPANY

2013 INCOME FROM CONTINUING OPERATIONS

	Fourth Quarter		Full Year	
	2012 (Mils.)	2013 (Mils.)	2012 (Mils.)	2013 (Mils.)
<u>Automotive</u>				
North America	\$ 1,872	\$ 1,702	\$ 8,343	\$ 8,781
South America	145	(126)	213	(34)
Europe	(732)	(571)	(1,753)	(1,609)
Asia Pacific Africa	39	106	(77)	415
Other Automotive	(62)	(187)	(470)	(656)
Total Automotive (excl. special items)	\$ 1,262	\$ 924	\$ 6,256	\$ 6,897
Special items -- Automotive	160	(311)	(246)	(1,568)
Total Automotive	\$ 1,422	\$ 613	\$ 6,010	\$ 5,329
<u>Financial Services</u>				
Ford Credit	\$ 414	\$ 368	\$ 1,697	\$ 1,756
Other Financial Services	5	(13)	13	(84)
Total Financial Services	\$ 419	\$ 355	\$ 1,710	\$ 1,672
<u>Total Company</u>				
Pre-tax results	\$ 1,841	\$ 968	\$ 7,720	\$ 7,001
(Provision for) / Benefit from income taxes	(246)	2,061	(2,056)	147
Net income	\$ 1,595	\$ 3,029	\$ 5,664	\$ 7,148
Less: Income attributable to non-controlling interests	(3)	(10)	(1)	(7)
Net income attributable to Ford	\$ 1,598	\$ 3,039	\$ 5,665	\$ 7,155
Memo: Excluding special items				
Pre-tax results	\$ 1,681	\$ 1,279	\$ 7,966	\$ 8,569
(Provision for) / Benefit from income taxes	(443)	(19)	(2,371)	(2,010)
Less: Income attributable to non-controlling interests	(3)	(10)	(1)	(7)
After-tax results	\$ 1,241	\$ 1,270	\$ 5,596	\$ 6,566



TOTAL COMPANY SPECIAL ITEMS

	Fourth Quarter		Full Year	
	2012 (Mils.)	2013 (Mils.)	2012 (Mils.)	2013 (Mils.)
<u>Personnel and Dealer-Related Items</u>				
Separation-related actions*	\$ (191)	\$ (156)	\$ (481)	\$ (856)
Mercury discontinuation / Other dealer actions	(24)	-	(71)	-
Total Personnel and Dealer-Related Items	\$ (215)	\$ (156)	\$ (552)	\$ (856)
<u>Other Items</u>				
U.S. pension lump sum program	\$ (250)	\$ (155)	\$ (250)	\$ (594)
Loss on sale of two component businesses	-	-	(174)	-
FCTA -- subsidiary liquidation	-	-	(4)	(103)
AAI consolidation	-	-	136	-
CFMA restructuring	625	-	625	-
Other	-	-	(27)	(15)
Total Other Items	\$ 375	\$ (155)	\$ 306	\$ (712)
Total Special Items	\$ 160	\$ (311)	\$ (246)	\$ (1,568)
Tax Special Items	\$ 197	\$ 2,080	\$ 315	\$ 2,157
Memo:				
Special Items impact on earnings per share**	\$ 0.09	\$ 0.43	\$ 0.01	\$ 0.14

* For 2013, primarily related to separation costs for personnel at the Genk and U.K. facilities

** Includes related tax effect on special items and tax special items

PRELIMINARY SECTOR INCOME STATEMENT DATA



	For the Years Ended December 31,		
	2011	2012	2013
	(Mils.)	(Mils.)	(Mils.)
<u>Automotive</u>			
Revenues	\$ 128,168	\$ 126,567	\$ 139,369
<u>Costs and Expenses</u>			
Cost of sales	\$ 113,611	\$ 112,992	\$ 125,234
Selling, administrative, and other expenses	9,060	9,006	9,997
Total costs and expenses	\$ 122,671	\$ 121,998	\$ 135,231
Interest expense	817	713	829
Interest income and other income / (loss), net	1,091	1,599	974
Equity in net income / (loss) of affiliated companies	479	555	1,046
Income before income taxes -- Automotive	\$ 6,250	\$ 6,010	\$ 5,329
<u>Financial Services</u>			
Revenues	\$ 7,436	\$ 6,992	\$ 7,548
Costs and expenses			
Interest expense	3,614	3,115	2,860
Depreciation on vehicles subject to operating leases	1,140	1,795	2,411
Operating and other expenses	683	693	768
Provision for credit and insurance losses	(36)	77	208
Total costs and expenses	\$ 5,401	\$ 5,680	\$ 6,247
Other income / (loss), net	375	365	348
Equity in net income / (loss) of affiliated companies	21	33	23
Income before income taxes -- Financial Services	\$ 2,431	\$ 1,710	\$ 1,672
<u>Total Company</u>			
Income before income taxes	\$ 8,681	\$ 7,720	\$ 7,001
Provision for / (Benefit from) income taxes	(11,541)	2,056	(147)
Net income	\$ 20,222	\$ 5,664	\$ 7,148
Less: Income / (Loss) attributable to non-controlling interests	9	(1)	(7)
Net income attributable to Ford Motor Company	\$ 20,213	\$ 5,665	\$ 7,155

