Ally Financial Inc. 3Q Earnings Review

November 2, 2011



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Forward-Looking Statements and Additional Information



The following should be read in conjunction with the financial statements, notes and other information contained in the Company's 2010 Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K.

This information is preliminary and based on company data available at the time of the presentation

In the presentation that follows and related comments by Ally Financial Inc. ("Ally") management, the use of the words "expect," "anticipate," "estimate," "forecast," "initiative," "objective," "plan," "goal," "project," "outlook," "priorities," "target," "intend," "evaluate," "pursue," "seek," "may," "would," "could," "should," "believe," "potential," "continue," or similar expressions is intended to identify forward-looking statements. All statements herein and in related management comments, other than statements of historical fact, including without limitation, statements about future events and financial performance, are forward-looking statements that involve certain risks and uncertainties. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, these statements are not guarantees of any events or financial results, and Ally's actual results may differ materially due to numerous important factors that are described in the most recent reports on SEC Forms 10-K and 10-Q for Ally, each of which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: maintaining the mutually beneficial relationship between Ally and General Motors ("GM"), and Ally and Chrysler; the profitability and financial condition of GM and Chrysler; securing low cost funding for us and Residential Capital, LLC ("ResCap"); our ability to realize the anticipated benefits associated with being a bank holding company, and the increased regulation and restrictions that we are now subject to; any impact resulting from delayed foreclosure sales or related matters; the potential for legal liability resulting from claims related to the sale of private-label mortgage-backed securities; risks related to potential repurchase obligations due to alleged breaches of representations and warranties in mortgage securitization transactions; changes in U.S. government-sponsored mortgage programs or disruptions in the markets in which our mortgage subsidiaries operate; continued challenges in the residential mortgage markets; the continuing negative impact on ResCap and our mortgage business generally due to the recent decline in the U.S. housing market; uncertainty of our ability to enter into transactions or execute strategic alternatives to realize the value of our ResCap operations; the potential for deterioration in the residual value of off-lease vehicles; disruptions in the market in which we fund our operations, with resulting negative impact on our liquidity; changes in our accounting assumptions that may require or that result from changes in the accounting rules or their application, which could result in an impact on earnings; changes in the credit ratings of Ally, ResCap, Chrysler, or GM; changes in economic conditions, currency exchange rates or political stability in the markets in which we operate; and changes in the existing or the adoption of new laws, regulations, policies or other activities of governments, agencies and similar organizations (including as a result of the Dodd-Frank Act).

Investors are cautioned not to place undue reliance on forward-looking statements. Ally undertakes no obligation to update publicly or otherwise revise any forward-looking statements except where expressly required by law. Reconciliation of non-GAAP financial measures included within this presentation are provided in this presentation.

Use of the term "loans" describes products associated with direct and indirect lending activities of Ally's global operations. The specific products include retail installment sales contracts, loans, lines of credit, leases or other financing products. The term "originate" refers to Ally's purchase, acquisition or direct origination of various "loan" products.

Third Quarter Highlights



- Core pre-tax income⁽¹⁾ of \$102 million and net loss of \$210 million
 - Impacted by MSR valuation, net of hedge, pre-tax loss of \$471 million
- Premier Auto Finance Franchise
 - Maintaining #1 U.S. market share position
 - Strong U.S. consumer originations increased 6% QoQ and 21% YoY
- Ally Bank Deposit Franchise
 - Strong retail deposit growth of \$1.7 billion in 3Q vs. \$1.1 billion in 2Q
 - Well positioned with customer-friendly value proposition
- Strong Financial Profile
 - Robust liquidity to address debt maturities and operational needs
 - Parent company liquidity⁽²⁾ of \$26 billion with consolidated unsecured bond maturities of \$13 billion through 2012
 - Strong capital levels relative to risk profile of assets
 - Tier 1 capital ratio of 14.3%
 - Loan portfolio net charge off rate of 0.45%

⁽¹⁾ Core pre-tax income is a non-GAAP financial measure. See page 9 for further details

⁽²⁾ See page 28 for further details

Results by Segment



- Global Automotive Services continues to post attractive and stable results
 - Impact from lease remarketing gains normalizing
 - Strong origination and credit quality trends continue
- Mortgage Operations impacted by servicing asset valuation and hedge ineffectiveness

Pre-Tax Income							Inc	rease/(D	ecrea	ase) vs
(\$ millions)	30	Q 11	2	Q 11	3	Q 10	2	Q 11	3	Q 10
North American Automotive Finance	\$	551	\$	559	\$	551	\$	(8)	\$	-
International Automotive Finance		82		71		74		11		8
Insurance		114		73		114		41_		
Global Automotive Services	\$	747	\$	703	\$	739	\$	44	\$	8
Mortgage Origination and Servicing		(311)		47		425		(358)		(736)
Legacy Portfolio and Other (1)		(111)		(174)		(271)		63		160
Mortgage Operations	\$	(422)	\$	(127)	\$	154	\$	(295)	\$	(576)
Corporate and Other (ex. OID) (1)		(223)		(110)		(258)		(113)		35
Core pre-tax income (1)	\$	102	\$	466	\$	635	\$	(364)	\$	(533)

