FORD CREDIT

Fixed Income Investor Presentation

October 2018

Further Information

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Information on Ford:

- www.shareholder.ford.com
- 10-K Annual Reports
- 10-Q Quarterly Reports
- 8-K Current Reports

Information on Ford Motor Credit Company:

- www.fordcredit.com/investor-center
- 10-K Annual Reports
- 10-Q Quarterly Reports
- 8-K Current Reports

Agenda

Corporate Overview

Financial Highlights

Company Revenue	⬆3% Driven by strong mix in NA
Company Adj. EBIT* Company Adj. EBIT Margin*	$1.7B 4.4% Flat sequentially despite lower volume
NA EBIT Margin	8.8% Driven by strong mix
Ford Credit EBT	$0.7B Best quarter in more than 7 years
Company Adj. Op. Cash Flow*	$0.1B $1.4B higher YoY and $1.9B higher sequentially
Company Cash* Liquidity	$23.7B $34.7B Cash and liquidity balances remain strong
Adj. EPS* Guidance	$1.30 - $1.50 Unchanged

* See Appendix for reconciliation to GAAP, calculations and definitions

Creating Tomorrow, Together

Our Belief	Freedom of movement drives human progress.
Our Aspiration	To become the world's most trusted company, designing smart vehicles for a smart world.

Our Plan for Value Creation

Passion for Product & Deep Customer Insight

Winning Portfolio	Propulsion Choices	Autonomous Technology	Mobility Experiences

Fitness	Metrics
Operating Leverage	Growth
Build, Partner, Buy	EBIT Margin
Capital Efficiency	ROIC
Strong Balance Sheet	Cash Flow

Our People — Culture & Values

Strategic Highlights

Winning Portfolio	✓ Progress towards freshest industry showroom • U.S. – launched new Edge and Edge ST; celebrated Job 1 for Ranger which begins shipping in 2019 • Europe – strong early order bank for newly launched Focus • China – introduced new Ford Territory mid-size SUV developed with JMC; order banks open for all-new Focus and new Escort
Propulsion Choices	✓ China strategic partnership – signed 50-50 JV agreement with Zotye to provide all-electric vehicle solutions for China ride-hailing operators ✓ Europe – revealed the new Transit Custom plug-in hybrid electric vehicle (PHEV) launching in 2019
Autonomous Technology	✓ Announced second U.S. test city – Washington, D.C. ✓ Released "A Matter of Trust" outlining Ford's approach to AV development including safety and the application of technology to solve the challenges cities face
Mobility Experiences	✓ Ford, Uber and Lyft announced unprecedented commitment to SharedStreets, a data platform designed to better leverage data to improve urban mobility ✓ Transit – Europe's top-selling light commercial vehicle brand unveils new family of products with built-in connectivity, telematics and data services solutions to help fleet customers optimize efficiency and utilization
Fitness	✓ New local leadership in China bolstering depth and breadth of local talent in this key market ✓ Launched organizational redesign aimed at reducing spans, layers and complexity and enhancing efficiency ✓ New NA agency marketing lead – streamline investments, better leverage new channels and creative, increase ROI of spend ✓ Two new definitive agreements with Mahindra in India – connected cars and engine sourcing

Other Highlights

NORTH AMERICA

- **Transit** U.S. sales were **up 28%**, with 35,051 vans sold – a **record third quarter sales performance**
- **F-Series** marked **seven straight months of over 70,000 sales** in September while maintaining YTD **record transaction pricing** of $46,600 per truck, **up $1,000** YoY
- **Navigator** sales **up over 80%** overall, with vehicles averaging just 18 days on dealer lots at the end of the third quarter; **all regions improved**, particularly the West, up 160%
- **Mustang**, America's and the world's **best-selling sports car for three years running**, sold over 19,000 vehicles, **up 9%** YoY
- Ford's legendary automotive factory, the **Rouge Center, celebrated its 100th anniversary** and is preparing to **produce a hybrid-electric F-150** in 2020

EUROPE

- Ford brand **#1 in commercial vehicle sales** in 3Q, with **Transit the top-selling** nameplate and **Ranger the #1 pickup**
- **EcoSport** sales **up 88%** YoY
- **SUV** sales **up 23%** YoY

SOUTH AMERICA

- **Consumers in Argentina chose Ford** as the **#1 most-trusted brand** among automakers in a Selecciones magazine survey
- **Introduced the new Ford Ka** lineup (including new Ka Freestyle) – the **#2 best-selling vehicle in Brazil** in August and September
- Ford **Ranked #10 company** in the **2018 MERCO* Corporate Reputation** survey in Argentina, as chosen from over 12,000 stakeholder responses, including consumers, corporate executives and business journalists
- In Brazil, Ford took 4th place in J.D. Power survey for Service Satisfaction – up from 14th place the year before

MOBILITY

- **GoRide contracted with Detroit Medical Center to provide its non-emergency transportation service**; improving the way patients get to and from appointments by providing safe and timely transportation
- **Argo** named to **LinkedIn's Top Startups** list
- **Autonomic and Alibaba Cloud signed a Memorandum of Understanding** to enhance mobility experiences for Chinese consumers, marking the launch of Autonomic in China

ASIA PACIFIC

- Achieved **record 3Q sales** performance in **China Lincoln and Thailand**
- Introduced **new high-performance Ranger Raptor** off-road pickup truck, a ground-up **Ford Performance** vehicle
- Introduced **refreshed Ranger** mid-size pickup

* **Developed and published by MERCO and Clarin, Argentina's largest national newspaper**

Company Key Metrics Summary

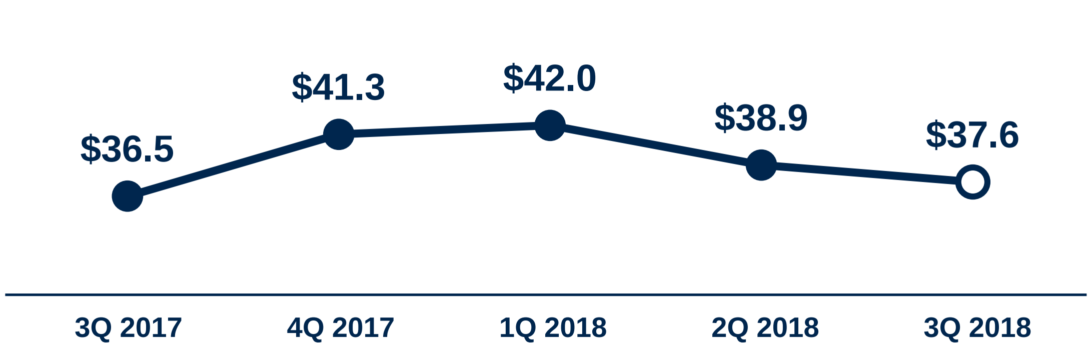
	THIRD QUARTER 2017	THIRD QUARTER 2018	THIRD QUARTER H / (L)	YEAR TO DATE 2017	YEAR TO DATE 2018	YEAR TO DATE H / (L)
Wholesales (000)	1,504	1,353	(10) %	4,858	4,508	(7) %
Market Share (Pct)	6.8 %	6.3 %	(0.5) ppts	7.1 %	6.5 %	(0.6) ppts
GAAP						
Revenue (Bils)	$ 36.5	$ 37.6	3 %	$115.5	$ 118.5	3 %
Net Income (Bils)	1.6	1.0	$ (0.6)	5.2	3.8	$ (1.4)
Net Income Margin (Pct)	4.3 %	2.6 %	(1.7) ppts	4.5 %	3.2 %	(1.3) ppts
EPS (Diluted)	$ 0.39	$ 0.25	$ (0.14)	$ 1.30	$ 0.95	$ (0.35)
Cash Flows From Op. Activities (Bils)	5.0	5.2	$ 0.2	14.9	13.7	$ (1.2)
Non-GAAP						
Company Adj. EBIT* (Bils)	$ 2.3	$ 1.7	$ (0.6)	$ 7.6	$ 5.5	$ (2.1)
Company Adj. EBIT Margin* (Pct)	6.3 %	4.4 %	(1.9) ppts	6.6 %	4.7 %	(1.9) ppts
Adjusted EPS* (Diluted)	$ 0.44	$ 0.29	$ (0.15)	$ 1.39	$ 1.00	$ (0.39)
Company Adj. Op. Cash Flow* (Bils)	(1.3)	0.1	1.4	1.9	1.3	(0.6)
Adjusted ROIC* (Trailing Four Qtrs)	12.5 %	8.2 %	(4.3) ppts			

* See Appendix for reconciliation to GAAP, calculations and definitions

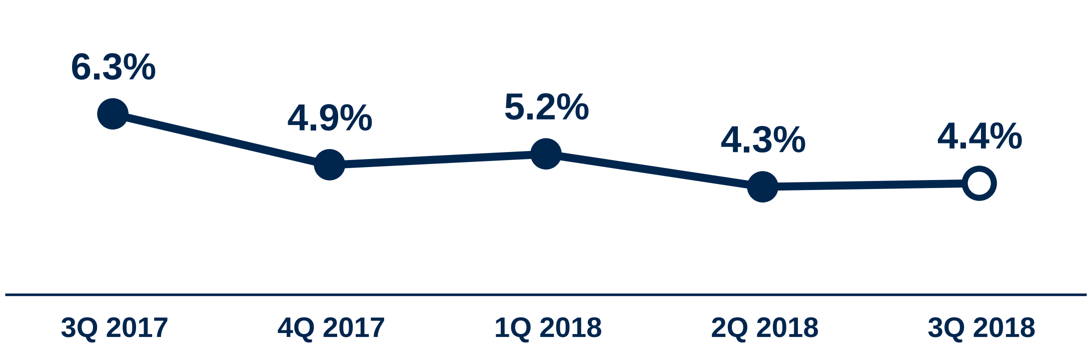
- 3Q top line mixed with revenue higher than a year ago
- Net income at $1B, down $0.6B
- Company adjusted EBIT at $1.7B, down $0.6B, primarily Automotive, mainly China
- Company adjusted EPS at $0.29, down $0.15; adjusted effective tax rate of 11%
- Company adjusted EBIT margin at 4.4%, down 1.9 ppts; mainly AP, principally China, and Europe
- Company adjusted operating cash flow at $0.1B, $1.4B higher driven by timing differences and working capital

Company Key Financial Metrics

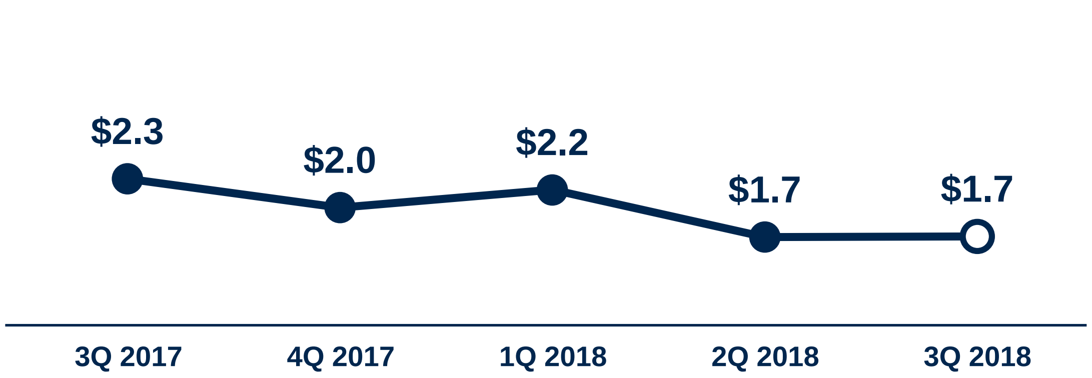
Company Revenue (Bils)



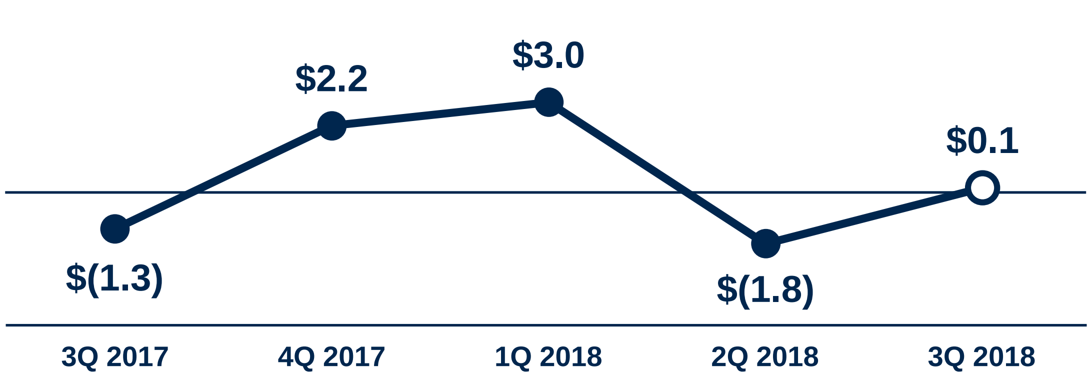
Company Adjusted EBIT Margin (Pct)



Company Adjusted EBIT (Bils)



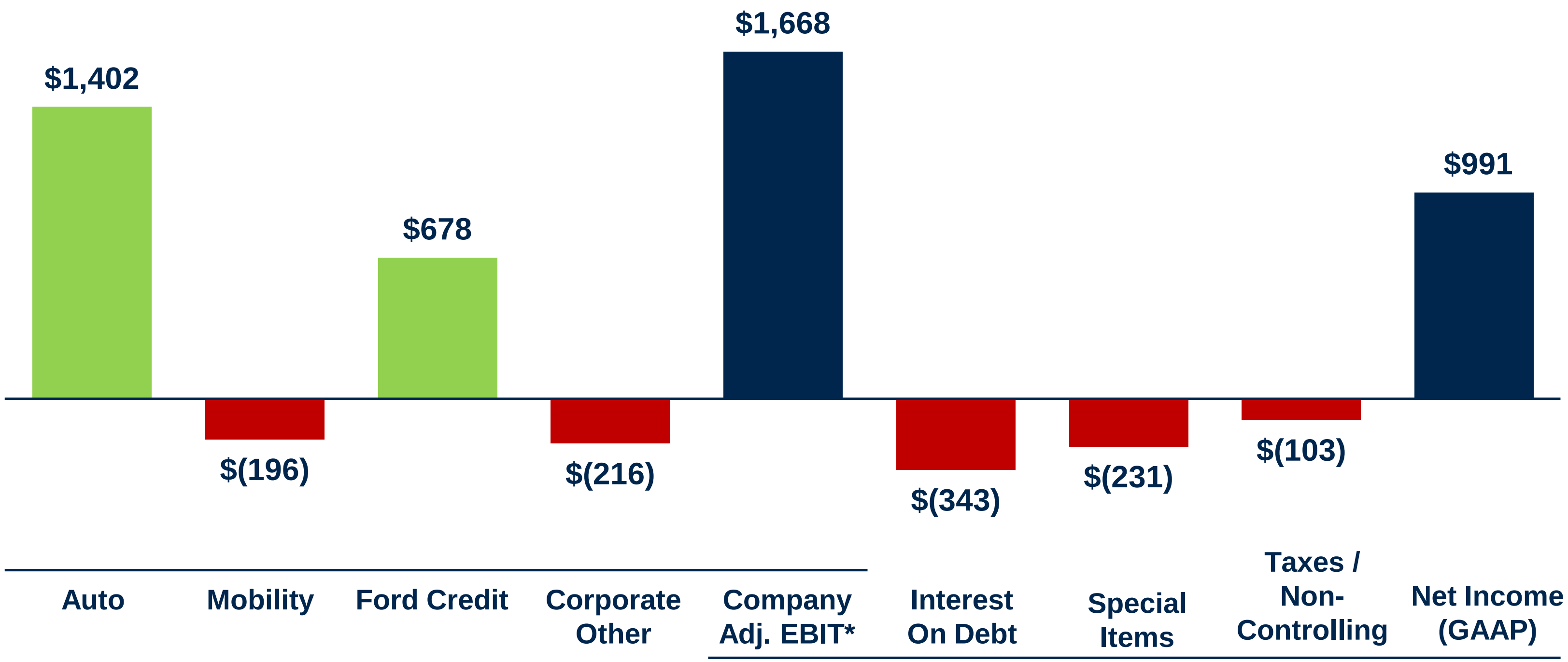
Company Adjusted Operating Cash Flow (Bils)



Note: See Appendix for reconciliation to GAAP and definitions

Company Revenue Lower Than 2Q; Adjusted EBIT Margin And EBIT About Flat; Adjusted Operating Cash Flow Positive And Improved

3Q 2018 Company Results (Mils)



B / (W) 3Q 2017	Auto	Mobility	Ford Credit	Corporate Other	Company Adj. EBIT*	Interest On Debt	Special Items	Taxes / Non-Controlling	Net Income (GAAP)
	$(477)	$(124)	$78	$(94)	$(617)	$(45)	$(14)	$95	$(581)

- Auto and Ford Credit results drove net income and Company adjusted EBIT
- Mobility reflects investments in autonomous vehicle business, as well as services development
- Corporate Other includes auto interest income, net gains and losses on marketable securities and corporate governance expenses

