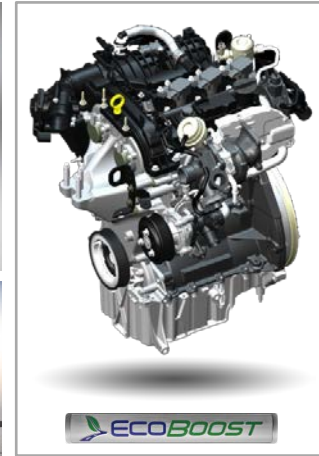




**Go Further**



# 2013 SECOND QUARTER EARNINGS REVIEW

JULY 24, 2013  
(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 EXECUTING OUR PLAN IN CHINA -- 2013 SHOWROOM



Fiesta



Fiesta ST



EcoSport



Classic Focus



Focus



Focus ST



Kuga



Mondeo



Edge



S-MAX



Explorer



Transit

New Segment Entry

All New / Refreshed

# **TOTAL COMPANY 2013 SECOND QUARTER SUMMARY\***

- **Total Company profitable for 16<sup>th</sup> consecutive quarter; positive Automotive operating-related cash flow; strong liquidity**
- **Wholesale volume and Total Company revenue higher than a year ago, including market share gains in all regions**
- **Best Second Quarter and First Half profit in North America; best quarterly profit in Asia Pacific Africa; solid profit performance at Ford Credit; return to profitability in South America; loss in Europe, but improved from a year ago and prior quarter**
- **Automotive operating margin improved from a year ago**
- **Improving Full Year financial guidance -- Total Company pre-tax profit now expected to be about equal to or higher than 2012; Automotive operating margin to be about equal to 2012; Automotive operating-related cash flow to be substantially higher than a year ago**
- **Continuing to invest for future growth and a stronger product lineup around the world...implementing the One Ford Plan**

-----  
\* Records are since at least 2000 when we began reporting specific Business Unit results

**Growing, Profitable, And Generating Positive Operating-Related Cash Flow**

# **TOTAL COMPANY**

## **2013 SECOND QUARTER HIGHLIGHTS**

- **Launched refreshed Fiesta in the Americas; Tourneo Custom in Russia; Fiesta ST in South Africa and China; EcoSport in India; and 1.5-liter EcoBoost in Asia Pacific Africa**
- **Started full production of Explorer in Russia**
- **Introduced Escort Concept at Shanghai Motor Show**
- **Announced investment in new engine plants in China and Russia**
- **Announced Australia business transformation and product acceleration**
- **Broke our Full Year U.S. hybrid vehicle sales record in first five months of 2013**
- **Announced 2,000+ new jobs in Kansas City, enabling 200,000 units of increased straight-time capacity to support demand when combined with previously announced 1,400 jobs in Flat Rock**

# TOTAL COMPANY

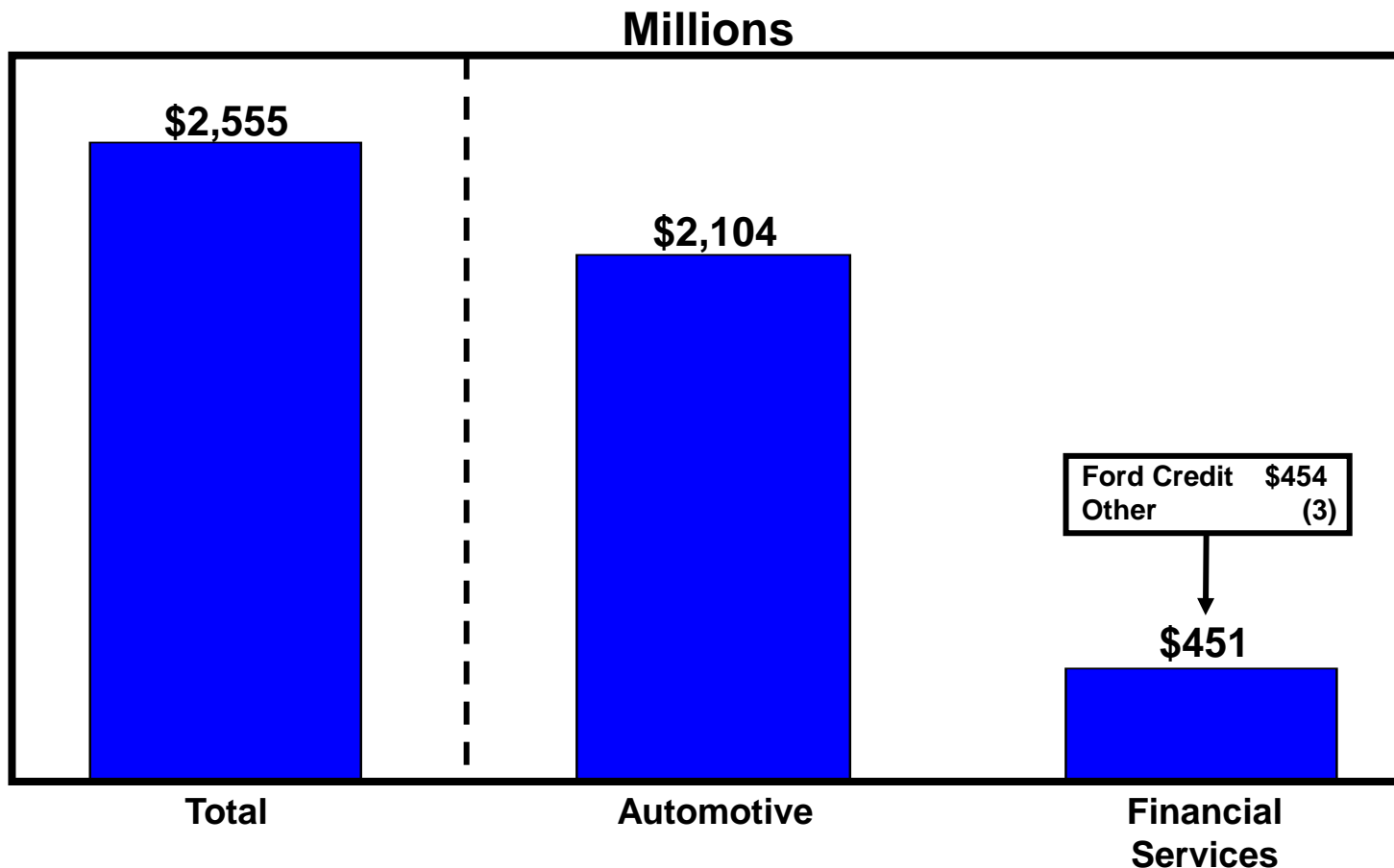
## 2013 KEY FINANCIAL SUMMARY

	Second Quarter		First Half	
	2013	B / (W) 2012	2013	B / (W) 2012
Wholesales (000) Revenue (Bils.)	1,678 \$ 38.1	231 \$ 4.8	3,175 \$ 73.9	370 \$ 8.2
<b><u>Operating results*</u></b>				
Pre-tax results (Mils.)	\$ 2,555	\$ 726	\$ 4,701	\$ 579
After-tax results (Mils.)	1,833	630	3,475	694
Earnings per share	0.45	0.15	0.86	0.17
<b><u>Special items pre-tax (Mils.)</u></b>	<b>\$ (736)</b>	<b>\$ (502)</b>	<b>\$ (759)</b>	<b>\$ (270)</b>
<b><u>Net income attributable to Ford</u></b>				
After-tax results (Mils.)	\$ 1,233	\$ 193	\$ 2,844	\$ 408
Earnings per share	0.30	0.04	0.70	0.09
<b><u>Automotive</u></b>				
Operating-related cash flow (Bils.)	\$ 3.3	\$ 2.5	\$ 4.0	\$ 2.3
Gross cash (Bils.)**	\$ 25.7	\$ 2.0	\$ 25.7	\$ 2.0
Debt (Bils.)	<u>(15.8)</u>	<u>(1.6)</u>	<u>(15.8)</u>	<u>(1.6)</u>
Net cash (Bils.)**	<u>\$ 9.9</u>	<u>\$ 0.4</u>	<u>\$ 9.9</u>	<u>\$ 0.4</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 SECOND QUARTER PRE-TAX RESULTS BY SECTOR\*

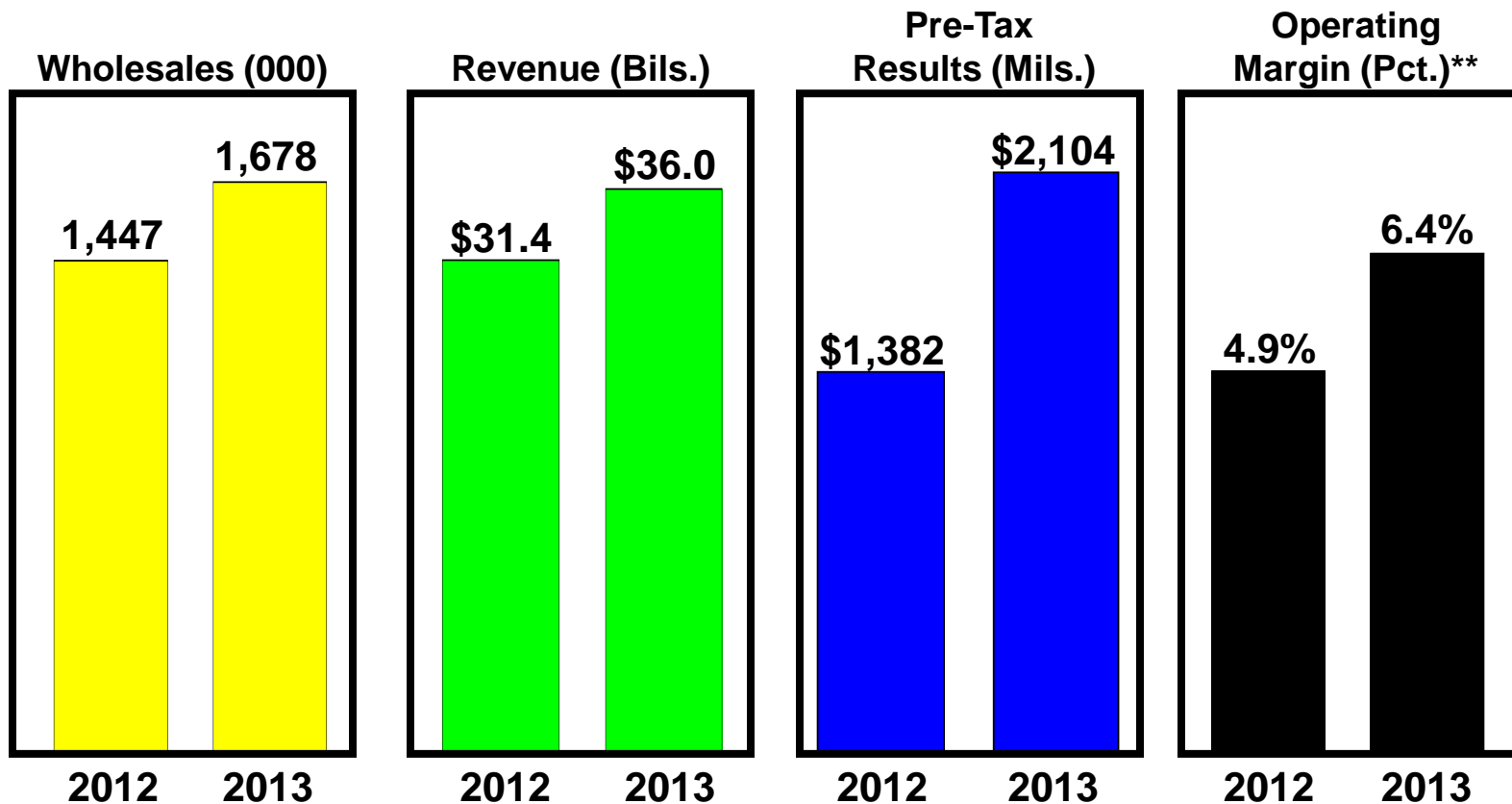


**Memo:**

	Total	Automotive	Financial Services
B / (W) 2012 2Q	\$726	\$722	\$ 4
B / (W) 2013 1Q	409	461	(52)

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

# AUTOMOTIVE SECTOR -- TOTAL AUTOMOTIVE 2013 SECOND QUARTER KEY METRICS COMPARED WITH 2012\*



**Memo:**

First Half	2,805	3,175	\$61.9	\$69.9	\$3,219	\$3,747	5.6%	5.8%
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\* Excludes special items; see Appendix for detail and reconciliation to GAAP and definition of wholesales

