

INVESTOR CALL

FCE BANK PLC

2011 INTERIM FINANCIAL RESULTS
September 8, 2011

Peter Jepson -- FCE Executive Director, Finance & Strategy
Sam Smith -- FCE Treasurer

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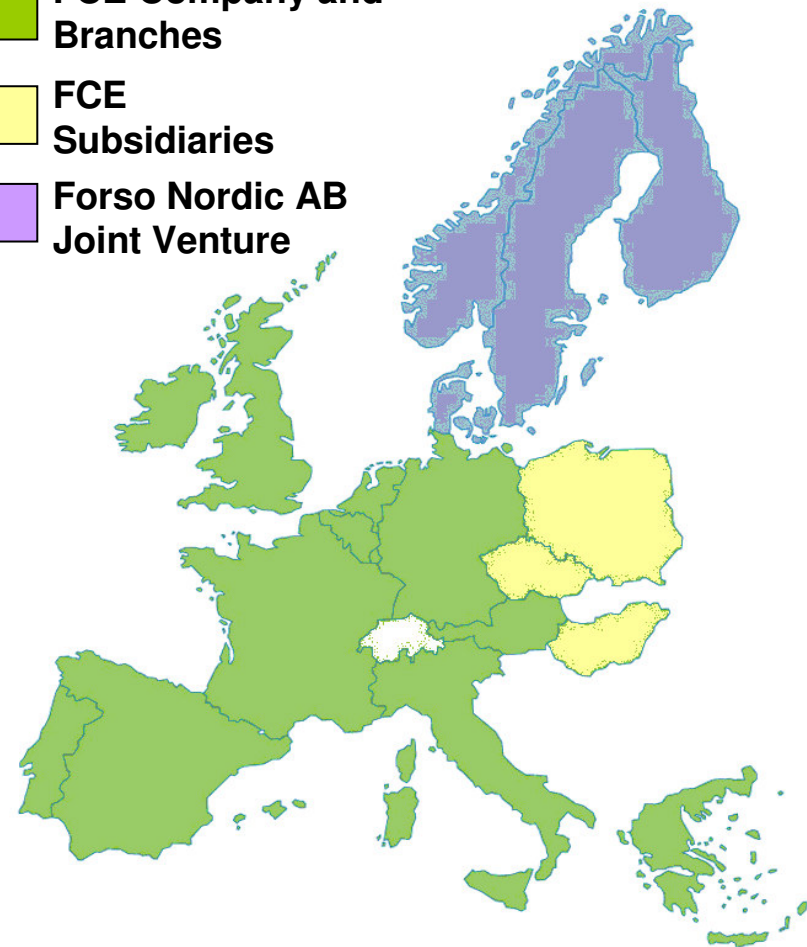
WHO WE ARE



- **FCE is a public limited company incorporated in the UK, wholly owned by the Ford Motor Credit Company**
- **FCE operates as a licensed bank regulated by the UK Financial Services Authority (FSA)**
- **FCE's Board of Directors has 11 members, including 4 independent non-executive members**
- **FCE operates in 19 European countries through a network of branches, subsidiaries, and joint ventures**

Markets Served By:

-  **FCE Company and Branches**
-  **FCE Subsidiaries**
-  **Forso Nordic AB Joint Venture**

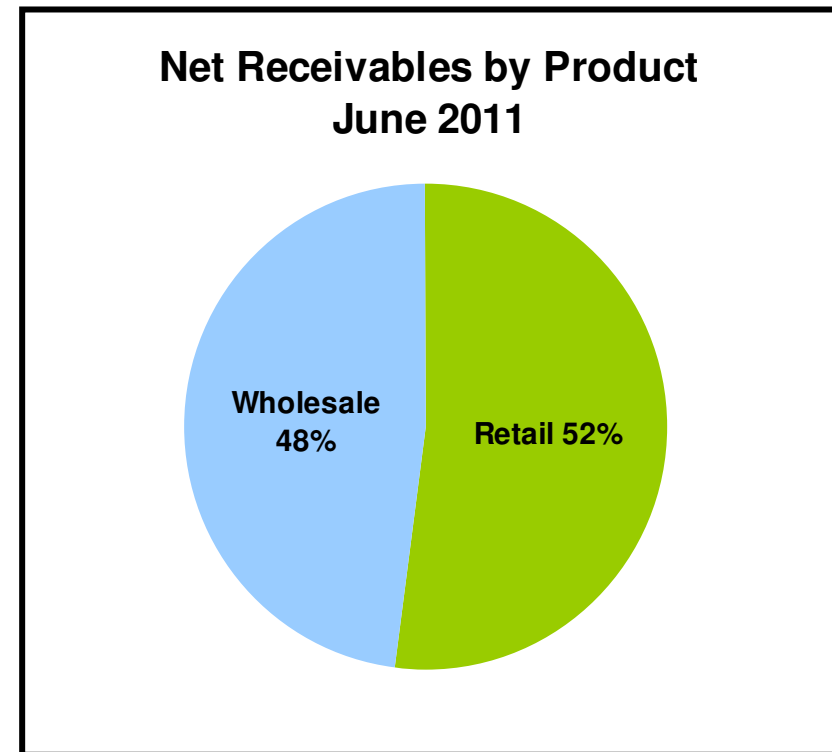


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WHAT WE DO



- **FCE's Aim:**
 - **Support Ford sales**
 - **Consistently profitable**
- **FCE's Core Customers:**
 - **Ford retail customers**
 - **Ford dealers**
 - **Ford automotive operations**



**Substantially All FCE Lending Is Secured
(The Security Is Typically The Related Motor Vehicle)**

FCE BANK PLC INTEGRATION CREATES A STRATEGIC ADVANTAGE



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STRATEGIC PRIORITIES



- **FCE's strategic priorities include continuing to:**
 - **Effectively and consistently manage risk**
 - **Execute a funding strategy that balances liquidity and cost**
 - **Ensure a competitive operating cost structure**
 - **Invest in customer-facing technology**
 - **Align closely with Ford Sales & Marketing activities**

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2011 INTERIM PERFORMANCE SUMMARY



- **£107 million pre-tax profit in the First Half**
- **£108 million adjusted pre-tax profit in the First Half**
- **Credit losses have continued to improve and remain low**
- **Funding plan on track**
- **Balance sheet continues to be inherently liquid**
- **Tier-1 capital ratio was about 19% at June 30, 2011**

