



***2010 FIRST QUARTER
EARNINGS REVIEW***

***APRIL 27, 2010
(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**



TOTAL COMPANY

2010 FIRST QUARTER FINANCIAL RESULTS*

	First Quarter	
	2010	B / (W) 2009**
Wholesales (000)***	1,253	267
Revenue (Bils.)****	\$ 28.1	\$ 3.7
<u>Operating Results****</u>		
Pre-Tax Results (Mils.)	\$ 2,010	\$ 4,035
After-Tax Results (Mils.)	1,761	3,554
Earnings Per Share	0.46	1.21
Special Items Pre-Tax (Mils.)	\$ 125	\$ (238)
<u>Net Income / (Loss) attributable to Ford</u>		
After-Tax Results (Mils.)	\$ 2,085	\$ 3,512
Earnings Per Share	0.50	1.10
Automotive Gross Cash (Bils.)*****	\$ 25.3	\$ 4.4

* 2010 Volvo results are reported as special items; 2009 results include Volvo

** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data

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

**** Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

***** See Appendix for reconciliation to GAAP



TOTAL COMPANY

ACHIEVING OUR PLAN -- KEY 2010 FIRST QUARTER

BUSINESS HIGHLIGHTS

- **Entered into a definitive agreement to sell Volvo and related assets to Zhejiang Geely Holding Group for \$1.8 billion. The sale is expected to close in the Third Quarter**
- **Announced plans to increase investment in Brazil and Argentina by \$450 million to more than \$2.6 billion by 2015**
- **Announced \$2.3 billion investment in U.K. manufacturing facilities over the next five years to support production of low-carbon emission vehicles**
- **Announced \$400 million investment in South Africa to support production of Ford's next-generation compact pickup truck and Puma diesel engine**
- **Confirmed \$400 million investment in Chicago Assembly Plant and the addition of 1,200 jobs to support production of the next-generation Ford Explorer**
- **On April 6, Ford paid down \$3 billion of the drawn amount of the 2013 revolving credit facility**



TOTAL COMPANY

ACHIEVING OUR PLAN -- KEY 2010 FIRST QUARTER

PRODUCT HIGHLIGHTS

- **Ford, Lincoln and Mercury vehicles achieved the highest customer satisfaction and the fewest number of "things gone wrong" among all full-line manufacturers, according to the First Quarter Global Quality Research System survey for the U.S.**
- **Revealed new global Ford Focus, which goes on sale early next year in North America and Europe, and in 2012 for Asia**
- **Revealed 2011 Ford Edge and Lincoln MKX, which reach showrooms this fall and will be the first vehicles to feature MyFord Touch and MyLincoln Touch**
- **Unveiled the Lincoln MKZ Hybrid, expected to be America's most fuel-efficient luxury sedan**
- **Announced partnership with Microsoft to use Microsoft Hohm as a platform to help future owners of Ford's electric vehicles manage energy use**
- **Began production of Figo small car for India; received 10,000 orders in first month on the market**
- **Began production of the next-generation F-Series Super Duty lineup with new fuel-efficient diesel and gasoline engines**
- **Announced Ford's electric vehicle plan is extending to Europe with plans to launch five full-electric or hybrid vehicles for European customers by 2013**



TOTAL COMPANY ACHIEVING OUR PLAN -- KEY 2010 FIRST QUARTER SALES HIGHLIGHTS

- **Increased U.S. market share by 2.7 percentage points to 16.6% -- Ford's largest quarterly share increase in 33 years -- fueled by strong sales of Fusion, F-150, Taurus, and Focus**
- **Achieved market leadership in Canada, boosting market share to 15.5% and increasing sales by 29%**
- **Increased sales by 14% in the South America region and sold a record 88,000 vehicles in Brazil**
- **Increased sales in Europe and achieved a 9.4% market share. In March, Ford was the best selling brand in Europe**
- **Asia Pacific Africa region increased sales by 39%, as the Fiesta gained momentum in several markets**



FINANCIAL RESULTS

Lewis Booth
Chief Financial Officer



TOTAL COMPANY

2010 FIRST QUARTER FINANCIAL RESULTS

	First Quarter	
	2010	B / (W) 2009*
<u>Income / (Loss) (Mils.)</u>		
Pre-Tax Results (Excl. Special Items)	\$ 2,010	\$ 4,035
Special Items**	<u>125</u>	<u>(238)</u>
Pre-Tax Results (Incl. Special Items)	\$ 2,135	\$ 3,797
(Provision for) / Benefit from Income Taxes	<u>(50)</u>	<u>(277)</u>
Income / (Loss) from Continuing Operations	\$ 2,085	\$ 3,520
(Income) / Loss attributable to the non-controlling interests	<u>-</u>	<u>(8)</u>
Net Income / (Loss) attributable to Ford	<u>\$ 2,085</u>	<u>\$ 3,512</u>
Automotive Gross Cash (Bils.)***	\$ 25.3	\$ 4.4

* Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data

** See Slide 9 for details of special items

*** See Appendix for reconciliation to GAAP



TOTAL COMPANY

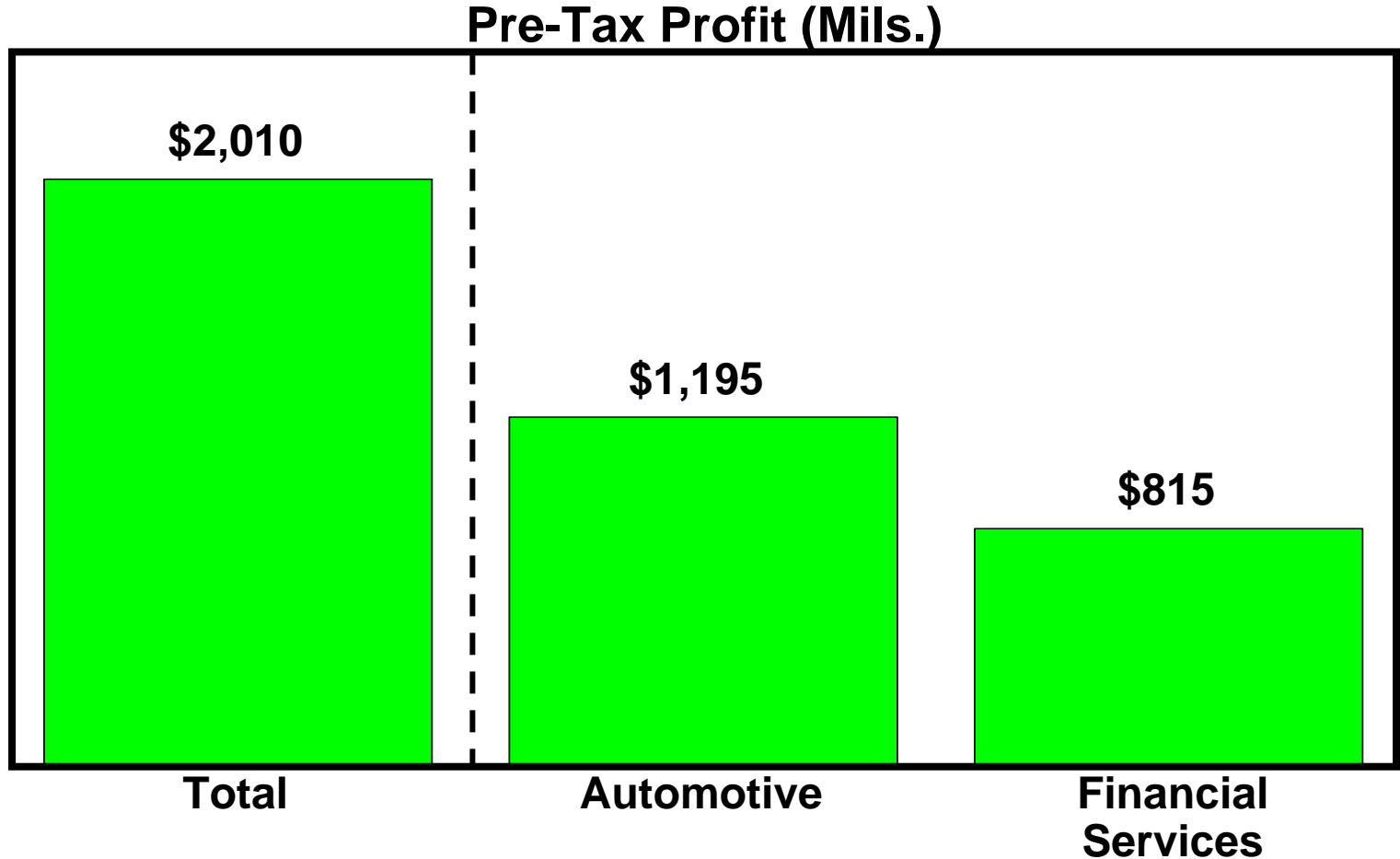
2010 FIRST QUARTER SPECIAL ITEMS

	<u>First Quarter</u> (Mils.)
<u>Personnel and Dealer-Related Items</u>	
North America personnel-reduction programs	\$ (53)
Other International personnel-reduction programs	(33)
Job Security Benefits	18
Other	<u>5</u>
Total Personnel and Dealer-Related Items	\$ (63)
<u>Other Items</u>	
Volvo held-for-sale and related items	<u>188</u>
Total Special Items	<u><u>\$ 125</u></u>
Memo:	
Volvo operating profit included above (Mils.)*	\$ 49
Special Items impact on Earnings Per Share*	0.07

* See Appendix



TOTAL COMPANY 2010 FIRST QUARTER PRE-TAX RESULTS BY SECTOR*



Memo:

B / (W) 1Q 2009**

\$4,035

\$3,158

\$877

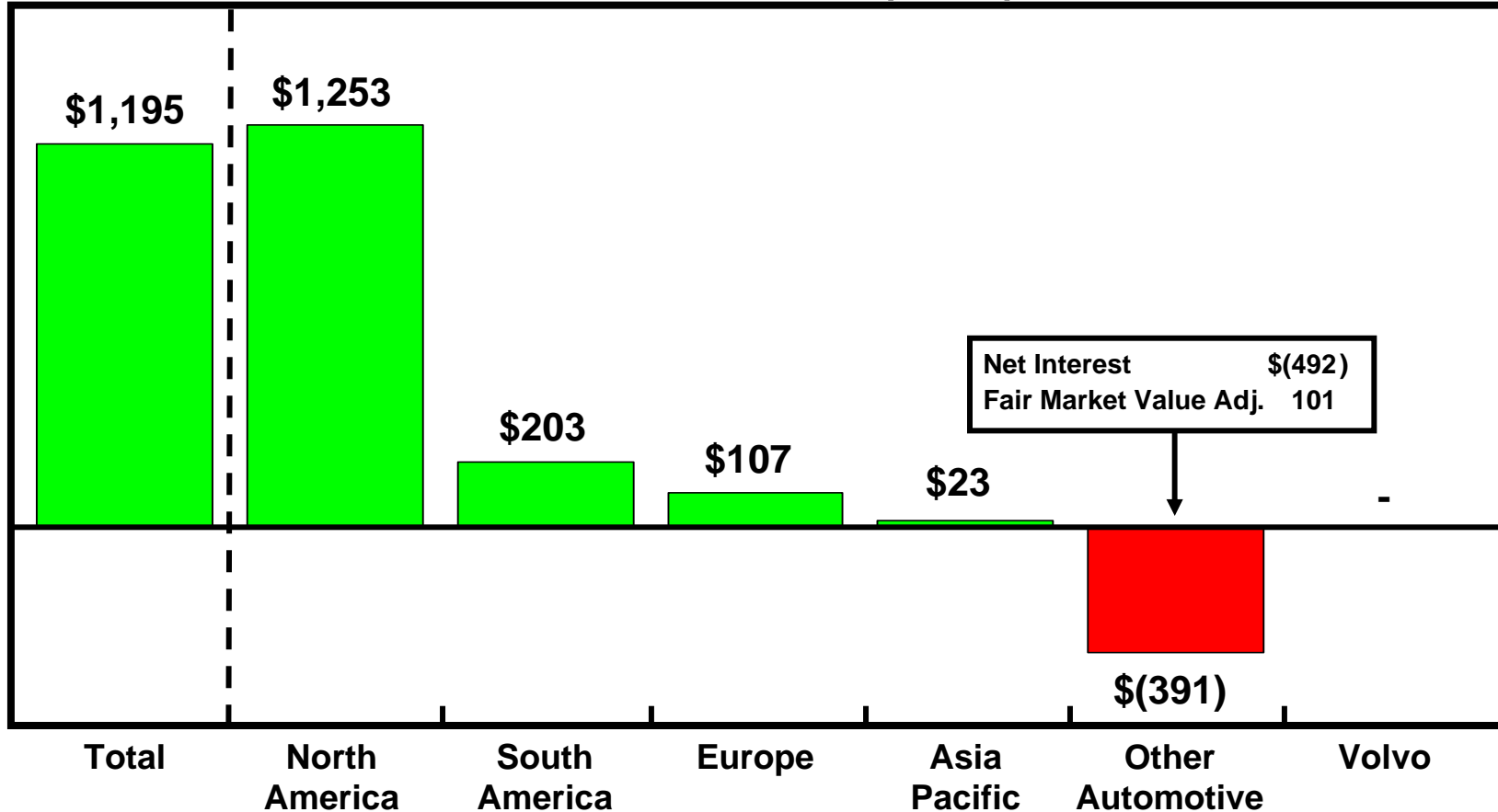
* Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data



AUTOMOTIVE SECTOR 2010 FIRST QUARTER PRE-TAX RESULTS BY SEGMENT*

Pre-Tax Results (Mils.)



