

INVESTOR CALL FCE BANK PLC

***2009 FINANCIAL RESULTS
April 19, 2010***

**Peter Jepson -- FCE Executive Director, Finance & Strategy
Sam Smith -- FCE Treasurer**

FCE BANK PLC

WHO WE ARE



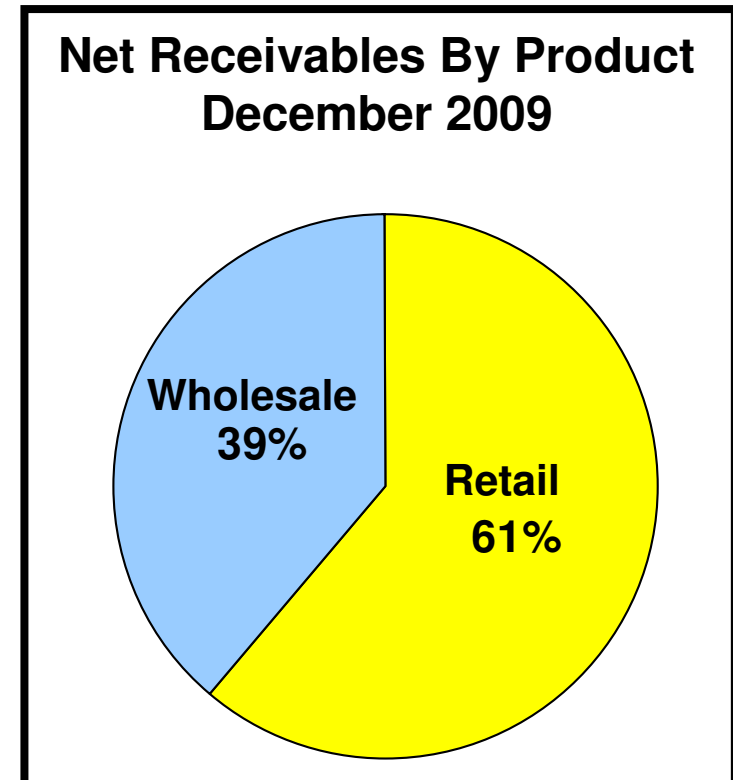
- **FCE is a public limited company incorporated in the UK**
- **FCE is wholly owned by Ford Credit International, which itself is a subsidiary ultimately of the Ford Motor Company**
- **FCE operates as a licensed bank regulated by the UK Financial Services Authority (FSA), which requires FCE to meet standards for liquidity, capital adequacy, and large exposures**
- **FCE's Board of Directors includes four independent non-executive members (total ten members)**

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WHAT WE DO



- **FCE's Mission**
 - to support Ford sales
 - to consistently add shareholder value
- **FCE's Core Customers**
 - Ford retail customers
 - Ford dealers
 - Ford's automotive operations



**Substantially All FCE Lending Is Secured
(the security is typically the related motor vehicle)**

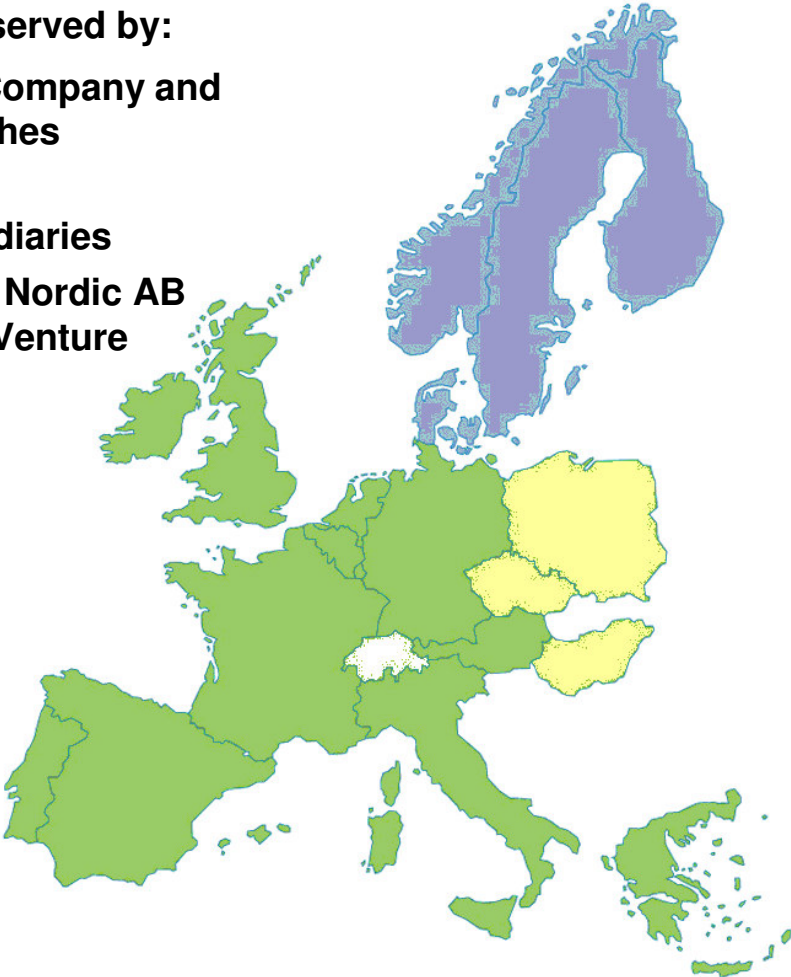
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WHERE WE OPERATE

- **FCE operates directly in 15 European countries through a branch and subsidiary network**
- **Nordic markets served by Forso Nordic AB, an entity jointly controlled and owned by FCE and CA Consumer Finance**
- **FCE's Worldwide Trade Financing division provides finance to distributors and importers in nearly 80 countries**

Markets served by:

-  **FCE Company and Branches**
-  **FCE Subsidiaries**
-  **Forso Nordic AB Joint Venture**



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STRATEGIC PRIORITIES



- **Reduction of brands focuses FCE's core mission -- supporting Ford sales with a proven captive financing model**
- **FCE's strategic priorities include:**
 - **Executing a funding strategy that provides a high level of liquidity and is cost-effective**
 - **Maintaining consistent risk management practices that reflect FCE's low appetite for risk**
 - **Achieving a competitive cost structure appropriate for a smaller scale by improving efficiencies and harmonising best practices**