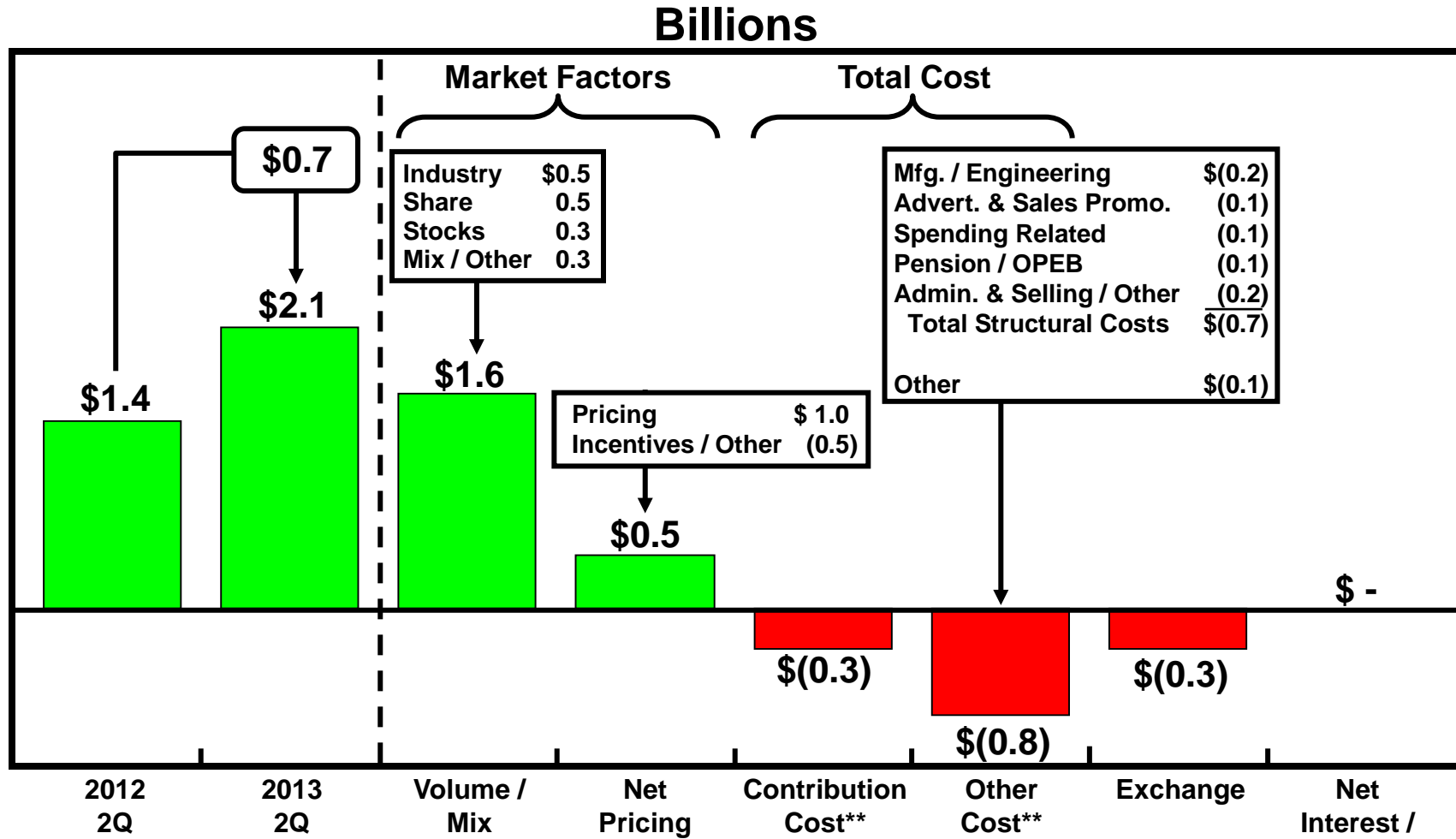
\*\* Automotive operating margin defined as Automotive pre-tax results, excluding special items and Other Automotive, divided by Automotive revenue



# AUTOMOTIVE SECTOR

## 2013 SECOND QUARTER PRE-TAX RESULTS

### COMPARED WITH 2012\*



**Memo:**

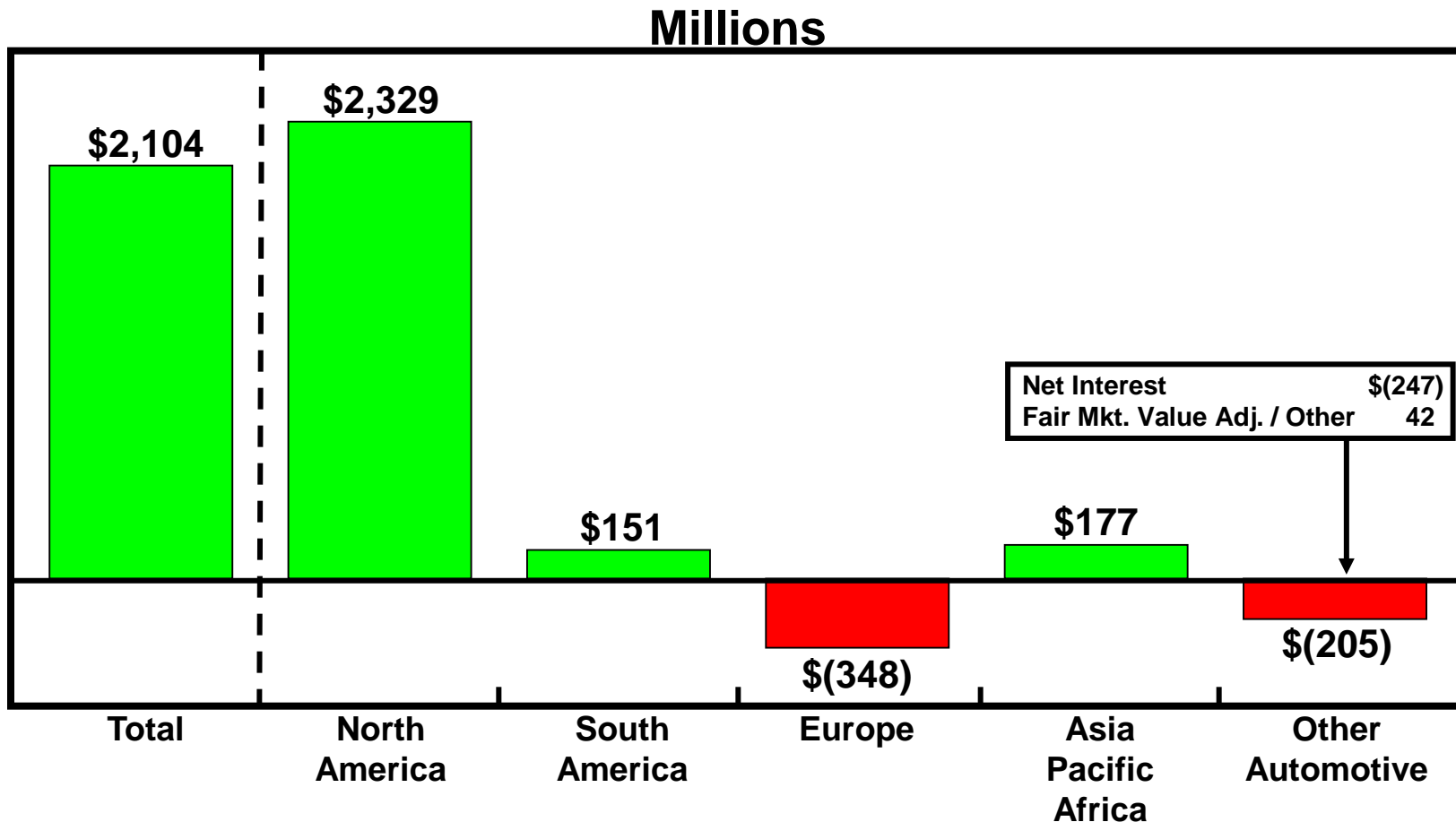
B / (W) Than 2013 1Q	\$0.5	\$1.1	\$(0.2)	\$(0.3)	\$(0.6)	\$0.3	\$0.2
----------------------	-------	-------	---------	---------	---------	-------	-------

\* 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 SECOND QUARTER PRE-TAX RESULTS

### BY SEGMENT\*



**Memo:**

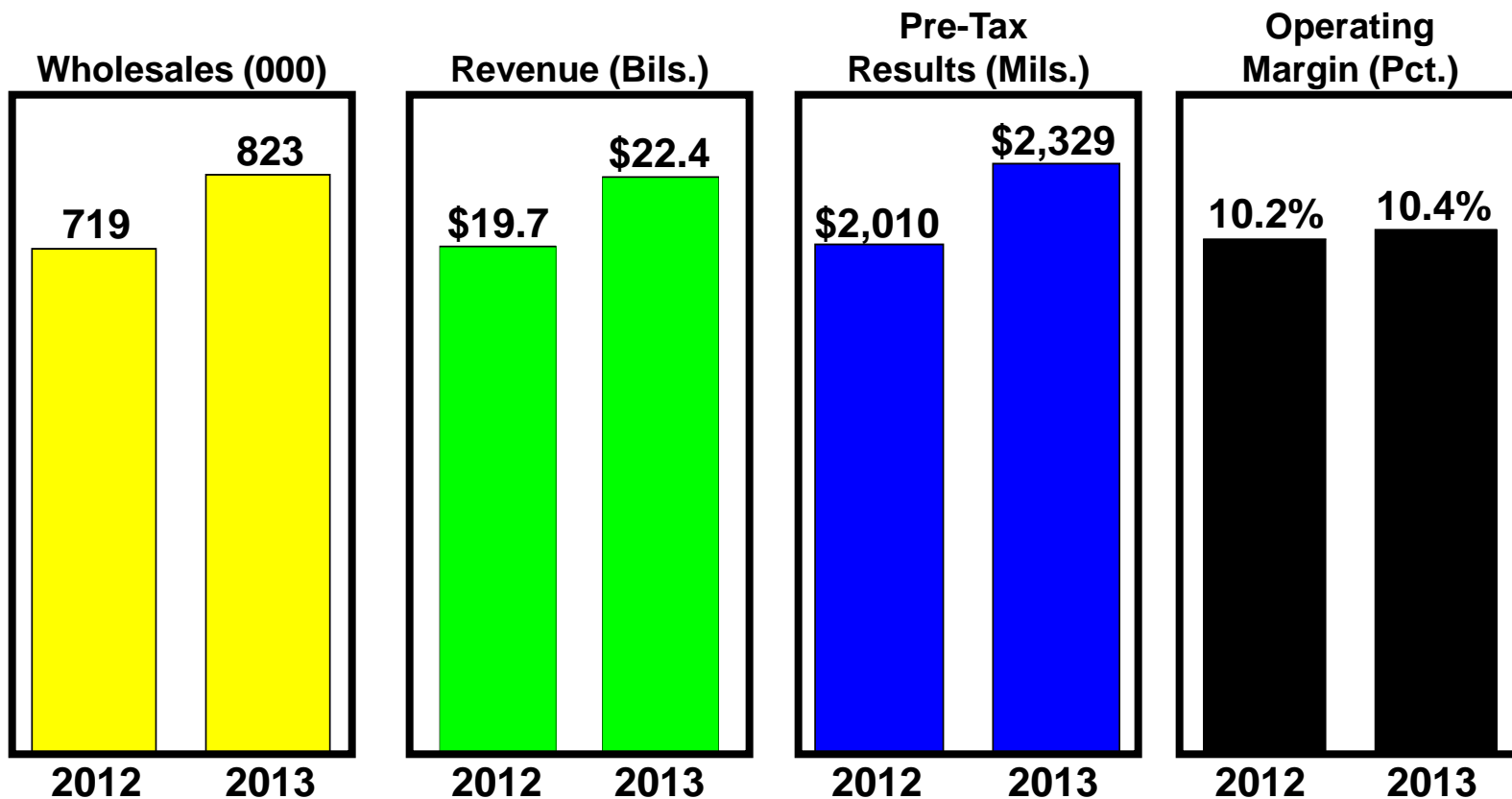
B / (W) 2012 2Q	\$722	\$319	\$146	\$56	\$243	\$(42)
B / (W) 2013 1Q	461	(113)	369	114	171	(80)

