



Go Further

***2012 SECOND QUARTER
EARNINGS REVIEW***

***JULY 25, 2012
(PRELIMINARY RESULTS)***

BUSINESS OVERVIEW

Alan Mulally
President and Chief Executive Officer

TOTAL COMPANY AGENDA

- **Business Overview of Financial Results and Highlights**
- **Details of Financial Results**
- **Our Plan -- **ONE FORD** and Outlook**

2012 SECOND QUARTER SUMMARY

- **Twelfth consecutive quarterly pre-tax operating profit; positive Automotive operating-related cash flow; strong liquidity**
- **Second Quarter wholesale volume and revenue lower than a year ago**
- **Excellent results in North America; continued solid performance at Ford Credit; above breakeven result in South America; losses in Europe and Asia Pacific Africa**
- **Total Company Full Year pre-tax profit to be strong, but now expected to be lower than 2011 reflecting:**
 - **Automotive profit about equal to or lower than 2011 due to challenges in Europe and South America**
 - **Lower profit at Ford Credit in line with existing guidance**
- **Continuing to implement the ONE Ford Plan, including aggressively restructuring to operate profitably at current demand and changing model mix and investing for future growth**

**Solid Second Quarter Results Driven By North America and Ford Credit;
Challenges To Be Addressed Through Our ONE Ford Plan**

TOTAL COMPANY

2012 KEY FINANCIAL SUMMARY

	Second Quarter		First Half	
	2012	B / (W) 2011	2012	B / (W) 2011
Wholesales (000)	1,447	(72)	2,805	(117)
Revenue (Bils.)	\$ 33.3	\$ (2.2)	\$ 65.7	\$ (2.9)
<u>Operating results*</u>				
Pre-tax results (Mils.)	\$ 1,829	\$ (1,049)	\$ 4,122	\$ (1,593)
After-tax results (Mils.)**	1,203	(777)	2,781	(1,179)
Earnings per share**	0.30	(0.19)	0.69	(0.27)
<u>Special items pre-tax (Mils.)</u>	\$ (234)	\$ 38	\$ (489)	\$ (156)
<u>Net income / (loss) attributable to Ford</u>				
After-tax results (Mils.)	\$ 1,040	\$ (1,358)	\$ 2,436	\$ (2,513)
Earnings per share	0.26	(0.33)	0.61	(0.59)
<u>Automotive</u>				
Operating-related cash flow (Bils.)***	\$ 0.8	\$ (1.5)	\$ 1.7	\$ (2.8)
Gross cash (Bils.)***	\$ 23.7	\$ 1.7	\$ 23.7	\$ 1.7
Debt (Bils.)	(14.2)	(0.2)	(14.2)	(0.2)
Net cash (Bils.)***	<u>\$ 9.5</u>	<u>\$ 1.5</u>	<u>\$ 9.5</u>	<u>\$ 1.5</u>

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

** 2011 results have been revised to reflect an operating effective tax rate that excludes the impact of the existence of a valuation allowance

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

TOTAL COMPANY

2012 SECOND QUARTER HIGHLIGHTS

- **Credit ratings upgraded to investment grade by Fitch and Moody's; collateral securing our revolving credit facility released**
- **Launched all-new Escape in North America and started production of all-new B-MAX in Romania**
- **Added third production crews at Chicago and Michigan assembly plants and a second shift at Kansas City**
- **Completed sale of two component businesses in the U.S.**
- **Won 2012 "International Engine of the Year" for 1.0-liter EcoBoost®**
- **Launched new Focus in China, including availability of SYNC in Chinese**
- **Announced a \$760 million assembly plant in Hangzhou, China, supporting our plan to double CFMA capacity to 1.2 million units annually by 2015**
- **Opened Ford Thailand Manufacturing plant in Rayong, increasing annual capacity in Thailand to 425,000 units**

FINANCIAL RESULTS

Bob Shanks
Chief Financial Officer

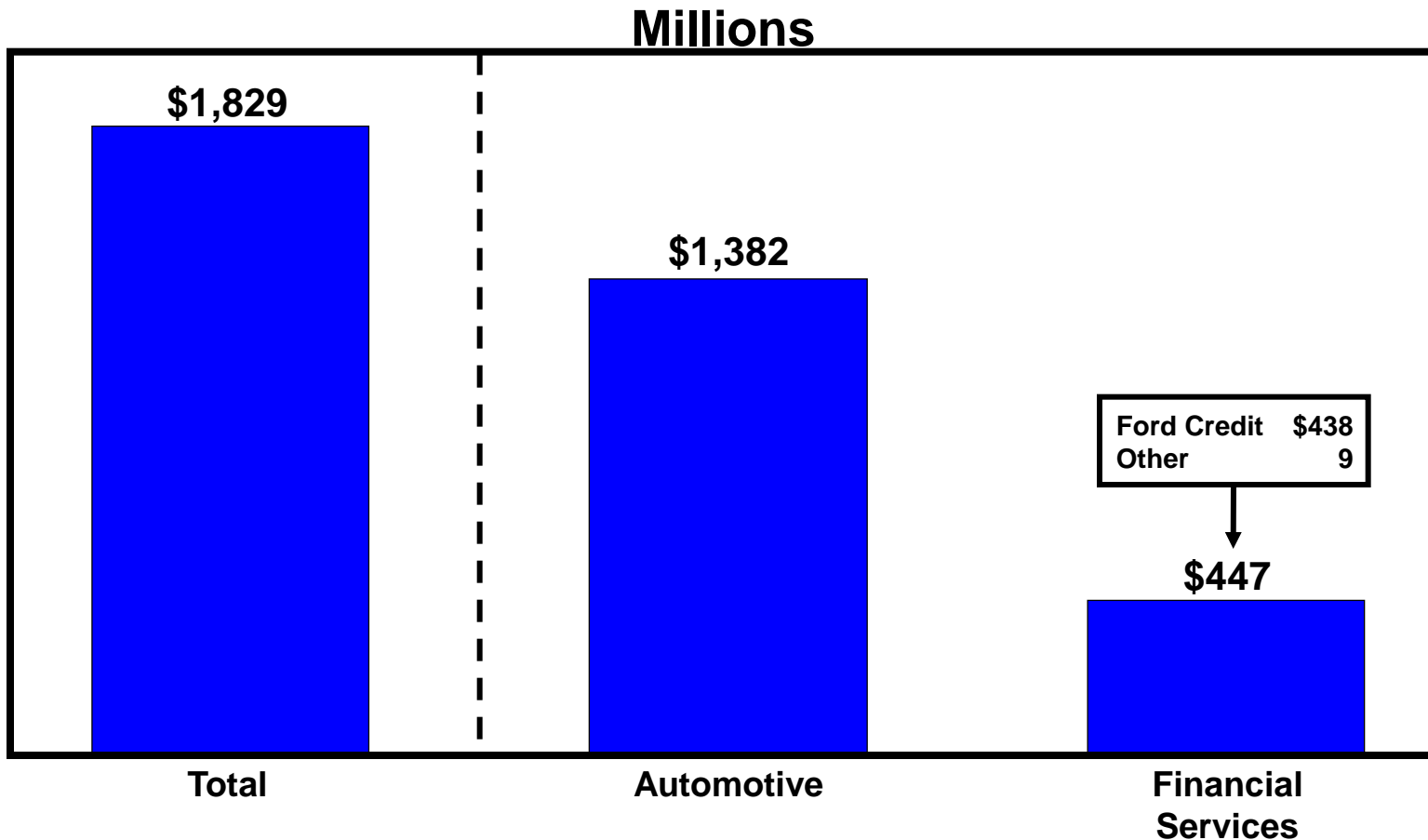
TOTAL COMPANY

2012 SECOND QUARTER FINANCIAL RESULTS

	Second Quarter		First Half	
	2012	B / (W) 2011	2012	B / (W) 2011
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
Pre-tax results (excl. special items)	\$ 1,829	\$ (1,049)	\$ 4,122	\$ (1,593)
Special items*	<u>(234)</u>	<u>38</u>	<u>(489)</u>	<u>(156)</u>
Pre-tax results (incl. special items)	\$ 1,595	\$ (1,011)	\$ 3,633	\$ (1,749)
(Provision for) / Benefit from income taxes	<u>(557)</u>	<u>(351)</u>	<u>(1,197)</u>	<u>(771)</u>
Net income / (Loss)	\$ 1,038	\$ (1,362)	\$ 2,436	\$ (2,520)
Less: Income / (Loss) attributable to non-controlling interests	<u>(2)</u>	<u>(4)</u>	<u>-</u>	<u>(7)</u>
Net income / (Loss) attributable to Ford	<u>\$ 1,040</u>	<u>\$ (1,358)</u>	<u>\$ 2,436</u>	<u>\$ (2,513)</u>

