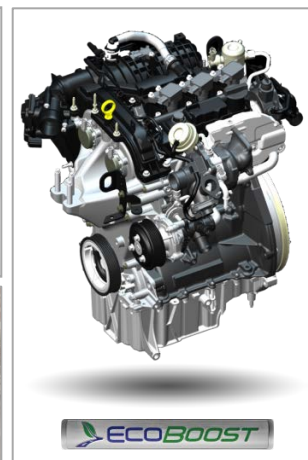




**Go Further**



# 2013 THIRD QUARTER EARNINGS REVIEW

OCTOBER 24, 2013  
(PRELIMINARY RESULTS)

# TOTAL COMPANY OUR PLAN -- **ONE FORD**

- Continue implementation of our global **ONE FORD** Plan:
  - 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



# **TOTAL COMPANY**

## **2013 THIRD QUARTER SUMMARY\***

- Record Third Quarter pre-tax profit and 17<sup>th</sup> consecutive quarterly profit; record Third Quarter Automotive operating-related cash flow; strong liquidity
- Top-line growth including year-over-year market share gains in all regions
- Record Third Quarter pre-tax profit for Automotive Sector reflecting continued strong results in North America and a combined profit for regions outside North America for first time since Second Quarter 2011
- Ford Credit remained solidly profitable
- Improving Full Year financial guidance -- now expect both Total Company pre-tax profit and Automotive operating margin to be higher than 2012
- Continuing to invest for future growth and a stronger product lineup around the world...implementing the One Ford Plan

\* Business Unit records are since at least 2000 when we began reporting specific Business Unit results

**Top-Line Growth And Record Third Quarter Pre-Tax Profit And  
Operating-Related Cash Flow**

# ***TOTAL COMPANY***

## ***2013 THIRD QUARTER HIGHLIGHTS***

- **Launched Fiesta ST in the U.S.; Cargo Extra Heavy Duty and Fusion Hybrid in Brazil; Focus in Argentina; Focus Electric in Europe; Mondeo in China**
- **Announced plans to introduce at least 25 new vehicles in Europe within five years from September 2012, up from at least 15**
- **Won 2014 International Van of the Year with Transit Connect -- the second consecutive win by Ford**
- **Revealed S-MAX and Mondeo Vignale concepts**
- **Increased production of 1.0-liter EcoBoost in Cologne, Germany**
- **Announced future plans for Ford Australia, with 11 global vehicles by 2017**
- **Announced plans to develop India as a global production hub, exporting vehicles to more than 50 markets**
- **Shared comprehensive capital strategy with investors**
- **Upgraded to investment grade by S&P; four major rating agencies now rate Ford and Ford Credit as investment grade with a stable outlook**

# TOTAL COMPANY

## 2013 KEY FINANCIAL SUMMARY

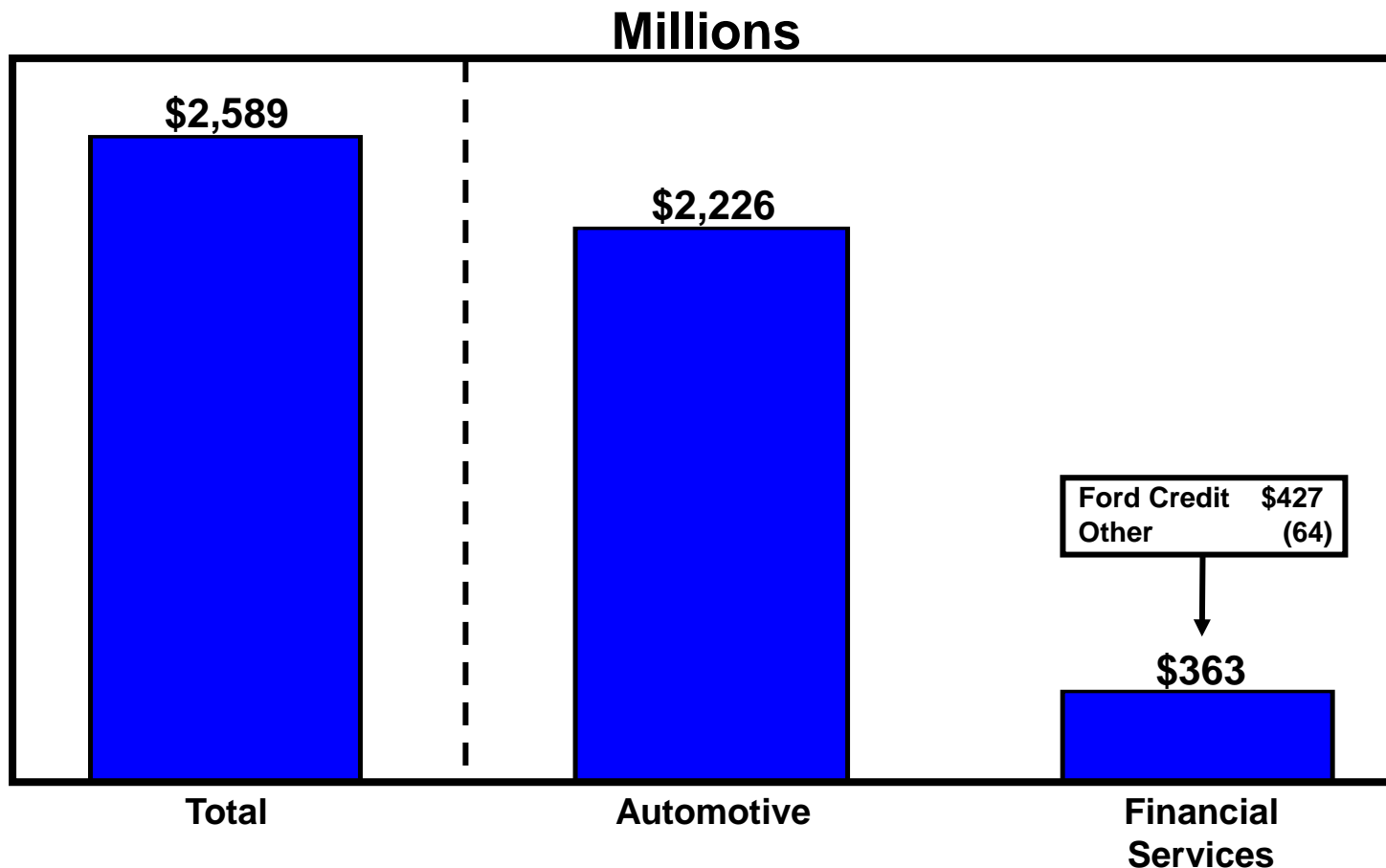
	Third Quarter		First Nine Months	
	2013	B / (W) 2012	2013	B / (W) 2012
Wholesales (000)	1,545	216	4,720	586
Revenue (Bils.)	\$ 36.0	\$ 3.9	\$ 109.9	\$ 12.1
<u>Operating results*</u>				
Pre-tax results (Mils.)	\$ 2,589	\$ 426	\$ 7,290	\$ 1,005
After-tax results (Mils.)	1,821	247	5,296	941
Earnings per share	0.45	0.05	1.31	0.22
<u>Special items pre-tax (Mils.)</u>	\$ (498)	\$ (581)	\$ (1,257)	\$ (851)
<u>Net income attributable to Ford</u>				
After-tax results (Mils.)	\$ 1,272	\$ (359)	\$ 4,116	\$ 49
Earnings per share	0.31	(0.10)	1.02	-
<u>Automotive</u>				
Operating-related cash flow (Bils.)	\$ 1.6	\$ 0.9	\$ 5.6	\$ 3.2
Gross cash (Bils.)**	\$ 26.1	\$ 2.0	\$ 26.1	\$ 2.0
Debt (Bils.)	(15.8)	(1.6)	(15.8)	(1.6)
Net cash (Bils.)**	\$ 10.3	\$ 0.4	\$ 10.3	\$ 0.4

\* Excludes special items; see Appendix for detail and reconciliation to Generally Accepted Accounting Principles ("GAAP")

\*\* See Appendix for reconciliation to GAAP; net cash is calculated as Automotive gross cash net of Automotive debt

# TOTAL COMPANY

## 2013 THIRD QUARTER PRE-TAX RESULTS BY SECTOR\*

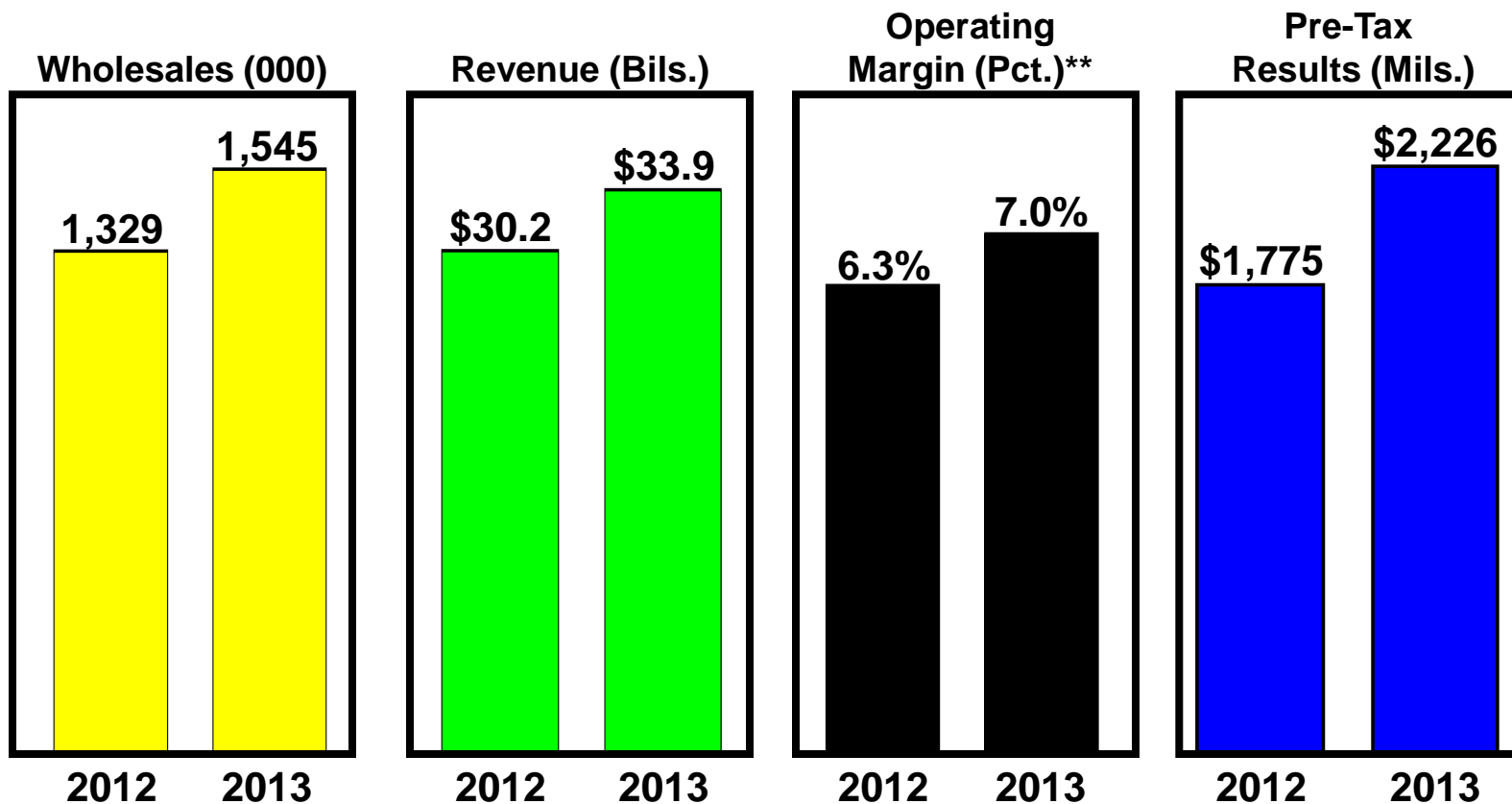


### Memo:

B / (W) 2012 3Q	\$426	\$451	\$ (25)
B / (W) 2013 2Q	34	122	(88)