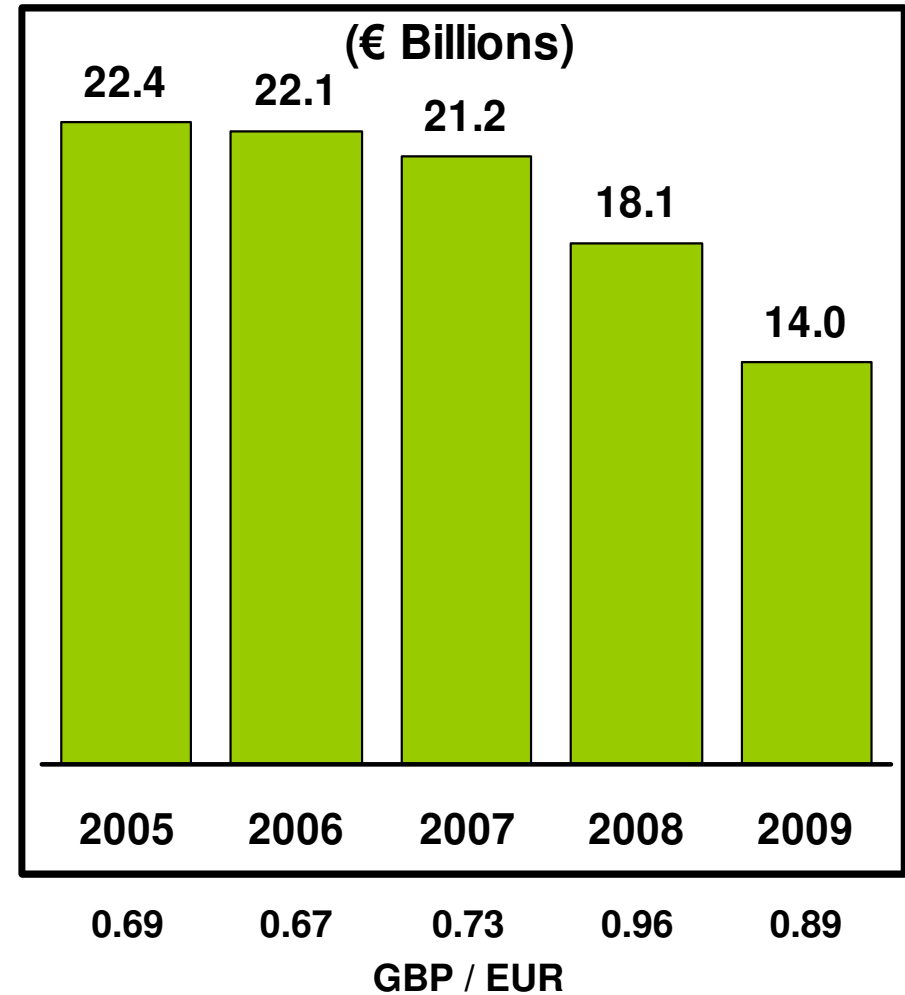
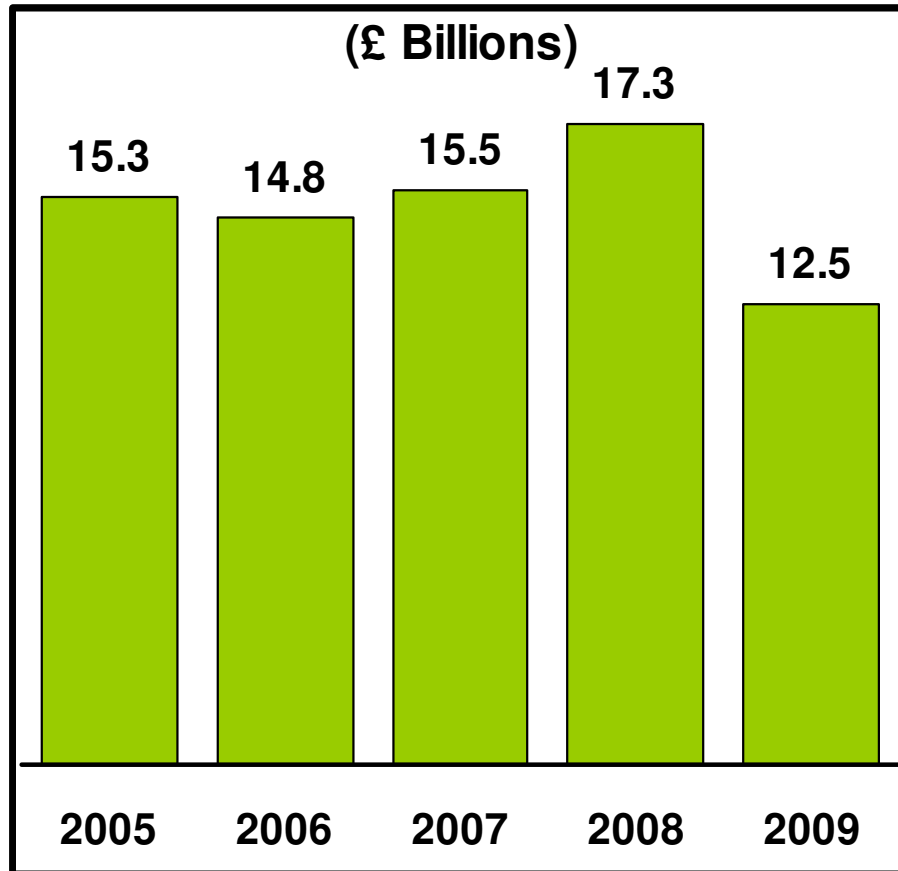
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2009 PERFORMANCE SUMMARY



- **£223 million pre-tax profit**
- **Funding plan achieved**
- **Strong capitalisation, strong liquidity profile**
- **Good credit loss performance, except in Spain**
- **Efficient internal operating costs**

