

SELECTED FINANCIAL DATA

The following table sets forth selected financial data concerning Ford for each of the last five years (dollar amounts in millions, except per share amounts). Prior-year amounts have been reclassified to conform to current year presentation.

	2004	2003	2002	2001	2000
SUMMARY OF OPERATIONS					
Total Company					
Sales and revenues	\$ 171,652	\$ 164,338	\$ 162,258	\$ 160,654	\$ 169,298
Income/(loss) before income taxes	\$ 4,853	\$ 1,339	\$ 1,064	\$ (7,325)	\$ 8,387
Provision/(credit) for income taxes	937	123	342	(2,064)	2,750
Minority interests in net income of subsidiaries	282	314	367	24	127
Income/(loss) from continuing operations	3,634	902	355	(5,285)	5,510
Income/(loss) from discontinued operations	(147)	(143)	(333)	(168)	(2,043)
Cumulative effects of change in accounting principle	-	(264)	(1,002)	-	-
Net income/(loss)	\$ 3,487	\$ 495	\$ (980)	\$ (5,453)	\$ 3,467
Automotive sector					
Sales	\$ 147,134	\$ 138,260	\$ 134,120	\$ 130,601	\$ 140,621
Operating income/(loss)	(177)	(1,556)	(604)	(7,471)	5,276
Income/(loss) before income taxes	(155)	(1,908)	(1,054)	(8,762)	5,421
Financial Services sector					
Revenues	\$ 24,518	\$ 26,078	\$ 28,138	\$ 30,053	\$ 28,677
Income/(loss) before income taxes	5,008	3,247	2,118	1,437	2,966
Total Company Data Per Share of Common and Class B Stock a/					
Basic:					
Income/(loss) from continuing operations	\$ 1.99	\$ 0.49	\$ 0.19	\$ (2.93)	\$ 3.73
Income/(loss) from discontinued operations	(0.08)	(0.08)	(0.19)	(0.09)	(1.39)
Cumulative effects of change in accounting principle	-	(0.14)	(0.55)	-	-
Net income/(loss)	\$ 1.91	\$ 0.27	\$ (0.55)	\$ (3.02)	\$ 2.34
Diluted:					
Income/(loss) from continuing operations	\$ 1.80	\$ 0.49	\$ 0.19	\$ (2.93)	\$ 3.66
Income/(loss) from discontinued/held-for-sale operations	(0.07)	(0.08)	(0.18)	(0.09)	(1.36)
Cumulative effects of change in accounting principle	-	(0.14)	(0.55)	-	-
Net income/(loss)	\$ 1.73	\$ 0.27	\$ (0.54)	\$ (3.02)	\$ 2.30
Cash dividends b/	\$ 0.40	\$ 0.40	\$ 0.40	\$ 1.05	\$ 1.80
Common stock price range (NYSE Composite)					
High	\$ 17.34	\$ 17.33	\$ 18.23	\$ 31.42	\$ 31.46
Low	12.61	6.58	6.90	14.70	21.69
Average number of shares of Common and Class B stock outstanding (in millions)	1,830	1,832	1,819	1,820	1,483
SECTOR BALANCE SHEET DATA AT YEAR-END					
Assets					
Automotive sector	\$ 116,422	\$ 115,444	\$ 102,770	\$ 88,319	\$ 94,312
Financial Services sector	188,919	195,279	187,432	188,224	189,078
Total assets	\$ 305,341	\$ 310,723	\$ 290,202	\$ 276,543	\$ 283,390
Long-term Debt					
Automotive sector	\$ 17,458	\$ 18,987	\$ 13,607	\$ 13,467	\$ 11,769
Financial Services sector	89,082	100,764	106,505	106,741	86,877
Total long-term debt	\$ 106,540	\$ 119,751	\$ 120,112	\$ 120,208	\$ 98,646
Stockholders' Equity					
	\$ 16,045	\$ 11,651	\$ 5,590	\$ 7,786	\$ 18,610

a/ Share data have been adjusted to reflect stock dividends and stock splits. Common stock price range (NYSE Composite) has been adjusted to reflect the Visteon spin-off, a recapitalization known as our Value Enhancement Plan, and The Associates spin-off.

b/ Adjusted for the Value Enhancement Plan effected in August 2000, cash dividends were \$1.16 per share in 2000.