

INVESTOR CALL FCE BANK PLC

***2012 INTERIM FINANCIAL RESULTS
September 10, 2012***

**Paul Kiernan -- FCE Executive Director, Finance
Martin Galdeano -- FCE Treasurer**

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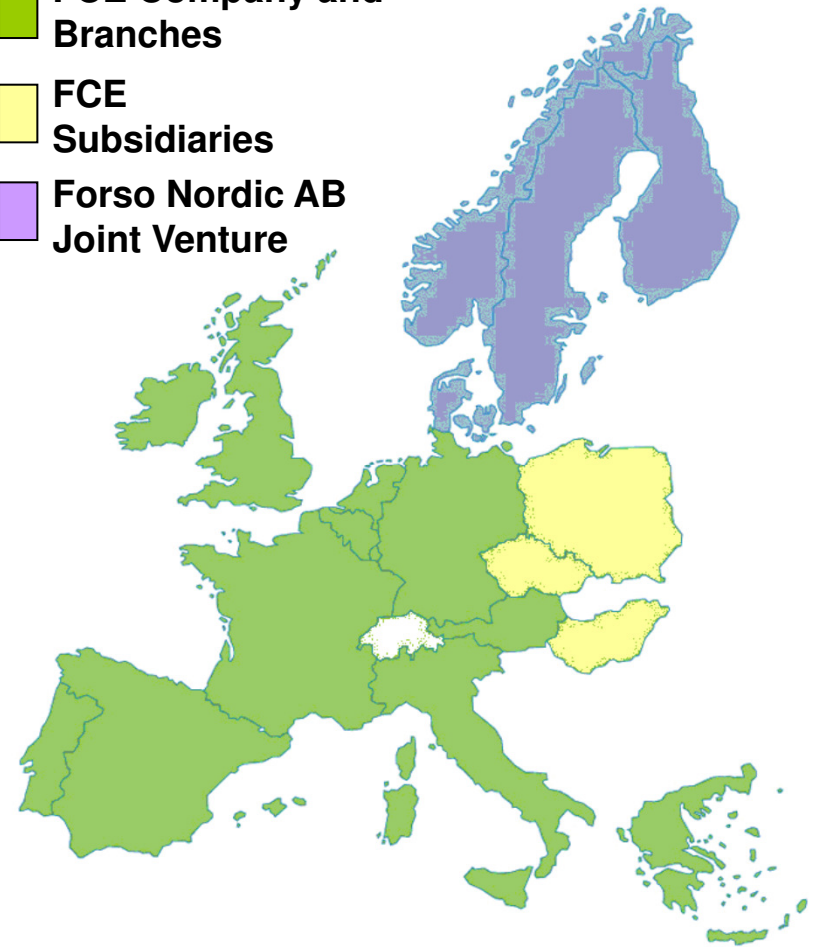
WHO WE ARE



- **FCE is a public limited company incorporated in the UK, wholly owned by Ford Motor Credit Company LLC**
- **FCE operates as a licensed bank regulated by the UK Financial Services Authority (FSA)**
- **FCE's Board of Directors has 11 members, including 4 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**



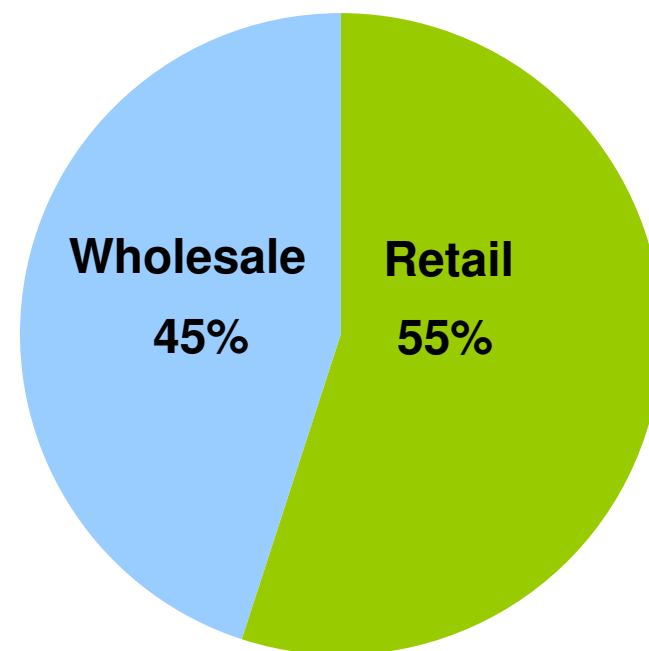
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WHAT WE DO



- **FCE's Core Customers:**
 - Ford's customers
 - Ford's dealers
- **Substantially all FCE Lending is secured**

Net Loans and Advances by Product Segment, June 30, 2012



**FCE's Aim is To Support Ford of Europe's Vehicle Sales
While Consistently Adding Shareholder Value**

FCE BANK PLC FORD CREDIT'S VALUE PROPOSITION



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STRATEGIC PRIORITIES



- **FCE's strategic priorities include:**
 - **Managing risk effectively and consistently**
 - **Executing a funding strategy that balances liquidity and cost**
 - **Ensuring a competitive operating cost structure**
 - **Investing in customer-facing technology**
 - **Aligning closely with Ford's sales & marketing activities**

