

INVESTOR CALL

FCE BANK PLC

2010 FINANCIAL RESULTS
March 31, 2011

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

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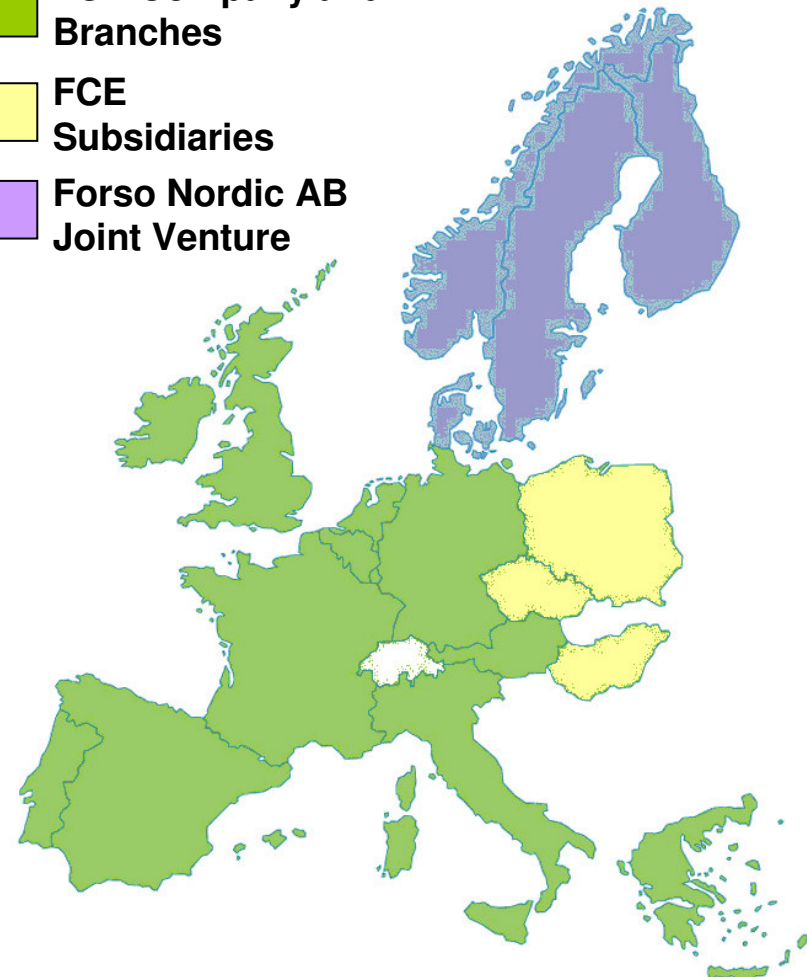
WHO WE ARE



- **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**

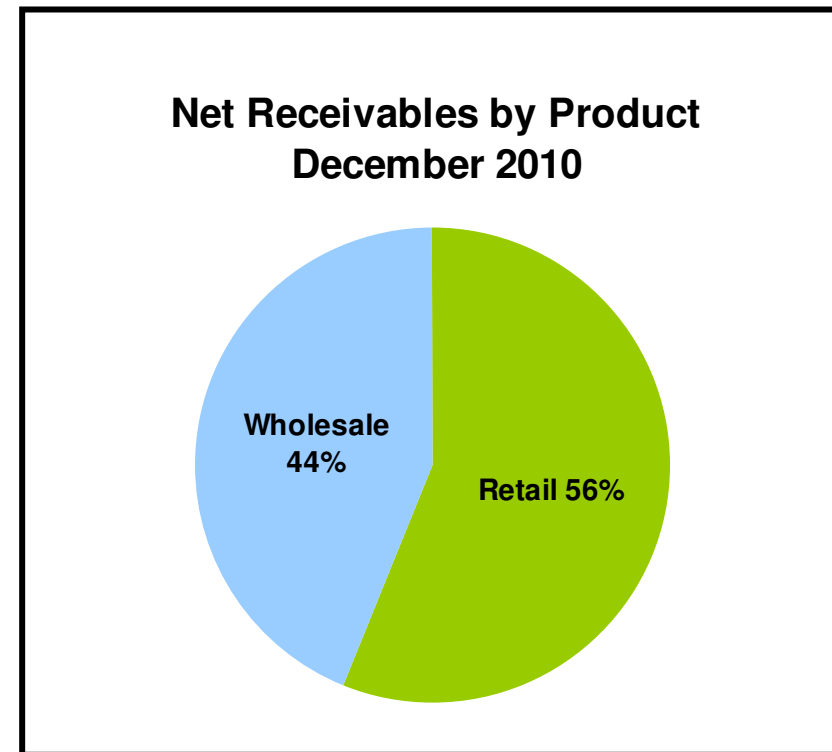


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WHAT WE DO



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



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

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STRATEGIC PRIORITIES



- **FCE's strategic priorities include:**
 - **Maintaining effective and consistent risk management practices**
 - **Executing a funding strategy that provides a balanced approach on liquidity and cost-effectiveness**
 - **Ensuring a competitive cost structure**
 - **Continuing to invest in customer facing technology**

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2010 PERFORMANCE SUMMARY



- **£264 million adjusted profit before tax, an increase of £65 million from 2009**
- **£239 million pre-tax profit in 2010, an increase of £16 million from 2009**
- **Credit losses have returned to historical norms**
- **Funding plan achieved**
- **Core Tier-1 capital ratio was about 21% at December 31, 2010**
- **Balance sheet continues to be inherently liquid**

