

INVESTOR CALL

FCE BANK PLC

2010 INTERIM FINANCIAL RESULTS

September 9, 2010

Peter Jepson -- FCE Executive Director, Finance and Strategy

Sam Smith -- FCE Treasurer

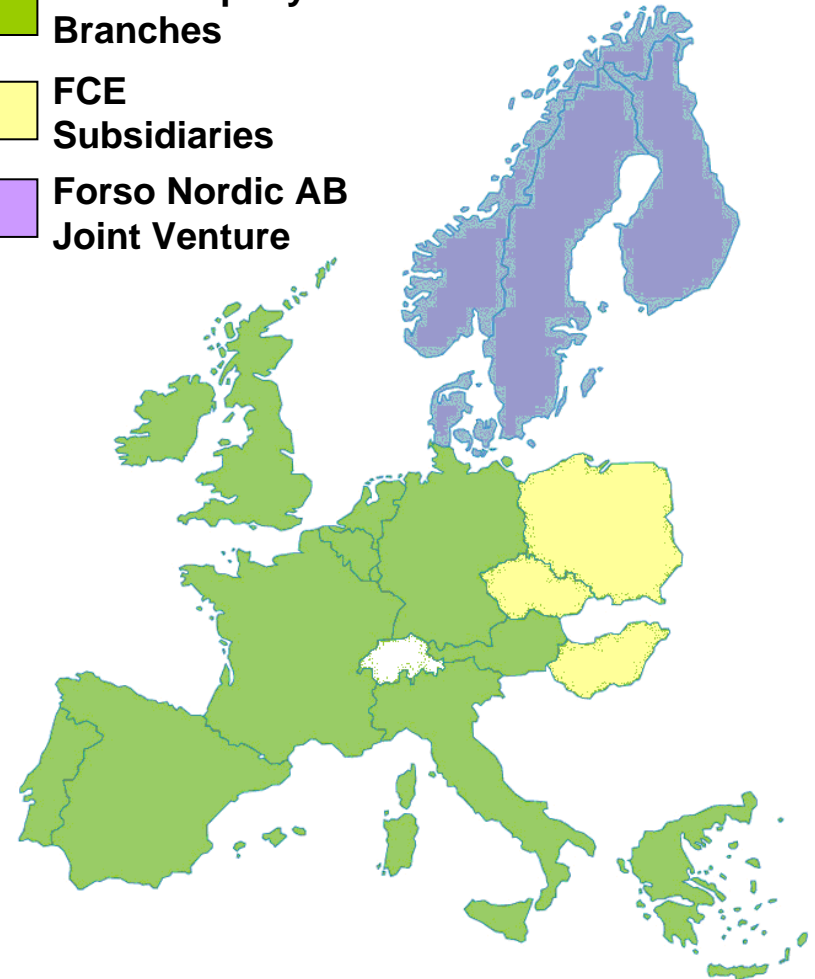
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WHO WE ARE

- **FCE is a public limited company incorporated in the UK, wholly owned by the Ford Motor Credit Company**
- **FCE operates as a licensed bank regulated by the UK Financial Services Authority (FSA)**
- **FCE's Board of Directors has ten members, including four independent non-executive members**
- **FCE operates in 19 European countries through a network of branches, subsidiaries, and joint ventures**

Markets Served By:

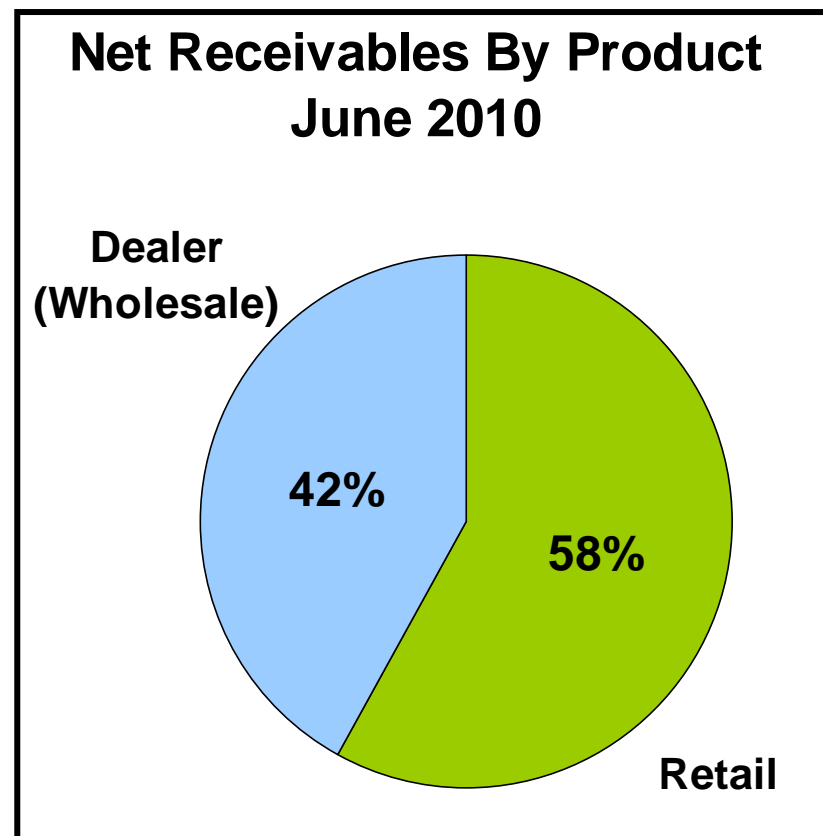
-  **FCE Company and Branches**
-  **FCE Subsidiaries**
-  **Forso Nordic AB Joint Venture**



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WHAT WE DO

- FCE's Aim:
 - Support Ford sales
 - Consistently add shareholder value
- FCE's Core Customers:
 - Ford's retail customers
 - Ford's dealers
 - Ford's automotive operations