Refer to 2011 Interim Report page 6 for the calculation of adjusted pre-tax profit

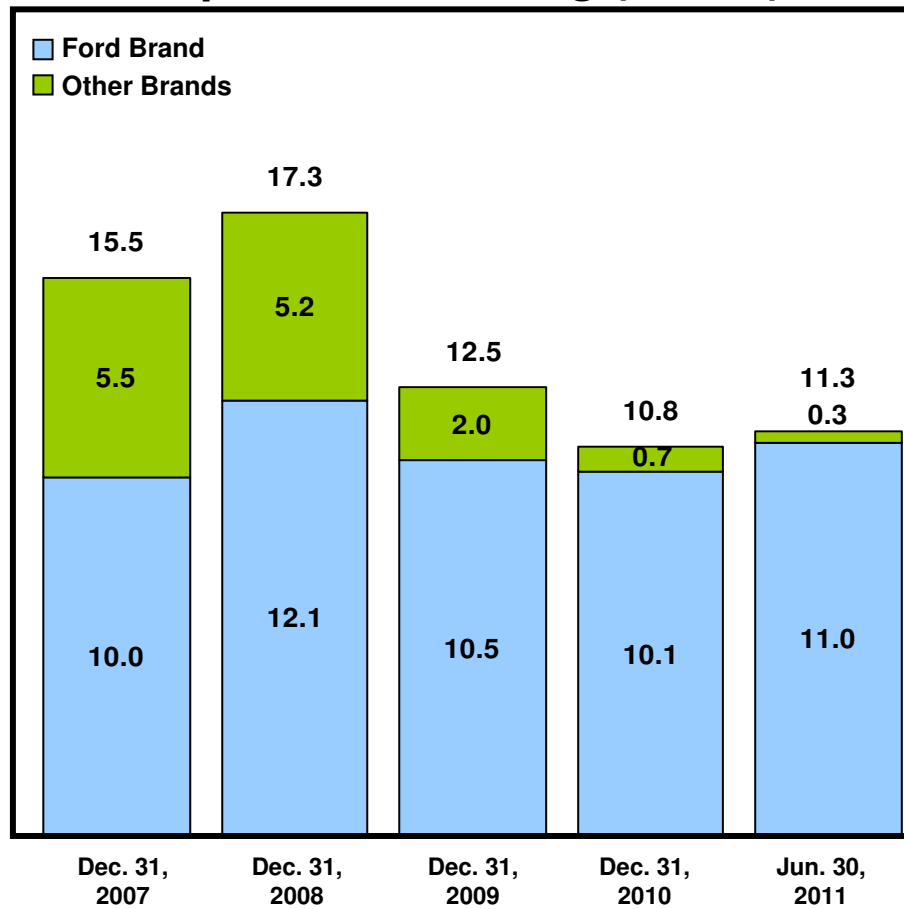
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OUTSTANDING NET LOANS AND ADVANCES

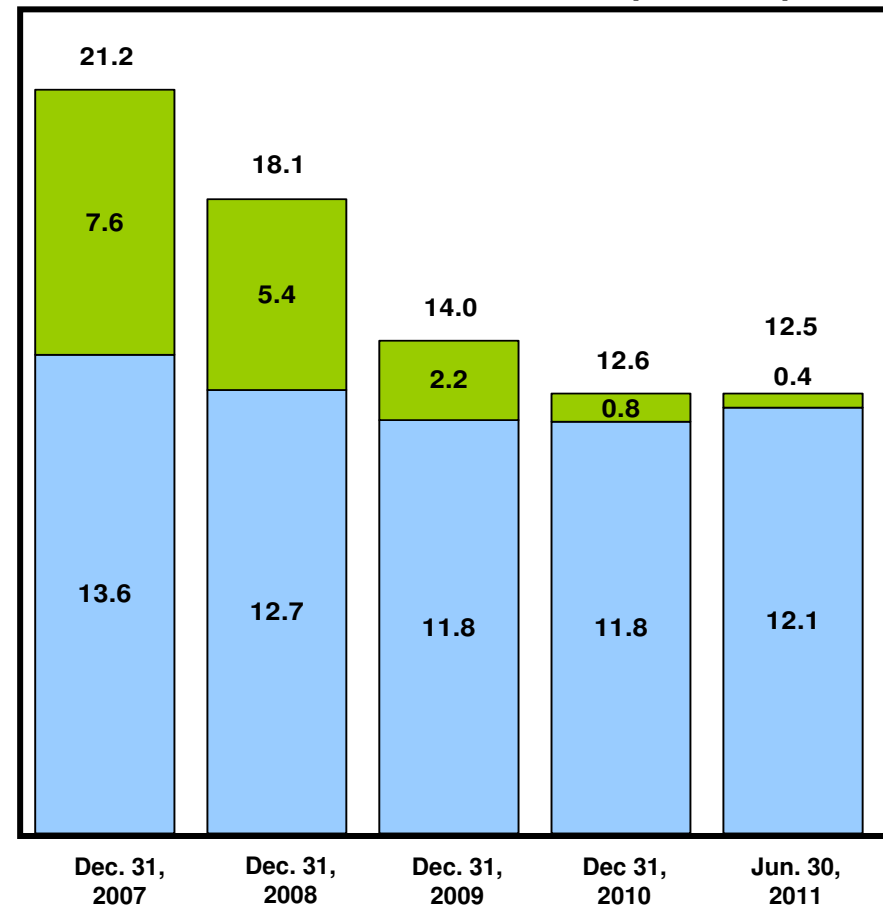
BY BRAND



Reported in Sterling (£ Bils.)



Translated into Euros (€ Bils.)