Memo:

B / (W) 1Q 2009**	Total	North America	South America	Europe	Asia Pacific Africa	Other Automotive	Volvo
	\$3,158	\$1,918	\$140	\$692	\$120	\$39	\$249

* Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

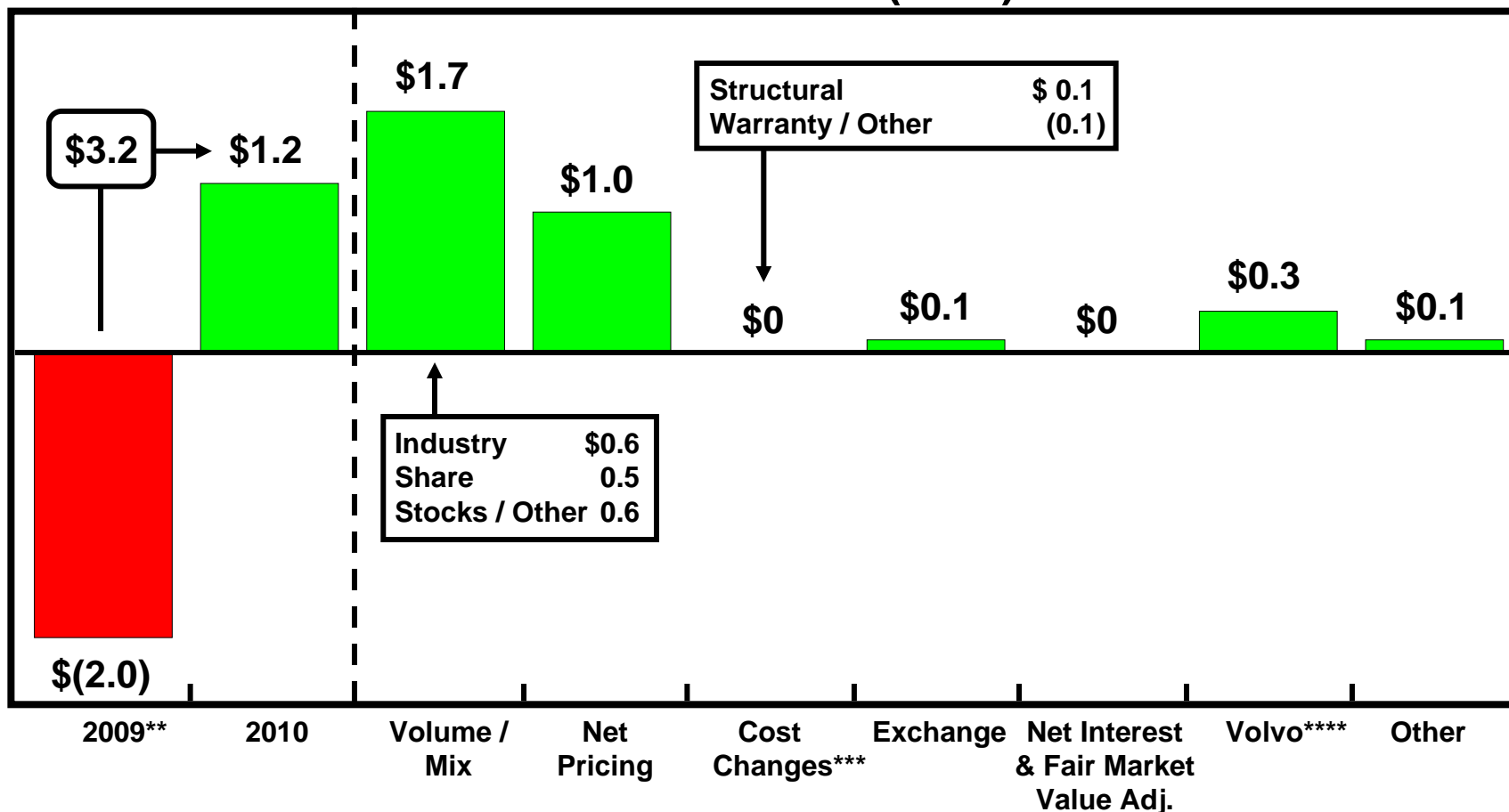
** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data



AUTOMOTIVE SECTOR

2010 FIRST QUARTER PRE-TAX RESULTS COMPARED WITH 2009*

Pre-Tax Results (Bils.)



* Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

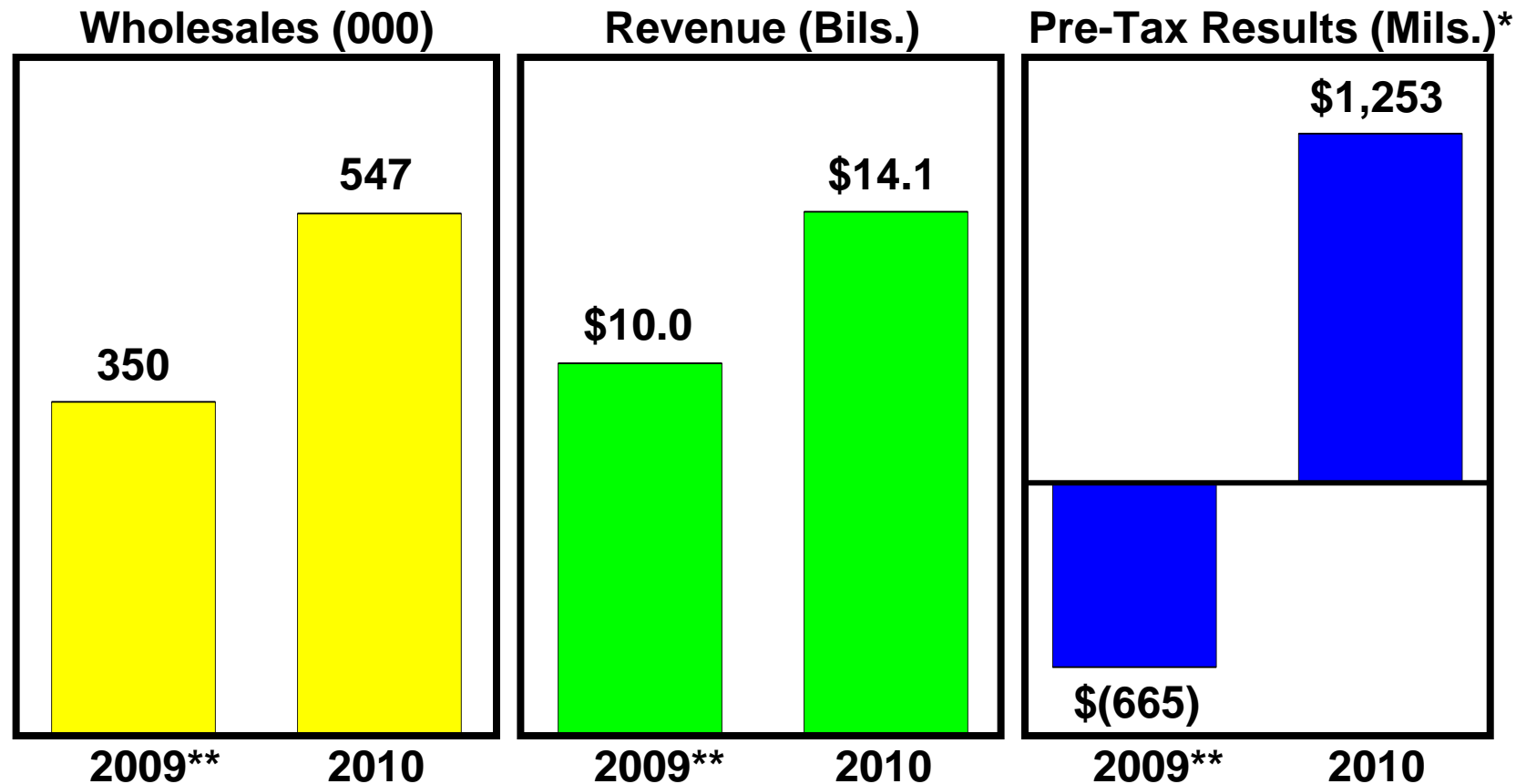
** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data

*** Cost changes are measured primarily at prior-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 prior-year volume and mix

**** Non-recurrence of 2009 First Quarter results

AUTOMOTIVE SECTOR -- FORD NORTH AMERICA

FIRST QUARTER KEY METRICS -- 2010 vs. 2009



Memo:

U.S. Ind. SAAR (Mils.)	9.8	11.2
U.S. Market Share	13.9%	16.6%
U.S. Dealer Inventories (000)		
- First Quarter	410	405
- O / (U) Prior Quarter	(32)	23

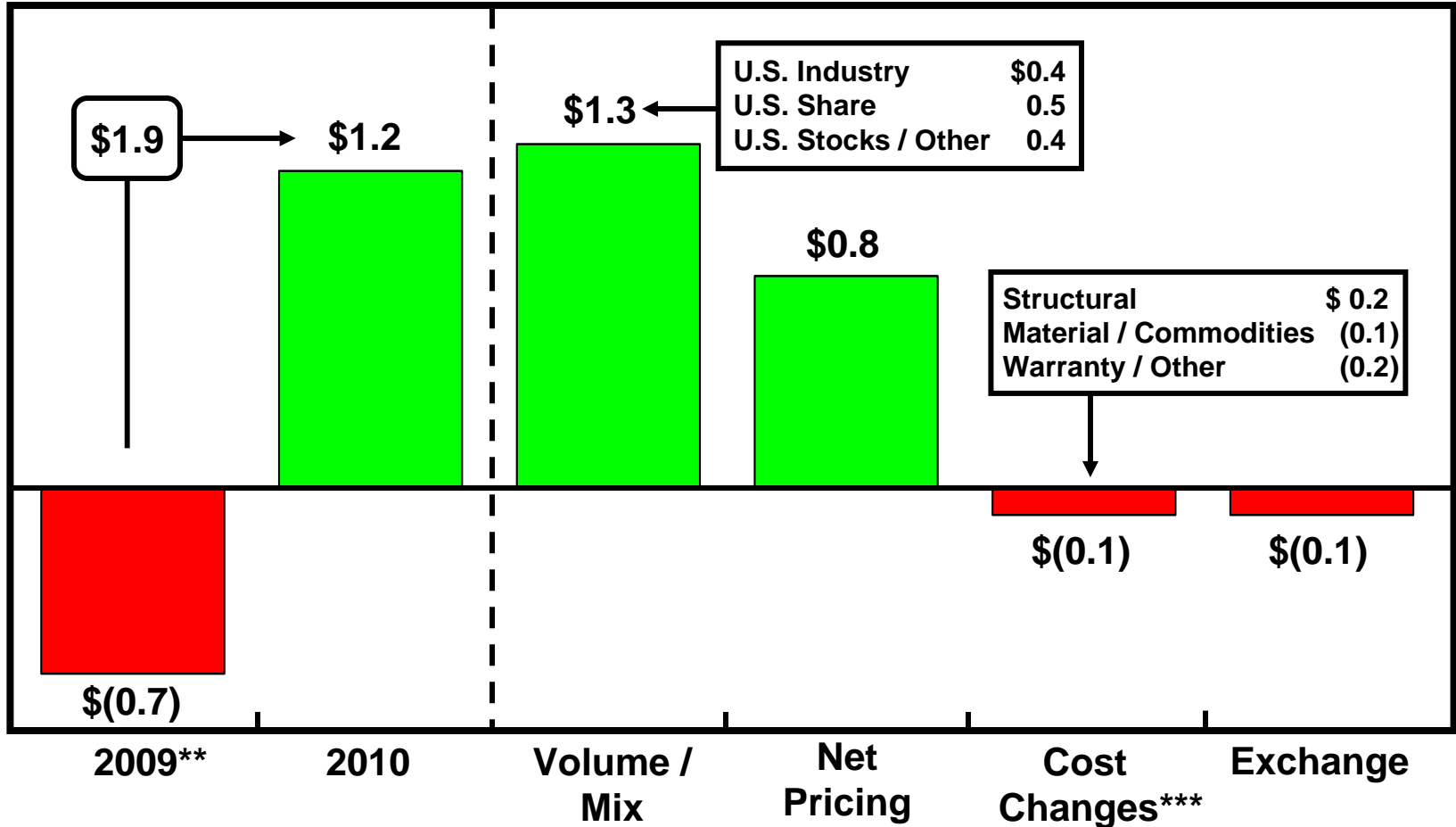
* Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data



AUTOMOTIVE SECTOR -- FORD NORTH AMERICA 2010 FIRST QUARTER PRE-TAX RESULTS COMPARED WITH 2009*

Pre-Tax Results (Bils.)



* Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data

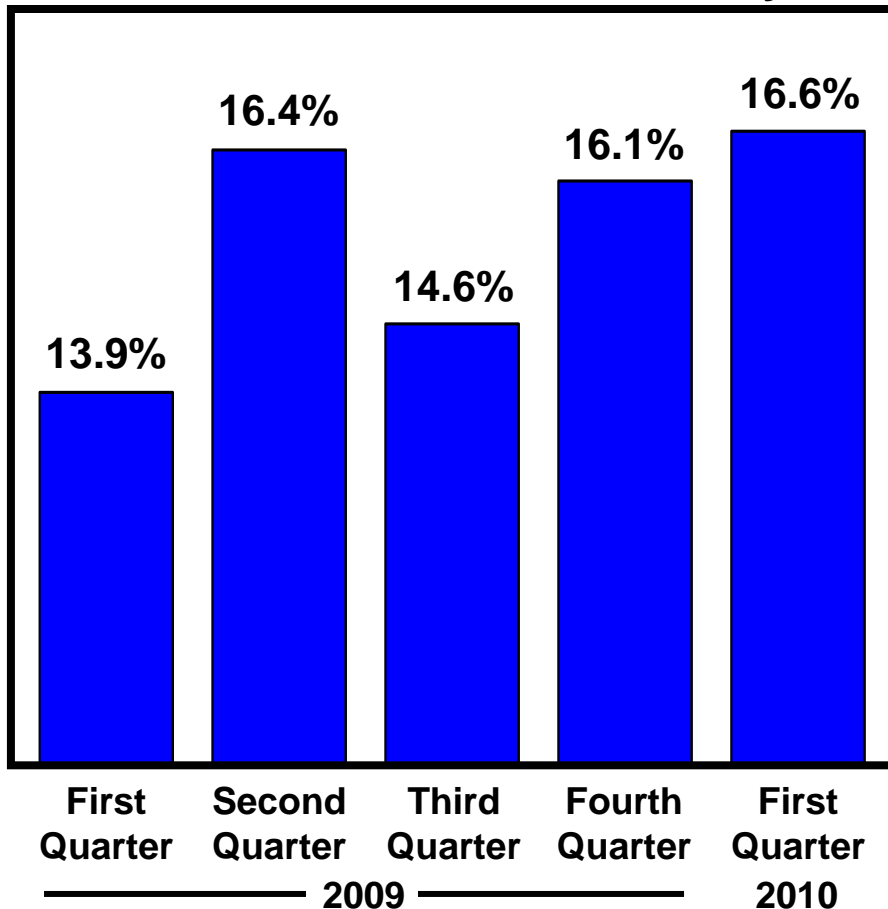
*** Cost changes are measured primarily at prior-year exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at prior-year volume and mix

AUTOMOTIVE SECTOR -- FORD NORTH AMERICA

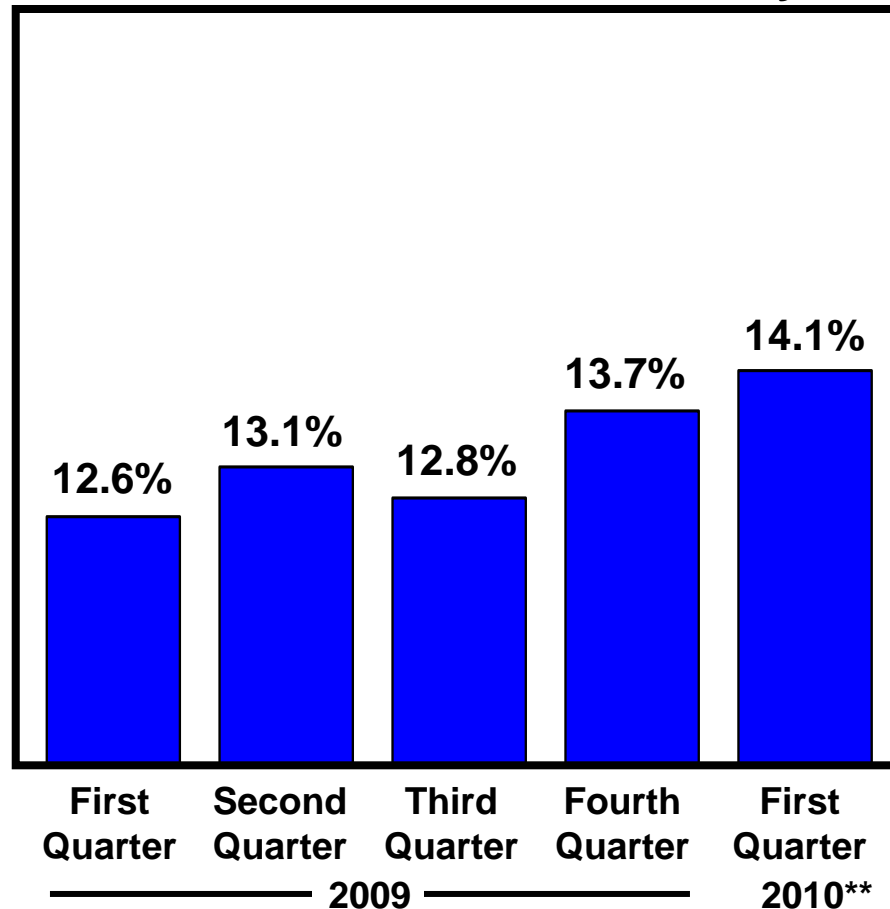
U.S. MARKET SHARE*



Total Share of Total Industry



Retail Share of Retail Industry



Memo:

B / (W) Prior Yr.

(Pts.)

(1.1)

2.0

2.2

1.1

2.7

(0.1)

1.4

1.8

0.6

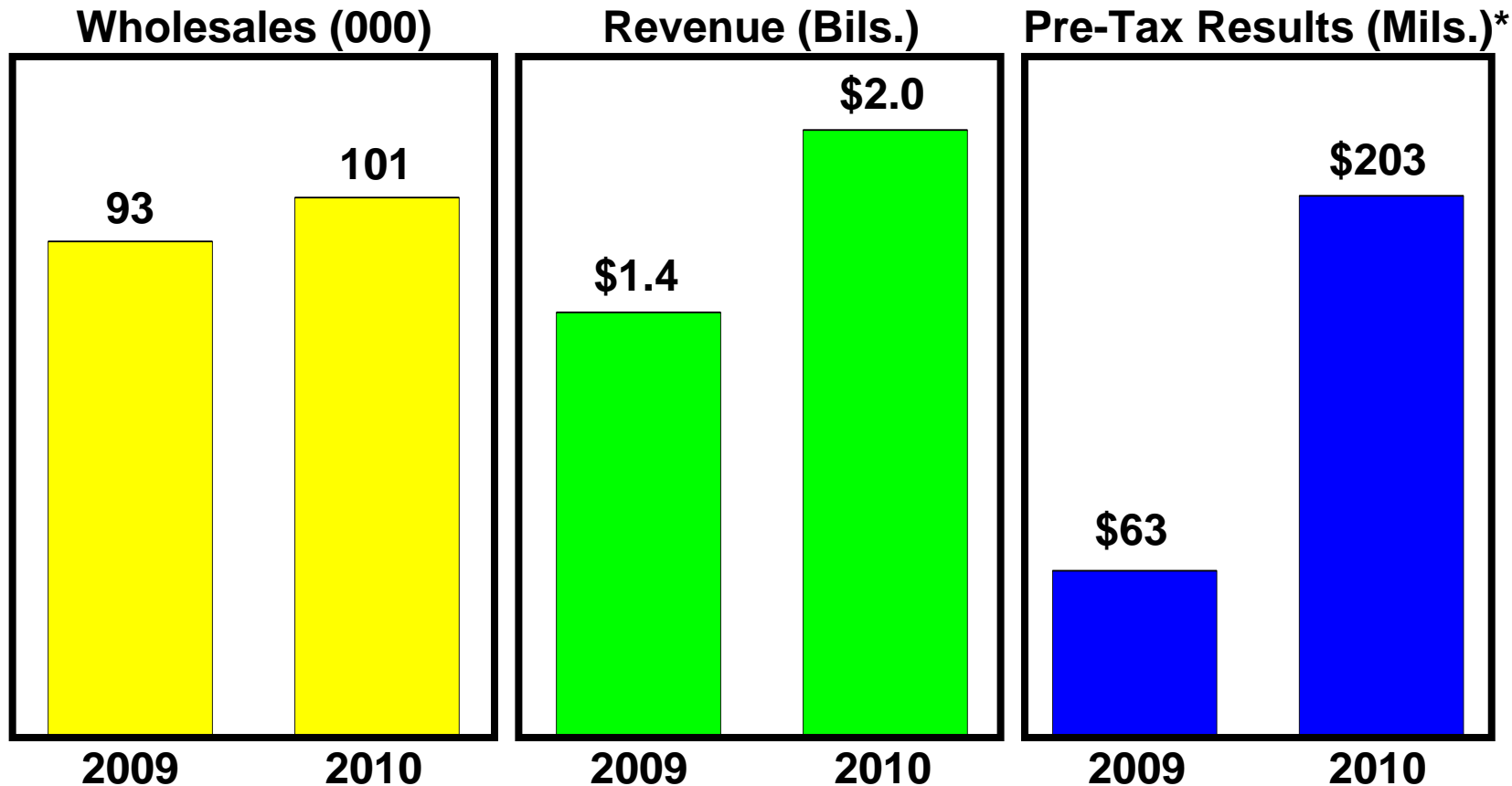
1.5

* Ford, Lincoln, and Mercury

** Estimated

AUTOMOTIVE SECTOR -- FORD SOUTH AMERICA

FIRST QUARTER KEY METRICS -- 2010 vs. 2009



Memo:

Industry SAAR (Mils.)**	4.1	4.8
Market Share**	10.9%	10.7%
Dealer Inventories (000)		
- First Quarter	30	27
- O / (U) Prior Quarter	(15)	(26)

