

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

	For the years ended December 31,		
	2012	2011	2010
<b>AUTOMOTIVE</b>			
<b>Revenues</b>	\$ 126,567	\$ 128,168	\$ 119,280
<b>Costs and expenses</b>			
Cost of sales	112,578	113,345	104,451
Selling, administrative, and other expenses	9,006	9,060	9,040
Total costs and expenses	121,584	122,405	113,491
Interest expense	713	817	1,807
Interest income and other income/(loss), net (Note 21)	1,185	825	(362)
Equity in net income/(loss) of affiliated companies	555	479	526
<b>Income before income taxes — Automotive</b>	<b>6,010</b>	<b>6,250</b>	<b>4,146</b>
<b>FINANCIAL SERVICES</b>			
<b>Revenues</b>	7,685	8,096	9,674
<b>Costs and expenses</b>			
Interest expense	3,115	3,614	4,345
Depreciation	2,524	1,843	2,024
Operating and other expenses	652	675	845
Provision for credit and insurance losses	86	(33)	(216)
Total costs and expenses	6,377	6,099	6,998
Other income/(loss), net (Note 21)	369	413	315
Equity in net income/(loss) of affiliated companies	33	21	12
<b>Income before income taxes — Financial Services</b>	<b>1,710</b>	<b>2,431</b>	<b>3,003</b>
<b>TOTAL COMPANY</b>			
<b>Income before income taxes</b>	7,720	8,681	7,149
Provision for/(Benefit from) income taxes (Note 24)	2,056	(11,541)	592
<b>Net income</b>	5,664	20,222	6,557
Less: Income/(Loss) attributable to noncontrolling interests	(1)	9	(4)
<b>Net income attributable to Ford Motor Company</b>	<b>\$ 5,665</b>	<b>\$ 20,213</b>	<b>\$ 6,561</b>

The accompanying notes are part of the financial statements.