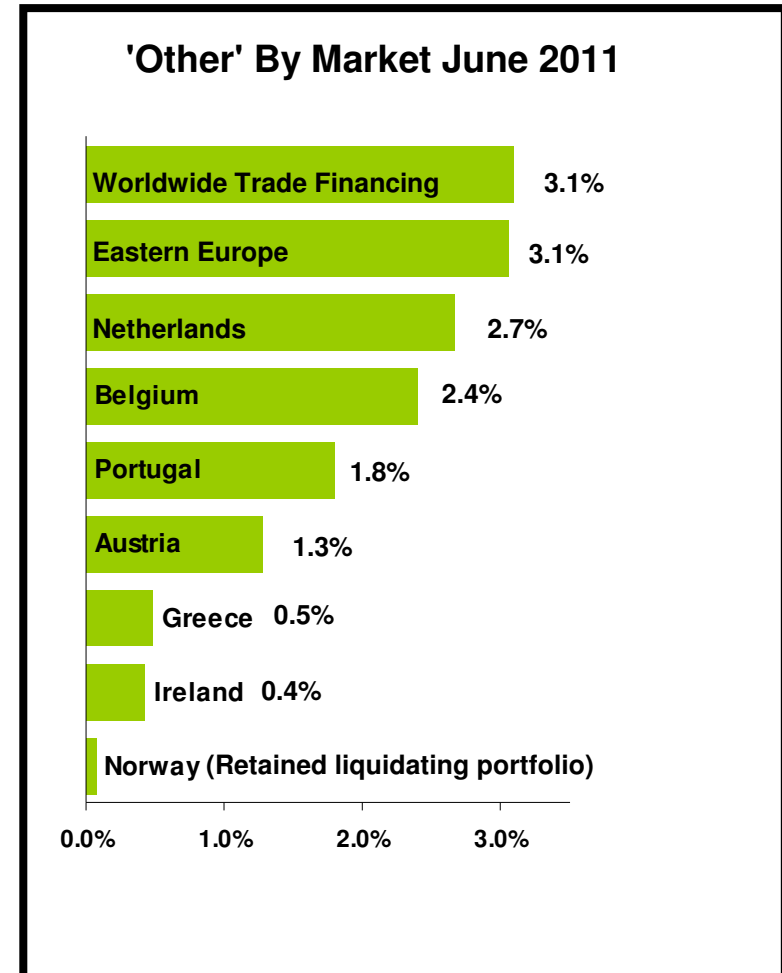
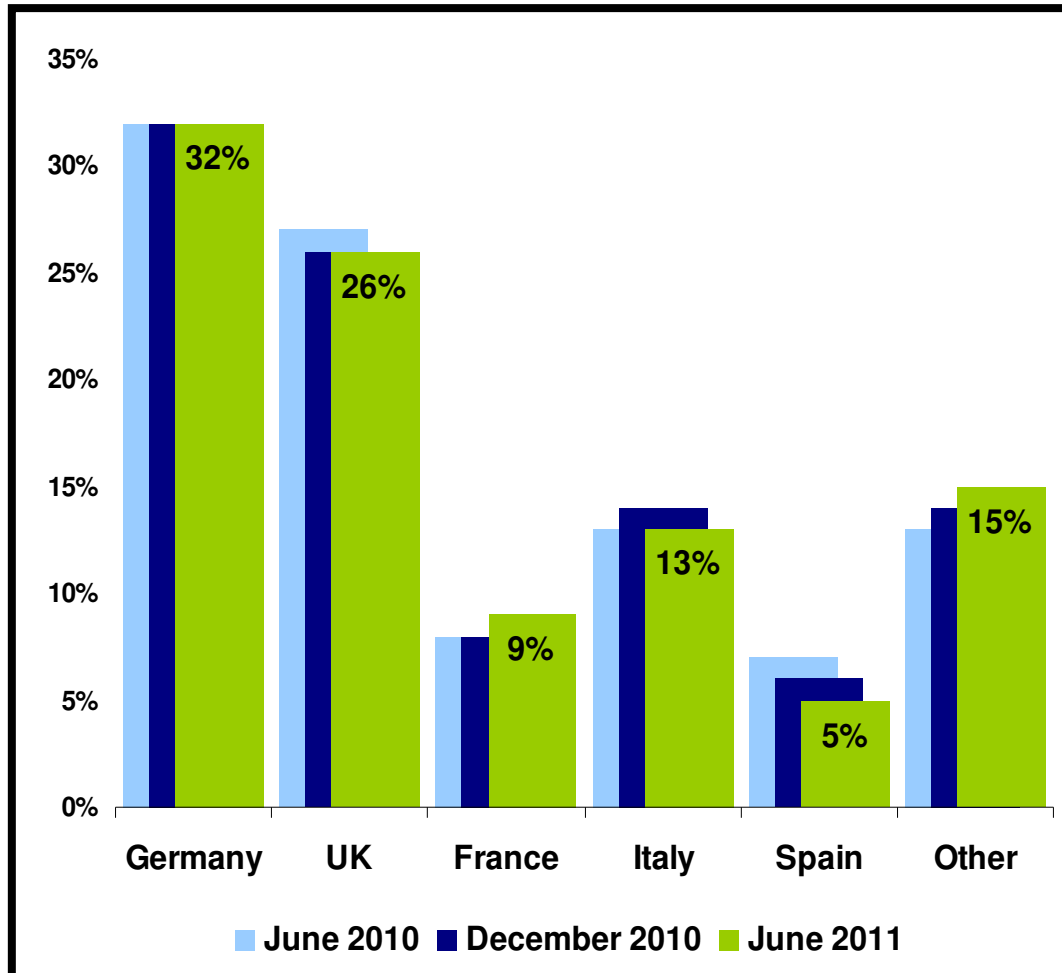
Memo:
GBP / EUR

0.73 0.96 0.89 0.86 0.90

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NET LOANS AND ADVANCES TO CUSTOMERS