⁽¹⁾ See page 29 for definitions

Mortgage Business Model Update



- Evolving landscape creating challenges in the mortgage business model
 - Highly competitive, low margin business
 - Servicing costs are rising
 - MSR implications
 - Basel III capital deductions
 - Size relative to balance sheet and capital
 - Volatility of asset value
- Announcing a significant reduction of originations in the correspondent mortgage channel
 - Focus on maintaining relationships with key clients that produce high quality collateral and leverage our full service capabilities
 - Actions are similar to other industry participants
- Continued participation in retail and broker lending channel
 - Higher margins
 - Direct customer touch points
- Focus liquidity and capital deployment on premier auto finance franchise

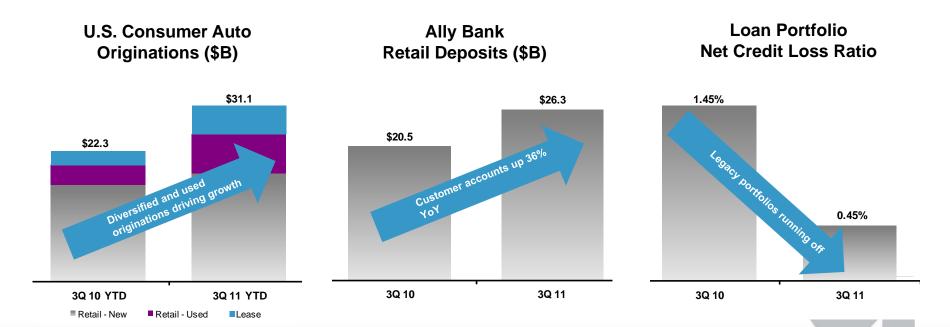


Core Business Fundamentals



Core Business Fundamentals Continue Positive Trend

- Competitively advantaged auto finance franchise
- Strong origination growth and asset generation capabilities
- High quality assets low loss, short dated, secured auto loans
- Leading direct bank franchise with growing customer base
- Conservative capital and liquidity posture

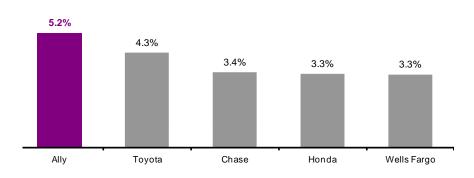


Auto Finance Category Leader



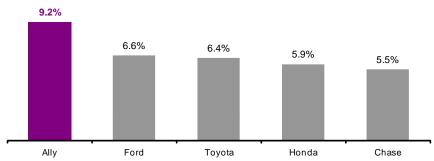
TOTAL MARKET: #1 Auto Finance Provider

Total Market Share



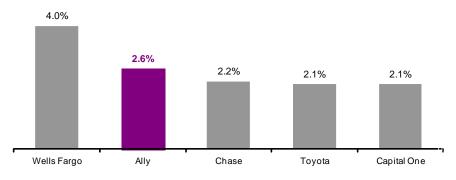
NEW: Market Leader in New Vehicle Financing

New Vehicle Market Share



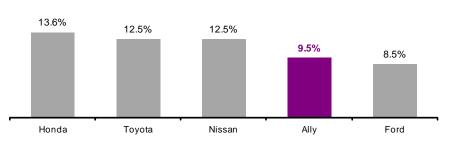
USED: Continued Focus in Growth Area

Used Vehicle Market Share



LEASE: Originations Up Over 74% YoY

Lease Market Share



Source: Experian Automotive

U.S. market share information as of 3Q 2011

Outlook and Priorities



- Challenging environment continues...
 - Competition in auto finance space
 - Returns under pressure in near term
 - Volatile capital markets
 - Mortgage topics
- ...We'll continue to be successful by focusing on expanding our premier auto finance franchise
 - Leverage competitively advantaged, dealer-centric business model
 - More diversified market-driven competitor
 - Maintain conservative liquidity posture
 - Proactive risk management
 - Improve cost of funds and manage operating costs



