



FCE BANK PLC

2012 FINANCIAL RESULTS

FCE BANK PLC

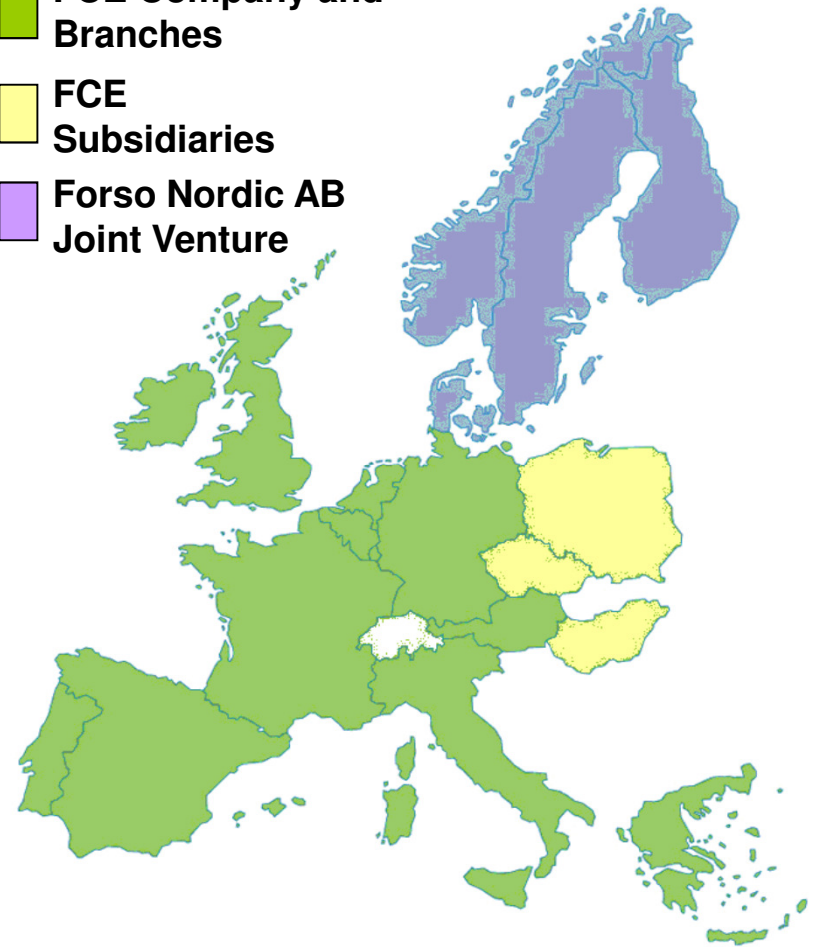
WHO WE ARE



- **FCE is a public limited company incorporated in the UK, wholly owned by Ford Motor Credit Company LLC**
- **FCE operates as a licensed bank regulated by the UK Financial Services Authority (FSA)**
- **FCE's Board of Directors has 10 members, including 4 independent non-executive members**
- **FCE operates in 18 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**



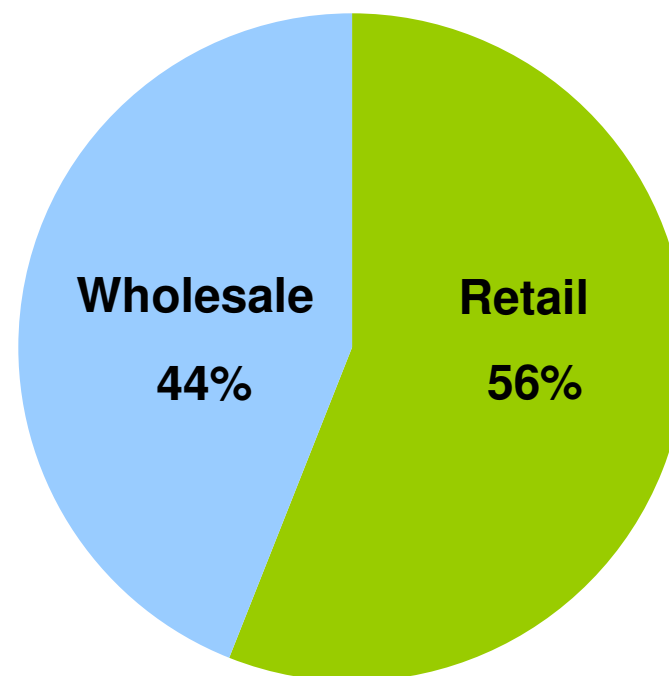
FCE BANK PLC

WHAT WE DO



- **FCE's Core Customers:**
 - Ford's retail customers
 - Ford's dealers
- **Bring value to Ford's Automotive Operations**
- **Substantially all FCE lending is secured**

Net Loans and Advances by Product Segment, December 31, 2012



**FCE's Principal Objectives Are To Support The Sale of Ford Vehicles
And Return Value To Its Shareholder**

FCE BANK PLC FORD CREDIT'S VALUE PROPOSITION



FCE BANK PLC

STRATEGIC PRIORITIES



- **FCE's strategic priorities include:**
 - **Managing risk effectively and consistently**
 - **Executing a funding strategy that balances liquidity and cost**
 - **Ensuring a competitive operating cost structure**
 - **Aligning closely with Ford's sales & marketing activities**