**Substantially, All FCE Lending Is Secured
(The Security Is Typically The Related Motor Vehicle)**

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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 balanced approach on liquidity and cost-effectiveness**
 - **Maintaining consistent and effective risk-management practices**
 - **Ensuring a competitive cost structure appropriate for a smaller scale**

- **£140 million pre-tax profit in the First Half, an increase of £69 million year over year**
- **Credit losses have returned to within historical norms**
- **Funding plan on track**
- **Core Tier-1 capital ratio at 18.5%**
- **Balance sheet continues to be inherently liquid**

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OUTSTANDING NET LOANS AND ADVANCES

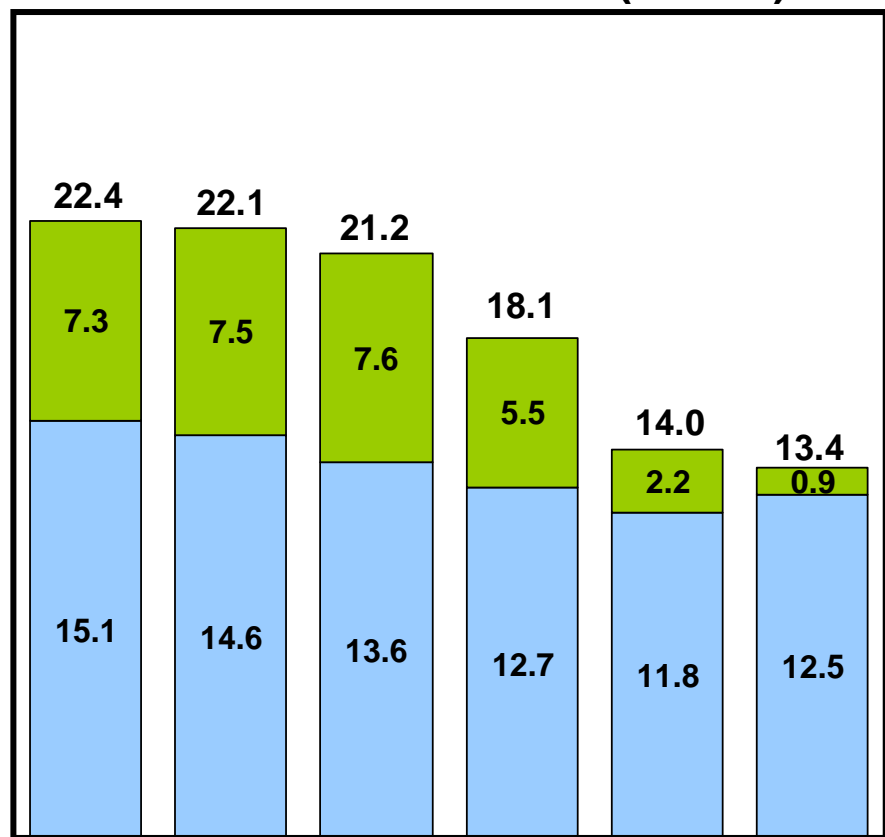
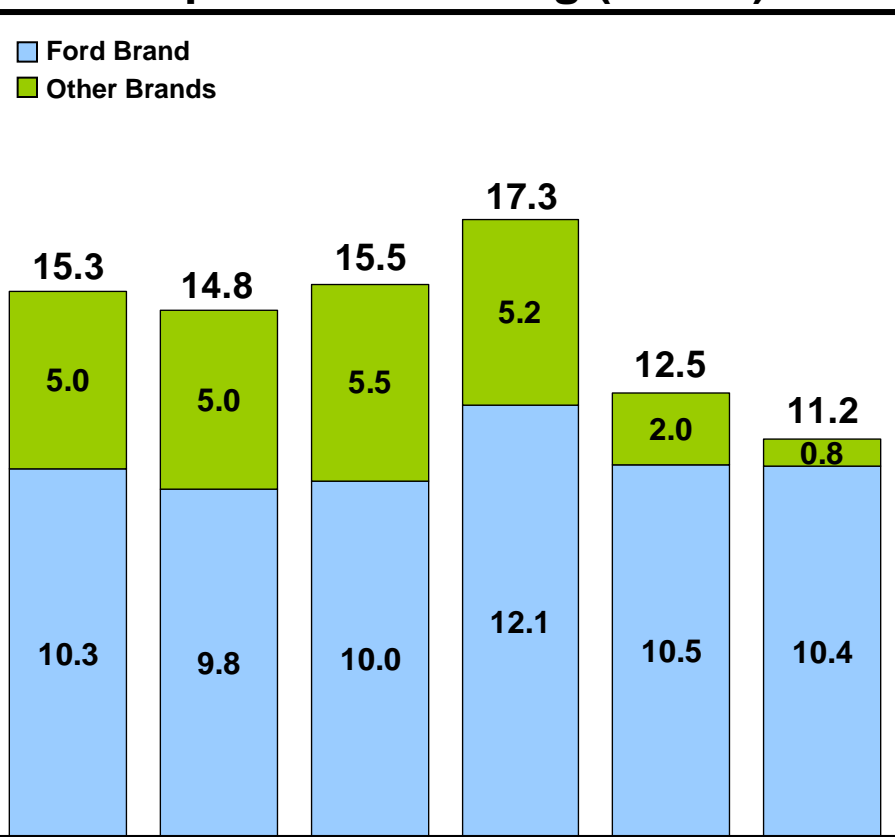
BY BRAND



Reported in Sterling (£ Bils.)

Translated into Euros (€Bils.)