Third Quarter 2011 Results



							<u>_1</u>	ncrease/(D	Decrease) vs.	
(\$ millions)	3	Q 11	2	Q 11	3	Q 10		2Q 11	3	3Q 10
Net financing revenue (ex. OID)	\$	815	\$	965	\$	900	\$	(150)	\$	(85
Total other revenue (ex. OID)		601		1,136		1,457		(535)		(856)
Provision for loan losses		49		51		9		(2)		40
Controllable expenses (1)		766		859		838		(93)		(72)
Other noninterest expenses		499		725		875		(226)		(376)
Core pre-tax income (1)	\$	102	\$	466	\$	635	\$	(364)	\$	(533)
OID amortization expense (1)		225		274		310		(49)		(85)
Income tax expense		87		82		48		5		39
Income (loss) from discontinued operations				3		(8)		(3)		8
Net income (loss)	\$	(210)	\$	113	\$	269	\$	(323)	\$	(479)
Total assets	\$ 1	81,956	\$ 1	78,889	\$ 1	73,191	\$	3,067	\$	8,765
Net interest margin (1)		2.0%		2.5%		2.5%		-0.5%		-0.4%

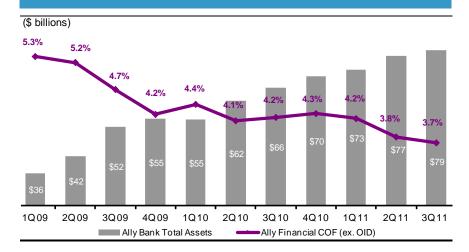
				Favorable / (Unfavorable)		
Notable Items:				2Q 11	3Q 10	
MSR Impact, net of hedge	((471))	(105)	(27)	(366)	(444)	
Operating Lease Revenue, net of depreciation	179	264	237	(85)	(58)	
Lease Remarketing Gains	74	164	164	(90)	(90)	
Mortgage Repurchase Expense	(70)	(184)	(344)	115	275	
Compensation & Benefits Expense	(303)	(424)	(392)	121	89	

⁽¹⁾ See page 29 for definitions

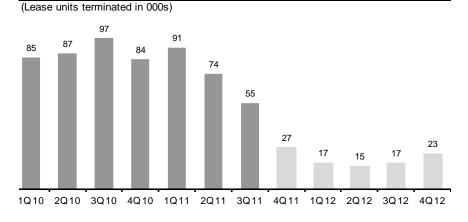
Select Earnings Drivers



Cost of funds declining as bank assets grow

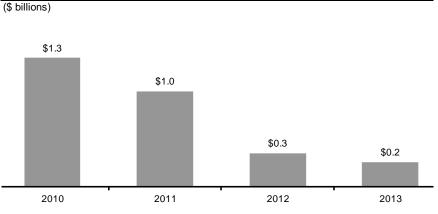


Lease terminations normalizing



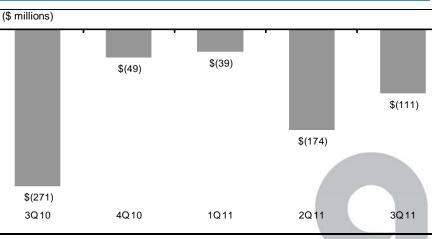
Note: 4Q11 through 4Q12 data represents scheduled terminations

Net income to benefit from lower OID expense



Total OID expense

Legacy mortgage segment impacting results



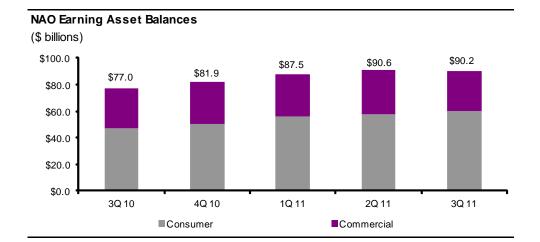
Legacy Portfolio and Other Segment Pre-Tax Loss from Continuing Operations

North American Automotive Finance



- North American segment reported pre-tax income of \$551 million
- Net financing revenue decrease of \$123 million QoQ primarily driven by:
 - \$90 million decline in lease gains as termination volume is declining
 - Mix shift in lease portfolio leading to lower current NIM
- Provision expense moderating due to improved loan performance and asset quality
- Earning assets up 17% YoY
 - 3Q commercial assets declined QoQ due to seasonal factors

Key Financials (\$ millions)	;	3Q 11	2Q 11		3Q 10	
Net financing revenue	\$	755	\$	878	\$	800
Total other revenue		126		114		144
Total net revenue		881		992		944
Provision for loan losses		25		55		60
Noninterest expense		305		378		333
Pre-tax income from continuing ops	\$	(551)	\$	559	\$	551
Pre-tax income from continuing ops (ex. Lease Gains)	\$	476	\$	394	\$	384
Total assets	\$	90,532	\$	90,943	\$ 7	7,295





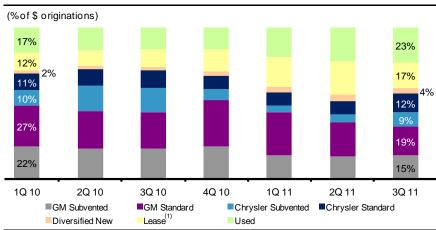
North American Auto Finance – Key Metrics