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

# AUTOMOTIVE SECTOR -- NORTH AMERICA

## 2013 SECOND QUARTER KEY METRICS

### COMPARED WITH 2012

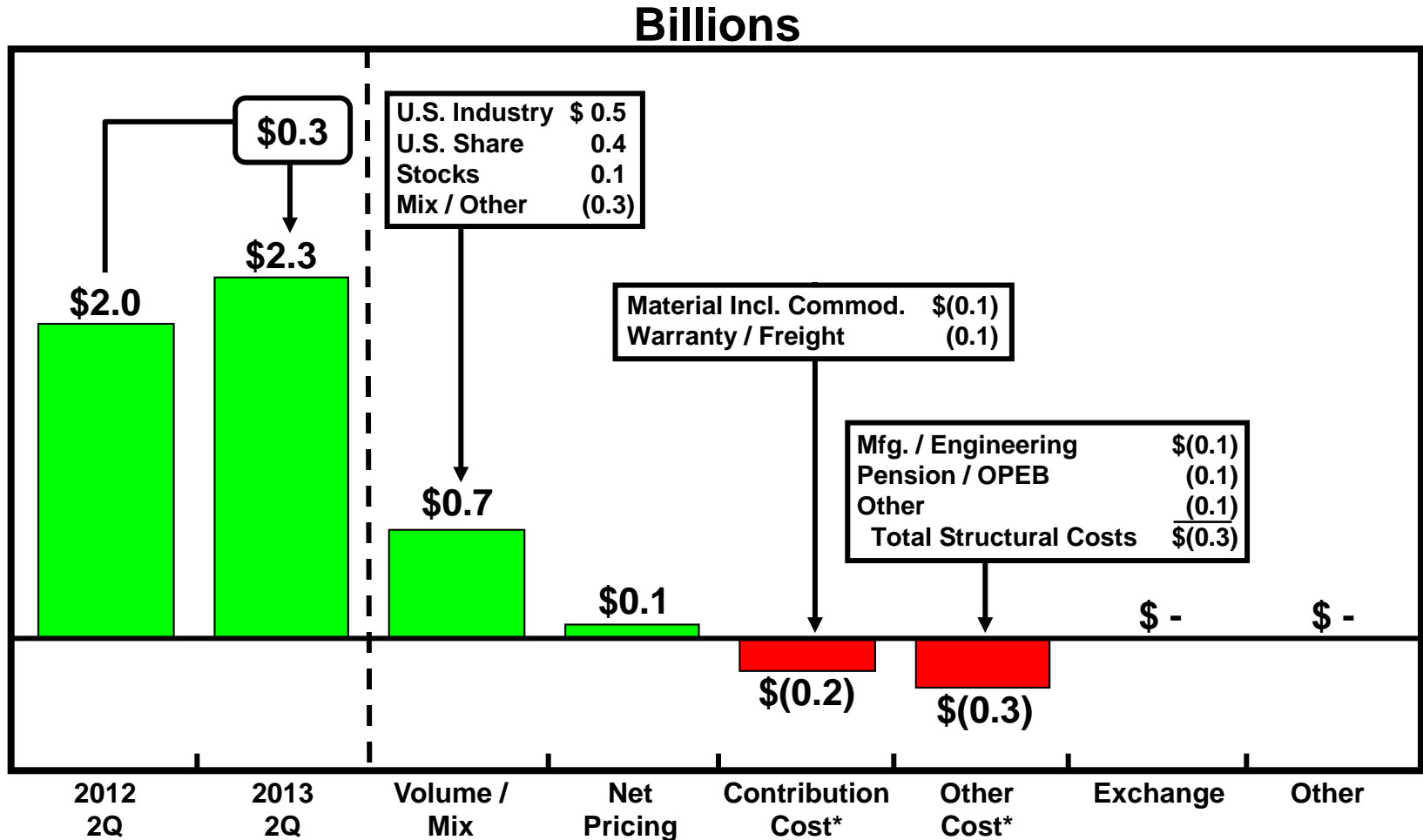


<b>Memo:</b>								
First Half	1,370	1,584	\$38.3	\$44.7	\$4,143	\$4,771	10.8%	10.7%
<b>Second Quarter (U.S. Market)</b>								
U.S. Industry SAAR (Mils.)	14.5	15.7						
U.S. Market Share	15.6%	16.5%						

# AUTOMOTIVE SECTOR -- NORTH AMERICA

## 2013 SECOND QUARTER PRE-TAX RESULTS

### COMPARED WITH 2012



**Memo:**

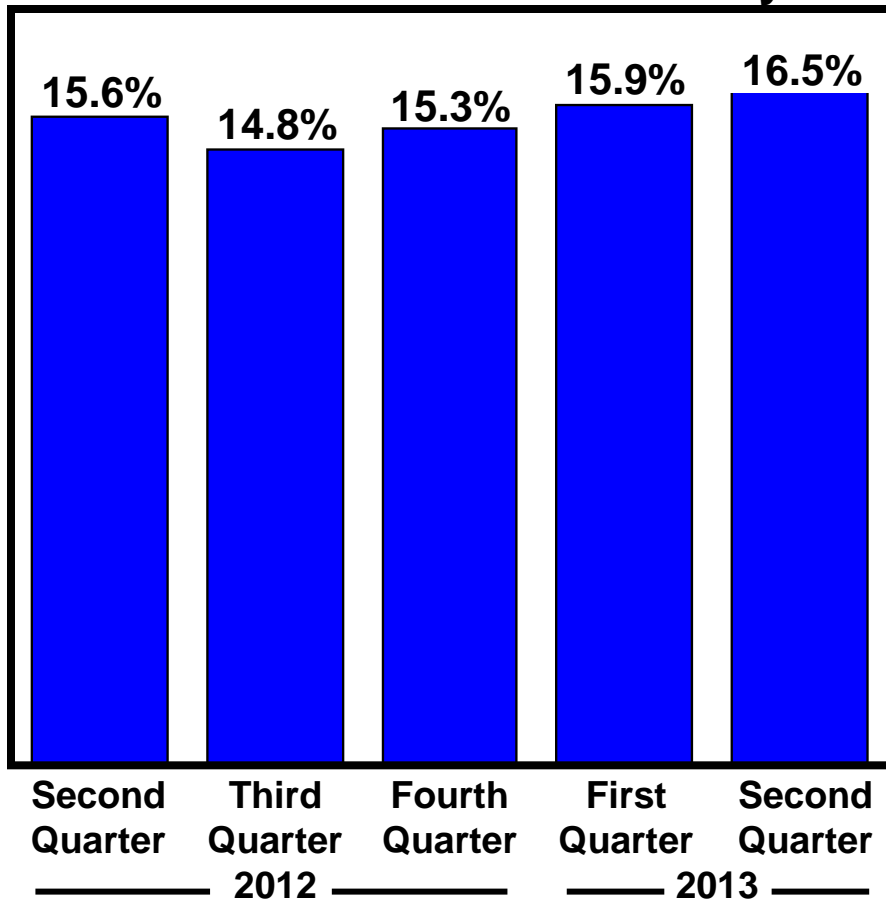
Category	Value (Billions)
B / (W) Than 2013 1Q	\$(0.1)
Volume / Mix	\$0.4
Net Pricing	\$(0.2)
Contribution Cost*	\$(0.1)
Other Cost*	\$(0.4)
Exchange	\$0.1
Other	\$0.1

\* 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

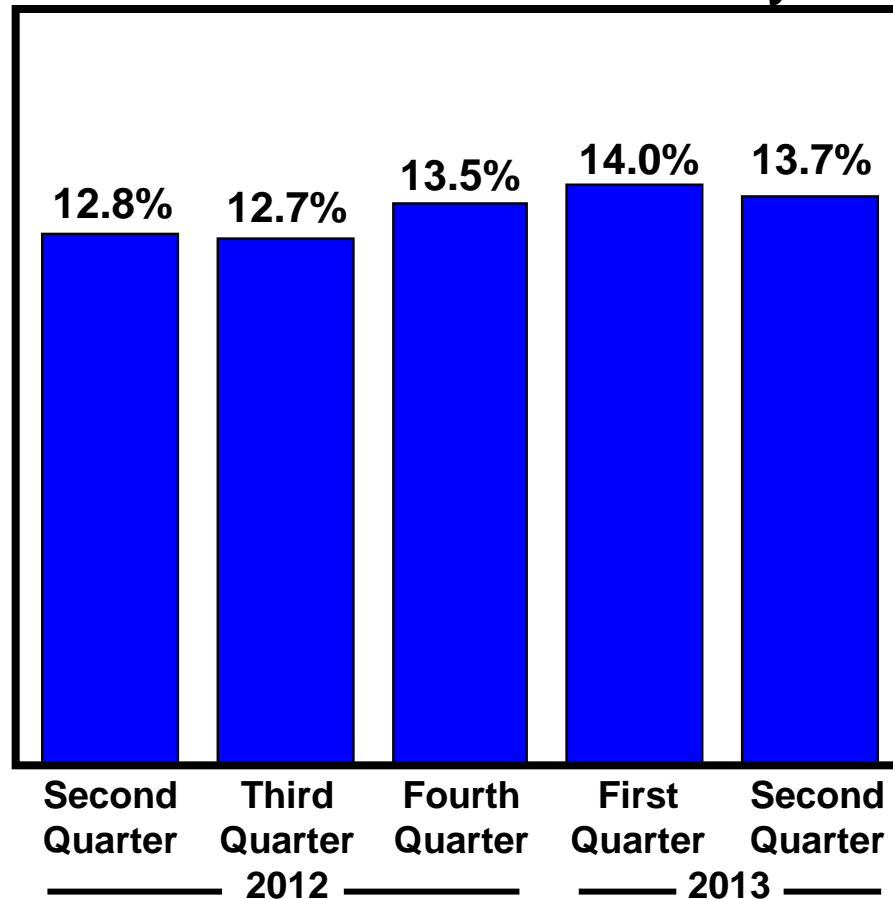
# AUTOMOTIVE SECTOR -- NORTH AMERICA

## U.S. MARKET SHARE

### Total Share of Total Industry



### Retail Share of Retail Industry\*



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

(1.7)

(1.5)

(1.0)

0.7

0.9

(1.3)

(1.3)

(1.0)

