



**FORD CREDIT**

***MICHAEL SENESKI***

***Chief Financial Officer, Ford Motor Credit Company***

**Citi 2012 North American Credit Conference  
November 14, 2012**

# ***DISCUSSION AGENDA***



- Our Plan -- **ONE FORD**
- Ford Credit Update
- Summary
- Q&A

# 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



# THE PLAN



- **Great Products...Strong Business...Better World**
- **Serve all major markets**
- **Expand in BRIC markets**
- **Focus on the Ford and Lincoln brands**
- **Full line-up of vehicles**
  - **Small, Medium and Large...Cars, Utilities and Trucks**
  - **Electrification strategy -- “Power of Choice”**
  - **Commitment to product excellence**
- **Best-in-class vehicles**



# THE PLAN (CONT'D)



- Improve time to market
- Freshest showroom
- Enhance customer experience
- Deliver the brand promise
- Fully competitive revenue
- Global platforms and scale
- Flexible and efficient production
- Fully competitive costs
- Return to and maintain investment grade
- Skilled and motivated team

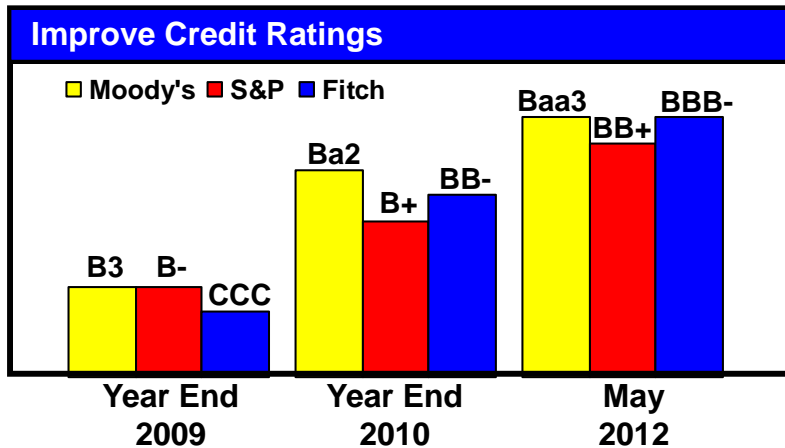
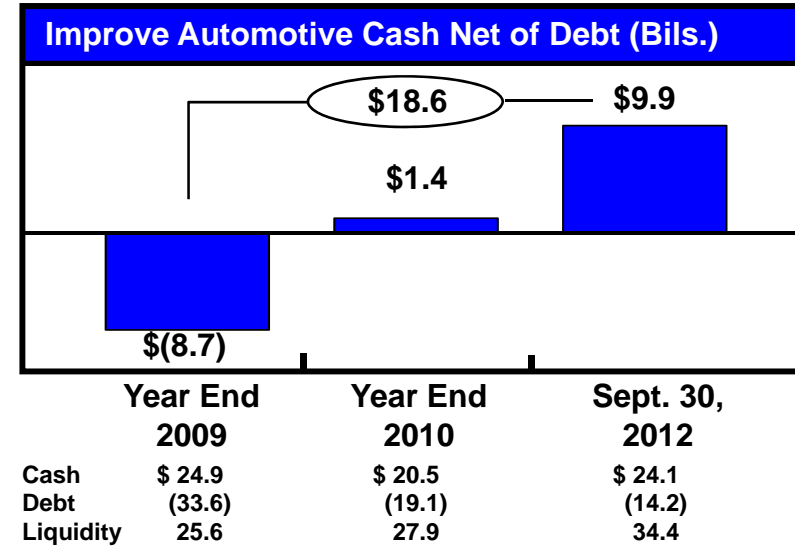
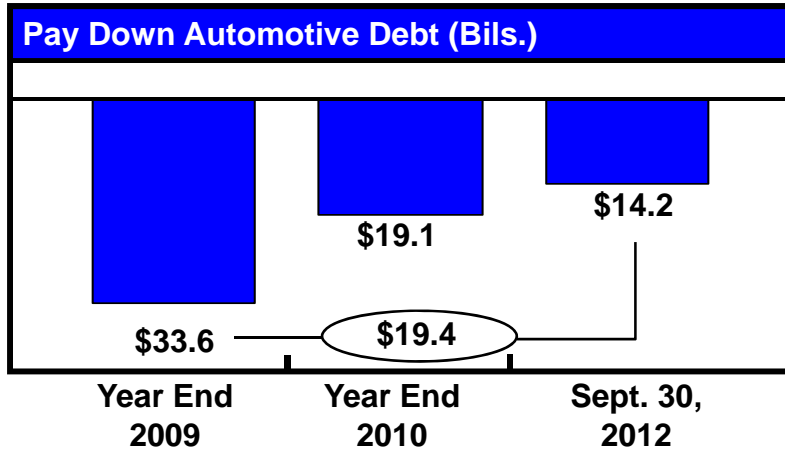


# GLOBAL PRODUCT PLAN -- PLATFORM CONSOLIDATION AND INCREASING SCALE

| Segment                | Sample Vehicle     | Mid-Decade Ongoing Annual Volume |
|------------------------|--------------------|----------------------------------|
| B Segment              | Fiesta             | > 2 million                      |
| C Segment              | Focus              | > 2 million                      |
| CD Segment             | Fusion / Mondeo    | 1 million                        |
| Compact Pickup Segment | Ranger             | > 275K                           |
| Commercial Van Segment | E-Series / Transit | > 475K                           |

**Platform Consolidation Underway With Common Global Top Hats.  
85% Of Volume On 9 Core Platforms By 2013**

# FINANCE PLAN AND IMPROVE BALANCE SHEET



- ### Additional Actions
- Began paying dividends – March 2012
  - De-risk pension plans
  - Mid-decade target of Automotive debt at about \$10 billion

**Our Goal Is To Maintain Strong Investment Grade Ratings Through All Economic Cycles**

# MID-DECADE OUTLOOK

|                                | <u>Mid-Decade Outlook*</u>   |
|--------------------------------|--|
| Wholesale Volumes              | About 8 million  |
| Revenue / Pricing              | Improving  |
| Automotive Operating Margins** |  |
| - North America                | 8 - 10%  |
| - Global                       | 8 - 9%   |
| Ford Credit Return on Equity   | High Single Digits   |
| Capital Spending               | About \$6 billion  |
| Total Automotive Debt          | About \$10 billion   |
| Investment Rating              | Plan to achieve investment grade<br>in the near-term (now achieved) and to remain<br>investment grade through economic cycle |
| Dividends (% of PAT)           | Appropriate level of<br>after-tax earnings   |

\*At trend economic conditions and industry volume

\*\*Automotive pre-tax operating profit, excluding special items and Other Automotive (primarily net interest), divided by Automotive revenue



# TOTAL COMPANY

## 2012 PLANNING ASSUMPTIONS AND KEY METRICS



|  | First<br>Nine Months | Full Year<br>Plan                       | Full Year<br>Outlook |
|--|----------------------|---|----------------------|
| <b><u>Planning Assumptions</u></b>           |                      |   |                      |
| Industry Volume* -- U.S. (Mils.)             | 14.6                 | 13.5 - 14.5                             | About 14.7           |
| -- Europe (Mils.)**                          | 14.1                 | 14.0 - 15.0                             | About 14.0           |
| <b><u>Operational Metrics</u></b>            |                      |   |                      |
| Compared with Prior Full Year:               |                      |   |                      |
| - Market Share -- U.S.                       | 15.2%                | About Equal (compared with 16.5%)       | Lower                |
| -- Europe**                                  | 8.0%                 | About Equal (compared with 8.3%)        | Lower                |
| - Quality                                    | Mixed                | Improve                                 | Mixed                |
| <b><u>Financial Metrics</u></b>              |                      |   |                      |
| Compared with Prior Full Year:               |                      |   |                      |
| - Automotive Pre-Tax Operating Profit***     | \$5.0 Bils.          | Higher (compared with \$6.3 Bils.)      | About Equal / Lower  |
| - Ford Motor Credit Pre-Tax Operating Profit | \$1.3 Bils.          | Lower (compared with \$2.4 Bils.)       | On Track             |
| - Total Company Pre-Tax Operating Profit***  | \$6.3 Bils.          | About Equal (compared with \$8.8 Bils.) | Lower                |
| - Automotive Structural Costs Increase****   | \$1.1 Bils.          | Less Than \$2.0 Bils.                   | On Track             |
| - Automotive Operating Margin***             | 5.9%                 | Improve (compared with 5.4%)            | About Equal / Lower  |
| <b>Absolute Amount:</b>                      |                      |   |                      |
| - Capital Spending (Bils.)                   | \$3.6                | \$5.5 - \$6.0                           | About \$5            |