U.S. Consumer Originations

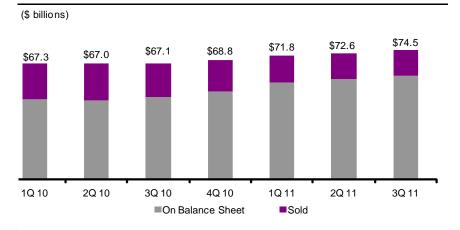


U.S. Origination Mix

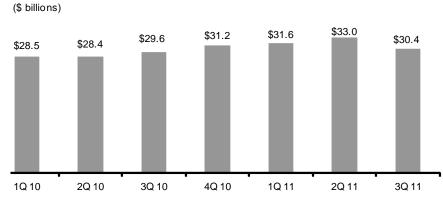


(1) Includes GM and Chrysler lease originations

NAO Consumer Serviced Assets



NAO Commercial Serviced Assets



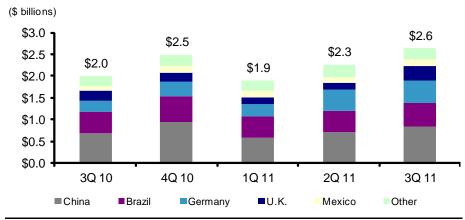
International Automotive Finance



- International Operations earned \$82 million of pre-tax income up from \$71 million in 2Q
 - Provision expense benefit driven by favorable loss performance
- Originations up 16% QoQ and 32% YoY
 - Originations increased in all five key markets
 - Higher volume in Germany and the UK driven by GM marketing campaigns
 - China originations up 17% QoQ
 - Continued diversified growth in China
- Total asset declines from 2Q driven by strengthening of USD in 3Q
- Credit performance has remained stable despite European economic concerns

Key Financials (\$ millions)	3Q 11		20	Q 11	3Q 10	
Net financing revenue	\$	161	\$	176	\$	174
Total other revenue		69		65		76
Total net revenue		230		241		250
Provision for loan losses		(2)		7		(5)
Noninterest expense		150		163		181
Pre-tax income from continuing ops	\$	(82)	\$	71	\$	74
Total assets	\$ 1	5,314	\$ 1	6,582	\$ 1	17,500

International Consumer Auto Originations (Continuing Operations)



Note: Originations in China part of a joint-venture in which Ally owns a minority interest



Insurance

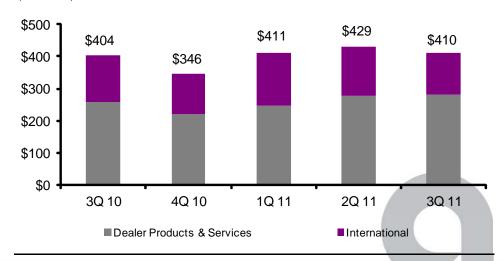


- Pre-tax income of \$114 million, up from \$73 million in 2Q
 - Weather losses improved from 2Q due to seasonal trends and reinsurance arrangement
 - Realized gains from investment portfolio moderated from prior periods
- Written premiums declined QoQ due to lower international renewal activity
 - Dealer Products and Services premiums increased slightly QoQ and remain at highest level since 3Q08

Key Financials (\$ millions)	3Q 11	2Q 11	3Q 10
Insurance premiums, service revenue earned and other	\$ 437	\$ 445	\$ 478
Insurance losses and loss adjustment expenses	183	237	218
Acquisition and underwriting expenses	186	206	235
Total underwriting income	68	2	25
Investment income and other	46	71	89
Pre-tax income from continuing ops	\$ (114)	\$ 73	\$ 114
Total assets	\$ 8,215	\$ 8,533	\$ 8,796
Key Statistics	3Q 11	2Q 11	3Q 10
Insurance ratios			
Loss ratio	42%	54%	46%
Underwriting expense ratio	43%	47%	49%
Combined ratio	85%	101%	95%

Insurance Total Written Premiums

(\$ millions)



Mortgage Operations - Origination and Servicing

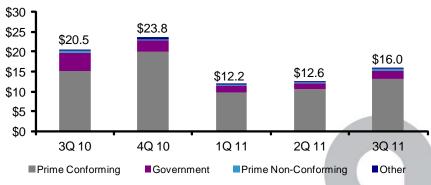


- Origination and Servicing pre-tax loss of \$311 million
- Results impacted by servicing asset (MSR) mark to market
 - Significant drop in MSR value due to decline in interest rates
 - Not fully offset by hedging activities
- Gain on sale impacted by market volatility
- Loan production of \$16.0 billion is up \$3.3 billion from 2Q and down \$4.6 billion from 3Q10
- Differentiated mortgage servicer
 - GMAC Mortgage received highest rating in all seven HAMP performance categories⁽¹⁾
 - Category leader in aged trials as % of active trials
 - One of only three servicers set to receive 3 STAR servicer rating from Fannie Mae⁽²⁾