■ Ford Brand
■ Other Brands

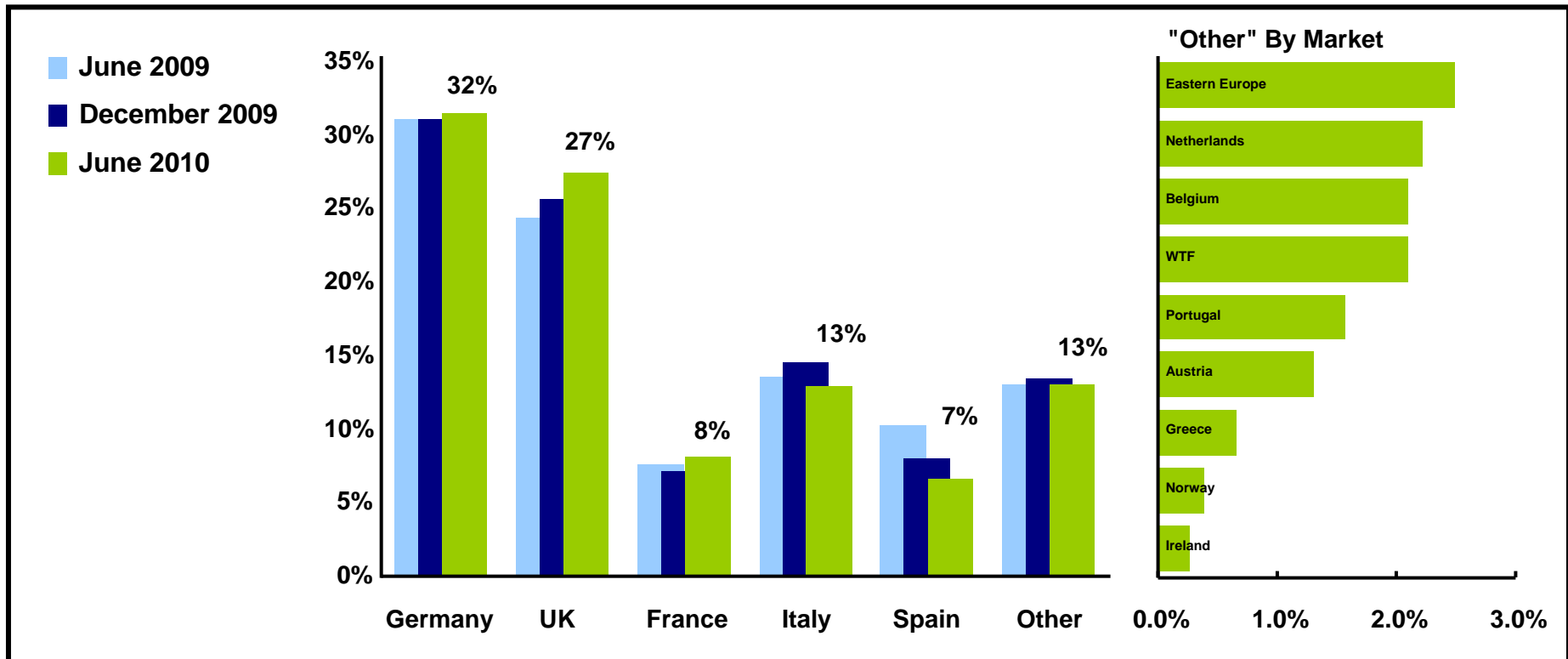


Memo:
 GBP / EUR 0.69 0.67 0.73 0.96 0.89 0.84

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ASSET COMPOSITION BY MARKET

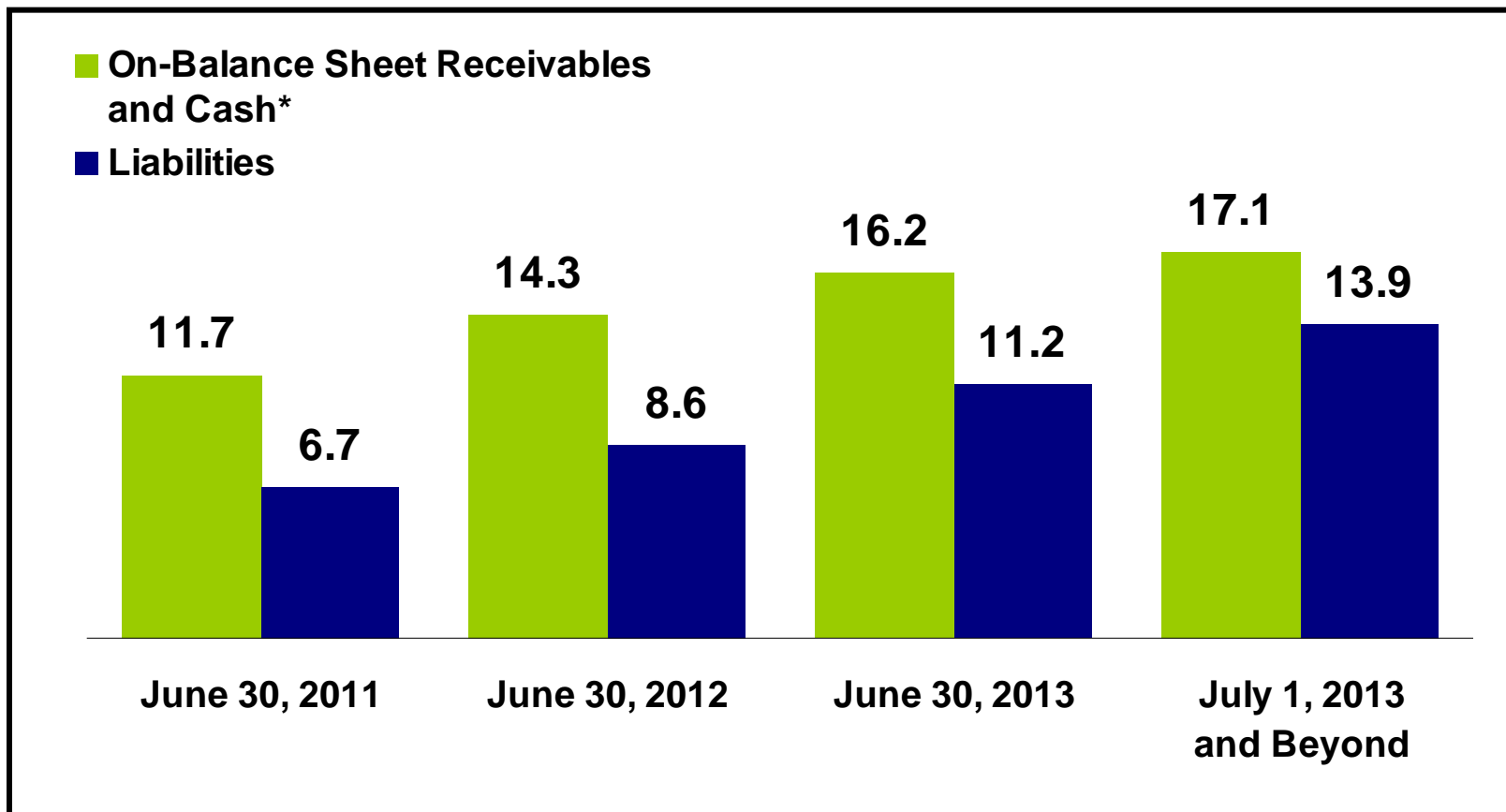
Analysis of Net Loans and Advances to Customers By Major Market