FCE BANK PLC

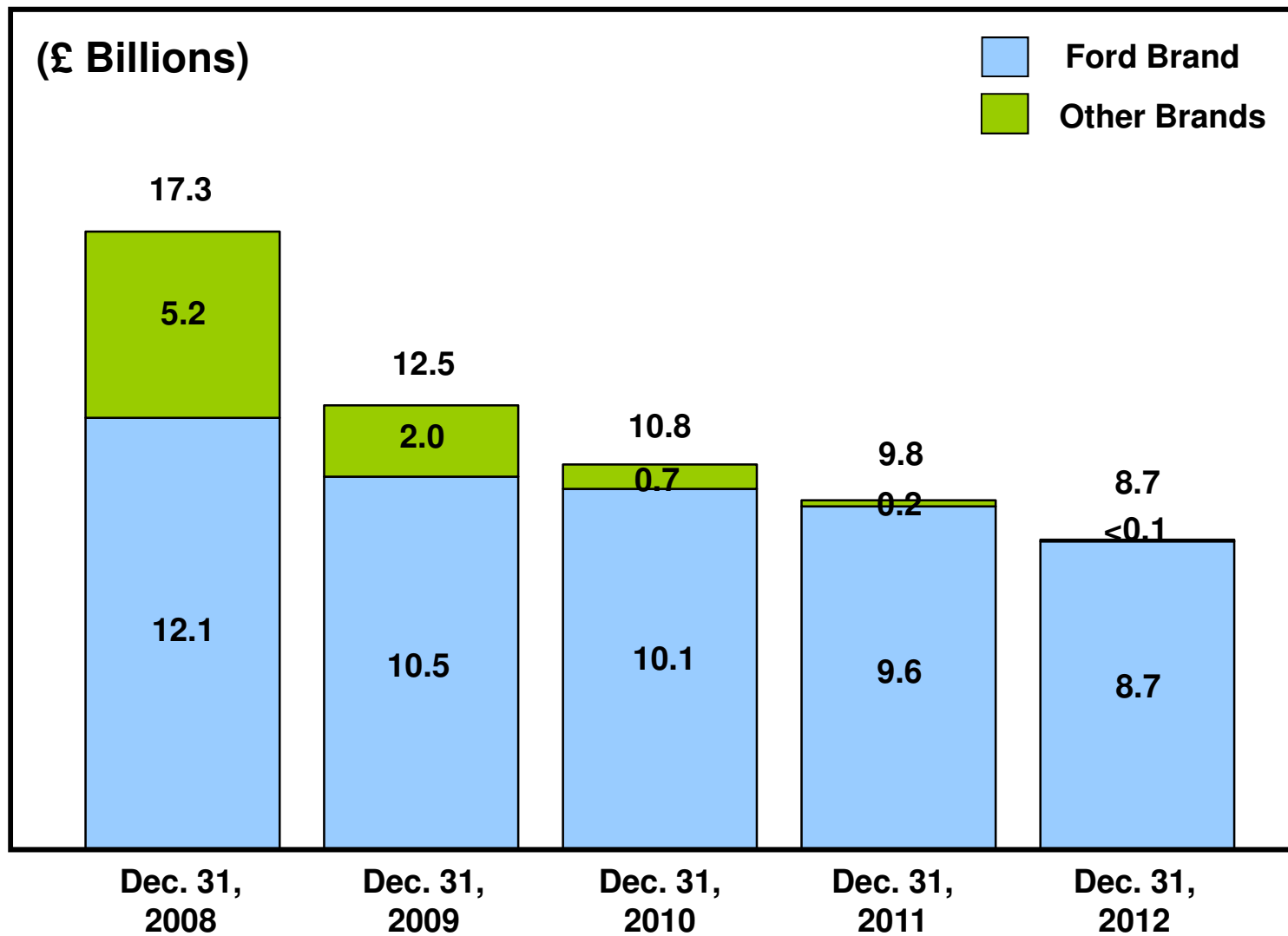
2012 PERFORMANCE SUMMARY



- **Total net loans and advances were about £8.7 billion**
- **33.1% financing share, an increase of 3.3% from 2011**
- **£150 million adjusted pre-tax profit in 2012**
- **Credit losses remain stable and close to historical lows at 0.20%**
- **Successfully completed 2012 Funding Plan**
- **Tier-1 capital ratio was about 22% at December 31, 2012**

Refer to 2012 Annual Report page 10 for the calculation of adjusted pre-tax profit