* See Appendix for reconciliation to GAAP and definitions

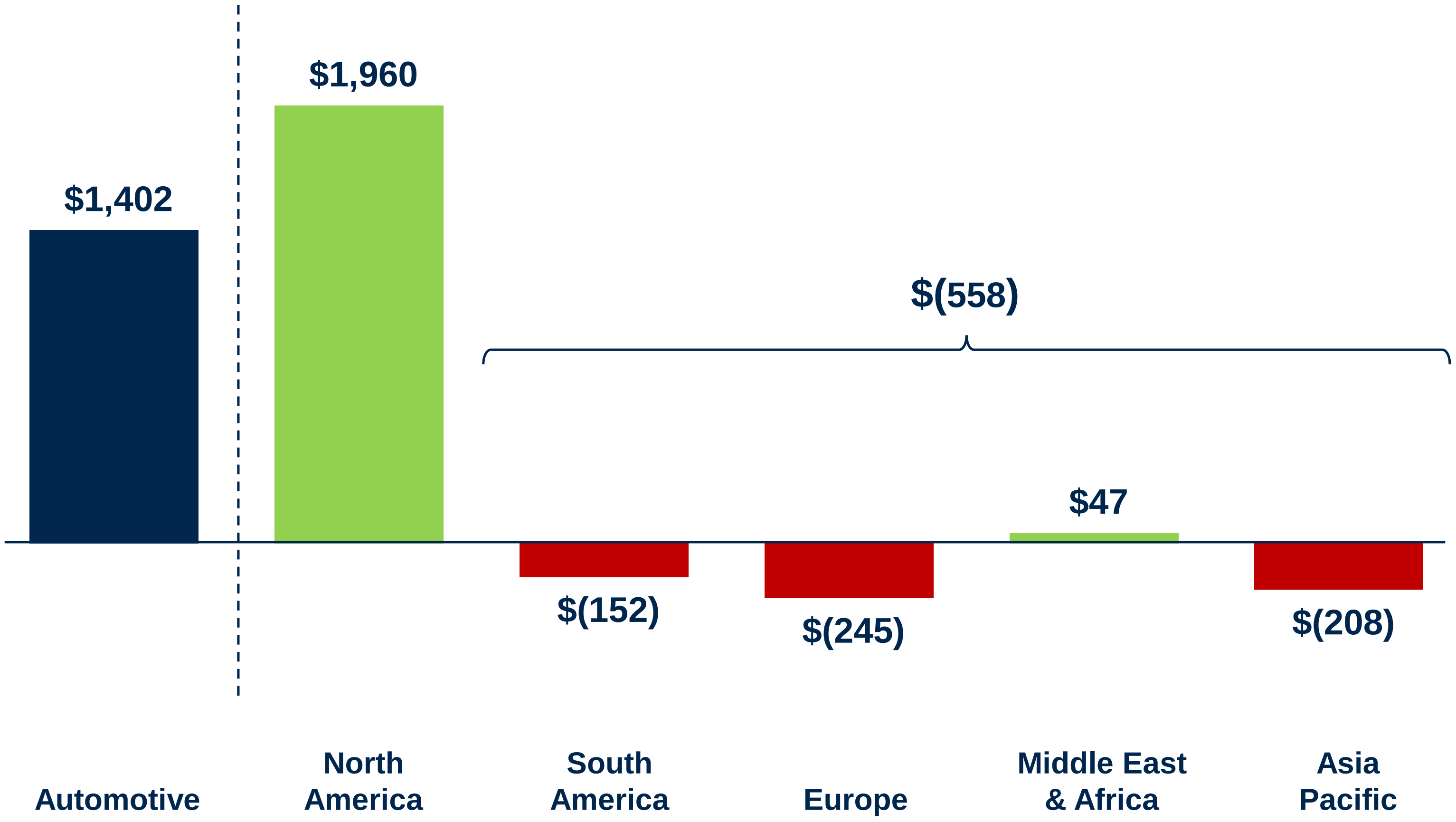
Automotive Key Metrics

	THIRD QUARTER			YEAR TO DATE		
	2017	2018	H / (L)	2017	2018	H / (L)
Global SAAR (Mils)	97.0	94.3	(3) %	93.3	95.6	2 %
Market Share (Pct)	6.8 %	6.3 %	(0.5) ppts	7.1 %	6.5 %	(0.6) ppts
Wholesales (000)	1,504	1,353	(10) %	4,858	4,508	(7) %
Revenue (Bils)	$ 33.6	$ 34.7	3 %	$ 107.2	$ 109.6	2 %
EBIT (Mils)	$ 1,879	$ 1,402	$ (477)	$ 6,449	$ 4,291	$(2,158)
EBIT Margin (Pct)	5.6 %	4.0 %	(1.6) ppts	6.0 %	3.9 %	(2.1) ppts

- 3Q Automotive top line mixed, with revenue higher; EBIT and EBIT margin lower
- Global SAAR estimated to be 3% lower YoY
- Global market share lower with declines in all regions
- Lower wholesale volume due mainly to joint ventures in China and Turkey
- Revenue increase driven by favorable mix in NA

Celebrating production of the 10 millionth Mustang – America's best-selling sports car of the last 50 years

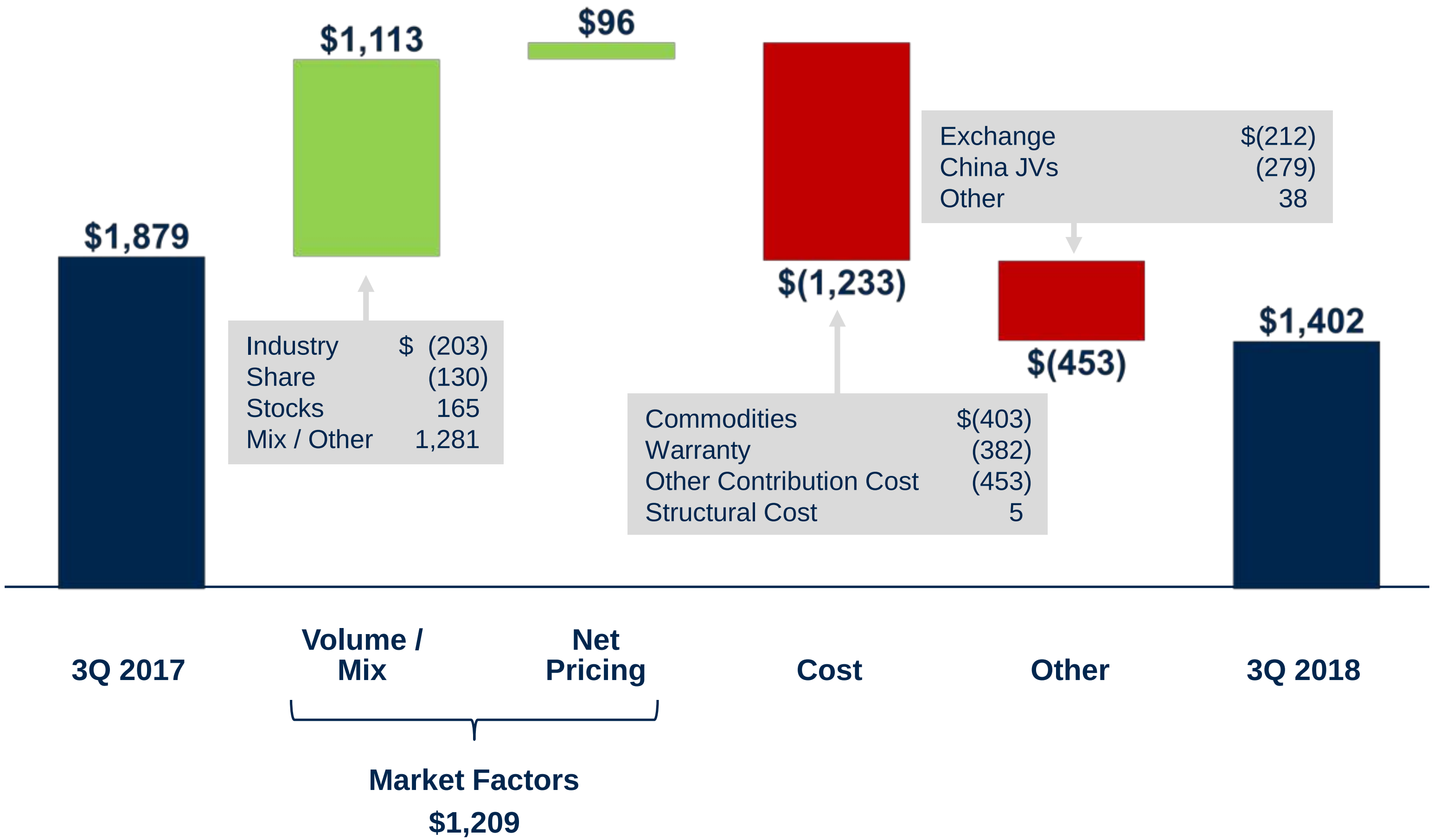
3Q 2018 Automotive EBIT By Region (Mils)



B / (W)	Automotive	North America	South America	Europe	Middle East & Africa	Asia Pacific
3Q 2017	$(477)	$136	$(2)	$(192)	$103	$(522)

- Automotive EBIT driven by NA at 8.8% EBIT margin, highest level since 3Q 2017, despite lower volume
- Operations outside NA at an EBIT loss, down $613M YoY, driven by AP and Europe; the EBIT loss slightly improved from 2Q despite 6% lower volume

Automotive
3Q 2018 EBIT YoY Bridge (Mils)



- Automotive EBIT down $477M YoY
- Decline more than explained by performance in AP, mainly China

North America Key Metrics

	THIRD QUARTER			YEAR TO DATE		
	2017	2018	H / (L)	2017	2018	H / (L)
SAAR (Mils)	21.3	21.2	(0) %	21.3	21.4	0 %
U.S.	17.5	17.4	(1) %	17.4	17.6	1 %
Market Share (Pct)	13.4 %	13.3 %	(0.1) ppts	14.0 %	13.6 %	(0.4) ppts
U.S.	14.0 %	13.9 %	(0.1) ppts	14.7 %	14.3 %	(0.4) ppts
Wholesales (000)	650	644	(1) %	2,228	2,182	(2) %
Revenue (Bils)	$ 20.9	$ 22.3	7 %	$ 69.4	$ 70.8	2 %
EBIT (Mils)	$ 1,824	$ 1,960	$ 136	$ 6,286	$ 5,648	$ (638)
EBIT Margin (Pct)	8.8 %	8.8 %	- ppts	9.1 %	8.0 %	(1.1) ppts

- 3Q NA key metrics mixed
- NA SAAR about flat with U.S. down about 1%
- Market share down slightly, mainly due to cars, offset partially by gains in utilities, trucks and vans
- Lower wholesale volume due to Canada and Mexico
- Revenue up due to improved mix consistent with continued shift to utilities and trucks
- EBIT higher YoY with EBIT margin at 8.8%, equal to a year ago

U.S. launched new Edge ST

Asia Pacific Key Metrics

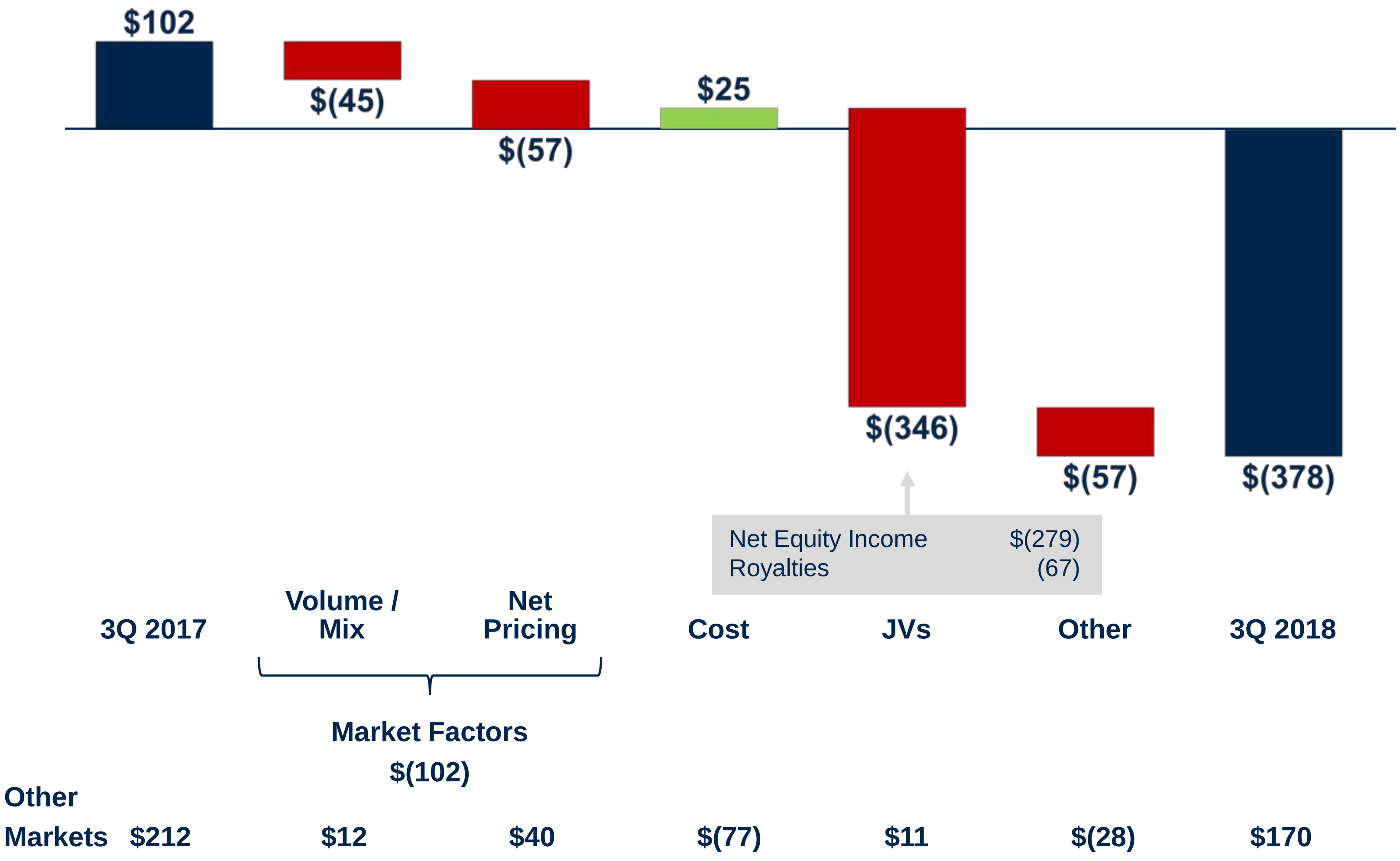
	THIRD QUARTER			YEAR TO DATE		
	2017	2018	H / (L)	2017	2018	H / (L)
SAAR (Mils)	46.8	44.0	(6) %	43.4	44.6	3 %
China	29.6	26.5	(10) %	26.8	27.1	1 %
Market Share (Pct)	3.4 %	2.5 %	(0.9) ppts	3.5 %	2.6 %	(0.9) ppts
China	4.1 %	2.9 %	(1.2) ppts	4.4 %	3.1 %	(1.3) ppts
Wholesales* (000)	379	234	(38) %	1,114	801	(28) %
Revenue (Bils)	$ 3.7	$ 3.1	(15) %	$ 10.3	$ 8.8	(14) %
EBIT (Mils)	$ 314	$ (208)	$ (522)	$ 629	$ (721)	$ (1,350)
EBIT Margin (Pct)	8.6 %	(6.7) %	(15.3) ppts	6.1 %	(8.1) %	(14.2) ppts
China Unconsolidated Affiliates						
Wholesales (000)	267	135	(49) %	791	504	(36) %
Ford Equity Income (Mils)	$ 241	$ (38)	(116) %	$ 710	$ 103	(85) %
Net Income Margin (Pct)	12.2 %	(3.3) %	(15.5) ppts	12.0 %	3.0 %	(9.0) ppts

* Wholesales include Ford brand and Jiangling Motors Corporation (JMC) brand vehicles produced and sold in China by our unconsolidated affiliates. Revenue does not include these sales

- All 3Q metrics lower YoY; China the key driver
- AP SAAR down 6%, driven by a 10% decline in China
- AP market share lower due to China performance, primarily Escort and Focus
- Lower wholesale volume driven by China JVs
- Lower revenue due to consolidated China operations
- EBIT and EBIT margin lower due to China

Revealed all-new Ford Territory SUV, targeted at new buyers in China's fast-growing, emerging cities

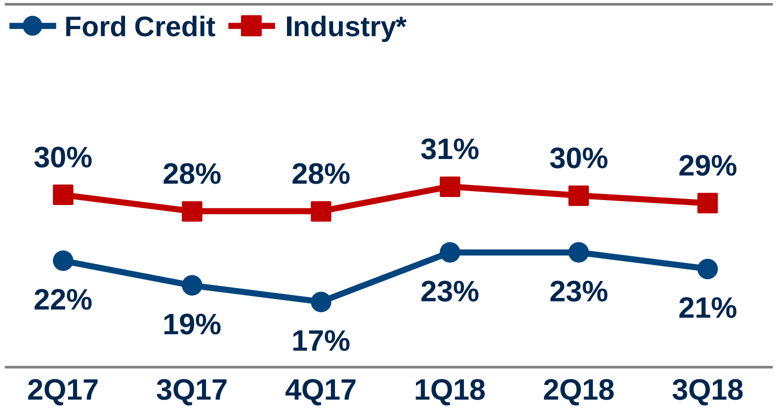
China
3Q 2018 EBIT YoY Bridge (Mils)