Key Financials (\$ millions)	3	Q 11	2	Q 11	3	Q 10
Net financing revenue	\$	(4)	\$	(18)	\$	5
Gain on sale of mortgage loans, net		38		62		214
Other revenue (excluding gain on sale)		(96)		260		395
Total net revenue		(62)		304		614
Provision for loan losses		(1)		-		5
Noninterest expense		250		257		184
Pre-tax income (loss) from continuing ops	\$	((311)	\$	47	\$	425
Total assets	\$ 2	24,731	\$ 20,010		\$ 25,381	
Primary servicing - EOP (\$ billions)	\$	361	\$	360	\$	357
(\$ millions)	3	Q 11	2	Q 11	3	Q 10
Servicing fees	\$	313	\$	313	\$	345
Servicing asset valuation, net of hedge		(471)		(105)		(27)
Net servicing revenue	\$	(158)	\$	208	\$	318

Origination and Servicing Mortgage Loan Production

(\$ billions)



⁽¹⁾ Source: 2Q U.S. Treasury Making Home Affordable Servicer Assessments

⁽²⁾ Source: Fannie Mae Servicer Total Achievement and Rewards for 1H 2011



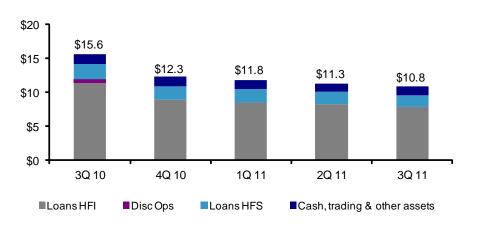


- Pre-tax loss of \$111 million compared to a loss of \$174 million in 2Q
 - Primarily driven by lower repurchase expense in 3Q
- Assets continued to decline to \$10.8 billion in 3Q
- Legacy HFS portfolio of \$1.6 billion carry value
 - Marked at 45% of UPB
- Legacy Ally Bank HFI portfolio of \$7.1 billion gross carry value, down \$284 million from 2Q
 - Portfolio continues to perform within expectations

Key Financials (\$ millions)	3	Q 11	2	Q 11	3Q 10	
Net financing revenue	\$	65	\$	78	\$	142
Gain on sale of mortgage loans, net		7		34		84
Other revenue (excluding gain on sale)		(42)		(19)		(35)
Total net revenue		30		93		191
Provision for loan losses		31		38		17
Noninterest expense		110		229		445
Pre-tax loss from continuing ops	\$	((111))	\$	(174)	\$	(271)

Legacy Portfolio & Other Balance Sheet

(\$ billions)



Note: Consumer loans HFI consists primarily of Ally Bank HFI (originated pre-2009) and legacy securitizations

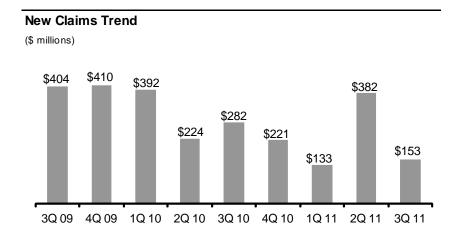
Mortgage Repurchase Reserves

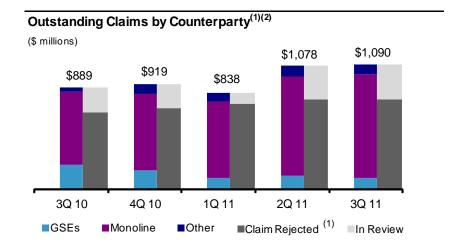


- Mortgage repurchase reserve expense of \$70 million
 - Lower repurchase reserve expense relative to 2Q driven by mortgage insurance rescission payments that did not repeat
- New claims trends decreased in 3Q from elevated 2Q level
 - YTD claims down from 2009 and 2010 driven by prior settlements reached
- Outstanding claims predominantly from monolines

Mortgage Repurchase Reser (\$ millions)	ves 3Q 10		4Q 10		1Q 11		2Q 11		3Q 11
Beginning reserve balance	\$	855	\$	1,128	\$	830	\$	830	\$ 829
Repurchase reserve expense		344		180		26		184	(70
Other additions		8		37		6		5	5
Loss experience, net ⁽¹⁾		(80)		(515)		(32)		(190)	(75)
Ending reserve balance	\$	1,128	\$	830	\$	830	\$	829	(\$ 829)

(1) Includes settlement amounts





⁽¹⁾ Includes claims that Ally has requested to be rescinded

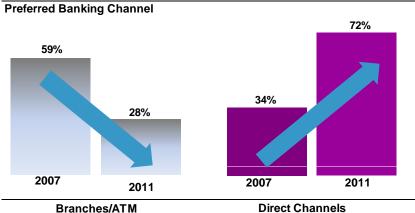
⁽²⁾ Represents current UPB and requested make-whole amounts for claims and does not represent expected losses