0.3

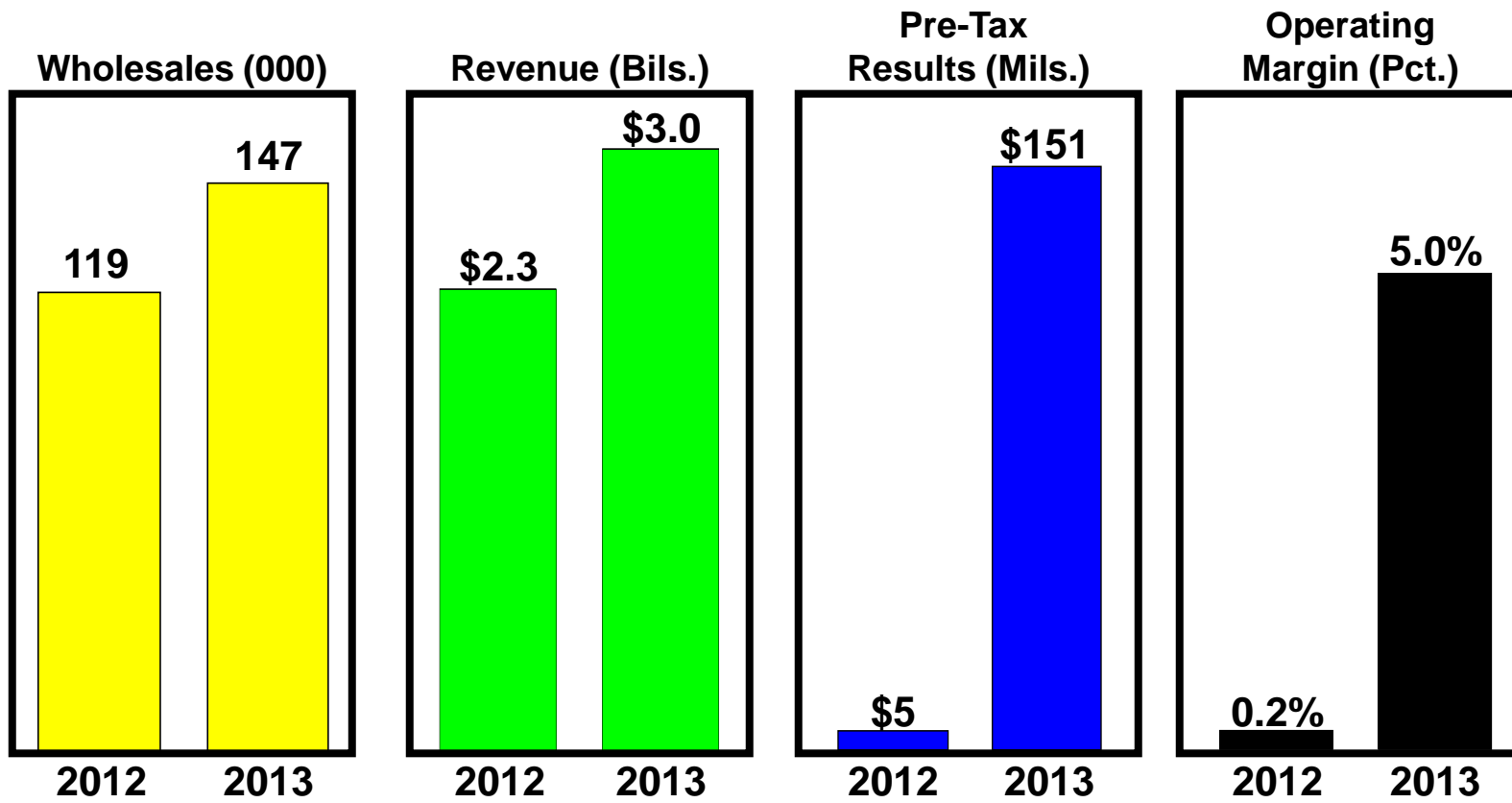
0.9

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

# AUTOMOTIVE SECTOR -- SOUTH AMERICA

## 2013 SECOND QUARTER KEY METRICS

### COMPARED WITH 2012

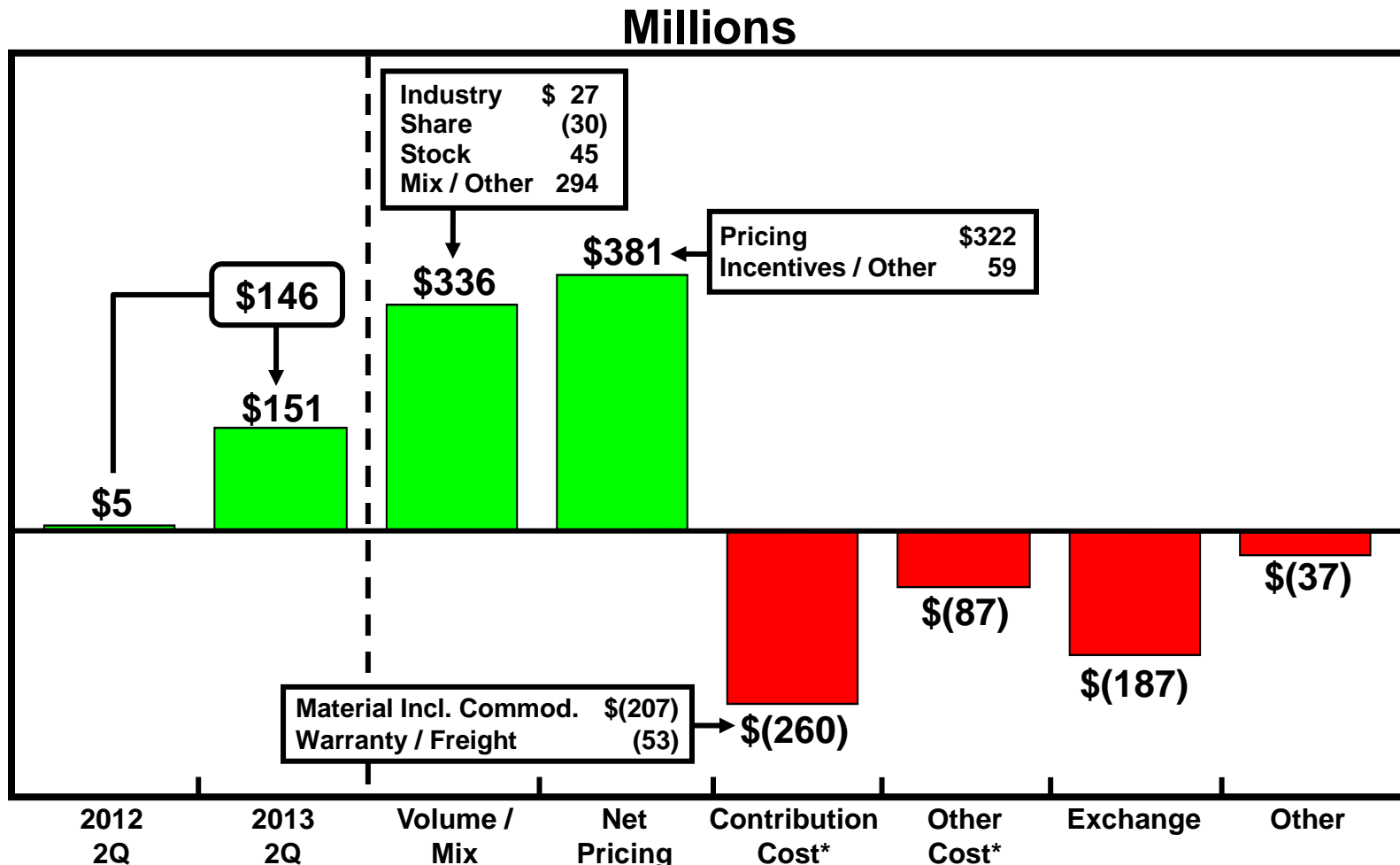


<b>Memo:</b>		
First Half	237	260
Second Quarter		
Industry SAAR (Mils.)*	5.3	5.8
Market Share*	9.4%	9.6%

\* 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 SECOND QUARTER PRE-TAX RESULTS COMPARED WITH 2012



**Memo:**

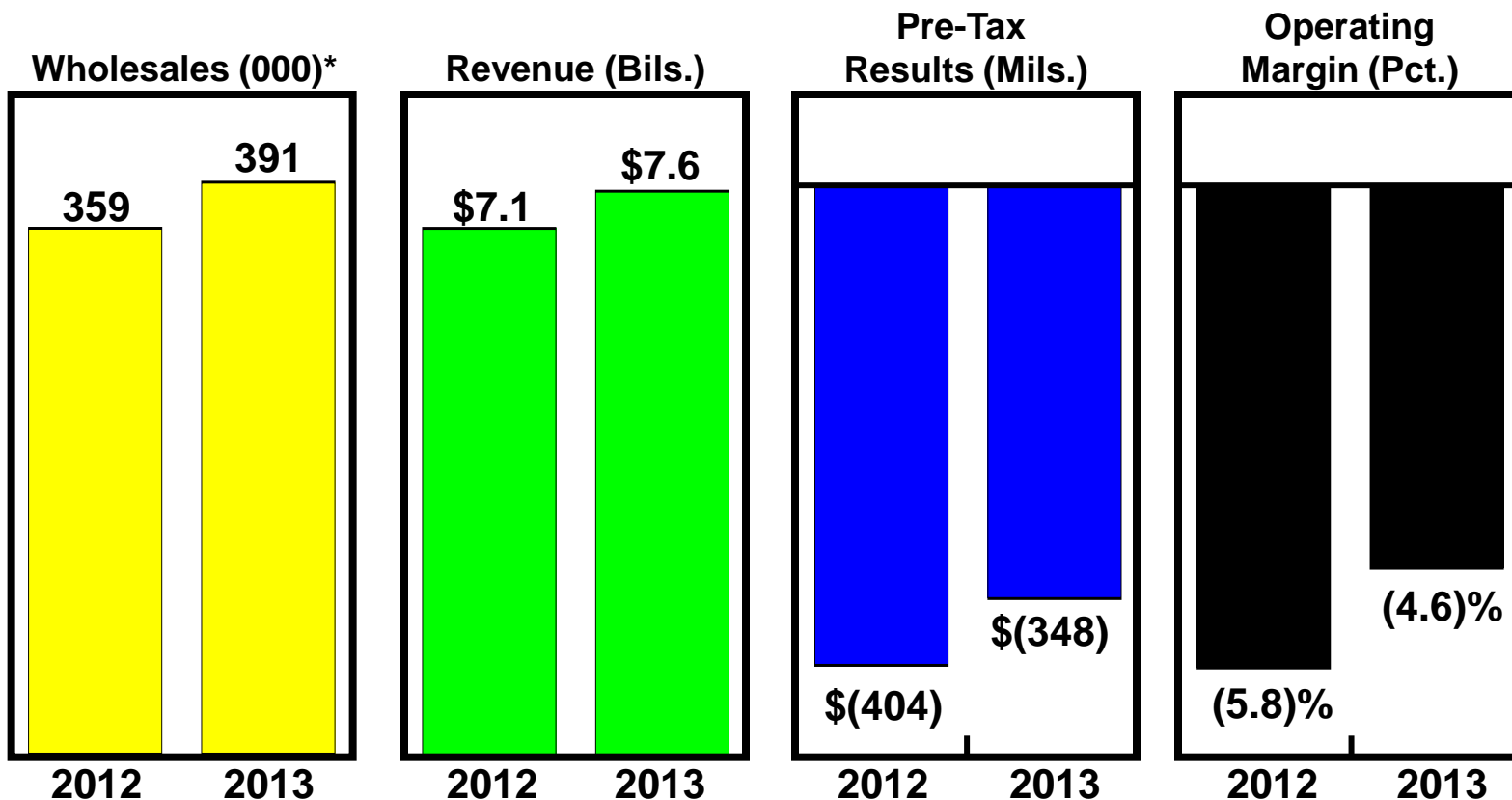
	2013 1Q	2013 2Q	Volume / Mix	Net Pricing	Contribution Cost*	Other Cost*	Exchange	Other
<b>B / (W) Than</b>	<b>\$369</b>	<b>\$369</b>	<b>\$210</b>	<b>\$176</b>	<b>\$(168)</b>	<b>\$(48)</b>	<b>\$235</b>	<b>\$(36)</b>

\* 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 SECOND QUARTER KEY METRICS

### COMPARED WITH 2012



<b>Memo:</b>								
First Half	731	732	\$14.3	\$14.3	\$(553)	\$(810)	(3.9)%	(5.7)%
Second Quarter								
Industry SAAR (Mils.)**	14.4	13.6						
Market Share**	7.6%	8.1%						

\* Includes Ford brand vehicles sold by our unconsolidated affiliates in Turkey (totaling about 17,000 and 14,000 units in Second Quarter 2012 and 2013, respectively), and in Russia (totaling about 36,000 and 34,000 units in Second Quarter 2012 and 2013, respectively), although revenue does not include these sales

