



***2010 SECOND QUARTER
FIXED INCOME PRESENTATION***

***JULY 23, 2010
(PRELIMINARY RESULTS)***



TOTAL COMPANY

2010 SECOND QUARTER FINANCIAL RESULTS*

	Second Quarter		First Half	
	2010	B / (W) 2009**	2010	B / (W) 2009**
Wholesales (000)***	1,418	224	2,671	491
- Memo: Excl. Volvo in 2009 (000)		303		639
Revenue (Bils.)****	\$ 31.3	\$ 4.5	\$ 59.4	\$ 8.2
- Memo: Excl. Volvo in 2009 (Bils.)		7.4		13.7
<u>Operating Results</u>*****				
Pre-Tax Results (Mils.)	\$ 2,942	\$ 3,496	\$ 4,952	\$ 7,531
After-Tax Results (Mils.)	2,704	3,342	4,465	6,896
Earnings Per Share	0.68	0.89	1.13	2.03
Special Items Pre-Tax (Mils.)	\$ (95)	\$ (2,890)	\$ 30	\$ (3,128)
<u>Net Income / (Loss) attributable to Ford</u>				
After-Tax Results (Mils.)	\$ 2,599	\$ 338	\$ 4,684	\$ 3,850
Earnings Per Share	0.61	(0.08)	1.10	0.80
Automotive Gross Cash (Bils.)*****	\$ 21.9	\$ 1.5	\$ 21.9	\$ 1.5

* 2010 wholesales, revenue, and operating results exclude Volvo, which is being reported as a special item; 2009 results include Volvo, see Appendix

** Adjusted to reflect the new accounting standard on VIE consolidation

*** Excludes special items, see Appendix for definition of wholesales and additional information

**** Excludes special items, see Slide 2 and Appendix for reconciliation to GAAP

***** See Appendix for reconciliation to GAAP



TOTAL COMPANY

2010 SECOND QUARTER SPECIAL ITEMS

	<u>Second Quarter</u> (Mils.)	<u>First Half</u> (Mils.)
<u>Personnel and Dealer-Related Items</u>		
Personnel-reduction programs	\$ (31)	\$ (117)
Mercury discontinuation / U.S. dealer reductions	(232)	(247)
Job security benefits / other	<u>34</u>	<u>72</u>
Total Personnel and Dealer-Related Items	\$ (229)	\$ (292)
<u>Other Items</u>		
Volvo held-for-sale and related items	\$ 94	\$ 282
Gain on debt reduction actions	<u>40</u>	<u>40</u>
Total Other Items	<u>\$ 134</u>	<u>\$ 322</u>
Total Special Items	<u>\$ (95)</u>	<u>\$ 30</u>
Memo:		
Volvo operating profit included above (Mils.)*	\$ 53	\$ 102
Special Items impact on Earnings Per Share*	\$ (0.02)	\$ 0.05

* See Appendix



AUTOMOTIVE SECTOR

2010 SECOND QUARTER CASH*

	Second Quarter <u>(Bils.)</u>	First Half <u>(Bils.)</u>
<u>Gross Cash</u>		
June 30, 2010	\$ 21.9	\$ 21.9
March 31, 2010 / December 31, 2009**	<u>25.3</u>	<u>24.9</u>
Change in Gross Cash	<u>\$ (3.4)</u>	<u>\$ (3.0)</u>
<u>Operating-Related Cash Flow</u>		
Automotive Pre-Tax Profits***	\$ 2.1	\$ 3.3
Capital Spending	(1.0)	(1.9)
Depreciation and Amortization	1.0	1.9
Changes in Working Capital	0.5	0.1
Other / Timing Differences	<u>0.3</u>	<u>(0.3)</u>
Subtotal	\$ 2.9	\$ 3.1
Up-Front Subvention Payments to Ford Credit	<u>(0.3)</u>	<u>(0.6)</u>
Total Automotive Operating-Related Cash Flow	<u>\$ 2.6</u>	<u>\$ 2.5</u>
<u>Other Changes in Gross Cash</u>		
Separation Payments	(0.1)	(0.2)
Pension Contributions	(0.4)	(0.7)
Receipts from Ford Credit	-	0.5
Changes in Debt	<u>(5.6)</u>	(5.1)
Equity Issuance	0.3	0.8
Other	<u>(0.2)</u>	<u>(0.8)</u>
Change in Gross Cash	<u>\$ (3.4)</u>	<u>\$ (3.0)</u>

* See Appendix for reconciliation to GAAP

** 2009 adjusted to reflect the new accounting standard on VIE consolidation

*** Excludes special items, see Slide 2 and Appendix for reconciliation to GAAP



AUTOMOTIVE SECTOR

2010 SECOND QUARTER AUTOMOTIVE DEBT REDUCTION SUMMARY

	Balance Mar. 31, 2010 <u>(Bils.)</u>	Other Debt Changes <u>(Bils.)</u>	Debt Reduction Actions		Balance June 30, 2010 <u>(Bils.)</u>
			Automotive Cash Utilized <u>(Bils.)</u>	Ford Credit Cash Utilized <u>(Bils.)</u>	
Revolving Line of Credit	\$ 7.5	\$ -	\$ (3.0) ✓	\$ -	\$ 4.5
VEBA Note A	3.1	0.1 *	(1.9)	(1.3)	-
VEBA Note B	4.0	0.1 *	(0.6)	-	(3.8) ✓
All Other Debt	<u>16.5</u>	<u>(0.1)</u>	<u>(0.1)</u>	<u>-</u>	<u>16.3</u>
Subtotal	\$ 31.1	\$ 0.1	\$ (5.6)	\$ (1.3)	\$ 24.3
Trust Preferred	<u>3.2</u>	<u>-</u>	<u>(0.2) ✓</u>	<u>-</u>	<u>3.0</u>
Total	<u>\$ 34.3</u>	<u>\$ 0.1</u>	<u>\$ (5.8)</u>	<u>\$ (1.3)</u>	<u>\$ 27.3</u>
			\$ 7.0		

Memo: Second Quarter debt reduction actions have annualized interest savings of more than \$470 million

* Debt discount amortization



AUTOMOTIVE SECTOR

2010 SECOND QUARTER AUTOMOTIVE FINANCIAL RESOURCES

	<u>March 31, 2010</u> (Bils.)	<u>June 30, 2010</u> (Bils.)
Automotive Gross Cash*	\$ 25.3	\$ 21.9
Less:		
Long-Term Debt	\$ 29.3	\$ 26.2
Debt Payable Within One Year	5.0	1.1
Total Debt	<u>\$ 34.3</u>	<u>\$ 27.3</u>
Net Cash / (Debt)	<u>\$ (9.0)</u>	<u>\$ (5.4)</u>
Memo: Liquidity**	\$ 25.9	\$ 25.4

* See Appendix for reconciliation to GAAP

** As of June 30, 2010, total committed secured and unsecured Automotive credit lines (including local lines available to foreign affiliates) were \$8.7 billion



TOTAL COMPANY 2010 PLANNING ASSUMPTIONS AND OPERATIONAL METRICS

	Full Year Plan	First Half	Full Year Outlook
<u>Planning Assumptions</u>			
Industry Volume (SAAR)* -- U.S. (Mils.)	11.5 to 12.5	11.4	11.5 to 12.0
-- Europe (Mils.)**	13.5 to 14.5	15.4	14.5 to 15.0
<u>Operational Metrics</u>			
Compared with Prior Year			
- Quality	Improve	Improved	On Track
- Automotive Structural Costs***	Somewhat Higher	\$350 Million Higher	About \$1 Billion Higher
- U.S. Market Share (Ford, Lincoln, and Mercury)	Equal / Improve	16.7%	Improve
U.S. Retail Share of Retail Market****	Equal / Improve	14.1%	Improve
- Europe Market Share**	Equal	8.7%	About Equal to First Half 2010
Absolute Amount			
- Automotive Operating-Related Cash Flow	Positive	\$2.5 Billion	On Track
- Capital Spending	\$4.5 to \$5 Billion	\$1.9 Billion	About \$4.5 Billion

**We Are On Track To Deliver Solid Profits In 2010 With Positive Automotive
Operating-Related Cash Flow, And Continued Improvement In 2011**