* See Appendix for details of special items

TOTAL COMPANY 2012 SECOND QUARTER PRE-TAX RESULTS BY SECTOR*

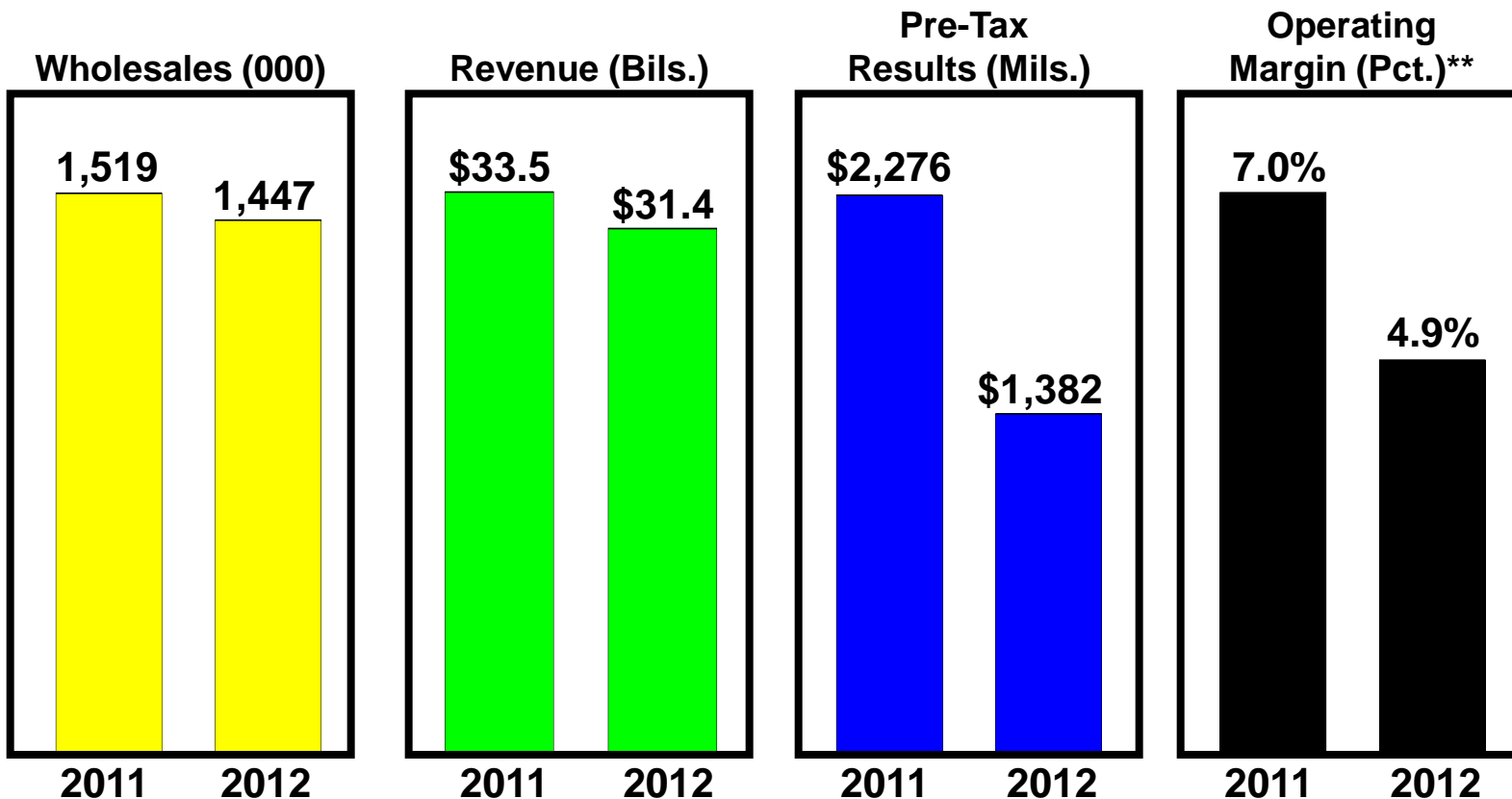


Memo:

B / (W) 2011 2Q	\$(1,049)	\$(894)	\$(155)
B / (W) 2012 1Q	(464)	(455)	(9)

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

AUTOMOTIVE SECTOR -- TOTAL AUTOMOTIVE 2012 SECOND QUARTER KEY METRICS COMPARED WITH 2011*



Memo:

First Half	2,922	2,805	\$64.5	\$61.9	\$4,407	\$3,219	7.3%	5.6%
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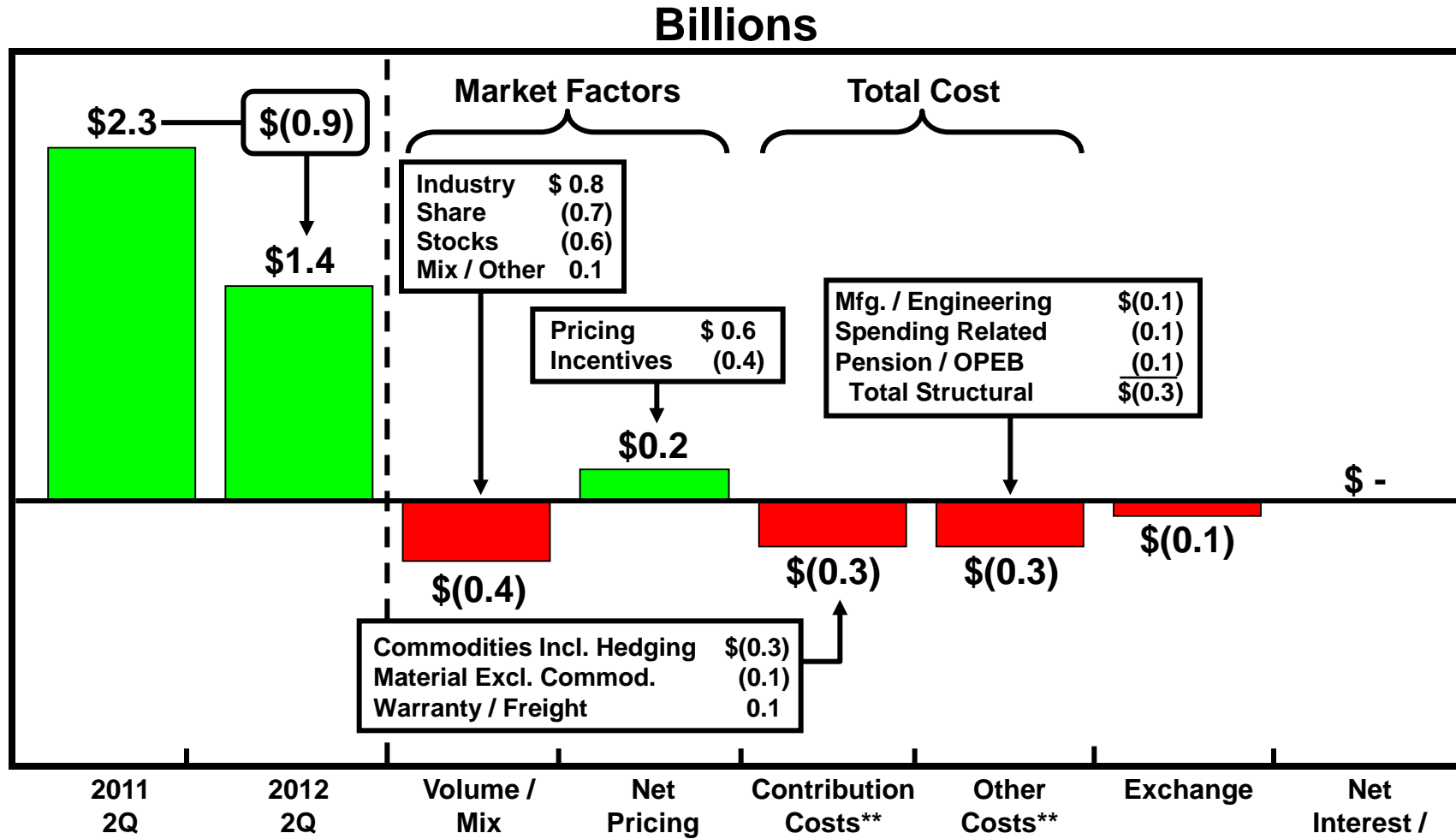
* Excludes special items; see Appendix for detail and reconciliation to GAAP and definition of wholesales

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

AUTOMOTIVE SECTOR

2012 SECOND QUARTER PRE-TAX RESULTS

COMPARED WITH 2011*



Memo:
 B / (W) Than 2012 1Q \$(0.4) \$0.5 \$ - \$(0.2) \$(0.8) \$ - \$0.1

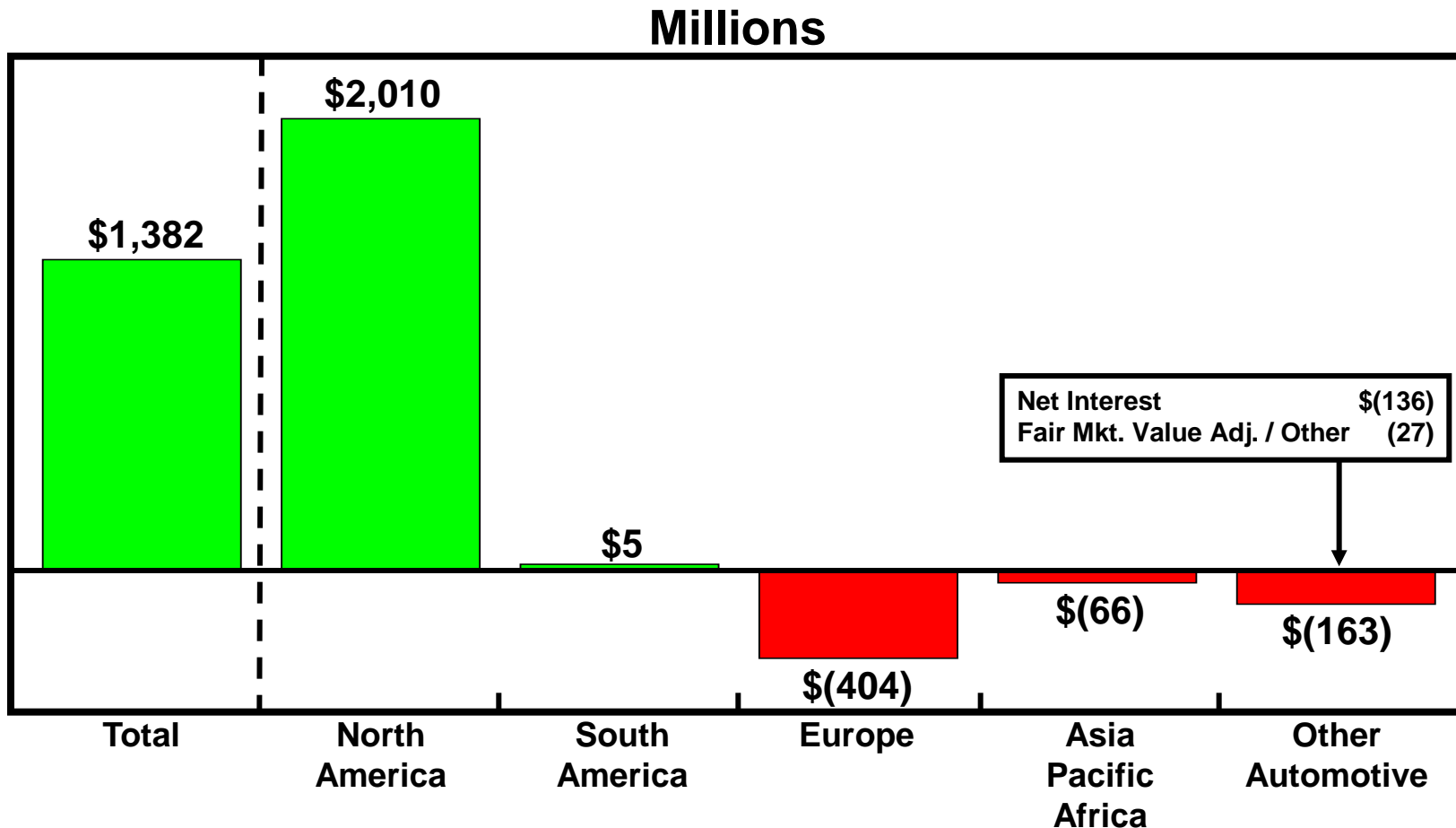
* Excludes special items; see Appendix for detail and reconciliation to GAAP