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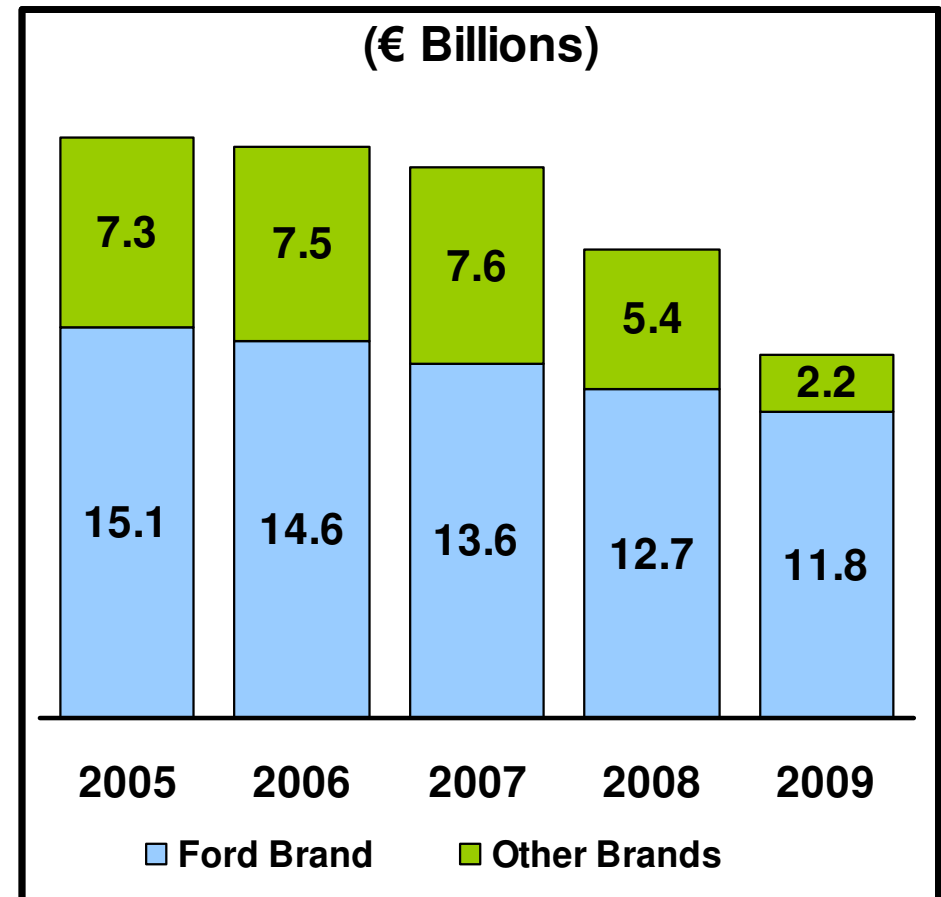
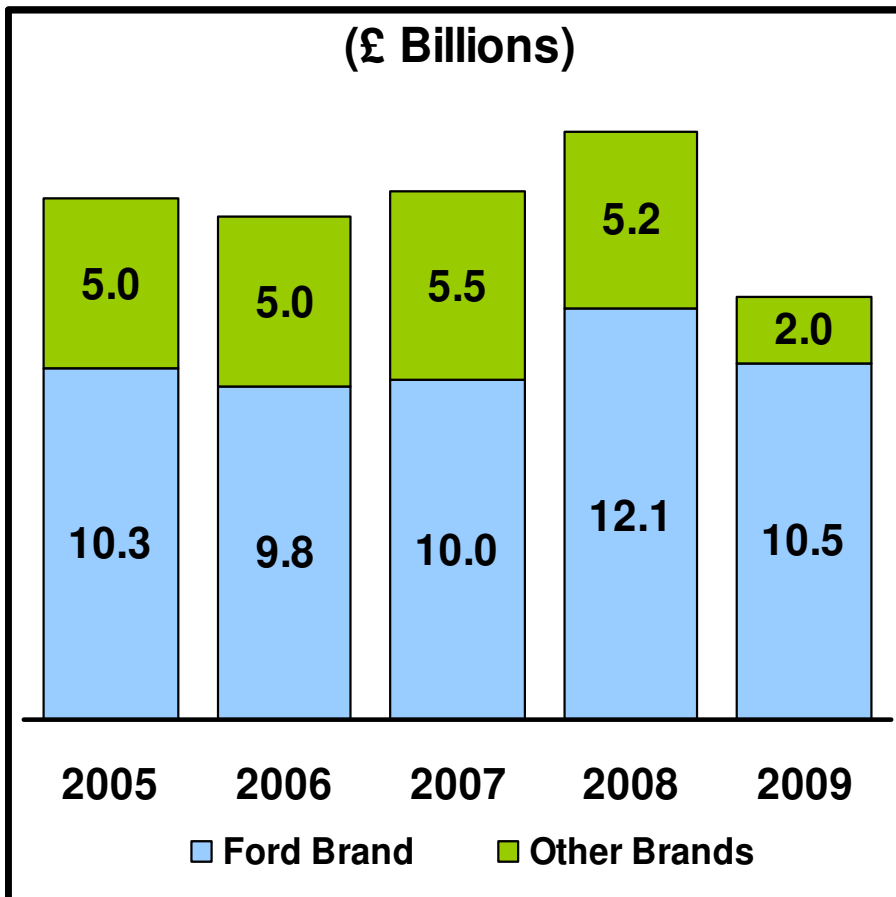
OUTSTANDING NET LOANS & ADVANCES



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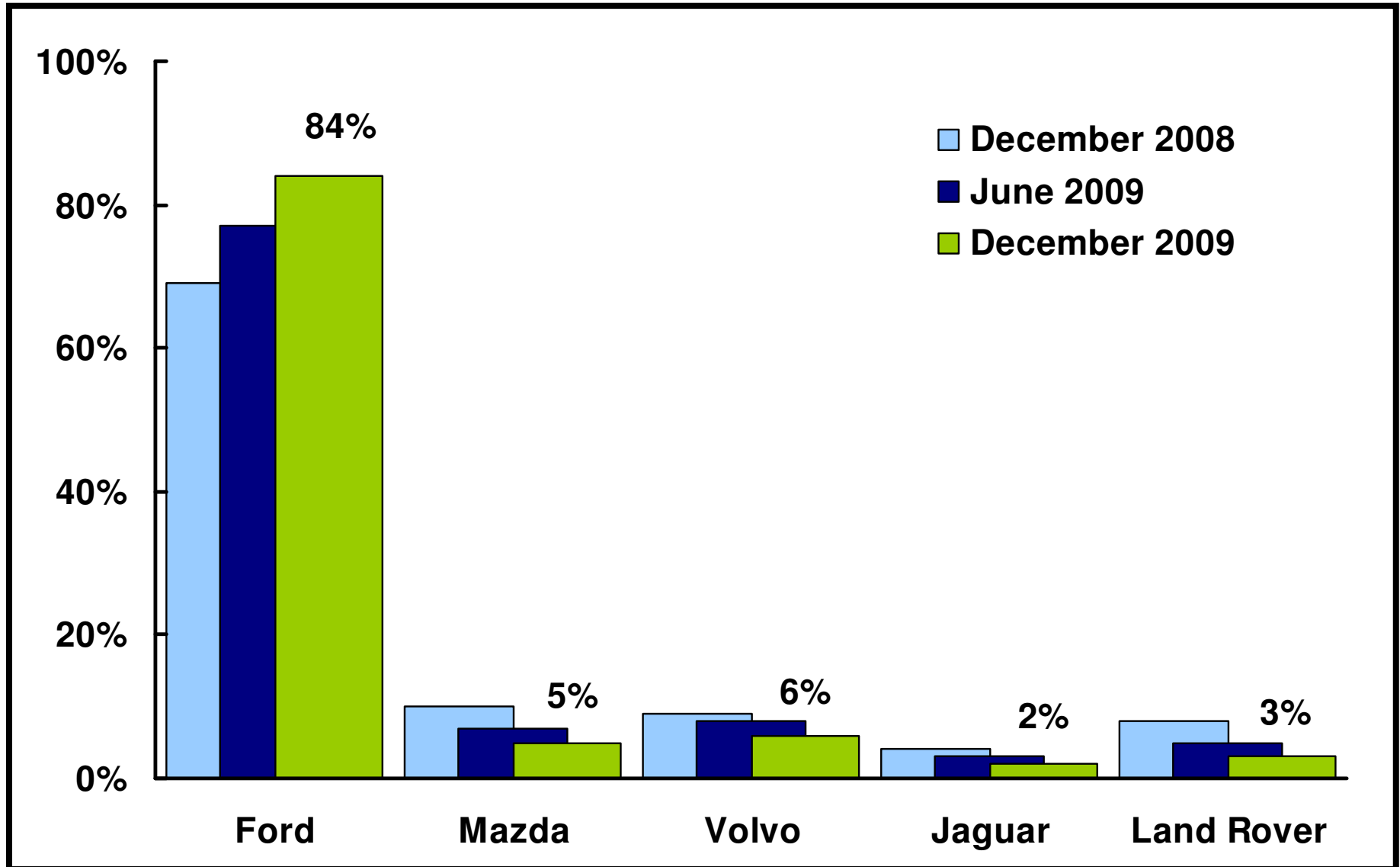
OUTSTANDING NET LOANS & ADVANCES