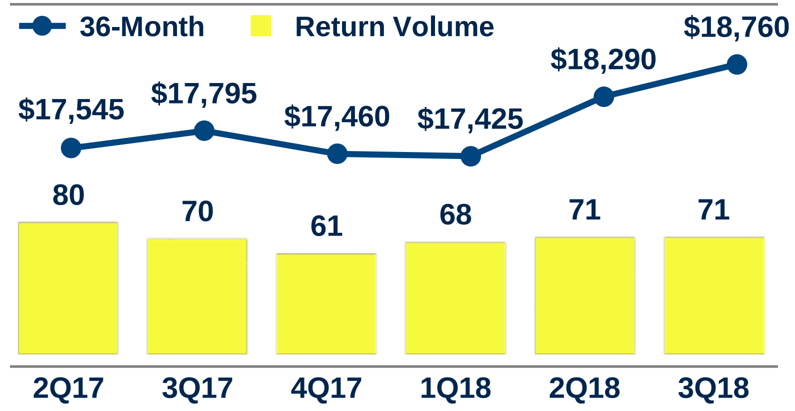
- 3Q China operations an EBIT loss of $378M, down $480M YoY
- Decline due to lower volume and net pricing in China JVs and unfavorable market factors for Explorer and Lincoln imports
- Lower volume at the China JVs drove lower royalty income

Ford Credit
U.S. Automotive Financing Trends

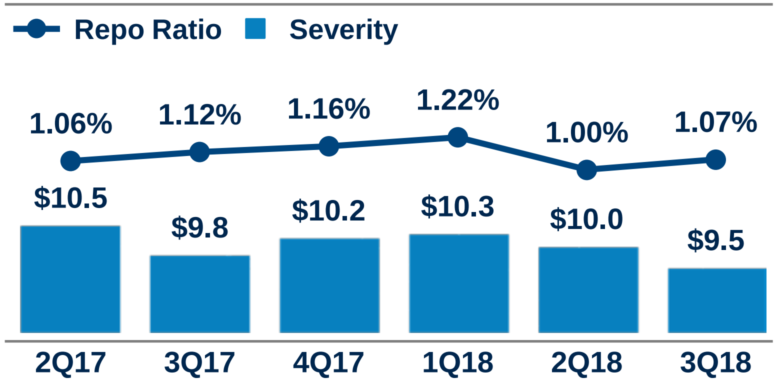
Lease Share of Retail Sales (Pct)



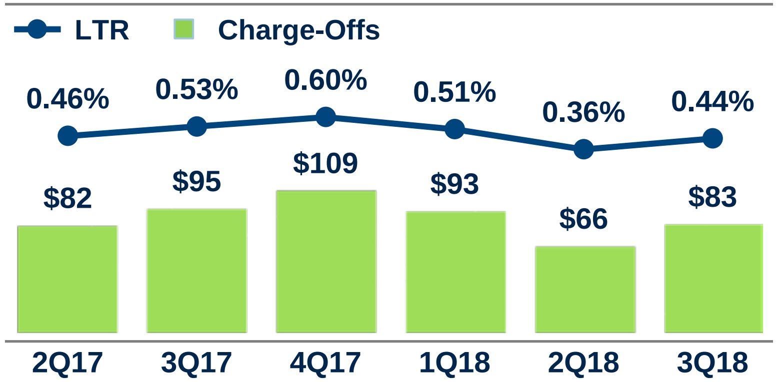
Lease Return Vol. (000) and Auction Values**



Retail and Lease Repossession Ratio (Pct) and Severity (000)



Retail and Lease Charge-Offs (Mils) and LTR Ratio (Pct)



* Source: J.D. Power PIN
** At 3Q 2018 mix

- 3Q lease share lower sequentially and below industry reflecting Ford sales mix
- Now expect 2018 FY average auction values to be about 3% higher YoY at constant mix
- Strong loss metrics reflect healthy consumer credit conditions

Company Cash Flow And Balance Sheet (Bils)

Company Cash Flow	2017 3Q	2018 3Q	2017 YTD	2018 YTD
Company Adj. Op. Cash Flow*	$ (1.3)	$ 0.1	$ 1.9	$ 1.3
Change in Company Cash	(2.3)	(1.5)	(1.4)	(2.9)

Balance Sheet and Liquidity	2017 Dec 31	2018 Sep 30
Company Excluding Ford Credit		
Company Cash*	$ 26.5	$ 23.7
Liquidity	37.4	34.7
Debt	$ (16.5)	$ (15.3)
Cash Net of Debt	10.0	8.4
Pension Funded Status*		
Funded Plans	$ (0.1)	$ 0.9
Unfunded Plans	(6.5)	(6.2)
Total Global Pension	$ (6.6)	$ (5.3)
Total Funded Status OPEB	$ (6.2)	$ (6.0)

- 3Q cash flow positive and improved from a year ago
- Company cash and liquidity balances remain strong; funded pension plans fully funded
- Committed to maintaining an investment grade credit rating, a strong balance sheet and the regular dividend throughout the cycle

* See Appendix for reconciliation to GAAP and definitions

Company Cash Flow (Bils)

	THIRD QUARTER		YEAR TO DATE	
	2017	2018	2017	2018
Company Adjusted EBIT*	$ 2.3	$ 1.7	$ 7.6	$ 5.5
Excluding: Ford Credit EBT	(0.6)	(0.7)	(1.7)	(2.0)
Subtotal	$ 1.7	$ 1.0	$ 5.9	$ 3.6
Capital spending	$ (1.7)	$ (2.0)	$ (4.9)	$ (5.6)
Depreciation and tooling amortization	1.3	1.4	3.7	4.0
Net spending	$ (0.4)	$ (0.6)	$ (1.2)	$ (1.6)
Changes in working capital	(0.7)	(0.3)	(0.9)	(1.3)
Ford Credit distributions	0.4	0.6	0.4	2.1
All other and timing differences	(2.3)	(0.6)	(2.3)	(1.4)
Company adjusted operating cash flow*	$ (1.3)	$ 0.1	$ 1.9	$ 1.3
Separation payments	-	-	(0.1)	(0.1)
Other transactions with Ford Credit	(0.1)	-	(0.1)	(0.1)
Other, including acquisitions and divestitures	-	(0.1)	(0.1)	(0.5)
Cash flow before other actions	$ (1.4)	$ -	$ 1.6	$ 0.5
Changes in debt	(0.1)	(0.7)	(0.2)	(0.6)
Funded pension contributions	(0.2)	(0.1)	(0.7)	(0.3)
Shareholder distributions	(0.6)	(0.7)	(2.1)	(2.5)
Change in cash	$ (2.3)	$ (1.5)	$ (1.4)	$ (2.9)

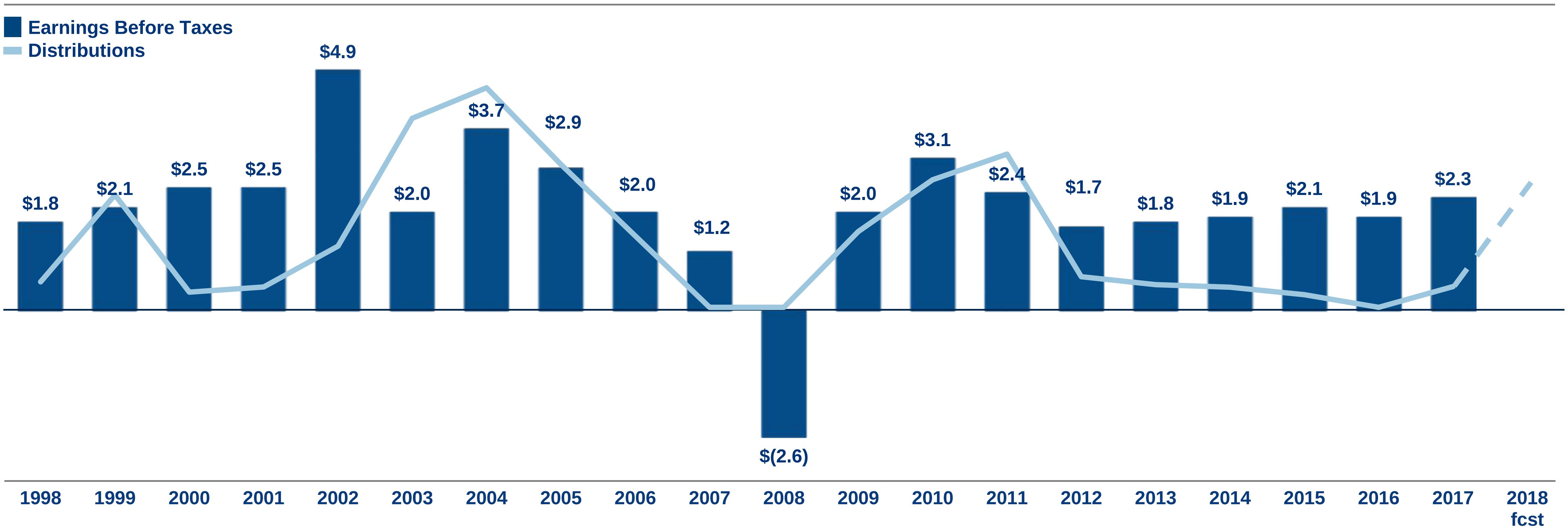
* See Appendix for reconciliation to GAAP and definitions

- 3Q cash flow positive and improved from a year ago
- Full year funded pension contributions on track for $0.5B
- Shareholder distributions on track for $3B

Ford Credit

Ford Credit -- A Strategic Asset

(as of September 14, 2018)



Over The Last 20 Years, Ford Credit Generated $42 Billion In Earnings Before Taxes And $26 Billion In Distributions

Key Takeaways

- 3Q EBT of $678 million – the best quarter in more than 7 years
- Loss metrics reflect healthy consumer credit conditions
- Continued strong auction performance
- Funding plan well positioned, diversified across platforms and markets
- Managed leverage maintained within target range of 8:1 to 9:1
- Consistent originations, servicing, and collections

Key Metrics

	THIRD QUARTER			YEAR TO DATE		
	2017	2018	H / (L)	2017	2018	H / (L)
Net Receivables (Bils)	$ 138	$ 144	4 %	$ 138	$ 144	4 %
Managed Receivables* (Bils)	$ 145	$ 152	5 %	$ 145	$ 152	5 %
Loss-to-Receivables** (LTR)	53 bps	44 bps	(9) bps	51 bps	43 bps	(8) bps
Auction Values***	$ 17,795	$ 18,760	5 %	$ 17,520	$ 18,160	4 %
Earnings Before Taxes (EBT) (Mils)	$ 600	$ 678	$ 78	$ 1,700	$ 1,964	$ 264
ROE (Pct)	12 %	13 %	1 ppt	12 %	14 %	2 ppts

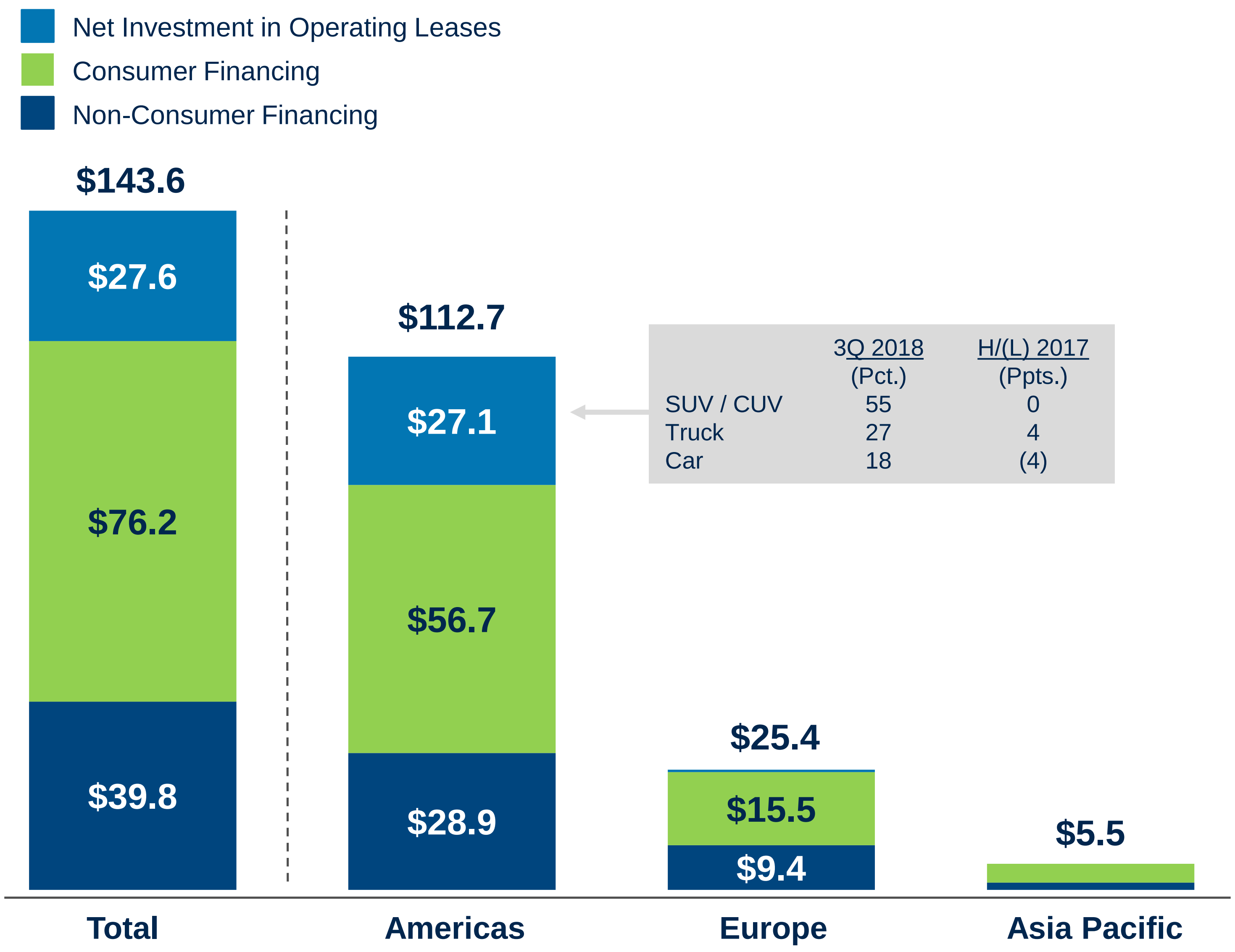
Other Balance Sheet Metrics

	2017	2018	H / (L)
Debt (Bils)	$ 132	$ 138	5 %
Liquidity (Bils)	$ 30	$ 29	(3) %
Financial Statement Leverage (to 1)	9.4	9.1	(0.3)
Managed Leverage* (to 1)	8.7	8.4	(0.3)

- Strong 3Q EBT
- U.S. consumer credit metrics healthy with improved LTR
- Balance sheet and liquidity remain strong; managed leverage within target range of 8:1 to 9:1

* See Appendix for reconciliation to GAAP and definitions
** U.S. retail and lease
*** U.S. 36-month off-lease at 3Q 2018 mix

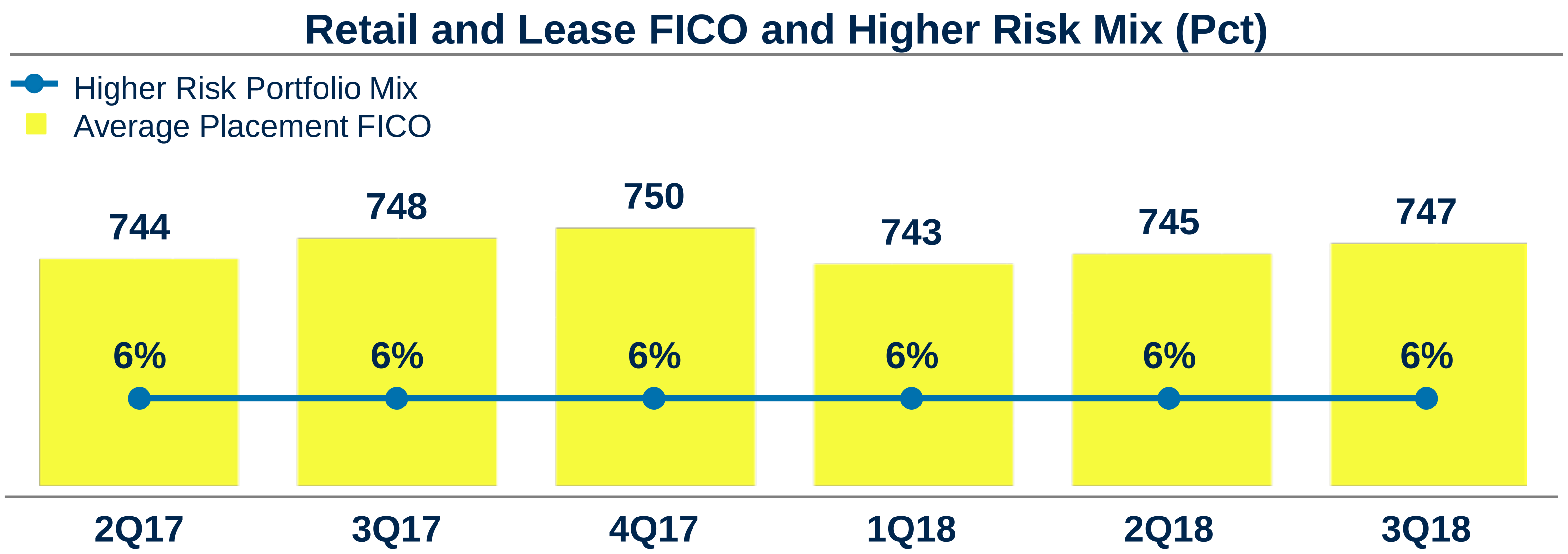
3Q 2018 Net Receivables Mix (Bils)