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LIQUIDITY PROFILE

Cumulative Contractual Maturities -- June 30, 2010 (£ Bils.)

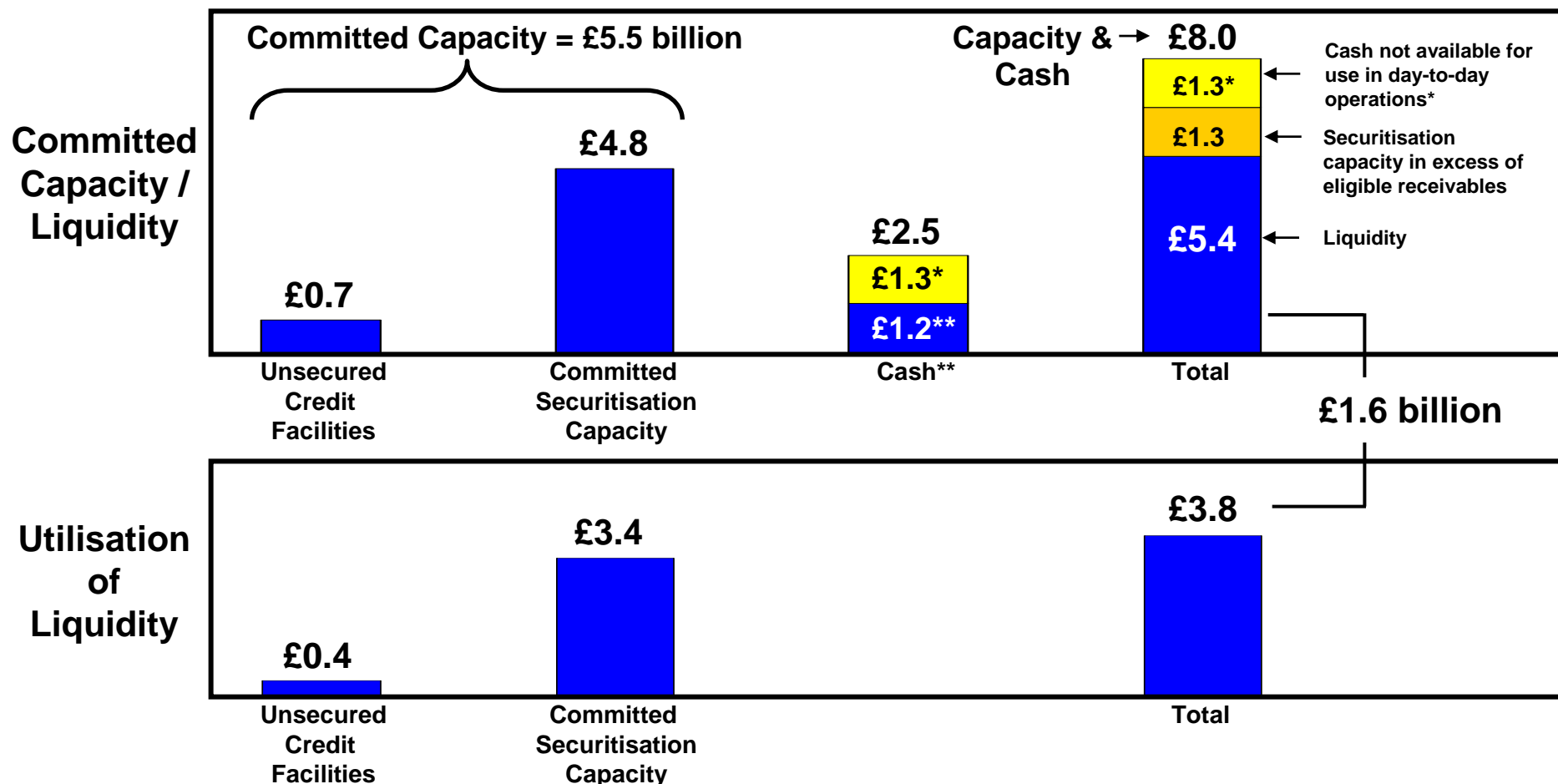


* Includes the cash flows arising from cash and advances, marketable securities, gross loans and advances to customers, other assets, and gross cash flows relating to operating leases reported on the balance sheet under property and equipment. Excludes off balance sheet, available for use credit facilities

FCE's Balance Sheet Is Inherently Liquid

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LIQUIDITY SOURCES -- JUNE 30, 2010