\* Includes medium and heavy trucks

\*\* The 19 markets we track

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

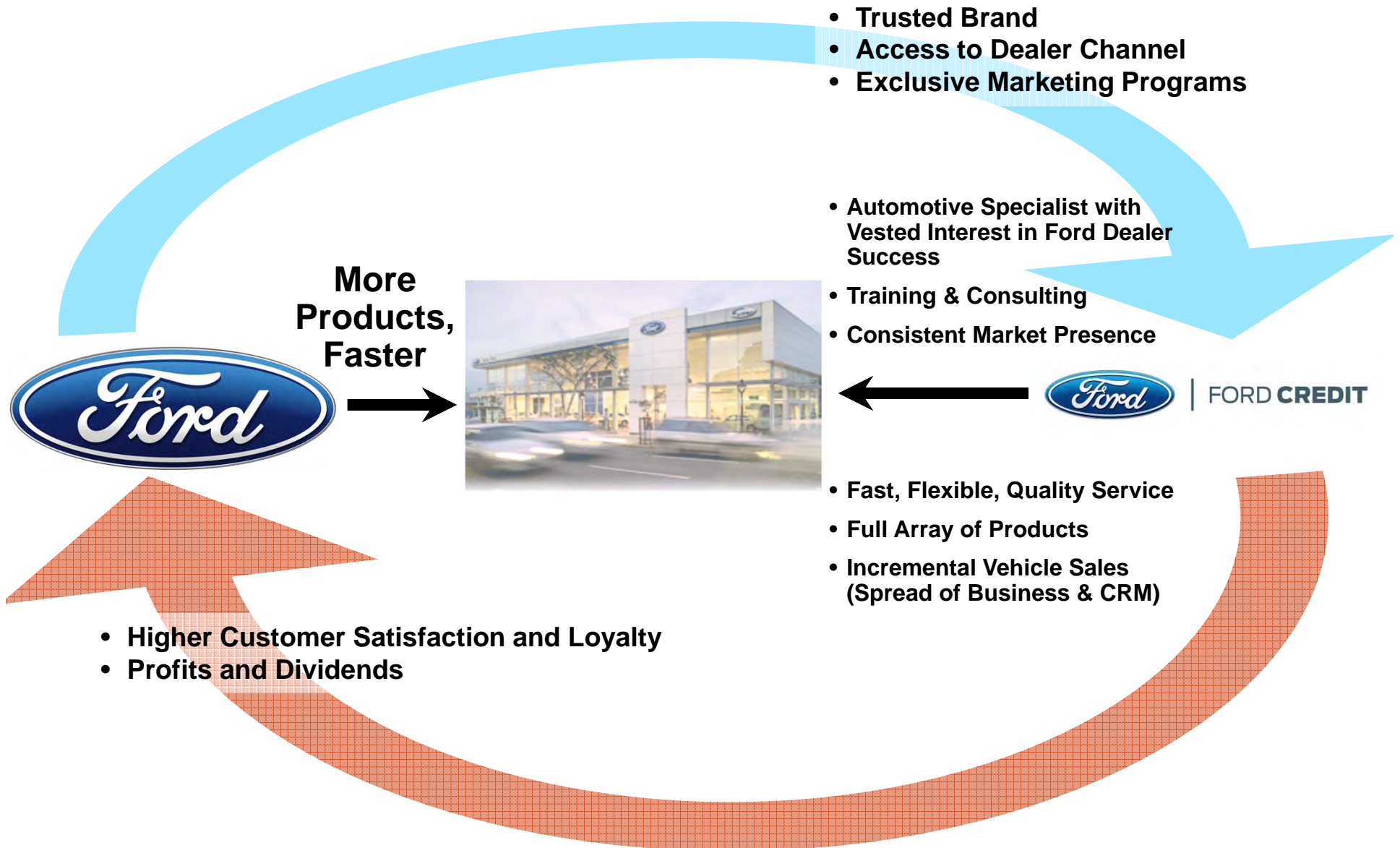
\*\*\*\* Structural cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations

**Expect Total Company Full Year Pre-Tax Operating Profit To Be Strong, But Lower Than 2011; Automotive Operating-Related Cash Flow To Be Positive**

# ***FORD CREDIT STRATEGIC PRIORITIES***

- **Profitably support the sale of Ford Motor Company vehicles**
- **Support synergies with automotive brand partners**
- **Maximize customer and dealer satisfaction and loyalty**
- **Make efficient use of capital**

# FORD CREDIT'S VALUE PROPOSITION



# **FORD CREDIT**

## **OPERATING HIGHLIGHTS\***

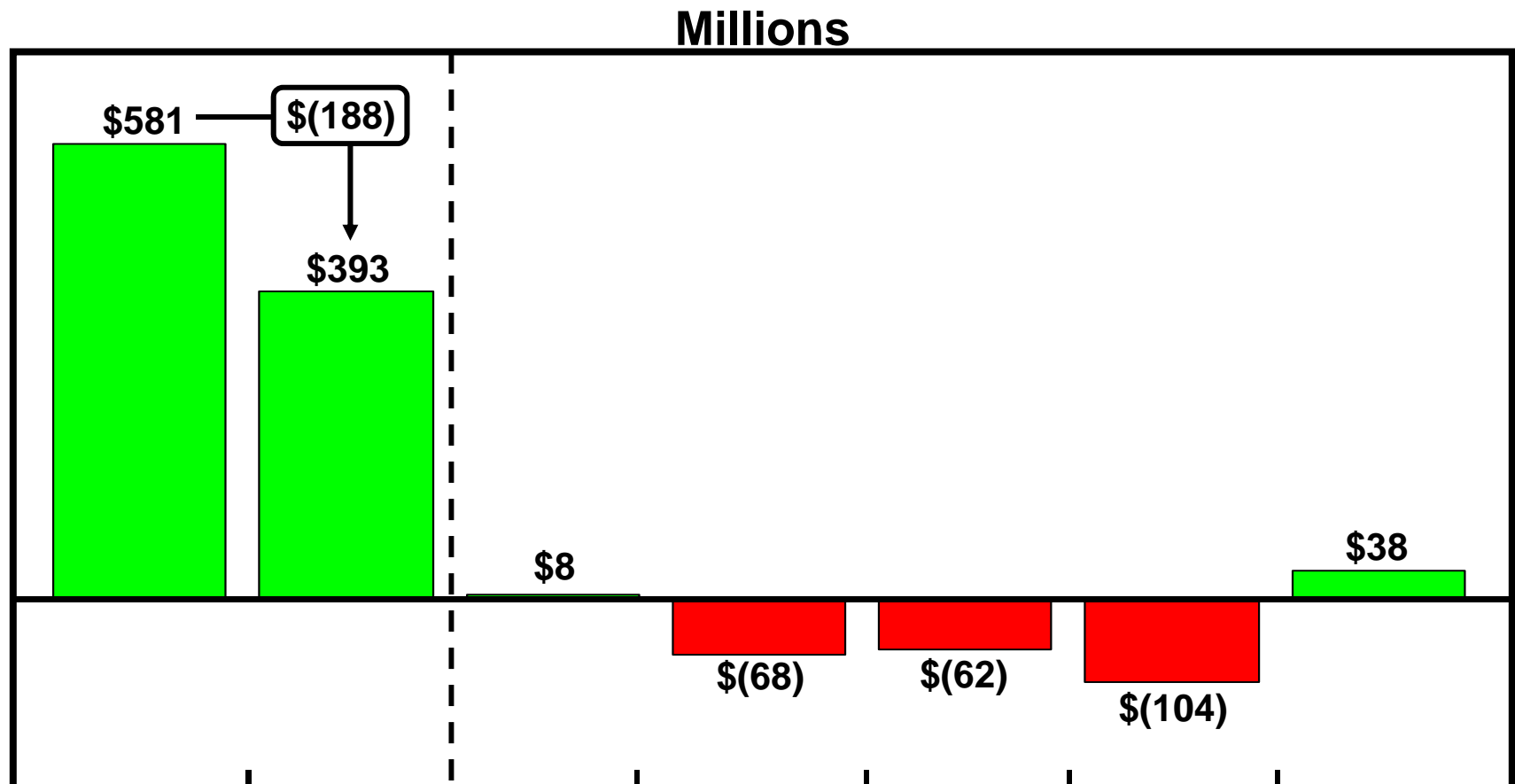


- **Another strong performance with Third Quarter pre-tax profit of \$393 million, net income of \$355 million**
- **Managed receivables of \$87 billion at Quarter End, up \$2 billion from Year End 2011**
- **Third Quarter charge-offs down \$10 million versus prior year to \$35 million; loss-to-receivables ratio of 0.17%**
- **Quarter End credit loss reserve at \$416 million, or 0.48% of receivables**
- **Distributions of \$300 million in the Third Quarter**
- **Managed leverage of 8.0 to 1 at Quarter End**