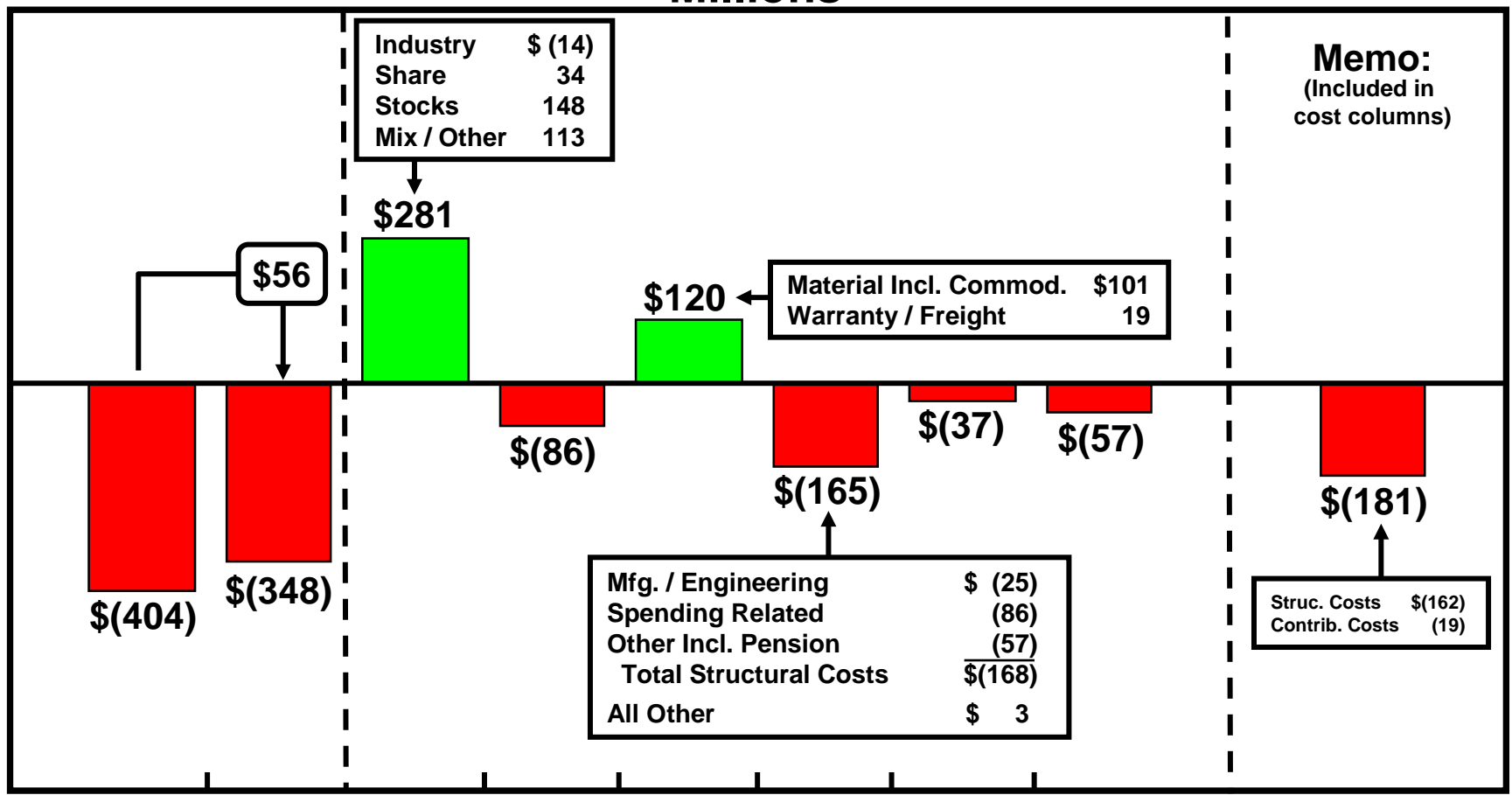
\*\* Europe industry SAAR and market share are based, in part, on estimated vehicle registrations for the 19 markets we track



# AUTOMOTIVE SECTOR -- EUROPE

## 2013 SECOND QUARTER PRE-TAX RESULTS COMPARED WITH 2012

Millions



Industry Share Stocks Mix / Other  
 \$ (14)  
 34  
 148  
 113

Material Incl. Commod. Warranty / Freight  
 \$101  
 19

Mfg. / Engineering Spending Related Other Incl. Pension Total Structural Costs All Other  
 \$ (25)  
 (86)  
 (57)  
 \$(168)  
 \$ 3

Struc. Costs Contrib. Costs  
 \$(162)  
 (19)

Memo: (Included in cost columns)

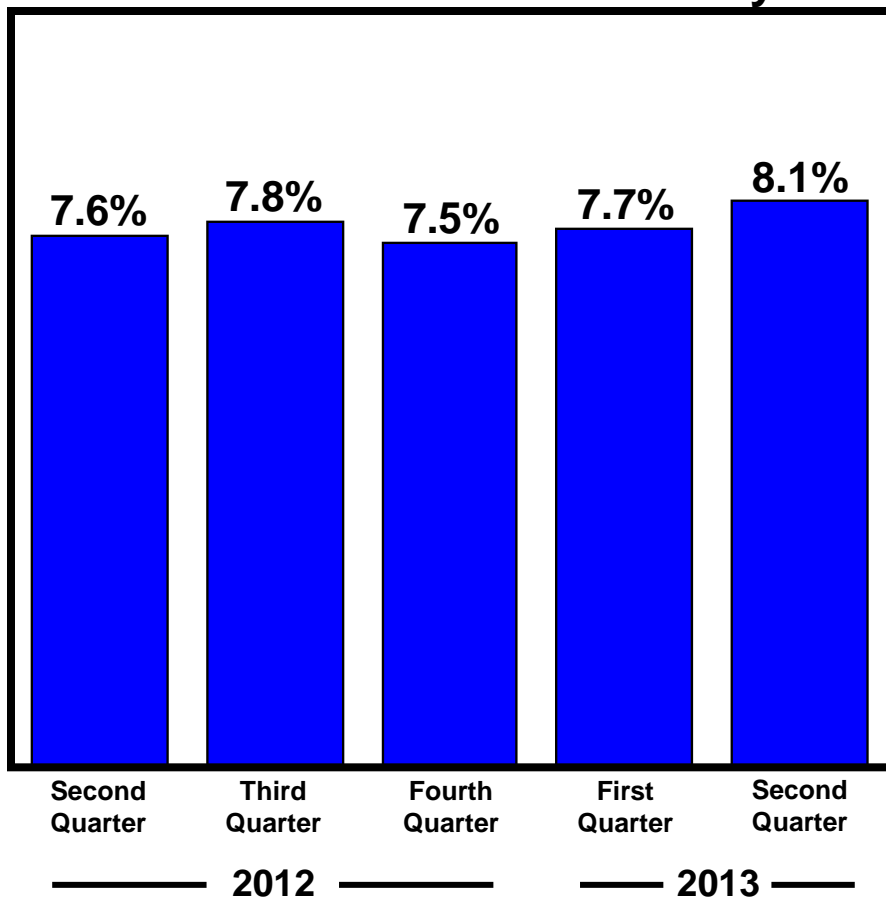
Memo:

B / (W) Than 2013 1Q \$114 \$248 \$(219) \$20 \$(55) \$34 \$86 \$(71)

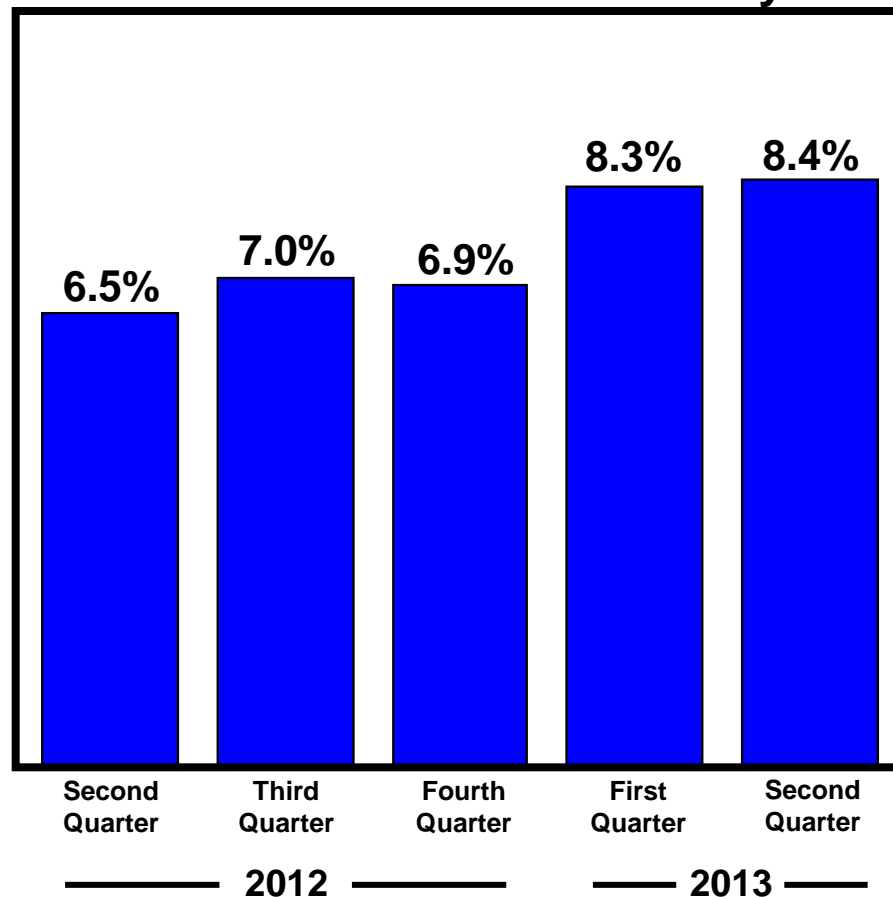
\* Cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at present-year volume and mix

# AUTOMOTIVE SECTOR -- EUROPE MARKET SHARE

## Total Share of Total Industry\*



## Retail Share of Retail Industry\*\*



**Memo:**

B / (W) Prior Yr.

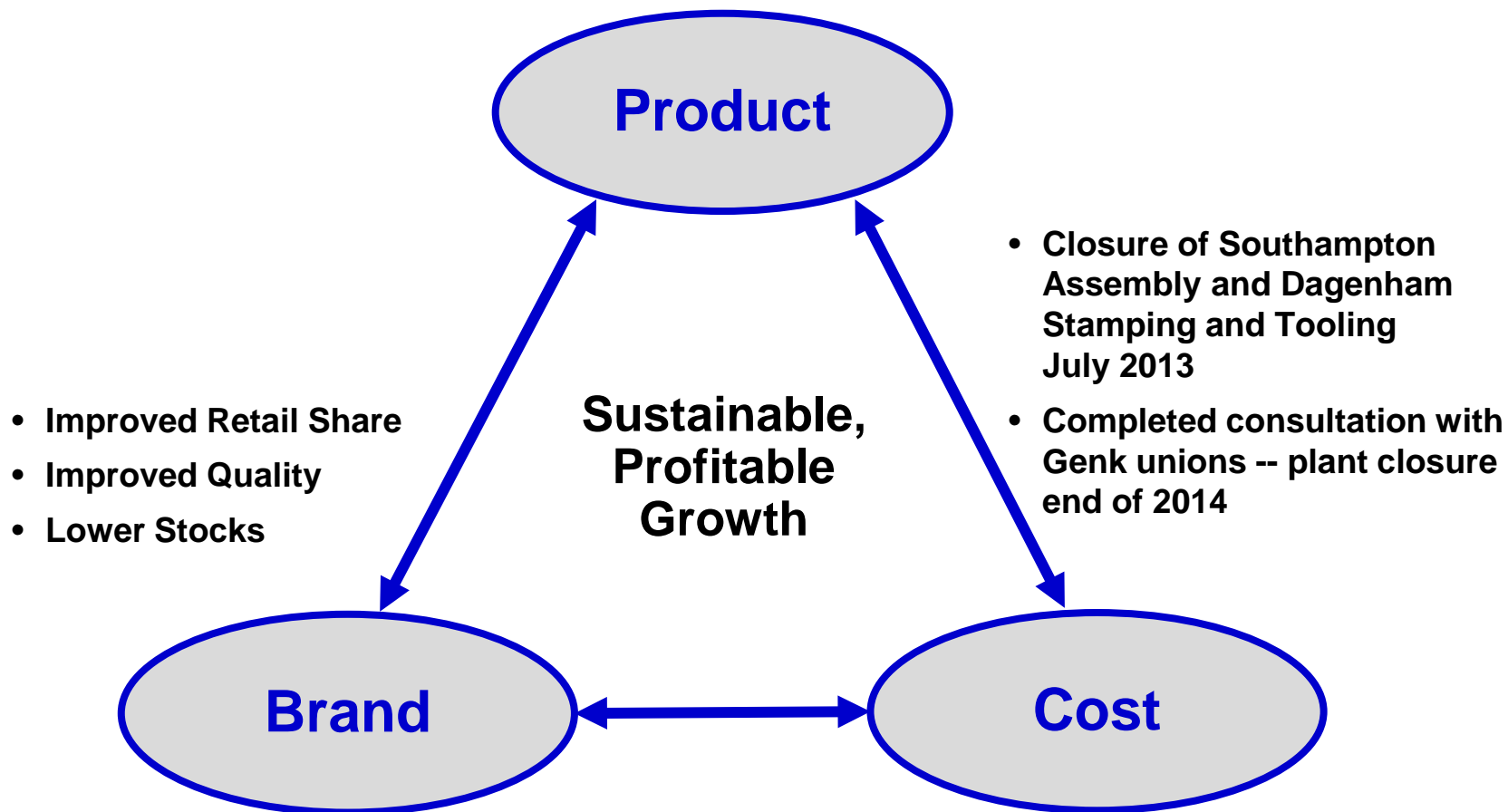
(Pts.)	2012 Q2	2012 Q3	2012 Q4	2013 Q1	2013 Q2	2012 Q2	2012 Q3	2012 Q4	2013 Q1	2013 Q2
	(0.7)	(0.7)	(0.3)	(0.8)	0.5	(0.9)	(0.2)	-	0.1	1.9

\* 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, Spain); present quarter is estimated, prior quarters are based on latest Data Force data