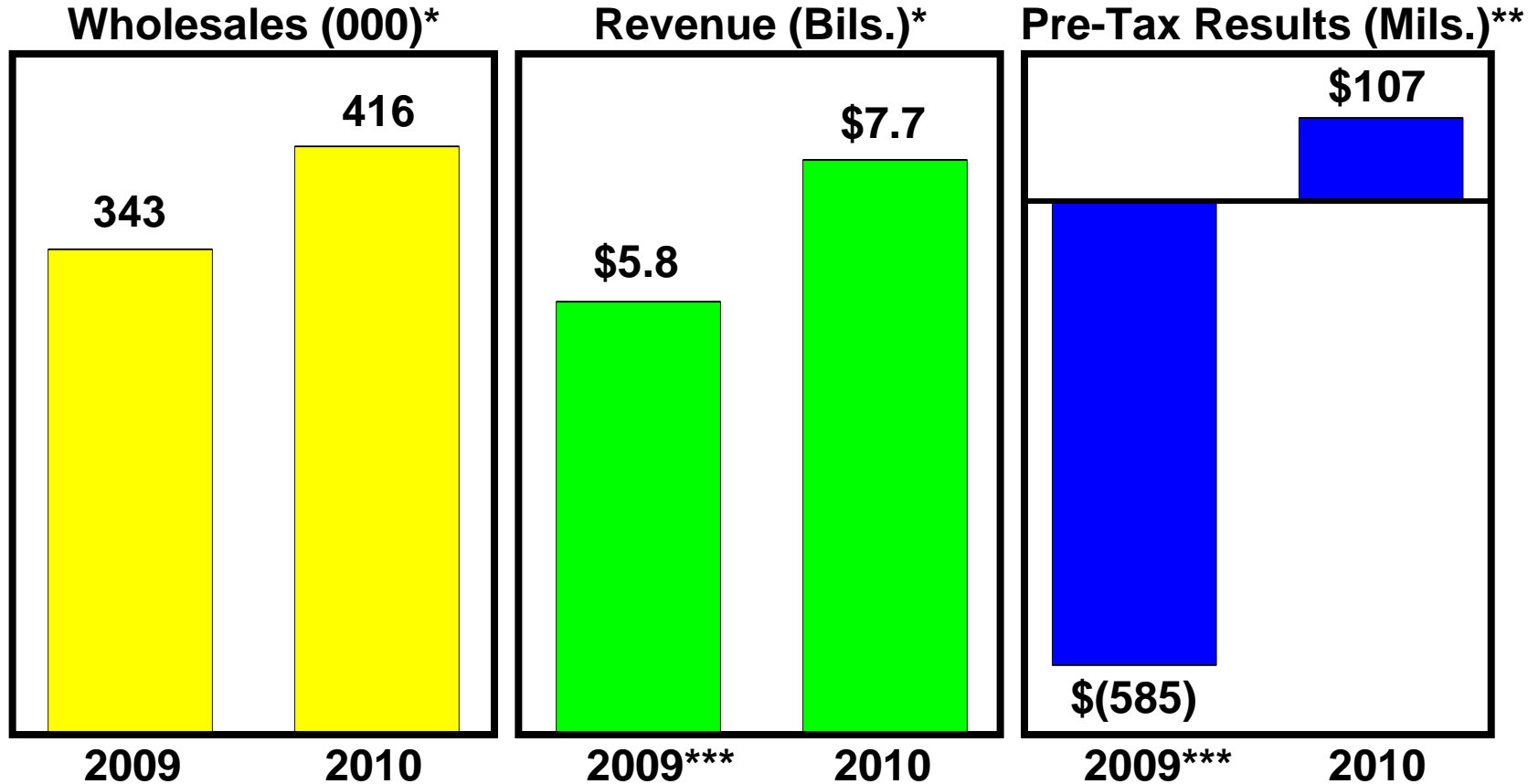
* Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

** South America industry SAAR and market share are based, in part, on estimated vehicle sales for our six major markets in that region



AUTOMOTIVE SECTOR -- FORD EUROPE

FIRST QUARTER KEY METRICS -- 2010 vs. 2009



Memo:

Industry SAAR (Mils.)****	14.8	16.0
Market Share****	9.4%	9.4%
Dealer Inventories (000)		
- First Quarter	225	187
- O / (U) Prior Quarter	(57)	(15)

* Includes Ford brand vehicles sold in Turkey by our unconsolidated affiliate, although revenue does not include these sales; see Appendix for additional information

** Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

*** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data

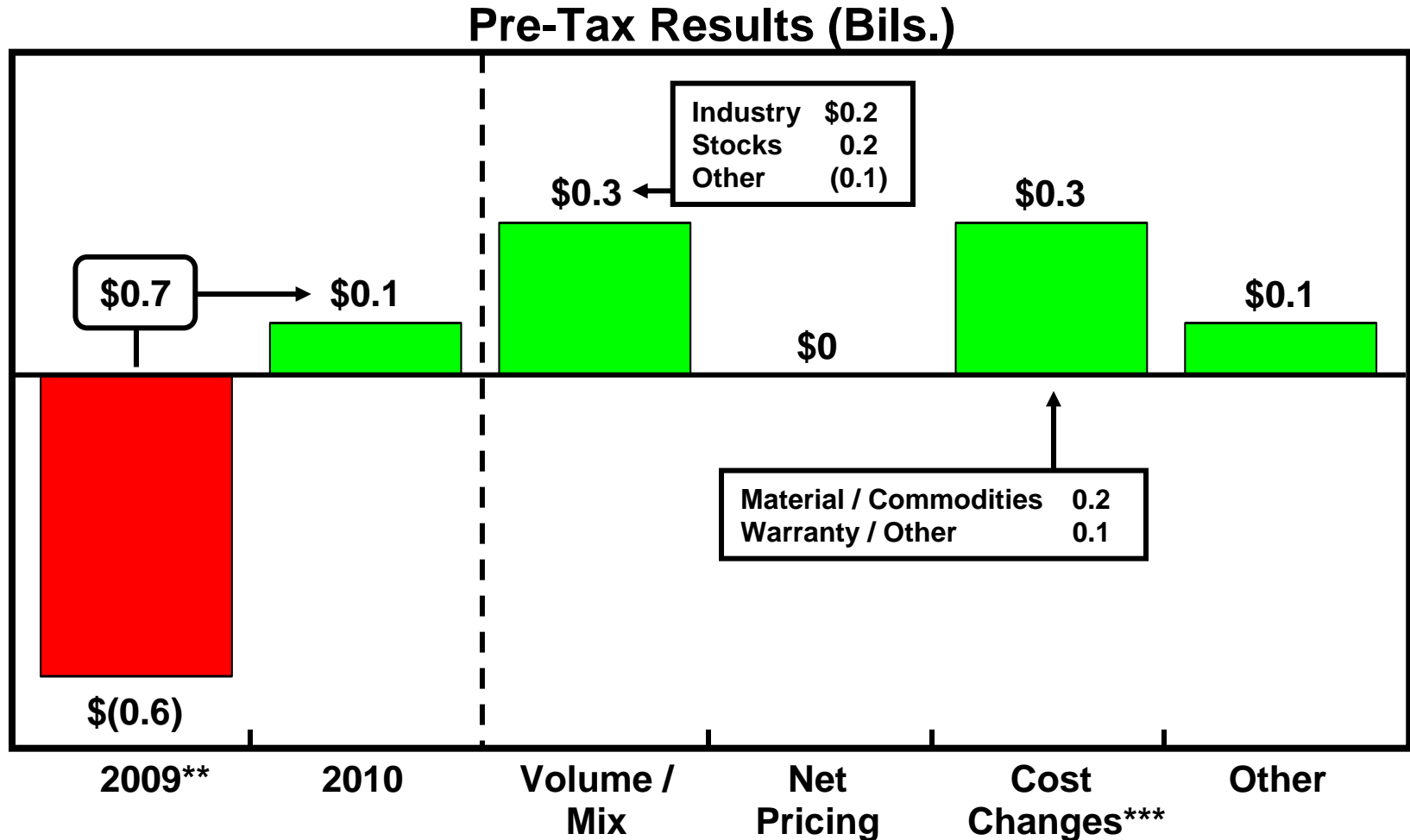
**** Europe industry SAAR and market share are based, in part, on estimated vehicle sales for the 19 major markets in that region



AUTOMOTIVE SECTOR -- FORD EUROPE

2010 FIRST QUARTER PRE-TAX RESULTS

COMPARED WITH 2009*



* Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

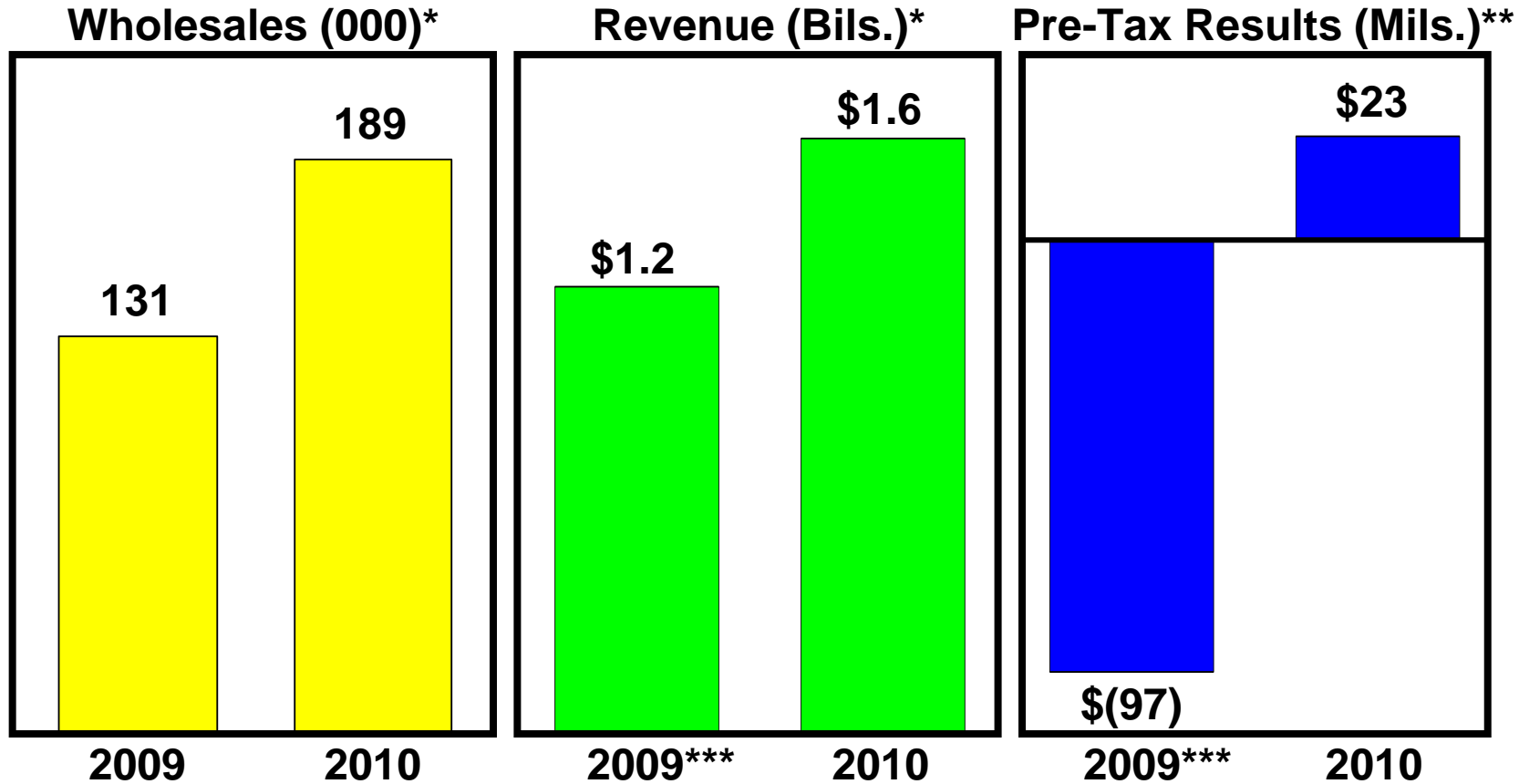
** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data

*** Cost changes are measured primarily at prior-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 prior-year volume and mix



AUTOMOTIVE SECTOR -- FORD ASIA PACIFIC AFRICA

FIRST QUARTER KEY METRICS -- 2010 vs. 2009



Memo:

Industry SAAR (Mils.)****	20.8	30.2
Market Share****	2.1%	2.0%
Dealer Inventories (000)		
- First Quarter	54	59
- O / (U) Prior Quarter	1	19

* Includes Ford brand and JMC brand vehicles sold in China by unconsolidated affiliates, although revenue does not include these sales; see Appendix for additional information

** Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

*** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data

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

AUTOMOTIVE SECTOR

2010 FIRST QUARTER CASH*



	<u>First Quarter (Bils.)</u>
<u>Gross Cash</u>	
March 31, 2010	\$ 25.3
December 31, 2009**	24.9
Change in Gross Cash	<u>\$ 0.4</u>
 <u>Operating-Related Cash Flow</u>	
Automotive Pre-Tax Profits***	\$ 1.2
Capital Spending	(0.9)
Depreciation and Amortization	0.9
Changes in Working Capital	(0.4)
Other / Timing Differences	(0.6)
Subtotal	<u>\$ 0.2</u>
Up-Front Subvention Payments to Ford Credit	(0.3)
Total Automotive Operating-Related Cash Flow	<u>\$ (0.1)</u>
 <u>Other Changes in Gross Cash</u>	
Separation Payments	(0.1)
Pension Contributions	(0.3)
Receipts from Ford Credit	0.5
Government Loans / Other Debt Changes	0.5
Equity Issuance	0.5
Other	(0.6)
Change in Gross Cash	<u>\$ 0.4</u>