* Includes medium and heavy trucks

** European 19 markets we track

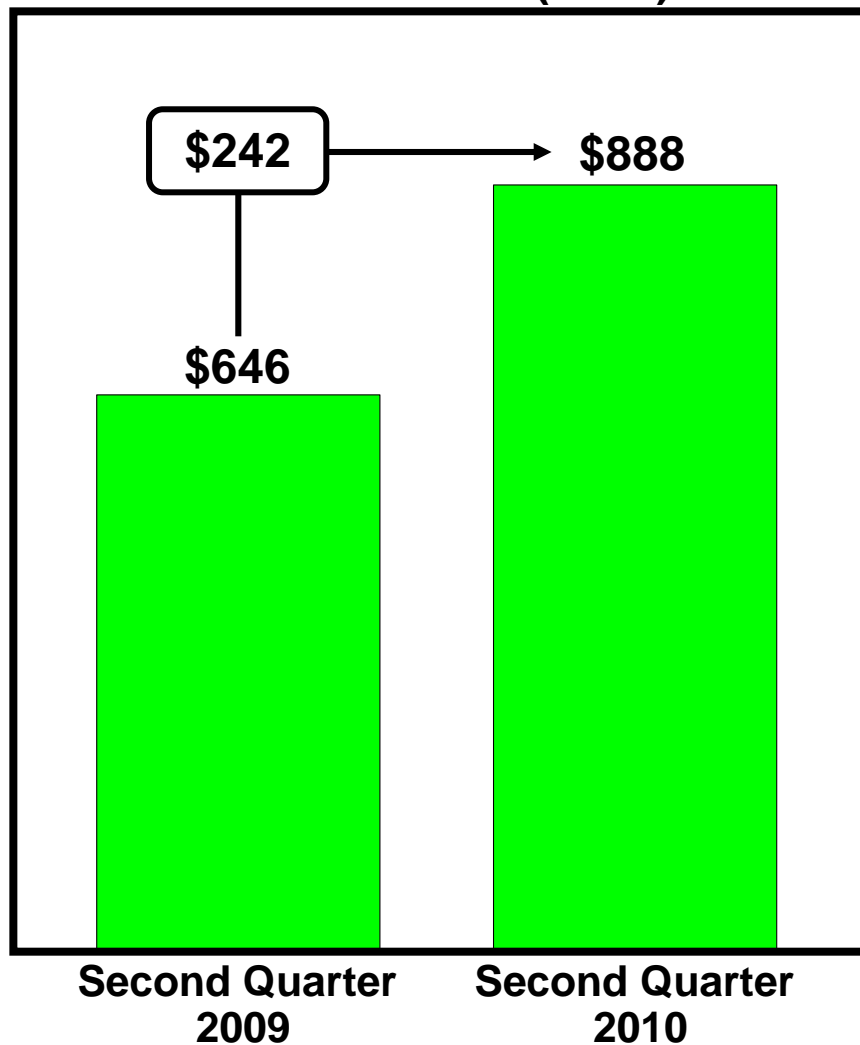
*** Structural cost changes are measured primarily at prior-year exchange, and exclude special items and discontinued operations

**** Estimate

FORD CREDIT RESULTS AND METRICS -- 2010 SECOND QUARTER



Pre-Tax Profit (Mils.)



Key Metrics

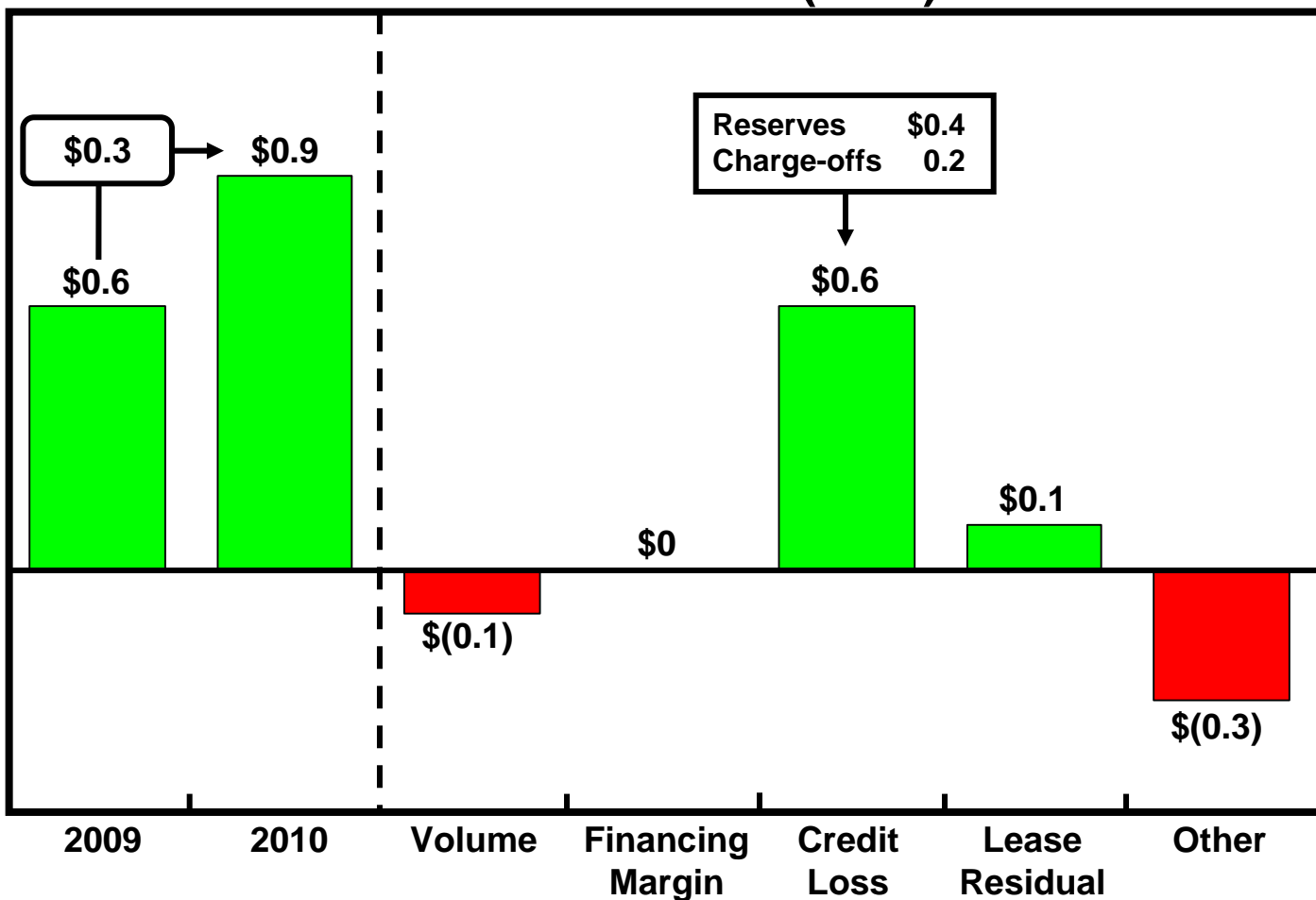
	Second Quarter	
	2009	2010
On-Balance Sheet		
Receivables (Bils.)	\$ 99	\$ 85
Charge-Offs (Mils.)	\$ 285	\$ 86
Loss-to-Receivables Ratio		
- Worldwide	1.09%	0.39%
- U.S. Retail and Lease	1.09	0.45
Allowance for Credit Losses		
- Worldwide Amount (Bils.)	\$ 1.8	\$ 1.1
- Pct. Of EOP Receivables	1.81%	1.26%
Financial Statement		
Leverage (To 1)	10.2	8.1
Distribution (Bils.)	\$ 0	\$ 0
Net Income / (Loss) (Mils.)	\$ 413	\$ 556
Managed*		
Receivables (Bils.)	\$ 100	\$ 87
Leverage (To 1)	8.4	6.6

* See Appendix for calculation, definitions, and reconciliation to GAAP

2010 SECOND QUARTER FORD CREDIT PRE-TAX RESULTS COMPARED WITH 2009



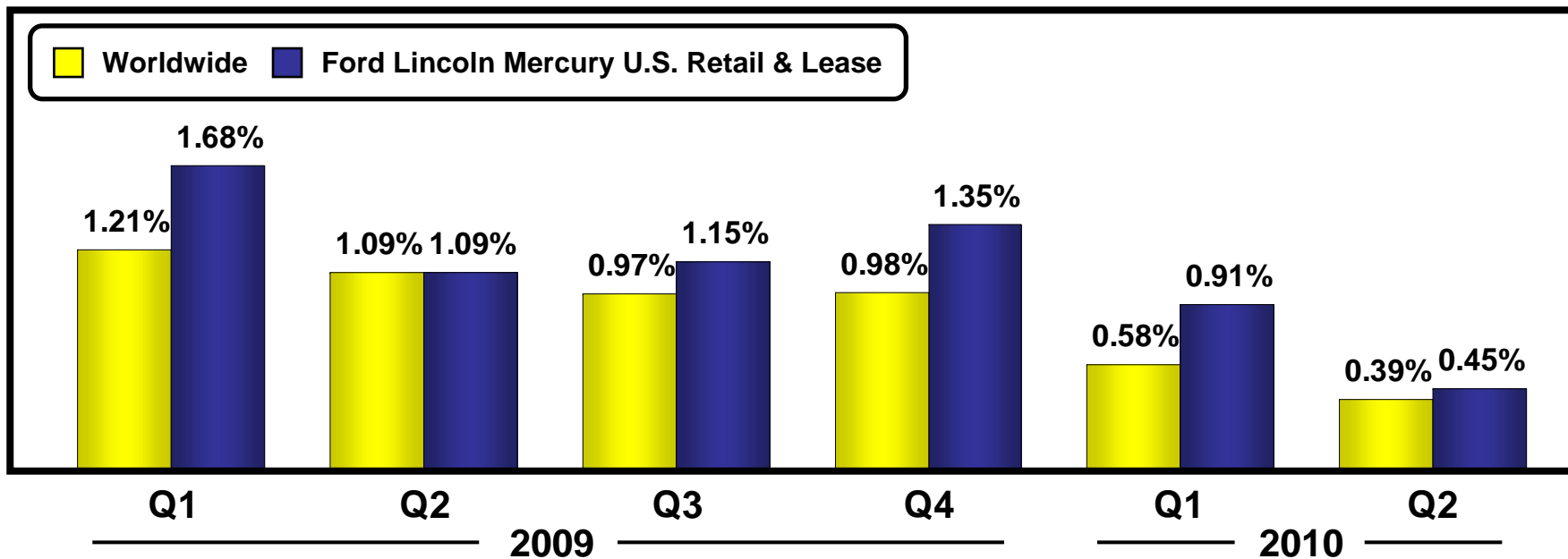
Pre-Tax Results (Bils.)