* Cash not available for use in day-to-day operations includes cash associated with securitisation transactions, central bank deposits which FCE is required to maintain, and deposits in support of European Investment Bank (EIB) loans
 ** Cash and cash equivalents including marketable securities

Liquidity Available For Use Is £1.6 Billion

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LIQUIDITY MONITORING



- **FCE conducts regular stress tests to identify sources of potential liquidity strain and confirm the adequacy of its liquidity sources**
- **FCE operates a liquidity management information system which provides daily and forward-looking information on its liquidity position**
- **These processes form an integral part of FCE's overall risk management and support regulatory obligations**

FCE BANK PLC FUNDING PLAN



Public Term Funding Plan

	2010 Forecast <hr/> (Bils.)	YTD* Actual <hr/> (Bils.)
Unsecured Debt	£ 0.3 - 0.8	£ 0.3
Securitisation**	0.4 - 0.8	0.4
Total	<hr/> £ 0.7 - 1.6 <hr/>	<hr/> £ 0.7 <hr/>

- £1.8 billion of private securitisation facilities renewed or added during the First Half, £0.8 billion of which had revolving periods of two or more years
- ECB funding relating to retained securitisation notes down from peak of £1.4 billion in October 2009 to £0.3 billion as of June 30, 2010

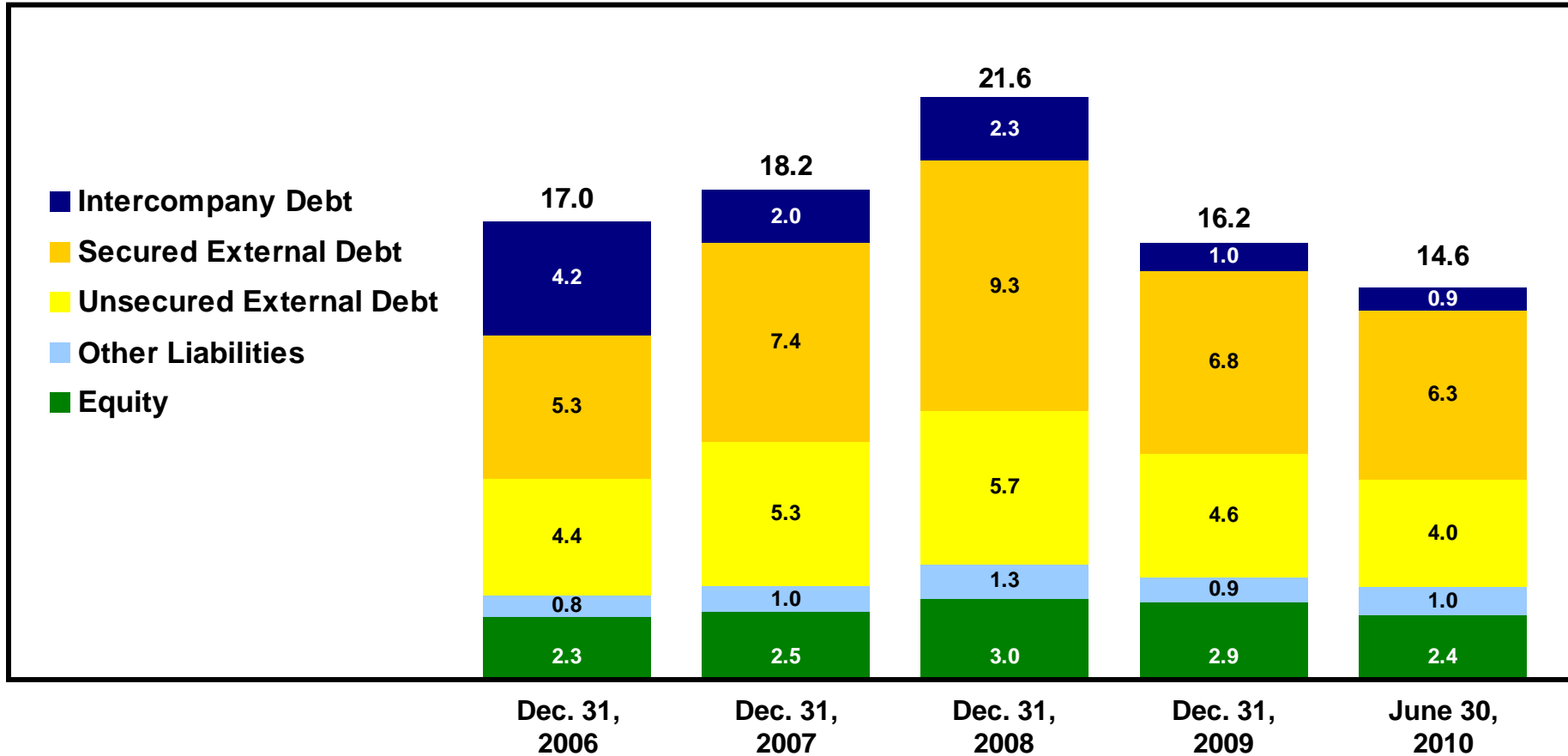
* As of August 26, 2010

** Primary public issuance

Funding Plan Is On Track

FCE BANK PLC FUNDING STRUCTURE

Liabilities and Shareholders' Equity (£ Bils.)