BY MARKET



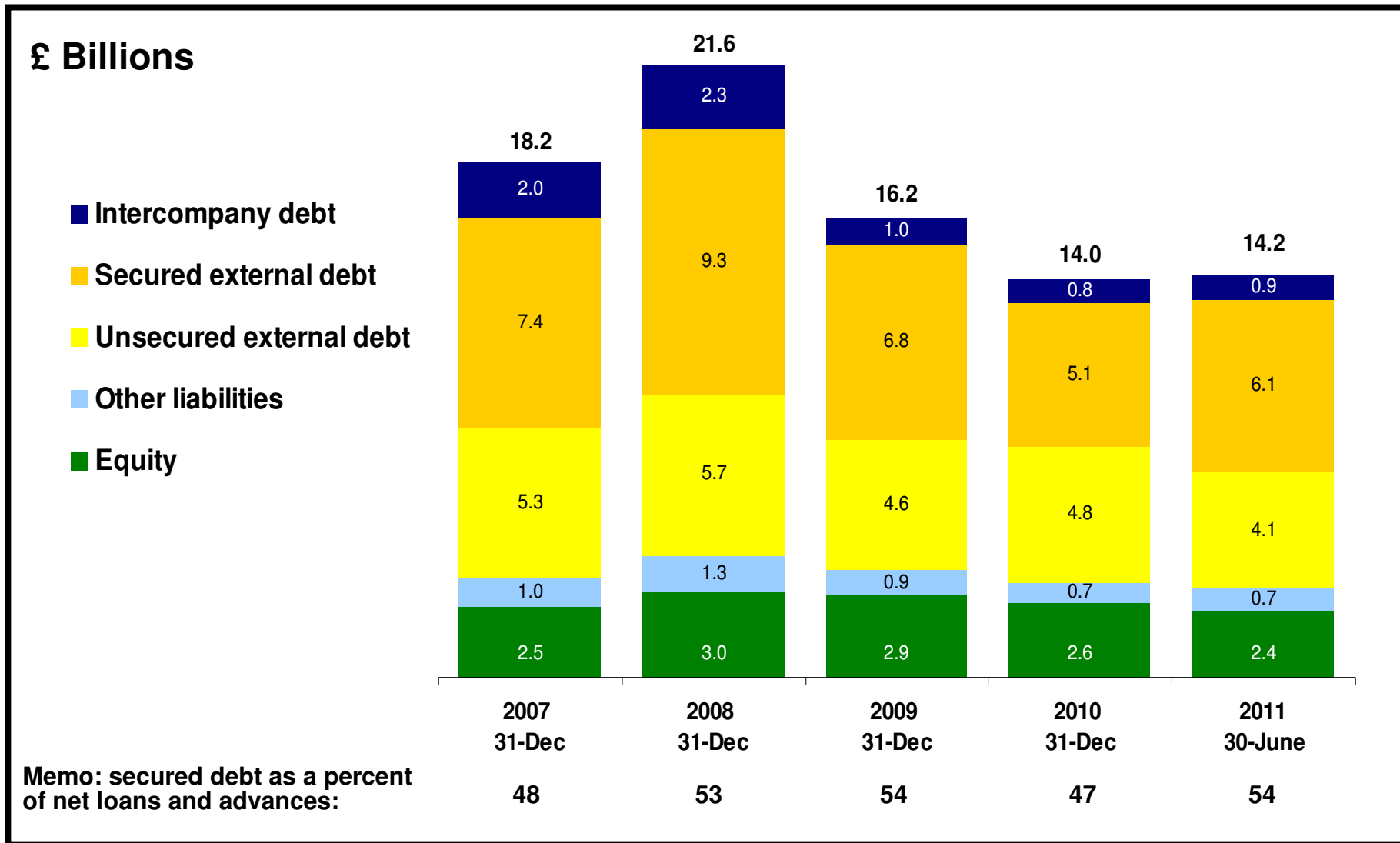
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FIRST HALF FUNDING HIGHLIGHTS



- **Completed £0.9 billion of new issuance in the public asset-backed and term debt markets**
- **Renewed or added £1.2 billion of private securitisation capacity**
- **Entered into a new 3-year £440 million syndicated unsecured multicurrency revolving bank credit facility**
- **FCE has made solid progress on its full-year 2011 funding plan, leaving it well positioned as the capital markets have entered a period of heightened volatility**