\* Excludes special items; see Appendix for detail and reconciliation to GAAP

# AUTOMOTIVE SECTOR -- TOTAL AUTOMOTIVE 2013 THIRD QUARTER KEY METRICS COMPARED WITH 2012\*



## Memo:

Metric	2012	2013
First Nine Months	4,134	4,720
	\$92.1	\$103.8
	5.9%	6.2%
	\$4,994	\$5,973

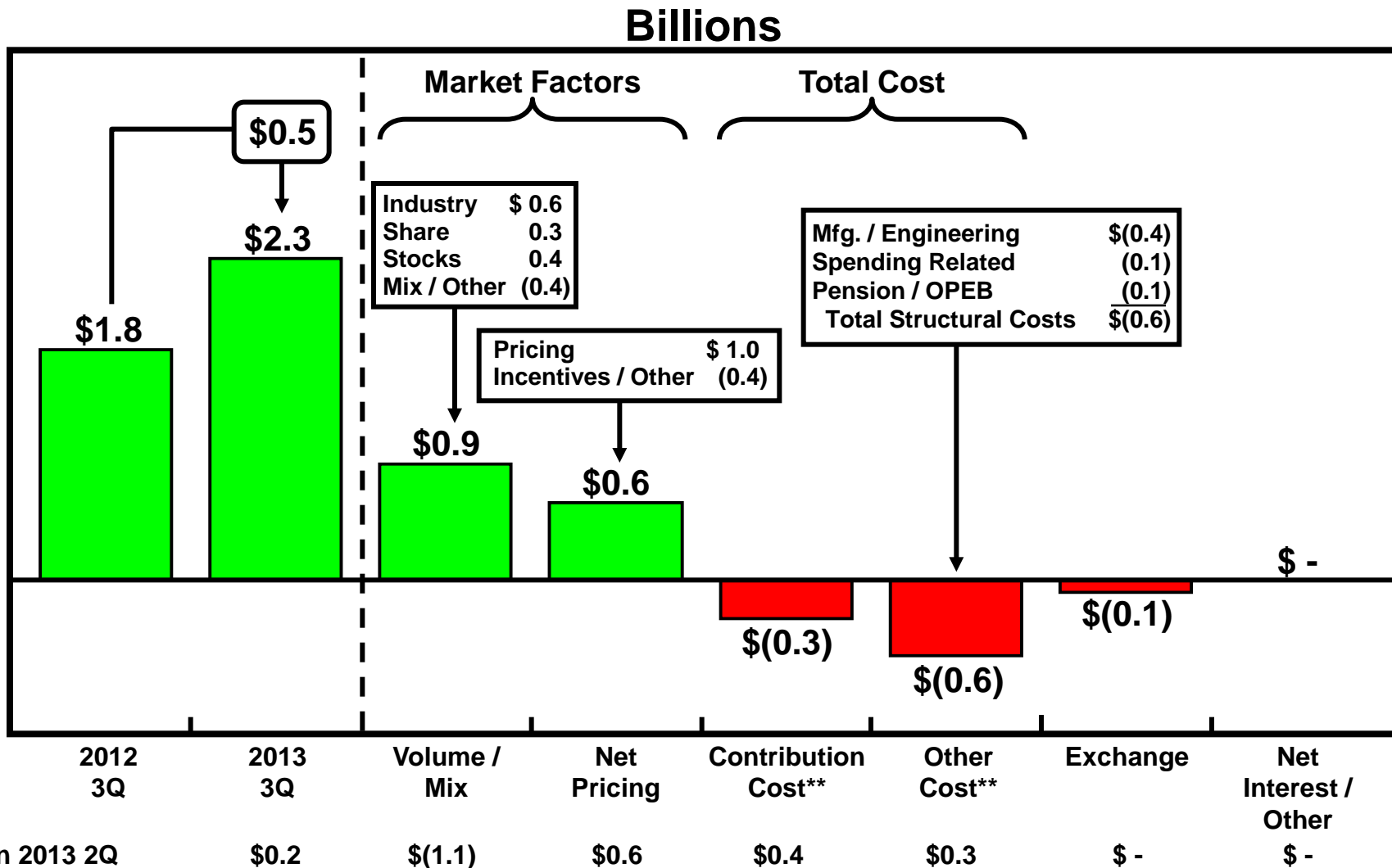
\* Excludes special items; see Appendix for special items detail, reconciliation to GAAP, and definition of wholesales

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

# AUTOMOTIVE SECTOR

## 2013 THIRD QUARTER PRE-TAX RESULTS

### COMPARED WITH 2012\*



\* Excludes special items; see Appendix for detail and reconciliation to GAAP

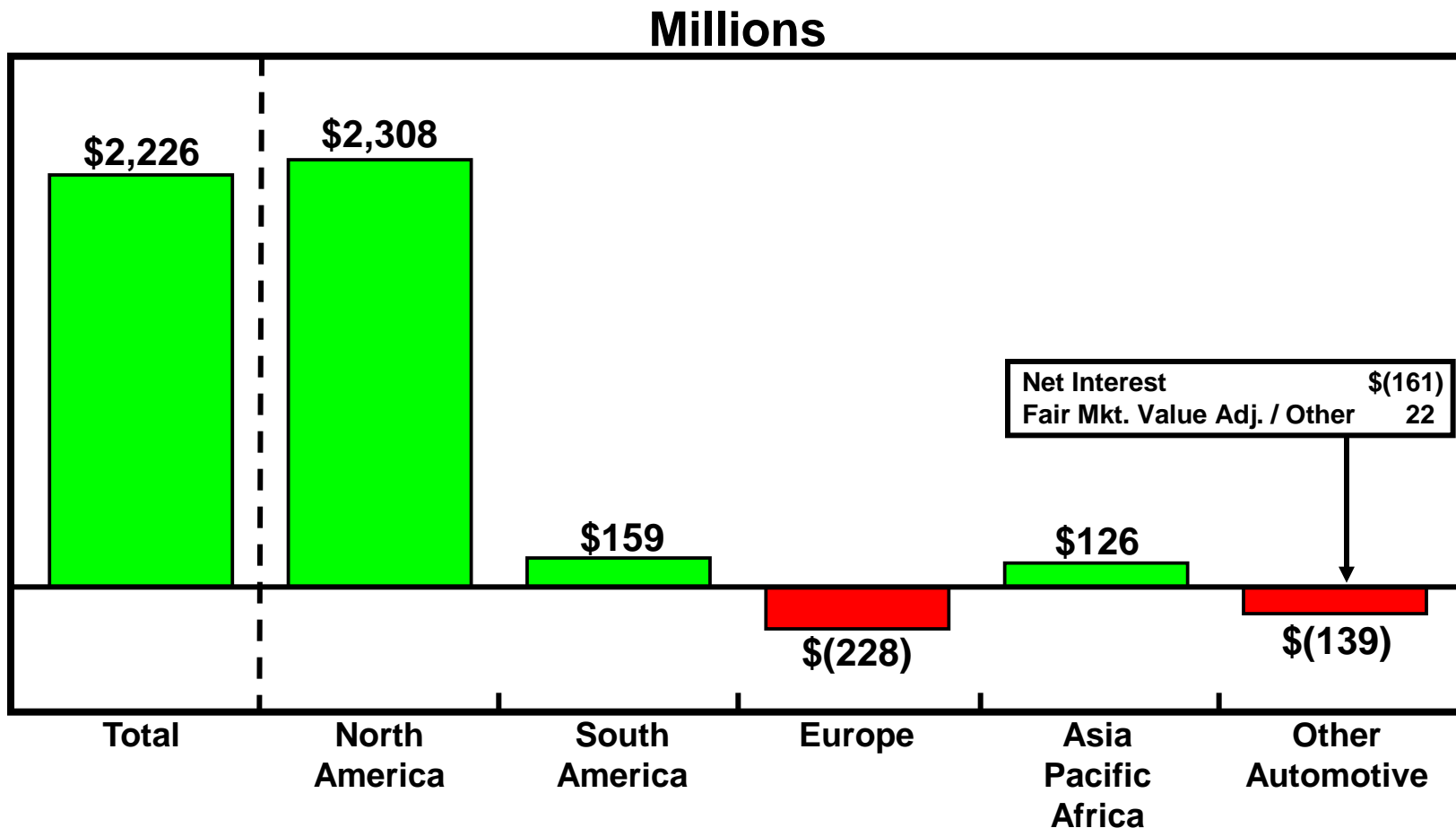
\*\* Cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at present-year volume and mix



# AUTOMOTIVE SECTOR

## 2013 THIRD QUARTER PRE-TAX RESULTS

### BY SEGMENT\*



#### Memo:

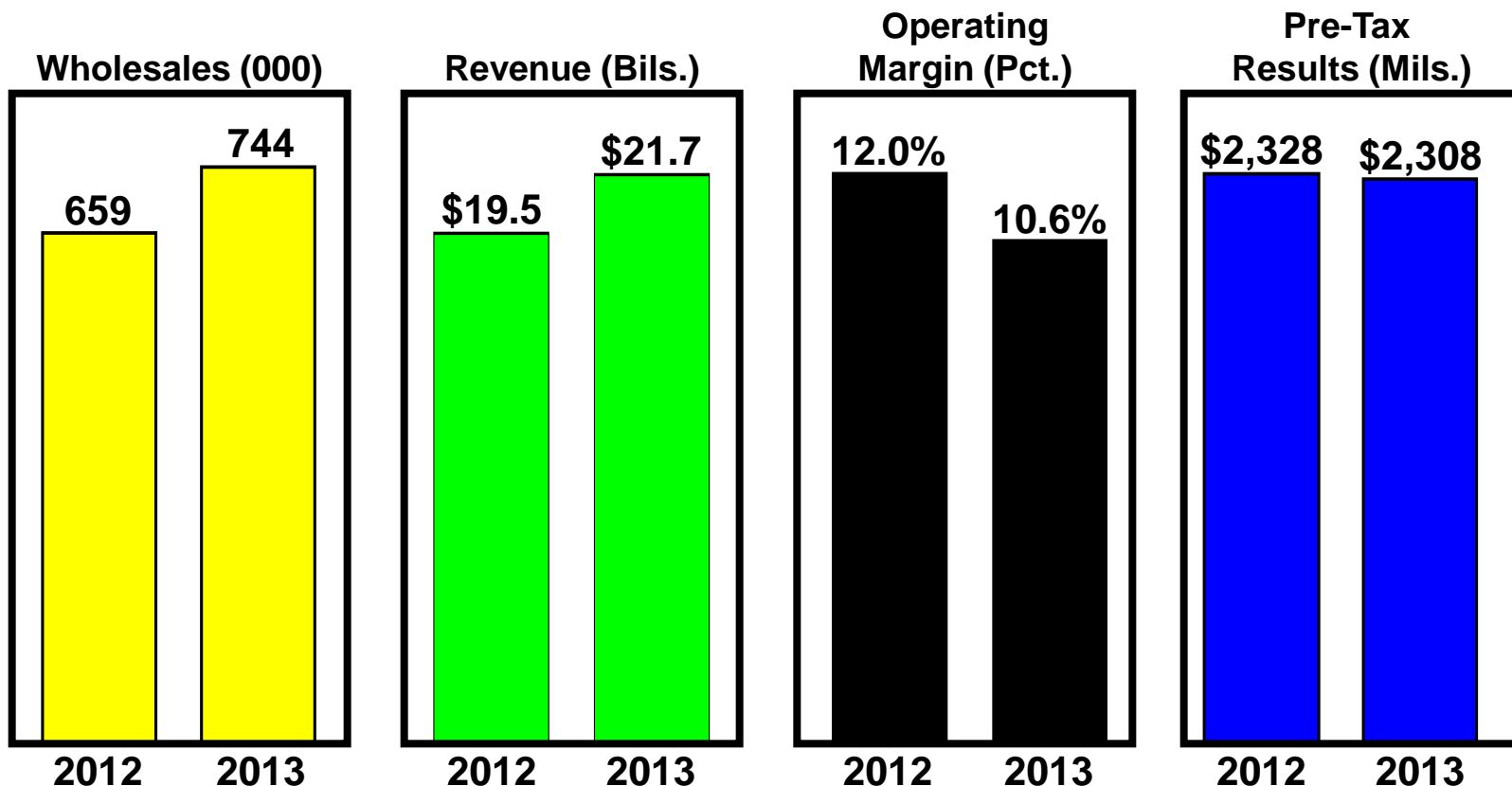
B / (W) 2012 3Q	\$451	\$(20)	\$150	\$240	\$ 81	\$ -
B / (W) 2013 2Q	122	(21)	8	120	(51)	66