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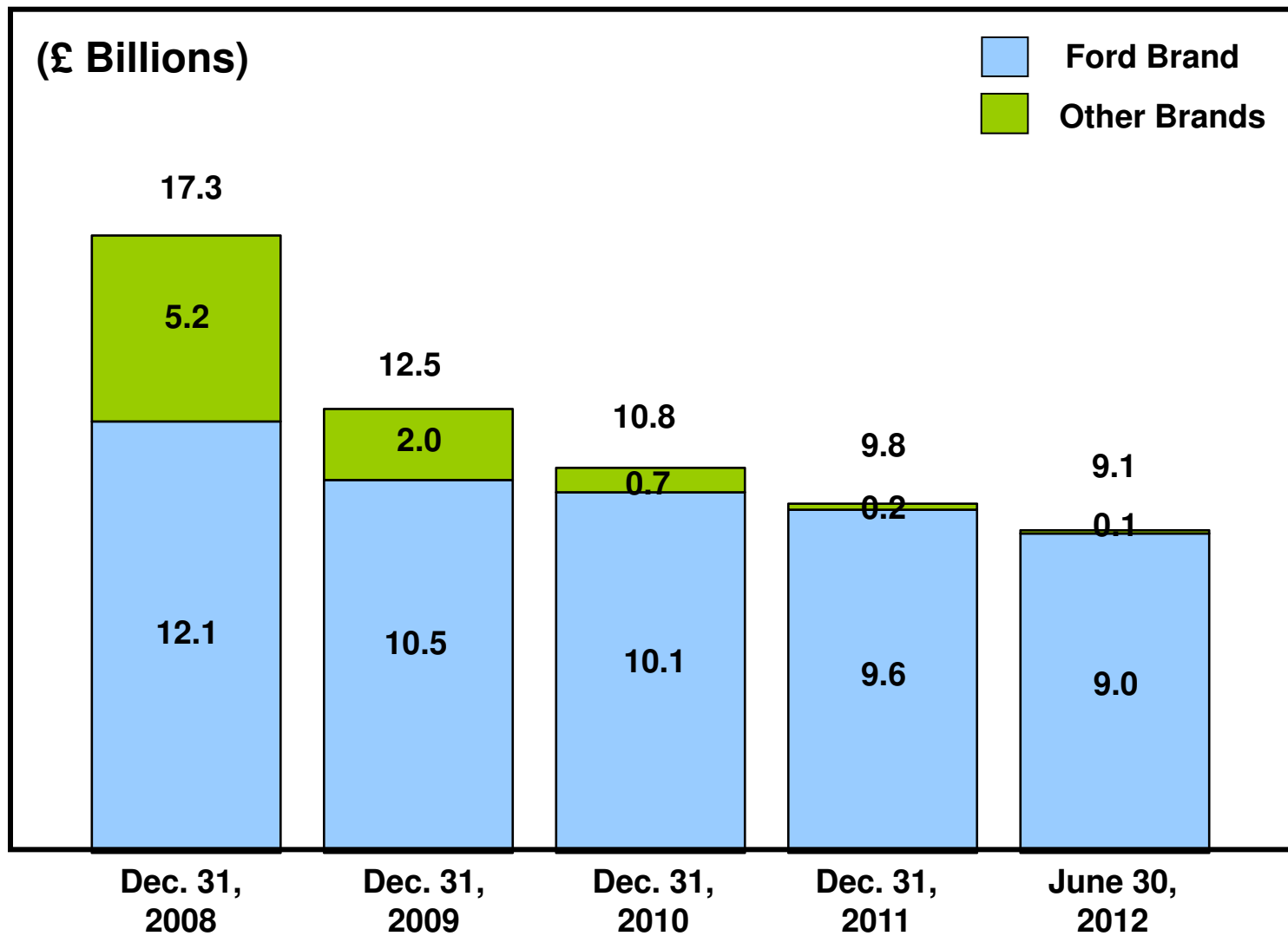
2012 INTERIM PERFORMANCE SUMMARY



- **£81 million pre-tax profit in the First Half**
- **£91 million adjusted pre-tax profit in the First Half**
- **Credit losses remain stable and close to historical lows**
- **31.2% financing share, an increase of 1.4% from 2011**
- **Total net loans and advances decline to £9.1 billion**
- **Funding plan on track**
- **Tier-1 capital ratio was about 20% at June 30, 2012**