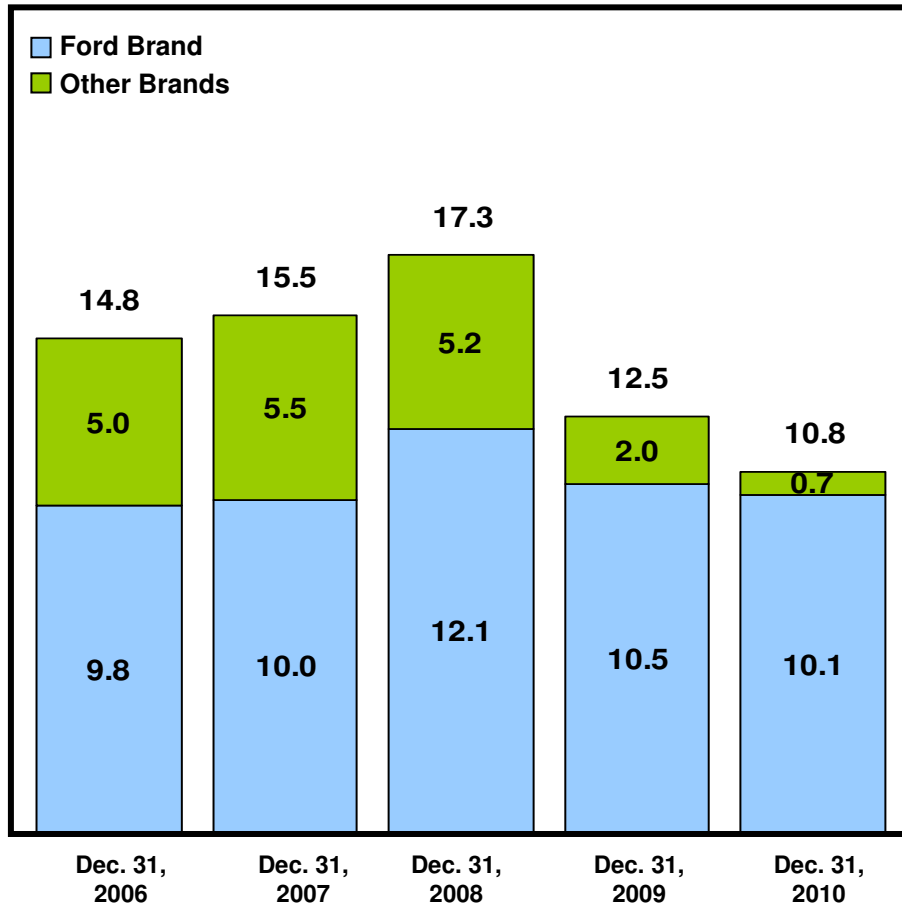
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OUTSTANDING NET LOANS AND ADVANCES

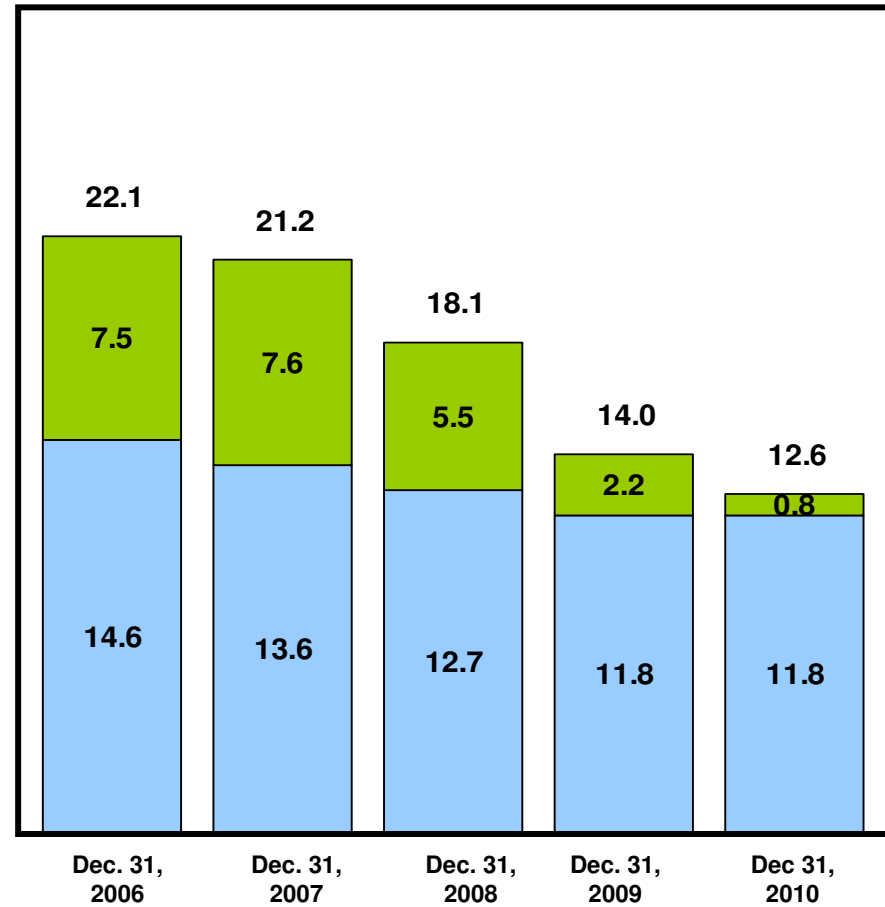
BY BRAND



Reported in Sterling (£ Bils.)



Translated into Euros (€ Bils.)