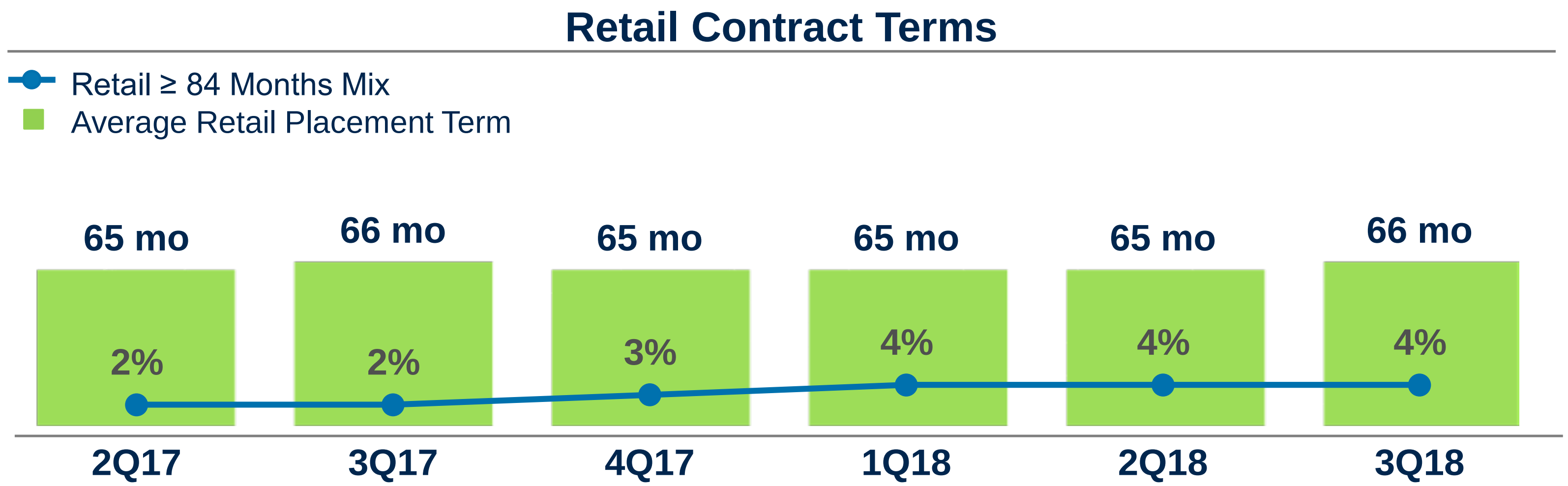


	3Q 2018 (Pct.)	H/(L) 2017 (Ppts.)
SUV / CUV	55	0
Truck	27	4
Car	18	(4)

- Operating lease portfolio was 19% of total net receivables
- U.S. and Canada represent 98% of operating lease portfolio

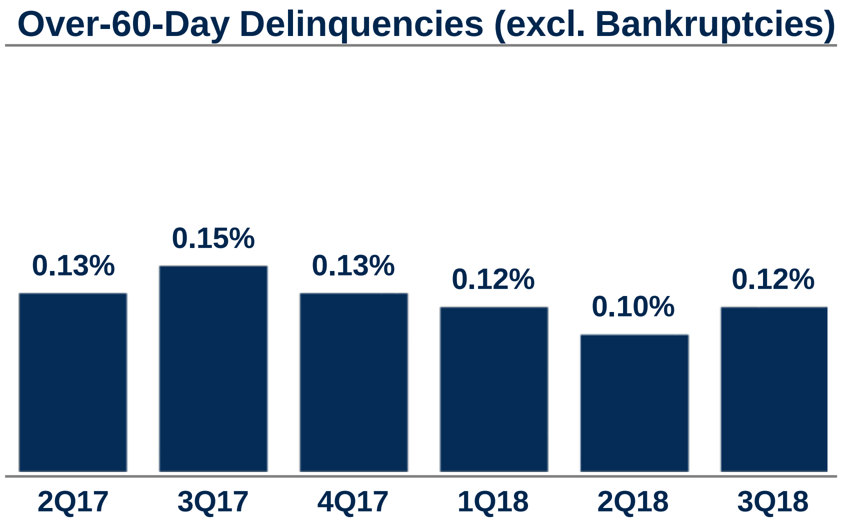
U.S. Origination Metrics

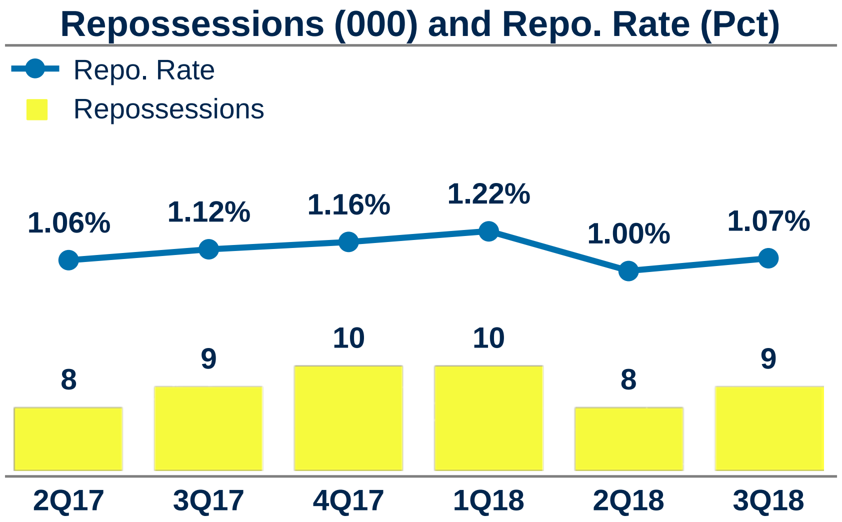


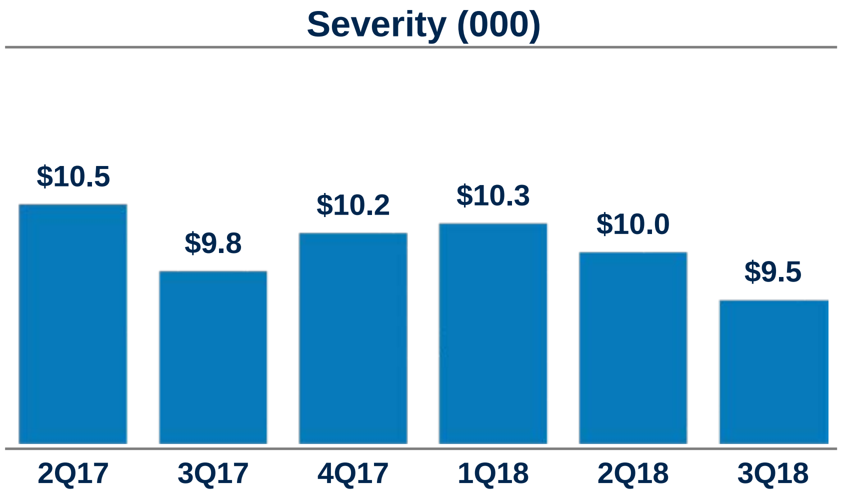


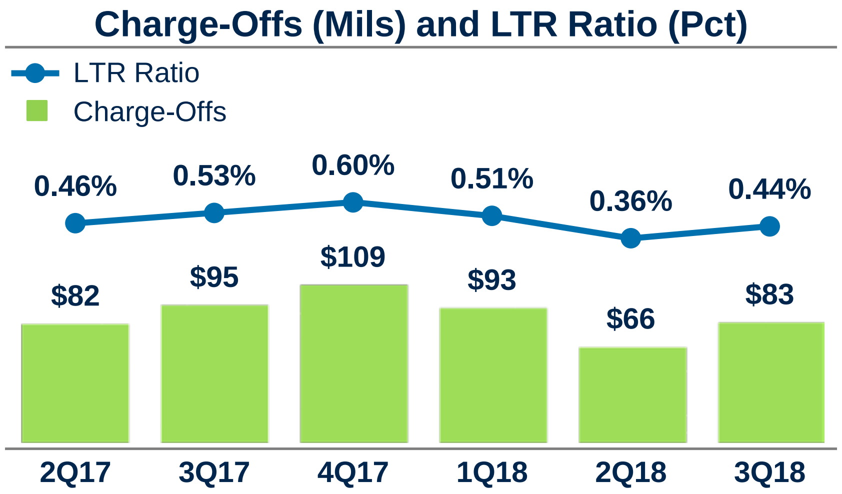
- Disciplined and consistent underwriting practices
- Portfolio quality evidenced by FICO scores and steady risk mix
- Extended-term contracts relatively small part of our business

U.S. Retail And Lease Credit Loss Drivers



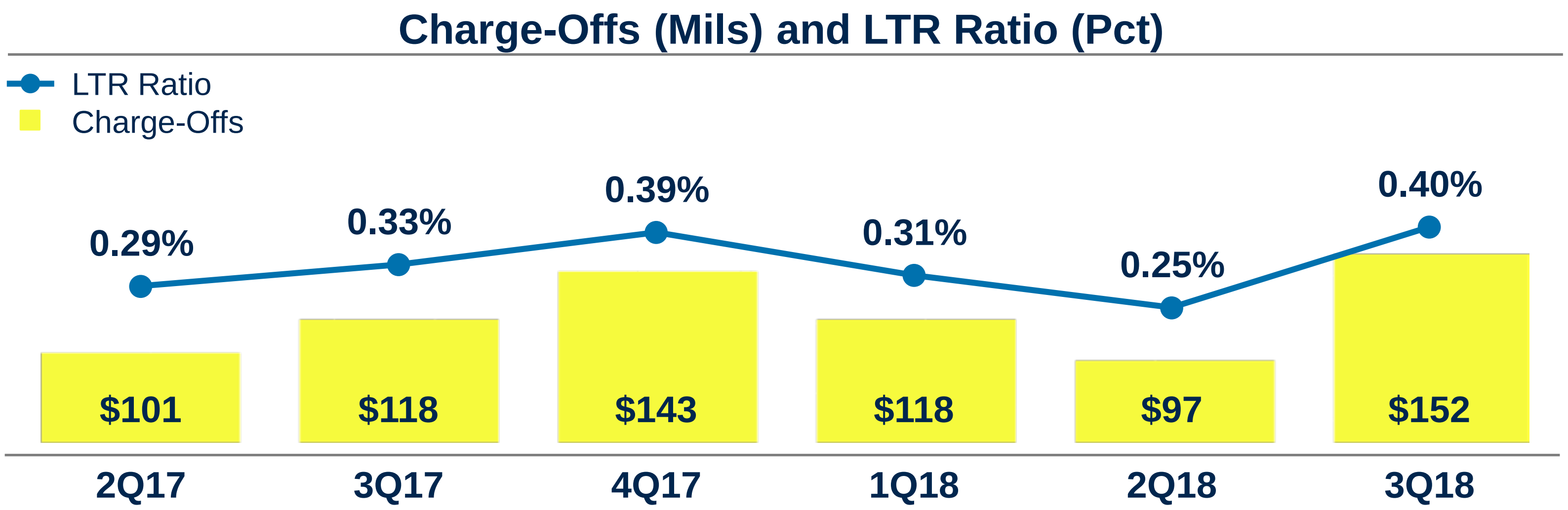


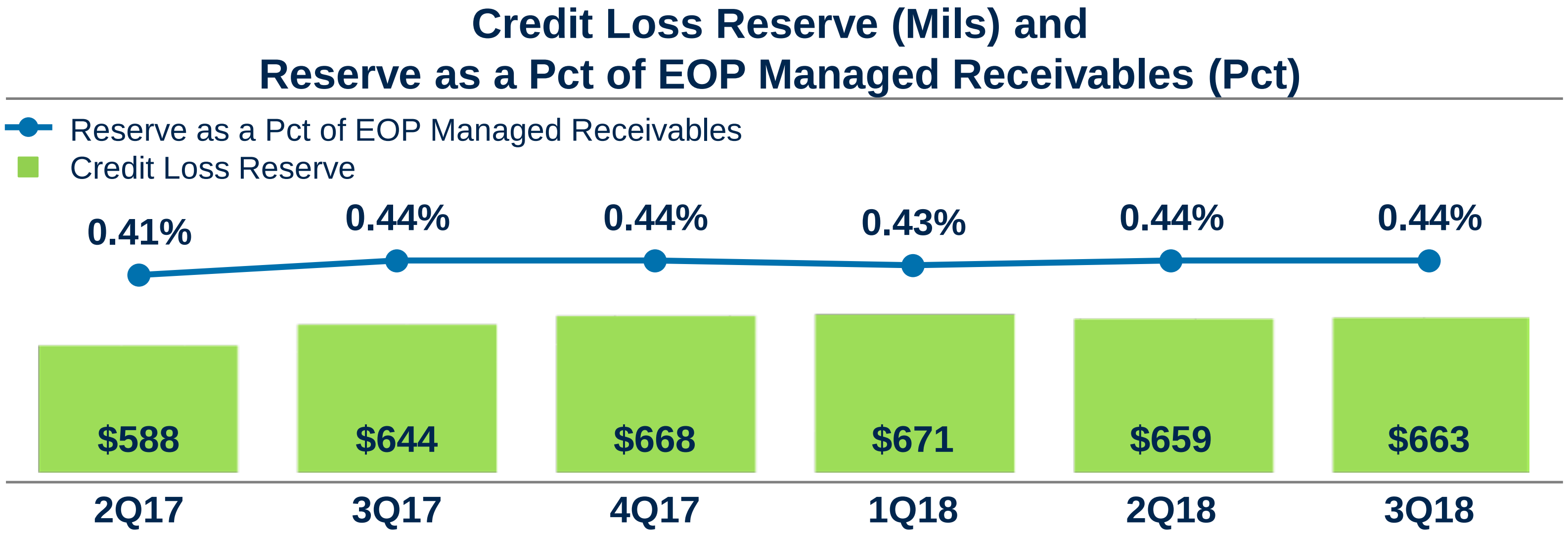




- Delinquencies and repossessions remained low
- Severity trended favorably YoY reflecting higher auction values
- Strong loss metrics reflect healthy consumer credit conditions