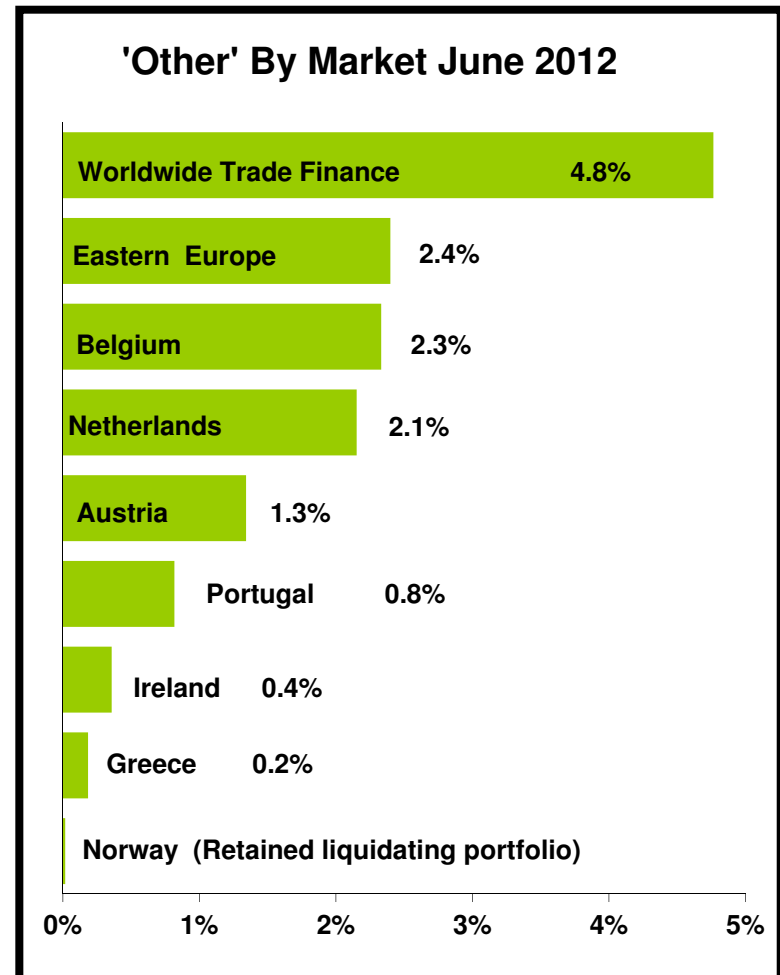
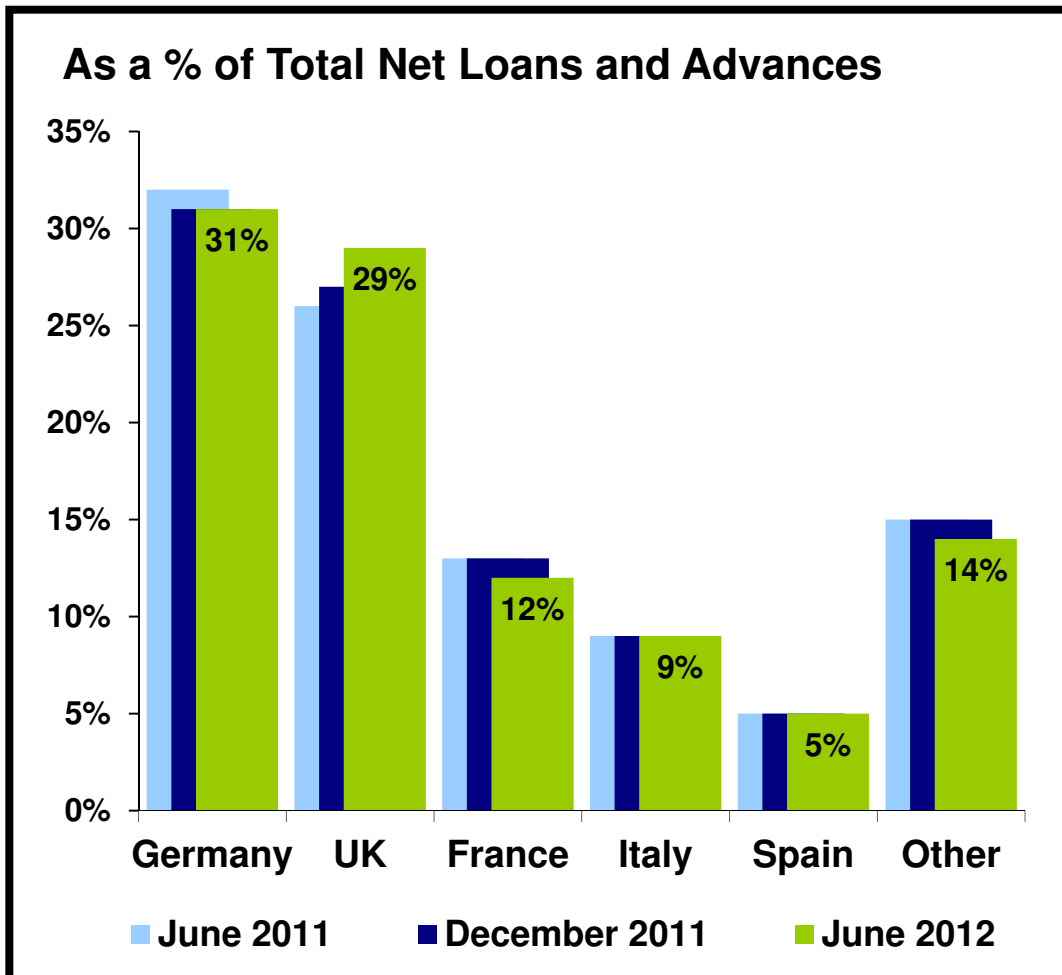
Refer to 2012 Interim Report page 7 for the calculation of adjusted pre-tax profit