\* See slide 12 and appendix for reconciliation to GAAP

# FORD CREDIT

## 2012 THIRD QUARTER PRE-TAX RESULTS COMPARED WITH 2011

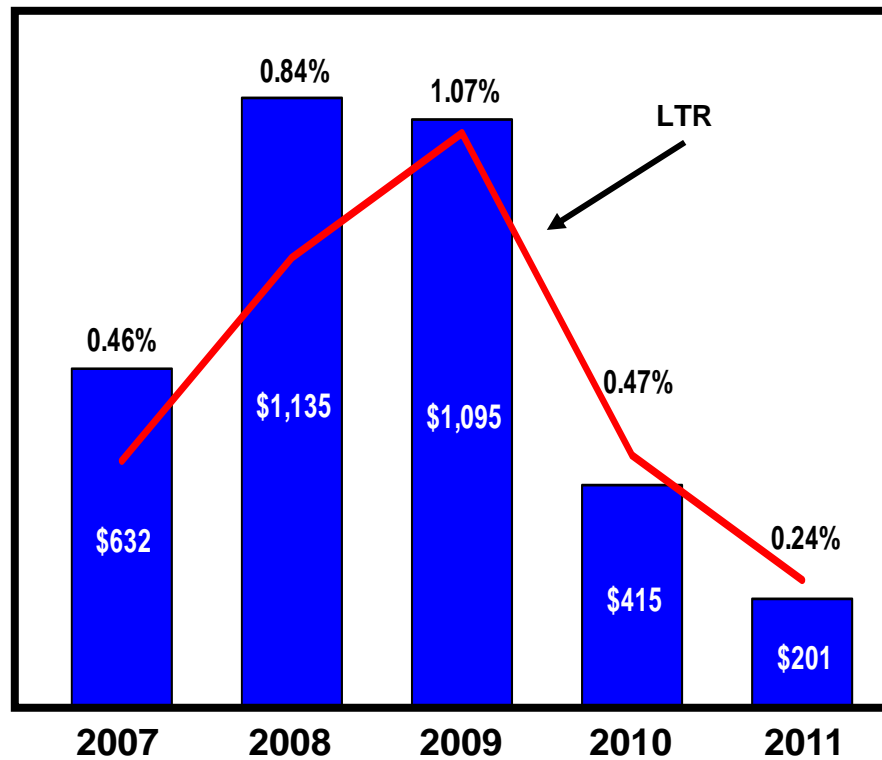


|                             | 2011 3Q | 2012 3Q | Volume | Financing Margin | Credit Loss | Lease Residual | Other |
|-----------------------------|---------|---------|--------|------------------|-------------|----------------|-------|
| Memo:                       |         |         |        |                  |             |                |       |
| B / (W) 2012 2Q             |         |         |        |                  |             |                |       |
| <u>Receivables (Bils.)*</u> |         |         |        |                  |             |                |       |
| Total                       | \$80    | \$ 85   |        | \$35             | \$(93)      | \$(29)         | \$46  |
| Managed                     | 82      | 87      |        |                  |             |                |       |

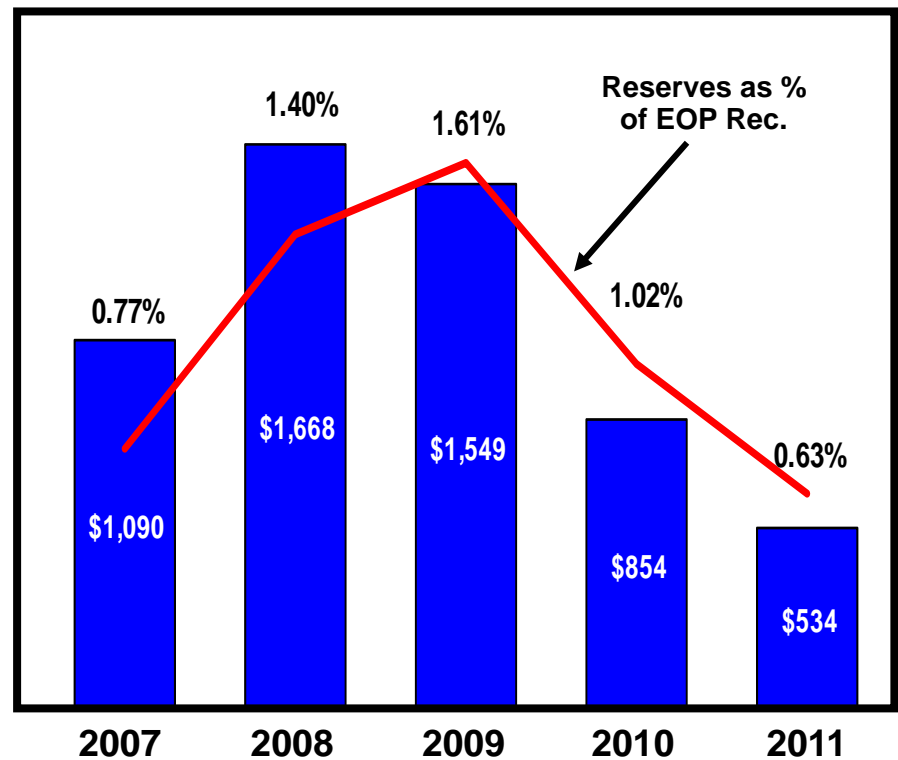
\* Total receivables reflect net finance receivables and net investment in operating leases reported on Ford Credit's balance sheet. Managed receivables equal total receivables, excluding unearned interest supplements of \$(2) billion at September 30, 2011 and September 30, 2012