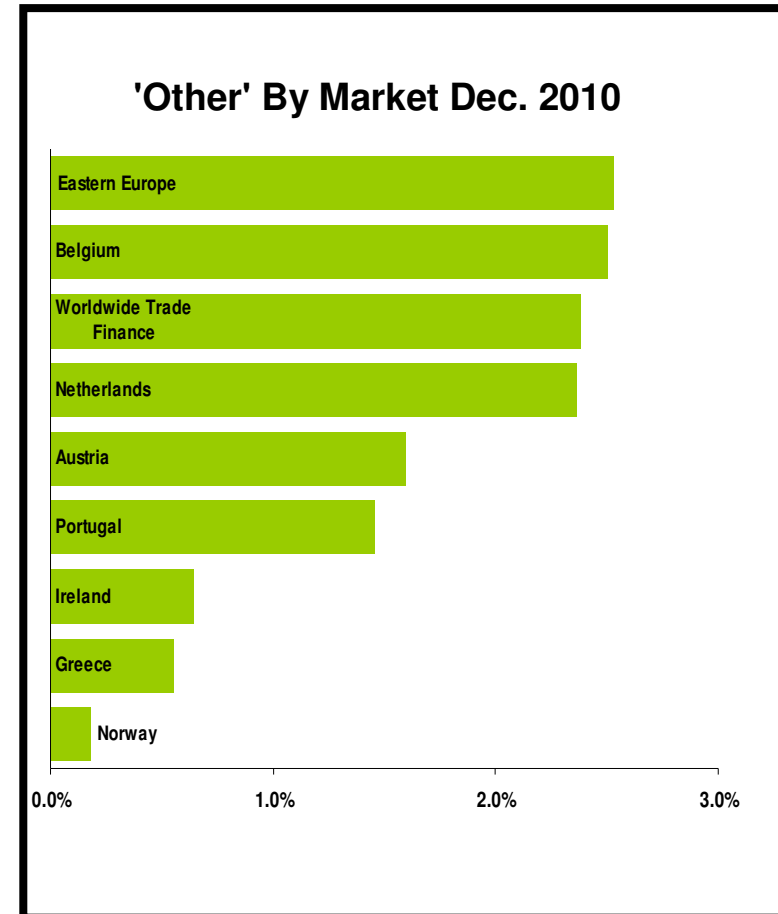
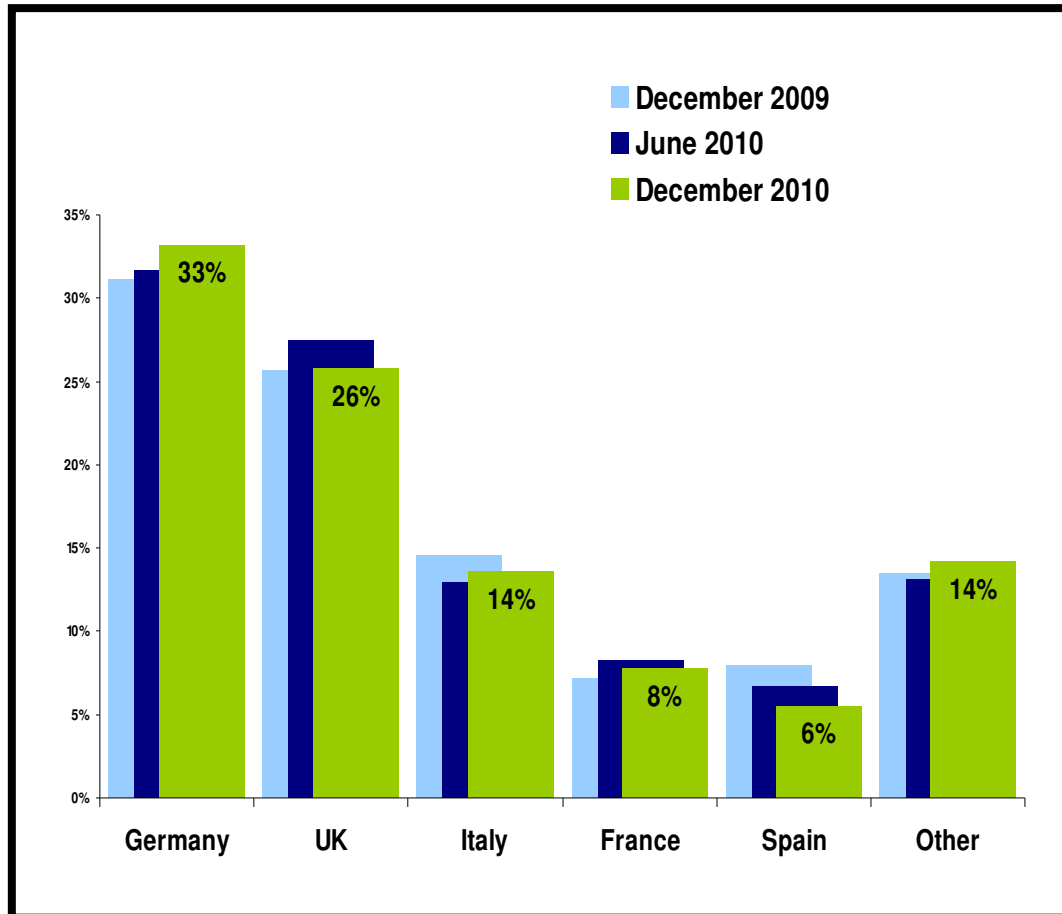


Memo:
GBP / EUR

0.67	0.73	0.96	0.89	0.86
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ASSET COMPOSITION BY MARKET



FCE BANK PLC FUNDING



- **Completed £1.7 billion of new external funding in 2010, including £1.1 billion in the public asset backed and term debt markets**
- **Renewed or added £4.7 billion of private securitisation capacity in 2010, £3.0 billion of which had revolving periods of 18 months or more**
- **Repaid all ECB funding related to retained securitisation notes, with majority of previously retained notes sold to traditional public term securitisation investors**