* See Appendix for reconciliation to GAAP

** Adjusted to reflect the new accounting standard on VIE consolidation, see Appendix for 2009 adjusted data

*** Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP

AUTOMOTIVE SECTOR

2010 AUTOMOTIVE FINANCIAL RESOURCES



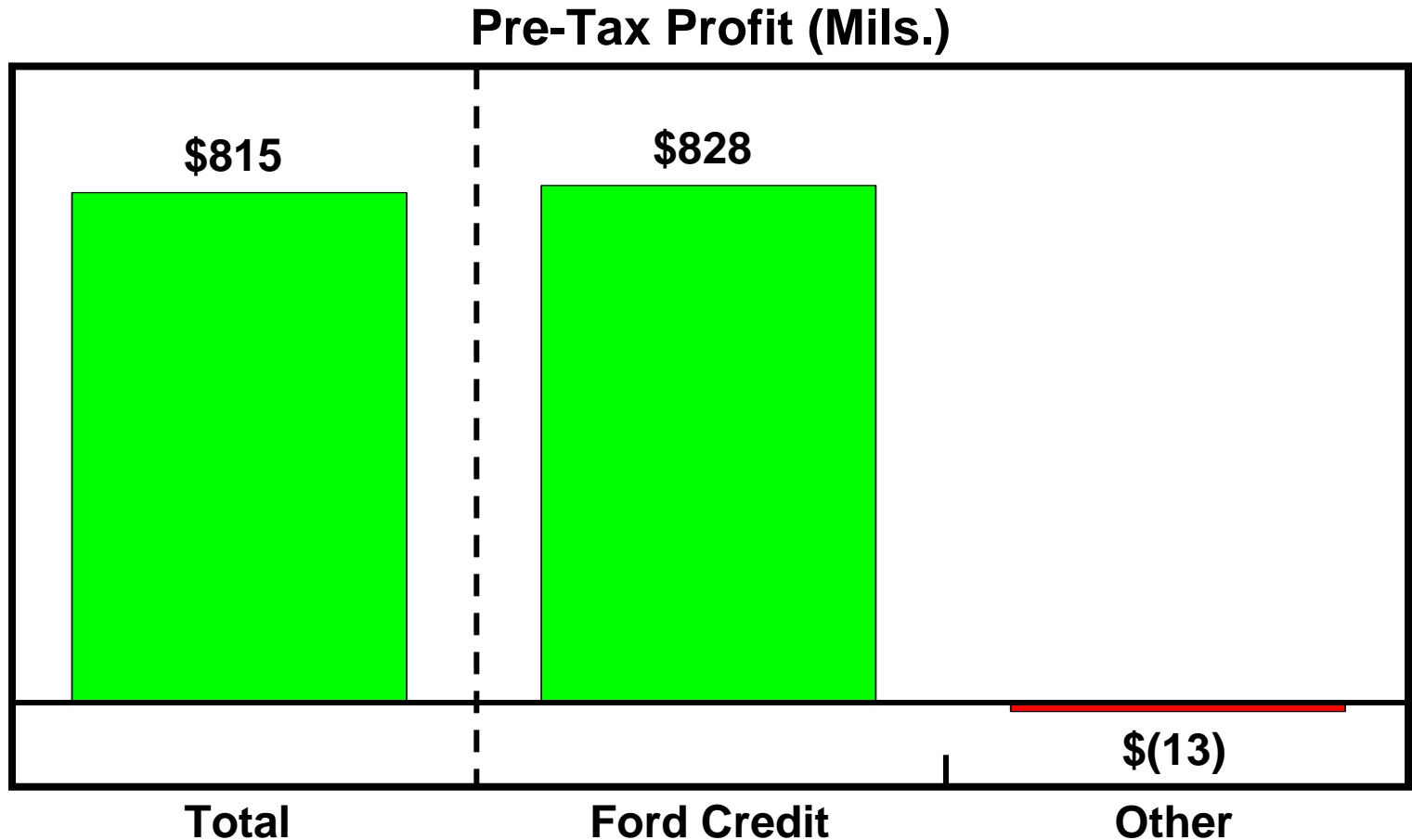
	March 31, 2010 <u>(Bils.)</u>	Pro Forma After Revolver Payment** <u>(Bils.)</u>
Automotive Gross Cash*	\$ 25.3	\$ 22.3
Less:		
Long-Term Debt	\$ 29.3	\$ 29.3
Debt Payable Within One Year	<u>5.0</u>	<u>2.0</u>
Total Debt	<u>\$ 34.3</u>	<u>\$ 31.3</u>
 Net Cash / (Debt)	 <u>\$ (9.0)</u>	 <u>\$ (9.0)</u>
 Memo: Liquidity	 \$ 25.3	 \$ 25.3

* See Appendix for reconciliation to GAAP

** Reflects impact of \$3 billion of discretionary repayment made April 6, 2010 on our senior secured revolving credit facility



FINANCIAL SERVICES SECTOR 2010 FIRST QUARTER PRE-TAX RESULTS BY SEGMENT*



Memo:
B / (W) 1Q 2009

\$877

\$864

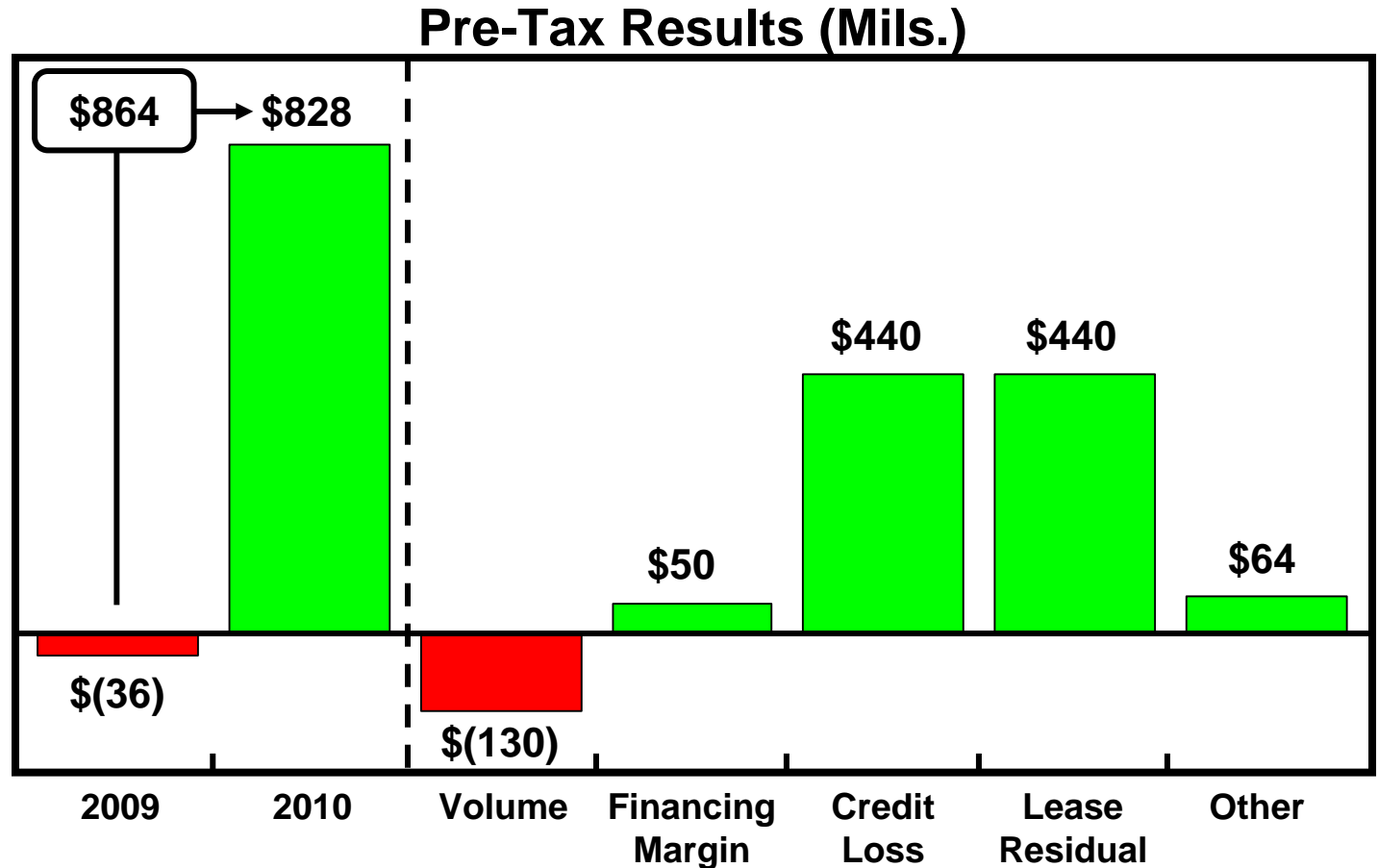
\$13

* Excludes special items, see Slide 9 and Appendix for reconciliation to GAAP



FINANCIAL SERVICES SECTOR

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



Managed
Receivables (Bils.)*

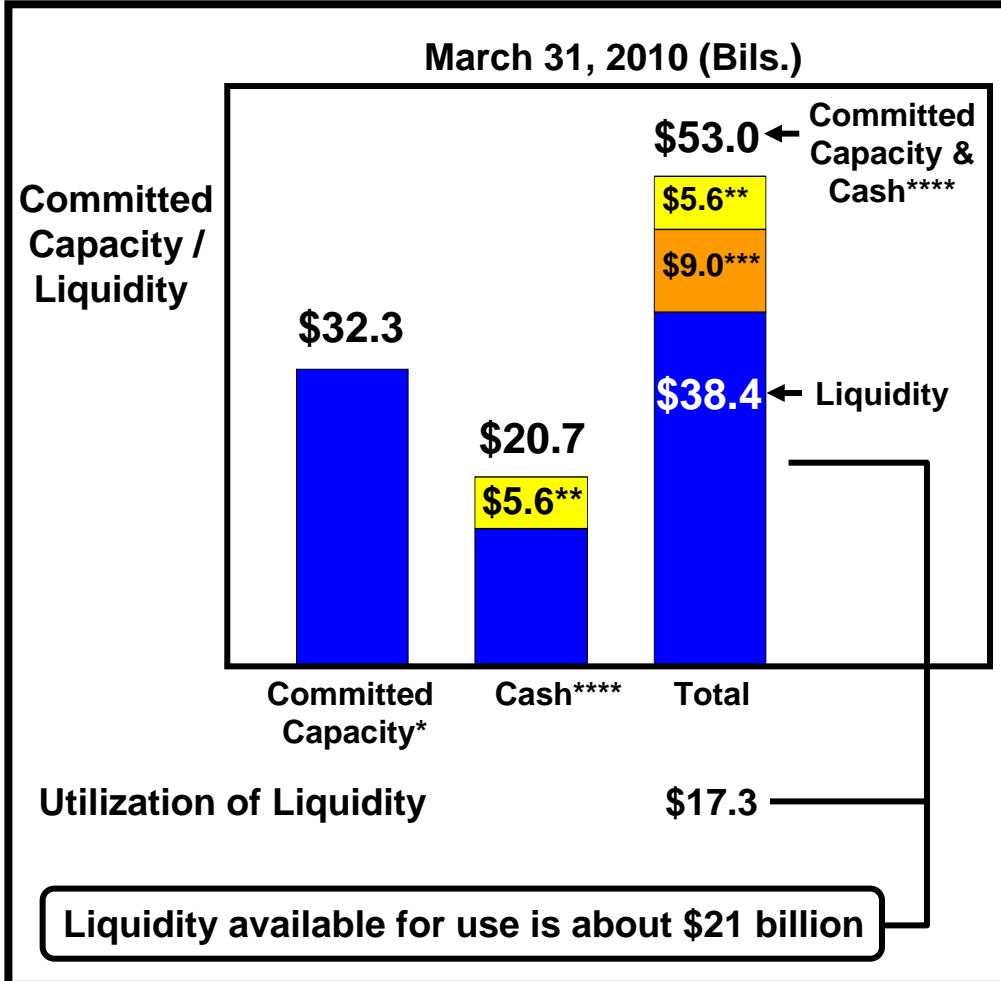
2009	\$106
2010	\$90

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



FINANCIAL SERVICES SECTOR

2010 FIRST QUARTER FORD CREDIT LIQUIDITY AND FUNDING STRATEGY



- Our capital markets access and credit spreads continue to improve
- Key elements of our funding strategy include:
 - Access capital markets
 - Extend term of securitization and unsecured funding
 - Maintain funding programs and renew committed capacity
 - Consider alternative business and funding arrangements
- We continue to maintain strong liquidity, including a substantial cash balance
- Managed Leverage at March 31, 2010 was 6.9 to 1*****
- Equity at March 31, 2010 was \$11 billion*****

* Subject to availability of sufficient assets and ability to obtain derivatives to manage interest rate risk. Reflects conduit capacity as of April 1, 2010