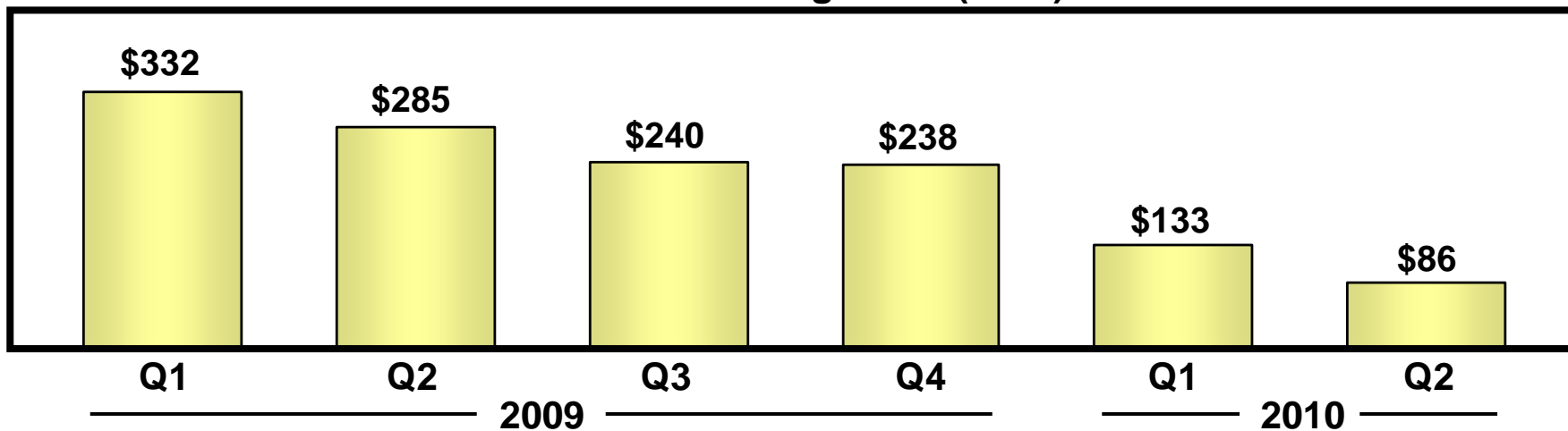
CREDIT LOSS METRICS*



Loss-to-Receivables Ratio



Worldwide Charge-Offs (Mils.)



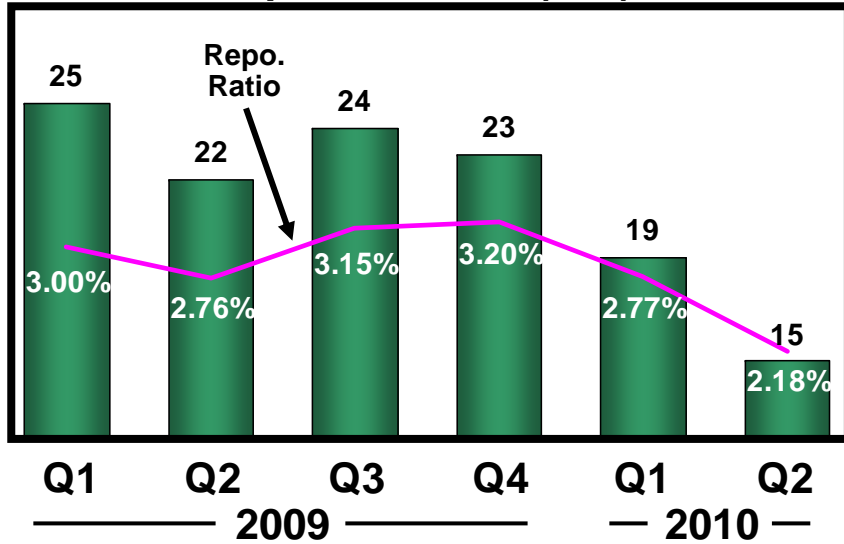
* On-balance sheet

CREDIT LOSS DRIVERS -- FORD LINCOLN MERCURY

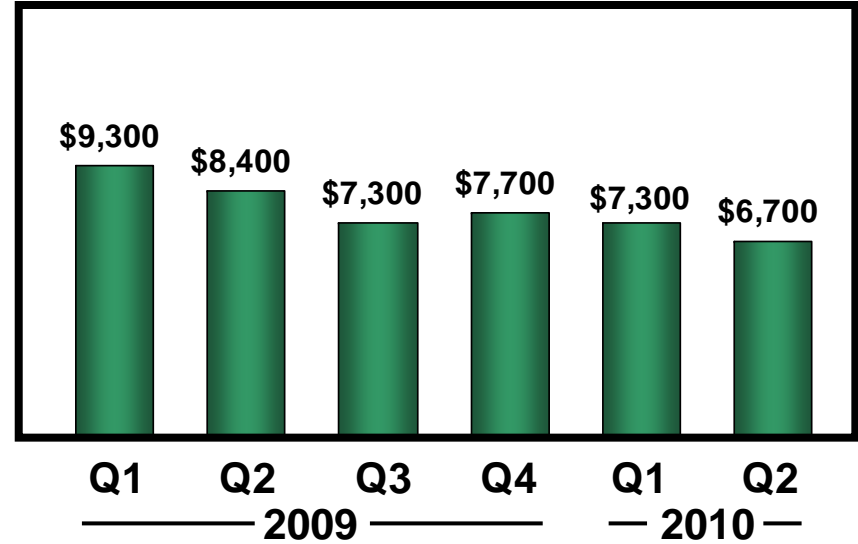
U.S. RETAIL AND LEASE*



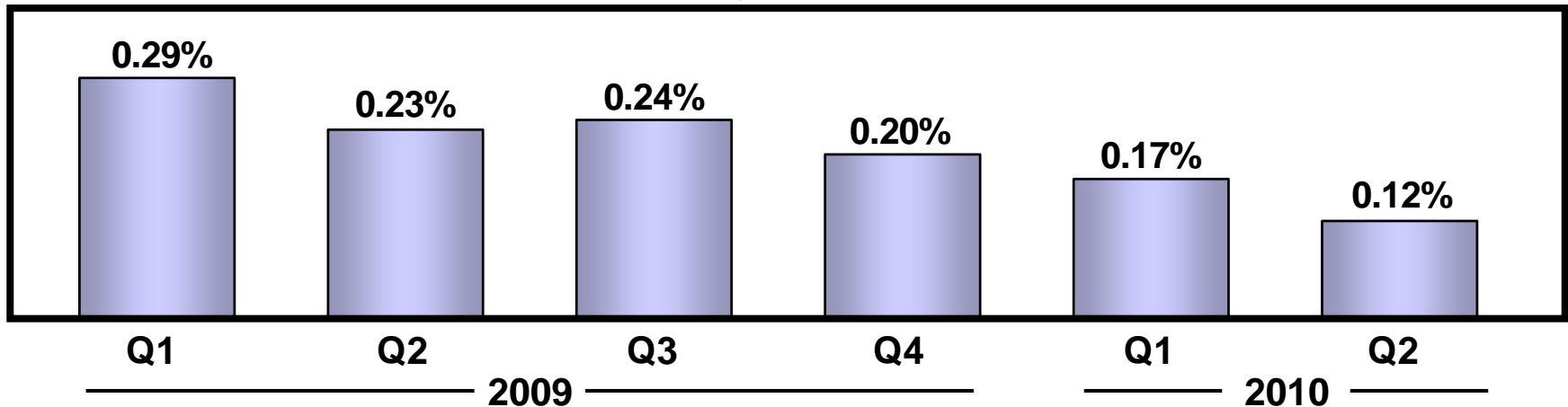
Repossessions (000)



Severity



Over-60-Day Delinquencies



Memo: New Bankruptcy Filings (000)