Reduced Reliance On Parent Company Funding

- **FCE's core Tier-1 capital ratio was at 18.5% as of June 30, 2010**
- **FCE's plan is to gradually align its capital base with the reduced scale of its business while taking into account the funding and liquidity environment**
 - **In June 2010 FCE paid a dividend of £390 million**
 - **Based on present assumptions, FCE expects to pay a similar dividend in 2011**
 - **Thereafter dividend payments are expected to be smaller**

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LONG-TERM DEBT CREDIT RATINGS



December 2008

December 2009

September 2010

Fitch

B- / Negative

B / Positive

BB- / Stable

Moody's

Caa1 / Negative

B3 / Stable

Ba3 / Stable

S&P

B- / Negative

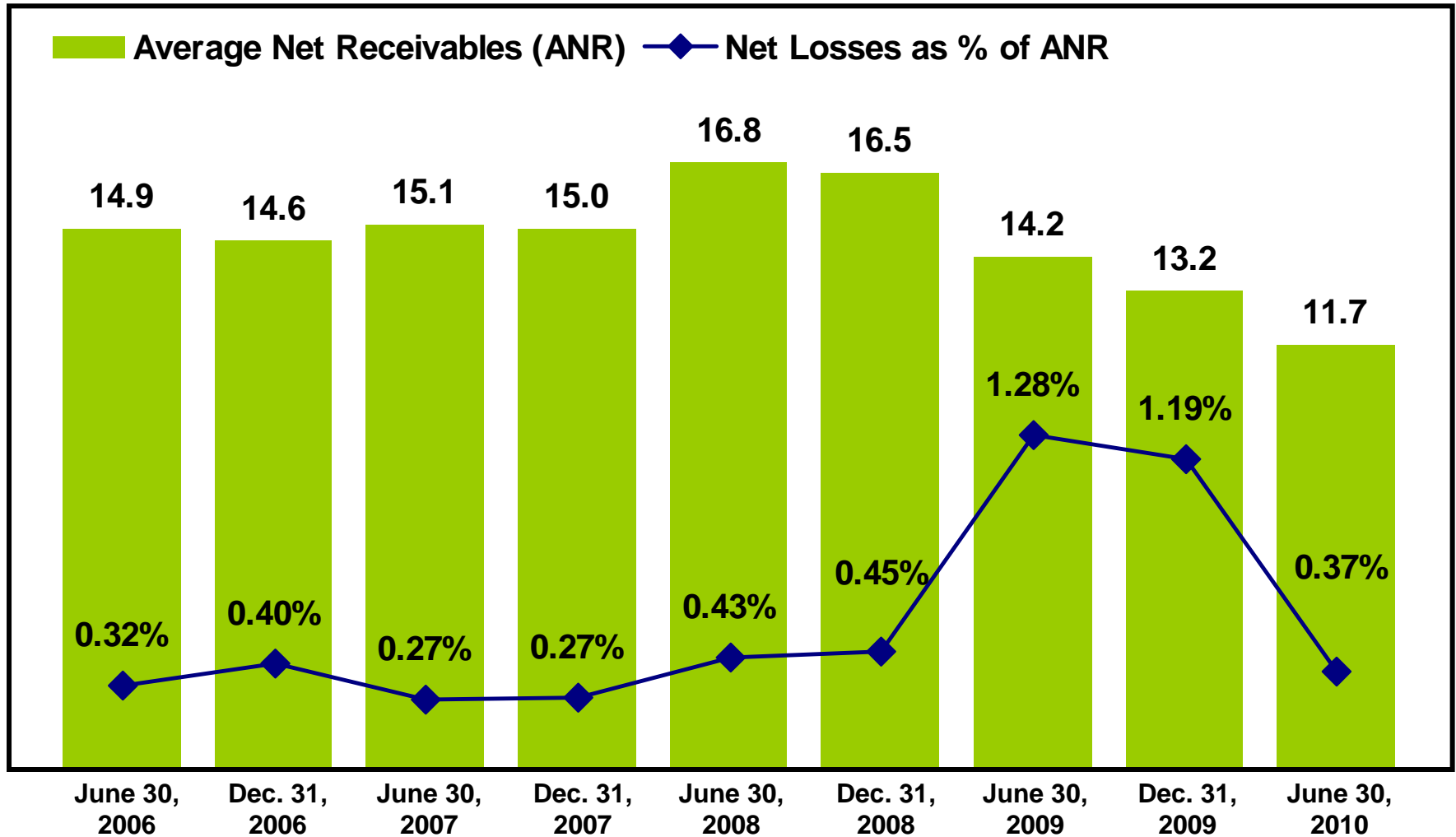
B / Stable

BB- / Positive

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CREDIT-LOSS RATIO

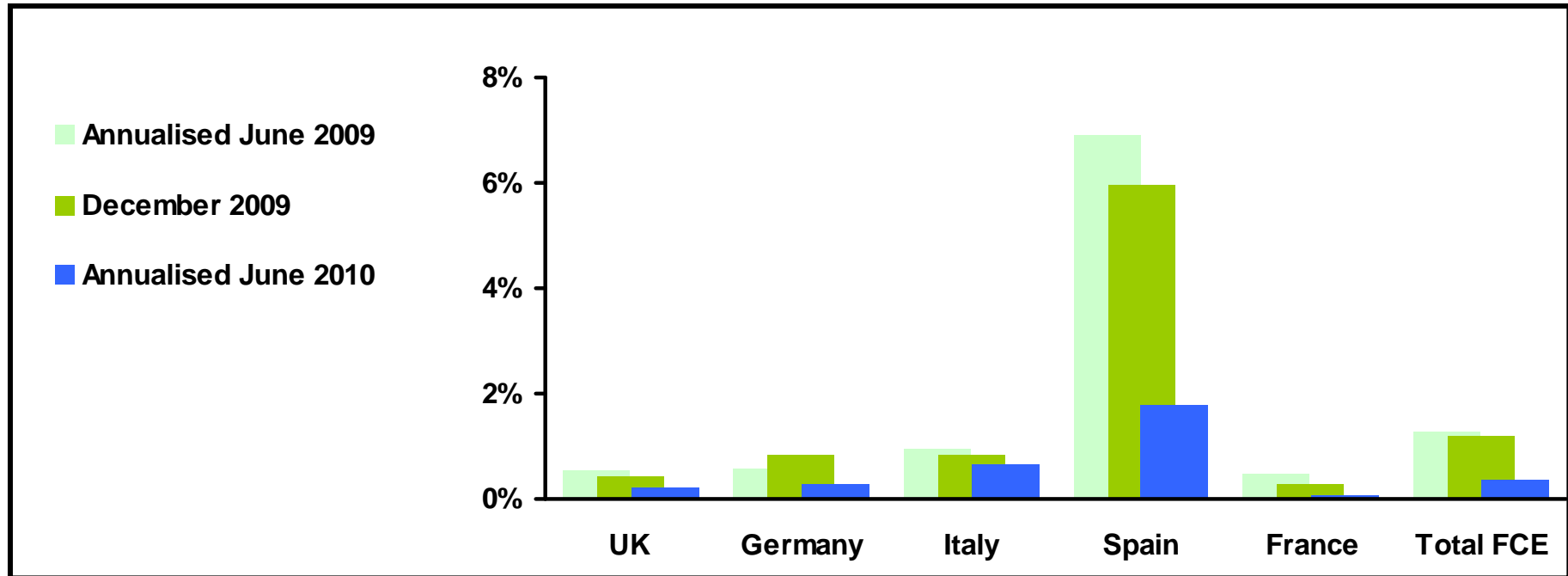
£ Billions