BY BRAND



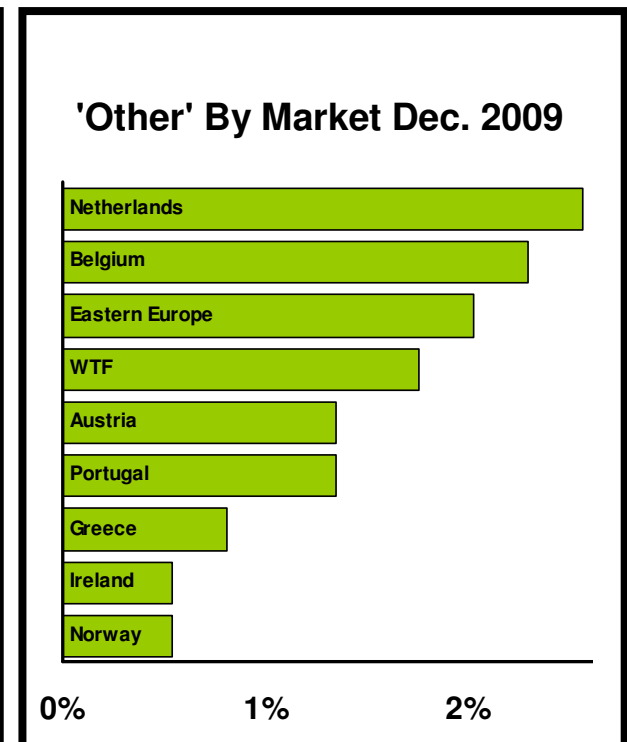
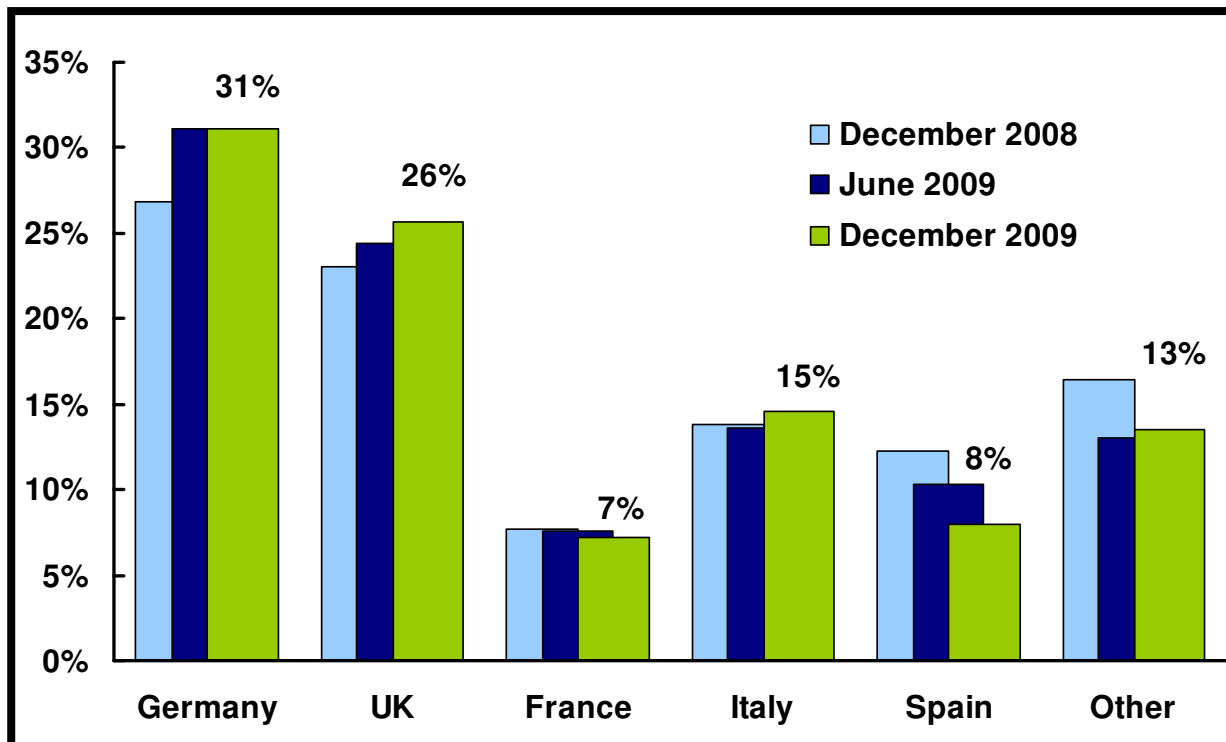
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ASSET COMPOSITION BY BRAND



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ASSET COMPOSITION BY MARKET



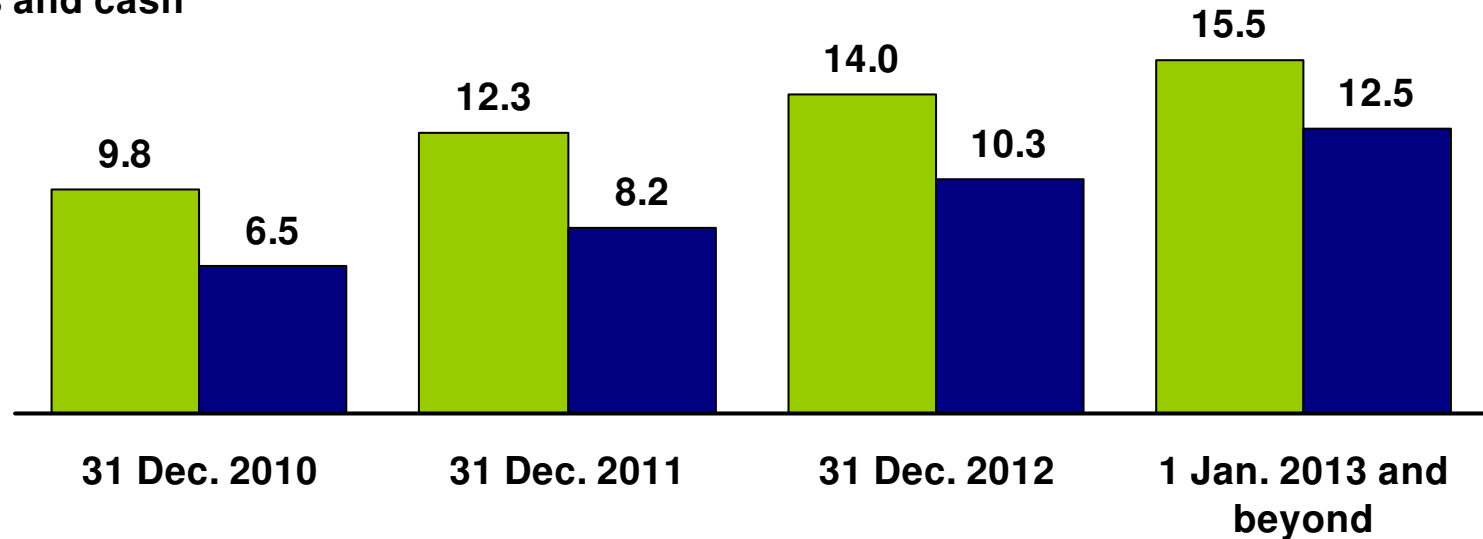
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LIQUIDITY PROFILE



Cumulative Contractual Maturities as at 31 December 2009 (£ Billions)