11

12

13

11

10

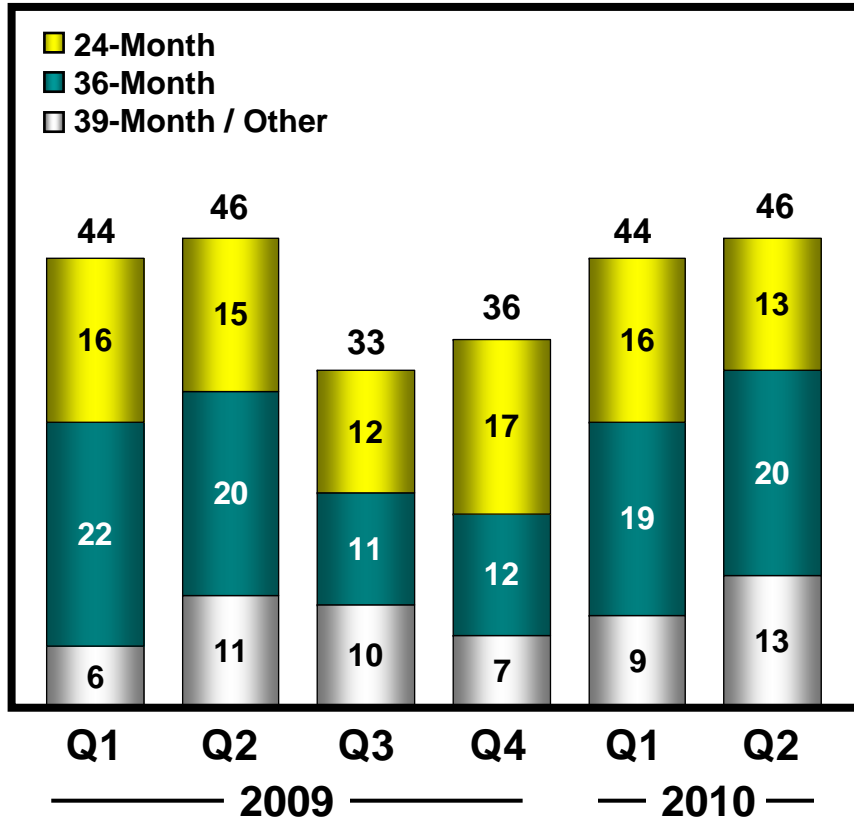
12

* On a serviced basis

LEASE RESIDUAL PERFORMANCE -- FORD LINCOLN MERCURY U.S.



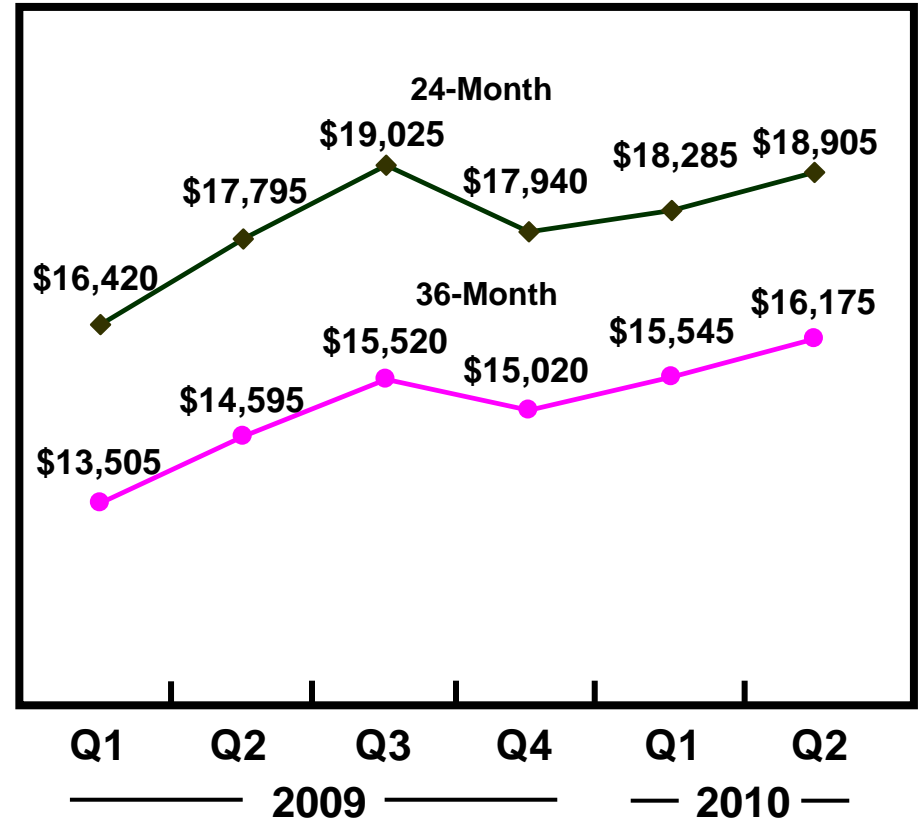
Lease Return Volume (000)



Memo: Ford Lincoln Mercury U.S. Return Rates

89% 83% 70% 69% 71% 65%

Auction Values (At Q2 2010 Mix)



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

\$20.2 \$18.2 \$16.3 \$14.6 \$13.3 \$11.6

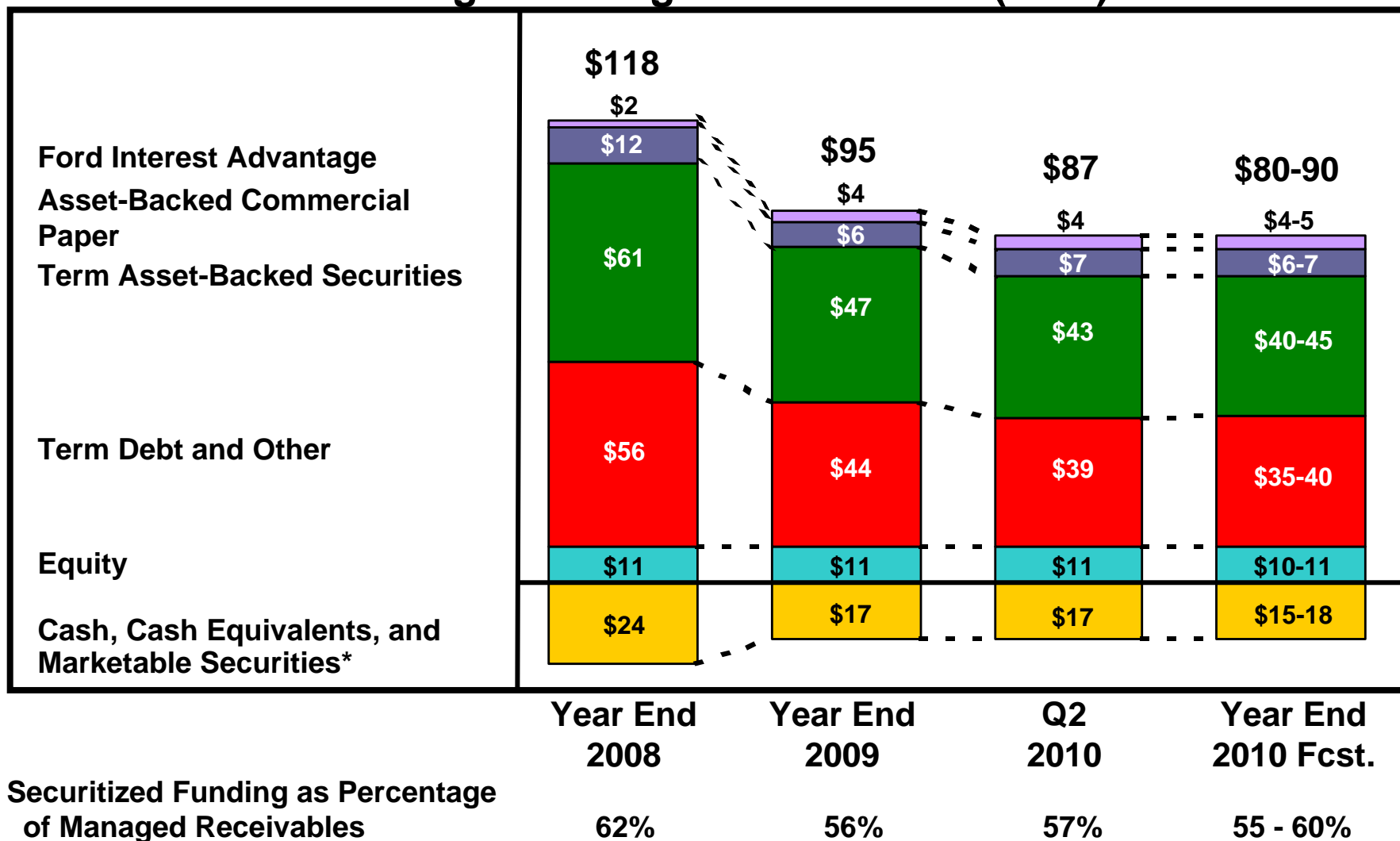


- **We are on track to complete our Full Year funding plan**
 - **\$6 billion of funding in the securitization and unsecured debt markets in the Second Quarter**
 - **\$1 billion of additional funding in July**
- **Renewed \$12 billion of committed capacity in the Second Quarter**
 - **All at lower costs**
 - **\$2 billion of net incremental capacity**
 - **FCAR renewals completed including multi-year lines**
- **Key elements of our funding strategy remain unchanged**
- **Our liquidity remains strong, including a substantial cash balance to meet funding obligations**

FORD CREDIT FUNDING STRUCTURE



Funding of Managed Receivables (Bils.)