EMPLOYMENT DATA BY BUSINESS UNIT*



	Dec. 31, 2011	Dec. 31, 2012	Dec. 31, 2013
	<u>(000)</u>	<u>(000)</u>	<u>(000)</u>
North America	75	80	84
South America	16	17	18
Europe**	47	46	50
Asia Pacific Africa	<u>19</u>	<u>22</u>	<u>23</u>
Total Automotive	157	165	175
Financial Services	<u>7</u>	<u>6</u>	<u>6</u>
Total Company	<u><u>164</u></u>	<u><u>171</u></u>	<u><u>181</u></u>

* Employment data includes the approximate number of individuals employed by Ford and consolidated entities

** Reflects the consolidation of Craiova in 2013



TOTAL COMPANY PENSION DE-RISKING STRATEGY UPDATE

- **Contributed \$5 billion to global funded plans in 2013, including \$3.4 billion discretionary contributions to U.S. plans.**
- **U.S. salaried retiree voluntary lump sum program complete**
 - **About 35,000 people received lump sum payouts since program start**
 - **Settled \$4.2 billion of obligation -- about 25% of related liability**
 - **Special item charge of about \$850 million reflecting acceleration of unrecognized losses -- \$250 million in 2012 and about \$600 million in 2013**
- **Progressing pension asset de-risking to reduce funded status volatility -- U.S. asset mix was 70% fixed income (80% long-term target)**
- **Strategic actions and higher discount rates improved funded status by nearly \$10 billion compared with year-end 2012**



AUTOMOTIVE SECTOR PRODUCTION VOLUMES*

	2013				2014	
	Fourth Quarter		Full Year		First Quarter Forecast	
	Units (000)	O / (U) 2012 (000)	Units (000)	O / (U) 2012 (000)	Units (000)	O / (U) 2013 (000)
North America	756	21	3,111	289	770	(14)
South America	104	(12)	474	57	100	(11)
Europe	333	(7)	1,443	(3)	380	(6)
Asia Pacific Africa	<u>379</u>	<u>77</u>	<u>1,326</u>	<u>303</u>	<u>360</u>	<u>74</u>
Total	<u>1,572</u>	<u>79</u>	<u>6,354</u>	<u>646</u>	<u>1,610</u>	<u>43</u>

* Includes Ford brand and JMC brand vehicles produced by unconsolidated affiliates



SELECTED MARKETS

2013 FOURTH QUARTER DEALER STOCKS AND DEFINITION OF WHOLESALERS*

	Fourth Quarter	
	2012 (000)	2013 (000)
U.S. Dealer Stocks		
December 31	521	636
September 30	<u>450</u>	<u>578</u>
Stock Change H / (L)	<u>71</u>	<u>58</u>
	(13)	
South America Dealer Stocks**		
December 31	49	56
September 30	<u>34</u>	<u>54</u>
Stock Change H / (L)	<u>15</u>	<u>2</u>
	(13)	
Europe Dealer Stocks***		
December 31	141	125
September 30	<u>139</u>	<u>136</u>
Stock Change H / (L)	<u>2</u>	<u>(11)</u>
	(13)	
Asia Pacific Africa Dealer Stocks****		
December 31	120	140
September 30	<u>119</u>	<u>130</u>
Stock Change H / (L)	<u>1</u>	<u>10</u>
	9	
Total		
December 31	831	957
September 30	<u>742</u>	<u>898</u>
Stock Change H / (L)	<u>89</u>	<u>59</u>
	(30)	

* 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, local brand vehicles produced by our Chinese joint venture 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 (i.e., 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