**TOTAL NET LOANS AND ADVANCES TO CUSTOMERS
BY BRAND**



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NET LOANS AND ADVANCES TO CUSTOMERS BY MARKET



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FUNDING HIGHLIGHTS



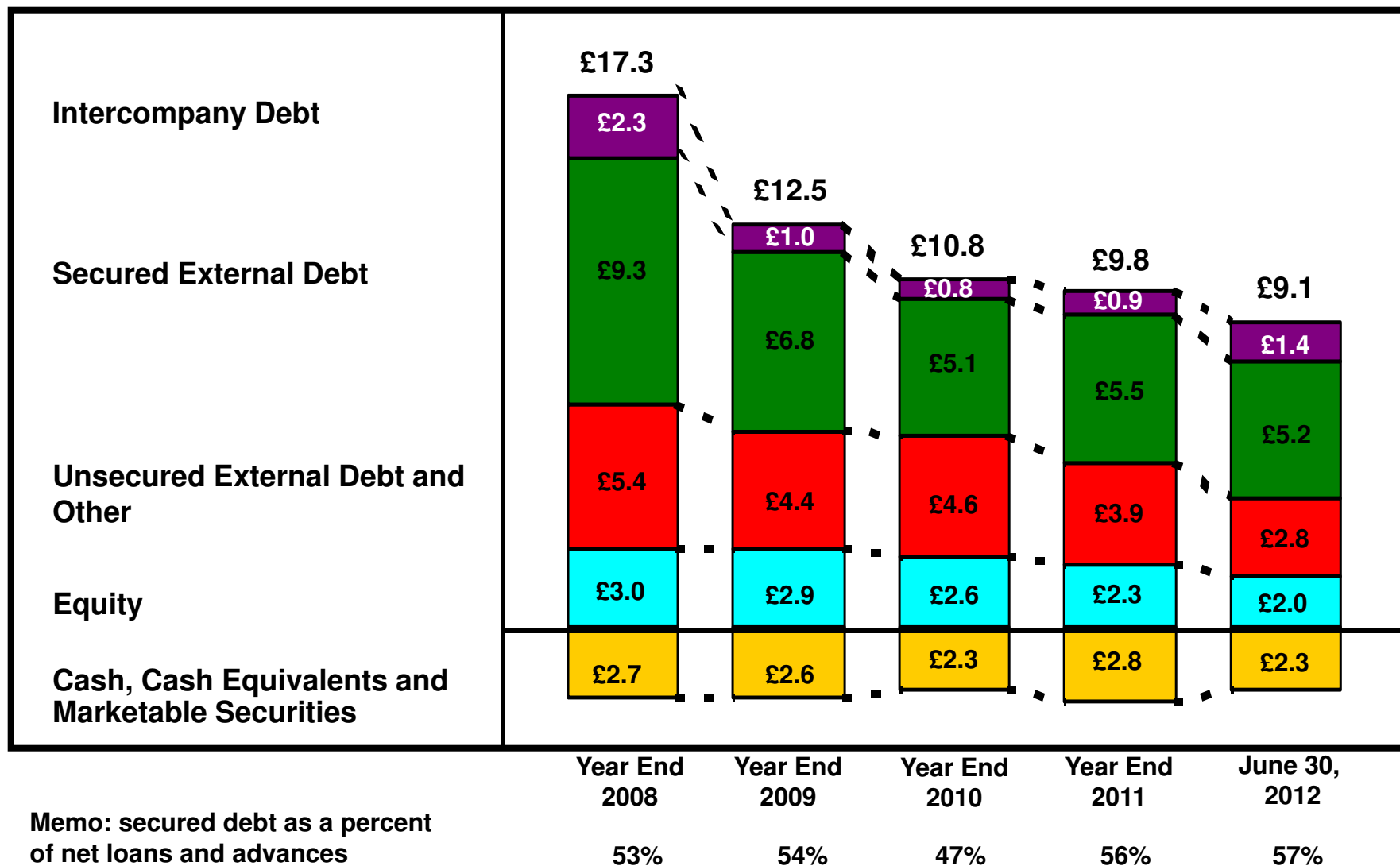
2012

- **Renewed or added £2.6 billion of private securitisation capacity**
- **Completed £250 million of new issuance in the public term debt markets**
- **Accessed term intercompany funding of £800 million to take advantage of more favourable conditions in the US capital markets**

FCE BANK PLC FUNDING STRATEGY



Funding of Net Loans and Advances (Bils.)



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FUNDING PLAN



Public Term Funding Plan

	2012 Forecast	YTD Actual
	(Bils.)	(Bils.)
Unsecured Debt	£ 0.6 - 0.9	£ 0.3
Securitisation	0.3 - 0.5	-
Total	£ 0.9 - 1.4	£ 0.3

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LIQUIDITY PROGRAMS



	June 30 2011 <u>(Bils.)</u>	June 30 2012 <u>(Bils.)</u>	
<u>Liquidity Sources</u>			
Cash*	£ 2.0	£ 2.3	
Unsecured Credit Facilities	0.6	0.4	} Committed Capacity £4.9 billion
Conduit / Bank ABS	<u>4.4</u>	<u>4.5</u>	
Total Liquidity Sources	£ 7.0	£ 7.2	
<u>Utilisation of Liquidity</u>			
Cash Not Available For Use In Day to Day Operations**	£ (0.9)	£ (0.8)	
Unsecured Credit Facilities	-	-	
Conduit Bank ABS	<u>(3.3)</u>	<u>(2.7)</u>	
Total Utilisation of Liquidity	£ (4.2)	£ (3.5)	
Gross Liquidity	£ 2.8	£ 3.7	
Capacity in Excess of Eligible Receivables	(0.8)	(1.2)	
Liquidity Available For Use	<u>£ 2.0</u>	<u>£ 2.5</u>	

* Cash, cash equivalents, and marketable securities

** Cash not available for use in day to day operations includes cash associated with securitisation transactions and central bank deposits that FCE is required to maintain.

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CAPITAL



- **FCE's Tier-1 capital ratio was about 20% at June 30, 2012**
- **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 May 2011 FCE paid a dividend of £370 million**
 - **In June 2012 FCE paid a dividend of £315 million**
 - **No guidance on a 2013 dividend is being provided at this point given the uncertainty in the external environment**