FCE BANK PLC FUNDING STRUCTURE



FCE BANK PLC FUNDING PLAN



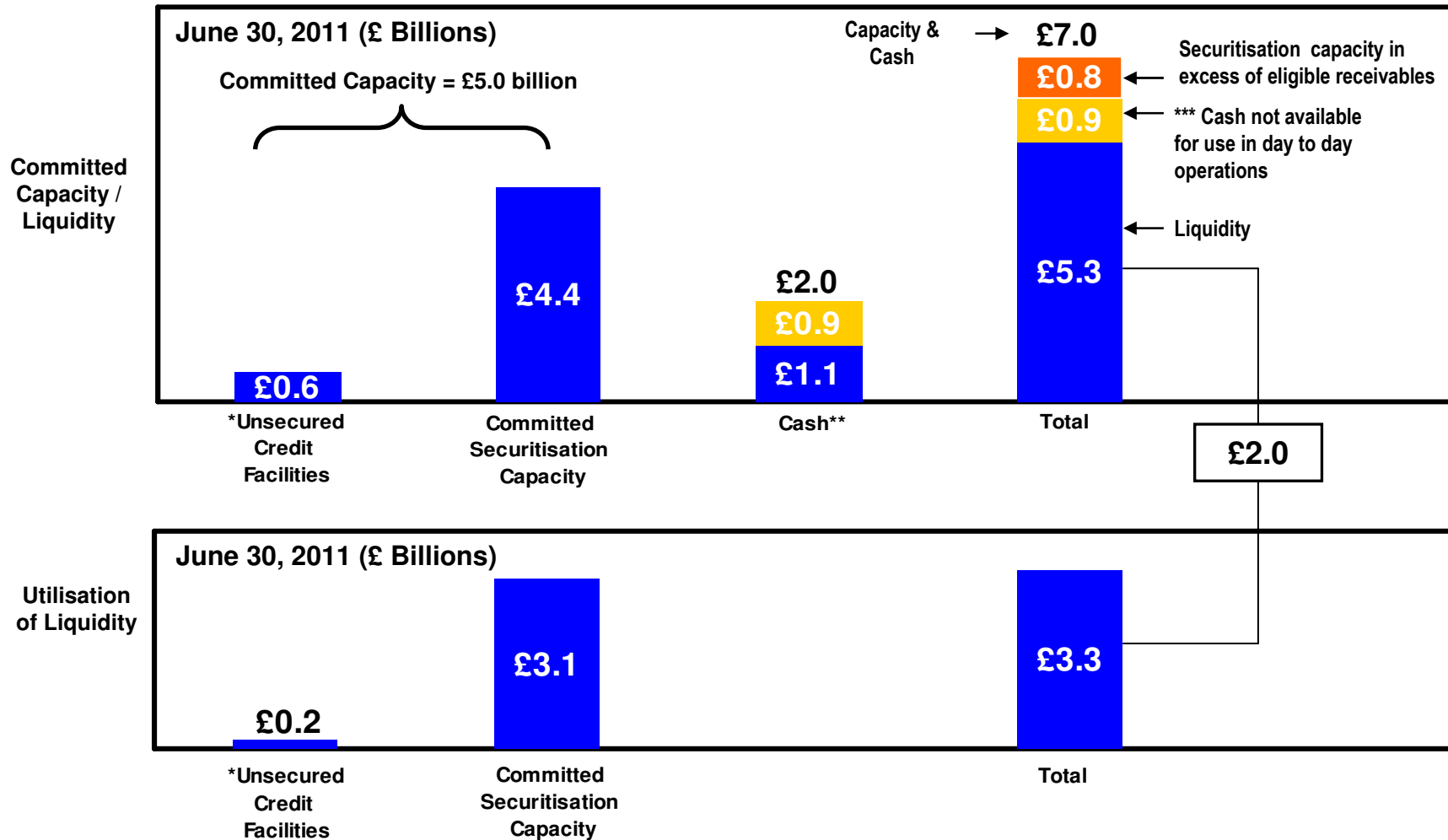
Public Term Funding Plan

		2011 Forecast	YTD Actual
		(Bils.)	(Bils.)
Unsecured Debt	£	0.4 - 0.9	£ 0.4
Securitisation		0.4	0.4
Total*	£	0.9 - 1.3	£ 0.9

* YTD Total includes a €500 million (approximately £446 million) Euro Medium Term Note issuance in May and a €508 million (approximately £440 million) securitisation issuance in June.

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LIQUIDITY SOURCES



Liquidity Available For Use is £2.0 Billion

* Includes £155 million of utilised bi-lateral contractual committed credit facilities that were terminated on 13 July 2011

** Cash, cash equivalents, and marketable securities

*** Cash not available for use in day to day operations includes cash associated with securitisation transactions, central bank deposits which FCE is required to maintain, and collateralised deposits in support of European Investment Bank (EIB) loans.

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CAPITAL



- **FCE's Tier-1 capital ratio was about 19% at June 30, 2011**
- **FCE's plan is to gradually align its capital base with the current scale of its business while taking into account the funding and liquidity environment**
 - **In June 2010 FCE paid a dividend of £390 million**
 - **In May 2011 FCE paid a dividend of £370 million**
 - **Based on present assumptions, FCE expects to pay a dividend in 2012 that is smaller than those paid in 2010 and 2011**

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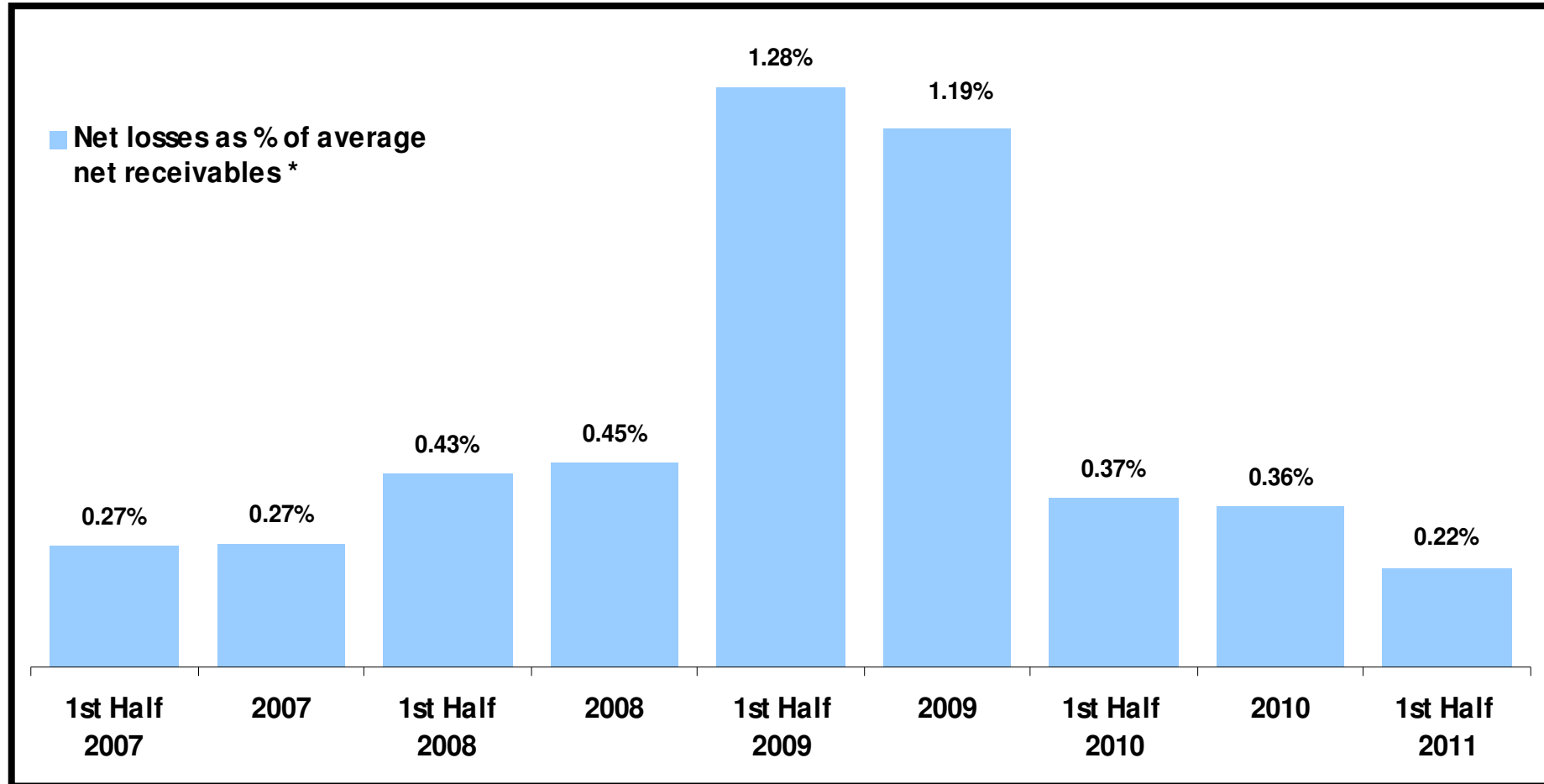
LONG-TERM DEBT CREDIT RATINGS