- On-balance sheet receivables and cash *
- Liabilities

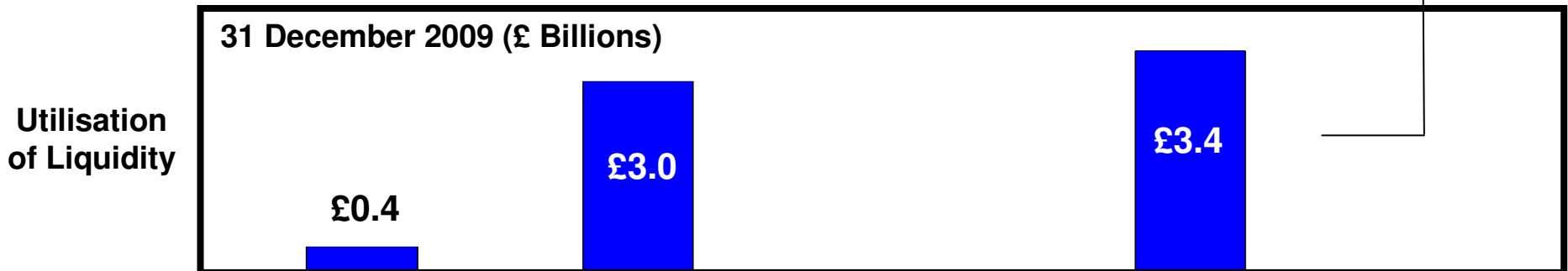
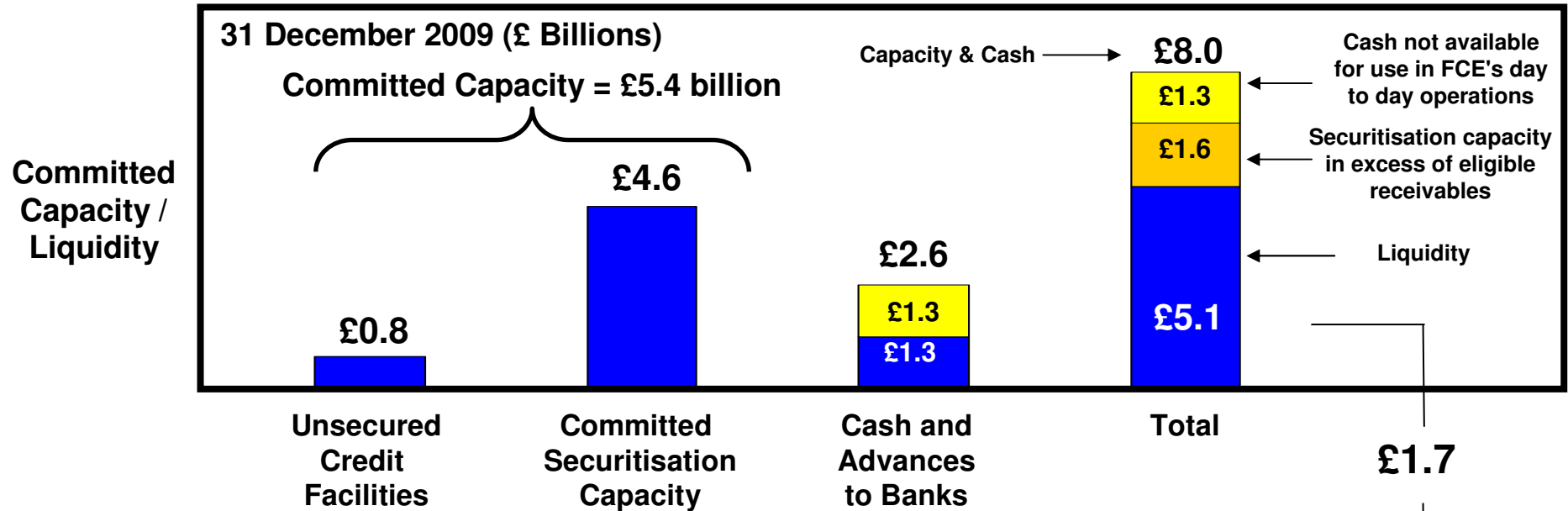


* See footnote on page 18 of the 2009 Annual Report

FCE's Balance Sheet Is Inherently Liquid

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LIQUIDITY SOURCES



Liquidity Available For Use Is £1.7 Billion

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FUNDING



- **Market environment has improved significantly**
- **Funding plan delivered in 2009:**

External new issuance:

- **Public & private securitisation** **£1.7 billion**
- **Unsecured debt** **0.5 billion**

Renewal of securitisation capacity **4.4 billion**

Total **£6.6 billion**

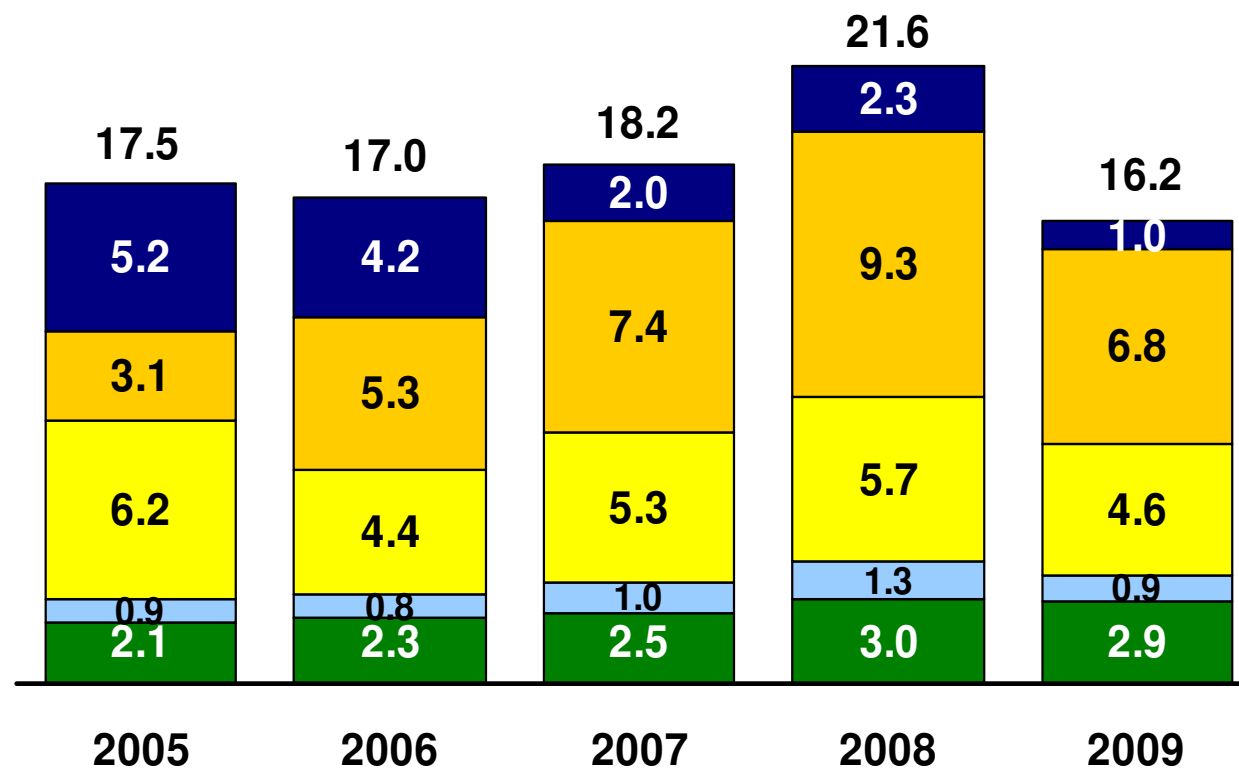
- **Reduction in borrowing under ECB open market operations from peak of £1.4 billion in October 2009 to £0.5 billion at 31 March 2010**
- **2010 funding plan includes £0.3 - £0.8 billion of public unsecured funding and £0.4 - £0.8 billion in primary public securitisation**