Ally Bank Franchise Momentum



- Market shift to direct banking model continues
- Ally is already well positioned to benefit
- No legacy burden of branch network overhead and highturnover staffing models
- Number of Ally Bank retail customer accounts increased 8% from 2Q and 36% from 3Q10 to 920k
- Customer friendly approach resonating with consumers
 - ATM fee reimbursement and no debit card fees
 - Ally Bank recognized as "Best Online Package" - MONEY® Magazine, September 2011
 - Named #1 online account two years running by **Change Sciences**
 - Introduced "No Nonsense" marketing campaign

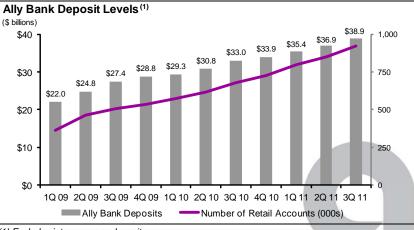
Direct banking preferred by customers



Direct Channels

Source: American Bankers Association

Consistently building customer base



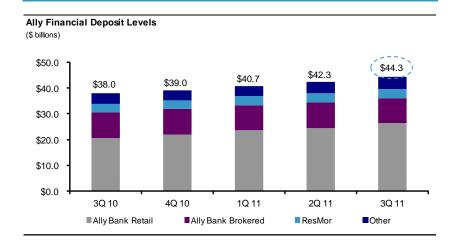
(1) Excludes intercompany deposits

Deposit Growth



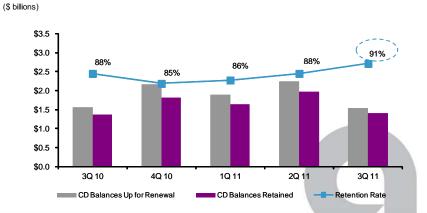
- Continued growth of Ally's deposit base
 - Total deposit growth of \$2.1 billion in 3Q
 - Driven by \$1.7 billion of retail deposit growth at Ally Bank
- Positive response to expanded product offerings
 - Innovative CD product offerings
 - Strong early response to IRA products
 - Continued momentum in checking product
 - Completed rollout of eCheck Deposit
 - Usage of "Ally Perks" debit rewards program increasing
 - Debit card utilization continues to rise
- Customer loyalty driving 91% CD retention rate

Stable, consistent growth of retail deposits



High CD retention rates reflect franchise strength

Retail CD Balance Retention (1)

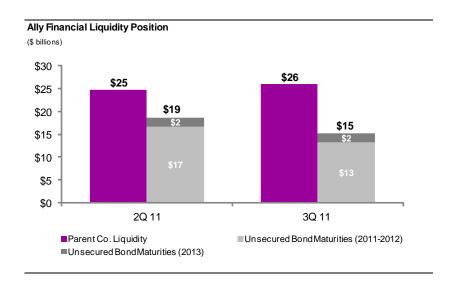


⁽¹⁾ Retention includes balances retained in any Ally Bank product

Liquidity



- Proactive liquidity management in 2010 and 2011 built robust liquidity position to address maturities and allows for ample funding of core businesses
 - Liquidity cushion relative to unsecured bond maturities improved in 3Q
 - \$26 billion of parent company liquidity⁽¹⁾ and additional \$14 billion of liquidity at Ally Bank⁽¹⁾
- Diversified funding model allows Ally to be opportunistic in the capital markets
 - Liquidity philosophy assumes there will be periods of market disruption
- ABS markets at historically low and attractive yields
 - Completed 4 retail auto transactions in 2011 with average all-in yield of 1.3%
 - Auto ABS market proven to be resilient through cycle



Funding Highlights



- New funding transactions of \$12.4 billion in 3Q and over \$31 billion 3Q11 YTD
- Ally utilizes a diverse funding strategy across markets and asset classes
 - Raised \$5.4 billion in the U.S. public and private term securitization markets in 3Q
 - \$5.5 billion of new revolving bank credit capacity globally in 3Q

Ally Financial Funding Transactions					
(\$ billions)	30	Q 11	3Q 11 YTD		
U.S. Public Securitization	\$	1.8	\$	7.2	
U.S. Private Securitization		3.6		7.5	
International Securitization		-		1.5	
U.S. Auto Whole Loan Sales		1.5		2.8	
U.S. New Revolving Credit Facilities		1.0		2.0	
International New Revolving Credit Facilities		4.5		7.0	
Unsecured Bond Issuance		-		3.8	
Total New Funding Transactions	\$	(12.4)	\$	(31.8)	