Credit Losses Have Returned To Within Historical Norms

FCE BANK PLC NET CREDIT LOSSES

Net Credit Losses as % of ANR*



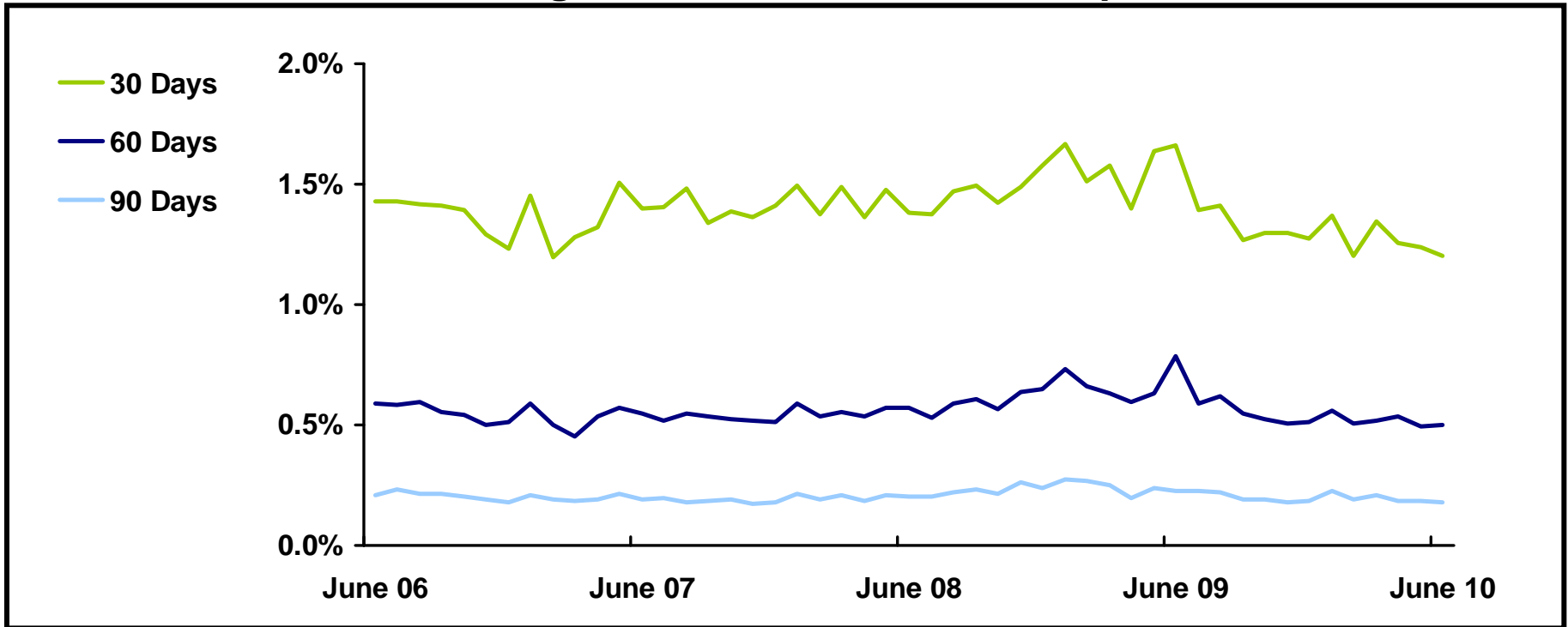
* Annualised net credit losses for both wholesale and retail financing (including exceptional losses) as a percentage of average net loans and advances to customers (ANR)

Significant Improvement In Credit Losses

FCE BANK PLC RETAIL DELINQUENCIES



Percentage of Retail Contracts Delinquent



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2010 INTERIM RESULTS --
KEY FINANCIAL PERFORMANCE DATA*



<u>Key Financial Ratios</u>	<u>First Half 2010</u>	<u>First Half 2009</u>
Margin (Net Income / Receivables)	4.1%	3.9%
Cost-Efficiency Ratio (Cost / Receivables)	1.7%	1.5%
Cost-Affordability Ratio (Cost / Income)	43.0%	39.0%
Credit-Loss Ratio (Losses / Receivables)	37 bpts	93 bpts
Credit-Loss Cover (Provision / Receivables)	0.8%	0.9%
Return on Equity	7.2%	3.8%