**TOTAL NET LOANS AND ADVANCES TO CUSTOMERS
BY BRAND**

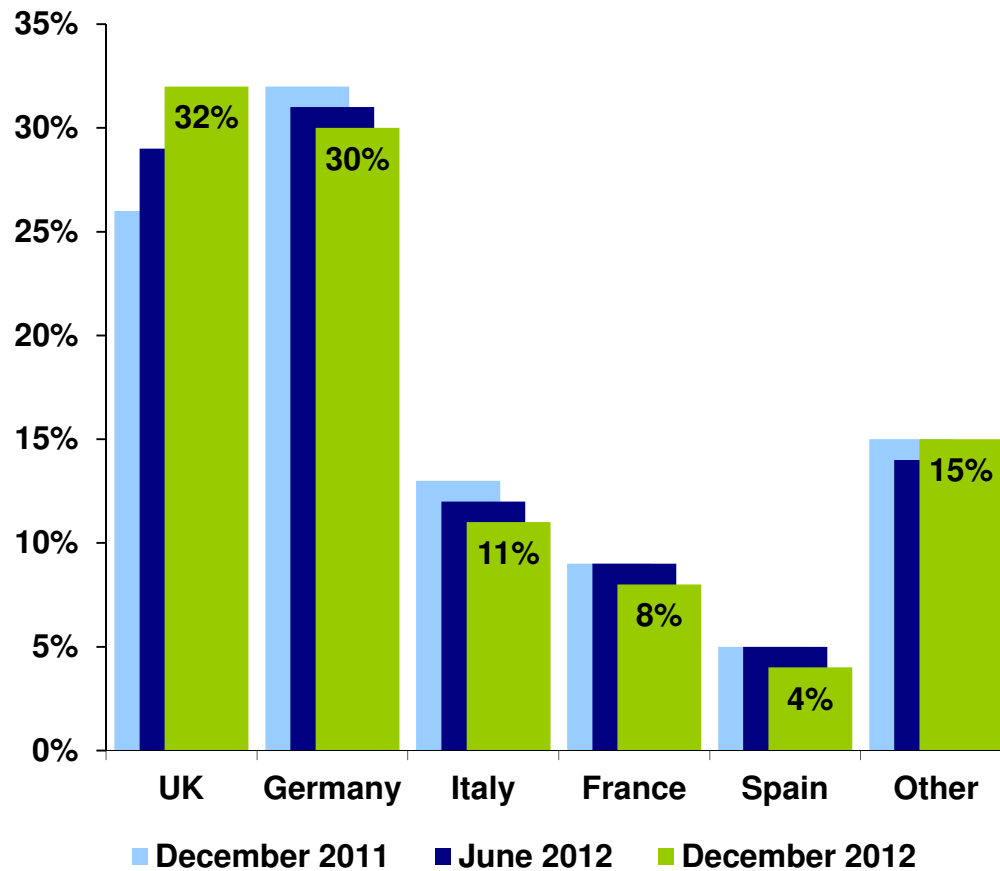


FCE BANK PLC

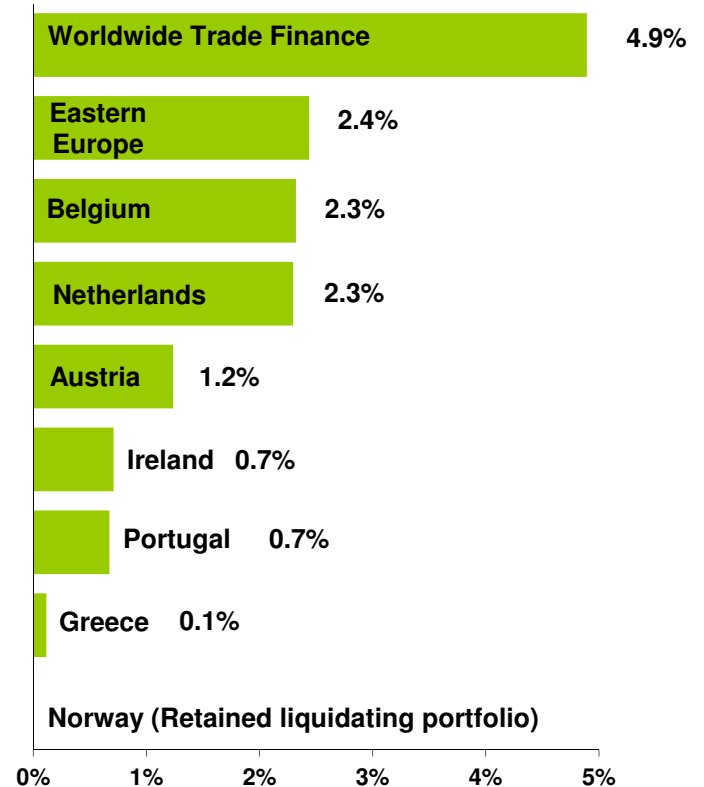
NET LOANS AND ADVANCES TO CUSTOMERS BY MARKET



As a % of Total Net Loans and Advances



'Other' By Market December 2012



FCE BANK PLC

FUNDING HIGHLIGHTS



2012

- **Completed £1.1 billion of new issuance in the public asset-backed and term debt markets**
- **Renewed or added £3.8 billion of private securitisation capacity**
- **Accessed term inter-company funding totalling approximately £800 million**