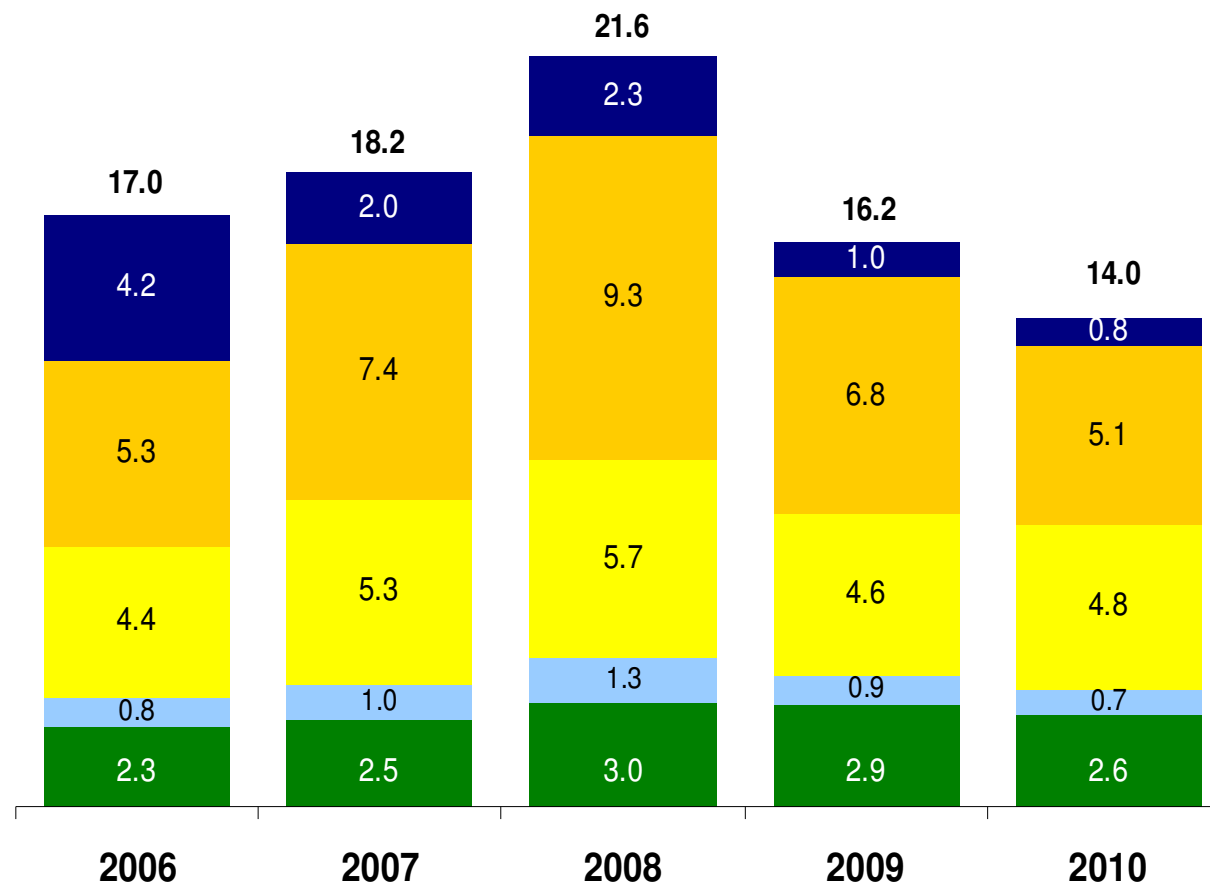
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FUNDING STRUCTURE



Liabilities and Shareholders' Equity £ Billions

- Intercompany Debt
- Secured External Debt
- Unsecured External Debt
- Other Liabilities
- Equity



Memo: secured debt as a percent of net loans and advances:

36%

48%

53%

54%

47%

FCE BANK PLC FUNDING PLAN



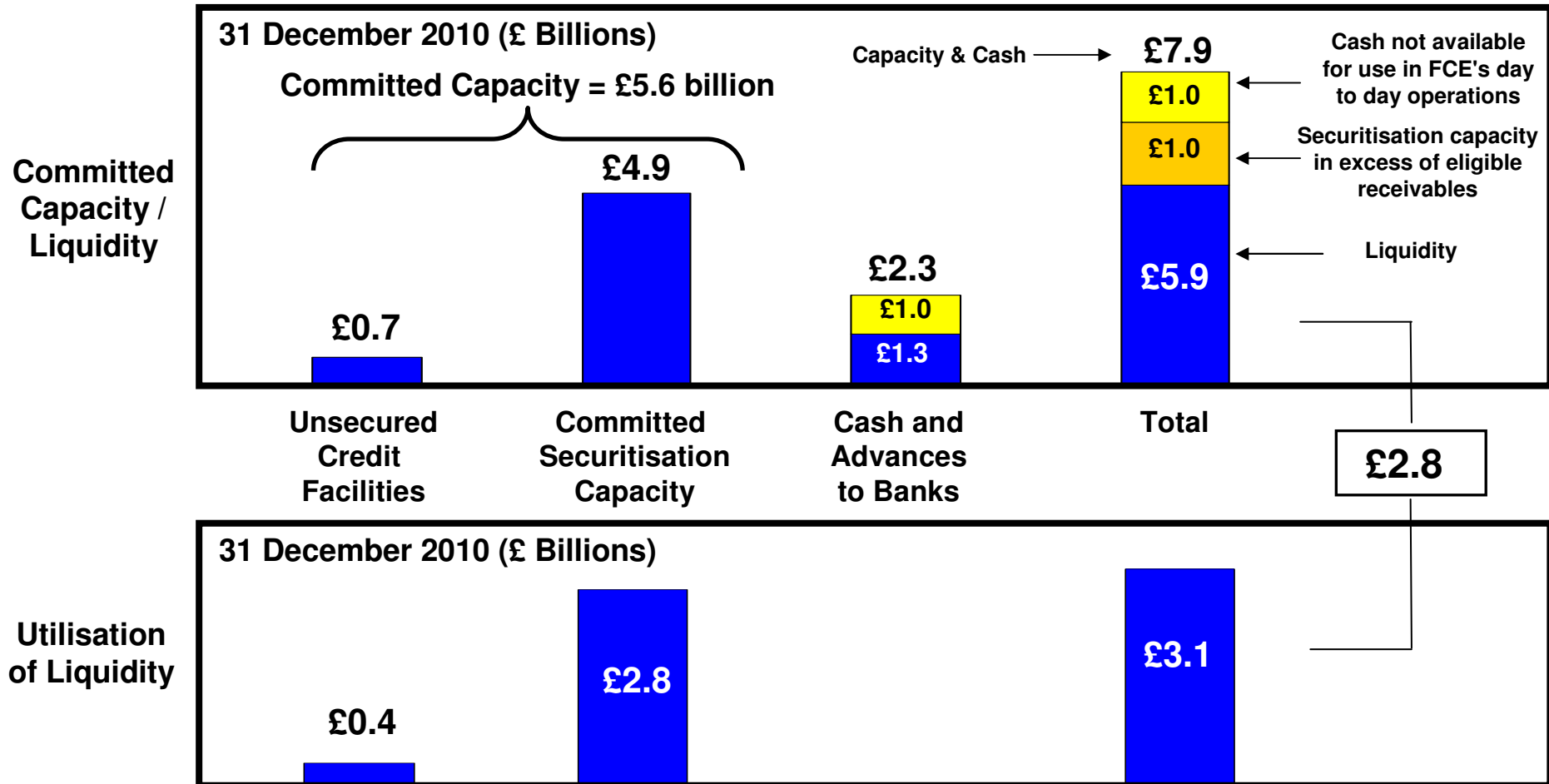
Public Term Funding Plan

	2010 Actual	2011 Forecast
	(Bils.)	(Bils.)
Unsecured Debt	£ 0.7	£ 0.5 - 1.1
Securitisation*	0.4	0.3 - 0.7
Total	£ 1.1	£ 0.8 - 1.8

* Primary public issuance

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LIQUIDITY SOURCES



Liquidity Available For Use Is £2.8 Billion

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CAPITAL



- **FCE's core Tier-1 capital ratio was about 21% at December 31, 2010**
- **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 June 2010 FCE paid a dividend of £390 million**
 - **Based on present assumptions, FCE expects to pay a similar dividend in 2011**
 - **Thereafter dividend payments are expected to be smaller**

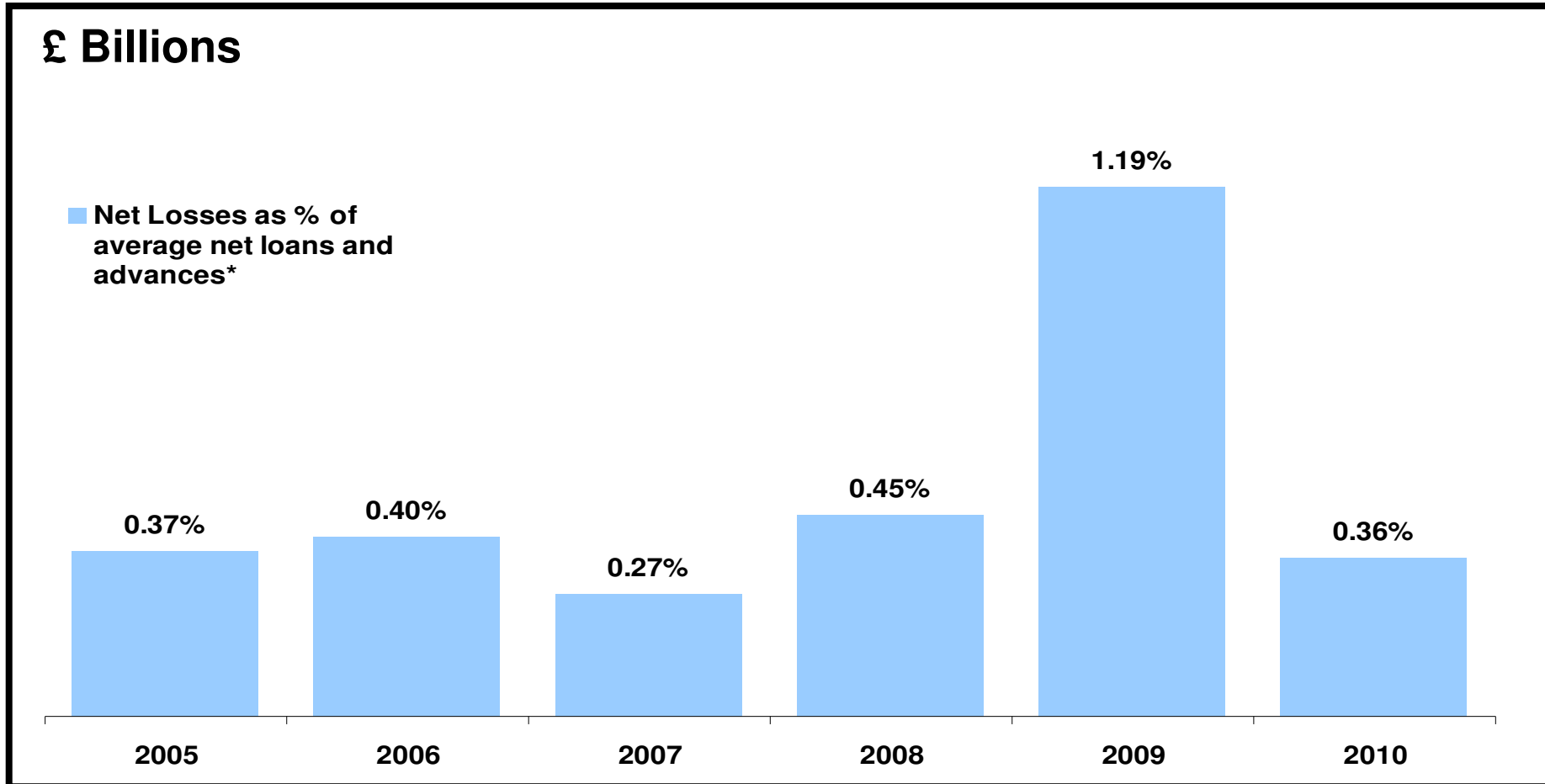
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LONG-TERM DEBT CREDIT RATINGS