FCE BANK PLC FUNDING STRUCTURE



Liabilities and Shareholders' Equity (£ Billions)

- Intercompany Debt
- Secured External Debt
- Unsecured External Debt
- Other Liabilities
- Equity



Reduced Reliance On Parent Company Funding

FCE BANK PLC CAPITAL



- **FCE remains strongly capitalised**
- **Tier 1 Capital ratio of 21.9% at YE 2009, up from 16.4% at YE 2008**
- **Dividend of £85 million paid in 2009, relating primarily to divestitures and alternative business arrangements in the Swiss and Nordic markets**
- **FCE's plan is to reduce capital to reflect the strategic reduction in the scale of its business, taking account of the expected funding and liquidity environment**
- **Planned 2010 dividend of about £0.4 billion**

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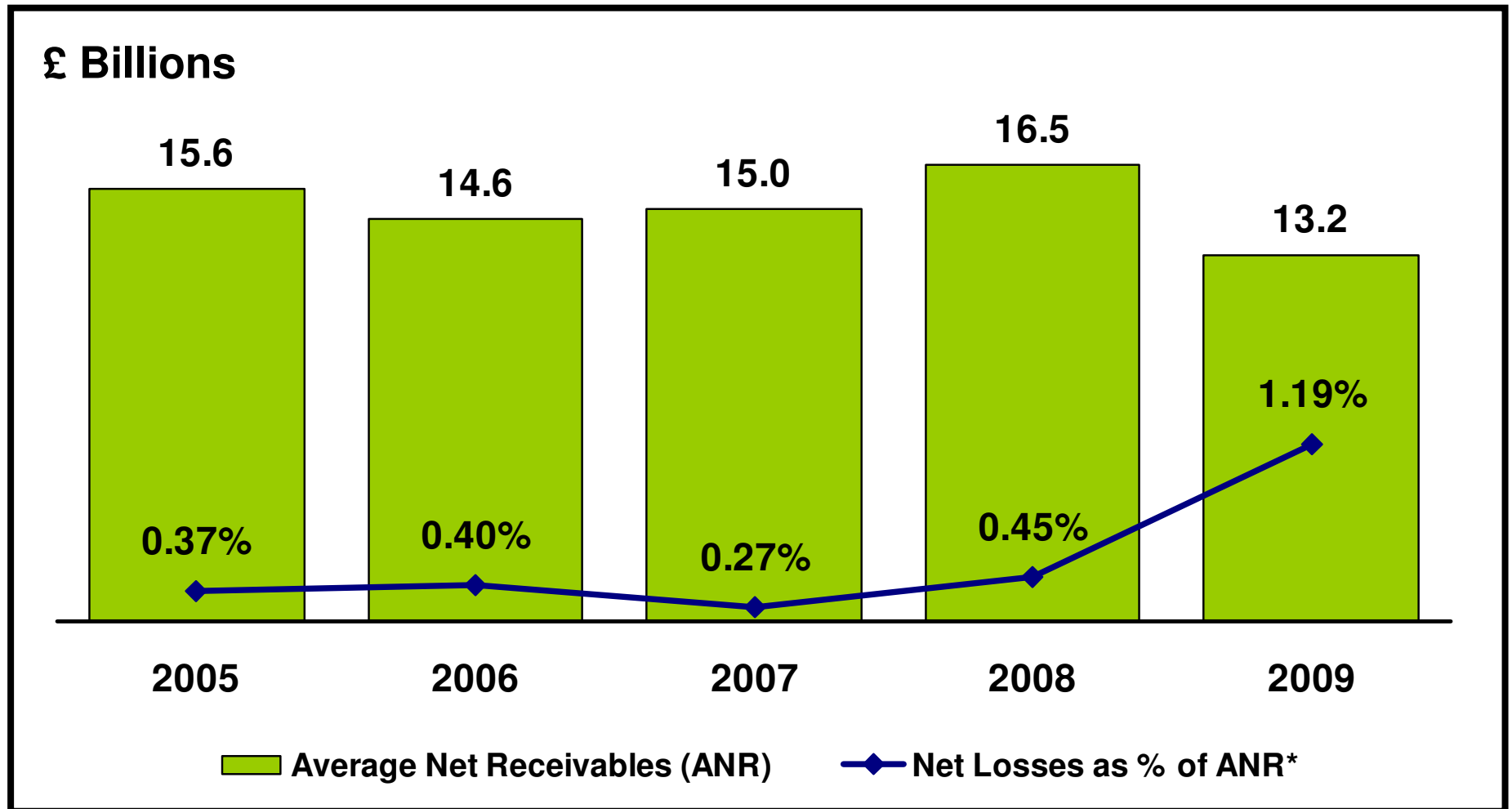
LONG-TERM DEBT CREDIT RATINGS



	<u>December 2008</u>	<u>December 2009</u>	<u>March 2010</u>
Fitch	B- / Negative	B / Positive	B+ / Positive
Moody's	Caa1 / Negative	B3 / Stable	B1 / Review Positive
S&P	B- / Negative	B / Stable	B / Stable