* Excludes marketable securities related to insurance activities

FORD CREDIT TERM FUNDING PLAN



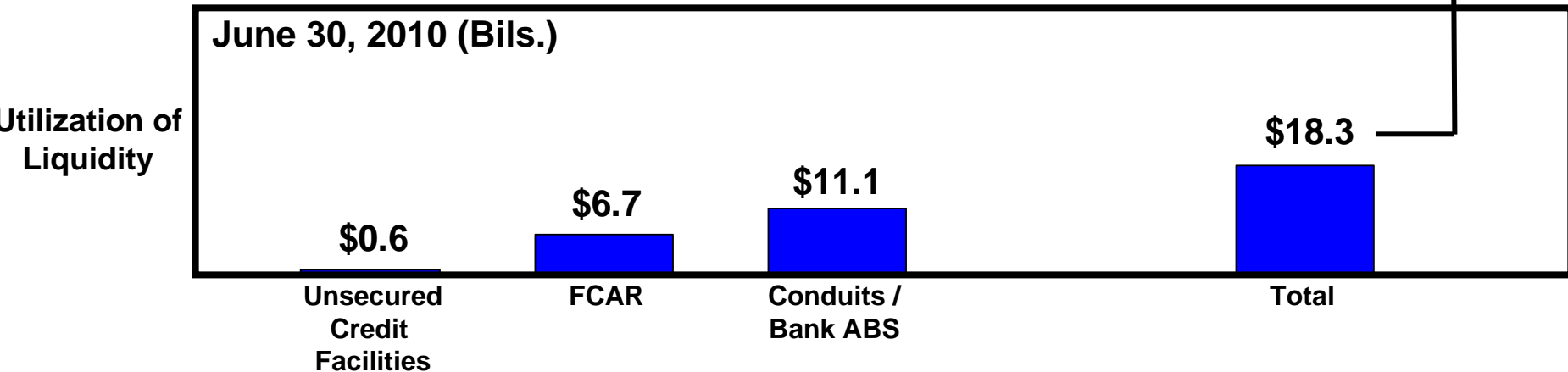
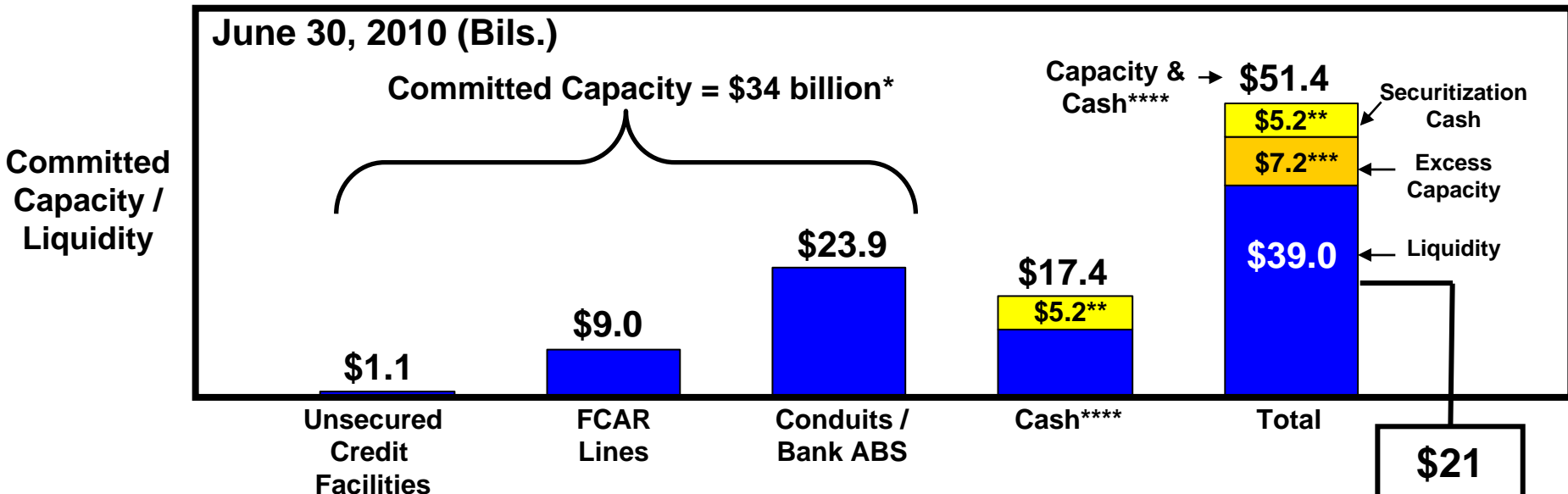
	2007 <u>Actual</u> (Bils.)	2008 <u>Actual</u> (Bils.)	2009 <u>Actual</u> (Bils.)	2010	
				<u>Forecast</u> (Bils.)	<u>YTD*</u> <u>Actual</u> (Bils.)
Public Transactions					
Unsecured	\$ 6	\$ 2	\$ 5	\$ 4 - 6	\$ 3
Securitized ^{**}	<u>6</u>	<u>11</u>	<u>15</u>	<u>10 - 12</u>	<u>7</u>
Total Public	\$12	\$13	\$20	\$14 - 17	\$10
					\$15
Private Transactions^{***}	\$28	\$29	\$11	\$ 7 - 11	\$ 5

* YTD Actual including those scheduled to close through July 23, 2010

** Reflects new issuance; excludes whole loan sales and other structured financings

*** Includes private term debt, securitizations, other structured financings, whole loan sales, and other term funding; excludes sales to Ford Credit's on-balance sheet asset-backed commercial paper program (FCAR)

FORD CREDIT LIQUIDITY PROGRAMS



Liquidity Available For Use Is About \$21 Billion

* 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 includes other committed securitization programs. Reflects Unsecured Credit Facilities and FCAR capacity as of July 1, 2010

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

*** Excess capacity is capacity in excess of eligible receivables

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

2010 SECOND QUARTER SUMMARY*



Ford (Total Company)

- Pre-tax operating profit, excluding special items, of \$2.9 billion, a \$3.5 billion improvement from a year ago
- Net income attributable to Ford of \$2.6 billion
- Repaid \$7 billion of Automotive debt
- Reinstated dividend on Trust Preferred securities
- Automotive gross cash of \$21.9 billion

Ford Credit

- Pre-tax profit of \$888 million; net income of \$556 million
- External funding environment continues to improve
- Completed \$15 billion of term funding year to date
- Liquidity available for use of about \$21 billion

* See Appendix for reconciliation to GAAP

SAFE HARBOR



Statements included or incorporated by reference herein may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on expectations, forecasts, and assumptions by our management and involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those stated, including, without limitation:

Automotive Related:

- Further declines in industry sales volume, particularly in the United States or Europe, due to financial crisis, recession, geo-political events or other factors;
- Decline in Ford’s market share;
- Continued or increased price competition for Ford vehicles resulting from industry overcapacity, currency fluctuations or other factors;
- An increase in or acceleration of market shift beyond Ford’s current planning assumptions from sales of trucks, medium- and large-sized utilities, or other more profitable vehicles, particularly in the United States;
- A return to elevated gasoline prices, as well as the potential for volatile prices or reduced availability;
- Lower-than-anticipated market acceptance of new or existing Ford products;
- Adverse effects from the bankruptcy, insolvency, or government-funded restructuring of, change in ownership or control of, or alliances entered into by a major competitor;
- Economic distress of suppliers may require Ford to provide substantial financial support or take other measures to ensure supplies of components or materials and could increase Ford’s costs, affect Ford’s liquidity, or cause production disruptions;
- Work stoppages at Ford or supplier facilities or other interruptions of production;
- Single-source supply of components or materials;
- Restriction on use of tax attributes from tax law “ownership change”;
- The discovery of defects in Ford vehicles resulting in delays in new model launches, recall campaigns or increased warranty costs;
- Increased safety, emissions, fuel economy or other regulation resulting in higher costs, cash expenditures and/or sales restrictions;
- Unusual or significant litigation or governmental investigations arising out of alleged defects in Ford products, perceived environmental impacts, or otherwise;
- A change in Ford’s requirements for parts or materials where it has entered into long-term supply arrangements that commit it to purchase minimum or fixed quantities of certain parts or materials, or to pay a minimum amount to the seller (“take-or-pay contracts”);
- Adverse effects on Ford’s results from a decrease in or cessation of government incentives related to capital investments;
- Adverse effects on Ford’s operations resulting from certain geo-political or other events;
- Substantial levels of indebtedness adversely affecting Ford’s financial condition or preventing Ford from fulfilling its debt obligations (which may grow because Ford is able to incur substantially more debt, including additional secured debt);

Ford Credit Related:

- A prolonged disruption of the debt and securitization markets;
- Inability to access debt, securitization or derivative markets around the world at competitive rates or in sufficient amounts due to credit rating downgrades, market volatility, market disruption, regulatory requirements or otherwise;
- Inability to obtain competitive funding;
- Higher-than-expected credit losses;
- Adverse effects from the government-supported restructuring of, change in ownership or control of, or alliances entered into by a major competitor;
- Increased competition from banks or other financial institutions seeking to increase their share of retail installment financing Ford vehicles;
- Collection and servicing problems related to our finance receivables and net investment in operating leases;
- Lower-than-anticipated residual values or higher-than-expected return volumes for leased vehicles;
- New or increased credit, consumer or data protection or other laws and regulations resulting in higher costs and/or additional financing restrictions;
- Changes in Ford’s operations or changes in Ford’s marketing programs could result in a decline in our financing volumes;

General:

- Fluctuations in foreign currency exchange rates and interest rates;
- Failure of financial institutions to fulfill commitments under committed credit and liquidity facilities;
- Labor or other constraints on Ford’s or our ability to restructure its or our business;
- Substantial pension and postretirement healthcare and life insurance liabilities impairing Ford’s or our liquidity or financial condition; and
- Worse-than-assumed economic and demographic experience for postretirement benefit plans (e.g., discount rates or investment returns).