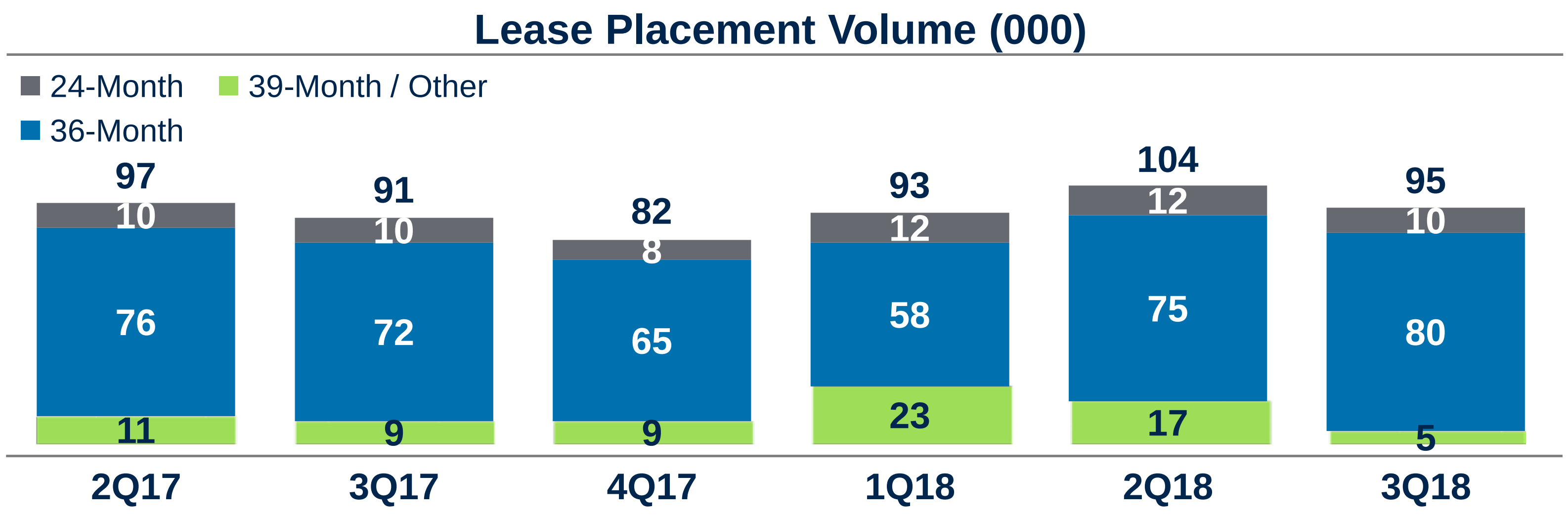
Worldwide Credit Loss Metrics

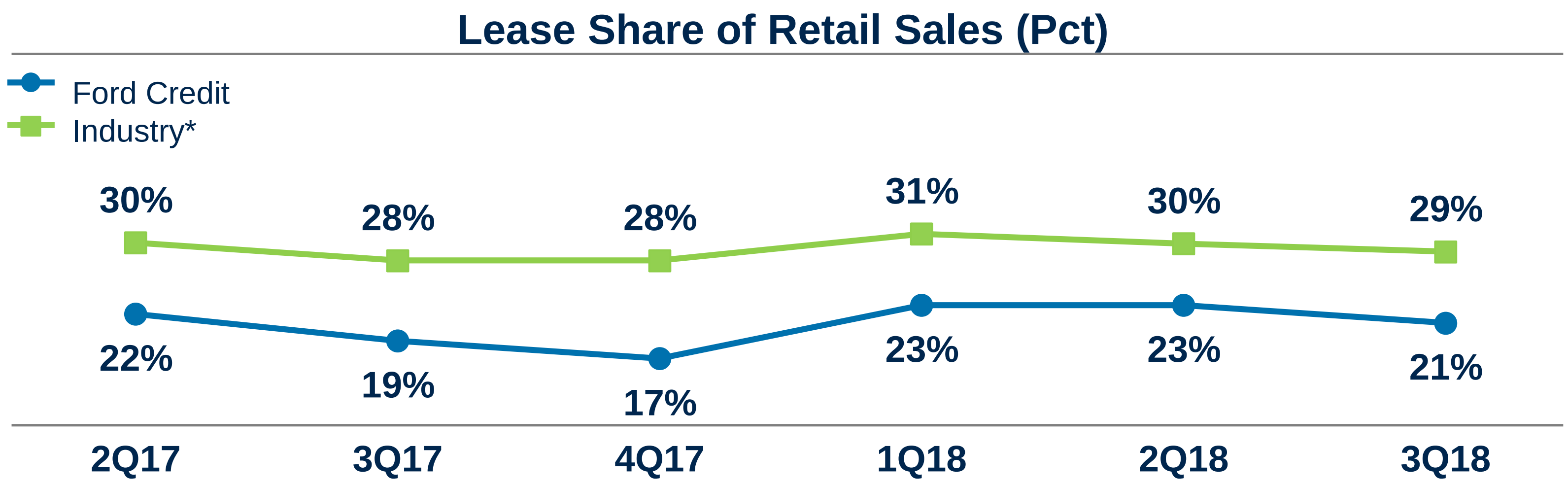




- YoY increase in charge-offs reflects a non-consumer loss recognized in 3Q 2018
- Credit loss reserve based on historical losses, portfolio quality, and receivables level
- YoY increase in reserve reflects historical losses and growth in receivables

U.S. Lease Origination Metrics

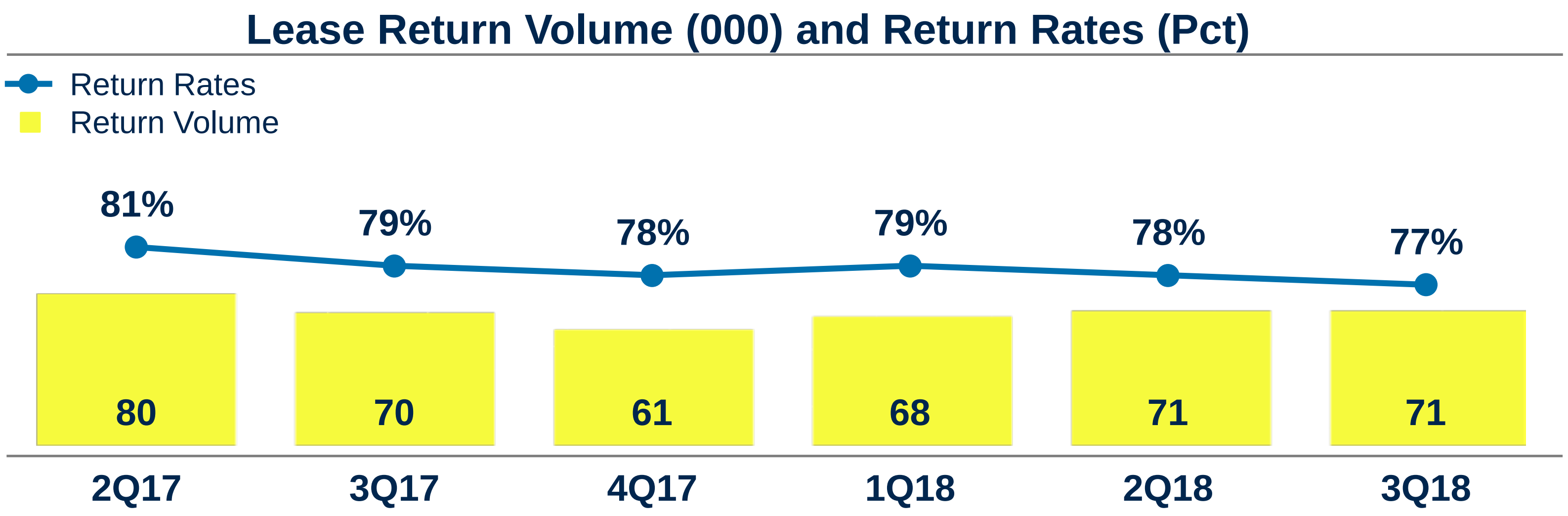


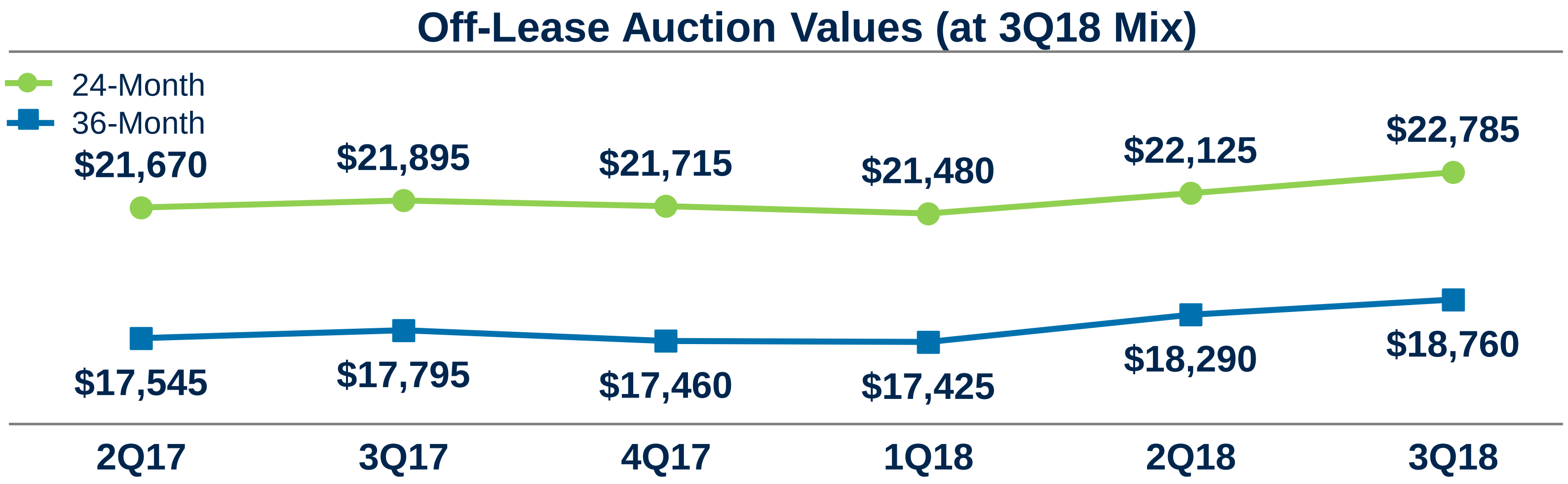


* Source: J.D. Power PIN

- 3Q lease share lower sequentially and below industry reflecting Ford sales mix

U.S. Lease Residual Performance





- Healthy used car market supporting lease residual and credit loss performance
- Auction values stronger than expected and higher YoY
- Now expect 2018 FY average auction values to be about 3% higher YoY at constant mix

Funding Structure – Managed Receivables*
(Bils)

	2016 Dec 31	2017 Dec 31	2018 Sep 30
Term Debt (incl. Bank Borrowings)	$ 66	$ 75	$ 73
Term Asset-Backed Securities	50	53	55
Commercial Paper	4	5	4
Ford Interest Advantage / Deposits	6	5	6
Other	9	9	11
Equity	13	16	15
Adjustments For Cash	(11)	(12)	(12)
Total Managed Receivables	$ 137	$ 151	$ 152
Securitized Funding as Pct of Managed Receivables	37%	35%	36%

- Funding is diversified across platforms and markets
- Well capitalized with a strong balance sheet and ample liquidity

* See Appendix for definitions and reconciliation to GAAP

Public Term Funding Plan* (Bils)

	2016 Actual	2017 Actual	2018 Forecast	2018 Through Oct 23
Unsecured -- Currency of issuance				
(USD Equivalent)				
USD	$ 9	$ 10	$ 6 - 8	$ 6
CAD	1	2	1 - 2	1
EUR / GBP	3	3	4 - 5	4
Other	1	1	1	1
Total unsecured	$ 14	$ 16	$ 14 - 16	$ 13
Securitizations	$ 13	$ 15	$ 13 - 14	$ 13
Total public	$ 28	$ 32	$ 28 - 30	$ 25

* Numbers may not sum due to rounding; see Appendix for definitions

Cautionary Note On Forward-Looking Statements

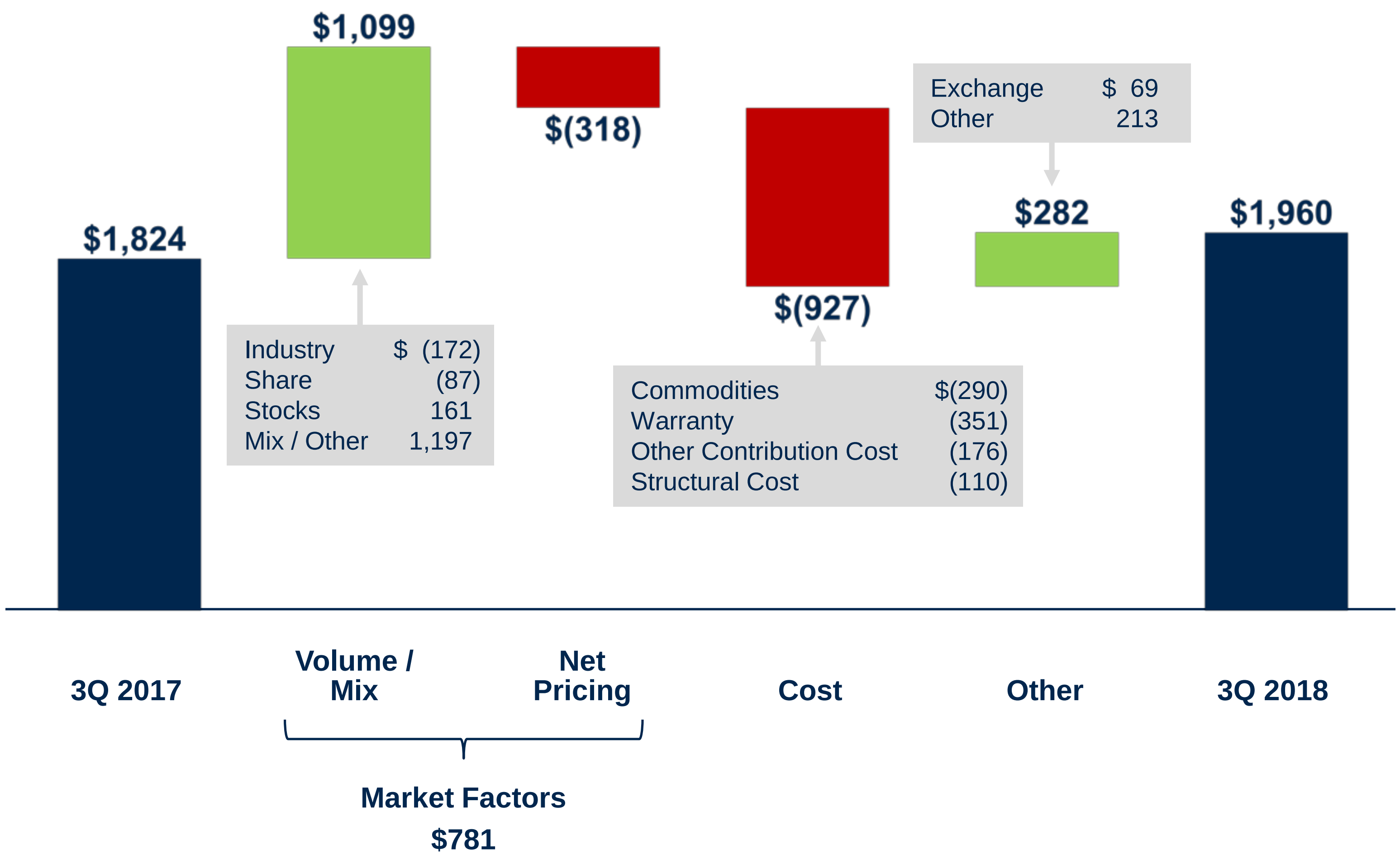
Statements included or incorporated by reference herein may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on expectations, forecasts, and assumptions by our management and involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those stated, including, without limitation:

- Ford's long-term competitiveness depends on the successful execution of fitness actions;
- Industry sales volume, particularly in the United States, Europe, or China, could decline if there is a financial crisis, recession, or significant geopolitical event;
- Ford's new and existing products and mobility services are subject to market acceptance;
- Ford's results are dependent on sales of larger, more profitable vehicles, particularly in the United States;
- Ford may face increased price competition resulting from industry excess capacity, currency fluctuations, or other factors;
- Fluctuations in commodity prices, foreign currency exchange rates, and interest rates can have a significant effect on results;
- With a global footprint, Ford's results could be adversely affected by economic, geopolitical, protectionist trade policies, or other events;
- Ford's production, as well as Ford's suppliers' production, could be disrupted by labor disputes, natural or man-made disasters, financial distress, production difficulties, or other factors;
- Ford's ability to maintain a competitive cost structure could be affected by labor or other constraints;
- Pension and other postretirement liabilities could adversely affect Ford's liquidity and financial condition;
- Economic and demographic experience for pension and other postretirement benefit plans (e.g., discount rates or investment returns) could be worse than Ford has assumed;
- Ford's vehicles could be affected by defects that result in delays in new model launches, recall campaigns, or increased warranty costs;
- Safety, emissions, fuel economy, and other regulations affecting Ford may become more stringent;
- Ford could experience unusual or significant litigation, governmental investigations, or adverse publicity arising out of alleged defects in products, perceived environmental impacts, or otherwise;
- Ford's receipt of government incentives could be subject to reduction, termination, or clawback;
- Operational systems, security systems, and vehicles could be affected by cyber incidents;
- Ford Credit's access to debt, securitization, or derivative markets around the world at competitive rates or in sufficient amounts could be affected by credit rating downgrades, market volatility, market disruption, regulatory requirements, or other factors;
- Ford Credit could experience higher-than-expected credit losses, lower-than-anticipated residual values, or higher-than-expected return volumes for leased vehicles;
- Ford Credit could face increased competition from banks, financial institutions, or other third parties seeking to increase their share of financing Ford vehicles; and
- Ford Credit could be subject to new or increased credit regulations, consumer or data protection regulations, or other regulations.