** 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

2012 SECOND QUARTER PRE-TAX RESULTS

BY SEGMENT*



Memo:

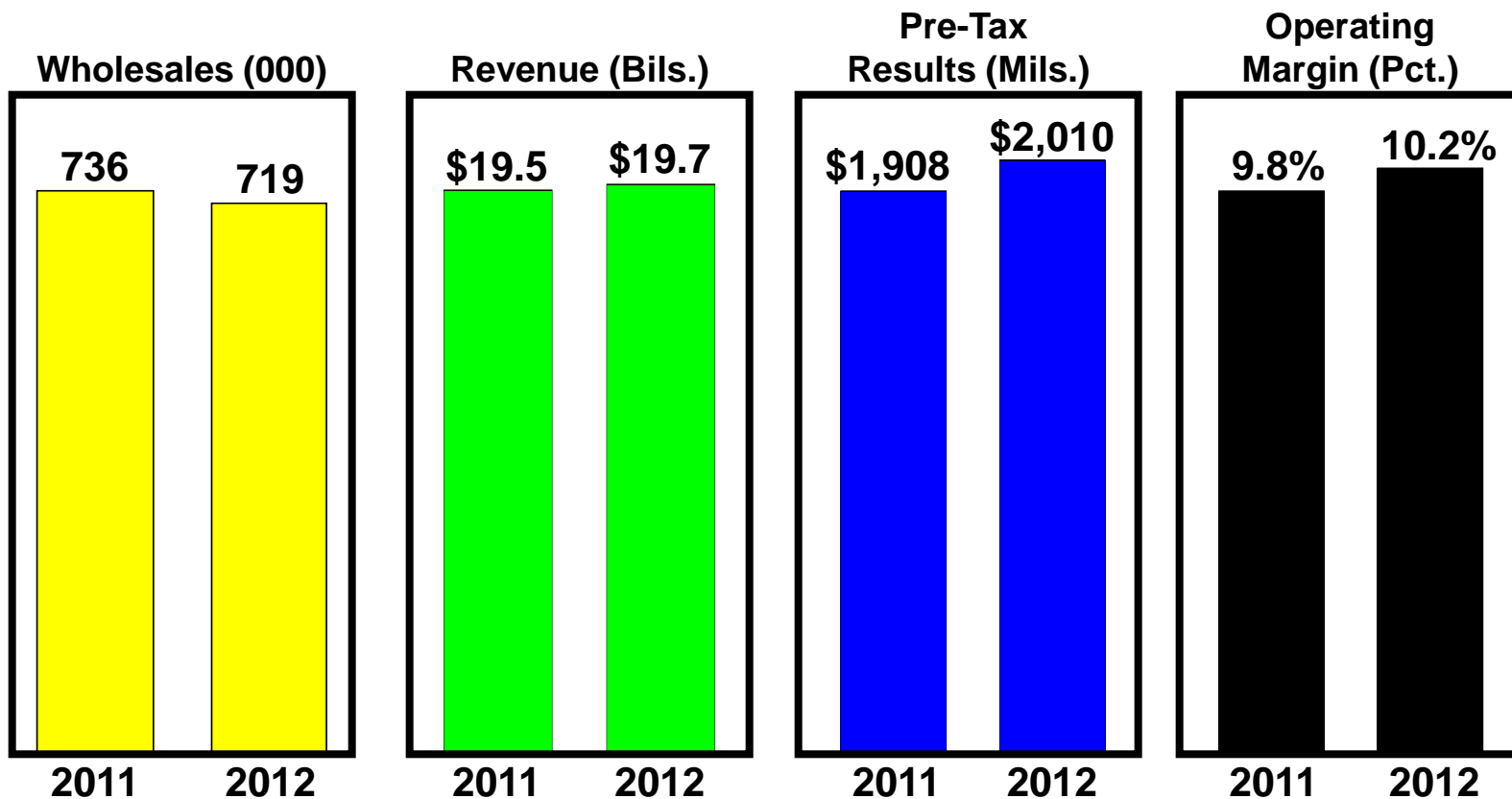
B / (W) 2011 2Q	\$(894)	\$ 102	\$(262)	\$(580)	\$(67)	\$(87)
B / (W) 2012 1Q	(455)	(123)	(49)	(255)	29	(57)

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

AUTOMOTIVE SECTOR -- NORTH AMERICA

2012 SECOND QUARTER KEY METRICS

COMPARED WITH 2011



Memo:

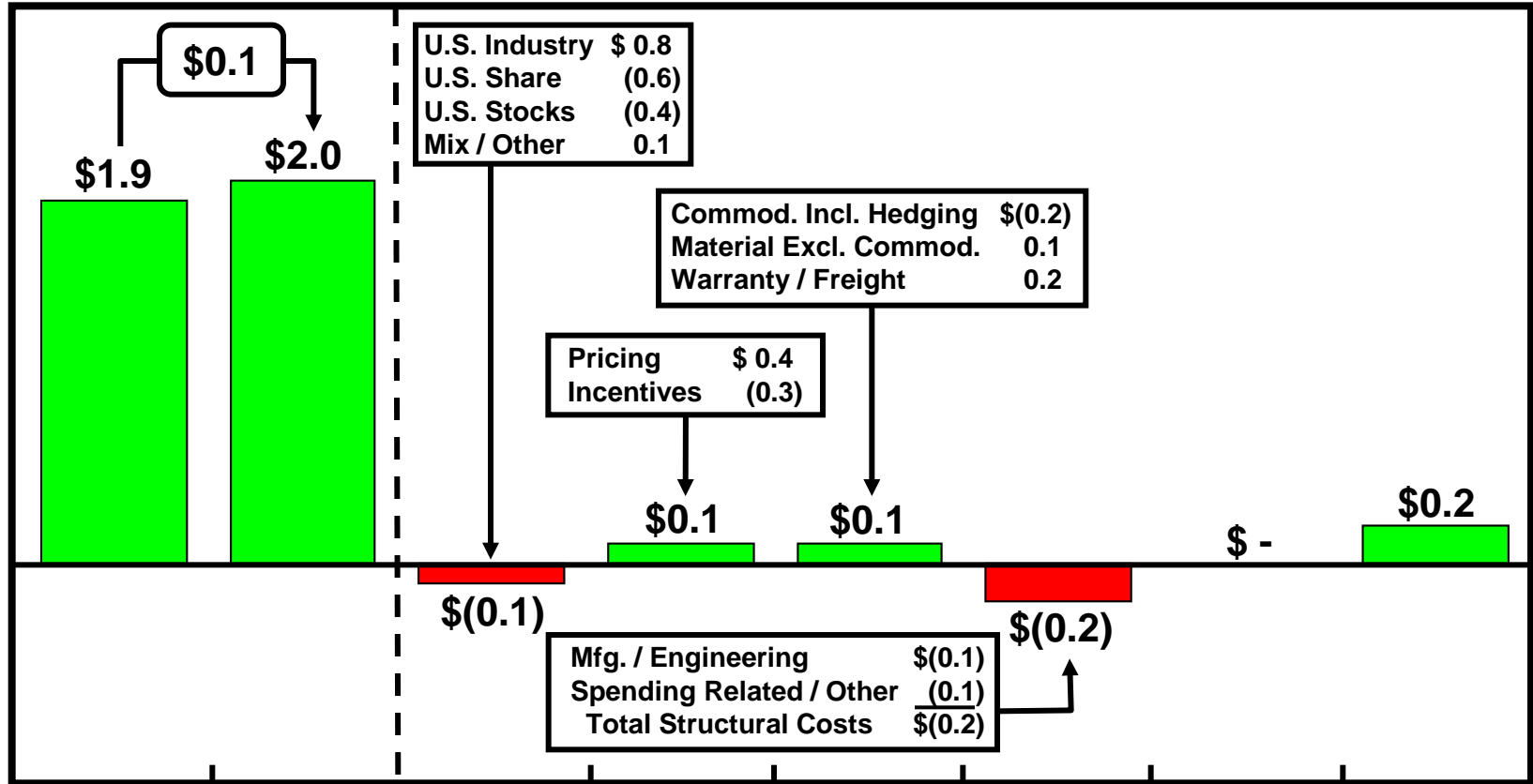
First Half	1,351	1,370	\$37.4	\$38.3	\$3,752	\$4,143	10.0%	10.8%
Second Quarter (U.S. Market)								
U.S. Industry SAAR (Mils.)	12.4	14.4						
U.S. Market Share	17.3%	15.6%						

AUTOMOTIVE SECTOR -- NORTH AMERICA

2012 SECOND QUARTER PRE-TAX RESULTS

COMPARED WITH 2011

Billions



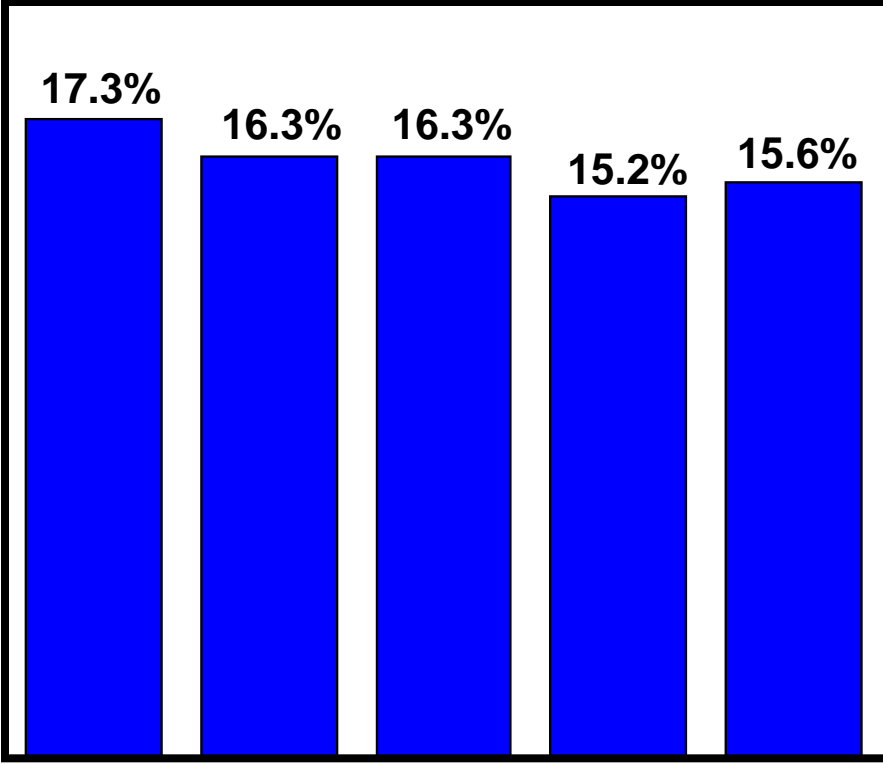
B / (W) Than 2012 1Q \$(0.1) \$0.5 \$ - \$(0.2) \$(0.5) \$ - \$0.1