\* Excludes special items; see Appendix for detail and reconciliation to GAAP

# AUTOMOTIVE SECTOR -- NORTH AMERICA

## 2013 THIRD QUARTER KEY METRICS

### COMPARED WITH 2012



#### Memo:

First Nine Months	2,029	2,328	\$57.8	\$66.4	11.2%	10.7%	\$6,471	\$7,079
Third Quarter (U.S. Market)								
U.S. Industry SAAR (Mils.)	14.8	16.1						
U.S. Market Share	14.8%	14.9%						



## B / (W) Than 2013 2Q

**\$ -**

**\$ (0.6)**

**\$0.3**

**\$0.3**

**\$0.1**

**\$ -**

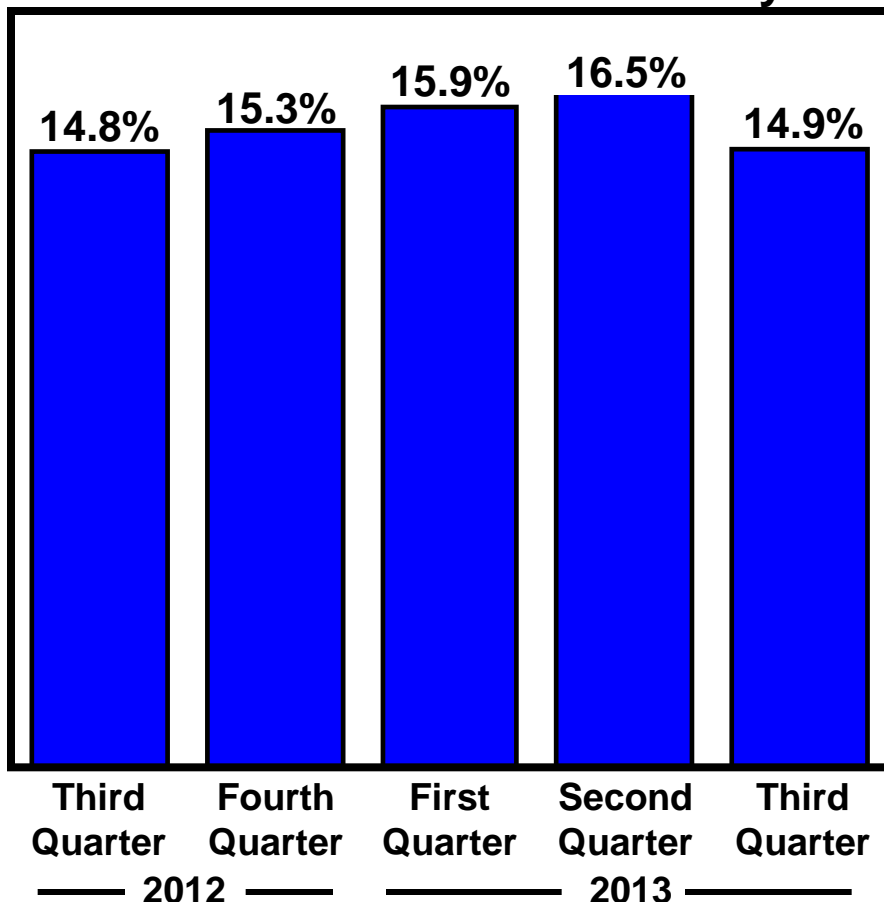
**\$ (0.1)**

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

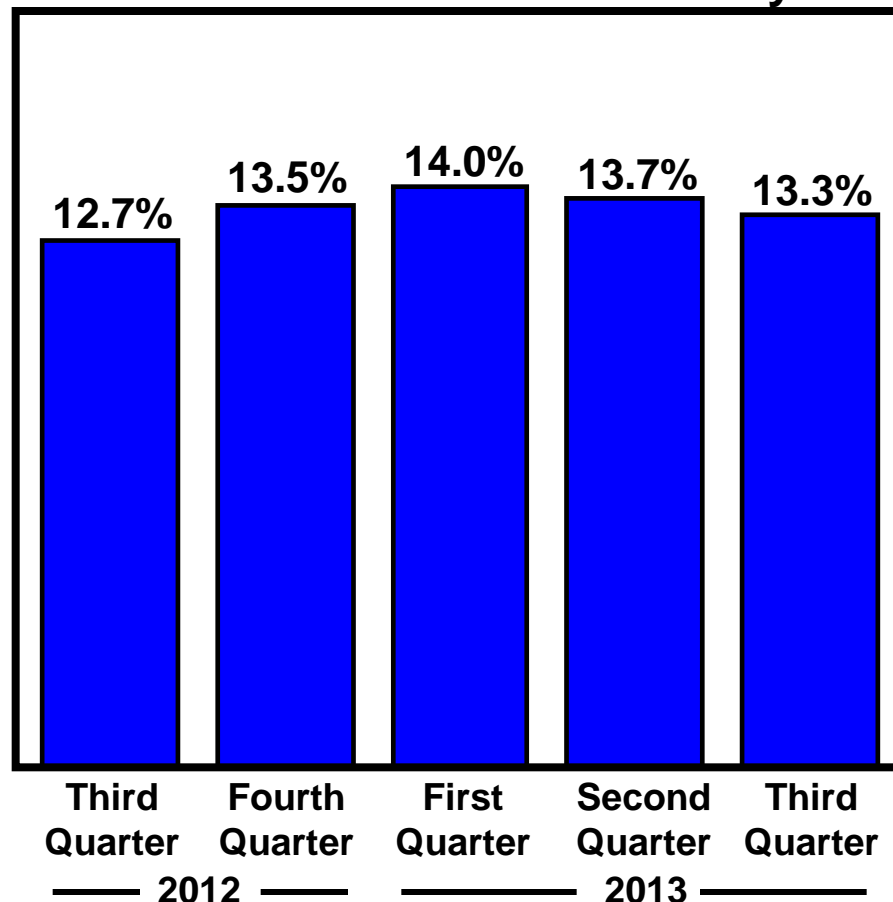
# AUTOMOTIVE SECTOR -- NORTH AMERICA

## U.S. MARKET SHARE

**Total Share of Total Industry**



**Retail Share of Retail Industry\***



Memo:

B / (W) Prior Yr.  
(Pts.)

(1.5)

(1.0)

0.7

0.9

0.1

(1.3)

(1.0)