** To be used only to support on-balance sheet securitization transactions

*** Capacity in excess of eligible receivables

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

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

AUTOMOTIVE SECTOR

2010 PRODUCTION VOLUMES*



	First Quarter		Second Quarter	
	Actual		Forecast	
	<u>Units</u>	<u>O / (U)</u>	<u>Units</u>	<u>O / (U)</u>
	<u>(000)</u>	<u>2009</u>	<u>(000)</u>	<u>2009</u>
		<u>(000)</u>		<u>(000)</u>
North America	574	225	625	174
South America	110	11	135	25
Europe	442	99	448	50
Asia Pacific Africa	194	79	213	73

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



OUR PLAN

Alan Mulally
President and Chief Executive Officer

TOTAL COMPANY BUSINESS ENVIRONMENT



- **Global economic conditions are improving. Recoveries in some markets are modest due to weak labor markets and tight credit**
- **Consumer spending growth in the U.S. and Europe is likely to remain below trend in 2010, with a robust recovery continuing in Asia**
- **Global central banks are expected to reduce stimulus through removal of some special lending programs and to begin modest policy interest rate increases**
 - **Low level of interest rates likely to remain supportive of economic recovery**
- **As global demand conditions improve, commodity prices are firming**
 - **Crude oil prices now in the \$85 per barrel range, rising by 70% from \$50 per barrel in April 2009**
- **Global industry volume for full year 2010 is projected to exceed last year's level of 65 million units, although excess industry capacity continues to persist in key markets**
 - **Many scrappage and other government incentive programs are ending, primarily in European markets, offset by industry volume gains in China, India, U.S., and Brazil**



TOTAL COMPANY 2010 PLANNING ASSUMPTIONS AND OPERATIONAL METRICS

	First Quarter	Full Year Plan	Full Year Outlook
<u>Planning Assumptions</u>			
Industry Volume (SAAR)* -- U.S. (Mils.)	11.2	11.5 to 12.5	On Track
-- Europe (Mils.)**	16.0	13.5 to 14.5	14.0 to 15.0
<u>Operational Metrics</u>			
Compared with Prior Year			
- Quality	Improved	Improve	On Track
- Automotive Structural Costs***	\$100 Million Lower	Somewhat Higher	On Track
- U.S. Market Share (Ford, Lincoln, and Mercury)	16.6%	Equal / Improve	On Track
U.S. Share of Retail Market****	14.1%	Equal / Improve	On Track
- Europe Market Share**	9.4%	Equal	On Track
Absolute Amount			
- Automotive Operating-Related Cash Flow	\$(100) Million	Positive	On Track
- Capital Spending	\$900 Million	\$4.5 to \$5 Billion	On Track

**We Expect To Deliver Solid Profits In 2010
With Positive Automotive Operating-Related Cash Flow**

* 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

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:

- Further declines in industry sales volume, particularly in the United States or Europe, due to financial crisis, deepening recession, geo-political events, or other factors;
- Decline in market share;
- Lower-than-anticipated market acceptance of new or existing products;
- An increase in or acceleration of market shift beyond our 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;
- Continued or increased price competition resulting from industry overcapacity, currency fluctuations, or other factors;
- 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;
- A prolonged disruption of the debt and securitization markets;
- Fluctuations in foreign currency exchange rates, commodity prices, and interest rates;
- 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 disruptions;
- Single-source supply of components or materials;
- Labor or other constraints on our ability to restructure our business;
- Work stoppages at Ford or supplier facilities or other interruptions of production;
- 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, 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 our products, perceived environmental impacts, or otherwise;
- A change in our requirements for parts or materials where we have long-term supply arrangements that commit us 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 our results from a decrease in or cessation of government incentives related to capital investments;
- Adverse effects on our operations resulting from certain geo-political or other events;
- Substantial levels of Automotive indebtedness adversely affecting our financial condition or preventing us from fulfilling our debt obligations (which may grow because we are able to incur substantially more debt, including additional secured debt);
- Failure of financial institutions to fulfill commitments under committed credit facilities;
- Inability of Ford Credit to obtain competitive funding;
- 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, or other factors;
- Higher-than-expected credit losses;
- Increased competition from banks or other financial institutions seeking to increase their share of financing Ford vehicles;
- Collection and servicing problems related to 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 regulations resulting in higher costs and/or additional financing restrictions; and
- Inability to implement our One Ford plan.

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. Risk Factors" in our 2009 Form 10-K Report.

APPENDIX

TOTAL COMPANY CALCULATION OF EARNINGS PER SHARE



	First Quarter 2010	
	Net Income Attributable to Ford* (Mils.)	After-Tax Oper. Results Excl. Special Items** (Mils.)
Numerator		
After-Tax Results	\$ 2,085	\$ 1,761
Impact on income from assumed exchange of convertible notes and convertible trust preferred securities	110	110
After-Tax Operating Results for EPS	\$ 2,195	\$ 1,871
Impact on income from assumed share issuance to settle UAW VEBA Note B	97	
Net Income for EPS	<u>\$ 2,292</u>	
Denominator		
Average shares outstanding	3,365	3,365
Net issuable shares, primarily warrants and restricted stock units	205	205
Convertible notes	372	372
Convertible trust preferred securities	163	163
Average Shares for Operating EPS	4,105	4,105
UAW VEBA Note B	464	
Average Shares for Net Income EPS	<u>4,569</u>	
EPS	\$ 0.50	\$ 0.46

* Accounting standards require that our EPS calculation from Net Income include shares equal to the number we would have issued had we settled in stock our new UAW VEBA Note B in its entirety during the period. For the First Quarter, this hypothetical stock issuance added 464 million shares, which reduced EPS by 3 cents per share. Note B, however, does not allow us to make any prepayment in shares; it only allows for each annual payment to be made, at our option, in stock, cash, or a combination thereof. As previously discussed, we'll use our discretion in determining which form of payment makes economic sense at the time of each required payment, balancing liquidity needs and preservation of shareholder value. We made our December 31, 2009 payment on Note B in cash

** Excludes Income / (Loss) attributable to non-controlling interests and the effect of discontinued operations; special items detailed on Slide 9



TOTAL COMPANY

2009 - 2010 FIRST QUARTER INCOME / (LOSS)

FROM CONTINUING OPERATIONS

	Incl. Special Items		Special Items		Excl. Special Items	
	2009*	2010	2009*	2010	2009*	2010
	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)
<u>Pre-Tax Results</u>						
- North America	\$ (802)	\$ 1,223	\$ (137)	\$ (30)	\$ (665)	\$ 1,253
- South America	63	203	-	-	63	203
- Europe	(590)	75	(5)	(32)	(585)	107
- Asia Pacific Africa	(104)	22	(7)	(1)	(97)	23
Total	\$ (1,433)	\$ 1,523	\$ (149)	\$ (63)	\$ (1,284)	\$ 1,586
- Other Automotive	840	(391)	1,270	-	(430)	(391)
Total Ongoing Automotive	\$ (593)	\$ 1,132	\$ 1,121	\$ (63)	\$ (1,714)	\$ 1,195
- Volvo	(915)	188	(666)	188	(249)	-
- Jaguar Land Rover	(2)	-	(2)	-	-	-
Total Automotive	\$ (1,510)	\$ 1,320	\$ 453	\$ 125	\$ (1,963)	\$ 1,195
- Financial Services	(152)	815	(90)	-	(62)	815
Total Company Pre-Tax Results	\$ (1,662)	\$ 2,135	\$ 363	\$ 125	\$ (2,025)	\$ 2,010
(Provision for) / Benefit from Income Taxes	227	(50)	3	199	224	(249)
Income / (Loss) from Continuing Operations	\$ (1,435)	\$ 2,085	\$ 366	\$ 324	\$ (1,801)	\$ 1,761
(Income) / Loss attributable to Non-Controlling Interests	8	-	-	-	8	-
Income / (Loss) from Continuing Operations attributable to Ford	\$ (1,427)	\$ 2,085	\$ 366	\$ 324	\$ (1,793)	\$ 1,761

* Adjusted to reflect the new accounting standard on VIE consolidation



TOTAL COMPANY

2009 - 2010 FIRST QUARTER REVENUE

	Revenue		Special Items		Revenue	
	(Incl. Special Items)				(Excl. Special Items)	
	2009*	2010	2009*	2010	2009*	2010
	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)
North America	\$ 10,018	\$ 14,132	\$ -	\$ -	\$ 10,018	\$ 14,132
South America	1,404	2,014	-	-	1,404	2,014
Europe	5,769	7,647	-	-	5,769	7,647
Asia Pacific Africa	1,165	1,578	-	-	1,165	1,578
Total Ongoing Automotive	\$ 18,356	\$ 25,371	\$ -	\$ -	\$ 18,356	\$ 25,371
Volvo	2,624	3,523	-	3,523	2,624	-
Total Automotive	\$ 20,980	\$ 28,894	\$ -	\$ 3,523	\$ 20,980	\$ 25,371
Financial Services	3,410	2,672	-	-	3,410	2,672
Total Company	\$ 24,390	\$ 31,566	\$ -	\$ 3,523	\$ 24,390	\$ 28,043

* Adjusted to reflect the new accounting standard on VIE consolidation



TOTAL COMPANY

2009 - 2010 FIRST QUARTER WHOLESALERS*

	Wholesales		Special Items		Wholesales	
	(Incl. Special Items)				(Excl. Special Items)	
	2009**	2010	2009**	2010	2009**	2010
	(000)	(000)	(000)	(000)	(000)	(000)
North America	350	547	-	-	350	547
South America	93	101	-	-	93	101
Europe***	343	416	-	-	343	416
Asia Pacific Africa****	131	189	-	-	131	189
Total Ongoing Automotive	917	1,253	-	-	917	1,253
Volvo	69	92	-	92	69	-
Total Automotive	986	1,345	-	92	986	1,253

* 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, 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 6,000 and 10,000 units in 2009 and 2010, respectively

**** Includes Ford brand and JMC brand vehicles sold in China by unconsolidated affiliates, totaling about 67,000 and 118,000 units in 2009 and 2010, respectively



TOTAL COMPANY FIRST QUARTER EMPLOYMENT DATA BY BUSINESS UNIT

	Dec. 31, 2009*	Mar. 31, 2010
	<u>(000)</u>	<u>(000)</u>
North America	71	70
South America	15	15
Europe	49	48
Asia Pacific Africa	<u>15</u>	<u>16</u>
 Total Ongoing Automotive	150	149
Volvo	<u>19</u>	<u>19</u>
 Total Automotive	169	168
Financial Services	<u>8</u>	<u>8</u>
 Total Company	<u><u>177</u></u>	<u><u>176</u></u>

* Adjusted to reflect the new accounting standard on VIE consolidation

AUTOMOTIVE SECTOR MARKET RESULTS*



	First Quarter 2010	
	Absolute	B / (W) 2009
<u>U.S.**</u>		
Industry SAAR (Mils.)	11.2	1.4
Market Share	16.6%	2.7 Pts.
<u>South America***</u>		
Industry SAAR (Mils.)	4.8	0.7
Market Share	10.7%	(0.2) Pts.
<u>Europe****</u>		
Industry SAAR (Mils.)	16.0	1.2
Market Share	9.4%	- Pts.
<u>Asia Pacific Africa*****</u>		
Industry SAAR (Mils.)	30.2	9.4
Market Share	2.0%	(0.1) Pts.