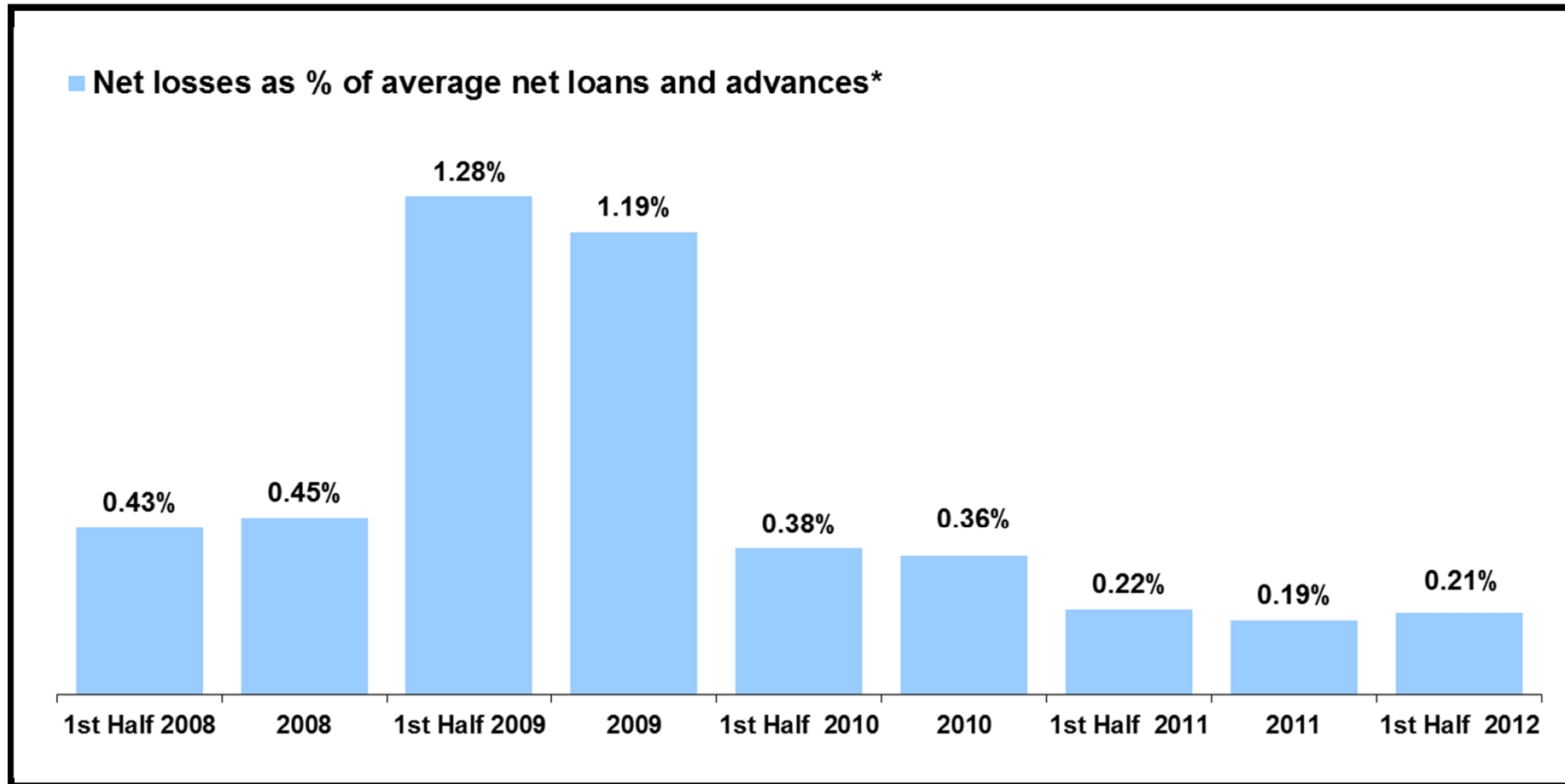
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LONG-TERM DEBT CREDIT RATINGS



	<u>December 2011</u>	<u>August 2012</u>
Fitch	BB+ / Positive	BBB- / Stable
Moody's	Ba1 / Positive	Baa3 / Stable
S&P	BBB- / Stable	BBB- / Positive

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CREDIT LOSS RATIO



* Includes exceptional items (refer to page 25 of 2012 Interim Report Note 2: 'Profit before tax')

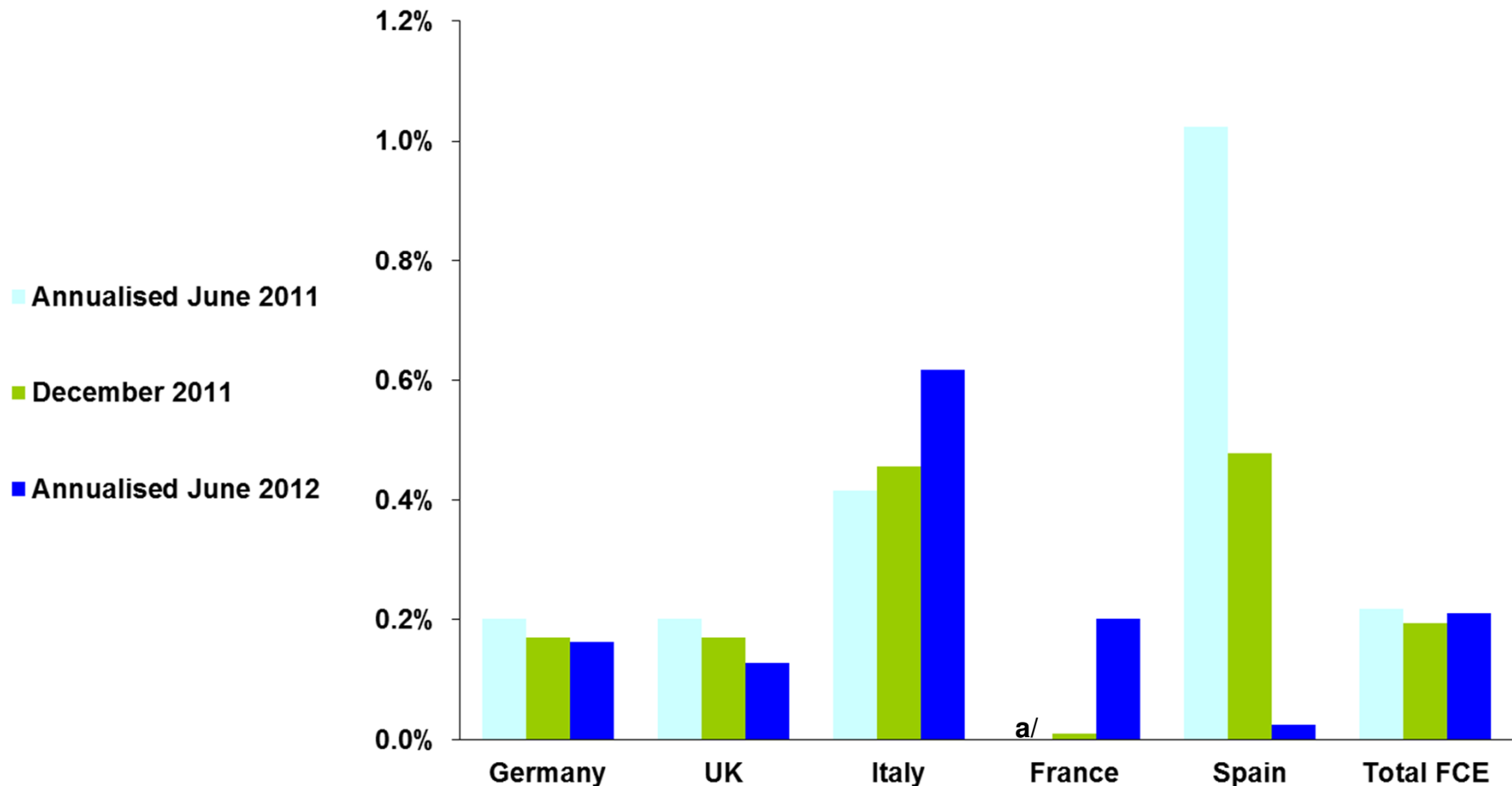
Credit Losses Remain Stable And Are Close To Historical Lows