0.3

0.9

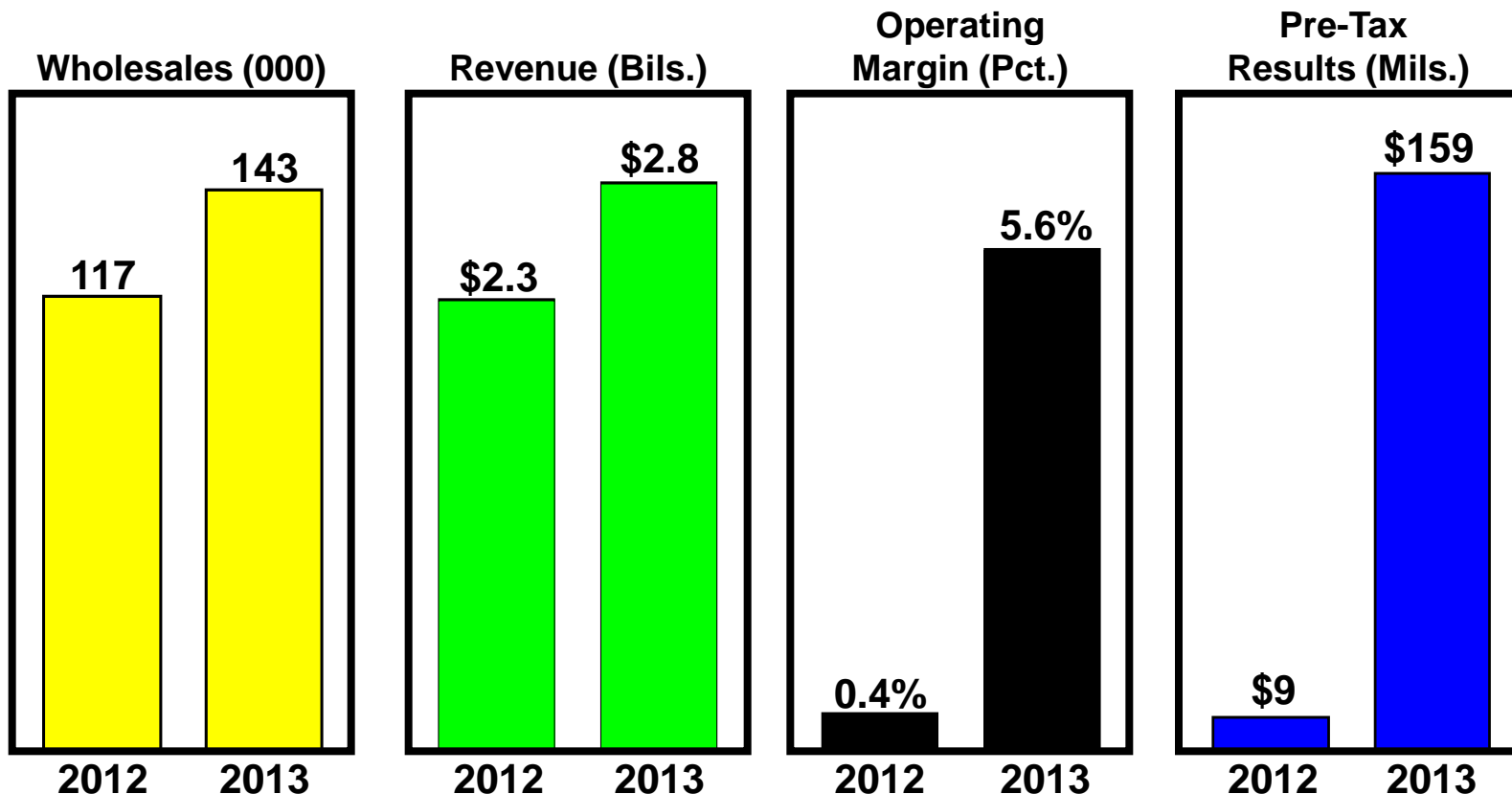
0.6

\* Present quarter is estimated, prior quarters are based on latest Polk data

# AUTOMOTIVE SECTOR -- SOUTH AMERICA

## 2013 THIRD QUARTER KEY METRICS

### COMPARED WITH 2012



Memo:  
First Nine Months

354

403

\$7.0

\$8.1

1.0%

1.1%

\$68

\$92

Third Quarter  
Industry SAAR (Mils.)\*  
Market Share\*

5.8

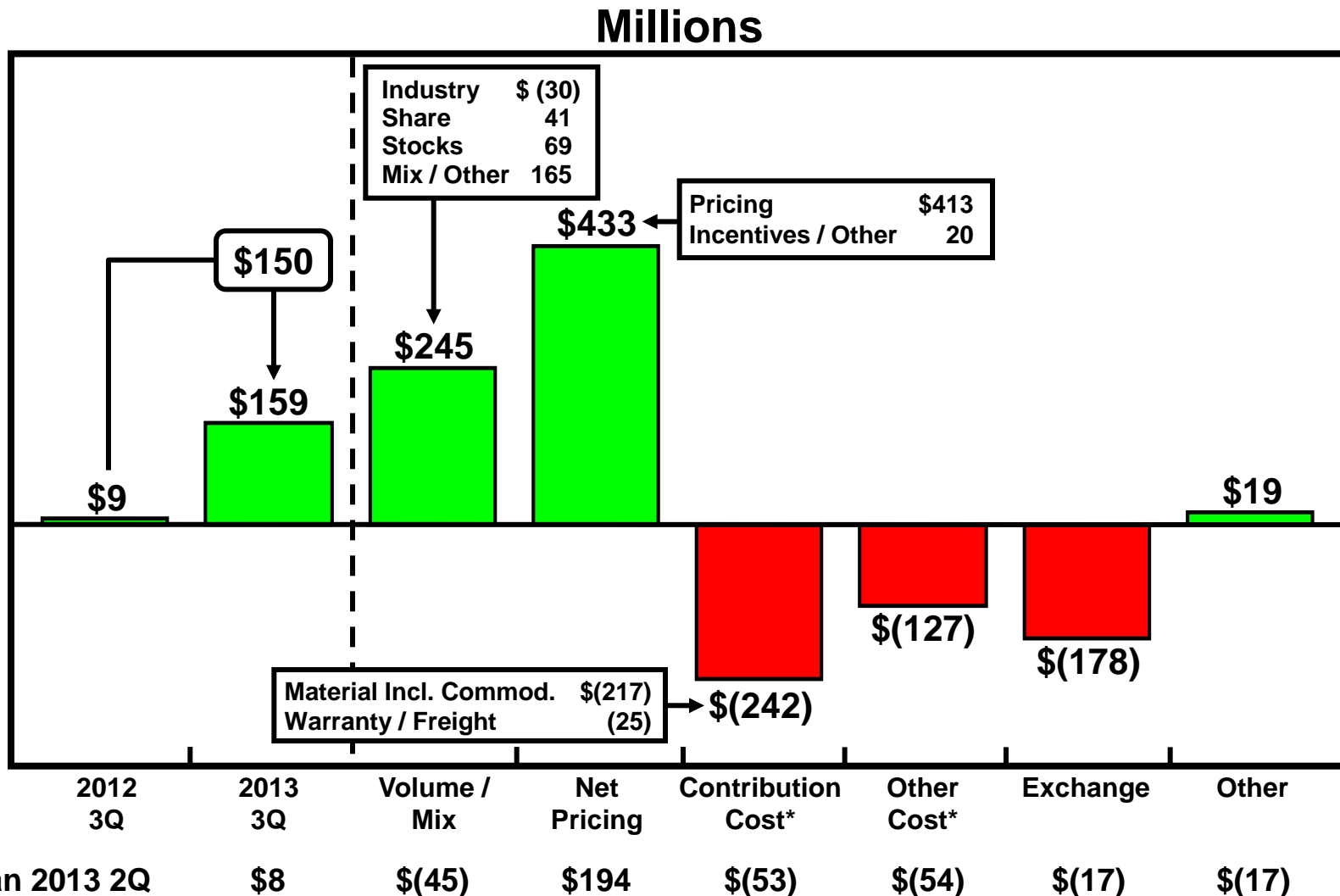
5.5

8.4%

9.5%

\* South America industry SAAR and market share are based, in part, on estimated vehicle registrations for the six markets we track

# AUTOMOTIVE SECTOR -- SOUTH AMERICA 2013 THIRD QUARTER PRE-TAX RESULTS COMPARED WITH 2012



**Memo:**

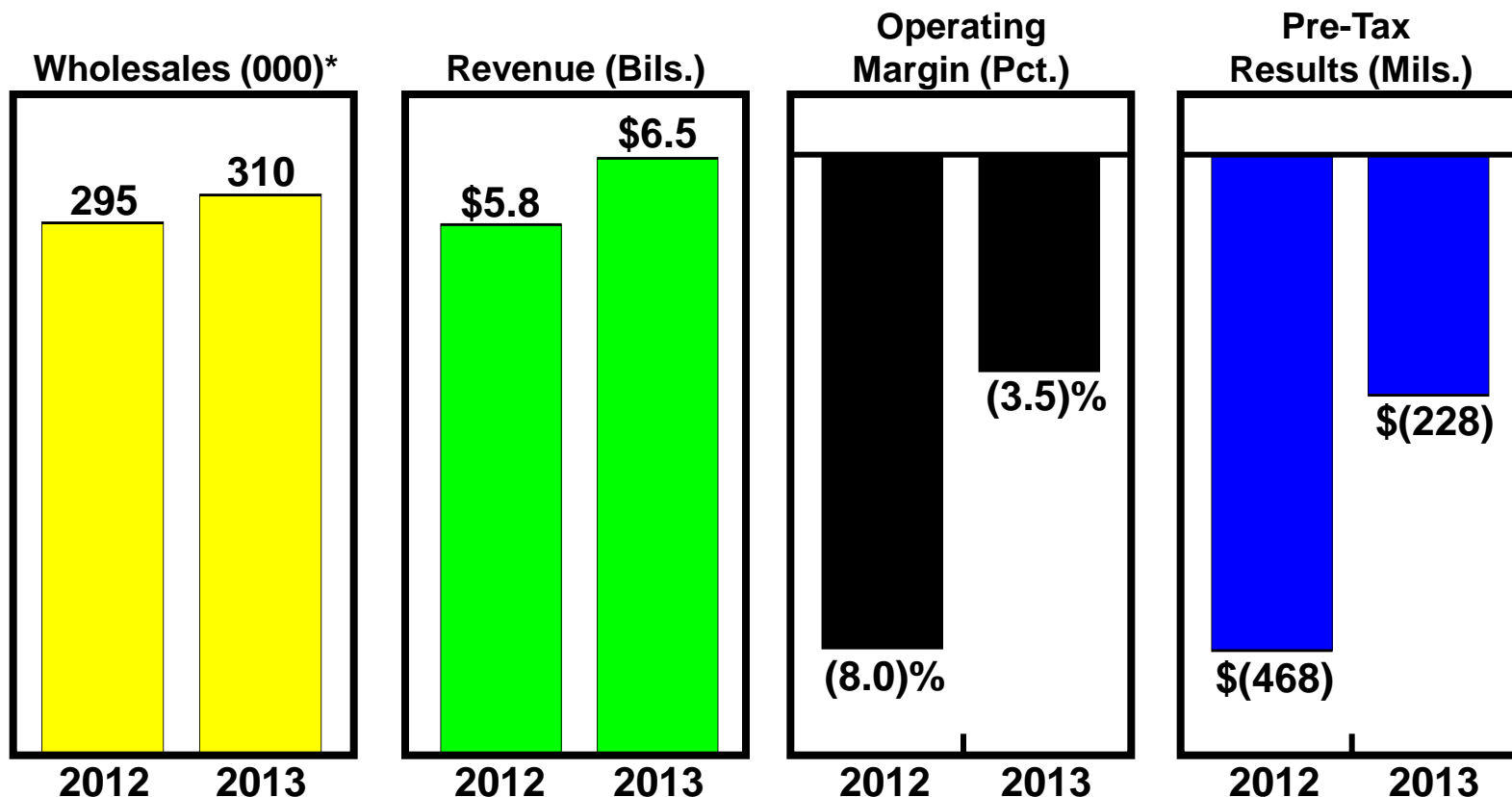
**B / (W) Than 2013 2Q**      \$8      \$(45)      \$194      \$(53)      \$(54)      \$(17)      \$(17)

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

# AUTOMOTIVE SECTOR -- EUROPE

## 2013 THIRD QUARTER KEY METRICS

### COMPARED WITH 2012



<b>Memo:</b>		
First Nine Months	1,026	1,042
Third Quarter		
Industry SAAR (Mils.)**	13.7	13.7
Market Share**	7.8%	8.0%

\* Includes Ford brand vehicles sold by our unconsolidated affiliates in Turkey (totaling about 14,000 and 12,000 units in Third Quarter 2012 and 2013, respectively), and in Russia (totaling about 28,000 and 23,000 units in Third Quarter 2012 and 2013, respectively), although revenue does not include these sales

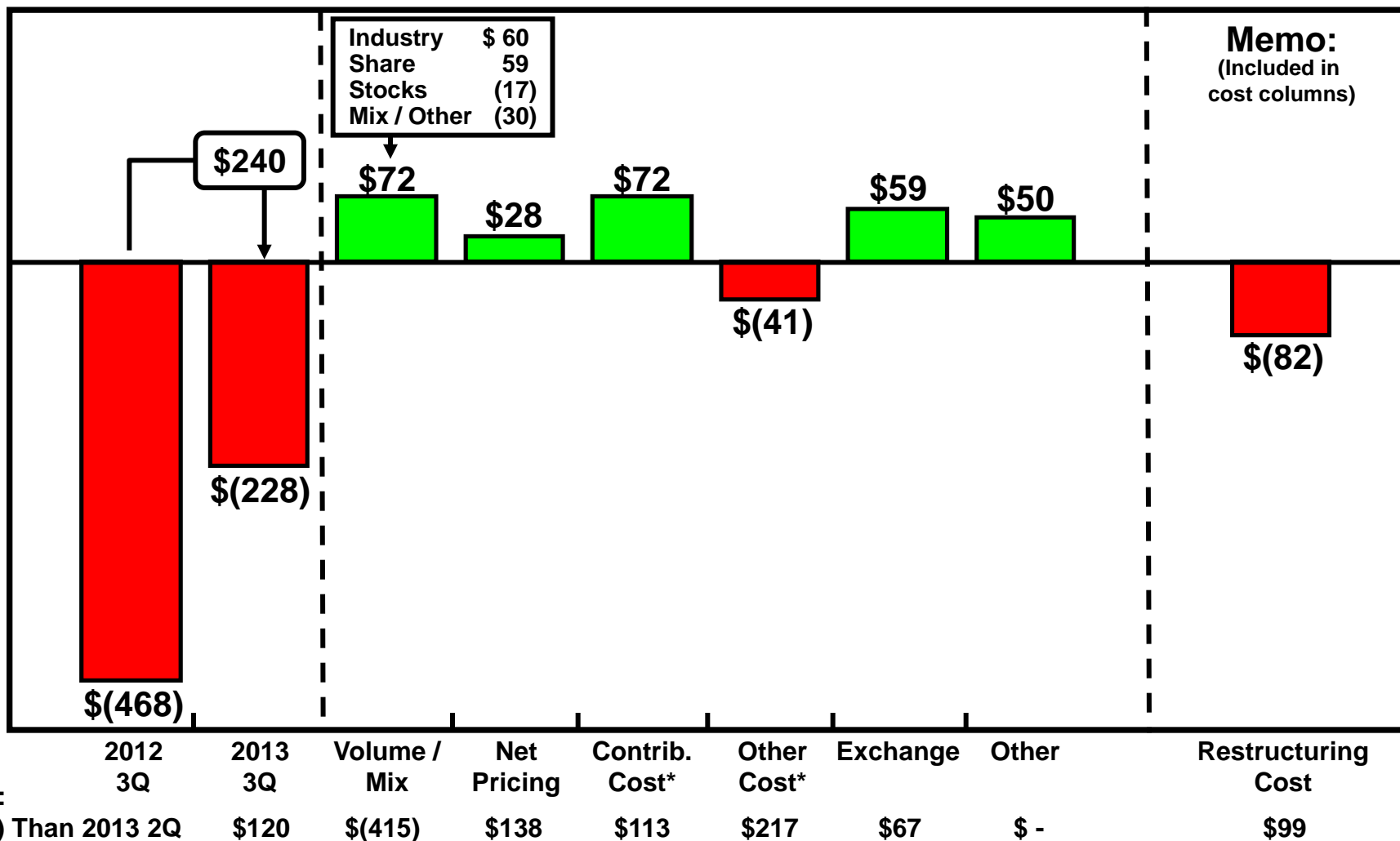
\*\* Europe industry SAAR and market share are based, in part, on estimated vehicle registrations for the 19 markets we track