We cannot be certain that any expectations, forecasts or assumptions made by management in preparing these forward-looking statements will prove accurate, or that any projections will be realized. It is to be expected that there may be differences between projected and actual results. Our forward-looking statements speak only as of the date of their initial issuance, and we do not undertake any obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise. For additional discussion of these risk factors, see Item 1A of Part I of Ford’s 2009 10-K Report and Item 1A of Part I of Ford Credit’s 2009 10-K Report as updated by Ford’s and Ford Credit’s subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

APPENDIX



TOTAL COMPANY

2010 SECOND QUARTER FINANCIAL RESULTS

	Second Quarter		First Half	
	2010	B / (W) 2009*	2010	B / (W) 2009*
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
<u>Income / (Loss)</u>				
Pre-Tax Results (Excl. Special Items)	\$ 2,942	\$ 3,496	\$ 4,952	\$ 7,531
Special Items**	<u>(95)</u>	<u>(2,890)</u>	<u>30</u>	<u>(3,128)</u>
Pre-Tax Results (Incl. Special Items)	\$ 2,847	\$ 606	\$ 4,982	\$ 4,403
(Provision for) / Benefit from Income Taxes	<u>(251)</u>	<u>(266)</u>	<u>(301)</u>	<u>(543)</u>
Income / (Loss) from Continuing Operations	\$ 2,596	\$ 340	\$ 4,681	\$ 3,860
Discontinued Operations	-	(5)	-	(5)
(Income) / Loss attributable to non-controlling interests	<u>3</u>	<u>3</u>	<u>3</u>	<u>(5)</u>
Net Income / (Loss) attributable to Ford	<u>\$ 2,599</u>	<u>\$ 338</u>	<u>\$ 4,684</u>	<u>\$ 3,850</u>

* Adjusted to reflect the new accounting standard on VIE consolidation

** See Slide 2 for details of special items

TOTAL COMPANY CALCULATION OF EARNINGS PER SHARE



	Second Quarter 2010		First Half 2010	
	Net Income Attributable to Ford* (Mils.)	After-Tax Oper. Results Excl. Special Items** (Mils.)	Net Income Attributable to Ford* (Mils.)	After-Tax Oper. Results Excl. Special Items** (Mils.)
<u>Numerator</u>				
After-Tax Results	\$ 2,599	\$ 2,704	\$ 4,684	\$ 4,465
Impact on income from assumed exchange of convertible notes and convertible trust preferred securities	103	103	204	204
After-Tax Operating Results for EPS	\$ 2,702	\$ 2,807	\$ 4,888	\$ 4,669
Impact on income from assumed share issuance to settle UAW VEBA Note B	91		182	
Net Income for EPS	\$ 2,793		\$ 5,070	
<u>Denominator</u>				
Average shares outstanding***	3,411	3,411	3,388	3,388
Net issuable shares, primarily warrants and restricted stock units	198	198	202	202
Convertible notes	372	372	372	372
Convertible trust preferred securities	163	163	163	163
Average Shares for Operating EPS	4,144	4,144	4,125	4,125
UAW VEBA Note B	466		465	
Average Shares for Net Income EPS	4,610		4,590	
EPS	\$ 0.61	\$ 0.68	\$ 1.10	\$ 1.13

* As disclosed, our UAW VEBA Note B allows us to elect to satisfy each scheduled payment by delivering cash, Ford Common Stock, or a combination of cash and Common Stock. For purposes of disclosing the maximum potential dilution to our shares that could occur over time, we present our diluted EPS calculation assuming we were to elect to satisfy each scheduled payment on Note B over time in shares rather than cash, holding constant the 30-day volume-weighted average price per share for the Second Quarter period-end as calculated pursuant to the terms of Note B. Using this assumption, our diluted EPS includes 466 million and 465 million for the Second Quarter and First Half, respectively, of potential dilutive shares related to Note B, which reduced our Second Quarter and First Half diluted EPS by 5 cents per share and 8 cents per share, respectively. As previously disclosed, we will use our discretion in determining which form of payment makes sense at the time of each required payment, balancing liquidity needs and preservation of shareholder value. We made our December 31, 2009 and June 30, 2010 scheduled payments on Note B in cash. As announced, the terms of Note B recently have been amended, subject to regulatory approval, to provide us greater flexibility through mid-2013 to pre-pay more frequently (i.e., at each month end except May and June) all or a portion of the remaining Note B obligation in cash at a discount. Pre-payments may be made in cash at a 5% discount prior to 2012, and at a 4% discount during 2012 - 2013

** Excludes Income / (Loss) attributable to non-controlling interests and the effect of discontinued operations; special items detailed on Slide 2

*** Shares are net of the restricted and uncommitted ESOP shares



TOTAL COMPANY INCOME / (LOSS) FROM CONTINUING OPERATIONS RECONCILIATION TO GAAP

	Second Quarter		First Half	
	2009*	2010	2009*	2010
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
North America	\$ (899)	\$ 1,898	\$ (1,564)	\$ 3,151
South America	86	285	149	488
Europe	57	322	(528)	429
Asia Pacific Africa	(27)	113	(124)	136
Volvo	(237)	-	(486)	-
Other Automotive	(129)	(551)	(559)	(942)
Total Automotive (Excl. Special Items)	\$ (1,149)	\$ 2,067	\$ (3,112)	\$ 3,262
Special Items - Automotive	2,795	(95)	3,248	30
Total Automotive	\$ 1,646	\$ 1,972	\$ 136	\$ 3,292
Financial Services (Excl. Special Items)	\$ 595	\$ 875	\$ 533	\$ 1,690
Special Items - Financial Services	-	-	(90)	-
Total Financial Services	\$ 595	\$ 875	\$ 443	\$ 1,690
Pre-Tax Results	\$ 2,241	\$ 2,847	\$ 579	\$ 4,982
(Provision for) / Benefit from Income Taxes	15	(251)	242	(301)
Income / (Loss) from Continuing Operations	\$ 2,256	\$ 2,596	\$ 821	\$ 4,681
Discontinued Operations	5	-	5	-
(Income) / Loss attributable to non-controlling interests	-	3	8	3
Net Income / (Loss) attributable to Ford	\$ 2,261	\$ 2,599	\$ 834	\$ 4,684
Memo: Excluding Special Items				
Pre-Tax Results	\$ (554)	\$ 2,942	\$ (2,579)	\$ 4,952
(Provision for) / Benefit from Income Taxes	(84)	(241)	140	(490)
(Income) / Loss attributable to non-controlling interests	-	3	8	3
After-Tax Results	\$ (638)	\$ 2,704	\$ (2,431)	\$ 4,465

* Adjusted to reflect the new accounting standard on VIE consolidation

TOTAL COMPANY REVENUE RECONCILIATION TO GAAP



	Second Quarter		First Half	
	2009*	2010	2009*	2010
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
North America	\$ 10,744	\$ 16,908	\$ 20,762	\$ 31,040
South America	1,840	2,620	3,244	4,634
Europe	6,955	7,549	12,724	15,196
Asia Pacific Africa	1,208	1,802	2,373	3,380
Subtotal (Excl. Volvo)	\$ 20,747	\$ 28,879	\$ 39,103	\$ 54,250
Volvo	2,863	-	5,487	-
Total Automotive (Excl. Special Items)	\$ 23,610	\$ 28,879	\$ 44,590	\$ 54,250
Special Items - Volvo	-	3,685	-	7,208
Total Automotive	\$ 23,610	\$ 32,564	\$ 44,590	\$ 61,458
Financial Services	3,200	2,503	6,610	5,175
Total Company	\$ 26,810	\$ 35,067	\$ 51,200	\$ 66,633
Memo:				
Total Company (Excl. Special Items)	\$ 26,810	\$ 31,382	\$ 51,200	\$ 59,425
Total Company (Excl. Volvo)	23,947	31,382	45,713	59,425
- Percentage Change		31 %		30 %

* Adjusted to reflect the new accounting standard on VIE consolidation

TOTAL COMPANY WHOLESALES*



	Second Quarter		First Half	
	2009** (000)	2010 (000)	2009** (000)	2010 (000)
North America	458	659	808	1,206
South America	111	130	204	231
Europe***	400	420	743	836
Asia Pacific Africa****	146	209	277	398
Subtotal (Excl. Volvo)	1,115	1,418	2,032	2,671
Volvo	79	-	148	-
Total Automotive (Excl. Special Items)	1,194	1,418	2,180	2,671
Special Items - Volvo	-	99	-	191
Total Automotive	1,194	1,517	2,180	2,862
Memo: Excl. Volvo				
Total Automotive	1,115	1,418	2,032	2,671
- Percentage Change		27 %		31 %