* 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

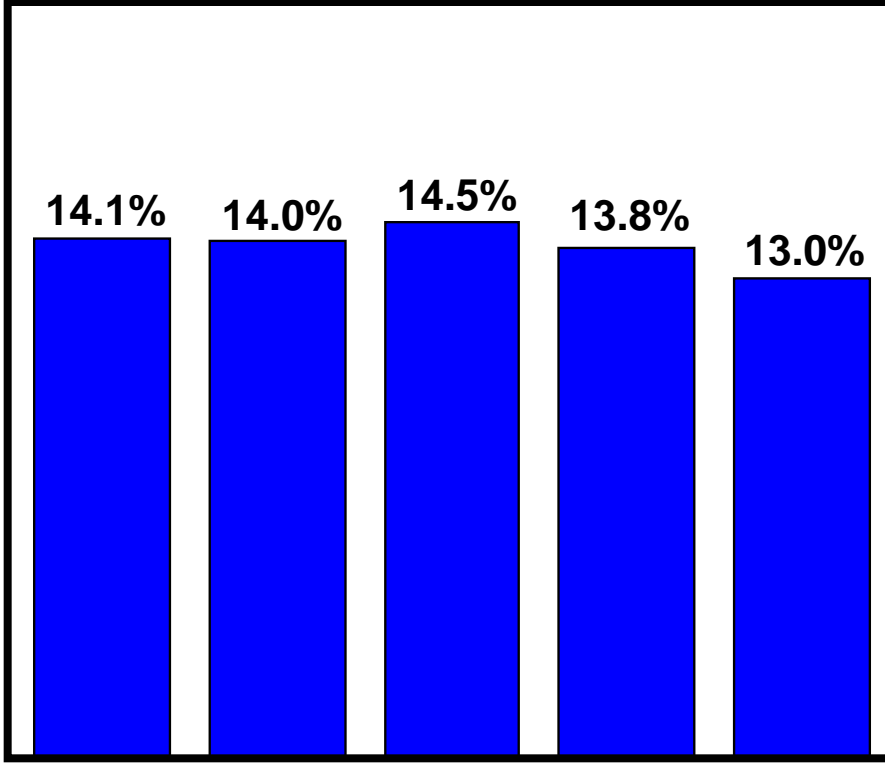
AUTOMOTIVE SECTOR -- NORTH AMERICA

U.S. MARKET SHARE

Total Share of Total Industry



Retail Share of Retail Industry*



Second Quarter 2011 Third Quarter 2011 Fourth Quarter 2011 First Quarter 2012 Second Quarter 2012

Second Quarter 2011 Third Quarter 2011 Fourth Quarter 2011 First Quarter 2012 Second Quarter 2012

Memo:
B / (W) Prior Yr.
(Pts.) 0.4 0.4 (0.1) (0.8) (1.7)

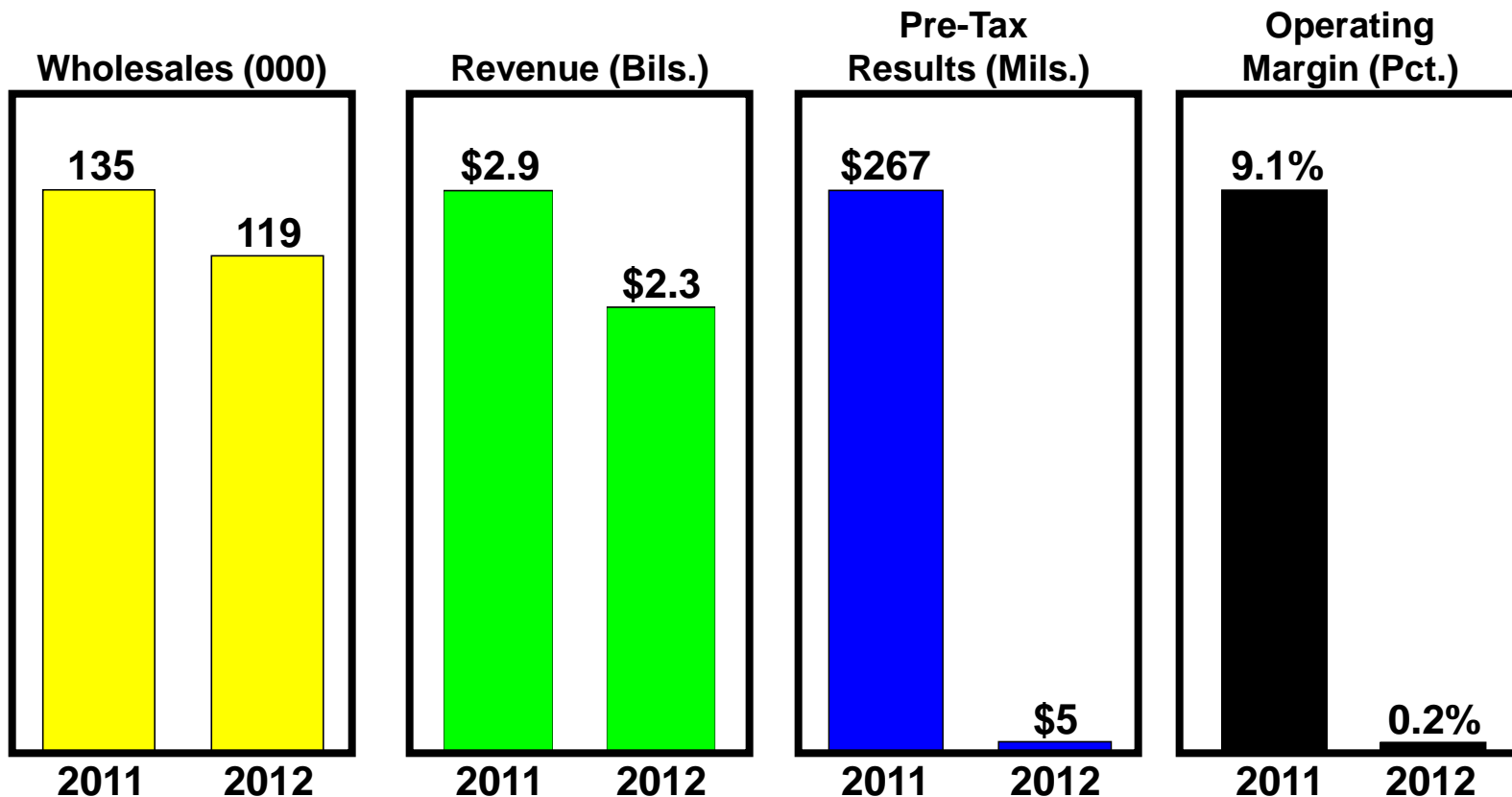
- - 0.4 0.4 (1.1)

* Current quarter estimated, prior quarters based on latest Polk data

AUTOMOTIVE SECTOR -- SOUTH AMERICA

2012 SECOND QUARTER KEY METRICS

COMPARED WITH 2011



Memo:	2011	2012
First Half	249	237
Second Quarter		
Industry SAAR (Mils.)*	5.4	5.3
Market Share*	9.5%	9.4%

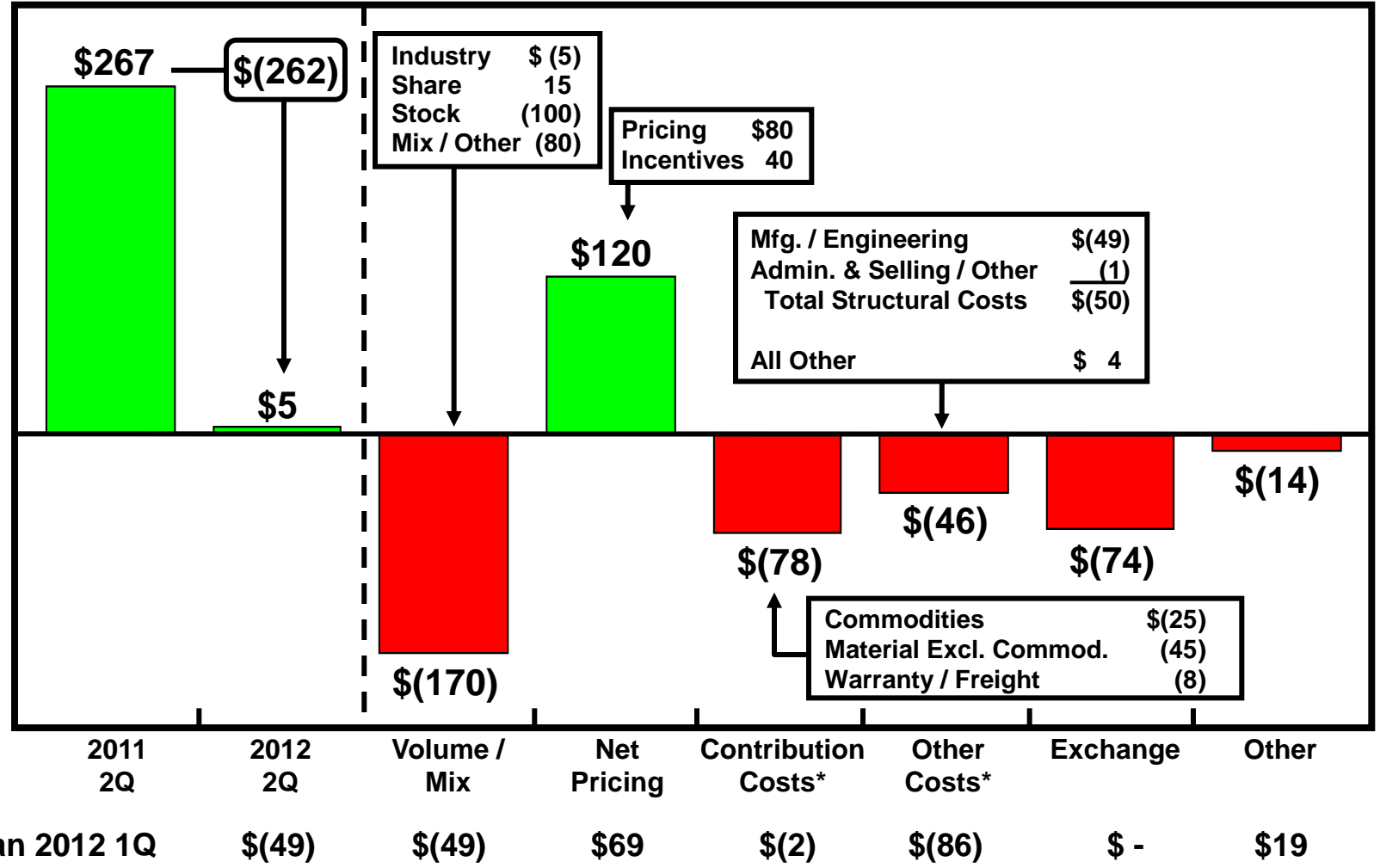
* South America industry SAAR and market share are based, in part, on estimated vehicle registrations for the six markets we track