# AUTOMOTIVE SECTOR -- EUROPE

## 2013 THIRD QUARTER PRE-TAX RESULTS

### COMPARED WITH 2012

Millions



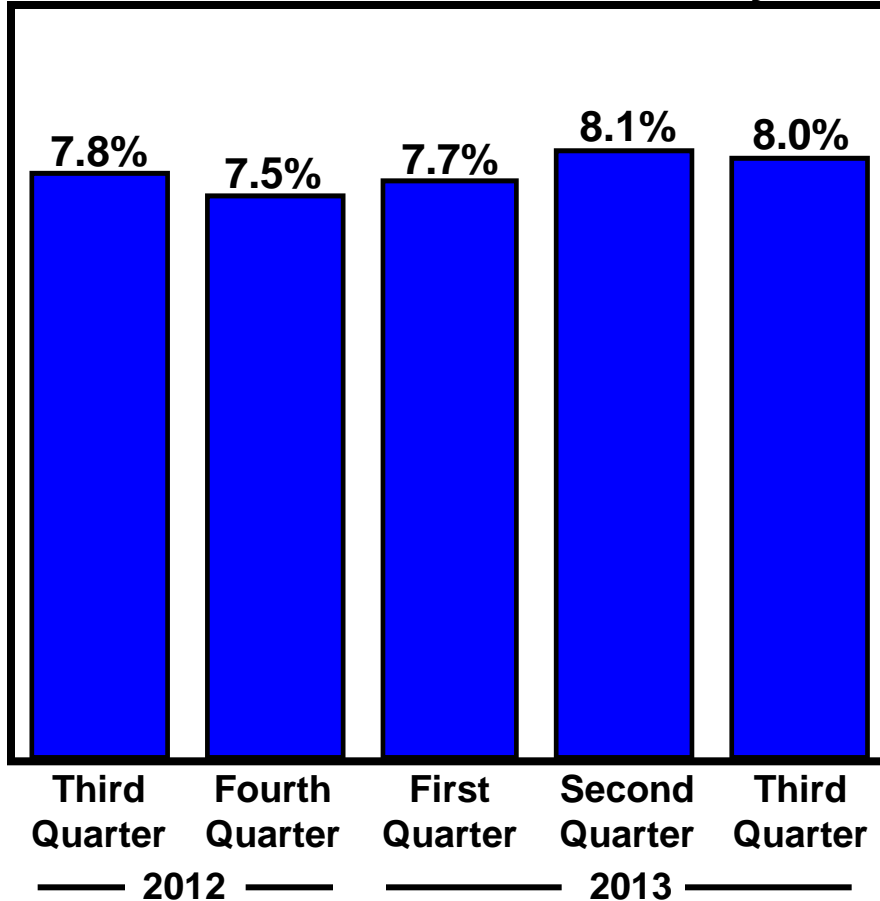
\* Cost changes are measured primarily at present-year exchange, and exclude special items and discontinued operations. In addition, costs that vary directly with volume, such as material, freight, and warranty costs, are measured at present-year volume and mix



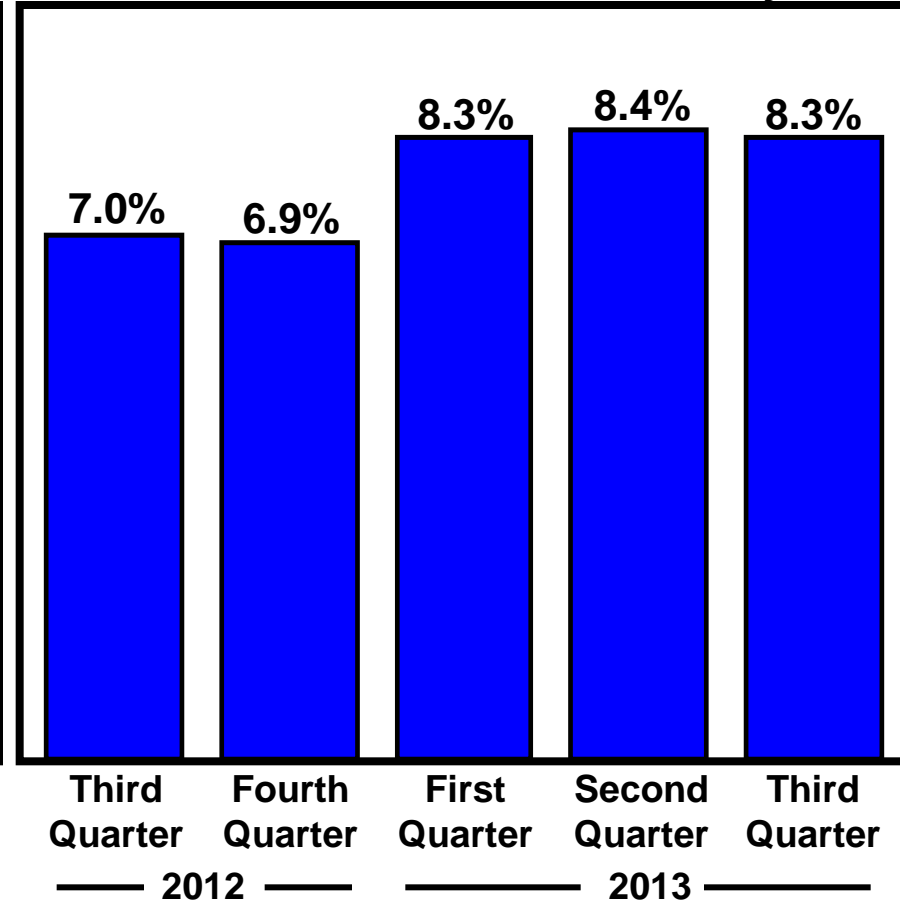
# AUTOMOTIVE SECTOR -- EUROPE MARKET SHARE



**Total Share of Total Industry\***



**Retail Share of Retail Industry\*\***



Memo:

B / (W) Prior Yr.

(Pts.)	(0.7)	(0.3)	(0.8)	0.5	0.2	(0.2)	-	0.1	1.9	1.3
--------	-------	-------	-------	-----	-----	-------	---	-----	-----	-----

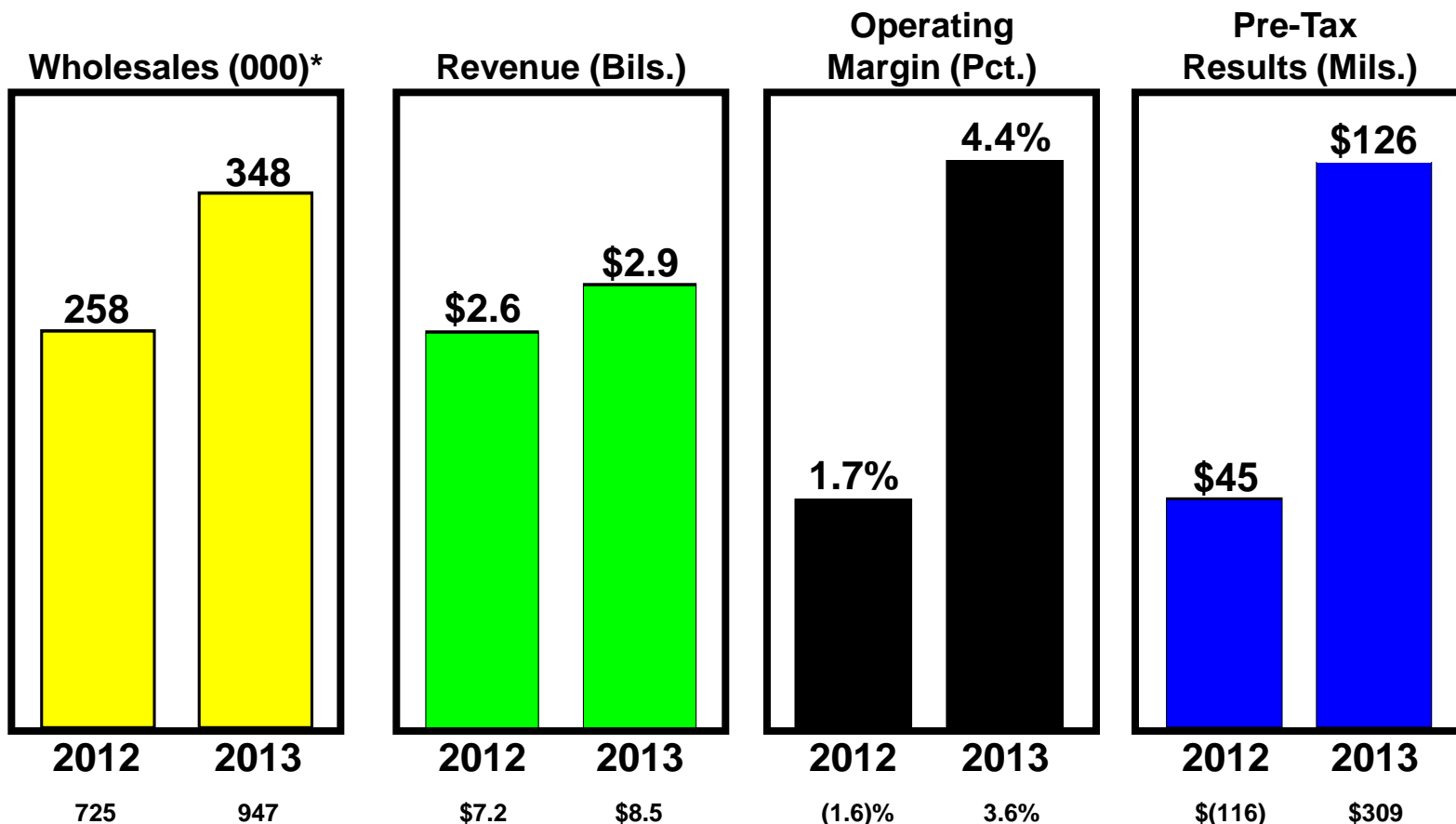
\* Europe market share is based, in part, on estimated vehicle registrations for the 19 markets we track

\*\* Europe passenger car retail share of retail industry reflects the five major markets (U.K, Germany, France, Italy, Spain); present quarter is estimated, prior quarters are based on latest Data Force data