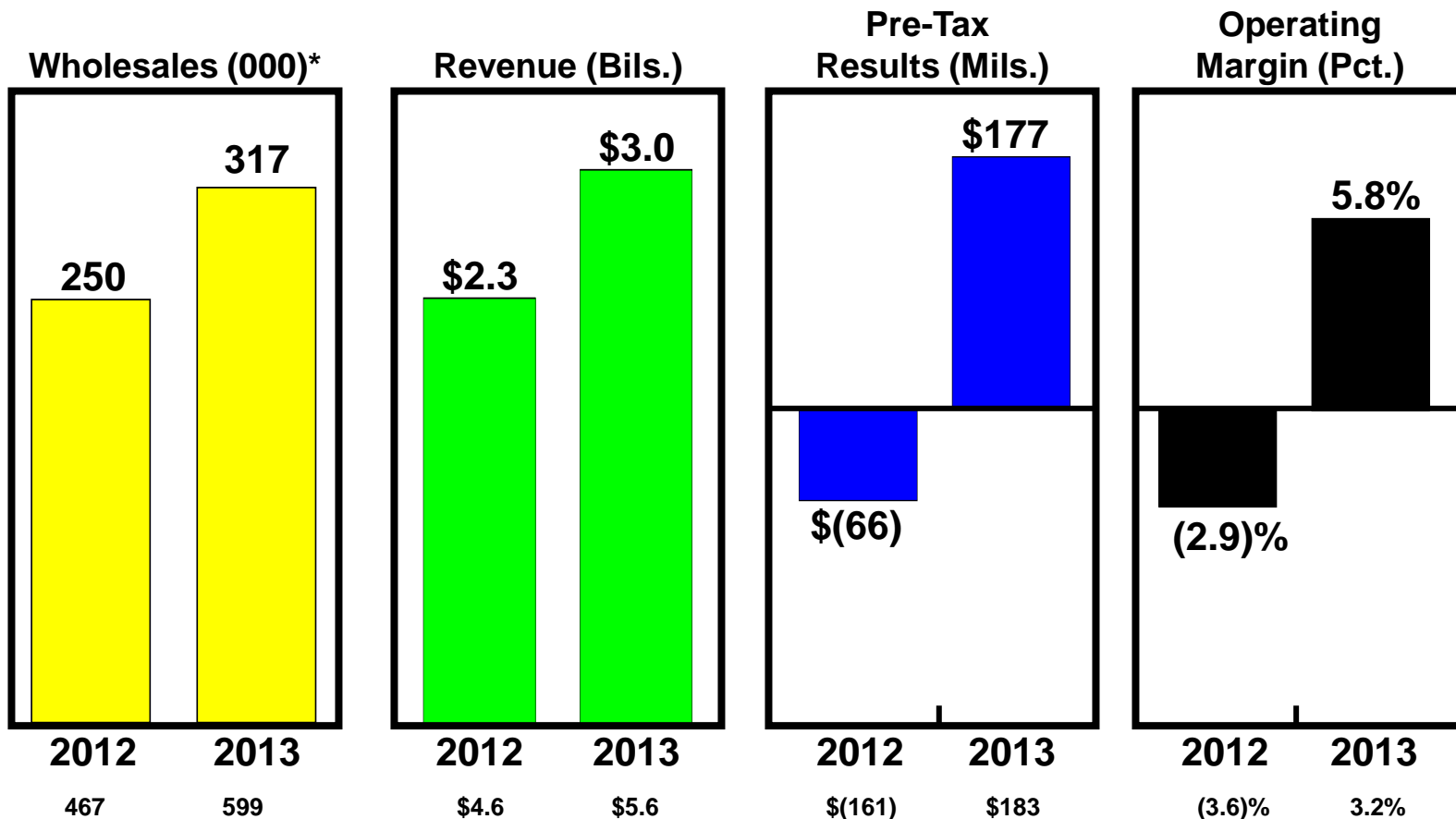
# AUTOMOTIVE SECTOR -- EUROPE TRANSFORMATION PLAN STATUS

- Seven Products Launched



**On Track To Deliver All Aspects Of European Transformation Plan,  
With Solid Progress In Second Quarter 2013**

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



Memo:  
First Half

Metric	2012	2013
Wholesales (000)*	467	599
Revenue (Bils.)	\$4.6	\$5.6
Pre-Tax Results (Mils.)	\$(161)	\$183
Operating Margin (Pct.)	(3.6)%	3.2%

Second Quarter

Metric	2012	2013
Industry SAAR (Mils.)**	33.4	35.4
Market Share**	2.6%	3.6%

\* Includes Ford brand and Jiangling Motors Corporation ("JMC") brand vehicles produced in China by unconsolidated affiliates (totaling about 156,000 and 213,000 units in Second Quarter 2012 and 2013, respectively), although 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

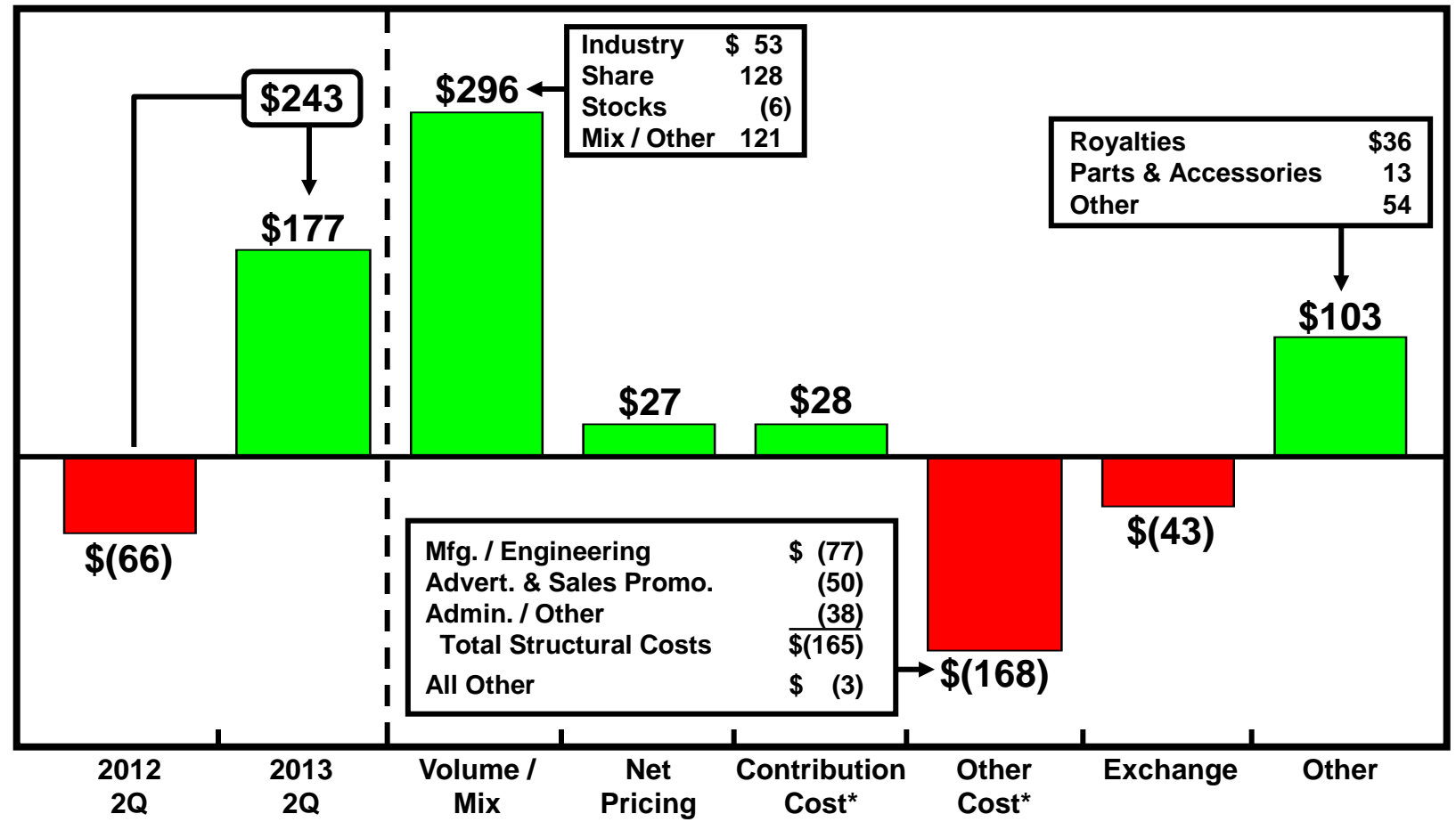


# AUTOMOTIVE SECTOR -- ASIA PACIFIC AFRICA

## 2013 SECOND QUARTER PRE-TAX RESULTS

### COMPARED WITH 2012

Millions



Memo:

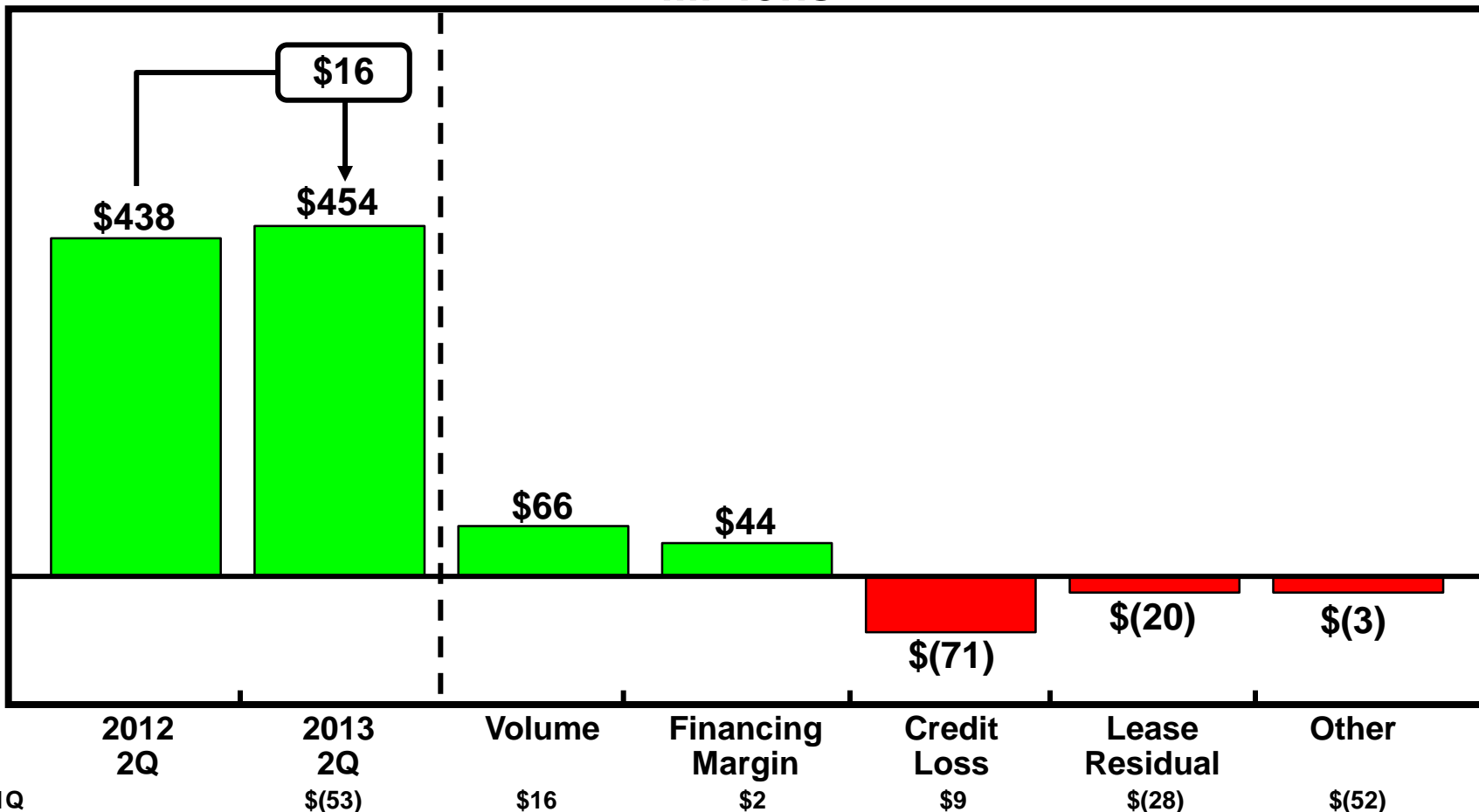
B / (W) Than 2013 1Q	\$171	\$232	\$24	\$(4)	\$(146)	\$(21)	\$86
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\* Cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at present-year volume and mix