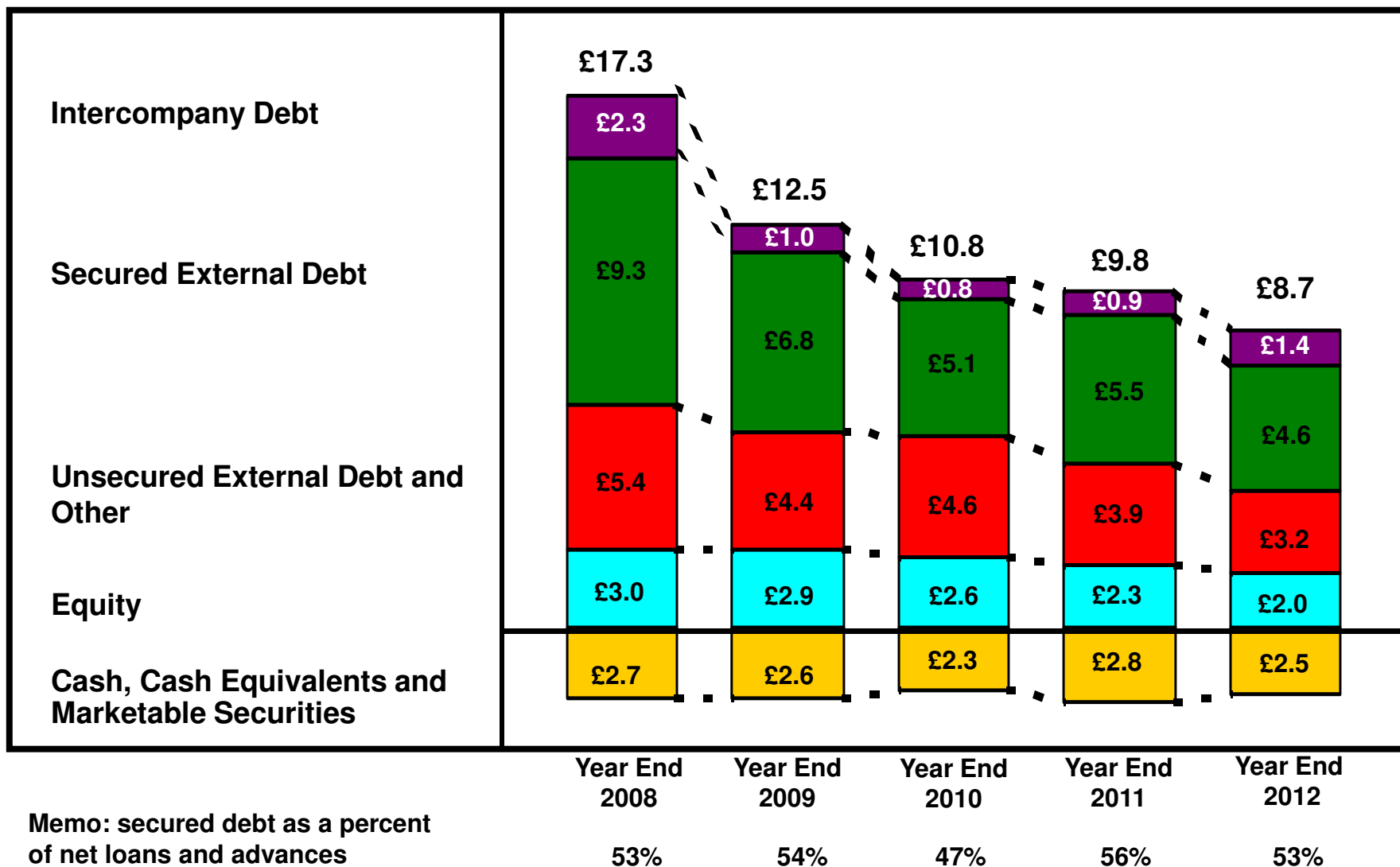
2013

- **Completed approximately £500 million of new issuance in the term debt markets**
- **Renewed or added £100 million of private securitisation capacity**
- **Accessed term inter-company funding of £330 million**

FCE BANK PLC FUNDING STRATEGY



Funding of Net Loans and Advances (Bils.)



FCE BANK PLC FUNDING PLAN



Public Term Funding Plan

	2013 Forecast	YTD Actual
	(Bils.)	(Bils.)
Unsecured Debt	£ 1.0 – 1.6	£ 0.5
Securitisation	0.3 – 0.7	-
Total	£ 1.3 - 2.3	£ 0.5

FCE BANK PLC

LIQUIDITY PROGRAMS



	Dec.31 2011 <u>(Bils.)</u>	Dec.31 2012 <u>(Bils.)</u>	
<u>Liquidity Sources</u>			
Cash*	£ 2.8	£ 2.5	
Unsecured Credit Facilities	0.4	0.5	} Committed Capacity £3.5 billion
Conduit / Bank ABS	4.5	3.0	
Total Liquidity Sources	£ 7.7	£ 6.0	
<u>Utilisation of Liquidity</u>			
Cash Not Available For Use In Day To Day Operations**	£ (0.7)	£ (0.6)	
Unsecured Credit Facilities	-	-	
Conduit Bank ABS	(3.1)	(1.9)	
Total Utilisation of Liquidity	£ (3.8)	£ (2.5)	
Gross Liquidity	£ 3.9	£ 3.5	
Capacity in Excess of Eligible Receivables	£ (1.1)	£ (0.8)	
Liquidity Available For Use	£ 2.8	£ 2.7	

* Cash, cash equivalents, and marketable securities

** Cash not available for use in day to day operations includes cash associated with securitisation transactions and central bank deposits that FCE is required to maintain.

FCE BANK PLC

CAPITAL



- **FCE's Tier-1 capital ratio was about 22% at December 31, 2012**
- **FCE's plan is to gradually align its capital base with the reduced scale of its business while taking into account the funding and liquidity environment**
 - **In May 2011 FCE paid a dividend of £370 million**
 - **In June 2012 FCE paid a dividend of £315 million**
 - **Based on present assumptions and subject to meeting its regulatory requirements, FCE expects to make a dividend payment in 2013**