# AUTOMOTIVE SECTOR -- ASIA PACIFIC AFRICA

## 2013 THIRD QUARTER KEY METRICS

### COMPARED WITH 2012

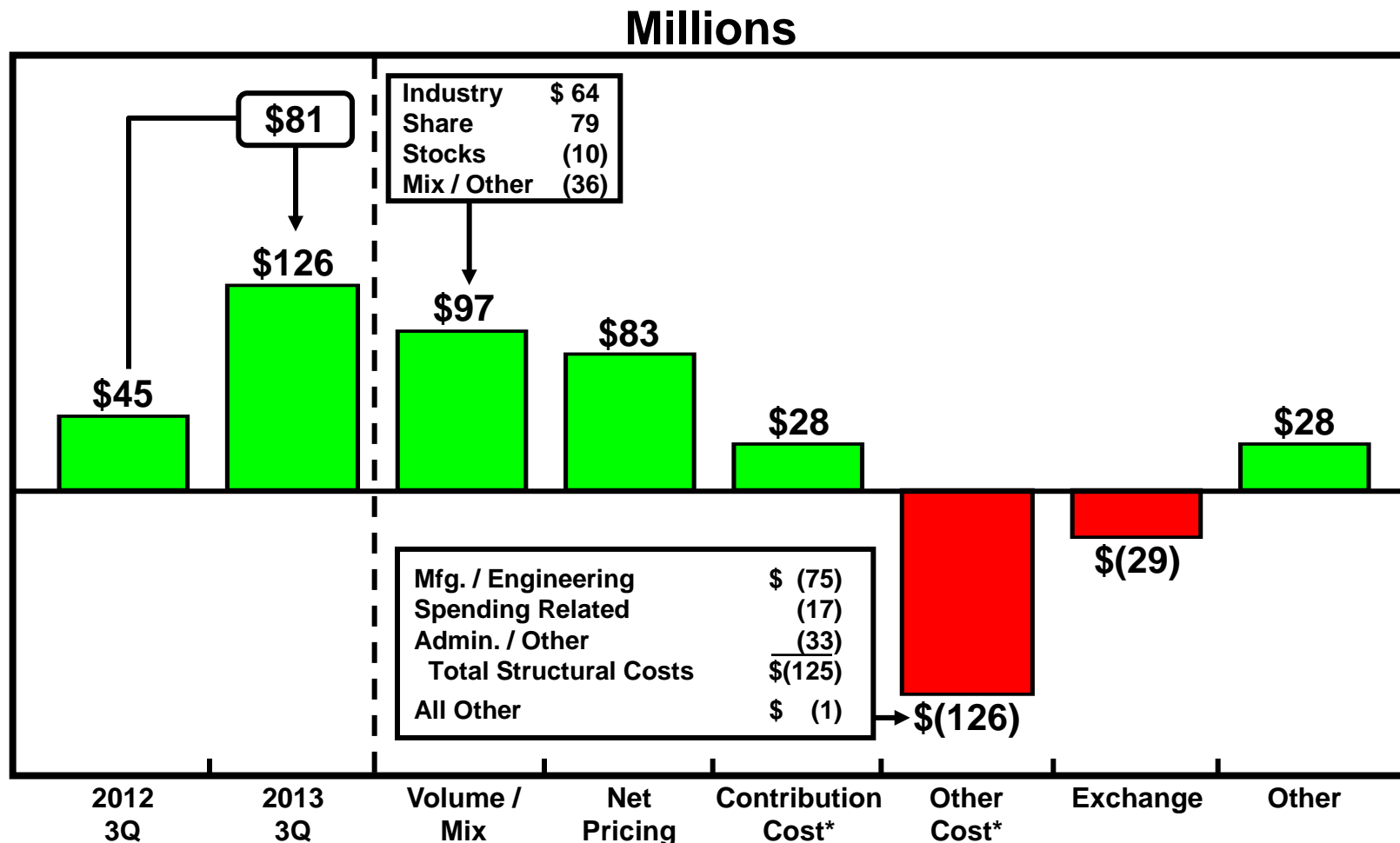


Third Quarter  
Industry SAAR (Mils.)\*\* 32.3 35.1  
Market Share\*\* 3.1% 3.7%

\* Includes Ford brand and Jiangling Motors Corporation ("JMC") brand vehicles produced in China by unconsolidated affiliates (totaling about 148,000 and 234,000 units in Third Quarter 2012 and 2013, respectively), although revenue does not include these sales

\*\* Asia Pacific Africa industry SAAR and market share, are based, in part, on estimated vehicle sales for the 11 markets we track; market share includes Ford brand and JMC brand vehicles produced in China by unconsolidated affiliates

# **AUTOMOTIVE SECTOR -- ASIA PACIFIC AFRICA** **2013 THIRD QUARTER PRE-TAX RESULTS** **COMPARED WITH 2012**



## **Memo:**

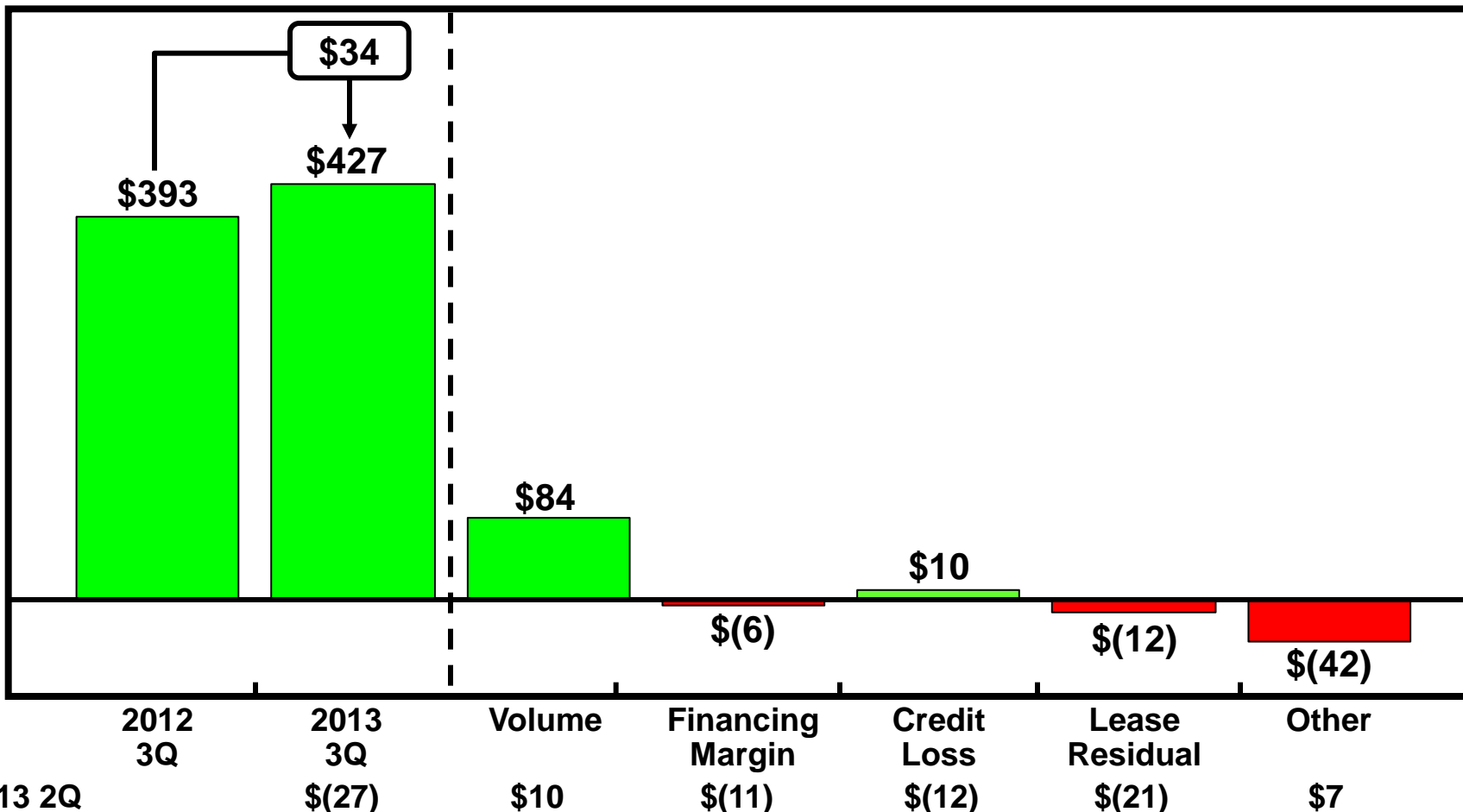
B / (W) Than 2013 2Q	\$(51)	\$(81)	\$(15)	\$3	\$13	\$(15)	\$44
----------------------	--------	--------	--------	-----	------	--------	------

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

# FORD CREDIT

## 2013 THIRD QUARTER PRE-TAX RESULTS COMPARED WITH 2012

Millions



**Memo:**  
**B / (W) 2013 2Q**  
Receivables (Bils.)\*  
 Total \$85 \$98  
 Managed 87 99

\* 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, 2012 and \$(1) billion at September 30, 2013

# AUTOMOTIVE SECTOR

## 2013 CASH\*

	Third Quarter (Bils.)	First Nine Months (Bils.)
<b><u>Gross Cash</u></b>		
September 30, 2013	\$26.1	\$ 26.1
June 30, 2013 / December 31, 2012	<u>25.7</u>	<u>24.3</u>
Change in gross cash	<u>\$ 0.4</u>	<u>\$ 1.8</u>
 Automotive pre-tax profits**	\$ 2.3	\$ 6.0
Capital spending	(1.5)	(4.6)
Depreciation and amortization	1.0	3.1
Changes in working capital	(0.5)	0.4
Other / Timing differences	<u>0.3</u>	<u>0.7</u>
Automotive operating-related cash flow	\$ 1.6	\$ 5.6
 Separation payments	(0.1)	(0.2)
Receipts from Financial Services sector	-	0.3
Other	<u>0.5</u>	<u>0.5</u>
Cash flow before other actions	\$ 2.0	\$ 6.2
 Changes in debt	(0.1)	0.8
Pension contributions	(1.1)	(3.9)
Dividends / Other items	<u>(0.4)</u>	<u>(1.3)</u>
Change in gross cash	<u>\$ 0.4</u>	<u>\$ 1.8</u>

\* See Appendix for reconciliation to GAAP

\*\* Excludes special items; see Appendix for detail and reconciliation to GAAP

# **AUTOMOTIVE SECTOR**

## **2013 AUTOMOTIVE FINANCIAL RESOURCES**

	<u>June 30</u> (Bils.)	<u>Sep. 30</u> (Bils.)
<b>Automotive Gross Cash*</b>	<b>\$ 25.7</b>	<b>\$ 26.1</b>
<b>Less:</b>		
<b>Long-Term Debt</b>	<b>\$(14.6)</b>	<b>\$ (14.5)</b>
<b>Debt Payable Within One Year</b>	<u><b>(1.2)</b></u>	<u><b>(1.3)</b></u>
<b>Total Debt</b>	<b>\$(15.8)</b>	<b>\$ (15.8)</b>
<b>Net Cash**</b>	<u><u><b>\$ 9.9</b></u></u>	<u><u><b>\$ 10.3</b></u></u>
<b>Memo: Liquidity***</b>	<b>\$ 37.1</b>	<b>\$ 37.5</b>

\* See Appendix for reconciliation to GAAP

\*\* Net cash is calculated as Automotive gross cash net of Automotive debt

\*\*\* Total available committed Automotive credit lines (including local lines available to foreign affiliates) were \$11.4 billion at June 30, 2013 and \$11.4 billion at September 30, 2013