# FORD CREDIT

## 2013 SECOND QUARTER PRE-TAX RESULTS COMPARED WITH 2012

Millions



Memo:  
B / (W) 2013 1Q  
Receivables (Bils.)\*  
Total  
Managed

\* Total receivables reflect net finance receivables and net investment in operating leases reported on Ford Credit's balance sheet. Managed receivables equal total receivables, excluding unearned interest supplements of \$(2) billion at June 30, 2012 and \$(1) billion at June 30, 2013

# AUTOMOTIVE SECTOR

## 2013 CASH\*

	<u>Second Quarter</u> (Bils.)	<u>First Half</u> (Bils.)
<b><u>Gross Cash</u></b>		
June 30, 2013	\$25.7	\$ 25.7
March 31, 2013 / December 31, 2012	<u>24.2</u>	<u>24.3</u>
Change in gross cash	<u>\$ 1.5</u>	<u>\$ 1.4</u>
<b>Automotive pre-tax profits**</b>	<b>\$ 2.1</b>	<b>\$ 3.7</b>
Capital spending	(1.6)	(3.1)
Depreciation and amortization	1.1	2.1
Changes in working capital	0.5	0.9
Other / Timing differences	<u>1.2</u>	<u>0.4</u>
Automotive operating-related cash flow	<b>\$ 3.3</b>	<b>\$ 4.0</b>
Separation payments	-	(0.1)
Receipts from Financial Services sector	-	0.3
Other	<u>(0.2)</u>	<u>-</u>
Cash flow before other actions	<b>\$ 3.1</b>	<b>\$ 4.2</b>
Changes in debt	(0.1)	0.9
Pension contributions	(1.0)	(2.8)
Dividends / Other items	<u>(0.5)</u>	<u>(0.9)</u>
Change in gross cash	<u>\$ 1.5</u>	<u>\$ 1.4</u>

\* See Appendix for reconciliation to GAAP

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

# AUTOMOTIVE SECTOR

## 2013 AUTOMOTIVE FINANCIAL RESOURCES

	<u>Mar. 31</u> (Bils.)	<u>June 30</u> (Bils.)
<b>Automotive Gross Cash*</b>	<b>\$ 24.2</b>	<b>\$ 25.7</b>
<b>Less:</b>		
<b>Long-Term Debt</b>	<b>\$(14.8)</b>	<b>\$ (14.6)</b>
<b>Debt Payable Within One Year</b>	<u><b>(1.2)</b></u>	<u><b>(1.2)</b></u>
<b>Total Debt</b>	<b>\$(16.0)</b>	<b>\$ (15.8)</b>
<b>Net Cash**</b>	<u><u><b>\$ 8.2</b></u></u>	<u><u><b>\$ 9.9</b></u></u>
<b>Memo: Liquidity***</b>	<b>\$ 34.5</b>	<b>\$ 37.1</b>

\* 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 \$10.3 billion at March 31, 2013 and \$11.4 billion at June 30, 2013



## **TOTAL COMPANY**

# **PENSION DE-RISKING STRATEGY UPDATE**

- **Contributed \$2.8 billion to global funded plans in First Half, including \$2 billion discretionary contributions to U.S. plans. Continue to expect Full Year contributions of \$5 billion**
- **U.S. salaried retiree voluntary lump sum program**
  - **Settled \$1.5 billion of obligation in Second Quarter; \$2.7 billion settled to date**
  - **Second Quarter special item charge of \$294 million reflecting acceleration of unrecognized losses**
  - **Completed about 60% of expected settlements; program to conclude by Year End**
- **Progressing pension asset de-risking to reduce funded status volatility -- U.S. asset mix at 60% fixed income (80% long-term target)**
- **Strategic actions and recent increase in discount rates significantly improved funded status as of June 30 compared with Year-End 2012**

**Continuing To Progress Long-Term Strategy To Fully Fund And De-Risk Global Funded Pension Plans**

# **2013 BUSINESS ENVIRONMENT OVERVIEW**

## **Global**

- **2013 global economic growth at lower end of 2 - 3% range; global industry sales expected at higher end of 80 - 85 million unit range**

## **Americas**

- **U.S. economic growth projected in 2 - 2.5% range for 2013**
- **U.S. industry sales recovery supported by improving housing sector and replacement demand**
- **Recent developments in Brazil add uncertainty to near-term outlook; elevated risks in Argentina and Venezuela**

## **Europe**

- **Euro Area in recession; improving sentiment indicators suggest stabilization may have begun**
- **Policymakers have acted to support growth, with the European Central Bank lowering the policy interest rate and a European Union extension of deficit targets**

## **Asia Pacific Africa**

- **China economic growth in a 7 - 8% range; high inflation and interest rates restraining growth in India**

**Global Growth For 2013 At Lower End Of 2 - 3% Range**

# TOTAL COMPANY 2013 PLANNING ASSUMPTIONS AND KEY METRICS

	2012 Full Year Results	2013 Full Year		Memo: 2013 First Half Results
		Plan	Outlook	
<b><u>Planning Assumptions (Mils.)</u></b>				
Industry Volume* -- U.S.	14.8	15.0 - 16.0	15.5 - 16.0	15.6
-- Europe**	14.0	13.0 - 14.0	13.0 - 13.5	13.5
-- China	19.0	19.5 - 21.5	20.5 - 21.5	21.4
<b><u>Operational Metrics</u></b>				
Compared with Prior Year:				
- Market Share -- U.S.	15.2 %	Higher	On Track	16.2 %
-- Europe**	7.9	About Equal	On Track	7.9
-- China***	3.2	Higher	On Track	3.9
- Quality	Mixed	Improve	Mixed	Mixed
<b><u>Financial Metrics</u></b>				
Compared with Prior Year:				
- Total Company Pre-Tax Profit (Bils.)****	\$ 8.0	About Equal	About Equal / Higher	\$ 4.7
- Automotive Operating Margin****	5.3 %	About Equal / Lower	About Equal	5.8 %
- Automotive Operating-Related Cash Flow (Bils.)	\$ 3.4	Higher	Substantially Higher	\$ 4.0

\* 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; Automotive operating margin defined as Automotive pre-tax operating profit, excluding Other Automotive, divided by Automotive Revenue

**Expect Strong Results For 2013  
As We Continue To Invest For The Future**

# 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 SECOND QUARTER EARNINGS -- APPENDIX INDEX**

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# TOTAL COMPANY

## 2013 CALCULATION OF EARNINGS PER SHARE

	Second Quarter		First Half	
	Net Income Attributable to Ford	After-Tax Operating Results Excluding Special Items*	Net Income Attributable to Ford	After-Tax Operating Results Excluding Special Items*
<b>After-Tax Results (Mils.)</b>				
After-tax results*	\$ 1,233	\$ 1,833	\$ 2,844	\$ 3,475
Effect of dilutive 2016 Convertible Notes**	11	12	24	25
Effect of dilutive 2036 Convertible Notes**	-	-	1	1
<b>Diluted after-tax results</b>	<b>\$ 1,244</b>	<b>\$ 1,845</b>	<b>\$ 2,869</b>	<b>\$ 3,501</b>
<b>Basic and Diluted Shares (Mils.)</b>				
Basic shares (Average shares outstanding)	3,933	3,933	3,928	3,928
Net dilutive options	50	50	49	49
Dilutive 2016 Convertible Notes	98	98	97	97
Dilutive 2036 Convertible Notes	3	3	3	3
<b>Diluted shares</b>	<b>4,084</b>	<b>4,084</b>	<b>4,077</b>	<b>4,077</b>
<b>EPS (Diluted)</b>	<b>\$ 0.30</b>	<b>\$ 0.45</b>	<b>\$ 0.70</b>	<b>\$ 0.86</b>

\* 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

	Second Quarter		First Half	
	2012 (Mils.)	2013 (Mils.)	2012 (Mils.)	2013 (Mils.)
North America	\$ 2,010	\$ 2,329	\$ 4,143	\$ 4,771
South America	5	151	59	(67)
Europe	(404)	(348)	(553)	(810)
Asia Pacific Africa	(66)	177	(161)	183
Other Automotive	<u>(163)</u>	<u>(205)</u>	<u>(269)</u>	<u>(330)</u>
Total Automotive (excl. special items)	\$ 1,382	\$ 2,104	\$ 3,219	\$ 3,747
Special items -- Automotive	<u>(234)</u>	<u>(736)</u>	<u>(489)</u>	<u>(759)</u>
Total Automotive	\$ 1,148	\$ 1,368	\$ 2,730	\$ 2,988
Financial Services	<u>447</u>	<u>451</u>	<u>903</u>	<u>954</u>
Pre-tax results	\$ 1,595	\$ 1,819	\$ 3,633	\$ 3,942
(Provision for) / Benefit from income taxes	<u>(557)</u>	<u>(585)</u>	<u>(1,197)</u>	<u>(1,096)</u>
Net income	\$ 1,038	\$ 1,234	\$ 2,436	\$ 2,846
Less: Income attributable to non-controlling interests	<u>(2)</u>	<u>1</u>	<u>-</u>	<u>2</u>
Net income attributable to Ford	<u>\$ 1,040</u>	<u>\$ 1,233</u>	<u>\$ 2,436</u>	<u>\$ 2,844</u>
 Memo: Excluding special items				
Pre-tax results	\$ 1,829	\$ 2,555	\$ 4,122	\$ 4,701
(Provision for) / Benefit from income taxes	(628)	(721)	(1,341)	(1,224)
Less: Income attributable to non-controlling interests	<u>(2)</u>	<u>1</u>	<u>-</u>	<u>2</u>
After-tax results	<u>\$ 1,203</u>	<u>\$ 1,833</u>	<u>\$ 2,781</u>	<u>\$ 3,475</u>

# TOTAL COMPANY SPECIAL ITEMS

	Second Quarter		First Half	
	2012 (Mils.)	2013 (Mils.)	2012 (Mils.)	2013 (Mils.)
<b><u>Personnel and Dealer-Related Items</u></b>				
Separation-related actions*	\$ (39)	\$ (442)	\$ (272)	\$ (450)
Mercury discontinuation / Other dealer actions	<u>(13)</u>	<u>-</u>	<u>(29)</u>	<u>-</u>
Total Personnel and Dealer-Related Items	\$ (52)	\$ (442)	\$ (301)	\$ (450)
<b><u>Other Items</u></b>				
U.S. pension lump sum program	\$ -	\$ (294)	\$ -	\$ (294)
Loss on sale of two component businesses	(173)	-	(173)	-
Other	<u>(9)</u>	<u>-</u>	<u>(15)</u>	<u>(15)</u>
Total Other Items	\$ (182)	\$ (294)	\$ (188)	\$ (309)
Total Special Items	<u>\$ (234)</u>	<u>\$ (736)</u>	<u>\$ (489)</u>	<u>\$ (759)</u>
Tax Special Items	\$ 71	\$ 136	\$ 144	\$ 128
<b>Memo:</b>				
Special Items impact on earnings per share**	\$ (0.04)	\$ (0.15)	\$ (0.08)	\$ (0.16)

\* 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



	Second Quarter		First Half	
	2012 (Mils.)	2013 (Mils.)	2012 (Mils.)	2013 (Mils.)
<b><u>Automotive</u></b>				
Revenues	\$ 31,328	\$ 36,079	\$ 61,853	\$ 69,937
<b><u>Costs and Expenses</u></b>				
Cost of sales	\$ 27,870	\$ 32,524	\$ 54,804	\$ 62,529
Selling, administrative, and other expenses	2,233	2,488	4,368	4,969
Total costs and expenses	\$ 30,103	\$ 35,012	\$ 59,172	\$ 67,498
Interest expense	188	207	373	413
Interest income and other income / (Loss), net	16	241	248	486
Equity in net income / (Loss) of affiliated companies	95	267	174	476
Income before income taxes -- Automotive	\$ 1,148	\$ 1,368	\$ 2,730	\$ 2,988
<b><u>Financial Services</u></b>				
Revenues	\$ 1,883	\$ 2,016	\$ 3,803	\$ 3,968
Costs and expenses				
Interest expense	798	705	1,624	1,411
Depreciation on vehicles subject to operating leases	589	730	1,179	1,374
Operating and other expenses	161	157	314	317
Provision for credit and insurance losses	(23)	53	(39)	93
Total costs and expenses	\$ 1,525	\$ 1,645	\$ 3,078	\$ 3,195
Other income / (Loss), net	83	74	156	170
Equity in net income / (Loss) of affiliated companies	6	6	22	11
Income before income taxes -- Financial Services	\$ 447	\$ 451	\$ 903	\$ 954
<b><u>Total Company</u></b>				
Income before income taxes	\$ 1,595	\$ 1,819	\$ 3,633	\$ 3,942
Provision for / (Benefit from) income taxes	557	585	1,197	1,096
Net income	1,038	\$ 1,234	2,436	\$ 2,846
Less: Income / (Loss) attributable to non-controlling interests	(2)	1	-	2
Net income attributable to Ford Motor Company	\$ 1,040	\$ 1,233	\$ 2,436	\$ 2,844