# HISTORICAL WORLDWIDE CREDIT LOSS METRICS

**Worldwide Charge-Offs (Mils.)  
and LTR (%)**

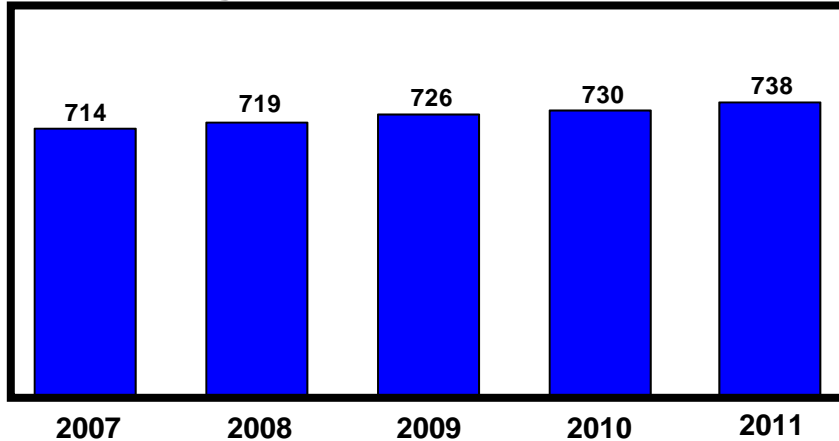


**Worldwide Credit Loss Reserve (Mils.)  
and Reserves as a Pct. Of EOP  
Receivables**

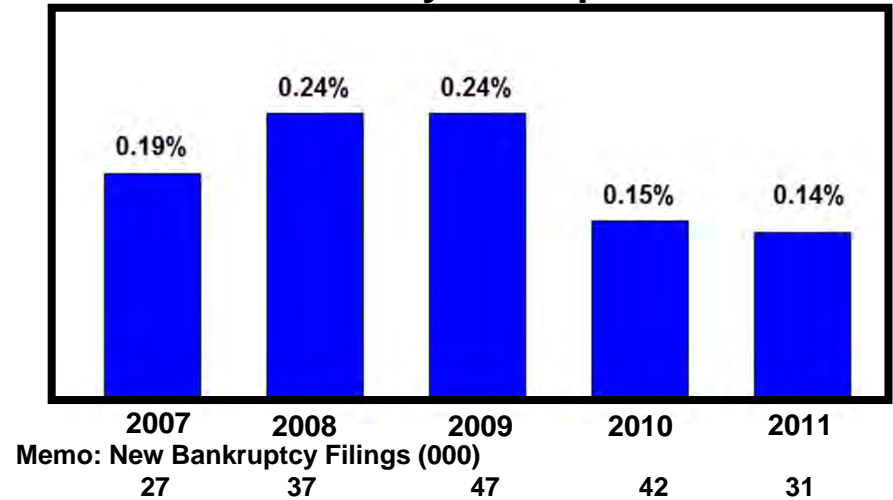


# FORD CREDIT HISTORICAL U.S. RETAIL AND LEASE CREDIT LOSS DRIVERS

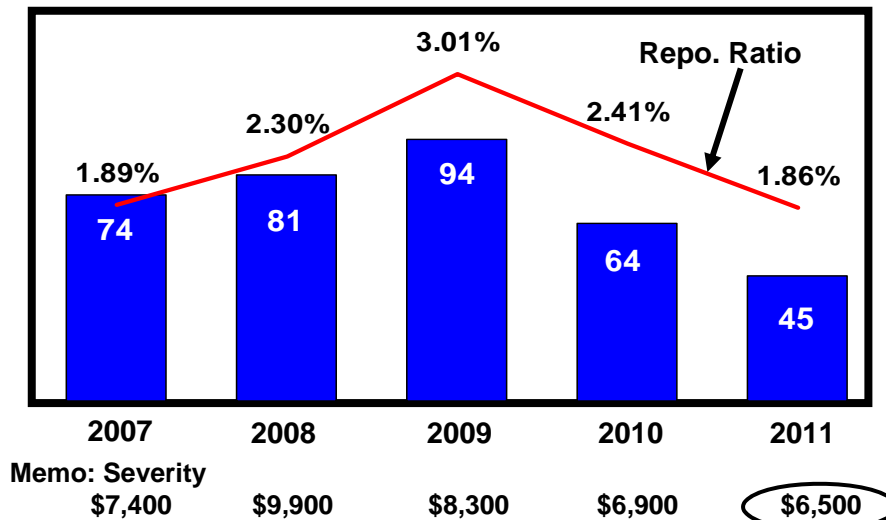
**Average Placement FICO Score**



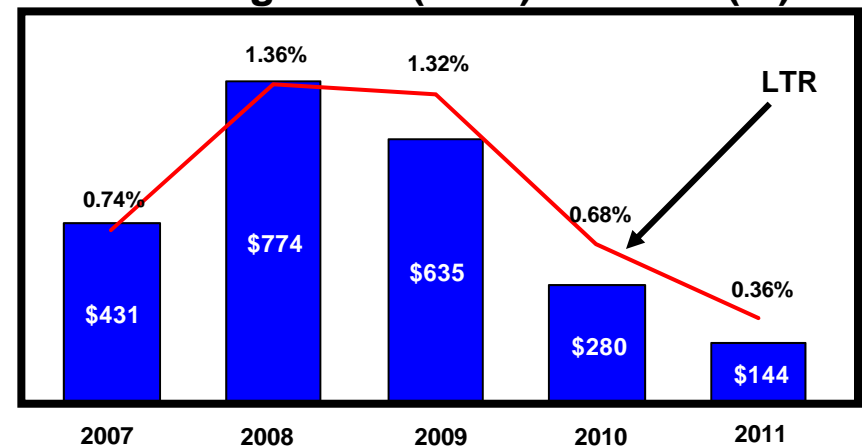
**Over-60-Day Delinquencies**



**Repossessions (000)**

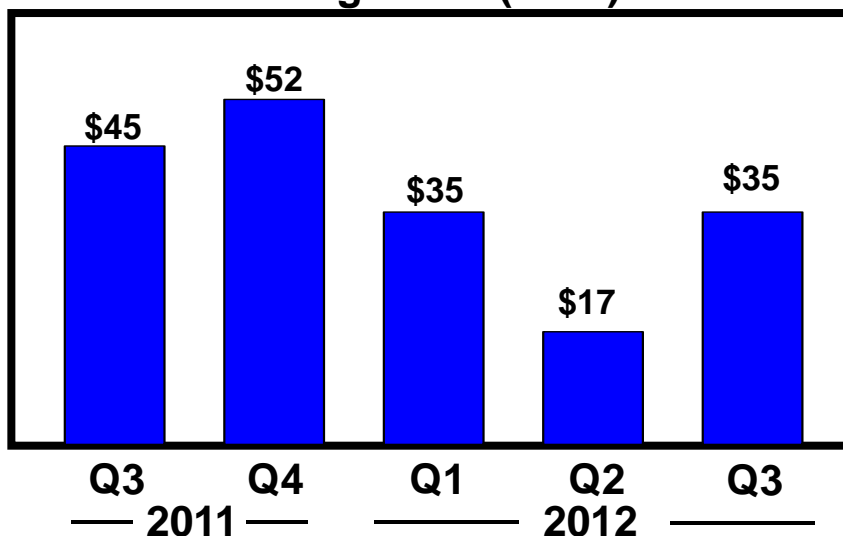


**Charge-Offs (Mils.) and LTR (%)**

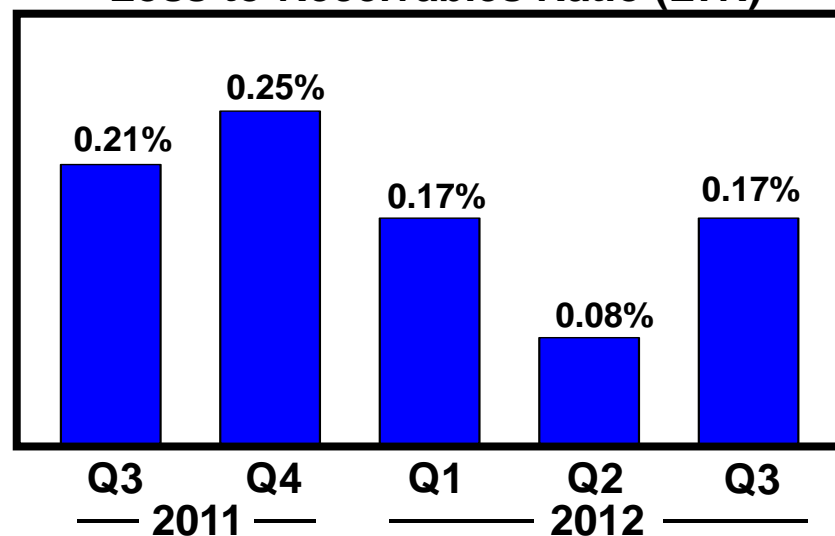