	<u>December 2009</u>	<u>December 2010</u>	<u>March 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 2010 Annual Report Note 9: 'Profit before tax')

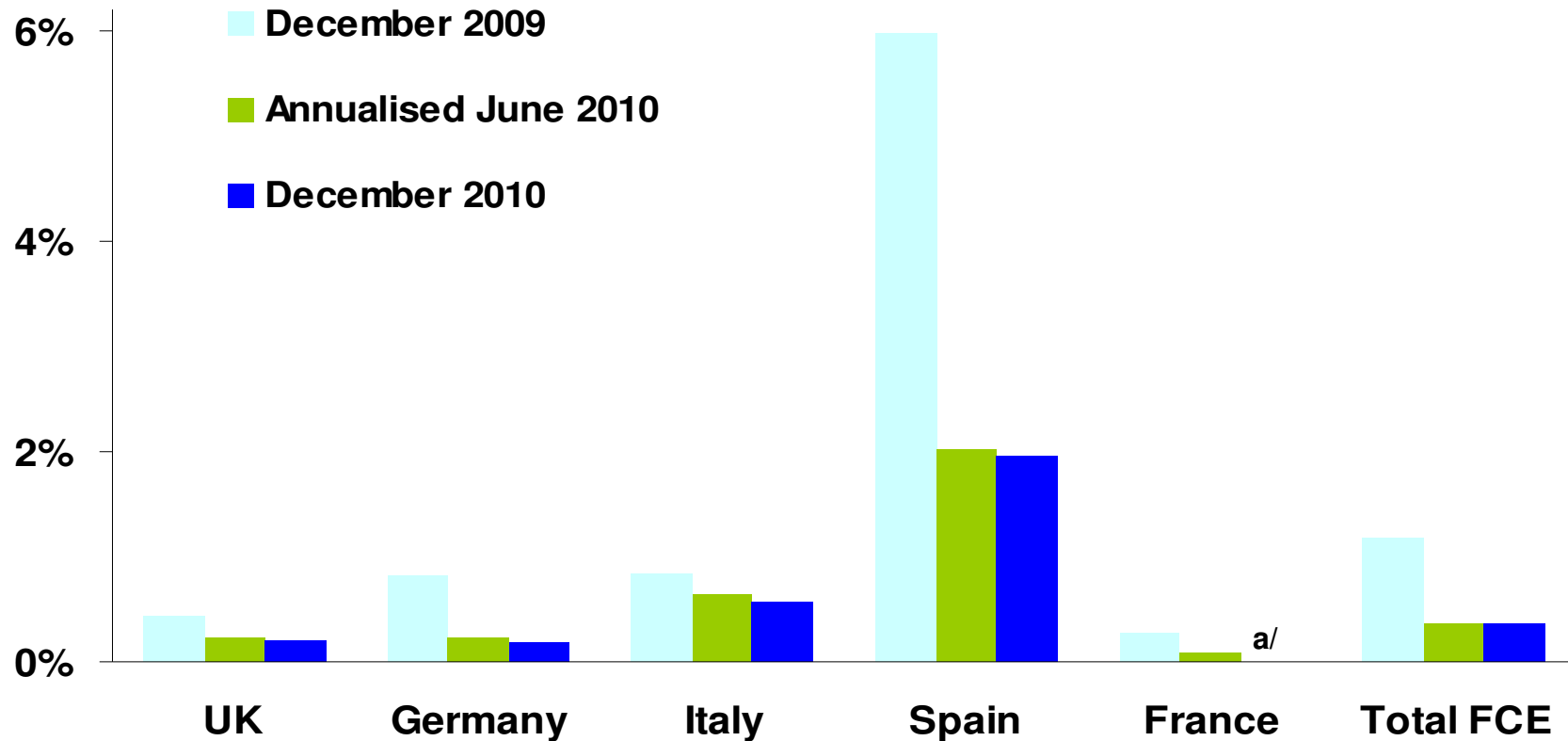
Credit losses have decreased in 2010 and are back to historical norms

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NET CREDIT LOSSES



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



a/France credit losses in 2010 less than 0.1%

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2010 FULL YEAR RESULTS --

KEY FINANCIAL PERFORMANCE DATA*



Key Financial Ratios

Margin (Net Income / Receivables)

Cost-Efficiency Ratio (Cost / Receivables)

Credit-Loss Ratio (Losses / Receivables)

Credit-Loss Cover (Provision / Receivables)