# **AUTOMOTIVE SECTOR**

## **2013 PRODUCTION VOLUMES\***

	<b>Second Quarter Actual</b>		<b>Third Quarter Forecast</b>	
	<b>Units</b>	<b>O / (U)</b>	<b>Units</b>	<b>O / (U)</b>
	<b>(000)</b>	<b>2012 (000)</b>	<b>(000)</b>	<b>2012 (000)</b>
<b>North America</b>	<b>820</b>	<b>83</b>	<b>740</b>	<b>67</b>
<b>South America</b>	<b>134</b>	<b>34</b>	<b>130</b>	<b>26</b>
<b>Europe</b>	<b>401</b>	<b>32</b>	<b>325</b>	<b>6</b>
<b>Asia Pacific Africa</b>	<b><u>313</u></b>	<b><u>69</u></b>	<b><u>360</u></b>	<b><u>96</u></b>
<b>Total</b>	<b><u><u>1,668</u></u></b>	<b><u><u>218</u></u></b>	<b><u><u>1,555</u></u></b>	<b><u><u>195</u></u></b>

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

# SELECTED MARKETS

## 2013 SECOND QUARTER DEALER STOCKS AND DEFINITION OF WHOLESALERS\*

	Second Quarter	
	2012 (000)	2013 (000)
<b>U.S. Dealer Stocks</b>		
June 30	455	550
March 31	<u>477</u>	<u>563</u>
2Q Stock Change H / (L)	<u>(22)</u>	<u>(13)</u>
	┌ 9 ───┐	
<b>South America Dealer Stocks**</b>		
June 30	41	49
March 31	<u>46</u>	<u>42</u>
2Q Stock Change H / (L)	<u>(5)</u>	<u>7</u>
	┌ 12 ───┐	
<b>Europe Dealer Stocks***</b>		
June 30	165	156
March 31	<u>192</u>	<u>154</u>
2Q Stock Change H / (L)	<u>(27)</u>	<u>2</u>
	┌ 29 ───┐	
<b>Asia Pacific Africa Dealer Stocks****</b>		
June 30	121	115
March 31	<u>92</u>	<u>119</u>
2Q Stock Change H / (L)	<u>29</u>	<u>(4)</u>
	┌ (33) ───┐	
<b>Total</b>		
June 30	782	870
March 31	<u>807</u>	<u>878</u>
2Q Stock Change H / (L)	<u>(25)</u>	<u>(8)</u>
	┌ 17 ───┐	

\* 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\*

	Second Quarter		First Half	
	2012	2013	2012	2013
<b><u>U.S.</u></b>				
Industry SAAR (Mils.)	14.5	15.7	14.5	15.6
Market share	15.6 %	16.5 %	15.4 %	16.2 %
<b><u>South America**</u></b>				
Industry SAAR (Mils.)	5.3	5.8	5.3	5.7
Market share	9.4 %	9.6 %	9.4 %	9.4 %
<b><u>Europe***</u></b>				
Industry SAAR (Mils.)	14.4	13.6	14.3	13.5
Market share	7.6 %	8.1 %	8.0 %	7.9 %
<b><u>Asia Pacific Africa****</u></b>				
Industry SAAR (Mils.)	33.4	35.4	32.9	35.2
Market share	2.6 %	3.6 %	2.4 %	3.3 %

\* 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

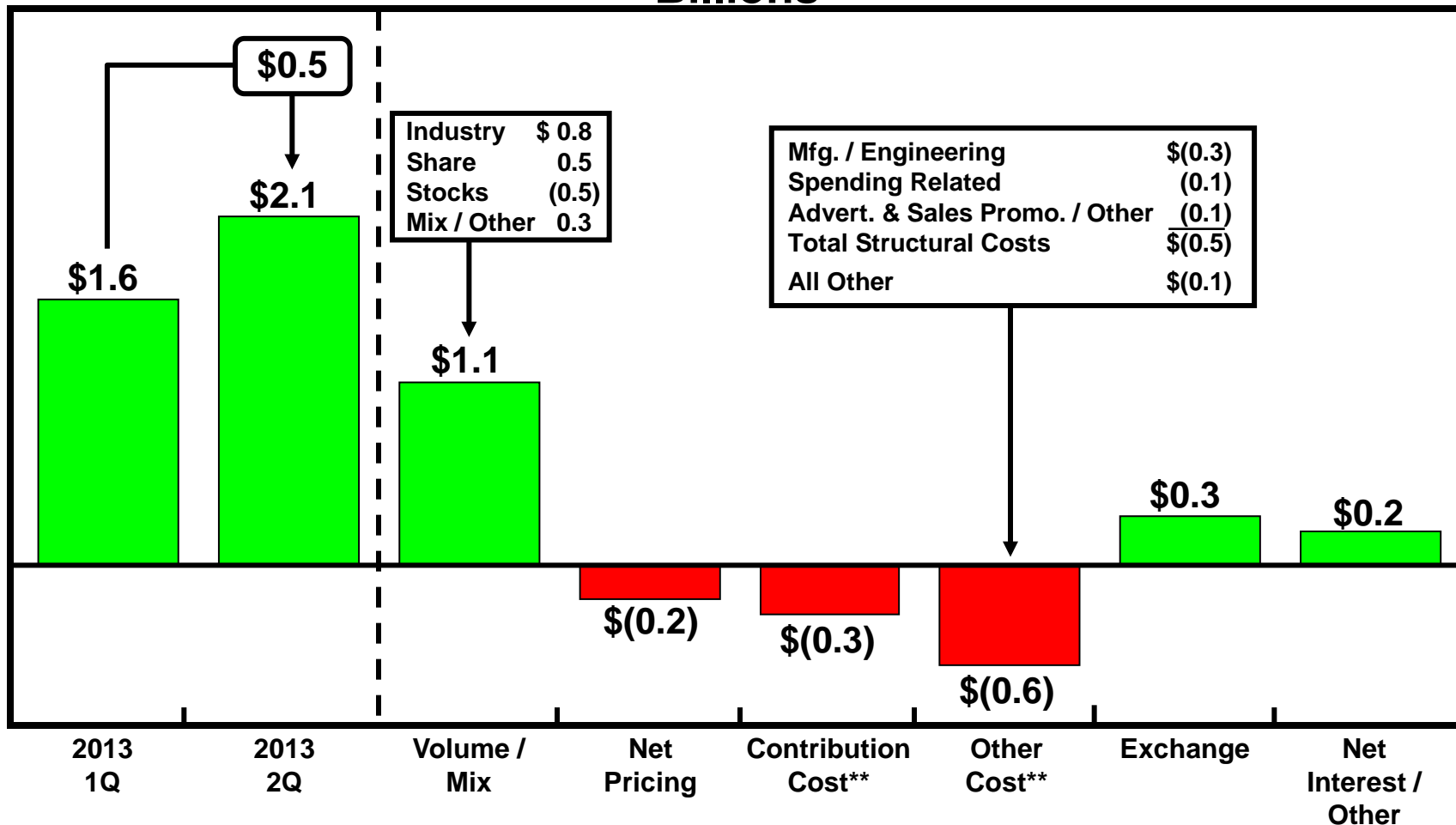
\*\*\*\* Asia Pacific Africa industry SAAR and market share are based, in part, on estimated vehicle sales for the 11 markets we track (Australia, New Zealand, India, South Africa, Japan, Thailand, Vietnam, Philippines, Indonesia, Taiwan, China); market share includes Ford brand and JMC brand vehicles produced in China by unconsolidated affiliates

# AUTOMOTIVE SECTOR

## 2013 SECOND QUARTER PRE-TAX RESULTS

### COMPARED WITH 2013 FIRST 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**

	<b>Dec. 31, 2012</b>	<b>2013</b>	
	<u>(Bils.)</u>	<u>Mar. 31</u>	<u>June 30</u>
		<u>(Bils.)</u>	<u>(Bils.)</u>
<b>Public unsecured debt</b>	<b>\$ 5.3</b>	<b>\$ 6.7</b>	<b>\$ 6.7</b>
<b>Convertible notes</b>	<b>0.8</b>	<b>0.8</b>	<b>0.8</b>
<b>U.S. Dept. of Energy Loans / Ex-Im</b>	<b>5.9</b>	<b>5.8</b>	<b>5.6</b>
<b>Other Debt (including International)</b>	<u><b>2.3</b></u>	<u><b>2.7</b></u>	<u><b>2.7</b></u>
<b>Total Automotive Debt</b>	<u><u><b>\$ 14.3</b></u></u>	<u><u><b>\$ 16.0</b></u></u>	<u><u><b>\$ 15.8</b></u></u>
<b>Memo:</b>			
<b>Automotive Debt payable within one year</b>	<b>\$ 1.4</b>	<b>\$ 1.2</b>	<b>\$ 1.2</b>



# AUTOMOTIVE SECTOR

## NET INTEREST RECONCILIATION TO GAAP

	Second Quarter		First Half	
	2012	2013	2012	2013
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
Interest expense (GAAP)	\$ (188)	\$ (207)	\$ (373)	\$ (413)
Interest income (GAAP)	<u>65</u>	<u>43</u>	<u>152</u>	<u>87</u>
Subtotal	\$ (123)	\$ (164)	\$ (221)	\$ (326)
Adjusted for items included / excluded from net interest				
Include: Gains / (Losses) on cash equiv. and marketable securities*	5	(55)	31	(41)
Include: Gains / (Losses) on extinguishment of debt	-	-	-	(18)
Other	<u>(18)</u>	<u>(28)</u>	<u>(36)</u>	<u>(51)</u>
Net Interest	<u>\$ (136)</u>	<u>\$ (247)</u>	<u>\$ (226)</u>	<u>\$ (436)</u>

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

# AUTOMOTIVE SECTOR

## GROSS CASH RECONCILIATION TO GAAP

	2012		2013	
	<u>June 30</u> (Bils.)	<u>Dec. 31</u> (Bils.)	<u>Mar. 31</u> (Bils.)	<u>June 30</u> (Bils.)
Cash and cash equivalents	\$ 7.2	\$ 6.2	\$ 6.0	\$ 5.5
Marketable securities	<u>16.6</u>	<u>18.2</u>	<u>18.2</u>	<u>20.2</u>
Total cash and marketable securities (GAAP)	\$ 23.8	\$ 24.4	\$ 24.2	\$ 25.7
Securities in transit*	<u>(0.1)</u>	<u>(0.1)</u>	<u>-</u>	<u>-</u>
Gross cash	<u>\$ 23.7</u>	<u>\$ 24.3</u>	<u>\$ 24.2</u>	<u>\$ 25.7</u>

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

# **AUTOMOTIVE SECTOR**

## **OPERATING-RELATED CASH FLOWS**

### **RECONCILIATION TO GAAP**

	Second Quarter		First Half	
	2012	2013	2012	2013
	(Bils.)	(Bils.)	(Bils.)	(Bils.)
Cash flows from operating activities of continuing operations (GAAP)	\$ 1.8	\$ 3.7	\$ 2.7	\$ 4.4
Items included in operating-related cash flows				
Capital expenditures	(1.2)	(1.6)	(2.3)	(3.1)
Proceeds from the exercise of stock options	-	0.2	-	0.2
Net cash flows from non-designated derivatives	(0.2)	-	(0.3)	(0.2)
Items not included in operating-related cash flows				
Cash impact of Job Security Benefits and personnel-reduction actions	0.2	-	0.3	0.1
Pension contributions	0.8	1.0	1.9	2.8
Tax refunds and tax payments from affiliates	-	-	(0.1)	(0.3)
Settlement of outstanding obligation with affiliates	(0.3)	-	(0.3)	-
Other	(0.3)	-	(0.2)	0.1
Operating-related cash flows	<u>\$ 0.8</u>	<u>\$ 3.3</u>	<u>\$ 1.7</u>	<u>\$ 4.0</u>