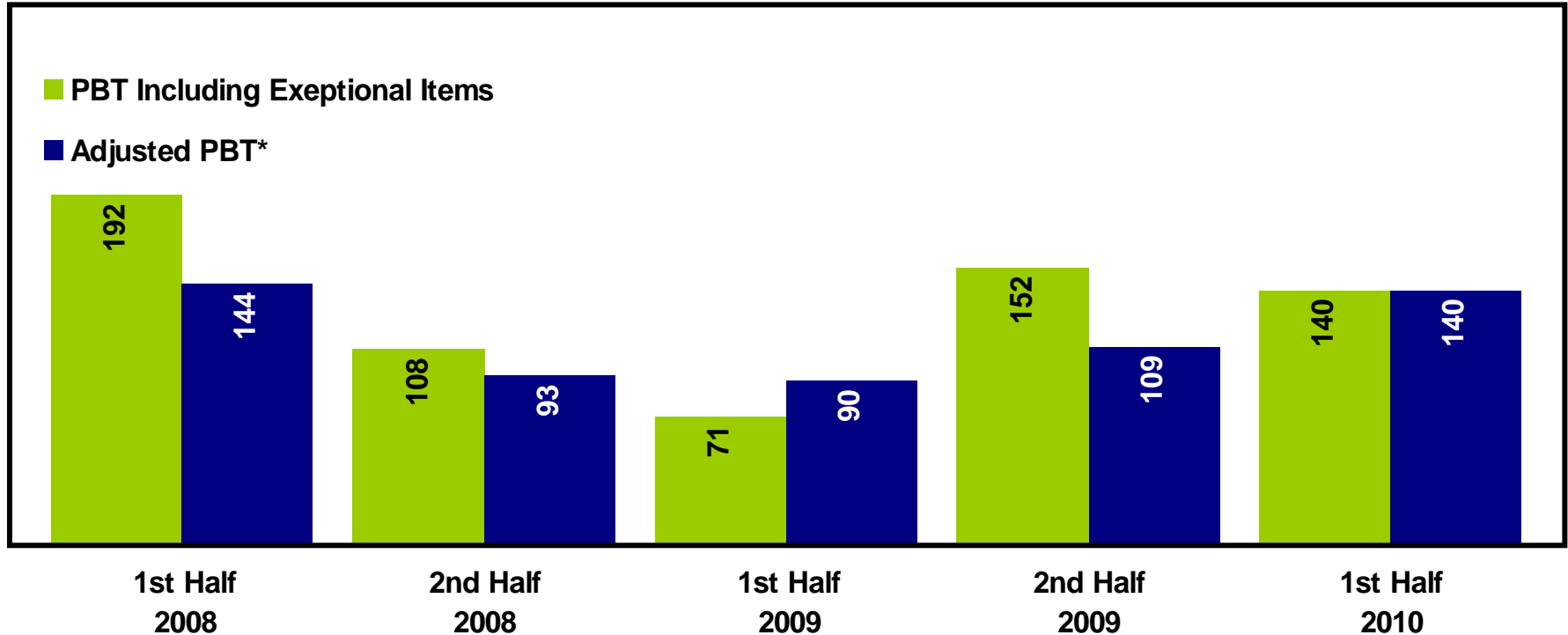
* Refer to page 7 of the 2010 Interim Report for key financial ratio and terms definitions and further details of the calculation of the key financial ratios

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2010 INTERIM RESULTS



Profit Before Tax (£ Mils.)



* Adjusted profit before tax calculated on page 6 of the 2010 Interim Report

FCE Has Remained Profitable In A Difficult Environment

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2010 PERFORMANCE SUMMARY



- **£140 million pre-tax profit**
- **Credit losses have returned to within historical norms**
- **Funding plan on track**
- **Core Tier-1 capital ratio at 18.5%**
- **Balance sheet continues to be inherently liquid**

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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, recession, geo-political events or other factors;
- Decline in Ford’s market share;
- Continued or increased price competition for Ford vehicles resulting from industry overcapacity, currency fluctuations or other factors;
- An increase in or acceleration of market shift beyond Ford’s current planning assumptions from sales of trucks, medium- and large-sized utilities, or other more profitable vehicles, particularly in the United States;
- A return to elevated gasoline prices, as well as the potential for volatile prices or reduced availability;
- Lower-than-anticipated market acceptance of new or existing Ford products;
- Adverse effects from the bankruptcy, insolvency, or government-funded restructuring of, change in ownership or control of, or alliances entered into by a major competitor;
- Economic distress of suppliers may require Ford to provide substantial financial support or take other measures to ensure supplies of components or materials and could increase Ford’s costs, affect Ford’s liquidity, or cause production disruptions;
- Work stoppages at Ford or supplier facilities or other interruptions of production;
- Single-source supply of components or materials;
- Restriction on use of tax attributes from tax law “ownership change”;
- The discovery of defects in Ford vehicles resulting in delays in new model launches, recall campaigns 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, perceived environmental impacts, 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 Ford’s results from a decrease in or cessation of government incentives related to capital investments;
- Adverse effects on Ford’s operations resulting from certain geo-political or other events;
- Substantial levels of indebtedness adversely affecting Ford’s financial condition or preventing Ford from fulfilling its debt obligations (which may grow because Ford is able to incur substantially more debt, including additional secured debt);

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, regulatory requirements or otherwise;
- Inability to obtain competitive funding;
- Higher-than-expected credit losses;
- Adverse effects from the government-supported restructuring of, change in ownership or control of, or alliances entered into by a major competitor;
- 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 laws and 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 or investment returns).

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.

APPENDIX

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FURTHER INFORMATION ON FCE



Detailed Information on FCE:

- **FCE Bank plc 2008 Annual Accounts**
- **FCE Bank plc 2009 Annual Accounts**
- **FCE Bank plc -- Basel II Pillar-3 Disclosure Document 2009**

www.fcebank.com

Detailed Information on FMCC:

- **10-K Annual Filings**
- **10-Q Quarterly Filings**

www.fordcredit.com/investorcenter

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