AUTOMOTIVE SECTOR -- SOUTH AMERICA

2012 SECOND QUARTER PRE-TAX RESULTS

COMPARED WITH 2011

Millions



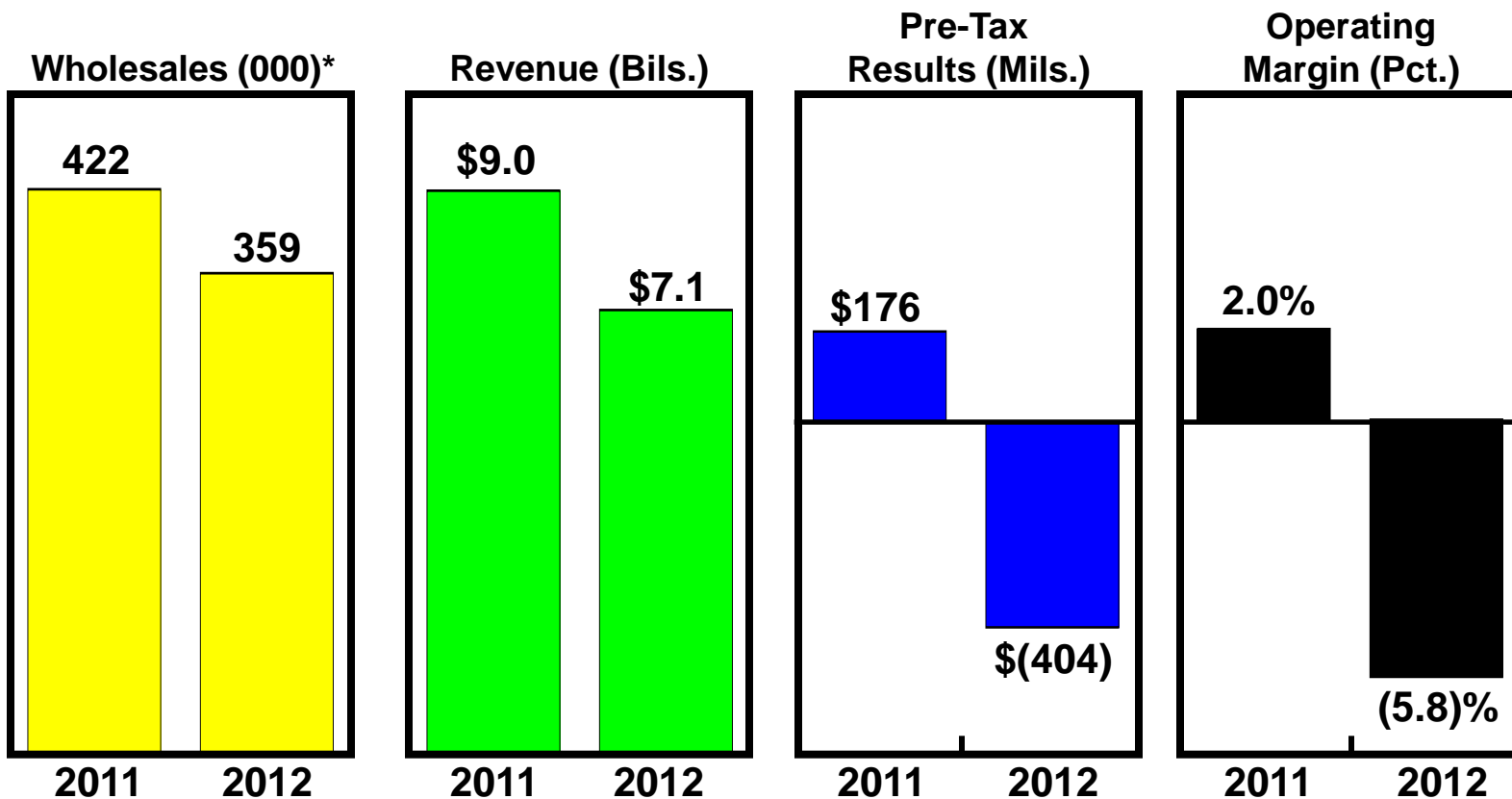
B / (W) Than 2012 1Q \$(49) \$(49) \$69 \$(2) \$(86) \$ - \$19

* 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

2012 SECOND QUARTER KEY METRICS

COMPARED WITH 2011



Memo:	2011	2012
First Half	854	731
Second Quarter		
Industry SAAR (Mils.)**	14.9	14.3
Market Share**	8.3%	7.7%

* Includes Ford Brand vehicles sold in Turkey by our unconsolidated affiliate (totaling about 20,000 and 17,000 units in Second Quarter 2011 and 2012, respectively) and, beginning in 2011 Fourth Quarter, in Russia with the formation of our unconsolidated joint venture FordSollers (totaling about 36,000 units in Second Quarter 2012), although revenue does not include these sales

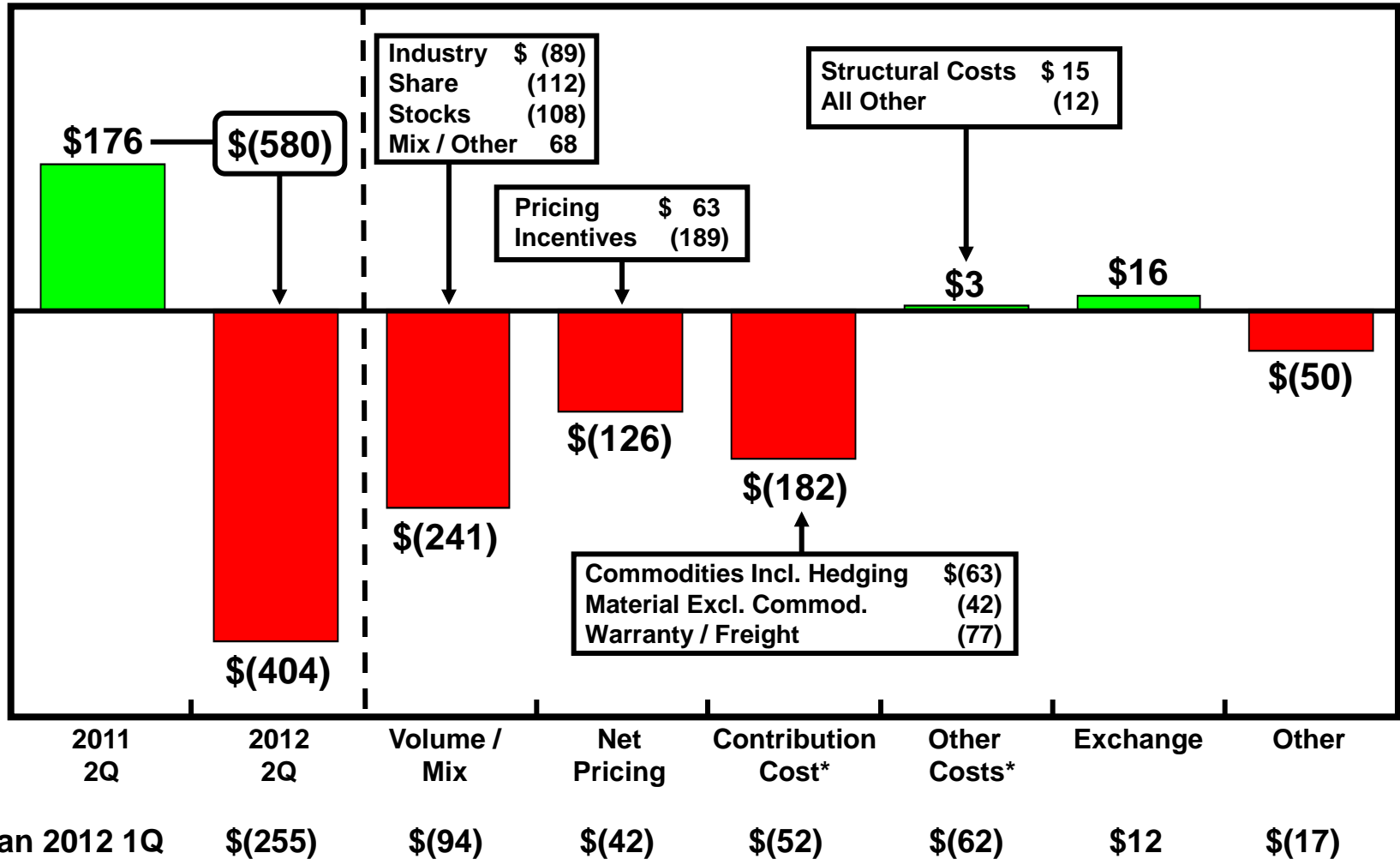
** Europe industry SAAR and market share are based, in part, on estimated vehicle registrations for the 19 markets we track