** South America dealer stocks are based, in part, on estimated vehicle registrations for the six markets we track

*** Europe dealer stocks are based, in part, on estimated vehicle registrations for the 19 markets we track

**** Asia Pacific Africa dealer stocks are based, in part, on estimated vehicle sales for the 11 markets we track



AUTOMOTIVE SECTOR MARKET RESULTS*

	Fourth Quarter		Full Year	
	2012	2013	2012	2013
<u>U.S.</u>				
Industry SAAR (Mils.)	15.4	16.0	14.8	15.9
Market share	15.3 %	15.4 %	15.2 %	15.7 %
<u>South America**</u>				
Industry SAAR (Mils.)	5.7	5.5	5.6	5.6
Market share	8.9 %	8.9 %	9.0 %	9.3 %
<u>Europe***</u>				
Industry SAAR (Mils.)	13.6	14.4	14.0	13.7
Market share	7.5 %	7.5 %	7.9 %	7.8 %
<u>Asia Pacific Africa****</u>				
Industry SAAR (Mils.)	33.1	38.1	32.8	35.9
Market share	3.4 %	3.9 %	2.8 %	3.5 %

* Includes medium and heavy trucks

** South America industry SAAR and market share are based, in part, on estimated vehicle registrations for the six markets we track

*** Europe industry SAAR and market share are based, in part, on estimated vehicle registrations for the 19 markets we track

**** Asia Pacific Africa industry SAAR and market share are based, in part, on estimated vehicle sales for the 11 markets we track; market share includes Ford brand and JMC brand vehicles produced in China by unconsolidated affiliates

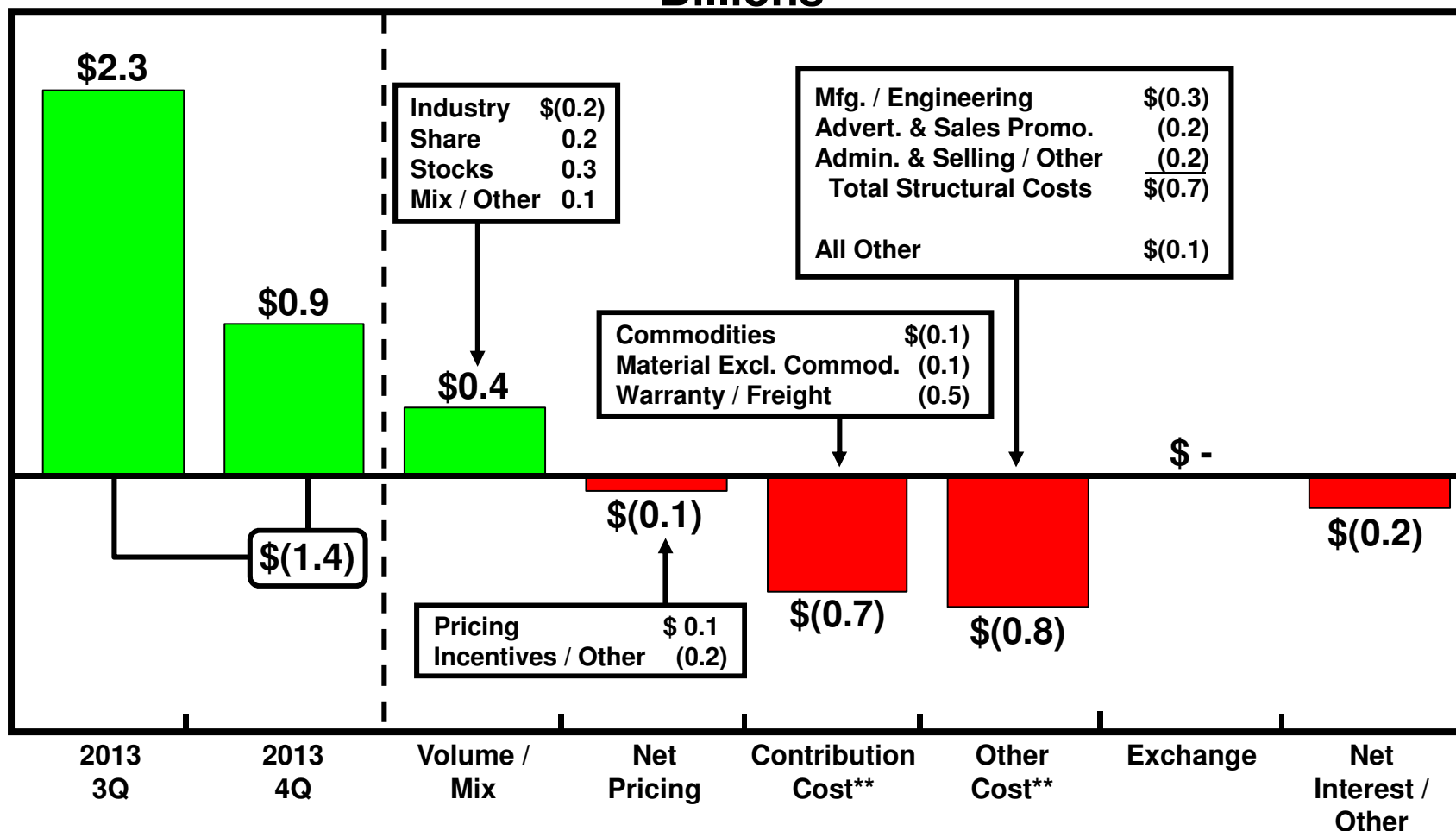


AUTOMOTIVE SECTOR

2013 FOURTH QUARTER PRE-TAX RESULTS

COMPARED WITH 2013 THIRD QUARTER*

Billions



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

** Cost changes are measured primarily at present-year 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 present-year volume and mix