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NET CREDIT LOSSES



Net credit losses as percentage of average net loans and advances to customers



a/ France annualised June 2011 credit losses less than 0.1%

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DELINQUENCIES



	UK		Germany		Italy		Spain		France		Other		Total	
	2012		2012		2012		2012		2012		2012		2012	
	£ mil		£ mil		£ mil		£ mil		£ mil		£ mil		£ mil	
Past due exposures (as at 30 June 2012)														
Past due under 30 days	£	15	£	23	£	25	£	4	£	3	£	34	£	104
Past due over 30 < 60 days		4		9		5		2		1		5		26
Past due over 60 < 90 days		2		4		3		2		0		3		14
Past due over 90 < 120 days		0		1		2		2		0		1		6
Total past due	£	21	£	37	£	35	£	10	£	4	£	43	£	150
Retail net loans and advances	£	1,470	£	2,064	£	584	£	145	£	294	£	411	£	4,968

	UK		Germany		Italy		Spain		France		Other		Total	
	2011		2011		2011		2011		2011		2011		2011	
	£ mil		£ mil		£ mil		£ mil		£ mil		£ mil		£ mil	
Past due exposures (as at 30 June 2011)														
Past due under 30 days	£	16	£	46	£	31	£	9	£	3	£	39	£	144
Past due over 30 < 60 days		5		14		7		6		1		7		40
Past due over 60 < 90 days		3		5		3		4		0		4		19
Past due over 90 < 120 days		1		2		2		3		0		2		10
Total past due	£	25	£	67	£	43	£	22	£	4	£	52	£	213
Retail net loans and advances	£	1,440	£	2,636	£	740	£	213	£	323	£	545	£	5,897