In addition, Ally has renewed \$19 billion of existing revolving credit facilities during 2011



Capital



- Capital ratios remain robust versus the risk profile of assets and versus industry peers
 - Directive to maintain 15% Total Risk Based Capital expires 12/31/11
- Ally is well positioned to achieve the enhanced Basel III capital requirements in advance of the proposed timelines
 - Estimated 3Q11 Basel III Tier 1 Common Ratio of 11.2% on a fully converted basis⁽¹⁾

(\$ billions)	9/3	80/2011	6/3	80/2011	9/3	0/2010
Tier 1 Capital	\$	21.5	\$	22.1	\$	22.6
Tier 1 Common Capital	\$	12.0	\$	12.6	\$	7.8
Total Risk-Based Capital	\$	23.2	\$	24.0	\$	24.7
Tangible Common Equity	\$	12.3	\$	13.0	\$	8.3
Tangible Assets	\$	181.4	\$	178.4	\$	172.7
Risk-Weighted Assets	\$	149.7	\$	151.0	\$	147.0
Tier 1 Capital Ratio		14.3%		14.6%		15.4%
Tier 1 Common Capital Ratio		8.0%		8.4%		5.3%
Total Risk-Based Capital Ratio		15.5%		15.9%		16.8%
Tangible Common Equity / Tangible Assets		6.8%		7.3%		4.8%
Tangible Common Equity / Risk-Weighted Assets		8.2%		8.6%		5.6%

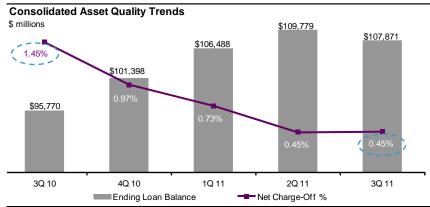
Note: Tier 1 Common and Tangible Common Equity are non-GAAP financial measures. See page [22] of the Financial Supplement for further details

⁽¹⁾ See page 29 for definitions

Asset Quality



Net charge-offs declined 70% YoY



Note: Above loans are classified as held-for-investment recorded at historical costs as these loans are included in our allowance for loan losses. See page 29 for further details.

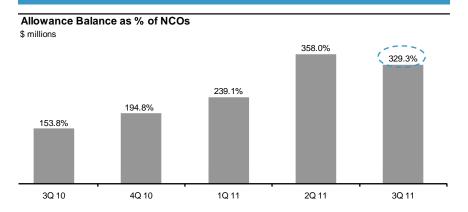
Global auto delinquencies have normalized

Global Delinquencies - Managed Retail Contract Amount

\$ Amount of Accruing Contracts Greater than 30 Days Past Due (millions)



3.3x reserve coverage of net charge-offs



Note: See page 29 for further details

Global auto net credit losses down 60% YoY

Global Annualized Credit Losses - Managed Retail Contract Amount

(\$ millions) 1.20% 0.88% 0.83% 0.48% 0.41% \$136 \$108 \$112 \$71 \$60 3Q 11 3Q 10 4Q 10 1Q 11 2Q 11 Credit Losses % of Avg. Managed Assets

ResCap Contingent Exposures



- Ally's mortgage servicing business and legacy originations have been conducted out of ResCap, LLC
- ResCap remains a separate legal entity from Ally with its own independent board
- ResCap continues to face challenges relating to legacy contingent liabilities

Foreclosure Related Matters

- Significant changes to procedures and substantial additional expense
- Superior servicing and loan modification record relative to larger peers
- Discussions with AG/DOJ and the mortgage servicers have been ongoing for over a year

Securities Law Claims

- Securities law and related fraud claims focus on disclosure
- ResCap securities disclosures were materially accurate and not misleading
- Good defenses exist and we are asserting our rights aggressively

Rep and Warrant Claims

- ResCap reached settlements with Fannie Mae and Freddie Mac
 - Fannie Mae settlement includes potential PLS exposure
- PLS repurchase risk is notably different than GSE experience
- Outstanding reserve of \$829 million predominantly for potential non-GSE claims

Conclusion



- Challenging operating environment
- Core fundamentals continue positive trends
- Mortgage issues are a 'cloud' that are being addressed
- Focus on continued expansion of auto finance platform
- Ally Bank deposit franchise well positioned for continued growth
- Conservative capital and liquidity posture
- Repay the U.S. Treasury investment in a timely manner

Supplemental Charts



Corporate and Other

ally

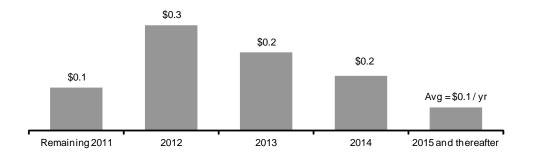
- OID amortization expense of \$225 million in 3Q
- Commercial Finance pre-tax income of \$24 million in 3Q, down from \$82 million in 2Q
- Other revenue down from 2Q
 - 2Q benefited from the early settlement of a loss holdback provision under certain historical whole-loan forward flow agreements