	<u>December 2009</u>	<u>December 2010</u>	<u>August 2011</u>
Fitch	B / Positive	BB- / Stable	BB- / Positive
Moody's	B3 / Stable	Ba2 / Stable	Ba2 / Positive
S&P	B / Stable	BB- / Positive	BB / Positive

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CREDIT LOSS RATIO



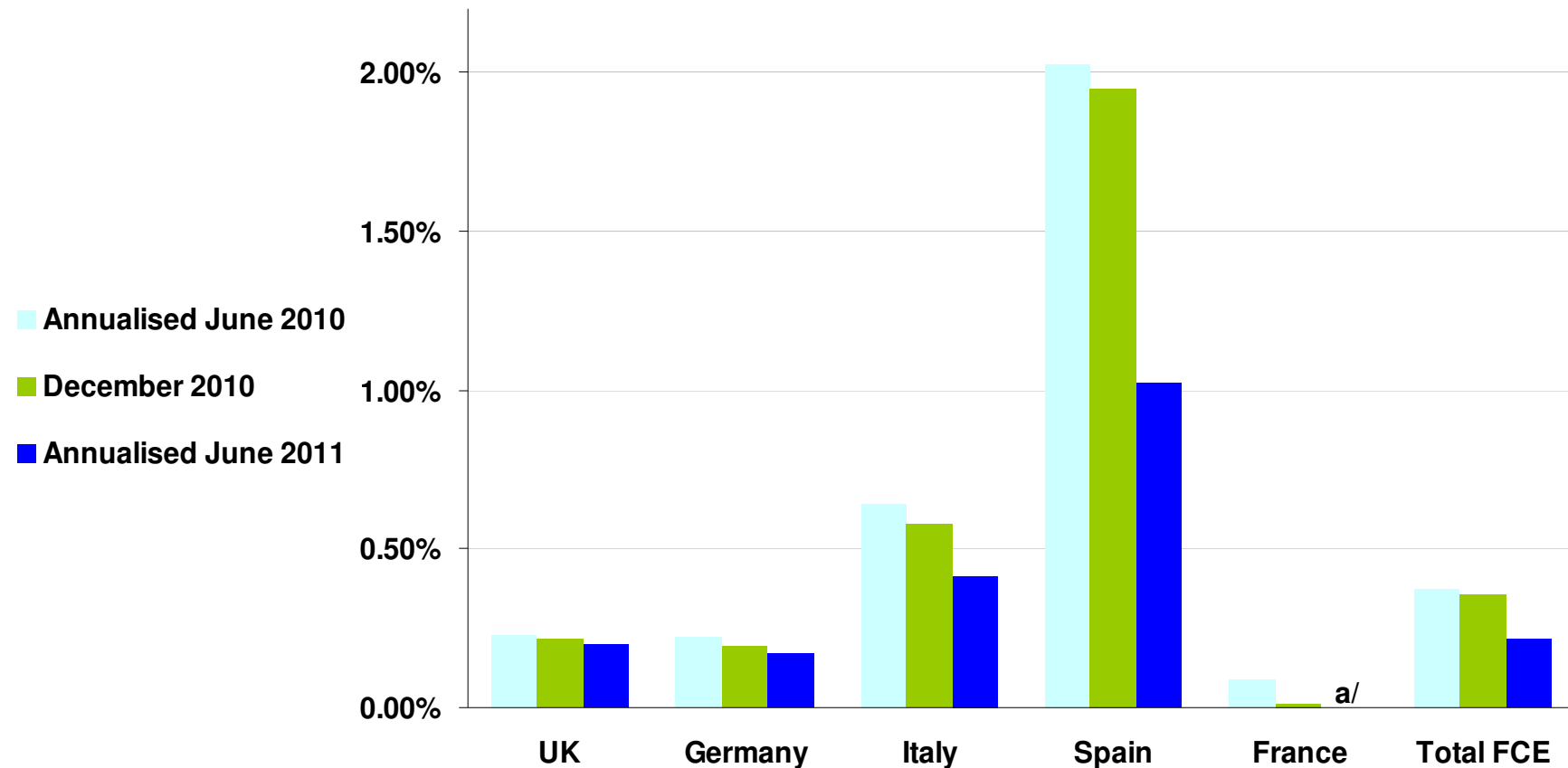
* Includes exceptional losses (refer to page 24 of 2011 Interim Report Note 2: 'Profit before tax')

Credit Losses As A % Of Average Net Receivables Have Continued To Improve And Remain Low