FCE BANK PLC

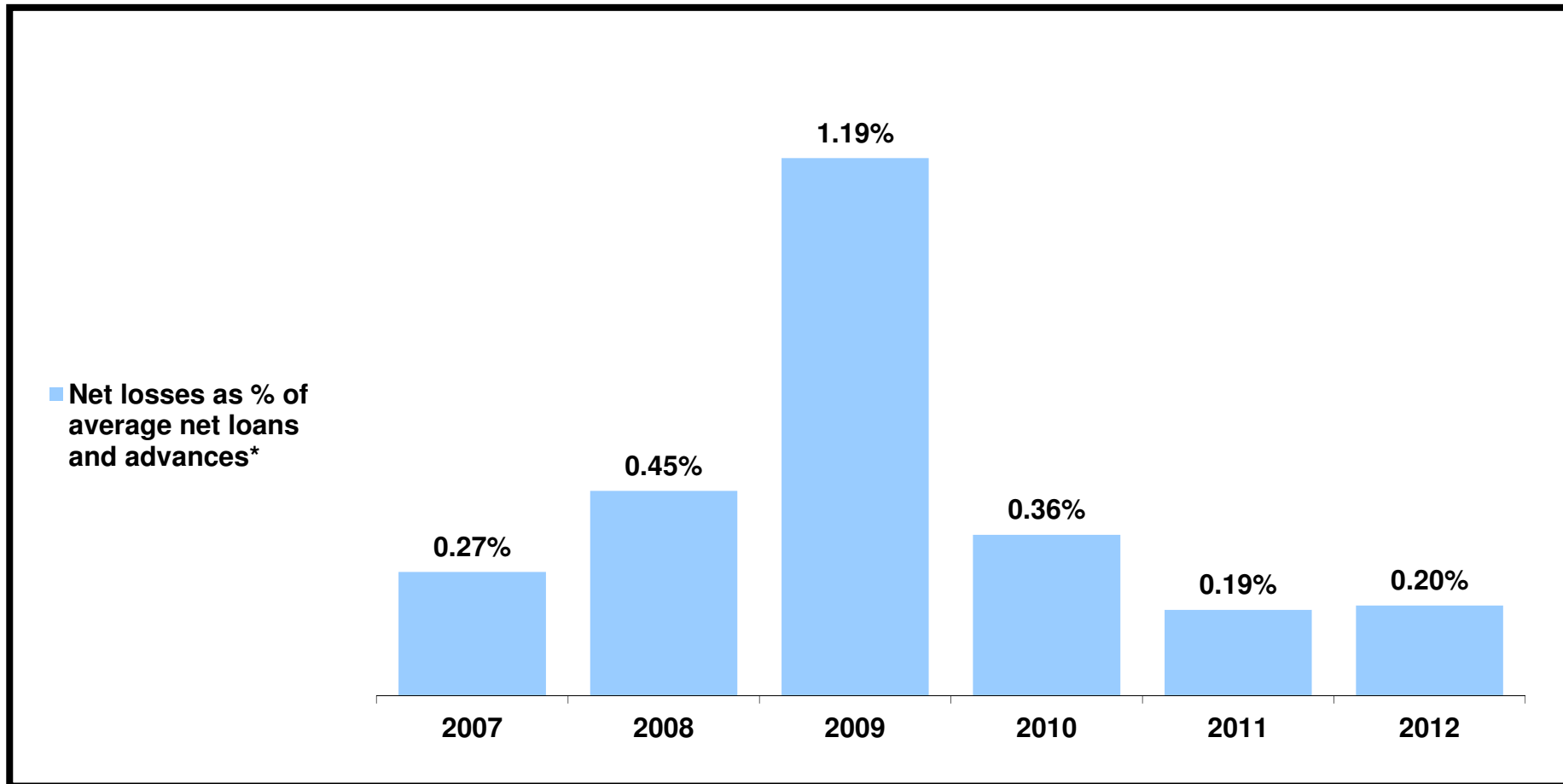
LONG-TERM DEBT CREDIT RATINGS



	<u>December 2011</u>	<u>December 2012</u>	<u>March 2013</u>
Fitch	BB+ / Positive	BBB- / Stable	BBB- / Stable
Moody's	Ba1 / Positive	Baa3 / Stable	Baa3 / Stable
S&P	BBB- / Stable	BBB- / Positive	BBB- / Positive

FCE BANK PLC

CREDIT LOSS RATIO



* Includes exceptional items (refer to page 64 of 2012 Annual Report Note 9: 'Profit before tax')

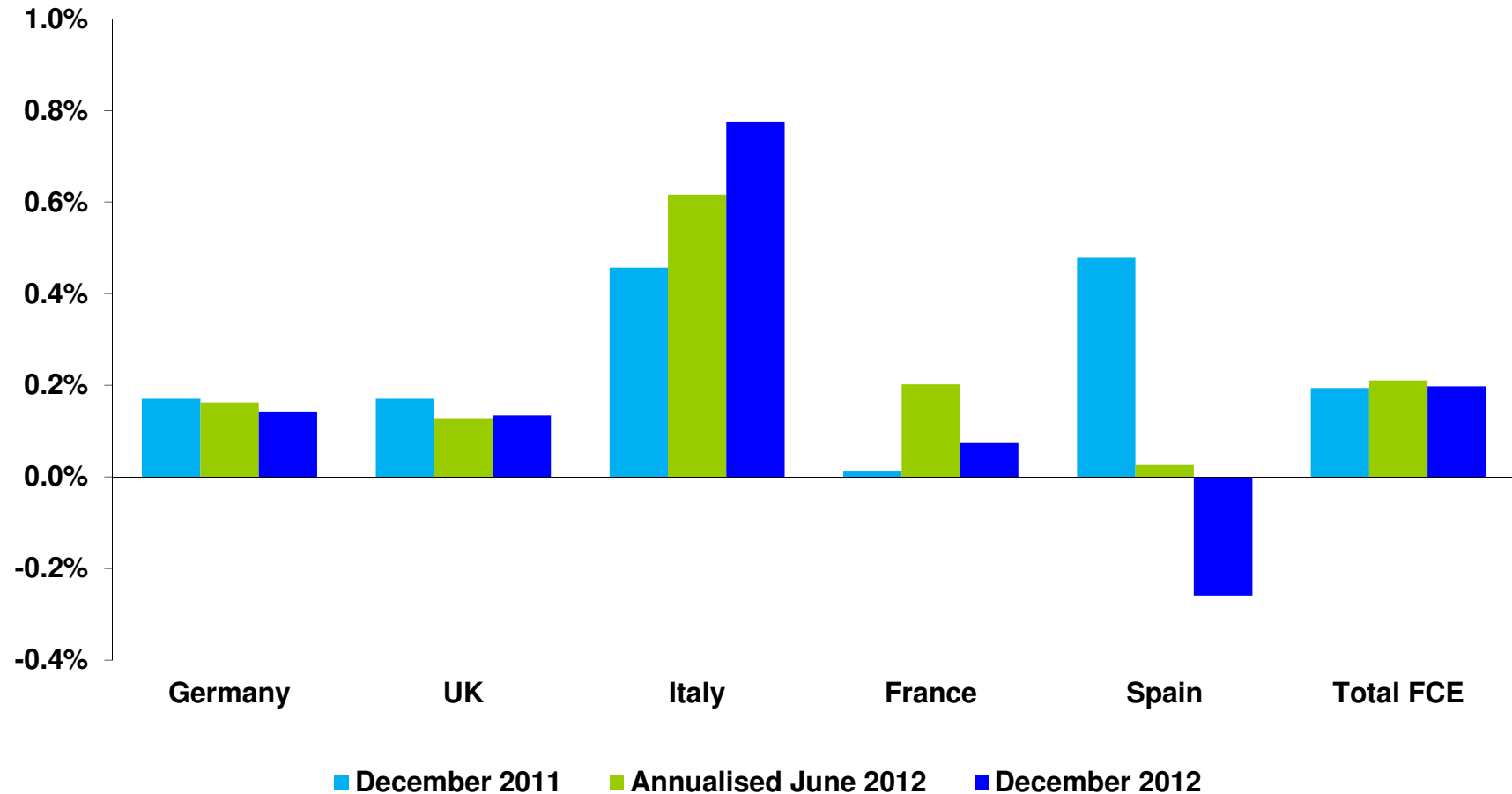
Favourable Credit Loss Performance Continuing To Run At Historical Lows