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, 2017, as updated by subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

Appendix

North America
3Q 2018 EBIT YoY Bridge (Mils)



- NA EBIT up $136M YoY driven by strongly positive mix due to continued focus on high-margin products

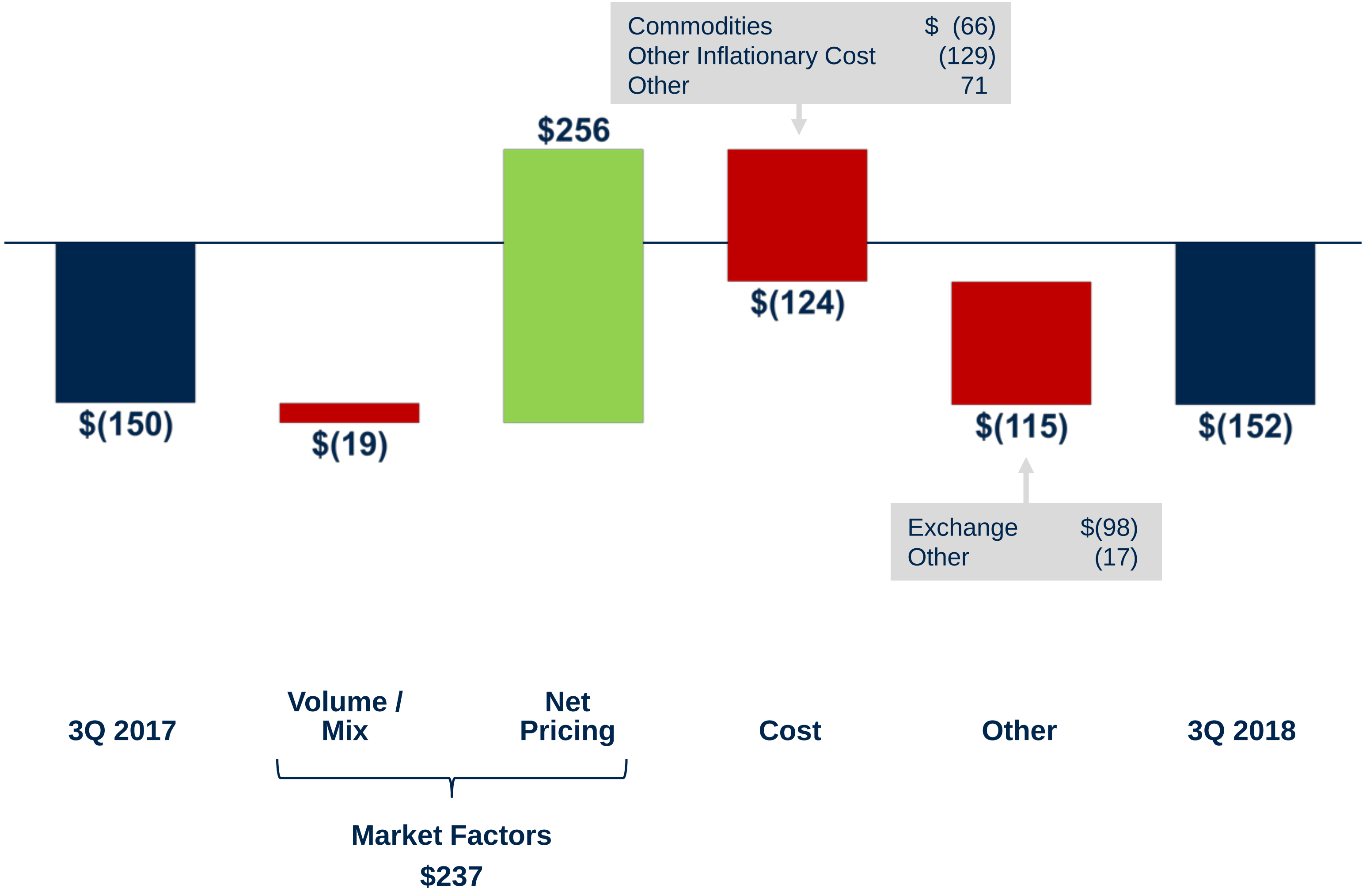
South America Key Metrics

	THIRD QUARTER			YEAR TO DATE		
	2017	2018	H / (L)	2017	2018	H / (L)
SAAR (Mils)	4.3	4.4	2 %	4.1	4.5	10 %
Brazil	2.4	2.7	13 %	2.2	2.5	14 %
Market Share (Pct)	8.8 %	8.4 %	(0.4) ppts	8.9 %	8.6 %	(0.3) ppts
Brazil	9.3 %	9.2 %	(0.1) ppts	9.4 %	9.4 %	- ppts
Wholesales (000)	103	94	(9) %	266	276	4 %
Revenue (Bils)	$ 1.5	$ 1.3	(19) %	$ 4.1	$ 4.1	(2) %
EBIT (Mils)	$ (150)	$ (152)	$ (2)	$ (564)	$ (479)	$ 85
EBIT Margin (Pct)	(9.4) %	(11.8) %	(2.4) ppts	(13.6) %	(11.8) %	1.8 ppts

- 3Q SA top-line metrics down YoY, with EBIT about flat and EBIT margin lower
- SA SAAR up 2% with growth of 13% in Brazil and a reduction of 26% in Argentina; Brazil higher for the 6th consecutive quarter
- SA market share down in all major markets
- Volume decline more than explained by Argentina
- Revenue decline more than explained by weaker currencies

New Ford Ka lineup was officially introduced in Brazil and Argentina

South America
3Q 2018 EBIT YoY Bridge (Mils)



- SA EBIT flat YoY as favorable market factors about offset by adverse exchange and higher commodity and other inflationary costs

Europe Key Metrics

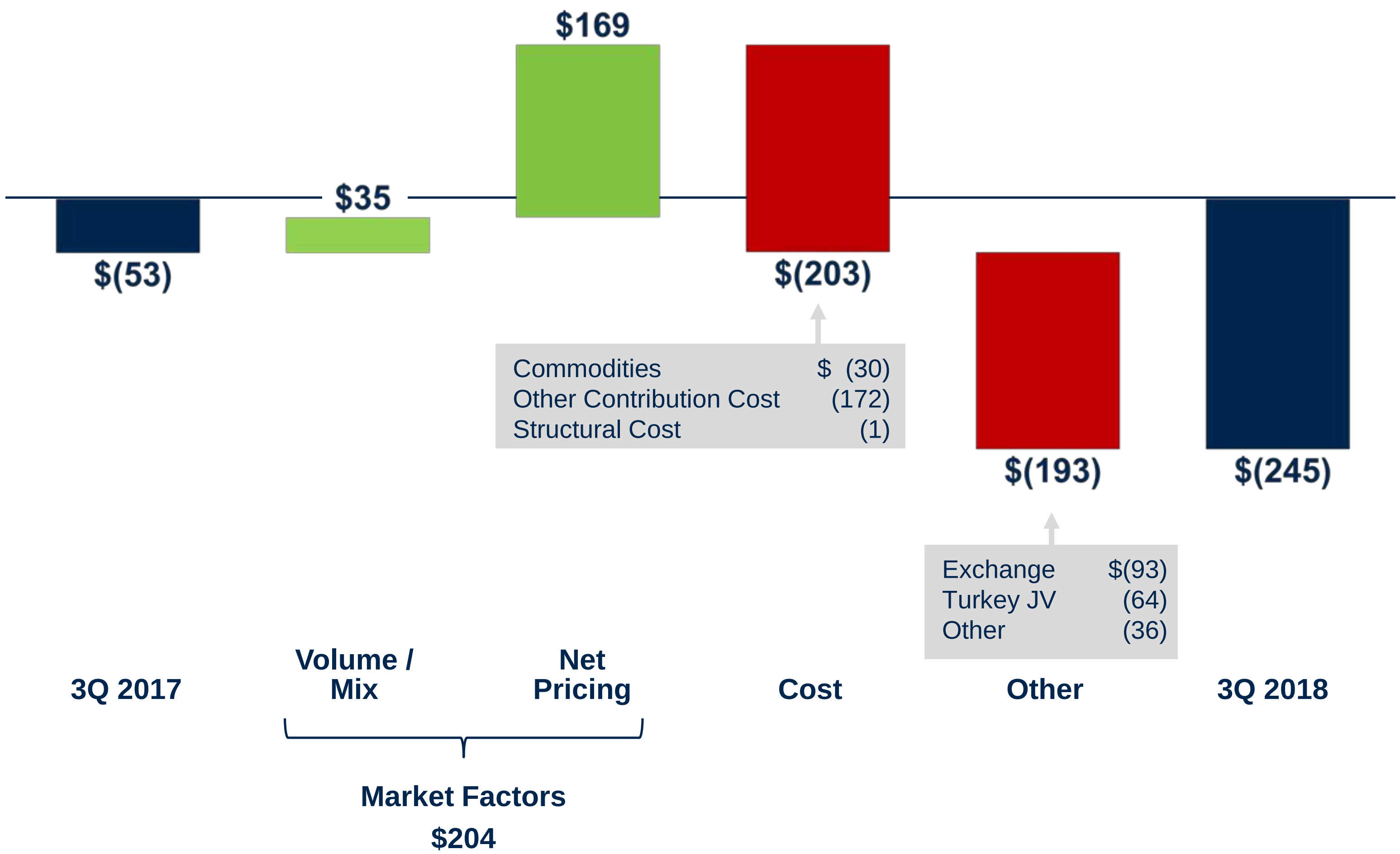
	THIRD QUARTER			YEAR TO DATE		
	2017	2018	H / (L)	2017	2018	H / (L)
SAAR (Mils)	21.0	21.1	0 %	20.7	21.4	3 %
Market Share (Pct)	7.3 %	7.0 %	(0.3) ppts	7.5 %	7.2 %	(0.3) ppts
Wholesales* (000)	342	356	4 %	1,166	1,172	1 %
Revenue (Bils)	$ 6.9	$ 7.4	7 %	$ 21.6	$ 23.9	11 %
EBIT (Mils)	$ (53)	$ (245)	$ (192)	$ 278	$ (199)	$ (477)
EBIT Margin (Pct)	(0.8) %	(3.3) %	(2.5) ppts	1.3 %	(0.8) %	(2.1) ppts

* Includes Ford brand vehicles produced and sold by our unconsolidated affiliate in Turkey (about 17,000 units in 3Q 2017 and 7,000 units in 3Q 2018). Revenue does not include these sales

- 3Q top-line metrics mixed YoY; financial metrics down
- Europe SAAR about flat
- Europe market share down primarily due to Turkey
- Record commercial vehicle market share of 15.4%
- Volume up in most major markets, offset partially by a large decline in Turkey
- Revenue up due to higher volume and net pricing driven by new products

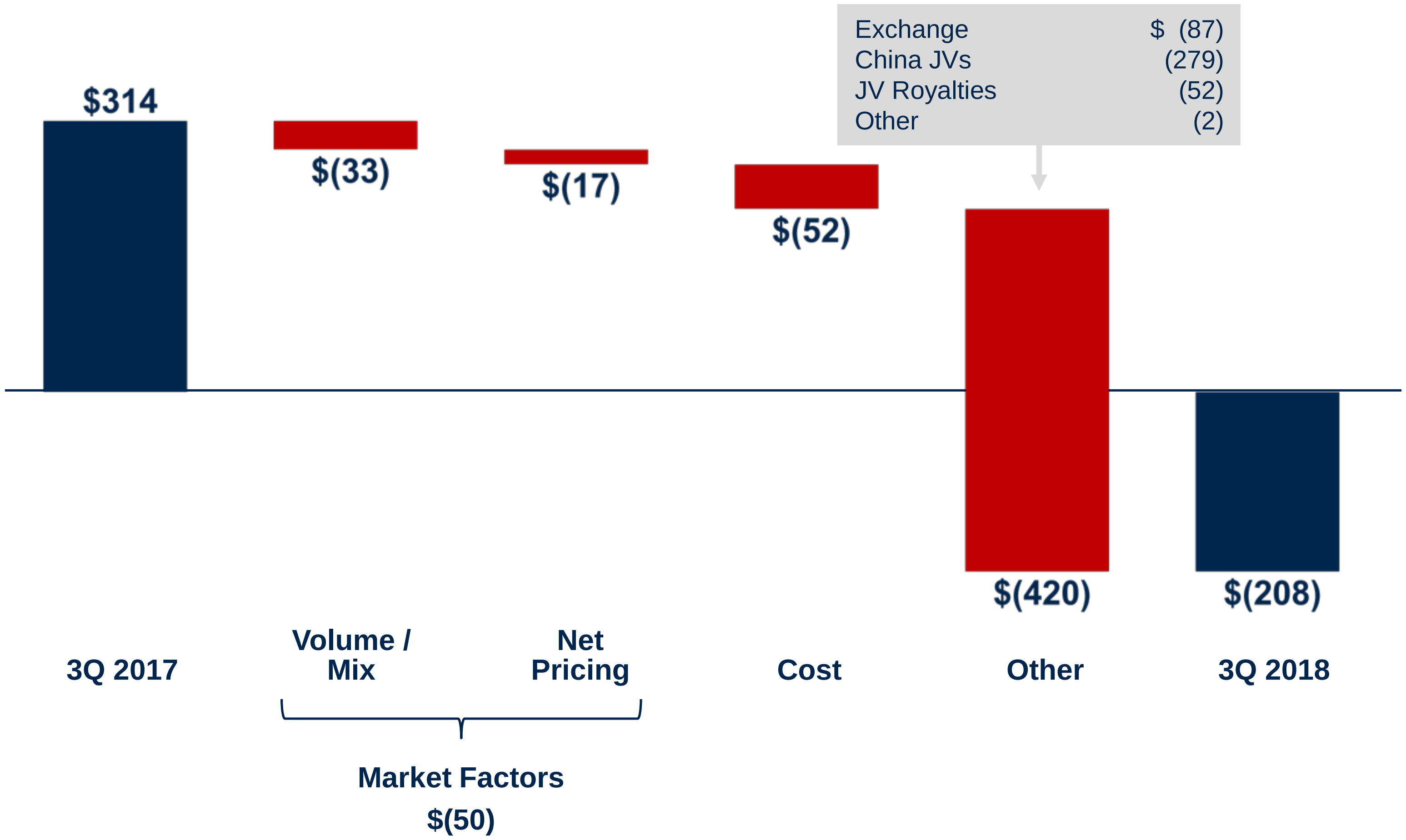
New 2-tonne Transit – global debut – with segment-first mild hybrid (mHEV) technology and on-board modem for connectivity; delivers improved fuel efficiency and payload

Europe
3Q 2018 EBIT YoY Bridge (Mils)



- Europe EBIT down $192M YoY due to weakness in Turkey and Russia, along with all-new Focus launch-related costs

Asia Pacific
3Q 2018 EBIT YoY Bridge (Mils)



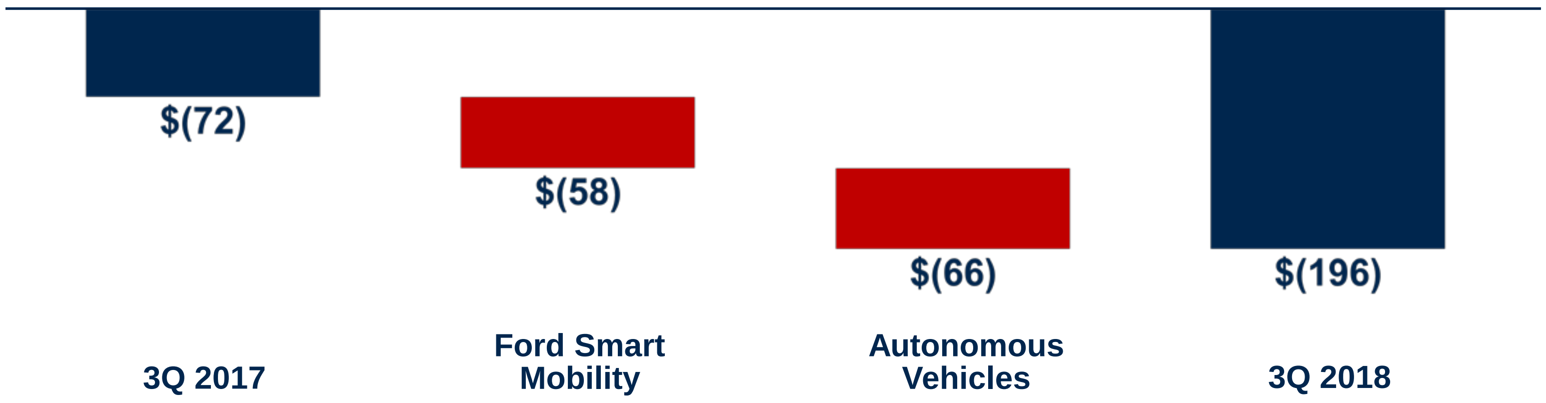
- AP EBIT down $522M YoY – $480M in China and $42M in other markets
- All factors unfavorable

Mobility Key Metrics And 3Q 2018 EBIT YoY Bridge (Mils)