FCE BANK PLC NET CREDIT LOSSES



Net credit losses as percentage of average net loans and advances to customers



a/ France credit losses in December 2010 and June 2011 less than 0.1%

Major Locations Continue To See Improving Credit Loss Performance

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2011 INTERIM RESULTS --

KEY FINANCIAL PERFORMANCE DATA*



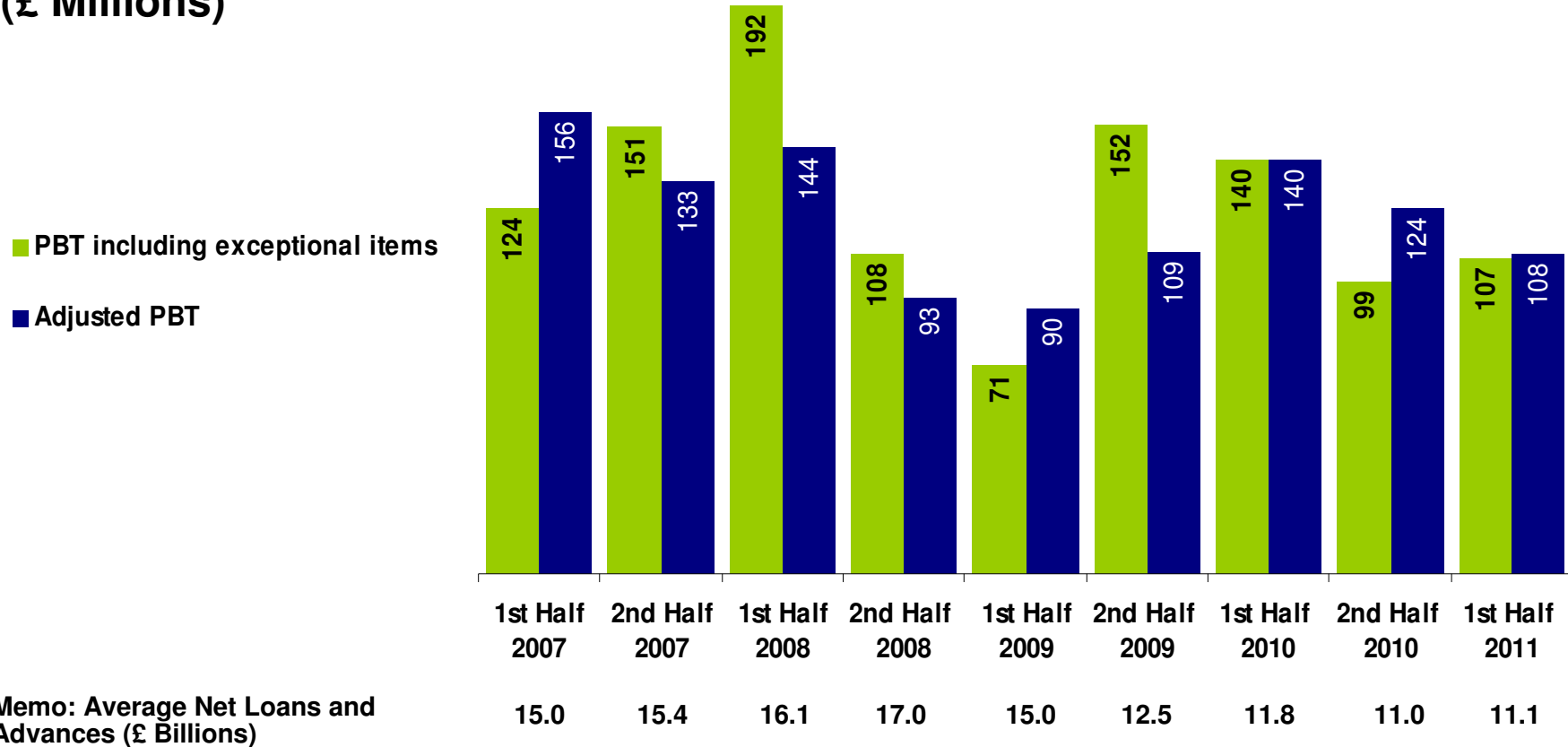
<u>Key Financial Ratios</u>	<u>First Half 2011</u>	<u>First Half 2010</u>
Margin (Net Income/Receivables)	3.7%	4.1%
Cost efficiency ratio (Cost/Receivables)	1.8%	1.7%
Credit loss ratio (Losses/Receivables) including exceptional items	0.22%	0.37%
Annualised Return on equity	5.5%	7.2%

* Refer to page 43 of the 2011 Interim Report for “Key Financial Ratios and Terms” and for details of the calculation of the key financial ratios.

FCE BANK PLC PROFIT TREND



Profit before Tax (£ Millions)



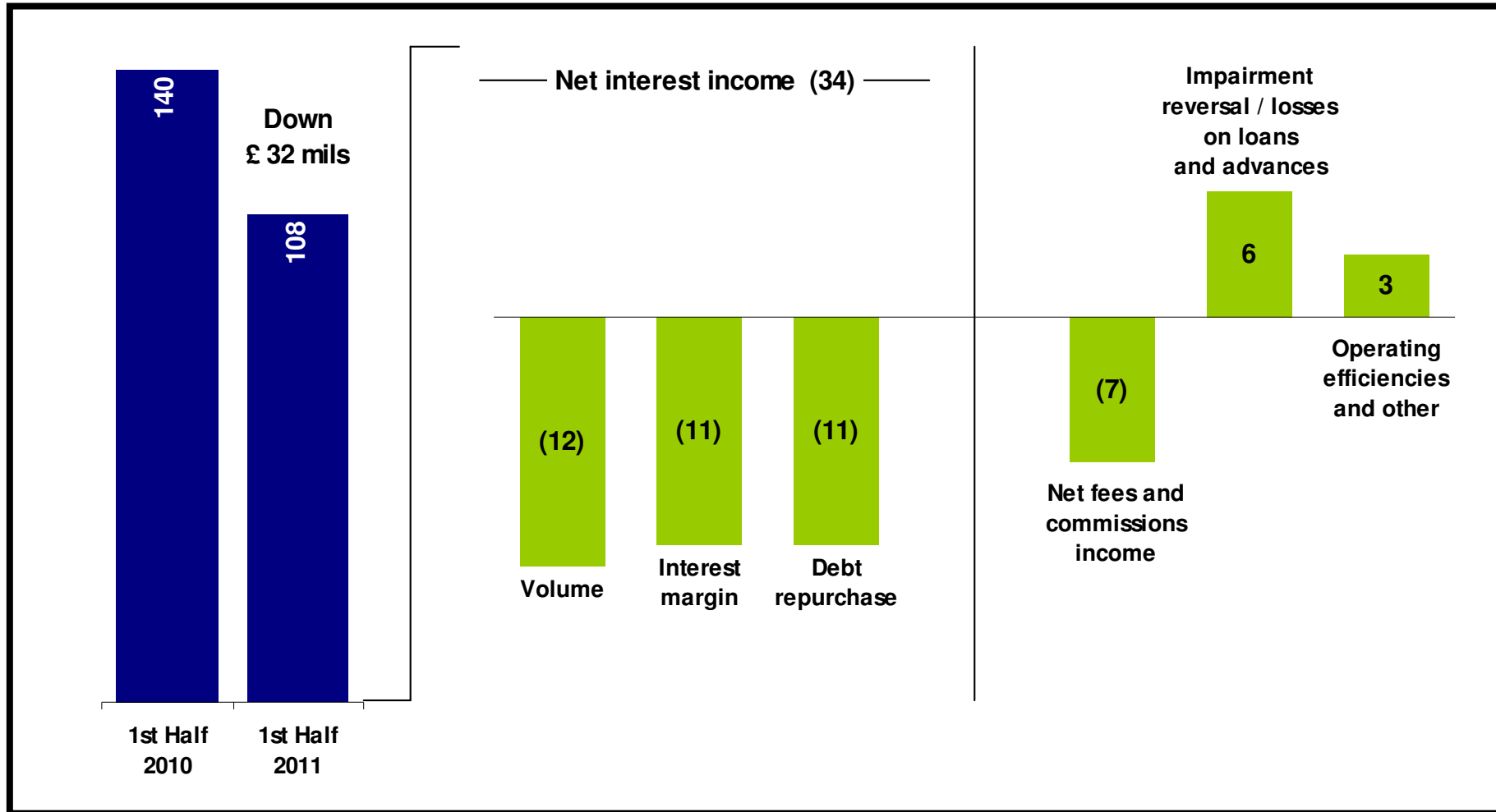
FCE Remained Profitable Throughout The Economic Cycle