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2012 INTERIM RESULTS --
KEY FINANCIAL PERFORMANCE DATA*

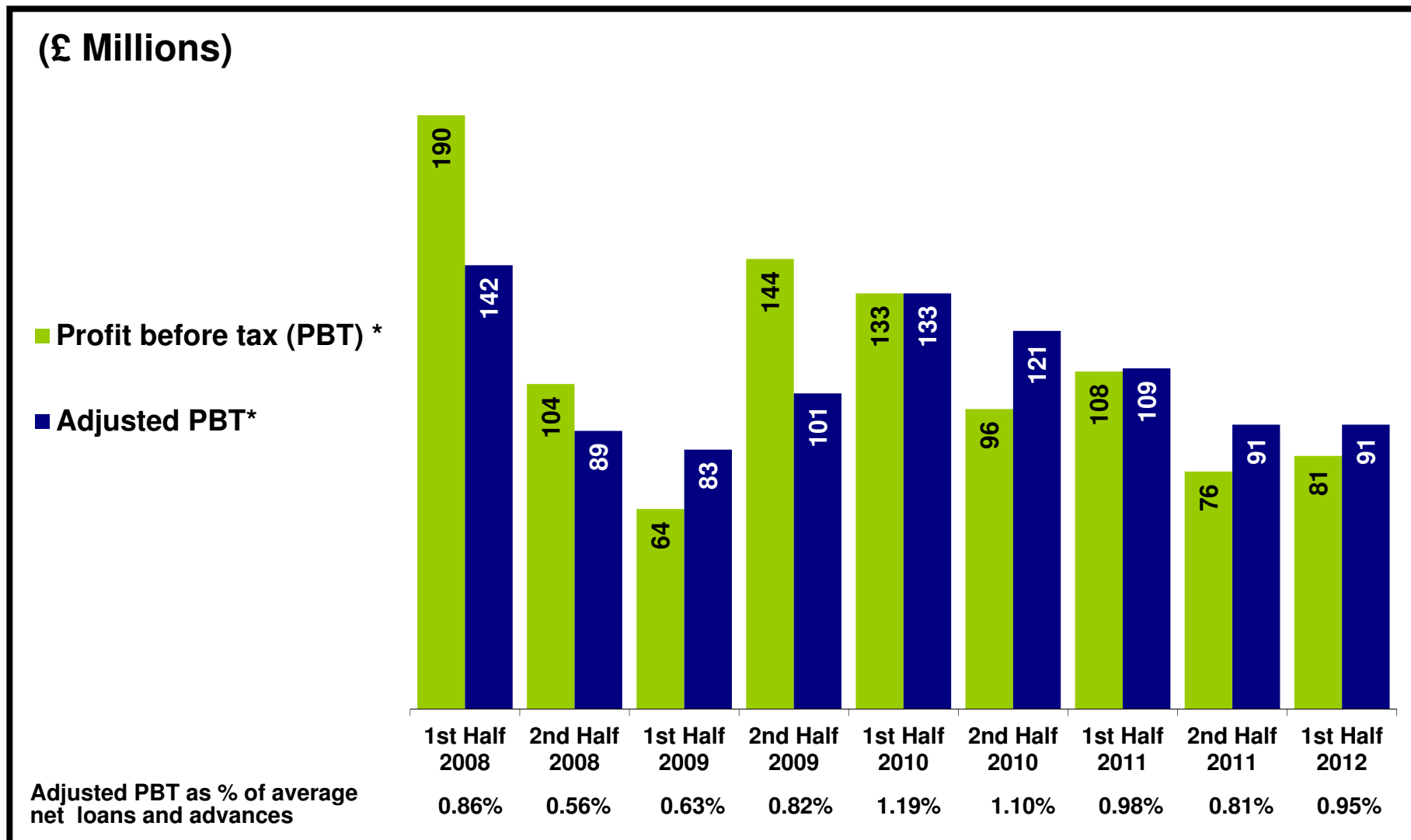


<u>Key Financial Ratios</u>	<u>First Half</u> <u>2012</u>	<u>First Half</u> <u>2011</u>
Margin	4.0%	3.7%
Cost efficiency ratio	2.1%	1.8%
Credit loss ratio	0.21%	0.22%
Return on equity	5.7%	5.6%

* Please refer to page 43 of the 2012 Interim Report for details of the calculation of the key financial ratios.

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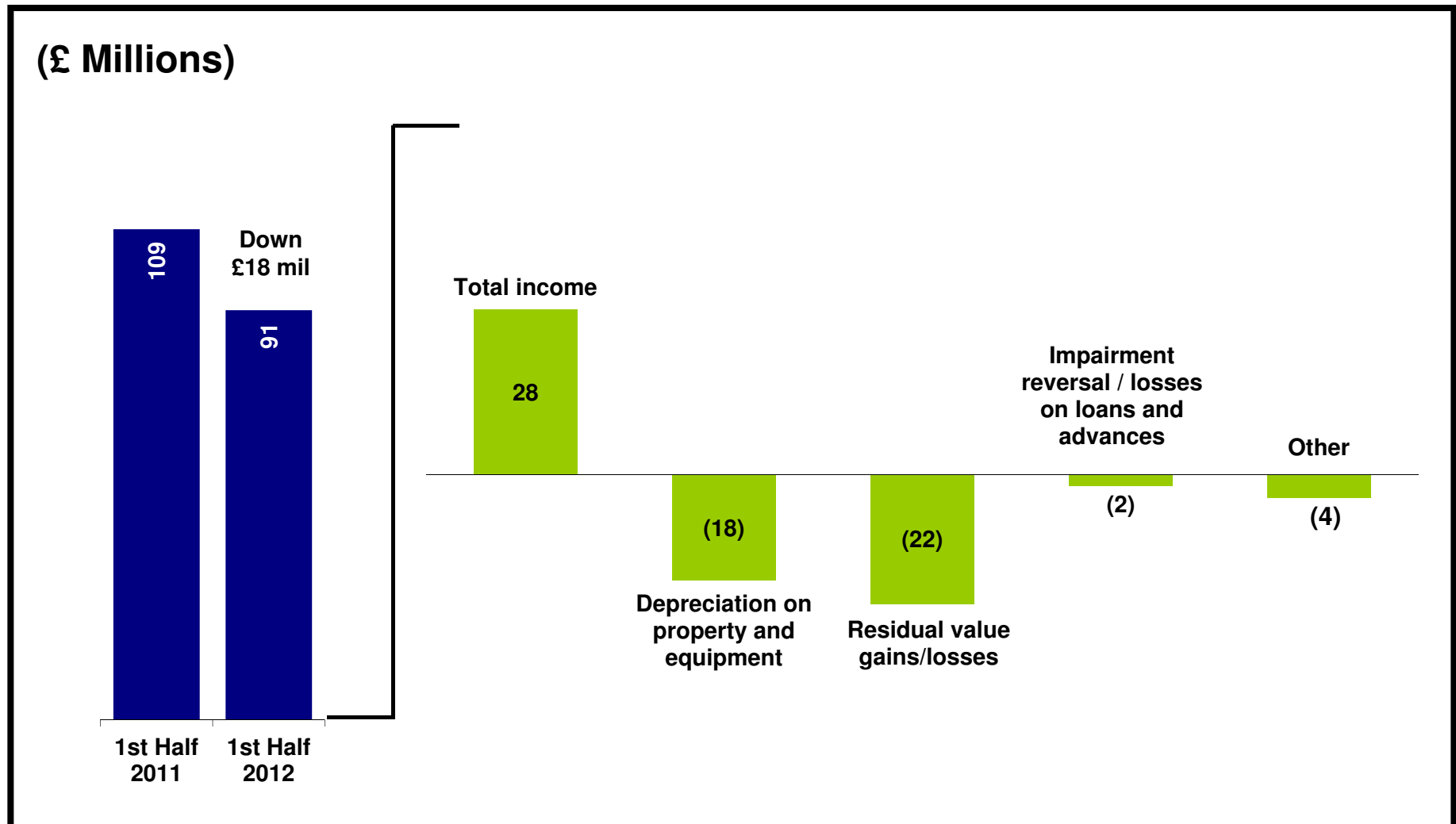
PROFIT TREND