FCE BANK PLC

NET CREDIT LOSSES



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



FCE BANK PLC

DELINQUENCIES



	UK		Germany		Italy		Spain		France		Other		Total	
	2012		2012		2012		2012		2012		2012		2012	
	£ mil		£ mil		£ mil		£ mil		£ mil		£ mil		£ mil	
Past due exposures (as at 31 December 2012)														
Past due under 30 days	£	15	£	22	£	24	£	3	£	3	£	35	£	102
Past due over 30 < 60 days		7		7		6		1		1		8		30
Past due over 60 < 90 days		2		2		4		1		0		2		11
Past due over 90 < 120 days		1		1		1		1		0		1		5
Total past due	£	25	£	32	£	35	£	6	£	4	£	46	£	148
Retail net loans and advances	£	1,542	£	1,983	£	557	£	147	£	288	£	376	£	4,893

	UK		Germany		Italy		Spain		France		Other		Total	
	2011		2011		2011		2011		2011		2011		2011	
	£ mil		£ mil		£ mil		£ mil		£ mil		£ mil		£ mil	
Past due exposures (as at 31 December 2011)														
Past due under 30 days	£	14	£	35	£	26	£	5	£	3	£	28	£	111
Past due over 30 < 60 days		6		10		7		3		1		9		36
Past due over 60 < 90 days		2		4		3		3		0		3		15
Past due over 90 < 120 days		0		1		2		2		0		1		6
Total past due	£	22	£	50	£	38	£	13	£	4	£	41	£	168
Retail net loans and advances (Restated *)	£	1,413	£	2,250	£	631	£	149	£	303	£	448	£	5,194

* Refer to page 46, Note 1 of the 2012 Annual Report

FCE BANK PLC

2012 RESULTS --

KEY FINANCIAL PERFORMANCE DATA



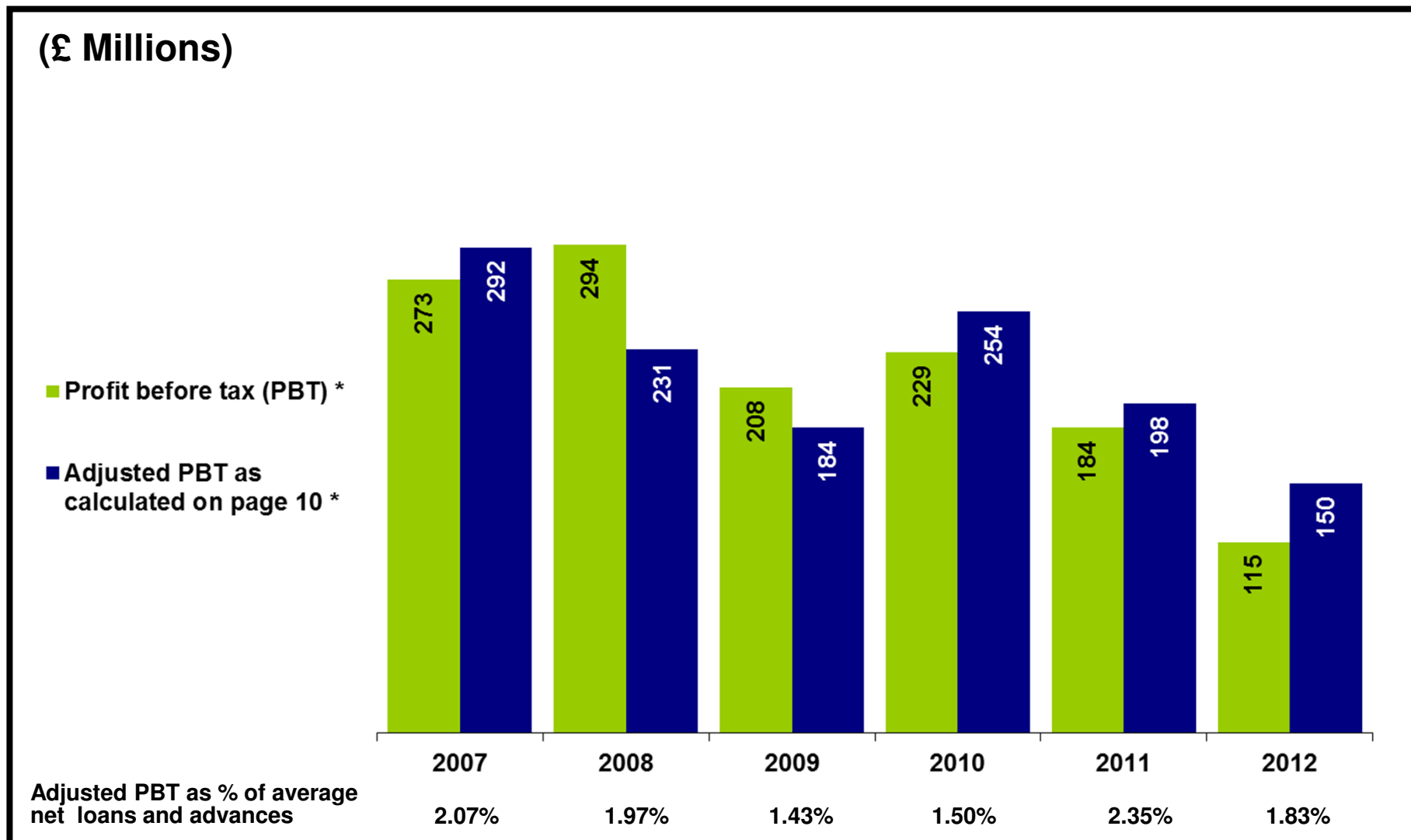
<u>Key Financial Ratios</u>	<u>2012</u>	<u>2011</u> <u>Restated*</u>
Margin	4.0%	3.9%
Cost efficiency ratio	2.4%	2.1%
Credit loss ratio	0.20%	0.19%
Return on equity	3.9%	5.2%