* Includes medium and heavy trucks

** Ford, Lincoln, and Mercury

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

**** Europe industry SAAR and market share are based, in part, on estimated vehicle registrations for the 19 European markets we track; market share includes Ford brand vehicles sold in Turkey by unconsolidated affiliates

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

AUTOMOTIVE SECTOR COSTS AND EXPENSES



	<u>First Quarter 2010</u>	
	<u>Absolute</u>	<u>B / (W)</u>
	<u>(Mils.)</u>	<u>2009*</u>
		<u>(Mils.)</u>
Total Costs and Expenses	\$ 27,359	\$ (3,937)
Select Costs Items:		
Depreciation and Amortization		
- Depreciation	\$ 492	\$ 6
- Amortization -- Special Tools	<u>423</u>	<u>74</u>
Total Depreciation and Amortization	<u>\$ 915</u>	<u>\$ 80</u>
Postretirement Expense / (Gain)	\$ 100	\$ 200

* Adjusted to reflect the new accounting standard on VIE consolidation



AUTOMOTIVE SECTOR

GAAP RECONCILIATION OF NET INTEREST

	First Quarter	
	2009*	2010
	(Mils.)	(Mils.)
Interest Expense	\$ (469)	\$ (542)
Interest Income	62	47
Subtotal	\$ (407)	\$ (495)
Adjusted for items included / excluded from Net Interest		
Include: Gains / (Losses) on Cash Equiv. and Marketable Securities**	(10)	15
Exclude: Special Items	-	-
Other	(20)	(12)
Net Interest	\$ (437)	\$ (492)

* Adjusted to reflect the new accounting standard on VIE consolidation

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



AUTOMOTIVE SECTOR

GAAP RECONCILIATION OF GROSS CASH

	<u>Mar. 31, 2009*</u>	<u>Mar. 31, 2010</u>	<u>Mar. 31, 2010</u> B / (W) <u>Mar. 31, 2009*</u>	<u>Memo:</u> <u>Dec. 31, 2009*</u>
	(Bils.)	(Bils.)	(Bils.)	(Bils.)
Cash and Cash Equivalents	\$ 7.7	\$ 12.8	\$ 5.1	\$ 9.7
Marketable Securities**	<u>13.5</u>	<u>12.5</u>	<u>(1.0)</u>	<u>15.2</u>
Total Cash and Marketable Securities	\$ 21.2	\$ 25.3	\$ 4.1	\$ 24.9
Securities in Transit***	-	-	-	-
UAW-Ford Temporary Asset Account / Other****	<u>(0.3)</u>	<u>-</u>	<u>0.3</u>	<u>-</u>
Gross Cash	<u>\$ 20.9</u>	<u>\$ 25.3</u>	<u>\$ 4.4</u>	<u>\$ 24.9</u>

* Adjusted to reflect the new accounting standard on VIE consolidation

** Included at March 31, 2010 and 2009 are Ford Credit debt securities that we purchased, which are reflected in the table at a carrying value of \$432 million and \$357 million, respectively; the estimated fair value of these securities is \$439 million and \$309 million, respectively. Also included are Mazda marketable securities with a fair value of \$551 million and \$325 million at March 31, 2010 and 2009, respectively

*** 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

GAAP RECONCILIATION OF OPERATING-RELATED CASH FLOWS

	First Quarter	
		B / (W)
	2010	2009*
	(Bils.)	(Bils.)
Cash Flows from Operating Activities of Continuing Operations	\$ 0.7	\$ 3.1
Items Included in Operating-Related Cash Flows		
Capital Expenditures	(0.9)	0.2
Net Transactions Between Automotive and Financial Services Sectors**	(0.7)	(0.1)
Net Cash Flows from Non-Designated Derivatives	-	(0.2)
Items Not Included in Operating-Related Cash Flows		
Cash Impact of Job Security Benefits and Personnel Reduction Program	0.1	(0.2)
Pension Contributions	0.3	(0.1)
Tax Refunds and Tax Payments from Affiliates	-	0.3
Other***	0.4	0.4
Operating-Related Cash Flows	\$ (0.1)	\$ 3.4

* Adjusted to reflect the new accounting standard on VIE consolidation

** Primarily payables and receivables between the Automotive and Financial Services sectors in the normal course of business

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

AUTOMOTIVE SECTOR

AUTOMOTIVE DEBT



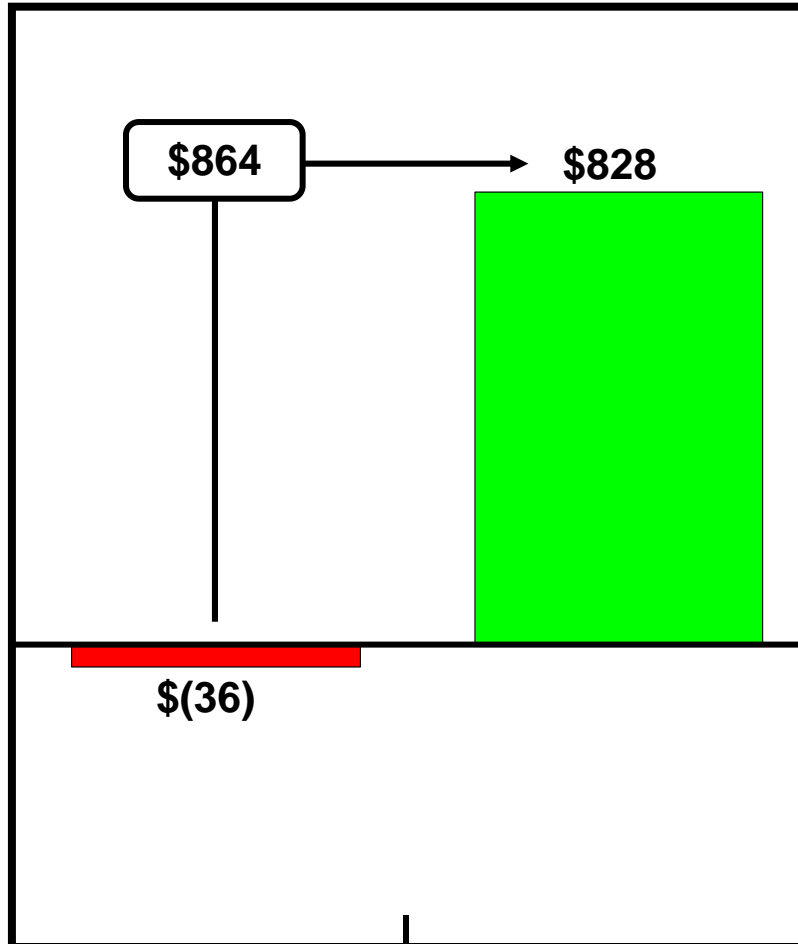
	Dec. 31, 2009* <u>(Bils.)</u>	Mar. 31, 2010 <u>(Bils.)</u>
<u>U.S. Debt</u>		
Unsecured Notes	\$ 5.5	\$ 5.5
Unsecured Convertible Notes	<u>2.6</u>	<u>2.6</u>
Total Unsecured Notes	\$ 8.1	\$ 8.1
Unsecured Portion of VEBA Debt	4.0	4.1
Trust Preferred	<u>3.1</u>	<u>3.2</u>
Total Unsecured Debt	\$ 15.2	\$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

* Adjusted to reflect the new accounting standard on VIE consolidation



FINANCIAL SERVICES SECTOR FORD CREDIT RESULTS AND METRICS -- 2010 FIRST QUARTER

Pre-Tax Profit / (Loss) (Mils.)



First Quarter
2009

First Quarter
2010

Key Metrics

	First Quarter	
	2009	2010
On-Balance Sheet		
Receivables (Bils.)	\$ 104	\$ 88
Charge-Offs (Mils.)	\$ 332	\$ 133
Loss-to-Receivables Ratio		
- Worldwide	1.21%	0.58%
- U.S. Retail and Lease	1.68	0.91
Allowance for Credit Losses		
- Worldwide Amount (Bils.)	\$ 1.7	\$ 1.4
- Pct. Of EOP Receivables	1.60%	1.49%
Financial Statement		
Leverage (To 1)	12.0	8.7
Distribution (Bils.)	\$ 1.1	\$ 0.5
Net Income / (Loss) (Mils.)	\$ (13)	\$ 528
Managed*		
Receivables (Bils.)	\$ 106	\$ 90
Leverage (To 1)	10.0	6.9

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

FINANCIAL SERVICES SECTOR

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 NET FINANCE RECEIVABLES AND OPERATING LEASES

	Mar. 31, 2009 <u>(Bils.)</u>	Dec. 31, 2009 <u>(Bils.)</u>	Mar. 31, 2010 <u>(Bils.)</u>
<u>Receivables -- On-Balance Sheet</u>			
Retail installment	\$ 61.3	\$ 56.3	\$ 53.8
Wholesale	22.8	22.4	21.5
Other finance receivables	2.7	2.4	2.5
Unearned interest supplements	(1.3)	(1.9)	(2.0)
Allowance for credit losses	<u>(1.5)</u>	<u>(1.3)</u>	<u>(1.2)</u>
Finance receivables, net	\$ 84.0	\$ 77.9	\$ 74.6
Net investment in operating leases	<u>20.2</u>	<u>14.6</u>	<u>13.3</u>
Total receivables -- on balance sheet	<u>\$104.2</u>	<u>\$ 92.5</u>	<u>\$ 87.9</u>
Memo:			
Total receivables -- managed*	\$106.0	\$ 94.5	\$ 89.9

* Includes on-balance sheet receivables, excluding unearned interest supplements related to finance receivables of \$1.3 billion, \$1.9 billion and about \$2 billion at March 31, 2009, December 31, 2009 and March 31, 2010, respectively; and includes off-balance sheet retail receivables of about \$500 million and about \$100 million at March 31, 2009 and December 31, 2009, respectively



FINANCIAL SERVICES SECTOR

FORD CREDIT RECONCILIATIONS OF MANAGED LEVERAGE TO FINANCIAL STATEMENT LEVERAGE

	<u>Mar. 31,</u> <u>2009</u> (Bils.)	<u>Mar. 31,</u> <u>2010</u> (Bils.)
<u>Leverage Calculation</u>		
Total Debt*	\$ 111.4	\$ 94.2
Securitized Off-Balance Sheet Receivables Outstanding	0.5	-
Retained Interest in Securitized Off-Balance Sheet Receivables	(0.1)	-
Adjustments for Cash, Cash Equivalents, and Marketable Securities**	(19.4)	(20.7)
Adjustments for Derivative Accounting***	<u>(0.3)</u>	<u>(0.2)</u>
Total Adjusted Debt	<u>\$ 92.1</u>	<u>\$ 73.3</u>
Equity	\$ 9.3	\$ 10.8
Adjustments for Derivative Accounting***	<u>(0.1)</u>	<u>(0.1)</u>
Total Adjusted Equity	<u>\$ 9.2</u>	<u>\$ 10.7</u>
Financial Statement Leverage (to 1)	12.0	8.7
Managed Leverage (to 1)	10.0	6.9

* Includes \$64 billion and \$52.7 billion on March 31, 2009 and March 31, 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



**TOTAL COMPANY
GLOBAL INDUSTRY (SAAR)
(INCLUDING MEDIUM AND HEAVY VEHICLES)**

	2009					2010
	First Quarter (Mils.)	Second Quarter (Mils.)	Third Quarter (Mils.)	Fourth Quarter (Mils.)	Full Year (Mils.)	First Quarter (Mils.)
United States	9.8	9.8	11.8	11.0	10.6	11.2
South America*	4.1	4.2	4.3	4.3	4.2	4.8
Europe**	14.8	16.1	16.2	16.6	15.8	16.0
Asia Pacific Africa***	<u>20.8</u>	<u>22.9</u>	<u>26.6</u>	<u>28.0</u>	<u>24.5</u>	<u>30.2</u>
Total	<u>49.5</u>	<u>53.0</u>	<u>58.9</u>	<u>59.9</u>	55.1	<u>62.2</u>
Other Markets					<u>9.7</u>	
Total Global Industry****					<u>64.8</u>	

* South America industry SAAR is based, in part, on estimated vehicle registrations for our six major markets

** Europe industry SAAR is based, in part, on estimated vehicle registrations for the 19 European markets we track

*** Asia Pacific Africa industry SAAR is based, in part, on estimated vehicle sales for our 12 major markets

**** Global quarterly SAAR is not tracked internally; Full Year estimate



TOTAL COMPANY

2007 - 2009 VIE CONSOLIDATION ADJUSTMENTS

	Full Year		
	<u>2007</u>	<u>2008</u>	<u>2009</u>
Revenue (Bils.)	\$ (1.7)	\$ (1.5)	\$ (2.0)
Wholesales (000)	-	-	(32)
<u>Profit Before Taxes (Mils.)</u>			
North America	\$ -	\$ (3)	\$ (215)
Europe	(430)	(408)	(230)
All Other	<u>1</u>	<u>8</u>	<u>11</u>
Total PBT (Excl. Special Items)	\$ (429)	\$ (403)	\$ (434)
Special Items	<u>-</u>	<u>6</u>	<u>7</u>
Total PBT (Incl. Special Items)	<u>\$ (429)</u>	<u>\$ (397)</u>	<u>\$ (427)</u>
Net Income (Mils.)	\$ -	\$ -	\$ -
Capital Expenditures (Mils.)	\$ (305)	\$ (204)	\$ (502)
Depreciation and Amoritization (Mils.)	\$ (232)	\$ (290)	\$ (351)
Automotive Gross Cash (Mils.)	\$ (391)	\$ (248)	\$ (547)
Automotive Debt (Mils.)	\$ (996)	\$ (908)	\$ (806)