# **2013 BUSINESS ENVIRONMENT OVERVIEW**

## **Global**

- 2013 global economic growth around 2%; global industry sales expected to be about 84 million units this year, up 3.8% compared with 2012

## **Americas**

- U.S. economic growth projected in the 1.5% - 2% range; short-term fiscal resolution pushes policy uncertainty into First Quarter 2014
- U.S. industry sales recovery supported by improving housing sector and replacement demand
- Brazil's economy remains weak with below trend growth; risks remain elevated in both Argentina and Venezuela

## **Europe**

- Incoming data suggest Euro Area economic and industry conditions have begun to stabilize and are consistent with a likely modest recovery
- The European Central Bank stated interest rates will stay low for an extended period

## **Asia Pacific Africa**

- China's economic growth stabilizing in the 7.5% range
- Challenges remain in India with economic growth below trend in the near term

**2013 Global Economic Growth Around 2%**

# TOTAL COMPANY

## 2013 PLANNING ASSUMPTIONS AND KEY METRICS

	2012 Full Year Results	2013 Full Year		Memo: 2013 First Nine Months
		Plan	Outlook	
<b>Planning Assumptions (Mils.)</b>				
Industry Volume* – U.S.	14.8	15.0 - 16.0	15.9	15.8
– Europe**	14.0	13.0 - 14.0	13.6	13.6
– China	19.0	19.5 - 21.5	21.7	21.6
<b>Operational Metrics</b>				
Compared with Prior Year:				
- Market Share -- U.S.	15.2 %	Higher	On Track	15.8 %
-- Europe**	7.9	About Equal	On Track	8.0
-- China***	3.2	Higher	On Track	4.0
- Quality	Mixed	Improve	Mixed	Mixed
<b>Financial Metrics</b>				
Compared with Prior Year:				
- Total Company Pre-Tax Profit (Bils.)****	\$ 8.0	About Equal	Higher	\$ 7.3
- Automotive Operating Margin****	5.3 %	About Equal / Lower	Higher	6.2 %
- Automotive Operating-Related Cash Flow (Bils.)*****	\$ 3.4	Higher	Substantially Higher	\$ 5.6

\* Includes medium and heavy trucks

\*\* The 19 markets we track

\*\*\* Includes Ford and JMC brand vehicles produced in China by unconsolidated affiliates

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

\*\*\*\*\* See Appendix for 2013 reconciliation to GAAP; Full Year 2012 reconciliation provided in our 2012 Form 10K Report

**Expect Strong Results For 2013 As We Continue To Invest For The Future**



# TOTAL COMPANY OUR PLAN -- **ONE FORD**

- Continue implementation of our global **ONE FORD** Plan:
  - 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



# RISK FACTORS



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:

- Decline in industry sales volume, particularly in the United States or Europe, due to financial crisis, recession, geopolitical events, or other factors;
- Decline in Ford's market share or failure to achieve growth;
- Lower-than-anticipated market acceptance of Ford's new or existing products;
- Market shift away from sales of larger, more profitable vehicles beyond Ford's current planning assumption, particularly in the United States;
- An increase in or 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 resulting from economic, geopolitical, or other events;
- Economic distress of suppliers that may require Ford to provide substantial financial support or take other measures to ensure supplies of components or materials and could increase costs, affect 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, production constraints or difficulties, or other factors);
- Single-source supply of components or materials;
- Labor or other constraints on Ford's 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 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 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 products, perceived environmental impacts, or otherwise;
- A change in requirements under long-term supply arrangements committing Ford 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 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 Ford, Ford Credit, or a third-party vendor or supplier;
- Failure of financial institutions to fulfill commitments under committed credit and liquidity 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, see "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2012, as updated by our subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

# ***APPENDIX***

# ***2013 THIRD QUARTER EARNINGS -- APPENDIX INDEX***

	<b><u>Slide</u></b>
<b><u>Total Company</u></b>	
• Calculation of Earnings Per Share	1
• Income from Continuing Operations	2
• Special Items	3
• Preliminary Sector Income Statement	4
 <b><u>Automotive Sector</u></b>	
• Production Volumes	5
• Dealer Stocks and Definition of Wholesales	6
• Market Results	7
• 2013 Third Quarter Pre-Tax Results Compared With 2013 Second Quarter	8
• Automotive Debt	9
 <b><u>Reconciliation to GAAP</u></b>	
<b>Automotive Sector</b>	
• Net Interest	10
• Gross Cash	11
• Operating-Related Cash Flows	12

# TOTAL COMPANY

## 2013 CALCULATION OF EARNINGS PER SHARE

	Third Quarter		First Nine Months	
	Net Income Attributable to Ford	After-Tax Operating Results Excluding Special Items*	Net Income Attributable to Ford	After-Tax Operating Results Excluding Special Items*
<b>After-Tax Results (Mils.)</b>				
After-tax results*	\$ 1,272	\$ 1,821	\$ 4,116	\$ 5,296
Effect of dilutive 2016 Convertible Notes**	10	12	33	36
Effect of dilutive 2036 Convertible Notes**	-	-	1	1
<b>Diluted after-tax results</b>	<b>\$ 1,282</b>	<b>\$ 1,833</b>	<b>\$ 4,150</b>	<b>\$ 5,333</b>
<b>Basic and Diluted Shares (Mils.)</b>				
Basic shares (Average shares outstanding)	3,942	3,942	3,933	3,933
Net dilutive options	53	53	52	52
Dilutive 2016 Convertible Notes	98	98	98	98
Dilutive 2036 Convertible Notes	3	3	3	3
<b>Diluted shares</b>	<b>4,096</b>	<b>4,096</b>	<b>4,086</b>	<b>4,086</b>
<b>EPS (Diluted)</b>	<b>\$ 0.31</b>	<b>\$ 0.45</b>	<b>\$ 1.02</b>	<b>\$ 1.31</b>

\* Excludes Income / (Loss) attributable to non-controlling interests; special items detailed on Appendix 3

\*\* As applicable, includes interest expense, amortization of discount, amortization of fees, and other changes in income or loss that result from the application of the if-converted method for convertible securities

# TOTAL COMPANY

## 2013 INCOME FROM CONTINUING OPERATIONS

	Third Quarter		First Nine Months	
	2012	2013	2012	2013
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
<b><u>Automotive</u></b>				
North America	\$ 2,328	\$ 2,308	\$ 6,471	\$ 7,079
South America	9	159	68	92
Europe	(468)	(228)	(1,021)	(1,038)
Asia Pacific Africa	45	126	(116)	309
Other Automotive	(139)	(139)	(408)	(469)
Total Automotive (excl. special items)	\$ 1,775	\$ 2,226	\$ 4,994	\$ 5,973
Special items -- Automotive	83	(498)	(406)	(1,257)
Total Automotive	\$ 1,858	\$ 1,728	\$ 4,588	\$ 4,716
<b><u>Financial Services</u></b>				
Ford Credit	\$ 393	\$ 427	\$ 1,283	\$ 1,388
Other Financial Services	(5)	(64)	8	(71)
Total Financial Services	\$ 388	\$ 363	\$ 1,291	\$ 1,317
<b><u>Total Company</u></b>				
Pre-tax results	\$ 2,246	\$ 2,091	\$ 5,879	\$ 6,033
(Provision for) / Benefit from income taxes	(613)	(818)	(1,810)	(1,914)
Net income	\$ 1,633	\$ 1,273	\$ 4,069	\$ 4,119
Less: Income attributable to non-controlling interests	2	1	2	3
Net income attributable to Ford	\$ 1,631	\$ 1,272	\$ 4,067	\$ 4,116
<b>Memo: Excluding special items</b>				
Pre-tax results	\$ 2,163	\$ 2,589	\$ 6,285	\$ 7,290
(Provision for) / Benefit from income taxes	(587)	(767)	(1,928)	(1,991)
Less: Income attributable to non-controlling interests	2	1	2	3
After-tax results	\$ 1,574	\$ 1,821	\$ 4,355	\$ 5,296

# TOTAL COMPANY SPECIAL ITEMS

	Third Quarter		First Nine Months	
	2012	2013	2012	2013
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
<b><u>Personnel and Dealer-Related Items</u></b>				
Separation-related actions*	\$ (18)	\$ (250)	\$ (290)	\$ (700)
Mercury discontinuation / Other dealer actions	<u>(18)</u>	<u>-</u>	<u>(47)</u>	<u>-</u>
Total Personnel and Dealer-Related Items	\$ (36)	\$ (250)	\$ (337)	\$ (700)
<b><u>Other Items</u></b>				
U.S. pension lump sum program	\$ -	\$ (145)	\$ -	\$ (439)
Loss on sale of two component businesses	(1)	-	(174)	-
FCTA -- subsidiary liquidation	-	(103)	(4)	(103)
AAI consolidation	136	-	136	-
Other	<u>(16)</u>	<u>-</u>	<u>(27)</u>	<u>(15)</u>
Total Other Items	\$ <u>119</u>	\$ <u>(248)</u>	\$ <u>(69)</u>	\$ <u>(557)</u>
<b>Total Special Items</b>	<u>\$ 83</u>	<u>\$ (498)</u>	<u>\$ (406)</u>	<u>\$ (1,257)</u>
<b>Tax Special Items</b>	\$ (26)	\$ (51)	\$ 118	\$ 77
<b>Memo:</b>				
Special Items impact on earnings per share**	\$ 0.01	\$ (0.14)	\$ (0.07)	\$ (0.29)

\* For 2013, primarily related to separation costs for personnel at the Genk and U.K. facilities

\*\* Includes related tax effect on special items and tax special items

# PRELIMINARY SECTOR INCOME STATEMENT DATA



	Third Quarter		First Nine Months	
	2012	2013	2012	2013
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
<b><u>Automotive</u></b>				
Revenues	\$ 30,247	\$ 33,857	\$ 92,100	\$ 103,794
Costs and Expenses				
Cost of sales	\$ 26,650	\$ 30,030	\$ 81,454	\$ 92,559
Selling, administrative, and other expenses	2,092	2,382	6,460	7,351
Total Costs and Expenses	\$ 28,742	\$ 32,412	\$ 87,914	\$ 99,910
Interest expense	198	204	571	617
Interest income and other income / (loss), net	427	200	675	686
Equity in net income / (loss) of affiliated companies	124	287	298	763
Income before income taxes -- Automotive	\$ 1,858	\$ 1,728	\$ 4,588	\$ 4,716
<b><u>Financial Services</u></b>				
Revenues	\$ 1,925	\$ 2,119	\$ 5,728	\$ 6,087
Costs and expenses				
Interest expense	764	762	2,388	2,173
Depreciation on vehicles subject to operating leases	645	833	1,824	2,207
Operating and other expenses	182	221	496	538
Provision for credit and insurance losses	55	46	16	139
Total Costs and Expenses	\$ 1,646	\$ 1,862	\$ 4,724	\$ 5,057
Other income / (loss), net	104	100	260	270
Equity in net income / (loss) of affiliated companies	5	6	27	17
Income before income taxes -- Financial Services	\$ 388	\$ 363	\$ 1,291	\$ 1,317
<b><u>Total Company</u></b>				
Income before income taxes	\$ 2,246	\$ 2,091	\$ 5,879	\$ 6,033
Provision for / (Benefit from) income taxes	613	818	1,810	1,914
Net income	\$ 1,633	\$ 1,273	\$ 4,069	\$ 4,119
Less: Income / (Loss) attributable to non-controlling interests	2	1	2	3
Net income attributable to Ford Motor Company	\$ 1,631	\$ 1,272	\$ 4,067	\$ 4,116