* For details of restatement please refer to Note 1 'Accounting policies' of the 2012 Annual Report.

The ratios above exclude exceptional items in order to show underlying or 'normalised' performance. Refer to page 129 for definitions and further details of the calculations.

FCE BANK PLC

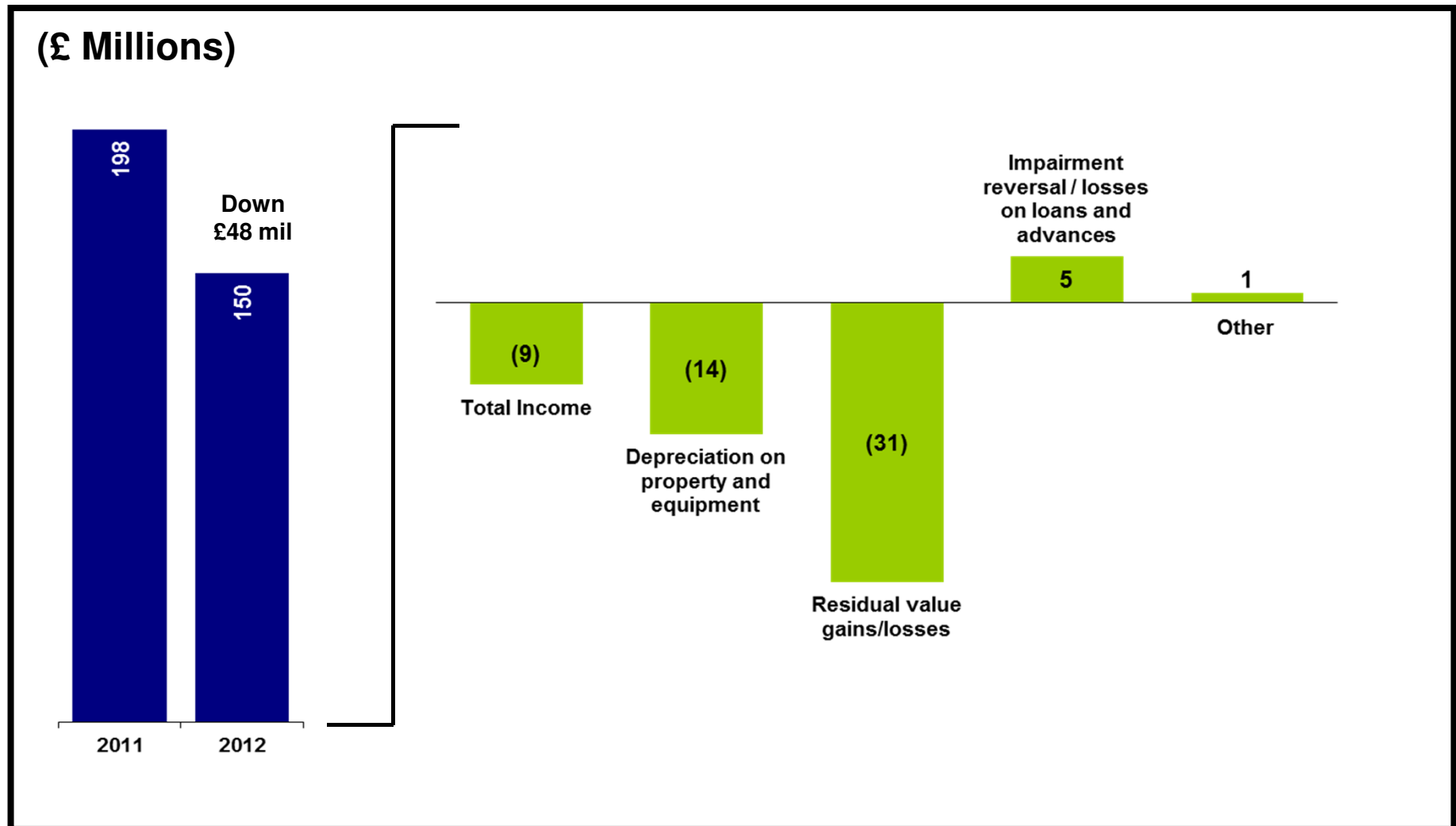
PROFIT TREND



* Refer to 2012 Annual Report page 10 for the calculation of Adjusted PBT

FCE BANK PLC

2012 ADJUSTED PROFIT BEFORE TAX COMPARED WITH 2011



FCE BANK PLC

2012 PERFORMANCE SUMMARY



- **£150 million adjusted pre-tax profit in 2012**
- **33.1% financing share, an increase of 3.3% from 2011**
- **Total net loans and advances were about £8.7 billion**
- **Credit losses remain stable and close to historical lows at 0.20%**
- **Successfully completed 2012 Funding Plan**
- **Tier-1 capital ratio was about 22% at December 31, 2012**

Refer to 2012 Annual Report page 10 for the calculation of adjusted pre-tax profit

SAFE HARBOR