AUTOMOTIVE SECTOR AUTOMOTIVE DEBT

	Dec. 31, 2012	2013	
	(Bils.)	Sep. 30	Dec. 31
		(Bils.)	(Bils.)
Public unsecured debt	\$ 5.3	\$ 6.7	\$ 6.7
Convertible notes	0.8	0.8	0.8
U.S. Dept. of Energy / Ex-Im loans	5.9	5.5	5.3
Other debt (including International)	<u>2.3</u>	<u>2.8</u>	<u>2.9</u>
Total Automotive debt	<u>\$ 14.3</u>	<u>\$ 15.8</u>	<u>\$ 15.7</u>
Memo:			
Automotive debt payable within one year	\$ 1.4	\$ 1.3	\$ 1.3



AUTOMOTIVE SECTOR

NET INTEREST RECONCILIATION TO GAAP

	<u>Fourth Quarter</u>		<u>Full Year</u>	
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>
	<u>(Mils.)</u>	<u>(Mils.)</u>	<u>(Mils.)</u>	<u>(Mils.)</u>
Interest expense (GAAP)	\$ (142)	\$ (212)	\$ (713)	\$ (829)
Interest income (GAAP)	<u>52</u>	<u>38</u>	<u>272</u>	<u>163</u>
Subtotal	\$ (90)	\$ (174)	\$ (441)	\$ (666)
Adjusted for items included / excluded from net interest				
Include: Gains / (Losses) on cash equiv. and marketable securities*	5	-	69	(7)
Change in amortized value of debt included in interest expense	(45)	-	(45)	-
Include: Gains / (Losses) on extinguishment of debt	-	-	-	(18)
Other	<u>(17)</u>	<u>(30)</u>	<u>(72)</u>	<u>(110)</u>
Net Interest	<u>\$ (147)</u>	<u>\$ (204)</u>	<u>\$ (489)</u>	<u>\$ (801)</u>

* Excludes mark-to-market adjustments of our investment in Mazda



AUTOMOTIVE SECTOR

GROSS CASH RECONCILIATION TO GAAP

	<u>2012</u>	<u>2013</u>	
	<u>Dec. 31</u>	<u>Sep. 30</u>	<u>Dec. 31</u>
	(Bils.)	(Bils.)	(Bils.)
Cash and cash equivalents	\$ 6.2	\$ 5.7	\$ 5.0
Marketable securities	<u>18.2</u>	<u>20.4</u>	<u>20.1</u>
Total cash and marketable securities (GAAP)	\$ 24.4	\$ 26.1	\$ 25.1
Securities in transit*	<u>(0.1)</u>	<u>-</u>	<u>(0.3)</u>
Gross cash	<u>\$ 24.3</u>	<u>\$ 26.1</u>	<u>\$ 24.8</u>

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



AUTOMOTIVE SECTOR

OPERATING-RELATED CASH FLOWS

RECONCILIATION TO GAAP

	<u>Fourth Quarter</u>		<u>Full Year</u>	
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>
	(Bils.)	(Bils.)	(Bils.)	(Bils.)
Net cash provided by / (used in) operating activities (GAAP)	\$ 2.2	\$ 1.3	\$ 6.3	\$ 7.7
Items included in operating-related cash flows				
Capital spending	(1.9)	(2.0)	(5.5)	(6.6)
Proceeds from the exercise of stock options	-	-	-	0.3
Net cash flows from non-designated derivatives	(0.2)	-	(0.8)	(0.3)
Items not included in operating-related cash flows				
Cash impact of Job Security Benefits and personnel-reduction actions	0.1	0.1	0.4	0.3
Funded pension contributions	0.9	1.1	3.4	5.0
Tax refunds and tax payments from affiliates	-	-	(0.1)	(0.3)
Settlement of outstanding obligation with affiliates	-	-	(0.3)	-
Other	(0.1)	-	-	-
Operating-related cash flows	<u>\$ 1.0</u>	<u>\$ 0.5</u>	<u>\$ 3.4</u>	<u>\$ 6.1</u>