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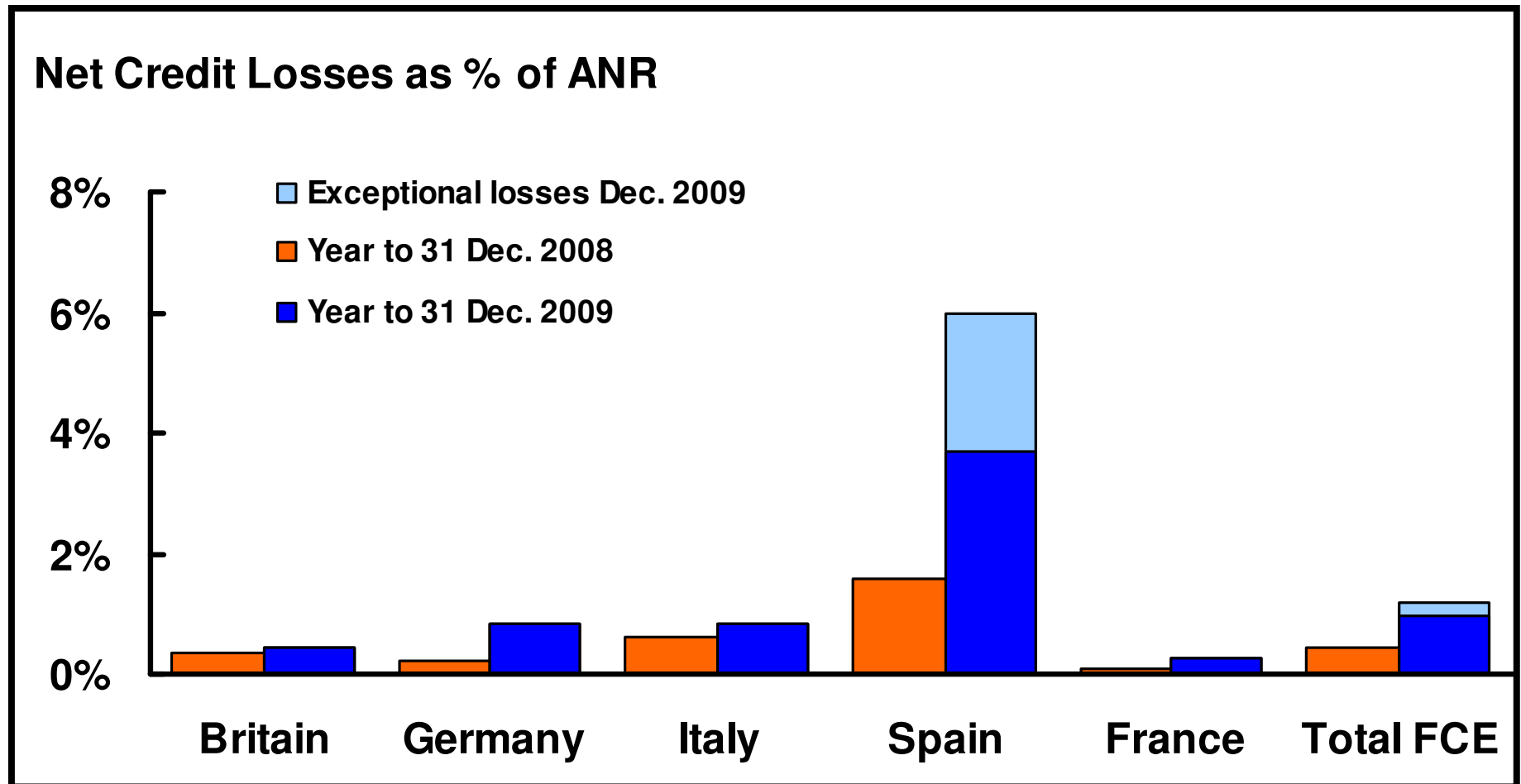
CREDIT LOSS RATIO



* Includes exceptional losses (refer to 2009 Annual Report Note 9: 'Profit before tax')

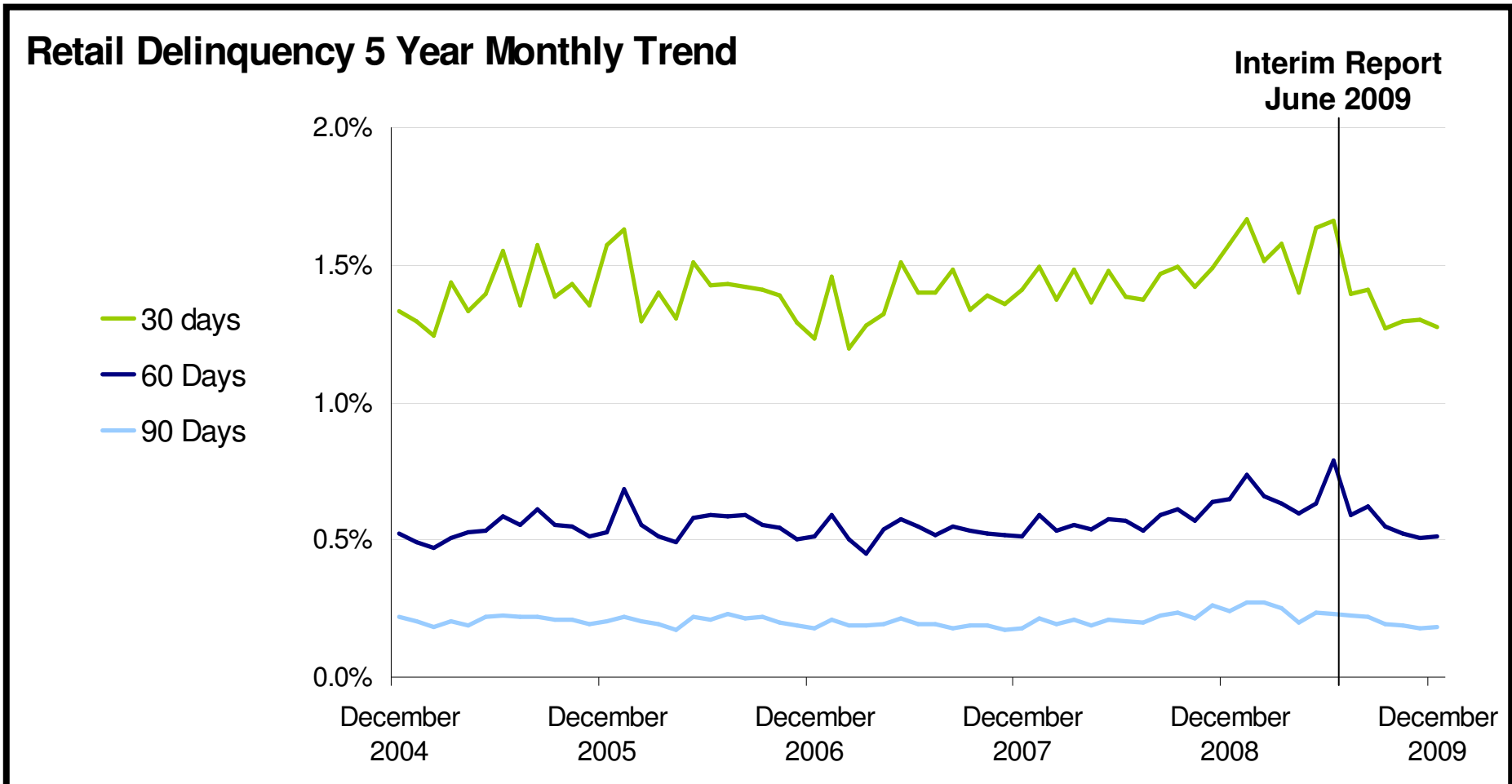
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NET CREDIT LOSSES