AUTOMOTIVE SECTOR

2007 - 2009 PRE-TAX RESULTS EXCLUDING SPECIAL ITEMS*

	Full Year		2009				
	2007	2008	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year
	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)
North America	\$ (3,446)	\$ (5,884)	\$ (665)	\$ (899)	\$ 314	\$ 611	\$ (639)
South America	1,172	1,230	63	86	247	369	765
Europe	567	644	(585)	57	131	253	(144)
Asia Pacific Africa	37	(157)	(97)	(27)	22	16	(86)
Total	\$ (1,670)	\$ (4,167)	\$ (1,284)	\$ (783)	\$ 714	\$ 1,249	(104)
Other Automotive	(618)	(1,324)	(430)	(129)	(237)	(295)	(1,091)
Total Ongoing Automotive	\$ (2,288)	\$ (5,491)	\$ (1,714)	\$ (912)	\$ 477	\$ 954	\$ (1,195)
Volvo	(200)	(1,497)	(249)	(237)	(136)	(40)	(662)
Jaguar Land Rover and Aston Martin	668	-	-	-	-	-	-
Mazda	182	230	-	-	-	-	-
Total Automotive	\$ (1,638)	\$ (6,758)	\$ (1,963)	\$ (1,149)	\$ 341	\$ 914	\$ (1,857)
Financial Services	1,224	(495)	(62)	595	661	701	1,895
Total Company	\$ (414)	\$ (7,253)	\$ (2,025)	\$ (554)	\$ 1,002	\$ 1,615	\$ 38

* Adjusted to reflect the new accounting standard on VIE consolidation



TOTAL COMPANY

2007 - 2009 SPECIAL ITEMS*

	Full Year		2009				
	2007	2008	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Full Year
	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)	(Mils.)
North America	\$ (693)	\$ (4,367)	\$ (137)	\$ (197)	\$ (132)	\$ (756)	\$ (1,222)
South America	-	-	-	(13)	(6)	(1)	(20)
Europe	(253)	(82)	(5)	(239)	(16)	(52)	(312)
Asia Pacific Africa	<u>(38)</u>	<u>(137)</u>	<u>(7)</u>	<u>(1)</u>	<u>(6)</u>	<u>(8)</u>	<u>(22)</u>
Total	\$ (984)	\$ (4,586)	\$ (149)	\$ (450)	\$ (160)	\$ (817)	\$ (1,576)
Other Automotive	<u>(512)</u>	<u>(448)</u>	<u>1,270</u>	<u>3,107</u>	<u>101</u>	<u>14</u>	<u>4,492</u>
Total Ongoing Automotive	\$ (1,496)	\$ (5,034)	\$ 1,121	\$ 2,657	\$ (59)	\$ (803)	\$ 2,916
Volvo	(2,554)	(219)	(666)	133	160	96	(277)
Jaguar Land Rover and Aston Martin	178	32	(2)	5	-	-	3
Mazda	<u>-</u>	<u>(335)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Automotive	\$ (3,872)	\$ (5,556)	\$ 453	\$ 2,795	\$ 101	\$ (707)	\$ 2,642
Financial Services	<u>-</u>	<u>(2,086)</u>	<u>(90)</u>	<u>-</u>	<u>9</u>	<u>-</u>	<u>(81)</u>
Total Company	<u>\$ (3,872)</u>	<u>\$ (7,642)</u>	<u>\$ 363</u>	<u>\$ 2,795</u>	<u>\$ 110</u>	<u>\$ (707)</u>	<u>\$ 2,561</u>

* Adjusted to reflect the new accounting standard on VIE consolidation



TOTAL COMPANY

2007 - 2009 REVENUE EXCLUDING SPECIAL ITEMS*

	Full Year		2009				
	2007 (Mils.)	2008 (Mils.)	First Quarter (Mils.)	Second Quarter (Mils.)	Third Quarter (Mils.)	Fourth Quarter (Mils.)	Full Year (Mils.)
North America	\$ 71,411	\$ 53,325	\$ 10,018	\$ 10,744	\$ 13,420	\$ 15,531	\$ 49,713
South America	7,585	8,648	1,404	1,840	2,089	2,614	7,947
Europe	34,899	37,605	5,769	6,955	7,274	8,306	28,304
Asia Pacific Africa	7,079	6,515	1,165	1,208	1,495	1,680	5,548
Total Ongoing Automotive	\$ 120,974	\$ 106,093	\$ 18,356	\$ 20,747	\$ 24,278	\$ 28,131	\$ 91,512
Volvo	17,743	14,568	2,624	2,863	2,972	3,897	12,356
Jaguar Land Rover and Aston Martin	15,348	-	-	-	-	-	-
Total Automotive	\$ 154,065	\$ 120,661	\$ 20,980	\$ 23,610	\$ 27,250	\$ 32,028	\$ 103,868
Financial Services	16,193	15,949	3,410	3,200	3,022	2,783	12,415
Total Company	\$ 170,258	\$ 136,610	\$ 24,390	\$ 26,810	\$ 30,272	\$ 34,811	\$ 116,283

* Adjusted to reflect the new accounting standard on VIE consolidation



TOTAL COMPANY 2007 - 2009 WHOLESALES EXCLUDING SPECIAL ITEMS*

	Full Year		2009				Full Year (000)
	2007 (000)	2008 (000)	First Quarter (000)	Second Quarter (000)	Third Quarter (000)	Fourth Quarter (000)	
North America**	2,890	2,329	350	458	502	617	1,927
South America	438	435	93	111	108	131	443
Europe	1,918	1,820	343	400	393	432	1,568
Asia Pacific Africa***	535	464	131	146	159	168	604
Total Ongoing Automotive	5,781	5,048	917	1,115	1,162	1,348	4,542
Volvo	482	359	69	79	76	100	324
Jaguar Land Rover and Aston Martin	292	125	-	-	-	-	-
Total Automotive	<u>6,555</u>	<u>5,532</u>	<u>986</u>	<u>1,194</u>	<u>1,238</u>	<u>1,448</u>	<u>4,866</u>

* Adjusted to reflect the new accounting standard on VIE consolidation

** 2007 - 2008 wholesales include Mazda6 produced by Automotive Alliance International (AAI) which remains consolidated in 2007 and 2008, even with the retrospective application of the new accounting standard on VIE consolidation; 2009 exclude Mazda6 wholesales

*** 2007 - 2008 wholesales include Ford brand vehicles sold in China by unconsolidated affiliates, totaling about 183,000 and 203,000 units in 2008 and 2007, respectively; 2009 wholesales include Ford brand and JMC brand vehicles sold in China by unconsolidated affiliates, totaling about 345,000 units

AUTOMOTIVE SECTOR

2007 - 2009 AUTOMOTIVE FINANCIAL RESOURCES*



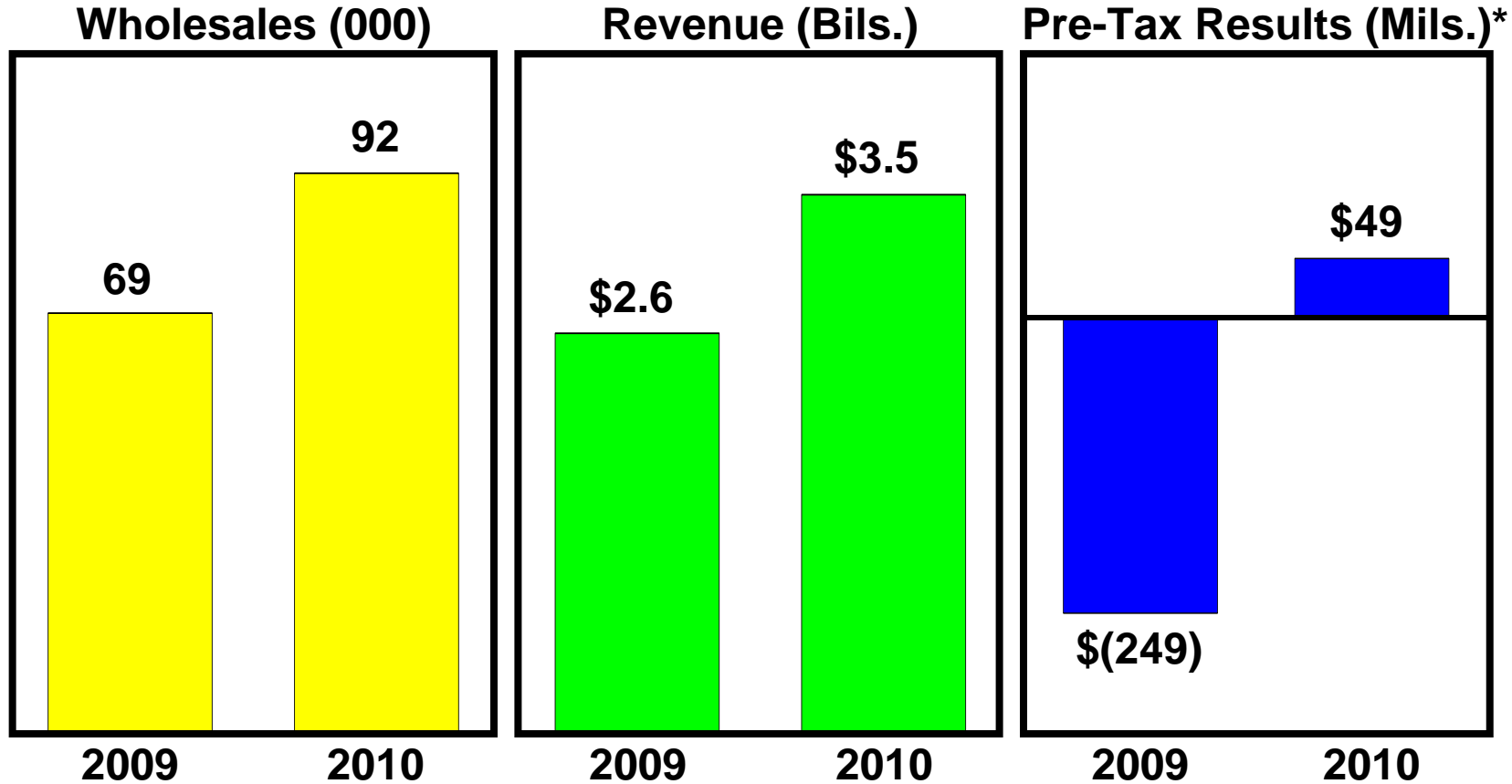
	Full Year		2009			
	2007 (Bils.)	2008 (Bils.)	First Quarter (Bils.)	Second Quarter (Bils.)	Third Quarter (Bils.)	Fourth Quarter (Bils.)
Automotive Cash						
Cash and Cash Equivalents	\$ 20.3	\$ 6.1	\$ 7.7	\$ 11.2	\$ 9.6	\$ 9.7
Marketable Securities	2.0	9.3	13.5	9.7	14.5	15.2
Loaned Securities	10.3	-	-	-	-	-
Total Cash and Marketable Securities	\$ 32.6	\$ 15.4	\$ 21.2	\$ 20.9	\$ 24.1	\$ 24.9
Securities in Transit	\$ (0.3)	\$ -	\$ -	\$ (0.1)	\$ (0.2)	\$ -
UAW -- Ford Temporary Asset Acct. / Other	-	(2.3)	(0.3)	(0.4)	(0.7)	-
VEBA	1.9	-	-	-	-	-
Gross Cash	\$ 34.2	\$ 13.1	\$ 20.9	\$ 20.4	\$ 23.2	\$ 24.9
Automotive Debt						
Long-term Debt	\$ 23.4	\$ 22.6	\$ 30.3	\$ 23.9	\$ 24.9	\$ 32.0
Debt Payable Within One Year	0.8	0.7	0.9	1.3	1.2	1.6
Total Debt	\$ 24.2	\$ 23.3	\$ 31.2	\$ 25.2	\$ 26.1	\$ 33.6
Memo: Net Cash / (Debt)	\$ 10.0	\$ (10.2)	\$ (10.3)	\$ (4.8)	\$ (2.9)	\$ (8.7)

* Adjusted to reflect the new accounting standard on VIE consolidation



AUTOMOTIVE SECTOR -- VOLVO

FIRST QUARTER KEY METRICS -- 2010 vs. 2009



Memo:

First Quarter:
Market Share

- U.S.	0.6%	0.5%
- Europe**	1.3	1.4

Dealer Inventories (000) -- U.S. & Europe

- First Quarter	59	52
- O / (U) Prior Quarter	(6)	(2)

* Represents operating results (excluding special items), if Volvo had been reported as an operating entity

** Europe market share for Volvo is based, in part, on estimated vehicle registrations for the 19 European markets we track