Key Metrics

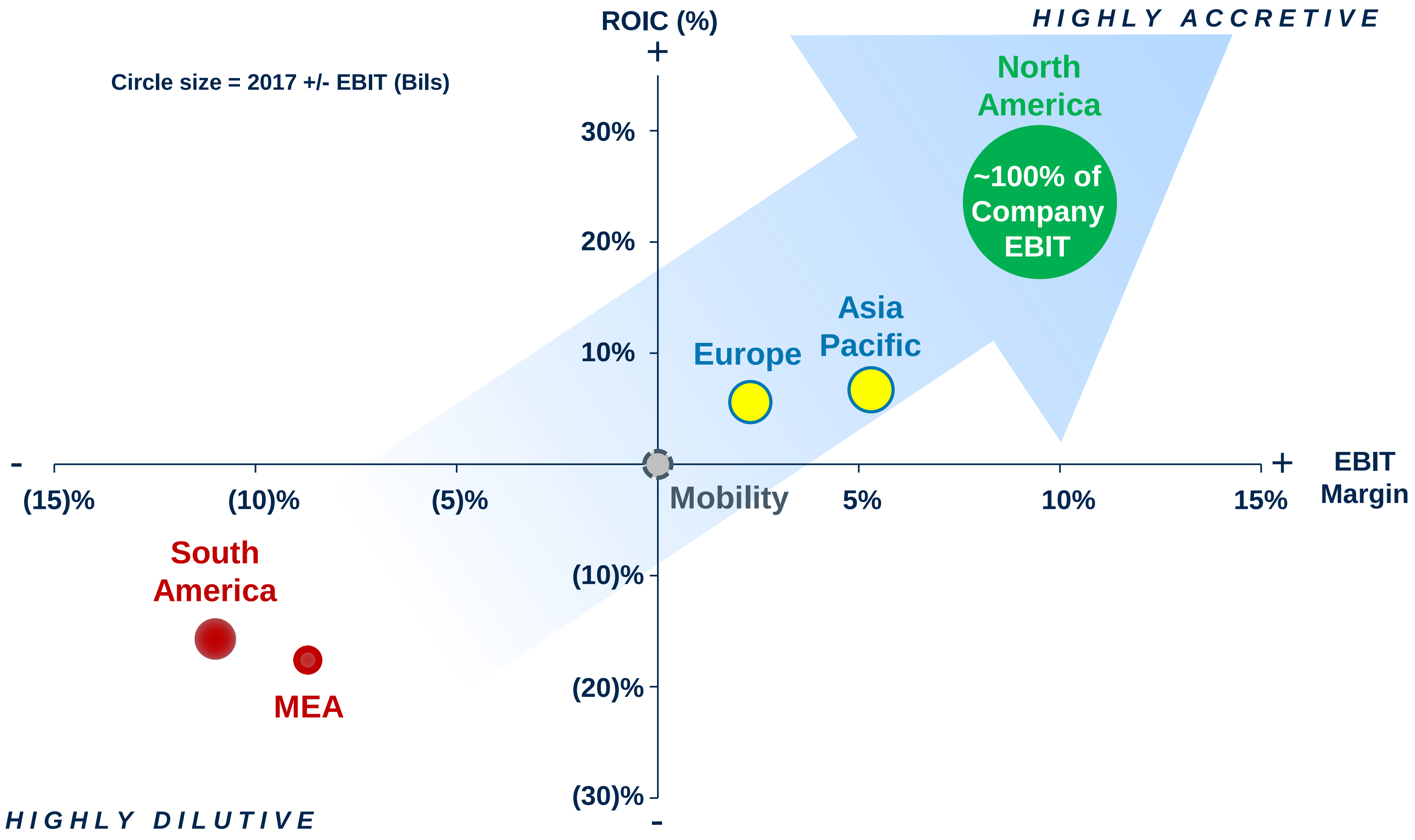
	THIRD QUARTER			YEAR TO DATE		
	2017	2018	H / (L)	2017	2018	H / (L)
EBIT (Mils)	$ (72)	$ (196)	$ (124)	$ (199)	$ (479)	$ (280)

3Q 2018 EBIT YoY Bridge



- Mobility EBIT reflects increased investment in our AV business development and mobility services

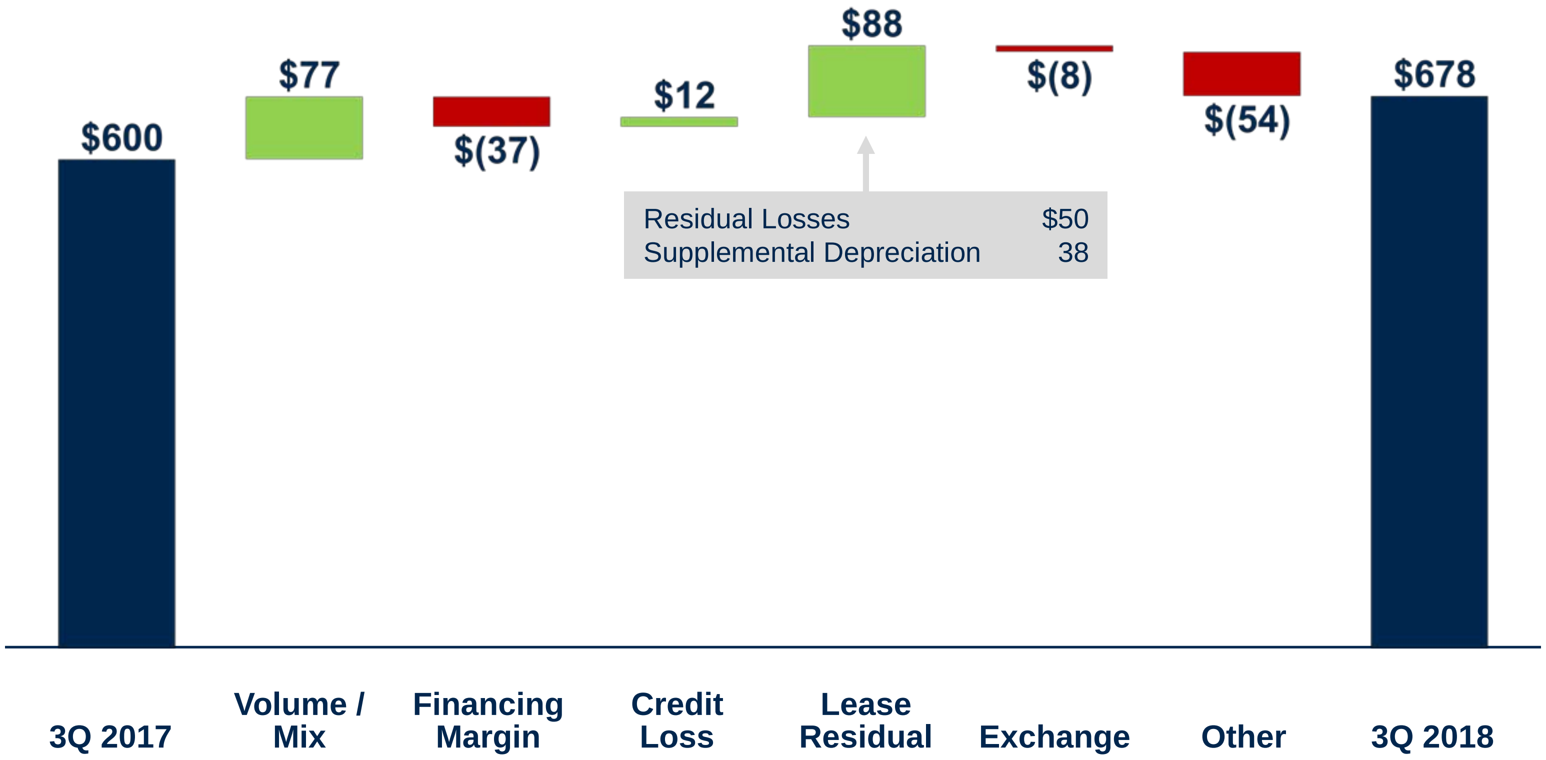
Winning Portfolio – Capital Focused on High-Margin, High-Growth Businesses



- Roadmap for potential EBIT charges of $11B with cash-related effects of $7B over the next 3 to 5 years
  - North America strong – accounts for essentially all of Company EBIT; ROIC well above cost of capital
  - Europe and Asia Pacific profitable with relatively weak margins; ROIC below cost of capital
  - South America – highly dilutive margin and ROIC
  - MEA low performing, but with credible plan to generate appropriate returns

Note: All references to EBIT and EBIT Margin are on an adjusted basis, include regional Ford Credit EBT and exclude Corporate Other

Ford Credit
3Q 2018 EBT YoY Bridge (Mils)



- Ford Credit EBT $78M higher YoY
- Improvement reflects favorable lease residual performance due to higher auction values; also reflects favorable volume and mix

Ford Credit
3Q 2018 EBT By Segment

	3Q		YTD	
	2018	H / (L) 2017	2018	H / (L) 2017
Results (Mils)				
Americas segment	$ 556	$ 71	$ 1,619	$ 311
Europe segment	89	17	303	80
Asia Pacific segment	13	(10)	86	17
Total segments	$ 658	$ 78	$ 2,008	$ 408
Unallocated other*	20	-	(44)	(144)
Earnings before taxes	$ 678	$ 78	$ 1,964	$ 264
(Provision for) / Benefit from income taxes	(160)	26	(266)	(241)
Net income	$ 518	$ 104	$ 1,698	$ 505
Contract placement volumes (000)	527	(25)	1,586	13

* See Appendix for definitions

Ford Credit
Americas Financing Shares And Contract Placement Volume

	3Q 2017	3Q 2018	YTD 2017	YTD 2018
Financing Shares (%)				
Retail Installment and Lease Share of Ford Retail Sales (excl. Fleet)				
United States	53 %	59 %	53 %	59 %
Canada	74	69	75	73
Wholesale Share				
United States	76 %	76 %	76 %	76 %
Canada	60	57	61	59
Contract Placement Volume - New and Used Retail / Lease (000)				
United States	290	302	812	873
Canada	53	46	140	130
Mexico	11	8	30	25
Total Americas Segment	354	356	982	1,028

Ford Credit
Europe Financing Shares And Contract Placement Volume

	3Q		YTD	
	2017	2018	2017	2018
Financing Shares (incl. Fleet) (%)				
Retail Installment and Lease Share of Total Ford Sales				
U.K.	32 %	36 %	34 %	37 %
Germany	50	47	48	50
Total Europe Segment	38	38	36	37
Wholesale Share				
U.K.	100 %	100 %	100 %	100 %
Germany	94	94	94	93
Total Europe Segment	99	99	98	98
Contract Placement Volume - New and Used Retail / Lease (000)				
U.K.	40	36	139	121
Germany	37	35	116	122
All Other	48	53	156	176
Total Europe Segment	125	124	411	419

Ford Credit
Asia Pacific Financing Shares And Contract Placement Volume

	3Q		YTD	
	2017	2018	2017	2018
Financing Shares (incl. Fleet) (%)				
Retail Installment Share of Total Ford Sales				
China	31 %	37 %	28 %	34 %
India	9	7	9	9
Wholesale Share				
China	55 %	64 %	56 %	61 %
India	36	37	36	38
Contract Placement Volume - New and Used Retail (000)				
China	71	45	174	133
India	2	2	6	6
Total Asia Pacific Segment	73	47	180	139

Company Special Items (Mils)

	3Q		YTD		Memo:
	2017	2018	2017	2018	FY 2017
Pension and OPEB gain / (loss)					
Year end net pension and OPEB remeasurement	$ -	$ -	$ -	$ -	$ (162)
Other pension remeasurement	-	-	-	26	-
Pension curtailment	-	-	-	15	354
Total Pension and OPEB gain / (loss)	$ -	$ -	$ -	$ 41	$ 192
Separation-related actions	$ (230)	$ (224)	$ (259)	$ (275)	$ (297)
Other Items					
San Luis Potosi plant cancellation	$ (12)	$ -	$ 41	$ -	$ 41
Next-generation Focus footprint change	25	-	(223)	(9)	(225)
Focus Active cancellation	-	(7)	-	(7)	-
Total Other Items	$ 13	$ (7)	$ (182)	$ (16)	$ (184)
Total pre-tax special items	$ (217)	$ (231)	$ (441)	$ (250)	$ (289)
Tax special items	$ 47	$ 48	$ 78	$ 53	$ 897

2018 Results (Mils)

	2018 1Q	2018 2Q	2018 3Q	2018 YTD
North America	$ 1,935	$ 1,753	$ 1,960	$ 5,648
South America	(149)	(178)	(152)	(479)
Europe	119	(73)	(245)	(199)
Middle East & Africa	(54)	49	47	42
Asia Pacific	(119)	(394)	(208)	(721)
Automotive	$ 1,732	$ 1,157	$ 1,402	$ 4,291
Mobility	(102)	(181)	(196)	(479)
Ford Credit	641	645	678	1,964
Corporate Other	(86)	71	(216)	(231)
Adjusted EBIT	$ 2,185	$ 1,692	$ 1,668	$ 5,545
Interest on Debt	(289)	(301)	(343)	(933)
Special Items Pre-Tax	23	(42)	(231)	(250)
Taxes	(174)	(280)	(101)	(555)
Less: Non-Controlling Interests	9	3	2	14
Net Income Attributable to Ford	$ 1,736	$ 1,066	$ 991	$ 3,793
Company Adjusted Operating Cash Flow (Bils)	$ 3.0	$ (1.8)	$ 0.1	$ 1.3
Revenue (Bils)	42.0	38.9	37.6	118.5
Automotive Operating Margin (Pct)	4.4 %	3.2 %	4.0 %	3.9 %
Company Adjusted EBIT Margin (Pct)	5.2	4.3	4.4	4.7
Net Income Margin (Pct)	4.1	2.7	2.6	3.2
Adjusted EPS – Diluted	$ 0.43	$ 0.27	$ 0.29	$ 1.00
EPS (GAAP) – Diluted	0.43	0.27	0.25	0.95
China EBIT (Mils)	$ (150)	$ (483)	$ (378)	$ (1,011)

2017 Results (Mils)

	2017				
	1Q	2Q	3Q	4Q	Full Year
North America	$ 2,130	$ 2,332	$ 1,824	$ 1,771	$ 8,057
South America	(237)	(177)	(150)	(189)	(753)
Europe	209	122	(53)	89	367
Middle East & Africa	(75)	(49)	(56)	(66)	(246)
Asia Pacific	148	167	314	30	659
Automotive	$ 2,175	$ 2,395	$ 1,879	$ 1,635	$ 8,084
Mobility	(64)	(63)	(72)	(100)	(299)
Ford Credit	481	619	600	610	2,310
Corporate Other	(72)	(146)	(122)	(117)	(457)
Adjusted EBIT	$ 2,520	$ 2,805	$ 2,285	$ 2,028	$ 9,638
Interest on Debt	(293)	(291)	(298)	(308)	(1,190)
Special Items Pre-Tax	24	(248)	(217)	152	(289)
Taxes	(652)	(211)	(191)	652	(402)
Less: Non-Controlling Interests	7	8	7	4	26
Net Income Attributable to Ford	$ 1,592	$ 2,047	$ 1,572	$ 2,520	$ 7,731
Company Adjusted Operating Cash Flow (Bils)	$ 2.0	$ 1.3	$ (1.3)	$ 2.2	$ 4.2
Revenue (Bils)	39.1	39.9	36.5	41.3	156.8
Automotive EBIT Margin (Pct)	6.0 %	6.5 %	5.6 %	4.3 %	5.6 %
Company Adjusted EBIT Margin (Pct)	6.4	7.0	6.3	4.9	6.1
Net Income Margin (Pct)	4.1	5.1	4.3	6.1	4.6
Adjusted EPS – Diluted	$ 0.40	$ 0.56	$ 0.44	$ 0.39	$ 1.78
EPS (GAAP) – Diluted	0.40	0.51	0.39	0.63	1.93
China EBIT (Mils)	$ 47	$ 23	$ 102	$ (20)	$ 152

Adjusted Return On Invested Capital Calculation (Bils)

Adjusted Net Operating Profit After Cash Tax	Four Quarters Ending 3Q 2017 (Bils)	Four Quarters Ending 3Q 2018 (Bils)
Net income attributable to Ford	$ 4.4	$ 6.3
Add: Non-controlling interest	0.0	0.0
Less: Income tax	(0.7)	0.1
Add: Cash tax	(0.7)	(0.6)
Less: Interest on debt	(1.1)	(1.2)
Less: Total pension / OPEB income / (cost)	(2.6)	0.7
Add: Pension / OPEB service costs	(1.1)	(1.2)
Net operating profit after cash tax	$ 7.0	$ 4.9
Less: Special items (excl. pension / OPEB) pre-tax	(0.7)	(0.3)
Adj. net operating profit after cash tax	$ 7.7	$ 5.3
Invested Capital		
Equity	$ 33.8	$ 36.6
Redeemable non-controlling interest	0.1	0.1
Debt (excl. Ford Credit)	16.8	15.3
Net pension and OPEB liability	14.0	11.3
Invested capital (end of period)	$ 64.7	$ 63.3
Average invested capital	$ 62.1	$ 64.6
Adjusted ROIC (Non-GAAP)*	12.5%	8.2%

* Calculated as the sum of adjusted net operating profit after cash tax from the last four quarters, divided by the average invested capital over the last four quarters

Company Net Income Reconciliation To Adjusted EBIT (Mils)

	3Q 2017	3Q 2018	YTD 2017	YTD 2018	Memo: FY 2017
Net income / (Loss) attributable to Ford (GAAP)	$ 1,572	$ 991	$ 5,211	$ 3,793	$ 7,731
Income / (Loss) attributable to non-controlling interests	7	2	22	14	26
Net income / (Loss)	$ 1,579	$ 993	$ 5,233	$ 3,807	$ 7,757
Less: (Provision for) / Benefit from income taxes	(191)	(101)	(1,054)	(555)	(402)
Income / (Loss) before income taxes	$ 1,770	$ 1,094	$ 6,287	$ 4,362	$ 8,159
Less: Special items pre-tax	(217)	(231)	(441)	(250)	(289)
Income / (Loss) before special items pre-tax	$ 1,987	$ 1,325	$ 6,728	$ 4,612	$ 8,448
Less: Interest on debt	(298)	(343)	(882)	(933)	(1,190)
Adjusted EBIT (Non-GAAP)	$ 2,285	$ 1,668	$ 7,610	$ 5,545	$ 9,638
Memo:					
Revenue (Bils)	$ 36.5	$ 37.6	$ 115.5	$ 118.5	$ 156.8
Net income margin (GAAP) (Pct)	4.3%	2.6%	4.5%	3.2%	4.9%
Adjusted EBIT margin (Non-GAAP) (Pct)	6.3%	4.4%	6.6%	4.7%	6.1%