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 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. For additional discussion of these risk factors, see Item 1A of Part I of our 2012 10-K Report as updated by our subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

APPENDIX

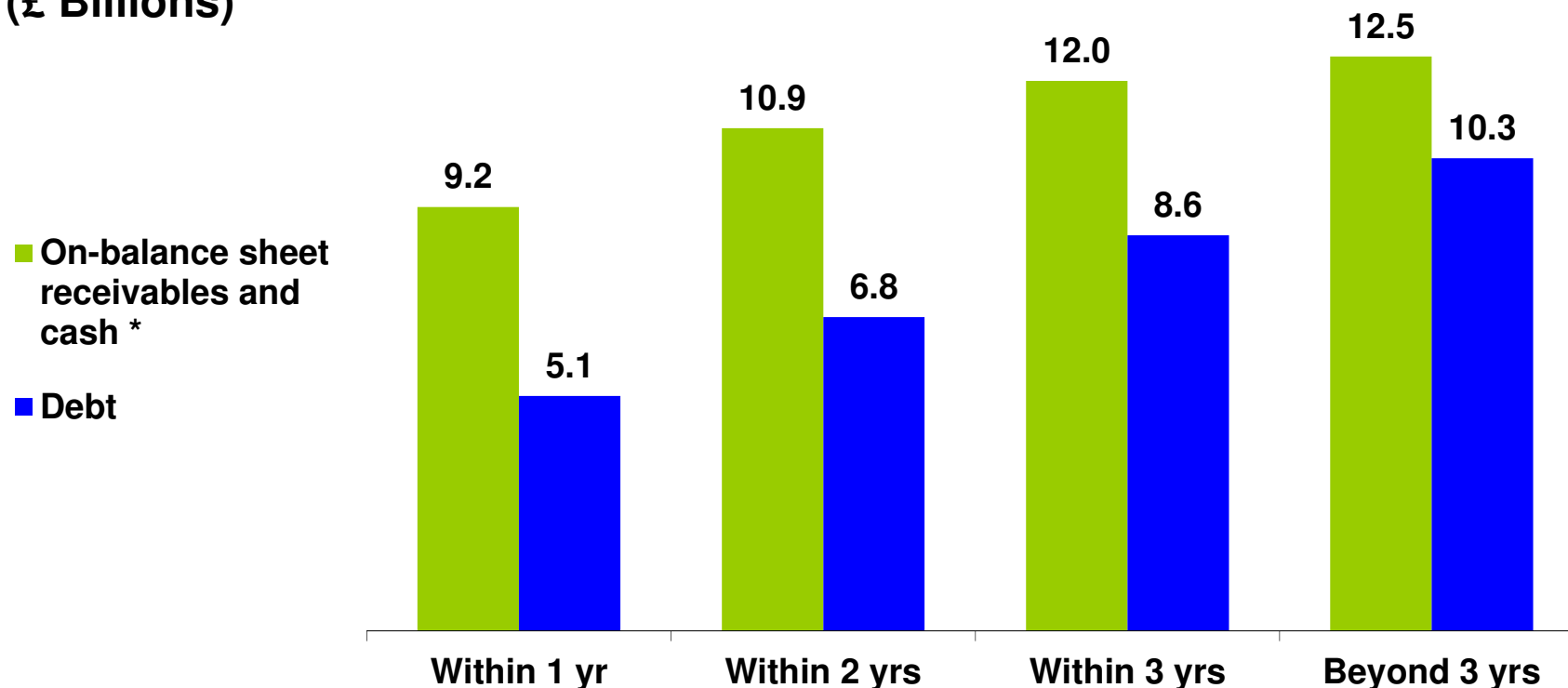
FCE BANK PLC

LIQUIDITY PROFILE



Cumulative Contractual Maturities as at 31 December 2012

(£ Billions)



* Includes the cash flows arising from cash and advances, marketable securities, gross loans and advances to customers, other assets and gross cash flows relating to operating leases reported on the balance sheet under property and equipment. Excludes off balance sheet available for use credit facilities.

FCE's Balance Sheet Is Inherently Liquid

FCE BANK PLC

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**
- **Management Statements**

Detailed Information on Ford Motor Credit Company:

www.fordcredit.com/investorcenter

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



Go Further