# WORLDWIDE CREDIT LOSS METRICS

**Charge-Offs (Mils.)**



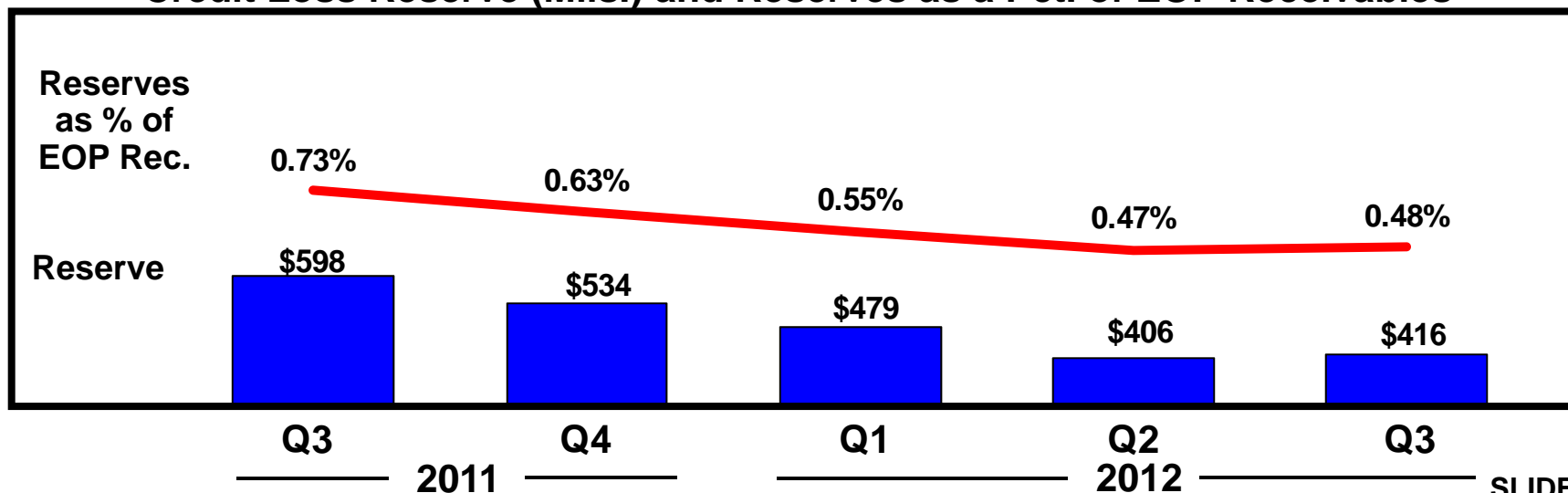
**Loss-to-Receivables Ratio (LTR)**



Memo: Retail & Lease

\$45      \$53      \$36      \$16      \$37

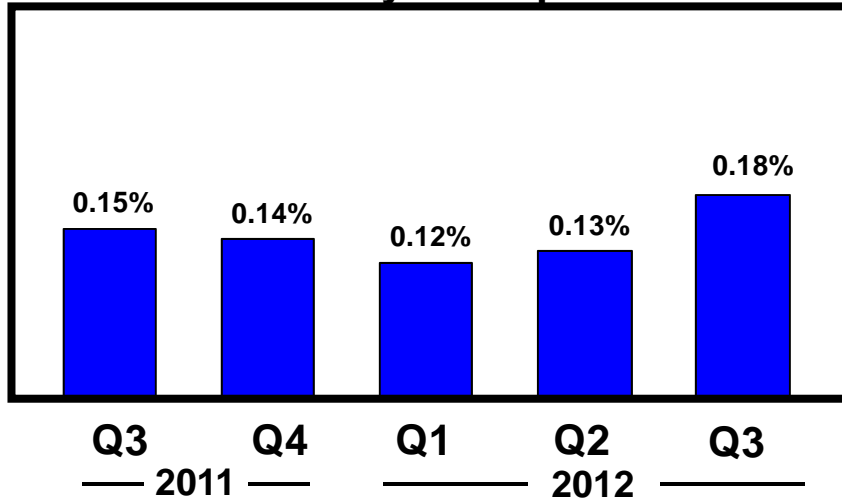
**Credit Loss Reserve (Mils.) and Reserves as a Pct. of EOP Receivables**



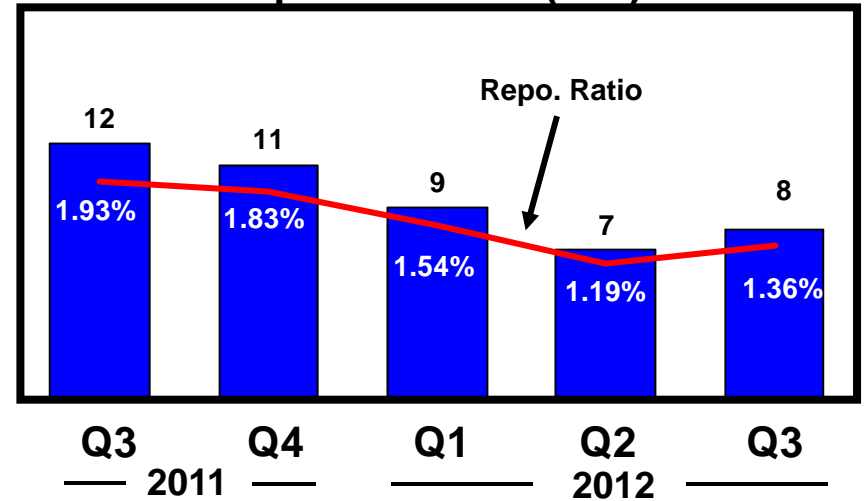


# U.S. RETAIL AND LEASE CREDIT LOSS DRIVERS

**Over-60-Day Delinquencies**



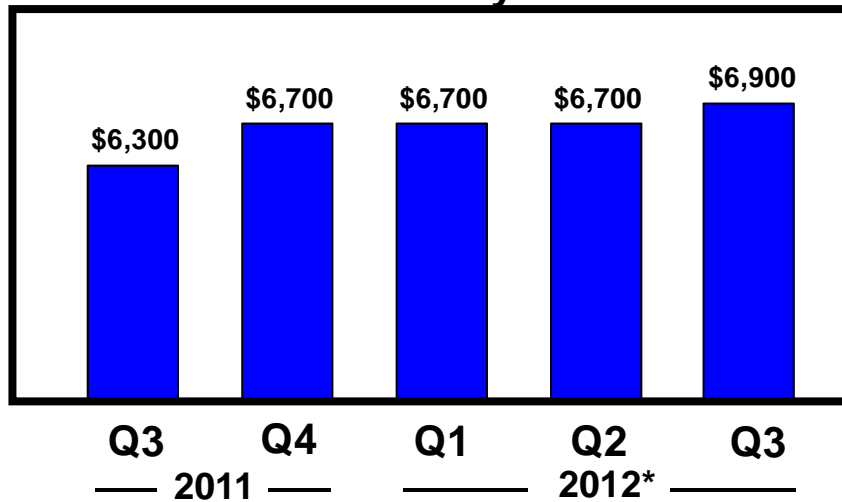
**Repossessions (000)**



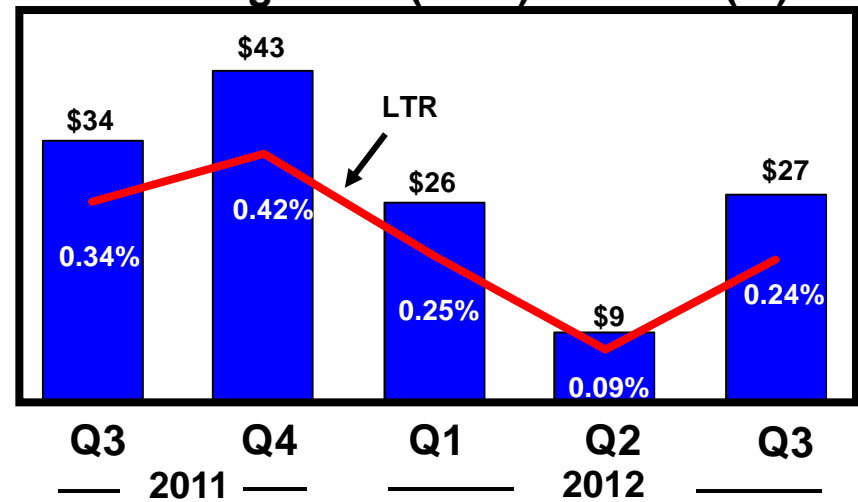
Memo: New Bankruptcy Filings (000)