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RETAIL DELINQUENCIES

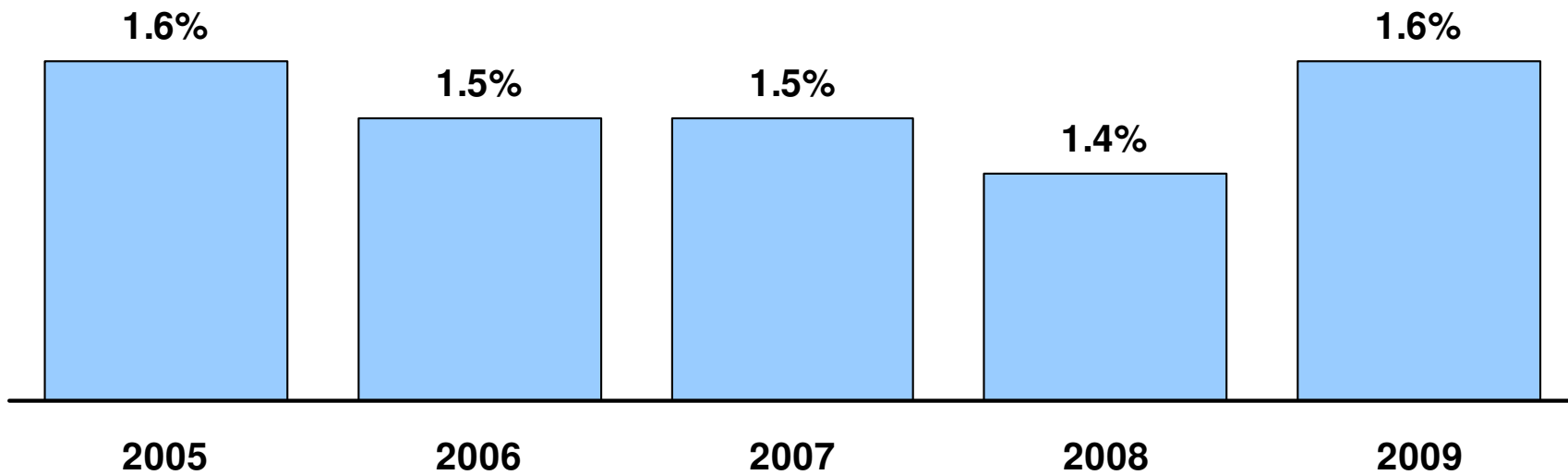


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OPERATING COST



Operating Cost as % of Average Net Receivables*

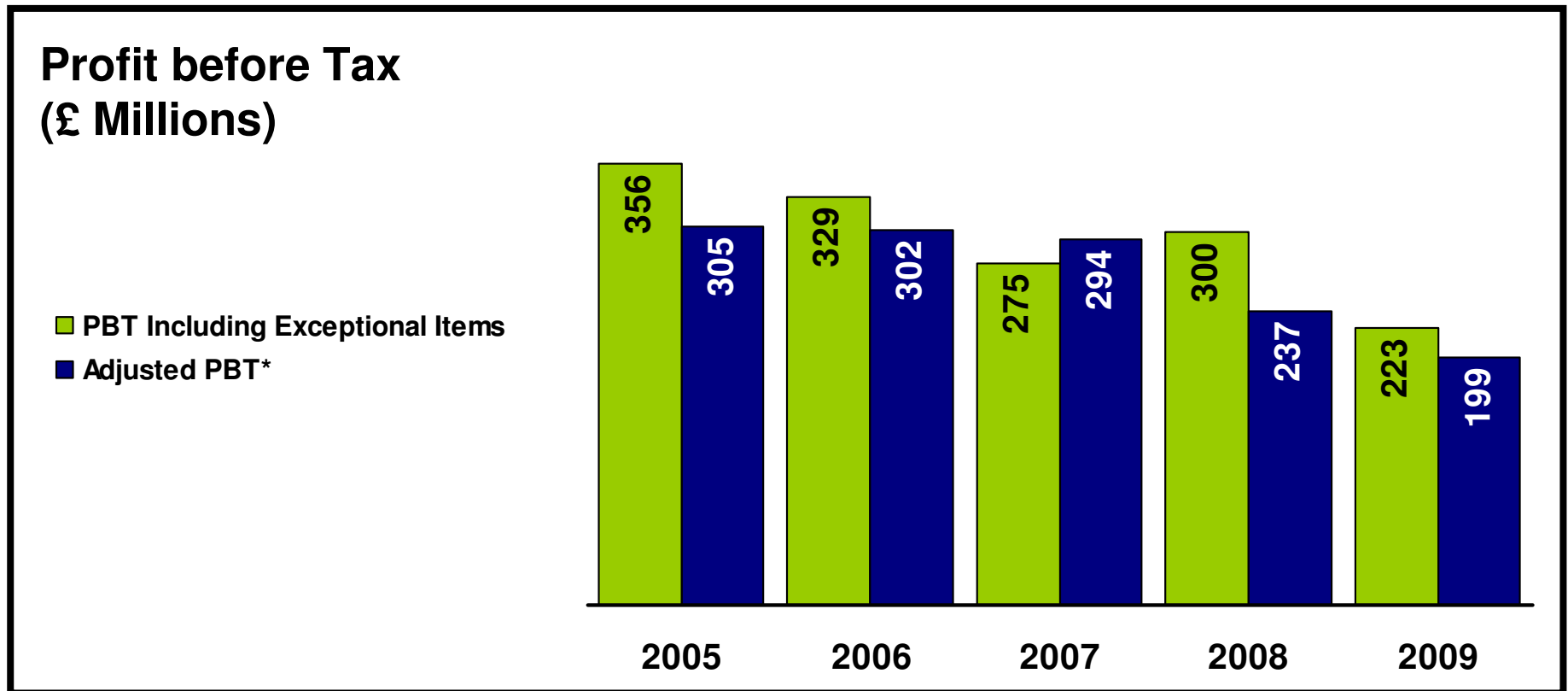


Memo: Average Number of Employees

2,951	2,789	2,645	2,377	2,056
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* Operating cost excludes exceptional items

FCE BANK PLC 2009 RESULTS



* Adjusted Profit Before Tax calculated on page 8 of the Annual Report 2009

FCE Remained Profitable In A Difficult Environment

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SAFE HARBOR



ONE FORD
ONE TEAM • ONE PLAN • ONE GOAL

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;
- 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 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 One Ford plan;

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 credit rating downgrades, market volatility, market disruption or otherwise;
- Inability to obtain competitive funding;
- Higher-than-expected credit losses;
- Increased competition from banks or other financial institutions seeking to increase their share of financing Ford vehicles;
- Collection and servicing problems related to our finance receivables and net investment in operating leases;
- Lower-than-anticipated residual values or higher-than-expected return volumes for leased vehicles;
- New or increased credit, consumer or data protection or other 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:

- 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 2009 10-K Report and Item 1A of Part I of Ford Credit’s 2009 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.



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APPENDIX

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APPENDIX -- KEY FINANCIAL DATA



Key Financial Ratios	2009	2008 Revised*
Return on Equity	5.7%	7.5%
Margin (Net Income/Receivables)	4.0%	3.3%
Cost Efficiency Ratio (Cost/Receivables)	1.6%	1.4%
Cost Affordability Ratio (Cost/Income)	39.1%	42.3%
Credit Loss Ratio (Losses/Receivables)	0.96%	0.45%
Credit Loss Cover (Provision/Receivables)	0.9%	0.7%
Tier 1 Capital / Risk Weighted Exposures Basel II basis	21.9%	16.4%*
Total Regulatory Capital / Risk Weighted Exposures Basel II basis	24.7%	18.9%*

* 2008 ratios revised -- see page 125 of the 2009 Annual Report

Refer to page 123 of the 2009 Annual Report for Key Financial Ratio and Terms' definitions and for further details of the calculation of the Key Financial Ratios

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APPENDIX -- FURTHER INFORMATION ON FCE



Detailed information on FCE:

- FCE Bank plc 2008 Annual Accounts
- FCE Bank plc 2009 Annual Accounts

www.fcebank.com

Detailed Information on FMCC:

- 10-K Annual Filings
- 10-Q Quarterly Filings
- 8-K Information Updates

www.fordcredit.com/investorcenter



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