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2011 1ST HALF ADJUSTED PROFIT BEFORE TAX COMPARED WITH 1ST HALF 2010



ONE FORD
ONE TEAM • ONE PLAN • ONE GOAL



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Refer to 2011 Interim Report page 6 for the calculation of adjusted pre-tax profit

SAFE HARBOR



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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:

- Decline 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 or failure to achieve growth;
- Lower-than-anticipated market acceptance of new or existing Ford products;
- 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;
- An increase in fuel prices, continued volatility of fuel prices, or reduced availability of fuel;
- 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;
- 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 constraints or 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, reputational damage 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, governmental investigations or adverse publicity 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 to pay a minimum amount to the seller (“take-or-pay contracts”);
- Adverse effects on Ford’s results from a decrease in or cessation or clawback 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;

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 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 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;
- Imposition of additional costs or restrictions due to the Dodd-Frank Wall Street Reform and Consumer Protection Act (the “Act”) and its implementing rules and regulations;
- Changes in Ford’s operations or changes in Ford’s marketing programs could result in a decline in our financing volumes;
- Inability to obtain competitive funding;

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 maintain competitive cost structure;
- 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); and
- Inherent limitations of internal controls impacting financial statements and safeguarding of assets.

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.

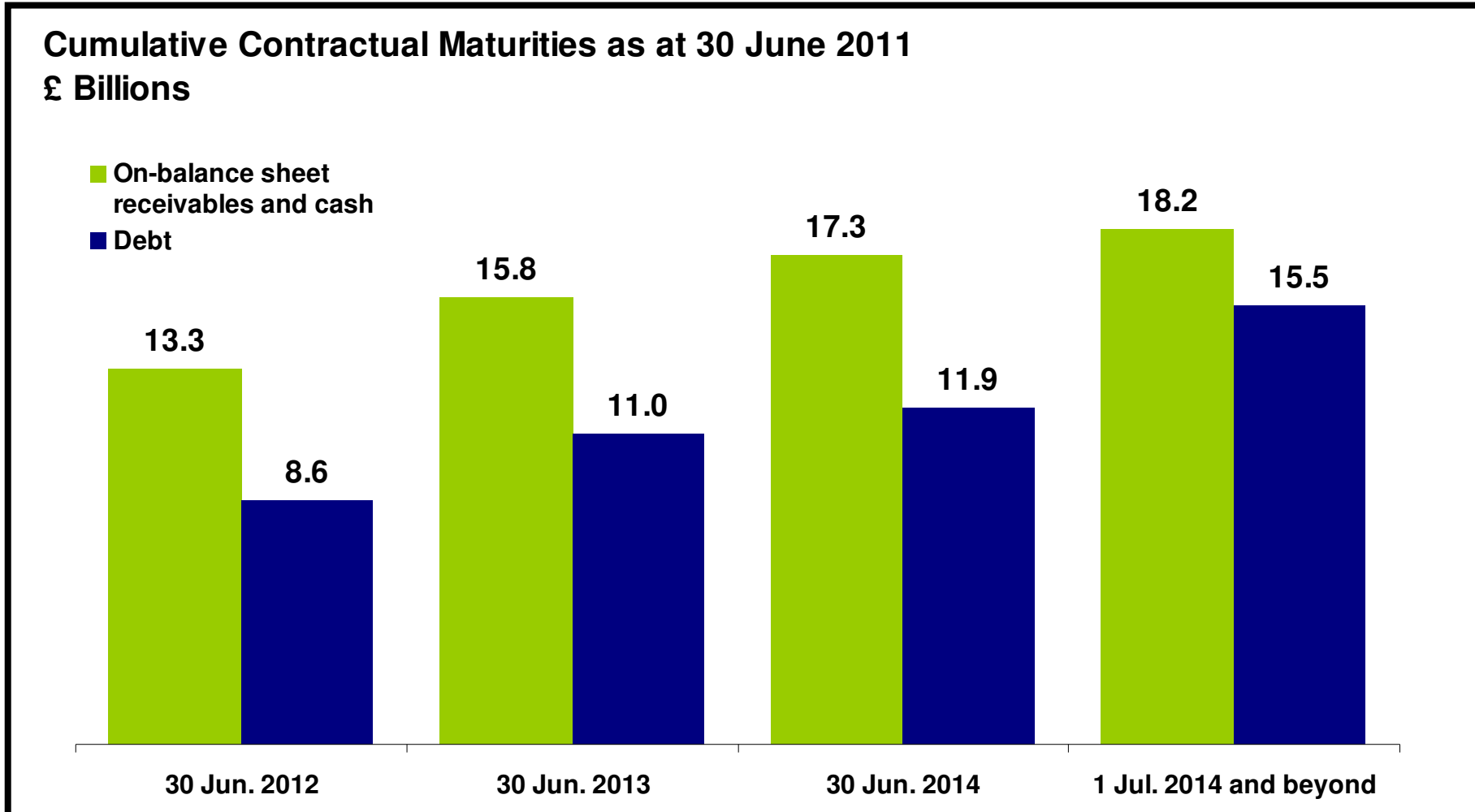


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APPENDIX

FCE BANK PLC

LIQUIDITY PROFILE



FCE's Balance Sheet Is Inherently Liquid

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APPENDIX -- FURTHER INFORMATION ON FCE



Detailed information on FCE:

www.fcebank.com

- FCE Bank plc Annual Accounts
- FCE Bank plc Interim Reports
- Basel II Pillar 3 Disclosure Documents
- 2011 Q1 Management Statement

Detailed Information on Ford Motor Credit Company:

www.fordcredit.com/investorcenter

- 10-K Annual Filings
- 10-Q Quarterly Filings
- 8-K Information Updates



Feel the difference