Return on Equity

2010

4.1%

1.7%

0.36%

0.7%

5.9%

2009

4.0%

1.6%

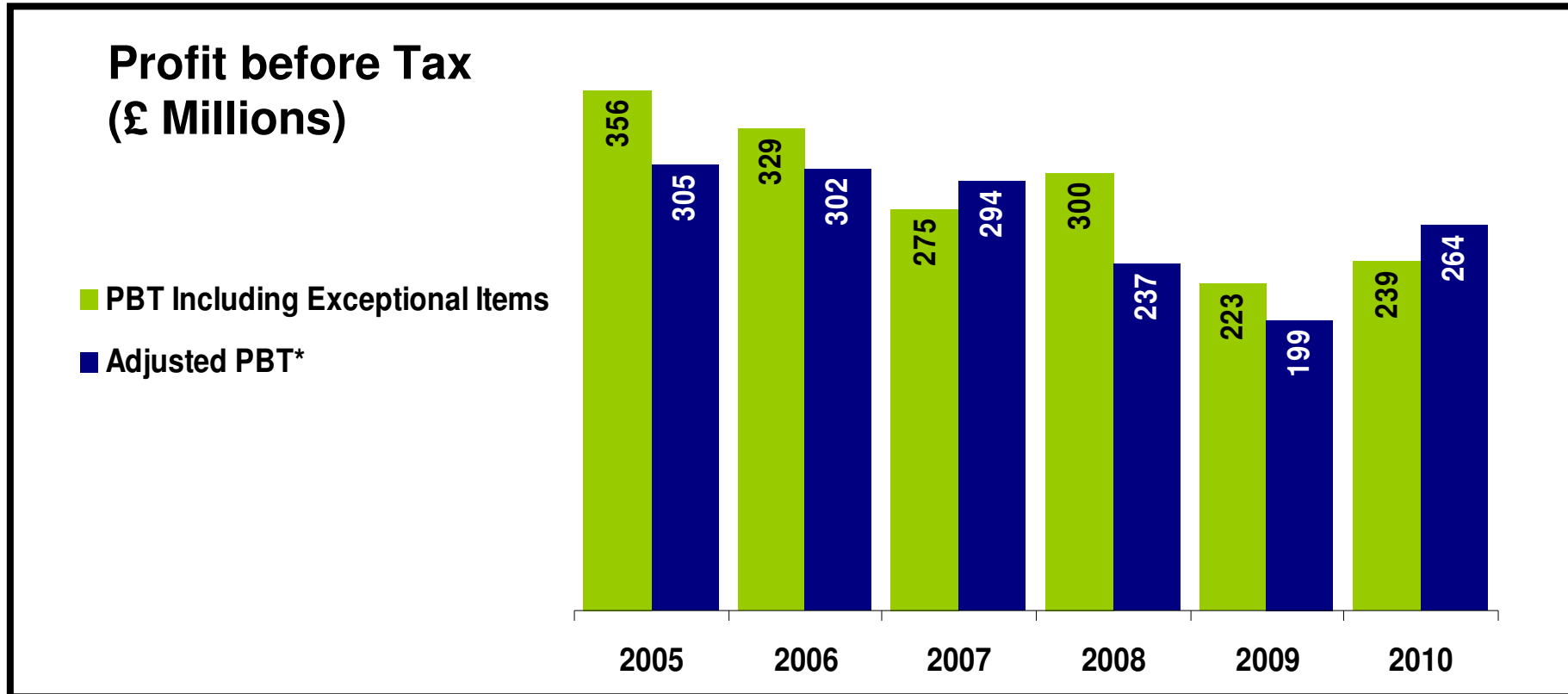
1.19%

0.9%

5.7%

* Refer to page 9 of the 2010 Annual Report for key financial ratio and terms definitions and further details of the calculation of the key financial ratios