* 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 Motor Corporate (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, 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

** Adjusted to reflect the new accounting standard on VIE consolidation

*** Includes Ford brand vehicles sold in Turkey by our unconsolidated affiliate, totaling about 15,000 and 16,000 units in Second Quarter 2009 and 2010, respectively

**** Includes Ford brand and JMC brand vehicles sold in China by unconsolidated affiliates, totaling about 90,000 and 122,000 units in Second Quarter 2009 and 2010, respectively



AUTOMOTIVE SECTOR

GROSS CASH RECONCILIATION TO GAAP

	June 30, 2009*	Dec. 31, 2009*	Mar. 31, 2010	June 30, 2010
	<u>(Bils.)</u>	<u>(Bils.)</u>	<u>(Bils.)</u>	<u>(Bils.)</u>
Cash and Cash Equivalents	\$ 11.2	\$ 9.7	\$ 12.8	\$ 8.7
Marketable Securities**	<u>9.7</u>	<u>15.2</u>	<u>12.5</u>	<u>13.2</u>
Total Cash and Marketable Securities	\$ 20.9	\$ 24.9	\$ 25.3	\$ 21.9
Securities in Transit***	(0.1)	-	-	-
UAW-Ford Temporary Asset Account / Other****	<u>(0.4)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Gross Cash	<u>\$ 20.4</u>	<u>\$ 24.9</u>	<u>\$ 25.3</u>	<u>\$ 21.9</u>

* Adjusted to reflect the new accounting standard on VIE consolidation

** Included at June 30, 2010 are Ford Credit debt securities that we purchased, which are reflected in the table at a carrying value of \$314 million; the estimated fair value of these securities is \$310 million. Also included are Mazda marketable securities with a fair value of \$463 million. For similar datapoints for the other periods listed here, see our prior period SEC reports

*** 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

**** Amount transferred to UAW-Ford TAA that, due to consolidation, was shown in cash and marketable securities



AUTOMOTIVE SECTOR OPERATING-RELATED CASH FLOWS RECONCILIATION TO GAAP

	Second Quarter		First Half	
	2010 (Bils.)	B / (W) 2009* (Bils.)	2010 (Bils.)	B / (W) 2009* (Bils.)
Cash Flows from Operating Activities of Continuing Operations**	\$ 2.9	\$ 3.3	\$ 2.9	\$ 6.2
Items Included in Operating-Related Cash Flows				
Capital Expenditures	(1.0)	-	(1.9)	0.2
Net Cash Flows from Non-Designated Derivatives	(0.1)	0.1	(0.2)	(0.2)
Items Not Included in Operating-Related Cash Flows				
Cash Impact of Job Security Benefits and Personnel Reduction Program	0.1	(0.1)	0.2	(0.3)
Pension Contributions	0.4	0.1	0.7	-
Tax Refunds and Tax Payments from Affiliates	-	-	-	0.3
Other***	0.3	0.5	0.8	1.1
Operating-Related Cash Flows	<u>\$ 2.6</u>	<u>\$ 3.9</u>	<u>\$ 2.5</u>	<u>\$ 7.3</u>

* Adjusted to reflect the new accounting standard on VIE consolidation

** Adjusted to reflect the reallocation of amounts previously displayed in "Net change in intersector receivables / payables and other liabilities" on our Sector Statement of Cash Flows. These amounts are being reallocated from a single line item to the individual cash flow line items within operating, investing, and financing activities of continuing operations on our Sector Statement of Cash Flows

*** 2010 includes cash flows of held-for-sale operations

AUTOMOTIVE SECTOR AUTOMOTIVE DEBT



	<u>Dec. 31 2009*</u> (Bils.)	<u>Mar. 31, 2010</u> (Bils.)	<u>June 30, 2010</u> (Bils.)
<u>U.S. Debt</u>			
Unsecured Notes	\$ 5.5	\$ 5.5	\$ 5.2
Unsecured Convertible Notes	<u>2.6</u>	<u>2.6</u>	<u>2.6</u>
Total Unsecured Notes	\$ 8.1	\$ 8.1	\$ 7.8
Unsecured Portion of VEBA Debt	4.0	4.1	0.5
Trust Preferred	<u>3.1</u>	<u>3.2</u>	<u>3.0</u>
Total Unsecured Debt	\$ 15.2	\$ 15.4	\$ 11.3
Secured Portion of VEBA Debt	\$ 3.0	\$ 3.0	\$ 3.0
Term Loan	5.3	5.2	5.2
Revolving Line of Credit	7.5	7.5	4.5
U.S. Department of Energy Loans	<u>1.2</u>	<u>1.5</u>	<u>1.8</u>
Total Secured Debt	\$ 17.0	\$ 17.2	\$ 14.5
Total U.S. Debt	\$ 32.2	\$ 32.6	\$ 25.8
<u>International / Other Debt</u>	<u>1.4</u>	<u>1.7</u>	<u>1.5</u>
Total Automotive Debt	\$ 33.6	\$ 34.3	\$ 27.3

* Adjusted to reflect the new accounting standard on VIE consolidation

FORD CREDIT OPERATING HIGHLIGHTS



<u>Shares</u>	<u>Second Quarter</u>		<u>First Half</u>	
	<u>2009</u>	<u>2010</u>	<u>2009</u>	<u>2010</u>
United States				
Financing share -- Ford, Lincoln, and Mercury				
Retail installment and lease	28%	30%	29%	32%
Wholesale	79	81	78	81
Europe				
Financing share -- Ford				
Retail installment and lease	28%	25%	27%	24%
Wholesale	99	98	99	99
<u>Contract Volume -- New and used retail / lease (000)</u>				
North America Segment				
United States	153	181	288	356
Canada	33	28	53	45
Total North America Segment	186	209	341	401
International Segment				
Europe	124	86	246	185
Other international	9	7	26	17
Total International Segment	133	93	272	202
Total Contract Volume	319	302	613	603
<u>Borrowing Cost Rate*</u>	5.0%	4.7%	5.0%	4.7%

* On-balance sheet debt includes the effects of derivatives and facility fees



FORD CREDIT CHARGE-OFFS AND LOSS-TO-RECEIVABLES RATIO

	<u>Second Quarter</u>		<u>First Half</u>	
	<u>2009</u>	<u>2010</u>	<u>2009</u>	<u>2010</u>
<u>Charge-offs -- On-Balance Sheet (Mils.)</u>				
Retail installment and lease	\$ 261	\$ 79	\$ 570	\$ 222
Wholesale	21	5	40	0
Other	3	2	7	(3)
Total charge-offs -- on-balance sheet	<u>\$ 285</u>	<u>\$ 86</u>	<u>\$ 617</u>	<u>\$ 219</u>
Total loss-to-receivables ratio -- on-balance sheet	1.09%	0.39%	1.15%	0.49%
Memo:				
Total charge-offs -- managed (Mils.)*	\$ 286	\$ 86	\$ 621	\$ 219
Total loss-to-receivables ratio -- managed*	1.09%	0.39%	1.16%	0.49%

* See Appendix for definition



FINANCIAL SERVICES SECTOR

FORD CREDIT NET FINANCE RECEIVABLES AND OPERATING LEASES

	<u>June 30,</u> <u>2009</u> (Bils.)	<u>Dec. 31,</u> <u>2009</u> (Bils.)	<u>June 30,</u> <u>2010</u> (Bils.)
<u>Receivables -- On-Balance Sheet</u>			
Retail installment	\$ 61.2	\$ 56.3	\$ 51.5
Wholesale	19.7	22.4	21.8
Other finance receivables	2.7	2.4	2.6
Unearned interest supplements	(1.7)	(1.9)	(2.0)
Allowance for credit losses	<u>(1.6)</u>	<u>(1.3)</u>	<u>(1.0)</u>
Finance receivables, net	\$ 80.3	\$ 77.9	\$ 72.9
Net investment in operating leases	<u>18.2</u>	<u>14.6</u>	<u>11.6</u>
Total receivables -- on balance sheet	<u><u>\$ 98.5</u></u>	<u><u>\$ 92.5</u></u>	<u><u>\$ 84.5</u></u>
Memo:			
Total receivables -- managed*	\$ 100.3	\$ 94.5	\$ 86.5

* Includes on-balance sheet receivables, excluding unearned interest supplements related to finance receivables of \$1.7 billion, \$1.9 billion and \$2 billion at June 30, 2009, December 31, 2009 and June 30, 2010, respectively; and includes off-balance sheet retail receivables of about \$100 million at June 30, 2009 and December 31, 2009

DEBT RATINGS -- FORD AND FORD CREDIT



	<u>S&P</u>	<u>Moody's</u>	<u>Fitch</u>	<u>DBRS</u>
<u>Issuer Ratings</u>				
Ford Motor	B-	B1*	B	B
Ford Credit	B-	Ba3	B	B (high)
<u>Senior Long-Term Unsecured</u>				
Ford Motor	CCC	B2	CCC	CCC (high)
Ford Credit	B-	Ba3	BB-	B (high)
FCE Bank plc	B	Ba3	BB-	NR
<u>Short-Term Unsecured</u>				
Ford Credit	NR	NP	B	R-4
<u>Secured Funding</u>				
Ford Motor	B-	Ba1	BB	BB (low)
<u>Outlook</u>				
	Positive	Stable	Positive	Positive**