7      7      6      6      5

**Severity**



**Charge-Offs (Mils.) and LTR (%)**



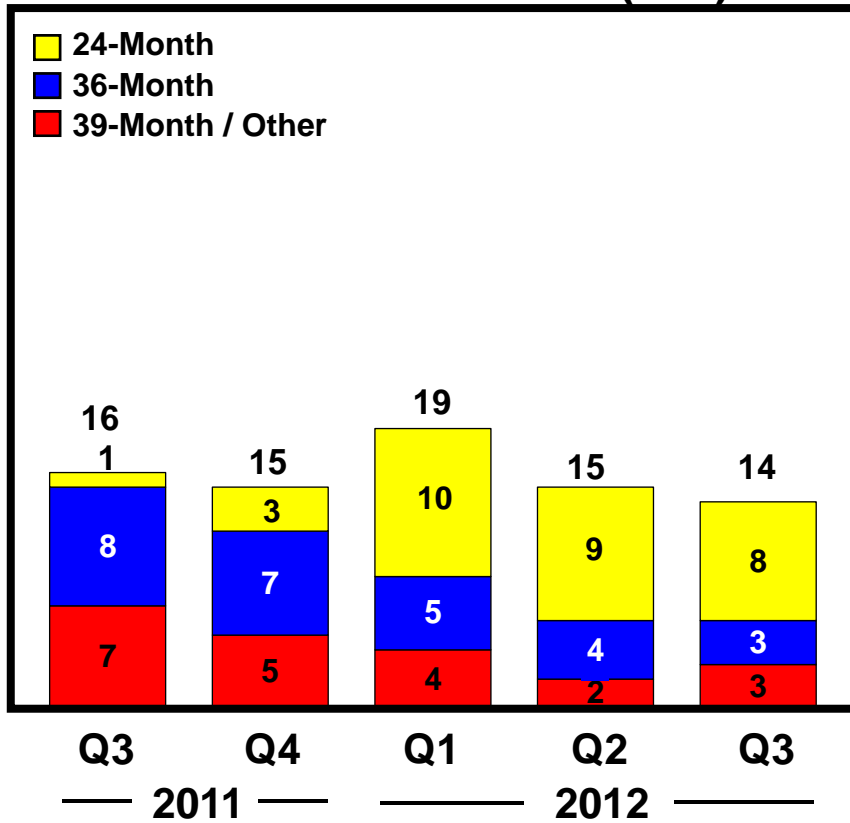
\* Reflects a change to include certain repossession expenses in charge-offs.

# FORD CREDIT

## U.S. LEASE RESIDUAL PERFORMANCE



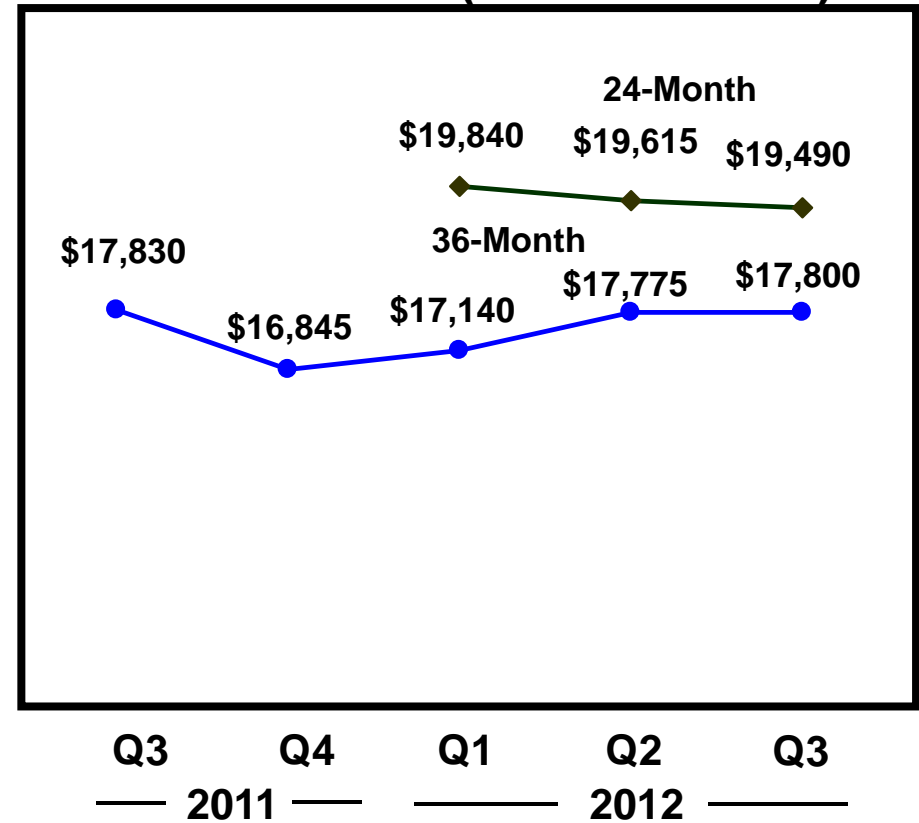
### Lease Return Volume (000)



Memo: U.S. Return Rates

48%      58%      66%      59%      61%

### Auction Values (At Q3 2012 Mix)

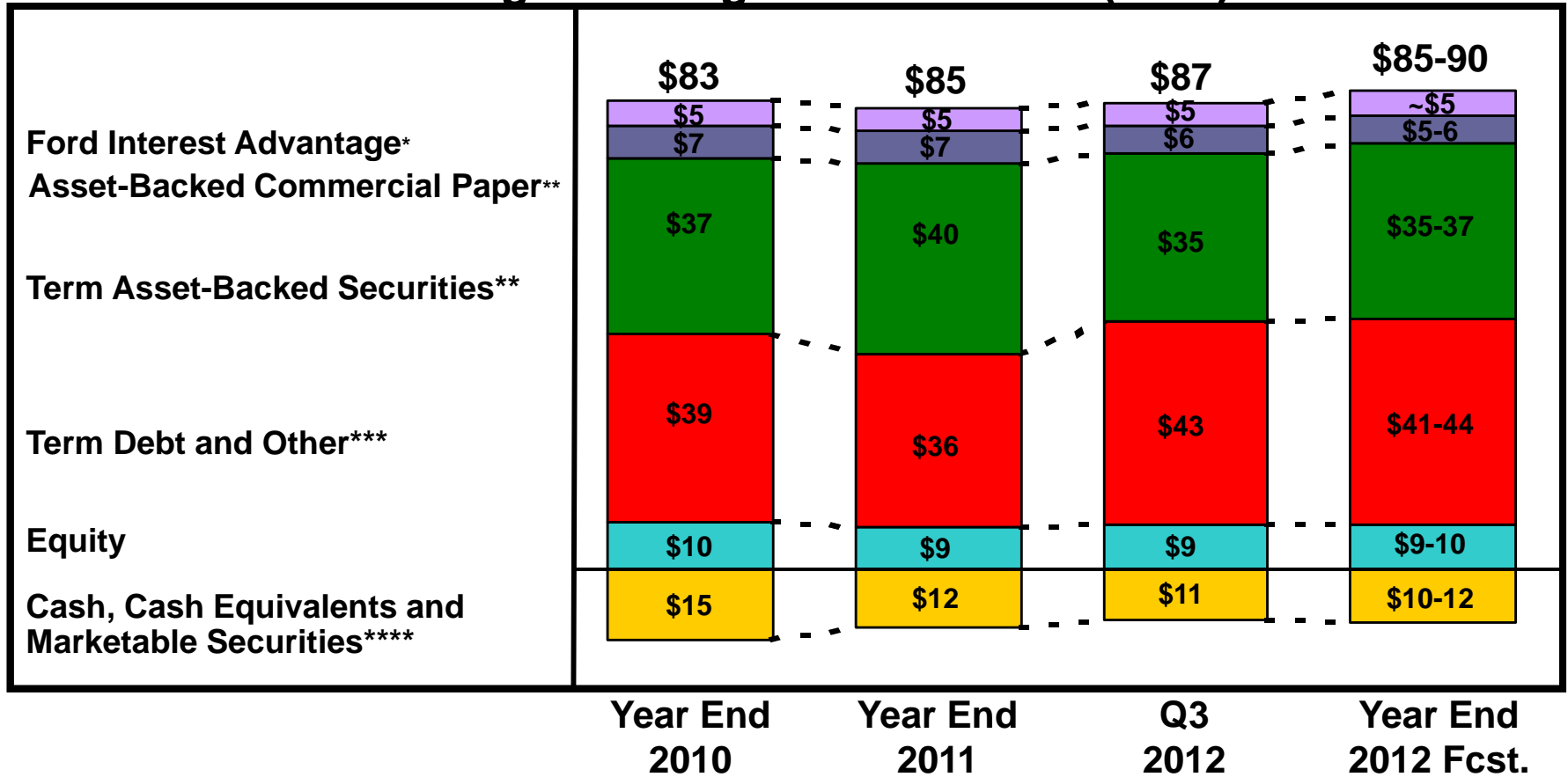


Memo: Worldwide Net Investment in Operating Leases (Bils.)