AUTOMOTIVE SECTOR -- EUROPE

2012 SECOND QUARTER PRE-TAX RESULTS

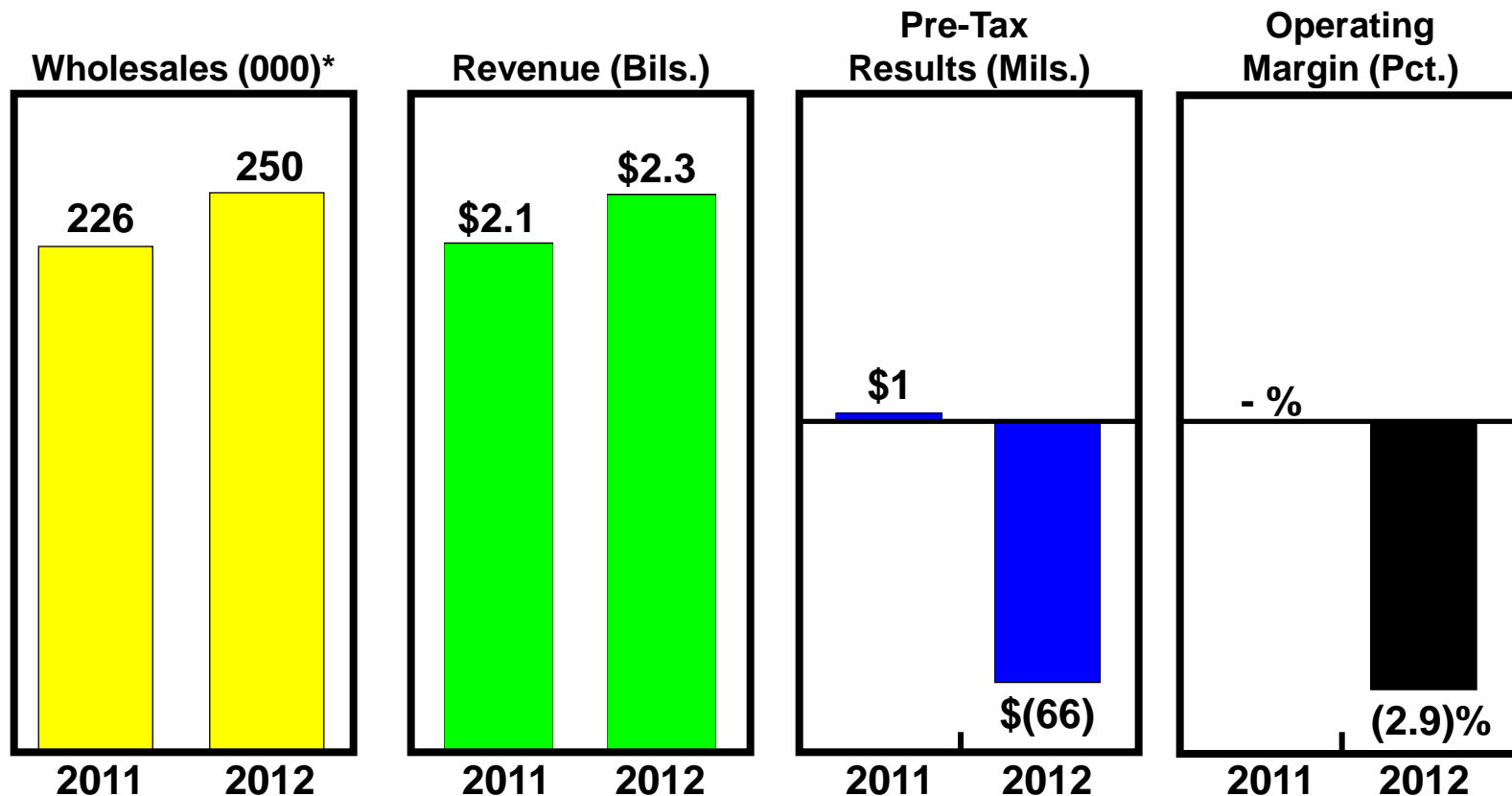
COMPARED WITH 2011

Millions



* 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 -- ASIA PACIFIC AFRICA 2012 SECOND QUARTER KEY METRICS COMPARED WITH 2011



Memo:	2011	2012
First Half	468	467
Industry SAAR (Mils.)**	27.6	33.7
Market Share**	2.9%	2.6%

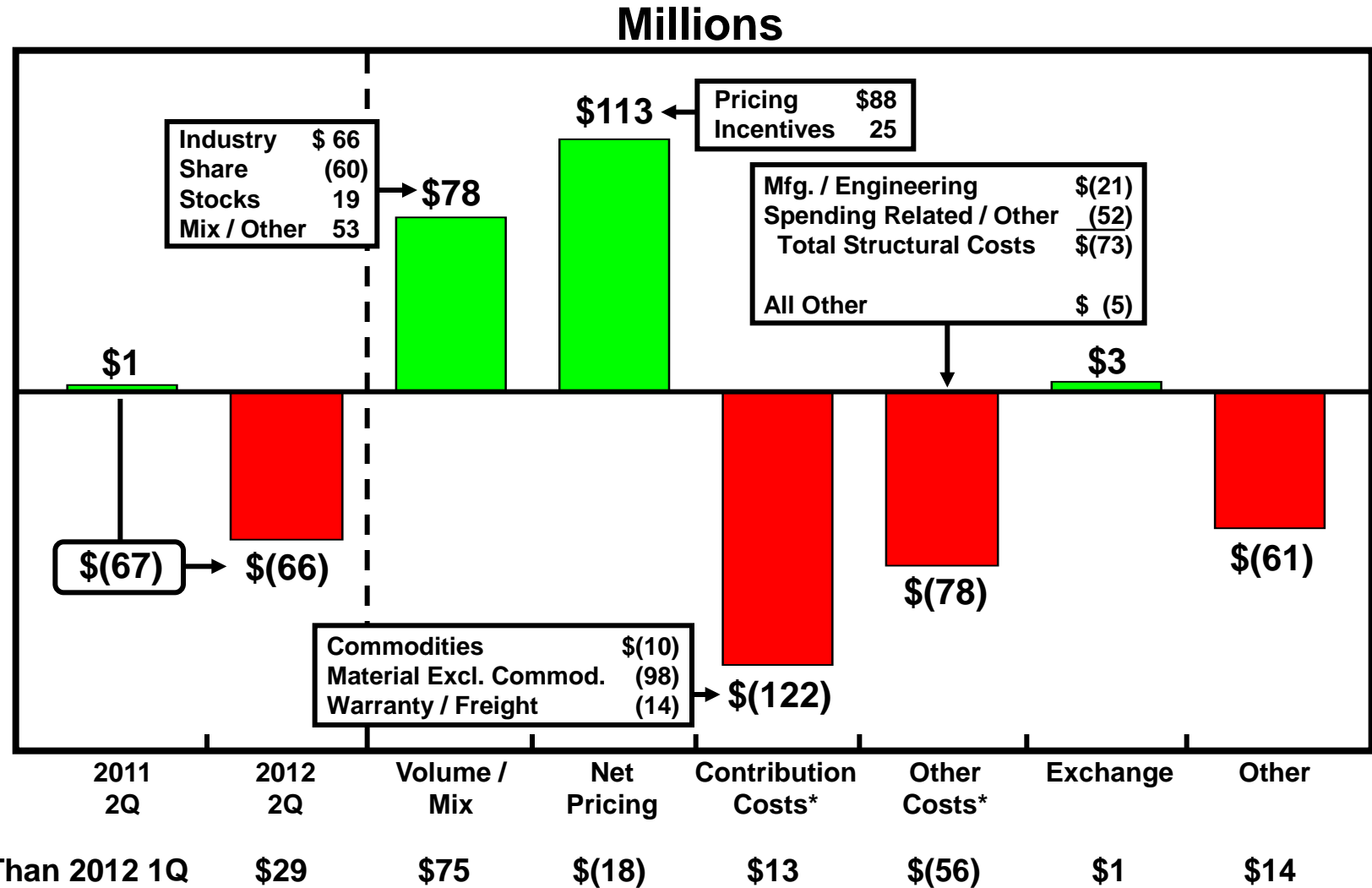
* Includes Ford brand and Jiangling Motors Corporation (JMC) brand vehicles sold in China by unconsolidated affiliates (totaling about 133,000 and 156,000 units in Second Quarter 2011 and 2012, respectively), although revenue does not include these sales

** Asia Pacific Africa industry SAAR and market share, are based, in part, on estimated vehicle sales for the 12 markets we track; market share includes Ford brand and JMC brand vehicles sold in China by unconsolidated affiliates

AUTOMOTIVE SECTOR -- ASIA PACIFIC AFRICA

2012 SECOND QUARTER PRE-TAX RESULTS

COMPARED WITH 2011



* 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

2012 PRODUCTION VOLUMES*

	2012			
	Second Quarter		Third Quarter	
	Actual		Forecast	
	Units	O / (U)	Units	O / (U)
(000)	2011	(000)	2011	
	(000)	(000)	(000)	(000)
North America	737	27	690	34
South America	100	(30)	120	1
Europe	369	(66)	320	(31)
Asia Pacific Africa	<u>244</u>	<u>20</u>	<u>275</u>	<u>65</u>
Total	<u>1,450</u>	<u>(49)</u>	<u>1,405</u>	<u>69</u>

* Includes production of Ford brand and JMC brand vehicles to be sold by unconsolidated affiliates

AUTOMOTIVE SECTOR

2012 CASH*

	<u>Second Quarter</u> (Bils.)	<u>First Half</u> (Bils.)
<u>Gross Cash</u>		
June 30, 2012	\$ 23.7	\$ 23.7
March 31, 2012 / December 31, 2011	<u>23.0</u>	<u>22.9</u>
Change in gross cash	<u>\$ 0.7</u>	<u>\$ 0.8</u>
Automotive pre-tax profits**	\$ 1.4	\$ 3.2
Capital spending	(1.2)	(2.3)
Depreciation and amortization	0.9	1.8
Changes in working capital	(0.6)	(0.7)
Other / Timing differences	<u>0.3</u>	<u>(0.3)</u>
Automotive operating-related cash flow	\$ 0.8	\$ 1.7
Separation payments	(0.2)	(0.3)
Receipts from Financial Services sector	0.1	0.4
Other	<u>0.6</u>	<u>0.4</u>
Cash flow before other actions	\$ 1.3	\$ 2.2
Changes in debt	0.4	0.9
Pension contributions	(0.8)	(1.9)
Dividends / Other items	<u>(0.2)</u>	<u>(0.4)</u>
Change in gross cash	<u>\$ 0.7</u>	<u>\$ 0.8</u>

* See Appendix for reconciliation to GAAP

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

AUTOMOTIVE SECTOR

2012 AUTOMOTIVE FINANCIAL RESOURCES

	<u>Mar. 31</u> (Bils.)	<u>June 30</u> (Bils.)
Automotive Gross Cash*	\$ 23.0	\$ 23.7
Long-Term Debt	\$ (12.6)	\$ (12.9)
Debt Payable Within One Year	<u>(1.1)</u>	<u>(1.3)</u>
Total Debt	\$ (13.7)	\$ (14.2)
Net Cash**	<u><u>\$ 9.3</u></u>	<u><u>\$ 9.5</u></u>
 Memo: Liquidity***	 \$ 32.9	 \$ 33.9