Key Financials (\$ millions)	3	3Q 11		Q 11	3Q 10		
Net financing loss	\$	(186)	\$	(172)	\$	(243)	
Total other revenue		40		127		34	
Total net loss (ex. OID)		(146)		(45)		(209)	
Provision for loan losses		(4)		(49)		(68)	
Noninterest expense		81		114		117	
Core pre-tax loss	\$	(223)	\$	(110)	\$	(258)	
OID Amortization Expense ⁽¹⁾		225		274		310	
Pre-tax loss from continuing ops	\$	((448))	\$	(384)	\$	(568)	
Total assets	\$ 3	\$ 32,393		\$ 31,508		\$ 28,637	

(1) Primarily bond exchange OID amortization expense used for calculating core pre-tax income

OID Amortization Schedule

(\$ billions)



As of 9/30/2011



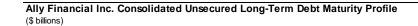


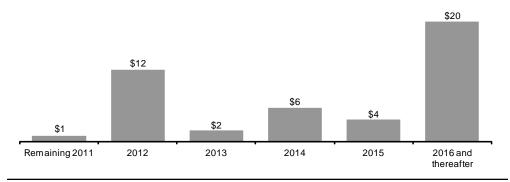
Liquidity and Unsecured Debt Maturity Profile

Available Liquidity	9/30/2011				6/30/2011			
(\$ billions)	Parent ⁽¹⁾		Ally Bank		Parent ⁽¹⁾		Ally Bank	
Cash and Cash Equivalents	\$	10.1	\$	4.5	\$	9.5	\$	3.6
Unencumbered Securities ⁽²⁾		0.4		5.2		0.9		5.8
Current Committed Unused Capacity ⁽³⁾		13.2		6.1		12.0		5.1
Subtotal	\$	23.7	\$	15.8	\$	22.4	\$	14.5
Ally Bank Intercompany Loan ⁽⁴⁾		2.2		(2.2)		2.3		(2.3)
Total Available Liquidity	\$	25.9	\$	13.6	\$	24.7	\$	12.2

⁽¹⁾ Parent defined as Ally Consolidated less Ally Bank, ResCap (not shown) and Insurance (not shown)

⁽⁴⁾ To optimize use of cash and secured facility capacity between entities, Ally Financial lends cash to Ally Bank from time to time under an intercompany loan agreement. Amounts outstanding on this loan are repayable to Ally Financial at any time, subject to 5 days notice





As of 09/30/2011

⁽²⁾ Includes UST, Agency debt and Agency MBS

⁽³⁾ Includes equal allocation of shared unused capacity totaling \$4.00 billion in 3Q and \$3.96 billion in 2Q, which can be used by Ally Bank or the Parent (including a Mexican subsidiary). The Parent company figures include \$1.5 billion in 3Q and \$2.2 billion in 2Q from forward flow sale commitments to fund future asset originations in Brazil. Parent company figures at September 30, 2011 exclude unused capacity of \$2.4 billion that was from two new Ally Credit Canada facilities completed in 3Q and that was significantly utilized subsequent to September 30, 2011 primarily to refinance existing debt outstanding

Supplemental

Notes on non-GAAP and other financial measures



- (1) Core pre-tax income is a non-GAAP financial measure. It is defined as income from continuing operations before taxes and primarily bond exchange original issue discount ("OID") amortization expense.
- (2) Controllable expenses includes employee related costs, consulting and legal fees, marketing, information technology, facility, portfolio servicing and restructuring expenses.
- (3) OID amortization expense includes accelerated OID amortization of \$20 million in 2Q11 from extinguishment of debt.
- (4) **Net Interest Margin** excludes OID amortization expense. The impact of historical financial statement restatements for discontinued operations are not reflected in prior periods.
- (5) Legacy Portfolio and Other segment primarily consists of loans originated prior to Jan. 1, 2009, and includes non core business activities including portfolios in run off.
- (6) Corporate and Other as presented includes Commercial Finance Group ("CFG"), certain equity investments and treasury activities including the residual impacts from the corporate funds transfer pricing and asset liability management ("ALM") activities.
- (7) Contingent Tier 1 Common calculation assumes full conversion of MCP to common equity and is based on management's current interpretation of Basel III capital proposals. This proforma capital calculation is subject to change based on final Basel III rulemaking and interpretations thereof by regulatory authorities.
- (8) Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding finance receivables and loans excluding loans measured at fair value and loans held-for-sale.
- (9) Allowance coverage ratios are based on the allowance for loan losses related to loans held-for-investment excluding those loans held at fair value as a percentage of the unpaid principal balance, net of premiums and discounts.