* Moody's equivalent is a "Corporate Family Rating"

** The trend DBRS has assigned to the short-term ratings is Stable

FORD CREDIT KEY METRIC DEFINITIONS

In evaluating Ford Credit's financial performance, Ford Credit management uses financial measures based on GAAP, as well as financial measures that include adjustments from GAAP; these measures are defined below. Information about the impact of on-balance sheet securitization is also included below:

Managed Receivables -- receivables reported on Ford Credit's balance sheet, excluding unearned interest supplements related to finance receivables, and securitized off-balance sheet receivables that Ford Credit continues to service

Serviced Receivables -- includes managed receivables and receivables Ford Credit sold in whole-loan sale transactions where Ford Credit retains no interest in the sold receivables, but which Ford Credit continues to service

Charge-offs on Managed Receivables -- charge-offs associated with receivables reported on Ford Credit's balance sheet and charge-offs associated with receivables that Ford Credit sold in off-balance sheet securitizations and continues to service

Equity -- shareholder's interest reported on Ford Credit's balance sheet

Impact of On-Balance Sheet Securitization -- finance receivables (retail and wholesale) and net investment in operating leases reported on Ford Credit's balance sheet include assets that have been sold for legal purposes in securitization transactions that do not satisfy the requirements for accounting sale treatment. These receivables are available only for payment of the debt and other obligations issued or arising in the securitization transactions; they are not available to pay the other obligations of Ford Credit or the claims of Ford Credit's other creditors. Debt reported on Ford Credit's balance sheet includes obligations issued or arising in securitization transactions that are payable only out of collections on the underlying securitized assets and related enhancements. Ford Credit holds the right to the excess cash flows not needed to pay the debt and other obligations issued or arising in each of these securitization transactions

FINANCIAL SERVICES SECTOR

FORD CREDIT RATIO DEFINITIONS



In addition to evaluating Ford Credit's financial performance on a GAAP financial statement basis, Ford Credit management also uses other criteria, some of which were previously disclosed in this presentation and are defined below:

$$\text{Loss-to-Receivables Ratio} = \frac{\text{Charge-offs}}{\text{Average Receivables}}$$

Leverage:

$$\text{- Financial Statement Leverage} = \frac{\text{Total Debt}}{\text{Equity}}$$

$$\text{- Managed Leverage} = \frac{\text{Total Debt} + \text{Securitized Off-Balance Sheet Receivables} - \text{Retained Interest in Securitized Off-Balance Sheet Receivables} - \text{Cash, Cash Equivalents \& Marketable Securities*} - \text{Adjustments for Derivative Accounting on Total Debt**}}{\text{Equity} - \text{Adjustments for Derivative Accounting on Equity**}}$$

* Excludes marketable securities related to insurance activities

** Related primarily 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



FINANCIAL SERVICES SECTOR

FORD CREDIT RECONCILIATIONS OF MANAGED LEVERAGE TO FINANCIAL STATEMENT LEVERAGE

	June 30, 2009 <u>(Bils.)</u>	June 30, 2010 <u>(Bils.)</u>
<u>Leverage Calculation</u>		
Total Debt*	\$ 104.9	\$ 88.5
Securitized Off-Balance Sheet Receivables Outstanding	0.1	-
Retained Interest in Securitized Off-Balance Sheet Receivables	(0.1)	-
Adjustments for Cash, Cash Equivalents, and Marketable Securities**	(19.1)	(17.4)
Adjustments for Derivative Accounting***	<u>(0.2)</u>	<u>(0.4)</u>
Total Adjusted Debt	<u>\$ 85.6</u>	<u>\$ 70.7</u>
Equity	\$ 10.3	\$ 10.9
Adjustments for Derivative Accounting***	<u>(0.1)</u>	<u>(0.1)</u>
Total Adjusted Equity	<u>\$ 10.2</u>	<u>\$ 10.8</u>
Financial Statement Leverage (to 1)	10.2	8.1
Managed Leverage (to 1)	8.4	6.6

* Includes \$58.6 billion and \$49.4 billion on June 30, 2009 and June 30, 2010, respectively, of long-term and short-term asset-backed debt obligations issued in securitization transactions that are payable only out of collections on the underlying securitized assets and related enhancements

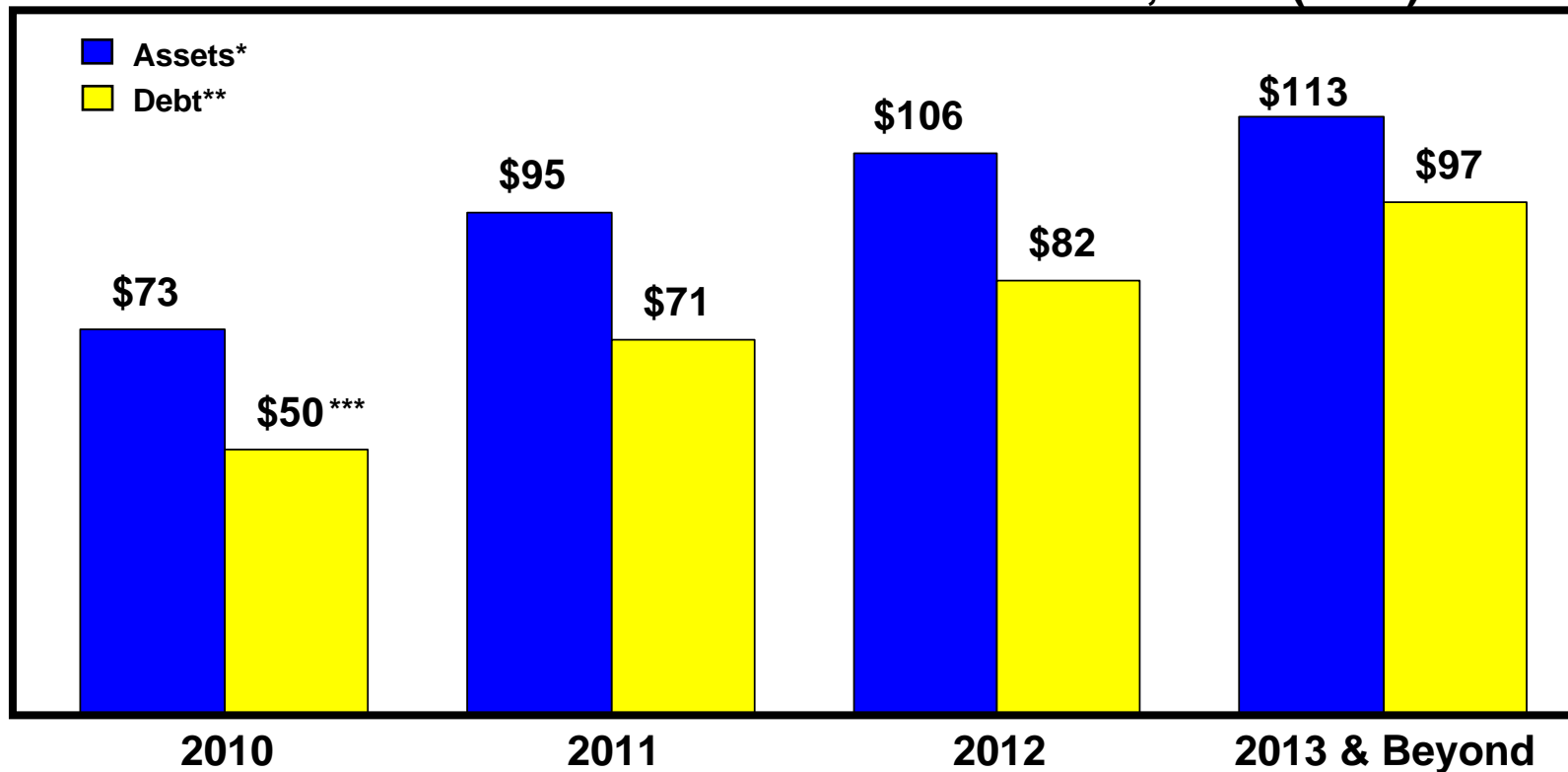
** Excludes marketable securities related to insurance activities

*** Related primarily 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

LIQUIDITY PROFILE OF FORD CREDIT'S BALANCE SHEET



Cumulative Maturities -- As of December 31, 2009 (Bils.)



Memo: Unsecured long-term debt maturities (Bils.)

\$7.1

\$11.5

\$7.1

\$13.5

* Includes finance receivables net of unearned income, and investment in operating leases net of accumulated depreciation; cash and cash equivalents, marketable securities (excludes marketable securities related to insurance activities)

** Retail and lease ABS are treated as amortizing on January 1, 2010 to match the underlying assets

*** Includes all of the wholesale ABS term and conduit maturities of \$6.5 billion that otherwise contractually extend to 2011 and beyond