\$10.4      \$11.1      \$11.9      \$12.9      \$14.0

# FORD CREDIT FUNDING STRUCTURE

## Funding of Managed Receivables (Bils.)



**Securitized Funding as Percentage of Managed Receivables**

52%      55%      47%      ~48%

\* The Ford Interest Advantage program consists of our floating rate demand notes

\*\* Obligations issued in securitization transactions that are payable only out of collections on the underlying securitized assets and related enhancements

\*\*\* Includes \$1.1 billion of unsecured commercial paper in the U.S. in Q3 2012

\*\*\*\* Excludes marketable securities related to insurance activities

# FORD CREDIT PUBLIC TERM FUNDING PLAN

|                           |               |               | <u>2012</u>       |                |
|---------------------------|---------------|---------------|-------------------|----------------|
|                           | <u>2010</u>   | <u>2011</u>   | <u>Forecast</u>   | <u>YTD</u>     |
|                           | <u>Actual</u> | <u>Actual</u> | <u>Forecast</u>   | <u>Actual*</u> |
|                           | (Bils.)       | (Bils.)       | (Bils.)           | (Bils.)        |
| Unsecured                 | \$ 6          | \$ 8          | \$ 9 – 10         | \$ 9           |
| Securitized <sup>**</sup> | <u>11</u>     | <u>11</u>     | <u>12 – 14</u>    | <u>12</u>      |
| <b>Total</b>              | <b>\$ 17</b>  | <b>\$ 19</b>  | <b>\$ 21 – 24</b> | <b>\$ 21</b>   |

\* Includes transactions scheduled to settle through October 30, 2012

\*\* Includes Rule 144A offerings

# FORD CREDIT

## LIQUIDITY PROGRAMS

|  | 2012                  |                       |  |
|--|-----------------------|-----------------------|--|
|  | <u>June 30</u>        | <u>Sept. 30</u>       |  |
|  | (Bils.)               | (Bils.)               |  |
| <b><u>Liquidity Sources*</u></b>           |                       |                       |  |
| Cash**                                     | \$ 11.1               | \$ 10.7               |  |
| Unsecured Credit Facilities                | 0.7                   | 0.7                   | } Committed Capacity<br>\$32.4 billion |
| FCAR Bank Lines                            | 6.6                   | 6.5                   |  |
| Conduit / Bank ABS                         | <u>25.6</u>           | <u>25.2</u>           |  |
| <b>Total Liquidity Sources</b>             | <b>\$ 44.0</b>        | <b>\$ 43.1</b>        |  |
| <b><u>Utilization of Liquidity</u></b>     |                       |                       |  |
| Securitization Cash***                     | \$ (3.4)              | \$ (2.9)              |  |
| Unsecured Credit Facilities                | -                     | -                     |  |
| FCAR Bank Lines                            | (5.6)                 | (5.8)                 |  |
| Conduit / Bank ABS                         | <u>(9.4)</u>          | <u>(9.2)</u>          |  |
| <b>Total Utilization of Liquidity</b>      | <b>\$ (18.4)</b>      | <b>\$ (17.9)</b>      |  |
| <br>                                       |                       |                       |  |
| <b>Gross Liquidity</b>                     | <b>\$ 25.6</b>        | <b>\$ 25.2</b>        |  |
| <br>                                       |                       |                       |  |
| Capacity in Excess of Eligible Receivables | <u>(4.0)</u>          | <u>(4.4)</u>          |  |
| <br>                                       |                       |                       |  |
| <b>Liquidity Available For Use</b>         | <b><u>\$ 21.6</u></b> | <b><u>\$ 20.8</u></b> |  |

\* FCAR and Conduits subject to availability of sufficient assets and ability to obtain derivatives to manage interest rate risk; FCAR commercial paper must be supported by bank lines equal to at least 100% of the principal amount; conduits include committed securitization programs

\*\* Cash, cash equivalents, and marketable securities (excludes marketable securities related to insurance activities)

\*\*\* Securitization cash is to be used only to support on-balance sheet securitization transactions

# **SUMMARY**

- The **ONE FORD** Plan is working
- Focused on growth
- Ford Credit continues to focus and deliver on our strategic priorities
- Credit losses are at or near historic lows
- Our liquidity remains strong

# 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***



# AUTOMOTIVE SECTOR

## GROSS CASH RECONCILIATION TO GAAP

|                                      | 2011               |                    | 2012               |                    |                    |
|--------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|                                      | Sep. 30<br>(Bils.) | Dec. 31<br>(Bils.) | Mar. 31<br>(Bils.) | June 30<br>(Bils.) | Sep. 30<br>(Bils.) |
| Cash and cash equivalents            | \$ 8.1             | \$ 7.9             | \$ 7.3             | \$ 7.2             | \$ 6.2             |
| Marketable securities                | <u>12.7</u>        | <u>15.0</u>        | <u>15.8</u>        | <u>16.6</u>        | <u>17.9</u>        |
| Total cash and marketable securities | \$ 20.8            | \$ 22.9            | \$ 23.1            | \$ 23.8            | \$24.1             |
| Securities in transit*               | -                  | -                  | (0.1)              | (0.1)              | -                  |
| Gross cash                           | <u>\$ 20.8</u>     | <u>\$ 22.9</u>     | <u>\$ 23.0</u>     | <u>\$ 23.7</u>     | <u>\$24.1</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 AUTOMOTIVE DEBT**

|   | <b>Dec. 31,<br/>2011</b> | <b>2012</b>           |                       |
|---|--------------------------|-----------------------|-----------------------|
|   | <u>(Bils.)</u>           | <u>June 30</u>        | <u>Sep. 30</u>        |
|   |                          | <u>(Bils.)</u>        | <u>(Bils.)</u>        |
| <b><u>U.S. Debt</u></b>                   |                          |                       |                       |
| - Public unsecured debt                   | \$ 5.2                   | \$ 5.4                | \$ 5.4                |
| - Convertible notes                       | 0.7                      | 0.8                   | 0.8                   |
| - U.S. Dept. of Energy Loans / Ex-Im      | <u>5.0</u>               | <u>6.0</u>            | <u>6.0</u>            |
| <b>Total U.S. Debt</b>                    | <b>\$ 10.9</b>           | <b>\$ 12.2</b>        | <b>\$ 12.2</b>        |
| <b><u>International / Other Debt</u></b>  | <u>2.2</u>               | <u>2.0</u>            | <u>2.0</u>            |
| <b>Total Automotive Debt</b>              | <b><u>\$ 13.1</u></b>    | <b><u>\$ 14.2</u></b> | <b><u>\$ 14.2</u></b> |
| <b>Memo: Debt payable within one year</b> | <b>\$ 1.0</b>            | <b>\$ 1.3</b>         | <b>\$ 1.3</b>         |

# TOTAL COMPANY INCOME / (LOSS) FROM CONTINUING OPERATIONS

|   | Third Quarter   |                 | First Nine Months |                 |
|---|-----------------|-----------------|-------------------|-----------------|
|   | 2011<br>(Mils.) | 2012<br>(Mils.) | 2011<br>(Mils.)   | 2012<br>(Mils.) |
| North America   | \$ 1,550        | \$ 2,328        | \$ 5,302          | \$ 6,471        |
| South America   | 276             | 9               | 753               | 68              |
| Europe  | (306)           | (468)           | 163               | (1,021)         |
| Asia Pacific Africa   | (43)            | 45              | (9)               | (116)           |
| Other Automotive  | (138)           | (139)           | (463)             | (408)           |
| Total Automotive (excl. special items)                          | \$ 1,339        | \$ 1,775        | \$ 5,746          | \$ 4,994        |
| Special items -- Automotive                                     | (98)            | 83              | (431)             | (406)           |
| Total Automotive  | \$ 1,241        | \$ 1,858        | \$ 5,315          | \$ 4,588        |
| Financial Services  | 605             | 388             | 1,913             | 1,291           |
| Pre-tax results   | \$ 1,846        | \$ 2,246        | \$ 7,228          | \$ 5,879        |
| (Provision for) / Benefit from income taxes                     | (194)           | (613)           | (620)             | (1,810)         |
| Net income / (loss)   | \$ 1,652        | \$ 1,633        | \$ 6,608          | \$ 4,069        |
| Less: Income / (Loss) attributable to non-controlling interests | 3               | 2               | 10                | 2               |
| Net income / (loss) attributable to Ford                        | <u>\$ 1,649</u> | <u>\$ 1,631</u> | <u>\$ 6,598</u>   | <u>\$ 4,067</u> |
| <br>Memo: Excluding special items                               |                 |                 |                   |                 |
| Pre-tax results   | \$ 1,944        | \$ 2,163        | \$ 7,659          | \$ 6,285        |
| (Provision for) / Benefit from income taxes                     | (579)           | (587)           | (2,327)           | (1,928)         |
| Less: Income / (Loss) attributable to non-controlling interests | 3               | 2               | 10                | 2               |
| After-tax results   | <u>\$ 1,362</u> | <u>\$ 1,574</u> | <u>\$ 5,322</u>   | <u>\$ 4,355</u> |