* Refer to 2012 Interim Report page 7 for the calculation of Adjusted PBT

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2012 1ST HALF ADJUSTED PROFIT BEFORE TAX COMPARED WITH 1ST HALF 2011



- **£81 million pre-tax profit in the First Half**
- **Credit losses remain stable and close to historical lows**
- **31.2% financing share, an increase of 1.4% from 2011**
- **Total net loans and advances decline to £9.1 billion**
- **Funding plan on track and returned to investment grade**
- **Tier-1 capital ratio was about 20% at June 30, 2012**

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 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 of these risks, see Item 1A of Part I of Ford Credit's Annual Report on Form 10-K and Item 1A of Part I of Ford's Annual Report on Form 10-K for the year ended December 31, 2011.

APPENDIX

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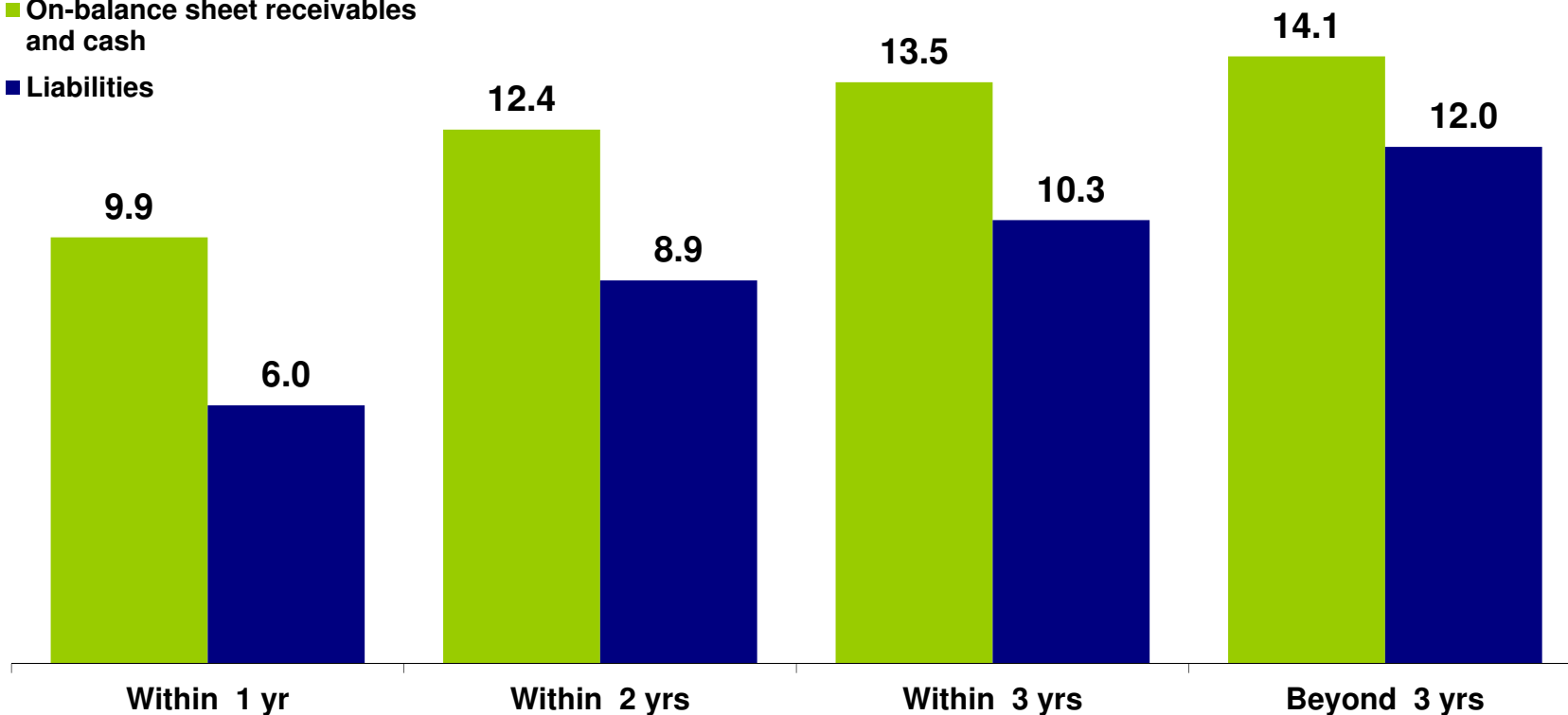
LIQUIDITY PROFILE



Cumulative Contractual Maturities as at 30 June 2012

£ Billions

- On-balance sheet receivables and cash
- Liabilities



FCE's Balance Sheet Is Inherently Liquid

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APPENDIX -- FURTHER INFORMATION ON FCE



Detailed information on FCE:

www.fcebank.com

- **FCE Bank plc Annual Accounts**
- **FCE Bank plc Interim Reports**
- **Basel II Pillar 3 Disclosure Documents**
- **Management Statements**

Detailed Information on Ford Motor Credit Company:

www.fordcredit.com/investorcenter

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



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