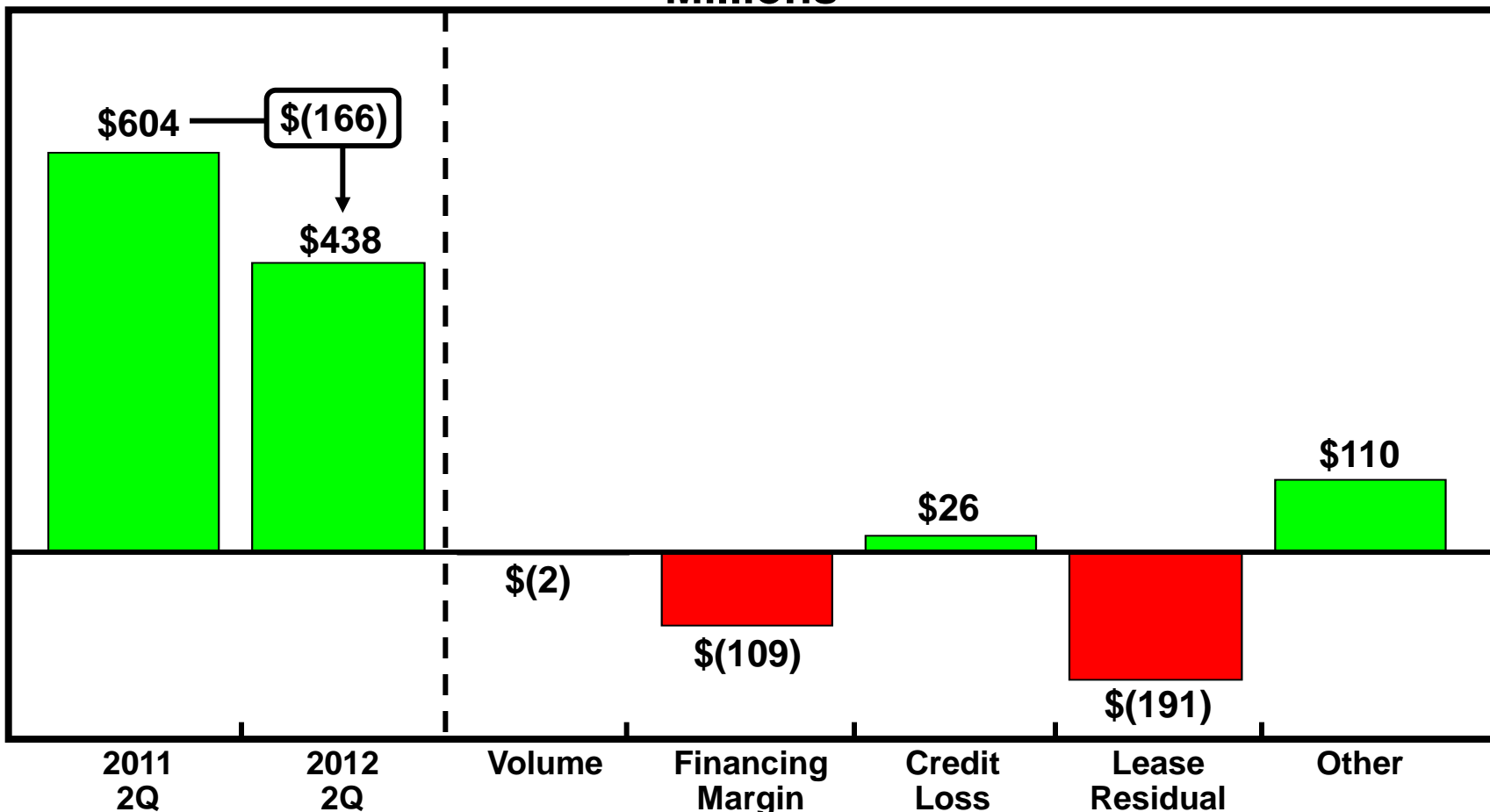
* See Appendix for reconciliation to GAAP

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

*** As of June 30, 2012, total available committed Automotive credit lines (including local lines available to foreign affiliates) were \$10.2 billion

FINANCIAL SERVICES SECTOR -- FORD CREDIT 2012 SECOND QUARTER PRE-TAX RESULTS COMPARED WITH 2011

Millions



Memo:
B / (W) 2012 1Q
Receivables (Bils.)*
Total
Managed

	2011 2Q	2012 2Q		2011 2Q	2012 2Q
B / (W) 2012 1Q		\$(14)	\$ -	\$(48)	\$27
Total	\$84	\$ 84			
Managed	86	86			

* 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, 2011 and June 30, 2012

OUR PLAN

Alan Mulally
President and Chief Executive Officer

BUSINESS ENVIRONMENT OVERVIEW

Global

- **2012 global economic growth projected to be 2 - 3%; global industry sales projected at around 80 million units, up about 5% from 2011**

Americas

- **U.S. economic growth projected between 2 - 2.5% this year**
 - **Industry sales supported by replacement of older vehicles**
- **Brazil's economic growth slowed to 2 - 3% with central bank aggressively lowering policy interest rates to historic low of 8%**

Europe

- **Europe's economies hampered by debt crisis and austerity measures**
- **Policy support positive for bank restructuring, as well as central bank action**
- **Weak business conditions likely to persist**

Asia Pacific Africa

- **Policy easing occurred in response to broad-based weakness in China and India; more policy actions likely to stabilize economic growth**

Global Growth To Continue In 2012 Despite Challenges In Europe

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

- Continue implementation of our global **ONE FORD**
- 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



SAFE HARBOR

Statements included 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 market share or failure to achieve growth;
- Lower-than-anticipated market acceptance of new or existing products;
- Market shift away from sales of larger, more profitable vehicles beyond our current planning assumption, particularly in the United States;
- An increase in fuel prices, 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 on our operations resulting from economic, geopolitical, or other events;
- Economic distress of suppliers that may require us to provide substantial financial support or take other measures to ensure supplies of components or materials and could increase our costs, affect our 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, information technology issues, production constraints or difficulties, or other factors);
- Single-source supply of components or materials;
- Labor or other constraints on our 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 our 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, reputational damage, 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 our products, perceived environmental impacts, or otherwise;
- A change in our requirements where we have long-term supply arrangements committing us 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 our 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 us or a third-party vendor, or at a supplier facility;
- Failure of financial institutions to fulfill commitments under committed credit 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 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, 2011.

APPENDIX

2012 SECOND QUARTER EARNINGS -- APPENDIX INDEX

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TOTAL COMPANY CALCULATION OF EARNINGS PER SHARE

	2012 Second Quarter		2012 First Half	
	Net Income Attributable to Ford	After-Tax Oper. Excl. Items*	Net Income Attributable to Ford	After-Tax Oper. Excl. Items*
<u>After-Tax Results (Mils.)</u>				
After-tax results*	\$ 1,040	\$ 1,203	\$ 2,436	\$ 2,781
Effect of dilutive 2016 Convertible Notes**	10	10	21	21
Effect of dilutive 2036 Convertible Notes**	-	-	-	-
Diluted after-tax results	<u>\$ 1,050</u>	<u>\$ 1,213</u>	<u>\$ 2,457</u>	<u>\$ 2,802</u>
<u>Basic and Diluted Shares (Mils.)</u>				
Basic shares (Average shares outstanding)	3,815	3,815	3,809	3,809
Net dilutive options and warrants***	101	101	129	129
Dilutive 2016 Convertible Notes	95	95	95	95
Dilutive 2036 Convertible Notes	3	3	3	3
Diluted shares	<u>4,014</u>	<u>4,014</u>	<u>4,036</u>	<u>4,036</u>
EPS (Diluted)	\$ 0.26	\$ 0.30	\$ 0.61	\$ 0.69

* 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

*** Net dilutive effect includes approximately 57 million and 76 million dilutive shares for the Second Quarter and First Half of 2012, respectively, representing the net share settlement methodology for the 362 million warrants outstanding as of June 30, 2012

TOTAL COMPANY INCOME / (LOSS) FROM CONTINUING OPERATIONS

	Second Quarter		First Half	
	2011 (Mils.)	2012 (Mils.)	2011 (Mils.)	2012 (Mils.)
North America	\$ 1,908	\$ 2,010	\$ 3,752	\$ 4,143
South America	267	5	477	59
Europe	176	(404)	469	(553)
Asia Pacific Africa	1	(66)	34	(161)
Other Automotive	(76)	(163)	(325)	(269)
Total Automotive (excl. special items)	\$ 2,276	\$ 1,382	\$ 4,407	\$ 3,219
Special items -- Automotive	(272)	(234)	(333)	(489)
Total Automotive	\$ 2,004	\$ 1,148	\$ 4,074	\$ 2,730
Financial Services	602	447	1,308	903
Pre-tax results	\$ 2,606	\$ 1,595	\$ 5,382	\$ 3,633
(Provision for) / Benefit from income taxes	(206)	(557)	(426)	(1,197)
Net income / (loss)	\$ 2,400	\$ 1,038	\$ 4,956	\$ 2,436
Less: Income / (Loss) attributable to non-controlling interests	2	(2)	7	-
Net income / (loss) attributable to Ford	\$ 2,398	\$ 1,040	\$ 4,949	\$ 2,436
 Memo: Excluding special items				
Pre-tax results	\$ 2,878	\$ 1,829	\$ 5,715	\$ 4,122
(Provision for) / Benefit from income taxes	(896)	(628)	(1,748)	(1,341)
Less: Income / (Loss) attributable to non-controlling interests	2	(2)	7	-
After-tax results	\$ 1,980	\$ 1,203	\$ 3,960	\$ 2,781

TOTAL COMPANY SPECIAL ITEMS

	<u>Second Quarter</u>		<u>First Half</u>	
	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
<u>Personnel and Dealer-Related Items</u>				
Personnel-reduction actions	\$ (110)	\$ (51)	\$ (132)	\$ (290)
Mercury discontinuation / Other dealer actions	(61)	(13)	(62)	(29)
Job Security Benefits / Other	<u>5</u>	<u>12</u>	<u>4</u>	<u>18</u>
Total Personnel and Dealer-Related Items	\$ (166)	\$ (52)	\$ (190)	\$ (301)
<u>Other Items</u>				
Loss on sale of two component businesses	\$ -	\$ (173)	\$ -	\$ (173)
Belgium pension	(104)	-	(104)	-
Trust Preferred redemption	-	-	(60)	-
Other	<u>(2)</u>	<u>(9)</u>	<u>21</u>	<u>(15)</u>
Total Other Items	<u>\$ (106)</u>	<u>\$ (182)</u>	<u>\$ (143)</u>	<u>\$ (188)</u>
Total Special Items	<u><u>\$ (272)</u></u>	<u><u>\$ (234)</u></u>	<u><u>\$ (333)</u></u>	<u><u>\$ (489)</u></u>
Memo:				
Special Items impact on earnings per share*	\$ 0.10	\$ (0.04)	\$ 0.24	\$ (0.08)