Company Net Cash Provided By / (Used In) Operating Activities Reconciliation To Adjusted Operating Cash Flow (Mils)

	3Q		YTD	
	2017	2018	2017	2018
Company net cash provided by / (used in) operating activities (GAAP)	$ 4,998	$ 5,179	$ 14,949	$ 13,665
Less: Items not included in Company Adjusted Operating Cash Flows				
Ford Credit operating cash flows	5,210	3,811	9,474	9,403
Funded pension contributions	(263)	(123)	(720)	(283)
Separation payments	(42)	(28)	(100)	(62)
Other, net	37	146	(27)	87
Add: Items included in Company Adjusted Operating Cash Flows				
Automotive and Mobility capital spending	(1,658)	(1,968)	(4,901)	(5,635)
Ford Credit distributions	378	600	406	2,063
Settlement of derivatives	(90)	109	110	62
Pivotal conversion to a marketable security	-	-	-	263
Company adjusted operating cash flow (Non-GAAP)	$ (1,315)	$ 115	$ 1,938	$ 1,274

Reconciliation To Adjusted Operating Cash Flow Trailing Five Quarters (Mils)

	3Q 2017	4Q 2017	1Q 2018	2Q 2018	3Q 2018
Company net cash provided by / (Used in) operating activities (GAAP)	$ 4,998	$ 3,147	$ 3,514	$ 4,972	$ 5,179
Less: Items Not Included in Company Adjusted Operating Cash Flows					
Ford Credit operating cash flows	5,210	(174)	(315)	5,907	3,811
Funded pension contributions	(263)	(714)	(88)	(72)	(123)
Separation payments	(42)	(181)	(16)	(18)	(28)
Other, net	37	(25)	53	(112)	146
Add: Items Included in Company Adjusted Operating Cash Flows					
Automotive and Mobility capital spending	(1,658)	(2,103)	(1,769)	(1,898)	(1,968)
Ford Credit distributions	378	-	1,013	450	600
Settlement of derivatives	(90)	107	(161)	114	109
Pivotal conversion to a marketable security	-	-	-	263	-
Company adjusted operating cash flow (Non-GAAP)	$ (1,315)	$ 2,244	$ 2,963	$ (1,804)	$ 115

Company Earnings Per Share Reconciliation To Adjusted Earnings Per Share

	3Q		YTD	
	2017	2018	2017	2018
Diluted After-Tax Results (Mils)				
Diluted after-tax results (GAAP)	$ 1,572	$ 991	$ 5,211	$ 3,793
Less: Impact of pre-tax and tax special items	(170)	(183)	(363)	(197)
Adjusted net income – diluted (Non-GAAP)	$ 1,742	$ 1,174	$ 5,574	$ 3,990
Basic and Diluted Shares (Mils)				
Basic shares (average shares outstanding)	3,972	3,976	3,975	3,976
Net dilutive options and unvested restricted stock units	24	24	21	23
Diluted shares	3,996	4,000	3,996	3,999
Earnings per share – diluted (GAAP)	$ 0.39	$ 0.25	$ 1.30	$ 0.95
Less: Net impact of adjustments	(0.05)	(0.04)	(0.09)	(0.05)
Adjusted earnings per share – diluted (Non-GAAP)	$ 0.44	$ 0.29	$ 1.39	$ 1.00

Company Effective Tax Rate Reconciliation To Adjusted Effective Tax Rate

	2018		Memo:
	3Q	YTD	FY 2017
Pre-Tax Results (Mils)			
Income / (Loss) before income taxes (GAAP)	$ 1,094	$ 4,362	$ 8,159
Less: Impact of special items	(231)	(250)	(289)
Adjusted earnings before taxes (Non-GAAP)	$ 1,325	$ 4,612	$ 8,448
Taxes (Mils)			
(Provision for) / Benefit from income taxes (GAAP)	$ (101)	$ (555)	$ (402)
Less: Impact of special items	48	53	897
Adjusted (provision for) / benefit from income taxes (Non-GAAP)	$ (149)	$ (608)	$ (1,299)
Tax Rate (Pct)			
Effective tax rate (GAAP)	9.2%	12.7%	4.9%
Adjusted effective tax rate (Non-GAAP)	11.2%	13.2%	15.4%

Ford Credit
Total Net Receivables Reconciliation To Managed Receivables (Bils)

	2016 Dec 31	2017 Sep 30	2017 Dec 31	2018 Sep 30
Ford Credit finance receivables, net (GAAP)*	$ 96.2	$ 103.9	$ 108.4	$ 107.9
Net investment in operating leases (GAAP)*	27.2	26.9	26.7	27.6
Consolidating adjustments**	6.8	6.7	7.6	8.1
Total net receivables	$ 130.2	$ 137.5	$ 142.7	$ 143.6
Ford Credit unearned interest supplements and residual support	5.3	5.9	6.1	6.7
Allowance for credit losses	0.5	0.6	0.7	0.7
Other, primarily accumulated supplemental depreciation	0.9	1.1	1.0	1.1
Total managed receivables (Non-GAAP)	$ 136.9	$ 145.1	$ 150.5	$ 152.1

* Includes finance receivables (retail and wholesale) sold for legal purposes and net investment in operating leases included in securitization transactions that do not satisfy the requirements for accounting sale treatment. These receivables and operating leases are reported on Ford Credit's balance sheet and are available only for payment of the debt issued by, and other obligations of, the securitization entities that are parties to those securitization transactions; they are not available to pay the other obligations of Ford Credit or the claims of Ford Credit's other creditors

** Primarily includes Automotive segment receivables purchased by Ford Credit which are classified to Trade and other receivables on our consolidated balance sheet. Also includes eliminations of intersegment transactions

Ford Credit
Financial Statement Leverage Reconciliation To Managed Leverage
(Bils)

	2017 Sep 30	2017 Dec 31	2018 Sep 30
Leverage Calculation			
Total debt*	$ 132.4	$ 137.8	$ 138.2
Adjustments for cash**	(11.3)	(11.8)	(12.1)
Adjustments for derivative accounting***	(0.2)	-	0.6
Total adjusted debt	$ 120.9	$ 126.0	$ 126.7
Equity****	$ 14.1	$ 15.9	$ 15.2
Adjustments for derivative accounting***	(0.3)	(0.1)	(0.1)
Total adjusted equity	$ 13.8	$ 15.8	$ 15.1
Financial statement leverage (to 1) (GAAP)	9.4	8.7	9.1
Managed leverage (to 1) (Non-GAAP)	8.7	8.0	8.4

* Includes debt issued in securitization transactions and payable only out of collections on the underlying securitized assets and related enhancements. Ford Credit holds the right to receive the excess cash flows not needed to pay the debt issued by, and other obligations of, the securitization entities that are parties to those securitization transactions

** Cash and cash equivalents, and Marketable securities reported on Ford Credit's balance sheet, excluding amounts related to insurance activities

*** Related primarily to market valuation adjustments to derivatives due to movements in interest rates. Adjustments to debt are related to designated fair value hedges and adjustments to equity are related to retained earnings

**** Total shareholder's interest reported on Ford Credit's balance sheet

Non-GAAP Financial Measures That Supplement GAAP Measures

We use both GAAP and non-GAAP financial measures for operational and financial decision making, and to assess Company and segment business performance. The non-GAAP measures listed below are intended to be considered by users as supplemental information to their equivalent GAAP measures, to aid investors in better understanding our financial results. We believe that these non-GAAP measures provide useful perspective on underlying business results and trends, and a means to assess our period-over-period results. These non-GAAP measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. These non-GAAP measures may not be the same as similarly titled measures used by other companies due to possible differences in method and in items or events being adjusted.

- Company Adjusted EBIT (Most Comparable GAAP Measure: Net income attributable to Ford) – Earnings before interest and taxes (EBIT) includes non-controlling interests and excludes interest on debt (excl. Ford Credit Debt), taxes and pre-tax special items. This non-GAAP measure is useful to management and investors because it allows users to evaluate our operating results aligned with industry reporting. Pre-tax special items consist of (i) pension and OPEB remeasurement gains and losses, (ii) significant personnel and dealer-related costs stemming from our efforts to match production capacity and cost structure to market demand and changing model mix, and (iii) other items that we do not necessarily consider to be indicative of earnings from ongoing operating activities. When we provide guidance for adjusted EBIT, we do not provide guidance on a net income basis because the GAAP measure will include potentially significant special items that have not yet occurred and are difficult to predict with reasonable certainty prior to year-end, including pension and OPEB remeasurement gains and losses.

- Company Adjusted EBIT Margin (Most Comparable GAAP Measure: Company Net Income Margin) – Company Adjusted EBIT margin is Company adjusted EBIT divided by Company revenue. This non-GAAP measure is useful to management and investors because it allows users to evaluate our operating results aligned with industry reporting.

- Adjusted Earnings Per Share (Most Comparable GAAP Measure: Earnings Per Share) – Measure of Company's diluted net earnings per share adjusted for impact of pre-tax special items (described above), and tax special items. The measure provides investors with useful information to evaluate performance of our business excluding items not indicative of underlying run rate of our business. When we provide guidance for adjusted earnings per share, we do not provide guidance on an earnings per share basis because the GAAP measure will include potentially significant special items that have not yet occurred and are difficult to predict with reasonable certainty prior to year-end, including pension and OPEB remeasurement gains and losses.

- Adjusted Effective Tax Rate (Most Comparable GAAP Measure: Effective Tax Rate) – Measure of Company's tax rate excluding pre-tax special items (described above) and tax special items. The measure provides an ongoing effective rate which investors find useful for historical comparisons and for forecasting. When we provide guidance for adjusted effective tax rate, we do not provide guidance on an effective tax rate basis because the GAAP measure will include potentially significant special items that have not yet occurred and are difficult to predict with reasonable certainty prior to year-end, including pension and OPEB remeasurement gains and losses.

Non-GAAP Financial Measures That Supplement GAAP Measures

- Company Adjusted Operating Cash Flow (Most Comparable GAAP Measure: Net Cash Provided By / (Used In) Operating Activities) – Measure of Company's operating cash flow excluding Ford Credit's operating cash flows. The measure contains elements management considers operating activities, including Automotive and Mobility capital spending, Ford Credit distributions to its parent, and settlement of derivatives. The measure excludes cash outflows for funded pension contributions, separation payments, and other items that are considered operating cash outflows under U.S. GAAP. This measure is useful to management and investors because it is consistent with management's assessment of the Company's operating cash flow performance. When we provide guidance for Company adjusted operating cash flow, we do not provide guidance for net cash provided by/(used in) operating activities because the GAAP measure will include items that are difficult to quantify or predict with reasonable certainty, including cash flows related to the Company's exposures to foreign currency exchange rates and certain commodity prices (separate from any related hedges), Ford Credit's operating cash flows, and cash flows related to special items, including separation payments, each of which individually or in the aggregate could have a significant impact to our net cash provided by/(used in) our operating activities.

- Adjusted ROIC – This calculation provides management and investors with useful information to evaluate the Company's after-cash tax operating return on its invested capital for the period presented. Adjusted net operating profit after cash tax measures operating results less special items, interest on debt (excl. Ford Credit Debt), and certain pension/OPEB costs. Average invested capital is the sum of average balance sheet equity, debt (excl. Ford Credit Debt), and net pension/OPEB liability.

- Ford Credit Managed Receivables – (Most Comparable GAAP Measure: Net Finance Receivables plus Net Investment in Operating Leases) – Measure of Ford Credit's Total net receivables, excluding unearned interest supplements and residual support, allowance for credit losses, and other (primarily accumulated supplemental depreciation). The measure is useful to management and investors as it closely approximates the customer's outstanding balance on the receivables, which is the basis for earning revenue.

- Ford Credit Managed Leverage (Most Comparable GAAP Measure: Financial Statement Leverage) – Ford Credit's debt-to-equity ratio adjusted (i) to exclude cash, cash equivalents, and marketable securities (other than amounts related to insurance activities), and (ii) for derivative accounting. The measure is useful to investors because it reflects the way Ford Credit manages its business. Cash, cash equivalents, and marketable securities are deducted because they generally correspond to excess debt beyond the amount required to support operations and on-balance sheet securitization transactions. Derivative accounting adjustments are made to asset, debt, and equity positions to reflect the impact of interest rate instruments used with Ford Credit's term-debt issuances and securitization transactions. Ford Credit generally repays its debt obligations as they mature, so the interim effects of changes in market interest rates are excluded in the calculation of managed leverage.

Total Company Definitions And Calculations

Automotive Records
- References to Automotive records for EBIT margin and business units are since at least 2009

Wholesales and Revenue
- Wholesale unit volumes include all Ford and Lincoln badged units (whether produced by Ford or by an unconsolidated affiliate) that are sold to dealerships, units manufactured by Ford that are sold to other manufacturers, units distributed by Ford for other manufacturers, and local brand units produced by our China joint venture, Jiangling Motors Corporation, Ltd. ("JMC"), that are sold to dealerships. 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. 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

Industry Volume and Market Share
- Industry volume and market share are based, in part, on estimated vehicle registrations; includes medium and heavy duty trucks

SAAR
- SAAR means seasonally adjusted annual rate

Company Cash
- Company cash includes cash, cash equivalents, marketable securities and restricted cash; excludes Ford Credit's cash, cash equivalents, marketable securities and restricted cash

Market Factors
- Volume and Mix – primarily measures EBIT variance from changes in wholesale volumes (at prior-year average contribution margin per unit) driven by changes in industry volume, market share, and dealer stocks, as well as the EBIT variance resulting from changes in product mix, including mix among vehicle lines and mix of trim levels and options within a vehicle line
- Net Pricing – primarily measures EBIT variance driven by changes in wholesale prices to dealers and marketing incentive programs such as rebate programs, low-rate financing offers, special lease offers and stock accrual adjustments on dealer inventory
- Market Factors exclude the impact of unconsolidated affiliate wholesales

ROE
- Reflects an annualized return on equity. This metric is calculated by taking net income for the period divided by average equity for the period and annualizing the result by dividing by the number of days in the quarter and multiplying by 365.

Earnings Before Taxes (EBT)
- Reflects Income before income taxes

Pension Funded Status
- Current period balances reflect net underfunded status at December 31, 2017, updated for service and interest costs, expected return on assets, separation expense, interim remeasurement expense, actual benefit payments and cash contributions. The discount rate and rate of expected return assumptions are unchanged from year end 2017.

Note: Calculated results may not sum due to rounding

Ford Credit Definitions And Calculations

<u>Adjustments</u> (as shown on the Liquidity Sources chart)

- **Include certain adjustments for asset-backed capacity in excess of eligible receivables and cash related to the Ford Credit Revolving Extended Variable-utilization program ("FordREV"), which can be accessed through future sales of receivables**

<u>Cash</u> (as shown on the Funding Structure, Liquidity Sources and Leverage charts)

- ***Cash and cash equivalents* and *Marketable securities* reported on Ford Credit's balance sheet, excluding amounts related to insurance activities**

<u>Committed Asset-Backed Security ("ABS") Facilities</u> (as shown on the Liquidity Sources chart)

- **Committed ABS facilities are subject to availability of sufficient assets, ability to obtain derivatives to manage interest rate risk, and exclude FCE Bank plc ("FCE") access to the Bank of England's Discount Window Facility**

<u>Earnings Before Taxes (EBT)</u>

- **Reflects *Income before income taxes* as reported on Ford Credit's income statement**

<u>ROE</u> (as shown on the Key Metrics chart)

- **Reflects an annualized return on equity. This metric is calculated by taking net income for the period divided by average equity for the period and annualizing the result by dividing by the number of days in the quarter and multiplying by 365**

<u>Securitizations</u> (as shown on the Public Term Funding Plan chart)

- **Public securitization transactions, Rule 144A offerings sponsored by Ford Motor Credit, and widely distributed offerings by Ford Credit Canada**

<u>Securitization Cash</u> (as shown on the Liquidity Sources chart)

- **Securitization cash is cash held for the benefit of the securitization investors (for example, a reserve fund)**

<u>Term Asset-Backed Securities</u> (as shown on the Funding Structure chart)

- **Obligations issued in securitization transactions that are payable only out of collections on the underlying securitized assets and related enhancements**

<u>Total Debt</u> (as shown on the Leverage chart)

- ***Debt* on Ford Credit's balance sheet. Includes debt issued in securitizations and payable only out of collections on the underlying securitized assets and related enhancements. Ford Credit holds the right to receive the excess cash flows not needed to pay the debt issued by, and other obligations of, the securitization entities that are parties to those securitization transactions**

<u>Total Net Receivables</u> (as shown on the Total Net Receivables Reconciliation To Managed Receivables chart)

- **Includes finance receivables (retail and wholesale) sold for legal purposes and net investment in operating leases included in securitization transactions that do not satisfy the requirements for accounting sale treatment. These receivables and operating leases are reported on Ford Credit's balance sheet and are available only for payment of the debt issued by, and other obligations of, the securitization entities that are parties to those securitization transactions; they are not available to pay the other obligations of Ford Credit or the claims of Ford Credit's other creditors**

<u>Unallocated Other</u> (as shown on the EBT By Segment chart)

- **Items excluded in assessing segment performance because they are managed at the corporate level, including market valuation adjustments to derivatives and exchange-rate fluctuations on foreign currency-denominated transactions**