# **AUTOMOTIVE SECTOR**

## **2013 PRODUCTION VOLUMES\***

	<b>Third Quarter Actual</b>		<b>Fourth Quarter Forecast</b>	
	<b><u>Units</u> (000)</b>	<b><u>O / (U)</u> <u>2012</u> (000)</b>	<b><u>Units</u> (000)</b>	<b><u>O / (U)</u> <u>2012</u> (000)</b>
<b>North America</b>	<b>751</b>	<b>78</b>	<b>770</b>	<b>35</b>
<b>South America</b>	<b>125</b>	<b>21</b>	<b>110</b>	<b>(6)</b>
<b>Europe</b>	<b>323</b>	<b>4</b>	<b>335</b>	<b>(5)</b>
<b>Asia Pacific Africa</b>	<b><u>348</u></b>	<b><u>84</u></b>	<b><u>380</u></b>	<b><u>78</u></b>
<b>Total</b>	<b><u><u>1,547</u></u></b>	<b><u><u>187</u></u></b>	<b><u><u>1,595</u></u></b>	<b><u><u>102</u></u></b>

\* Includes Ford brand and JMC brand vehicles produced by unconsolidated affiliates

# SELECTED MARKETS

## 2013 THIRD QUARTER DEALER STOCKS AND DEFINITION OF WHOLESALLES\*

	Third Quarter	
	2012	2013
	(000)	(000)
<b>U.S. Dealer Stocks</b>		
September 30	450	578
June 30	455	550
Stock Change H / (L)	(5)	28
	33	
<b>South America Dealer Stocks**</b>		
September 30	34	54
June 30	41	49
Stock Change H / (L)	(7)	5
	12	
<b>Europe Dealer Stocks***</b>		
September 30	139	136
June 30	165	156
Stock Change H / (L)	(26)	(20)
	6	
<b>Asia Pacific Africa Dealer Stocks****</b>		
September 30	119	131
June 30	121	115
Stock Change H / (L)	(2)	16
	18	
<b>Total</b>		
September 30	742	899
June 30	782	870
Stock Change H / (L)	(40)	29
	69	

\* 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, local brand vehicles produced by our Chinese joint venture 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 (i.e., rental repurchase), 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

\*\* South America dealer stocks are based, in part, on estimated vehicle registrations for the six markets we track

\*\*\* Europe dealer stocks are based, in part, on estimated vehicle registrations for the 19 markets we track

\*\*\*\* Asia Pacific Africa dealer stocks are based, in part, on estimated vehicle sales for the 11 markets we track

# AUTOMOTIVE SECTOR MARKET RESULTS\*

	Third Quarter		First Nine Months	
	2012	2013	2012	2013
<b><u>U.S.</u></b>				
Industry SAAR (Mils.)	14.8	16.1	14.6	15.8
Market share	14.8 %	14.9 %	15.2 %	15.8 %
<b><u>South America**</u></b>				
Industry SAAR (Mils.)	5.8	5.5	5.5	5.6
Market share	8.4 %	9.5 %	9.0 %	9.5 %
<b><u>Europe***</u></b>				
Industry SAAR (Mils.)	13.7	13.7	14.1	13.6
Market share	7.8 %	8.0 %	8.0 %	8.0 %
<b><u>Asia Pacific Africa****</u></b>				
Industry SAAR (Mils.)	32.3	35.1	32.7	35.2
Market share	3.1 %	3.7 %	2.6 %	3.4 %

\* Includes medium and heavy trucks

\*\* South America industry SAAR and market share are based, in part, on estimated vehicle registrations for the six markets we track

\*\*\* Europe industry SAAR and market share are based, in part, on estimated vehicle registrations for the 19 markets we track

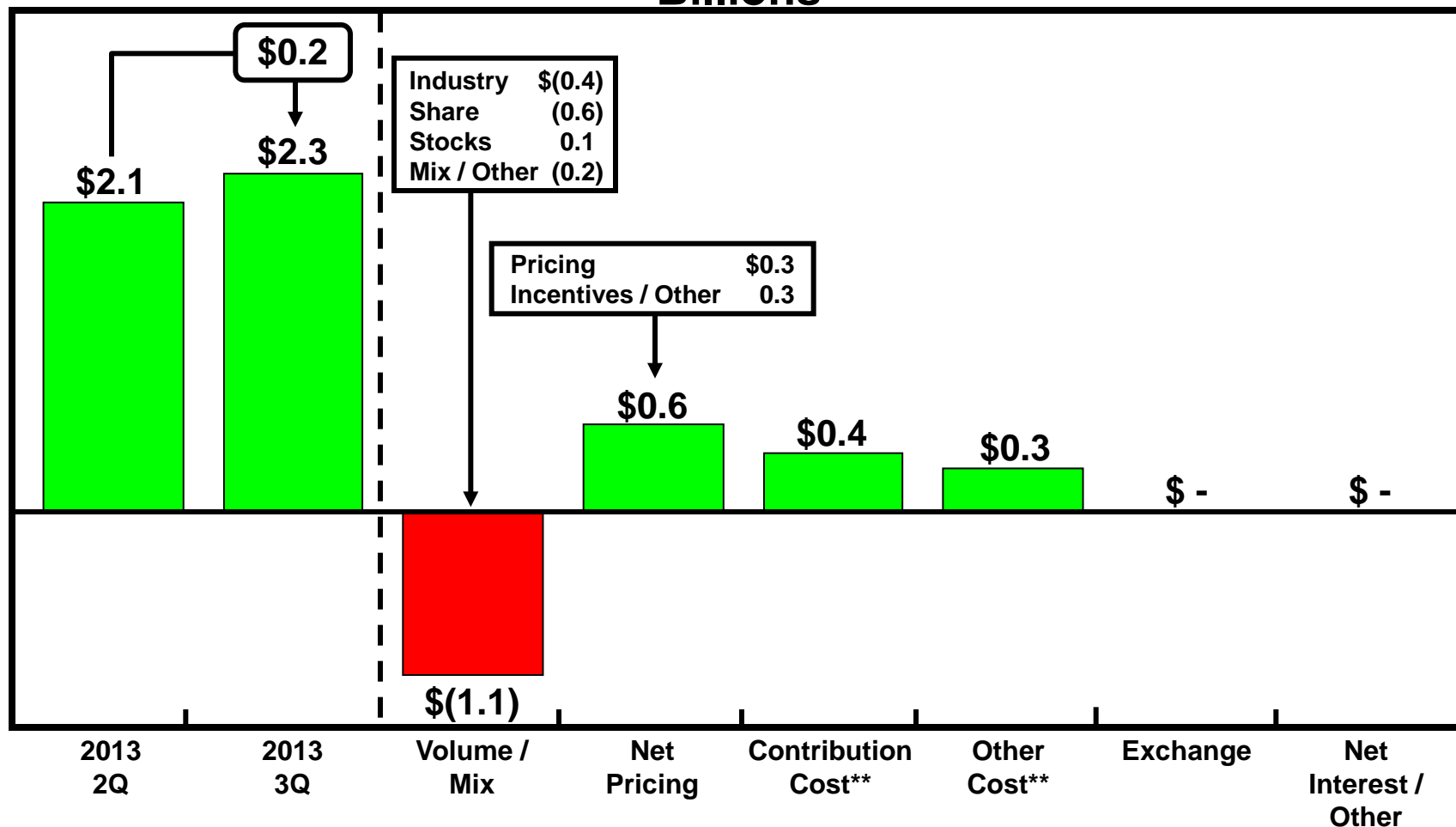
\*\*\*\* Asia Pacific Africa industry SAAR and market share are based, in part, on estimated vehicle sales for the 11 markets we track; market share includes Ford brand and JMC brand vehicles produced in China by unconsolidated affiliates

# AUTOMOTIVE SECTOR

## 2013 THIRD QUARTER PRE-TAX RESULTS

### COMPARED WITH 2013 SECOND QUARTER\*

Billions



\* Excludes special items; see Appendix for detail and reconciliation to GAAP

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

# **AUTOMOTIVE SECTOR**

## **AUTOMOTIVE DEBT**

	Dec. 31, 2012 (Bils.)	2013	
		June 30 (Bils.)	Sep. 30 (Bils.)
Public unsecured debt	\$ 5.3	\$ 6.7	\$ 6.7
Convertible notes	0.8	0.8	0.8
U.S. Dept. of Energy Loans / Ex-Im	5.9	5.6	5.5
Other Debt (including International)	<u>2.3</u>	<u>2.7</u>	<u>2.8</u>
Total Automotive Debt	<u>\$ 14.3</u>	<u>\$ 15.8</u>	<u>\$ 15.8</u>

### **Memo:**

Automotive Debt payable within one year	\$ 1.4	\$ 1.2	\$ 1.3
---	--------	--------	--------

# AUTOMOTIVE SECTOR

## NET INTEREST RECONCILIATION TO GAAP

	Third Quarter		First Nine Months	
	2012	2013	2012	2013
	(Mils.)	(Mils.)	(Mils.)	(Mils.)
Interest expense (GAAP)	\$ (198)	\$ (204)	\$ (571)	\$ (617)
Interest income (GAAP)	<u>68</u>	<u>38</u>	<u>220</u>	<u>125</u>
Subtotal	\$ (130)	\$ (166)	\$ (351)	\$ (492)
Adjusted for items included / excluded from net interest				
Include: Gains / (Losses) on cash equiv. and marketable securities*	33	34	64	(7)
Include: Gains / (Losses) on extinguishment of debt	-	-	-	(18)
Other	<u>(19)</u>	<u>(29)</u>	<u>(55)</u>	<u>(80)</u>
Net Interest	<u>\$ (116)</u>	<u>\$ (161)</u>	<u>\$ (342)</u>	<u>\$ (597)</u>

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

# AUTOMOTIVE SECTOR GROSS CASH RECONCILIATION TO GAAP

	2012		2013		
	Sep. 30 (Bils.)	Dec. 31 (Bils.)	Mar. 31 (Bils.)	June 30 (Bils.)	Sep. 30 (Bils.)
Cash and cash equivalents	\$ 6.2	\$ 6.2	\$ 6.0	\$ 5.5	\$ 5.7
Marketable securities	<u>17.9</u>	<u>18.2</u>	<u>18.2</u>	<u>20.2</u>	<u>20.4</u>
Total cash and marketable securities (GAAP)	\$ 24.1	\$ 24.4	\$ 24.2	\$ 25.7	\$ 26.1
Securities in transit*	<u>-</u>	<u>(0.1)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Gross cash	<u>\$ 24.1</u>	<u>\$ 24.3</u>	<u>\$ 24.2</u>	<u>\$ 25.7</u>	<u>\$ 26.1</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

## OPERATING-RELATED CASH FLOWS

### RECONCILIATION TO GAAP

	Third Quarter		First Nine Months	
	2012	2013	2012	2013
	(Bils.)	(Bils.)	(Bils.)	(Bils.)
Cash flows from operating activities of continuing operations (GAAP)	\$ 1.4	\$ 2.0	\$ 4.1	\$ 6.4
Items included in operating-related cash flows				
Capital expenditures	(1.3)	(1.5)	(3.6)	(4.6)
Proceeds from the exercise of stock options	-	0.1	-	0.3
Net cash flows from non-designated derivatives	(0.3)	(0.1)	(0.6)	(0.3)
Items not included in operating-related cash flows				
Cash impact of Job Security Benefits and personnel-reduction actions	-	0.1	0.3	0.2
Pension contributions	0.6	1.1	2.5	3.9
Tax refunds and tax payments from affiliates	-	-	(0.1)	(0.3)
Settlement of outstanding obligation with affiliates	-	-	(0.3)	-
Other	0.3	(0.1)	0.1	-
Operating-related cash flows	<u>\$ 0.7</u>	<u>\$ 1.6</u>	<u>\$ 2.4</u>	<u>\$ 5.6</u>