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

SELECTED MARKETS

2012 SECOND QUARTER DEALER STOCKS AND DEFINITION OF WHOLESALERS*

	Second Quarter	
	2011 (000)	2012 (000)
U.S. Dealer Stocks		
June 30	429	455
March 31	<u>407</u>	<u>477</u>
2Q Stock Change H / (L)	<u>22</u>	<u>(22)</u>
	(44)	
South America Dealer Stocks**		
June 30	49	41
March 31	<u>42</u>	<u>46</u>
2Q Stock Change H / (L)	<u>7</u>	<u>(5)</u>
	(12)	
Europe Dealer Stocks***		
June 30	218	165
March 31	<u>226</u>	<u>192</u>
2Q Stock Change H / (L)	<u>(8)</u>	<u>(27)</u>
	(19)	
Asia Pacific Africa Dealer Stocks****		
June 30	102	122
March 31	<u>94</u>	<u>93</u>
2Q Stock Change H / (L)	<u>8</u>	<u>29</u>
	21	
Total		
June 30	798	783
March 31	<u>769</u>	<u>808</u>
2Q Stock Change H / (L)	<u>29</u>	<u>(25)</u>
	(54)	

* 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, and local-brand vehicles produced by our Chinese joint venture Jiangling Motors Corporation (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 ("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 12 markets we track

AUTOMOTIVE SECTOR MARKET RESULTS*

	Second Quarter		First Half	
	2011	2012	2011	2012
<u>U.S.</u>				
Industry SAAR (Mils.)	12.4	14.4	12.8	14.6
Market share	17.3 %	15.6 %	16.7 %	15.4
<u>South America**</u>				
Industry SAAR (Mils.)	5.4	5.3	5.4	5.3
Market share	9.5 %	9.4 %	9.5 %	9.4
<u>Europe***</u>				
Industry SAAR (Mils.)	14.9	14.3	15.4	14.3
Market share	8.3 %	7.7 %	8.4 %	8.1
<u>Asia Pacific Africa****</u>				
Industry SAAR (Mils.)	27.6	33.7	30.0	33.3
Market share	2.9 %	2.6 %	2.7 %	2.4

* 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

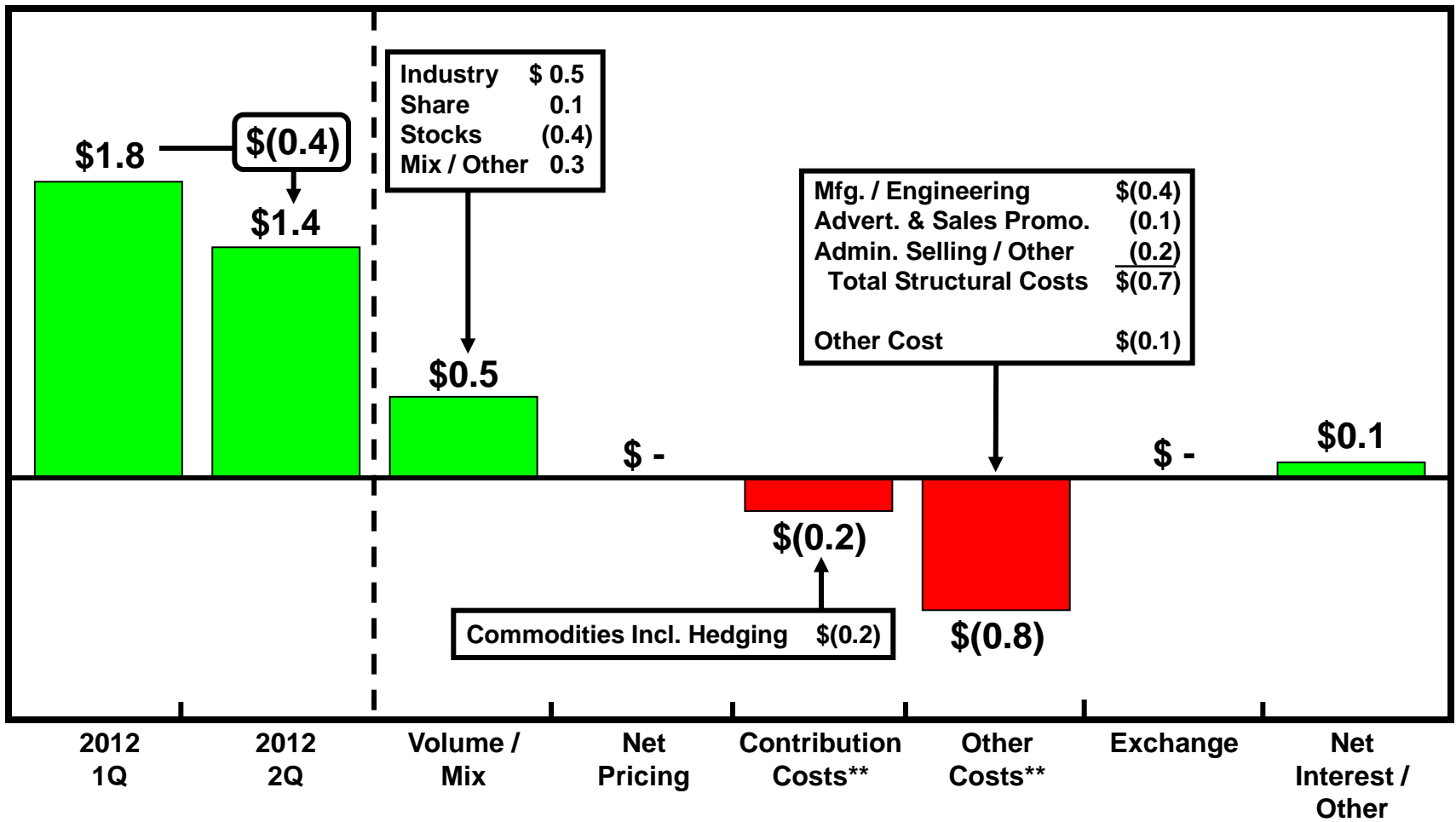
**** Asia Pacific Africa industry SAAR and market share are based, in part, on estimated vehicle sales for the 12 markets we track; market share includes Ford brand and JMC brand vehicles sold in China by unconsolidated affiliates

AUTOMOTIVE SECTOR

2012 SECOND QUARTER PRE-TAX RESULTS

COMPARED WITH 2012 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

	Dec. 31, 2011 <u>(Bils.)</u>	<u>2012</u>	
		<u>Mar. 31</u> <u>(Bils.)</u>	<u>June 30</u> <u>(Bils.)</u>
<u>U.S. Debt</u>			
Unsecured Debt			
- Unsecured notes	\$ 5.2	\$ 5.4	\$ 5.4
- Unsecured convertible notes	<u>0.7</u>	<u>0.8</u>	<u>0.8</u>
Total Unsecured Debt	\$ 5.9	\$ 6.2	\$ 6.2
Secured Debt			
- U.S. Dept. of Energy Loans / Ex-Im	<u>5.0</u>	<u>5.5</u>	<u>6.0</u>
Total U.S. Debt	\$ 10.9	\$ 11.7	\$ 12.2
<u>International / Other Debt</u>	<u>2.2</u>	<u>2.0</u>	<u>2.0</u>
Total Automotive Debt	<u>\$ 13.1</u>	<u>\$ 13.7</u>	<u>\$ 14.2</u>
Memo: Debt payable within one year	\$ 1.0	\$ 1.1	\$ 1.3

AUTOMOTIVE SECTOR

NET INTEREST RECONCILIATION TO GAAP

	Second Quarter		First Half	
	2011 (Mils.)	2012 (Mils.)	2011 (Mils.)	2012 (Mils.)
Interest expense	\$ (202)	\$ (188)	\$ (453)	\$ (373)
Interest income	<u>105</u>	<u>65</u>	<u>190</u>	<u>152</u>
Subtotal	\$ (97)	\$ (123)	\$ (263)	\$ (221)
Adjusted for items included / excluded from net interest				
Include: Gains / (Losses) on cash equiv. and marketable securities*	25	5	22	31
Exclude: Special items	-	-	(2)	-
Other	<u>(16)</u>	<u>(18)</u>	<u>(30)</u>	<u>(36)</u>
Net Interest	<u>\$ (88)</u>	<u>\$ (136)</u>	<u>\$ (273)</u>	<u>\$ (226)</u>

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

AUTOMOTIVE SECTOR

GROSS CASH RECONCILIATION TO GAAP

	2011		2012	
	<u>June 30</u> (Bils.)	<u>Dec. 31</u> (Bils.)	<u>Mar. 31</u> (Bils.)	<u>June 30</u> (Bils.)
Cash and cash equivalents	\$ 9.8	\$ 7.9	\$ 7.3	\$ 7.2
Marketable securities	<u>12.2</u>	<u>15.0</u>	<u>15.8</u>	<u>16.6</u>
Total cash and marketable securities	\$ 22.0	\$ 22.9	\$ 23.1	\$ 23.8
Securities in transit*	<u>-</u>	<u>-</u>	<u>(0.1)</u>	<u>(0.1)</u>
Gross cash	<u>\$ 22.0</u>	<u>\$ 22.9</u>	<u>\$ 23.0</u>	<u>\$ 23.7</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

	<u>Second Quarter</u>		<u>First Half</u>	
	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>
	<u>(Bils.)</u>	<u>(Bils.)</u>	<u>(Bils.)</u>	<u>(Bils.)</u>
Cash flows from operating activities of continuing operations	\$ 2.7	\$ 1.7	\$ 5.7	\$ 2.6
Items included in operating-related cash flows				
Capital expenditures	(1.1)	(1.2)	(2.0)	(2.3)
Proceeds from the exercise of stock options	-	-	0.1	-
Net cash flows from non-designated derivatives	0.1	(0.2)	0.1	(0.3)
Items not included in operating-related cash flows				
Cash impact of Job Security Benefits and personnel-reduction actions	0.1	0.2	0.1	0.3
Pension contributions	0.5	0.8	0.8	1.9
Tax refunds and tax payments from affiliates	-	-	(0.4)	(0.1)
Settlement of outstanding obligation with affiliates	-	(0.3)	-	(0.3)
Other	-	(0.2)	0.1	(0.1)
Operating-related cash flows	<u>\$ 2.3</u>	<u>\$ 0.8</u>	<u>\$ 4.5</u>	<u>\$ 1.7</u>