

FORD MOTOR COMPANY AND SUBSIDIARIES
SECTOR INCOME STATEMENT
(in millions)

	For the years ended December 31,		
	2013	2012	2011
AUTOMOTIVE			
Revenues	\$ 139,369	\$ 126,567	\$ 128,168
Costs and expenses			
Cost of sales	125,234	112,992	113,611
Selling, administrative, and other expenses	9,997	9,006	9,060
Total costs and expenses	135,231	121,998	122,671
Interest expense	829	713	817
Interest income and other income/(loss), net (Note 19)	974	1,599	1,091
Equity in net income of affiliated companies	1,046	555	479
Income before income taxes — Automotive	5,329	6,010	6,250
FINANCIAL SERVICES			
Revenues	7,548	6,992	7,437
Costs and expenses			
Interest expense	2,860	3,115	3,614
Depreciation on vehicles subject to operating leases (Note 7)	2,411	1,795	1,140
Operating and other expenses	768	693	684
Provision for credit and insurance losses	208	77	(36)
Total costs and expenses	6,247	5,680	5,402
Other income/(loss), net (Note 19)	348	365	375
Equity in net income of affiliated companies	23	33	21
Income before income taxes — Financial Services	1,672	1,710	2,431
TOTAL COMPANY			
Income before income taxes	7,001	7,720	8,681
Provision for/(Benefit from) income taxes (Note 22)	(147)	2,056	(11,541)
Net income	7,148	5,664	20,222
Less: Income/(Loss) attributable to noncontrolling interests	(7)	(1)	9
Net income attributable to Ford Motor Company	\$ 7,155	\$ 5,665	\$ 20,213

The accompanying notes are part of the financial statements.