# TOTAL COMPANY DEBT RATINGS

|  | <u>S&amp;P</u>  | <u>Moody's</u> | <u>Fitch</u>  | <u>DBRS</u>   |
|--|-----------------|----------------|---------------|---------------|
| <b><u>Issuer Ratings</u></b>             |                 |                |               |               |
| Ford Motor                               | BB+             | N/A            | BBB-          | BBB (low)     |
| Ford Credit                              | BB+             | N/A            | BBB-          | BBB (low)     |
| FCE Bank plc                             | BBB-            | N/A            | BBB-          | NR            |
| <b><u>Senior Long-Term Unsecured</u></b> |                 |                |               |               |
| Ford Motor                               | BB+             | Baa3           | BBB-          | BBB (low)     |
| Ford Credit                              | BB+             | Baa3           | BBB-          | BBB (low)     |
| FCE Bank plc                             | BBB-            | Baa3           | BBB-          | NR            |
| <b><u>Short-Term Unsecured</u></b>       |                 |                |               |               |
| Ford Credit                              | NR              | P-3            | F3            | R-3           |
| <b><u>Outlook</u></b>                    | <b>Positive</b> | <b>Stable</b>  | <b>Stable</b> | <b>Stable</b> |

# FORD CREDIT OPERATING HIGHLIGHTS

|   | Third Quarter |      | First Nine Months |       |
|---|---------------|------|-------------------|-------|
|   | 2011          | 2012 | 2011              | 2012  |
| <b>Financing Shares</b>   |               |      |                   |       |
| <b>United States</b>  |               |      |                   |       |
| Financing share -- Ford and Lincoln                                   |               |      |                   |       |
| Retail installment and lease  | 38 %          | 42 % | 36 %              | 39 %  |
| Wholesale   | 79            | 77   | 81                | 78    |
| <b>Europe</b>   |               |      |                   |       |
| Financing share -- Ford   |               |      |                   |       |
| Retail installment and lease  | 30 %          | 34 % | 28 %              | 31 %  |
| Wholesale   | 99            | 98   | 99                | 98    |
| <b>Contract Placement Volume -- New and used retail / lease (000)</b> |               |      |                   |       |
| <b>North America Segment</b>  |               |      |                   |       |
| United States   | 227           | 259  | 645               | 740   |
| Canada  | 29            | 29   | 84                | 86    |
| Total North America Segment   | 256           | 288  | 729               | 826   |
| <b>International Segment</b>  |               |      |                   |       |
| Europe  | 94            | 94   | 293               | 295   |
| Other international   | 14            | 15   | 39                | 40    |
| Total International Segment   | 108           | 109  | 332               | 335   |
| Total Contract Volume   | 364           | 397  | 1,061             | 1,161 |

**FORD CREDIT**
**NET FINANCE RECEIVABLES AND OPERATING LEASES**

|  | Dec. 31,<br>2011<br><u>(Bils.)</u> | Sep. 30,<br>2012<br><u>(Bils.)</u> |
|--|------------------------------------|------------------------------------|
| <b>Receivables</b>                                       |                                    |                                    |
| <b>Finance receivables – North America Segment</b>       |                                    |                                    |
| <u>Consumer</u>  |                                    |                                    |
| Retail installment and direct financing leases           | \$ 38.4                            | \$ 39.3                            |
| <u>Non-Consumer</u>                                      |                                    |                                    |
| Wholesale  | 15.5                               | 15.6                               |
| Dealer loan and other                                    | <u>2.1</u>                         | <u>2.2</u>                         |
| <b>Total North America Segment – finance receivables</b> | <b>\$ 56.0</b>                     | <b>\$ 57.1</b>                     |
| <b>Finance receivables – International Segment</b>       |                                    |                                    |
| <u>Consumer</u>  |                                    |                                    |
| Retail installment and direct financing leases           | \$ 9.1                             | \$ 8.9                             |
| <u>Non-Consumer</u>                                      |                                    |                                    |
| Wholesale  | 8.5                                | 7.0                                |
| Dealer loan and other                                    | <u>0.4</u>                         | <u>0.4</u>                         |
| <b>Total International Segment – finance receivables</b> | <b>\$ 18.0</b>                     | <b>\$ 16.3</b>                     |
| <b>Unearned interest supplements</b>                     | <b>(1.6)</b>                       | <b>(1.5)</b>                       |
| <b>Allowance for credit losses</b>                       | <b><u>(0.5)</u></b>                | <b><u>(0.4)</u></b>                |
| <b>Finance receivables, net</b>                          | <b>\$ 71.9</b>                     | <b>\$ 71.5</b>                     |
| <b>Net investment in operating leases</b>                | <b><u>11.1</u></b>                 | <b><u>14.0</u></b>                 |
| <b>Total receivables</b>                                 | <b><u>\$ 83.0</u></b>              | <b><u>\$ 85.5</u></b>              |
| <br><b>Memo:</b>   |                                    |                                    |
| <b>Total managed receivables*</b>                        | <b>\$ 84.6</b>                     | <b>\$ 87.0</b>                     |

\* 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 \$(1.6) billion at December 31, 2011 and \$(1.5) billion September 30, 2012.

# **FORD CREDIT**

## **RECONCILIATION OF MANAGED LEVERAGE TO FINANCIAL STATEMENT LEVERAGE**

|   | <u>Dec. 31,</u><br><u>2011</u> | <u>Sep. 30,</u><br><u>2012</u> |
|---|--------------------------------|--------------------------------|
|   | (Bils.)                        | (Bils.)                        |
| <b><u>Leverage Calculation</u></b>  |                                |                                |
| <b>Total Debt*</b>  | <b>\$ 84.7</b>                 | <b>\$ 84.7</b>                 |
| <b>Adjustments for Cash, Cash Equivalents, and Marketable Securities*</b> | <b>(12.1)</b>                  | <b>(10.7)</b>                  |
| <b>Adjustments for Derivative Accounting**</b>                            | <b><u>(0.7)</u></b>            | <b><u>(0.9)</u></b>            |
| <b>Total Adjusted Debt</b>  | <b><u>\$ 71.9</u></b>          | <b><u>\$ 73.1</u></b>          |
| <br>  |                                |                                |
| <b>Equity***</b>  | <b>\$ 8.9</b>                  | <b>\$ 9.4</b>                  |
| <b>Adjustments for Derivative Accounting**</b>                            | <b><u>(0.2)</u></b>            | <b><u>(0.3)</u></b>            |
| <b>Total Adjusted Equity</b>  | <b><u>\$ 8.7</u></b>           | <b><u>\$ 9.1</u></b>           |
| <br>  |                                |                                |
| <b>Financial Statement Leverage (to 1)</b>                                | <b>9.5</b>                     | <b>9.0</b>                     |
| <b>Managed Leverage (to 1)****</b>  | <b>8.3</b>                     | <b>8.0</b>                     |

\* Excludes marketable securities related to insurance activities

\*\* Primarily related to market valuation adjustments to derivatives due to movements in interest rates. Adjustments to debt are related to designated fair value hedges and adjustments to equity are related to retained earnings

\*\*\* Shareholder's interest reported on Ford Credit's balance sheet

\*\*\*\* Equals total adjusted debt over total adjusted equity

# ***FURTHER INFORMATION***

## **Investor Relations Contact:**

**Molly Tripp**

**313-621-0881**

**[mtripp@ford.com](mailto:mtripp@ford.com)**

## **Information on Ford:**

**[www.shareholder.ford.com](http://www.shareholder.ford.com)**

- 10-K Annual Reports
- 10-Q Quarterly Reports
- 8-K Current Reports
- Ford University

## **Information on Ford Motor Credit Company:**

**[www.fordcredit.com/investorcenter](http://www.fordcredit.com/investorcenter)**

- 10-K Annual Reports
- 10-Q Quarterly Reports
- 8-K Current Reports