FCE BANK PLC 2010 RESULTS

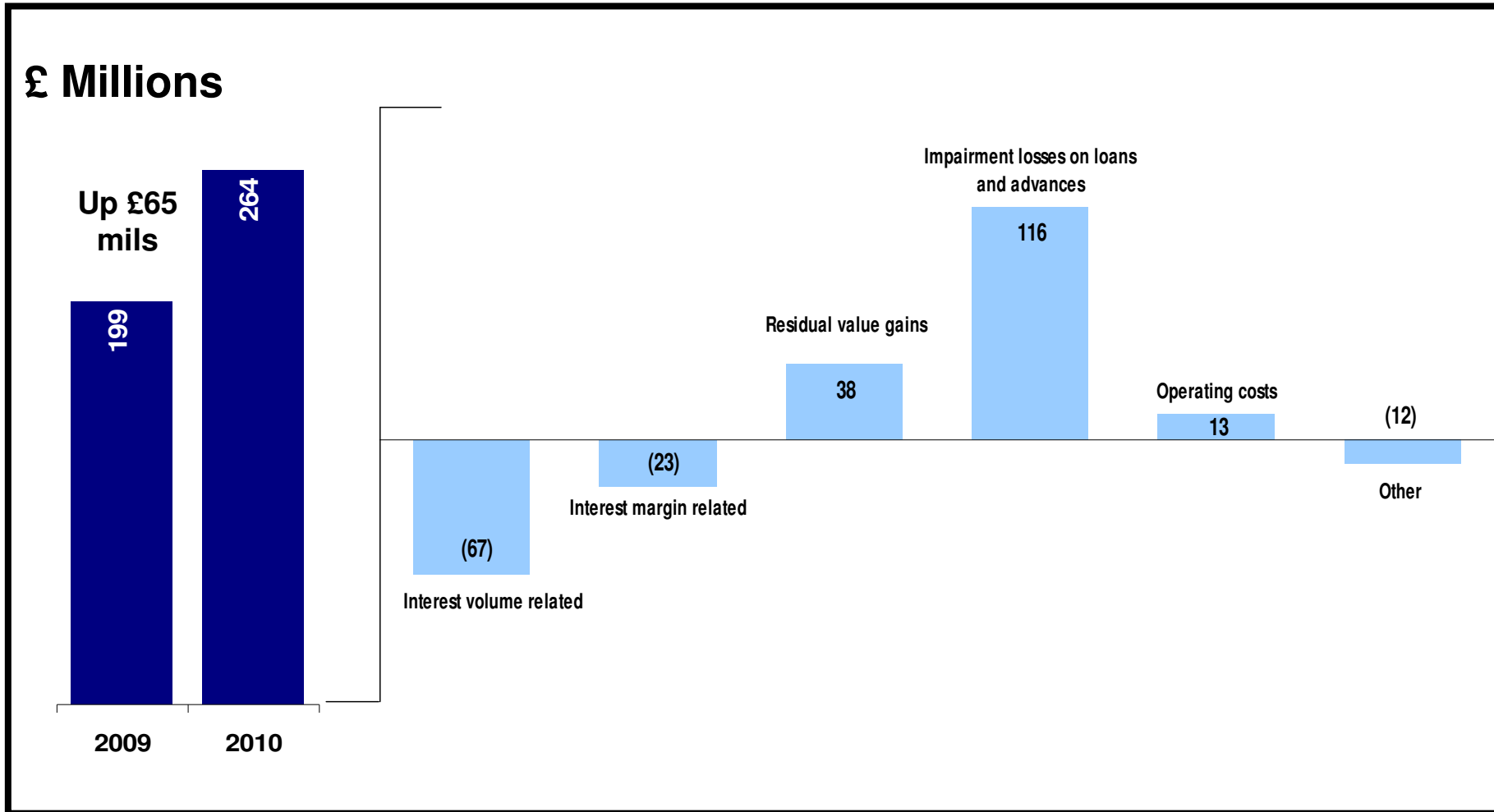


* Adjusted Profit Before Tax calculated on page 7 of the Annual Report 2010

Improved Profitability, Supported By Favourable Loss Performance

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2010 ADJUSTED PROFIT BEFORE TAX COMPARED WITH 2009



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SAFE HARBOR



ONE FORD
ONE TEAM • ONE PLAN • ONE GOAL

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.

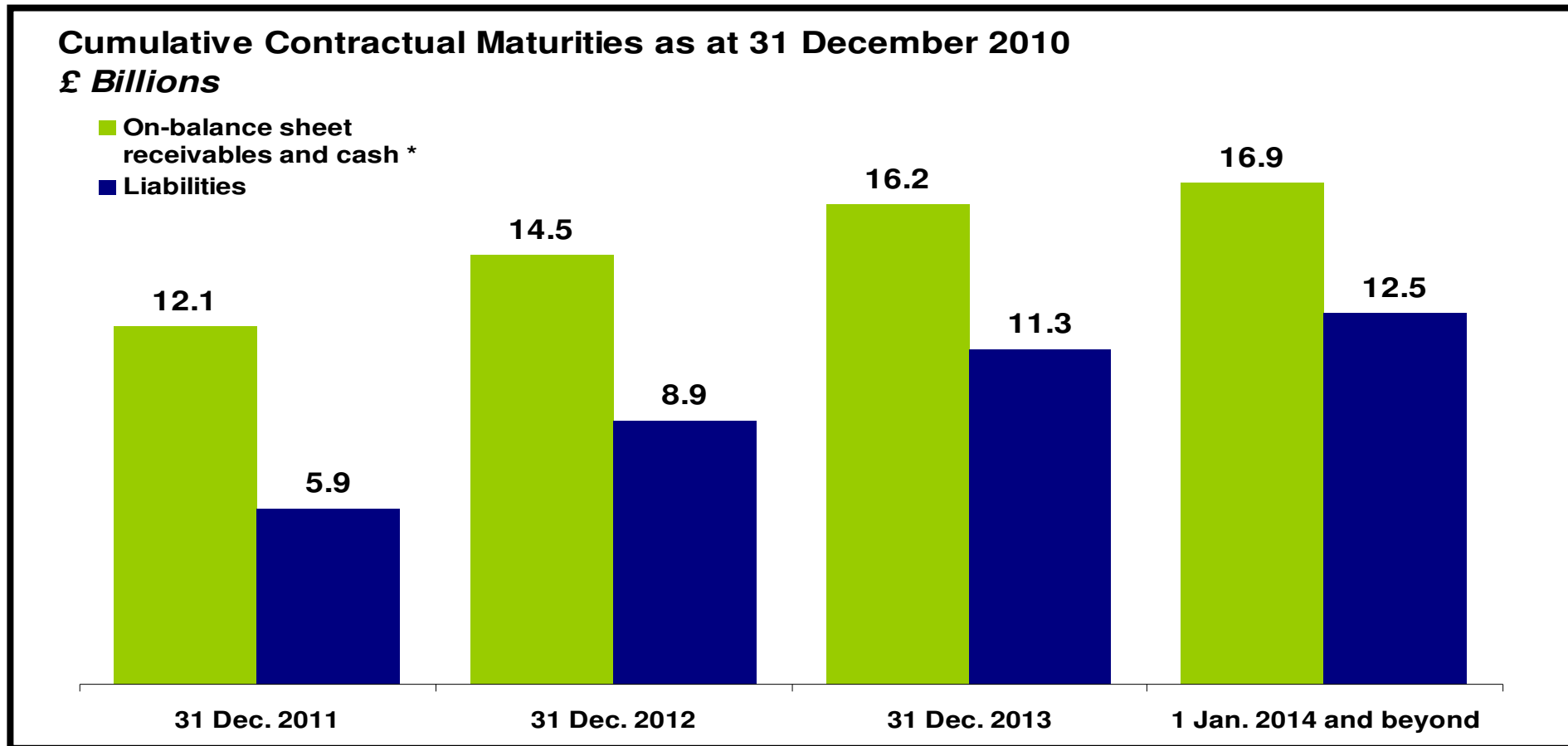
We cannot be certain that any expectations, forecasts, or assumptions made by management in preparing these forward-looking statements will prove accurate, or that any projections will be realized. It is to be expected that there may be differences between projected and actual results. Our forward-looking 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.



ONE FORD
ONE TEAM • ONE PLAN • ONE GOAL

APPENDIX

FCE BANK PLC LIQUIDITY PROFILE



* See note on page 18 of the 2010 Annual Report

FCE's Balance Sheet Is Inherently Liquid

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APPENDIX -- FURTHER INFORMATION ON FCE



Detailed information on FCE:

- FCE Bank plc Annual Accounts
- FCE Bank plc Interim Reports
- Basel II Pillar 3 Disclosure Documents
- 2010 Q3 Management Statement

www.fcebank.com

Detailed Information on FMCC:

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

www.fordcredit.com/investorcenter



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