

Ally Financial Inc.
2010 Citi North American Credit Conference

November 17, 2010



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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 2009 Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K.

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: our inability to repay our outstanding obligations to the U.S. Department of the Treasury, or to do so in a timely fashion and without disruption to our business; uncertainty of Ally's ability to enter into transactions or execute strategic alternatives to realize the value of its Residential Capital, LLC ("ResCap") operations; our inability to successfully accommodate the additional risk exposure relating to providing wholesale and retail financing to Chrysler dealers and customers and the resulting impact to our financial stability; uncertainty related to Chrysler's and GM's recent exits from bankruptcy; uncertainty related to the new financing arrangement between Ally and Chrysler; securing low cost funding for Ally and ResCap and maintaining the mutually beneficial relationship between Ally and GM, and Ally and Chrysler; our ability to maintain an appropriate level of debt and capital; the profitability and financial condition of GM and Chrysler; our ability to realize the anticipated benefits associated with our conversion to a bank holding company, and the increased regulation and restrictions that we are now subject to; continued challenges in the residential mortgage and capital markets; the potential for deterioration in the residual value of off-lease vehicles; the continuing negative impact on ResCap of the decline in the U.S. housing market; any impact resulting from delayed foreclosure sales or related matters; changes in U.S. government-sponsored mortgage programs or disruptions in the markets in which our mortgage subsidiaries operate; disruptions in the market in which we fund Ally's and ResCap's 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 ResCap, Ally, 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 recently enacted financial regulatory reform bill). 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.



Discussion Topics

Mortgage Business Transformation

Premier Auto Finance Franchise

Successful Retail Bank Platform

Conservative Balance Sheet and Liquidity Posture





Mortgage Business Transformation

Mortgage Balance Sheet has been Substantially De-risked

- Sold European mortgage operations, representing \$11 billion of assets
- Sold \$1.9 billion of legacy loans YTD
- Sold \$1.0 billion legacy Resort Finance portfolio
- Reduced mortgage assets to \$41 billion from \$140 billion in 2006
- Remaining assets are largely non-economic exposures or support agency origination and servicing business
- Origination and servicing business offers profitable diversification opportunity

Ally Financial (\$ billions)

Accounting Assets / Cash	\$ 15.6	- Little economic risk
MSR, etc.	3.3	- At fair value
ResCap HFS Portfolio	2.7	- Marked at 45% UPB
Ally Bank HFI Portfolio	9.7	- 730 average FICO
Pipeline Assets ⁽¹⁾	9.7	- Agency warehouse lines and HFS
Total Mortgage Assets	\$ 41.0	

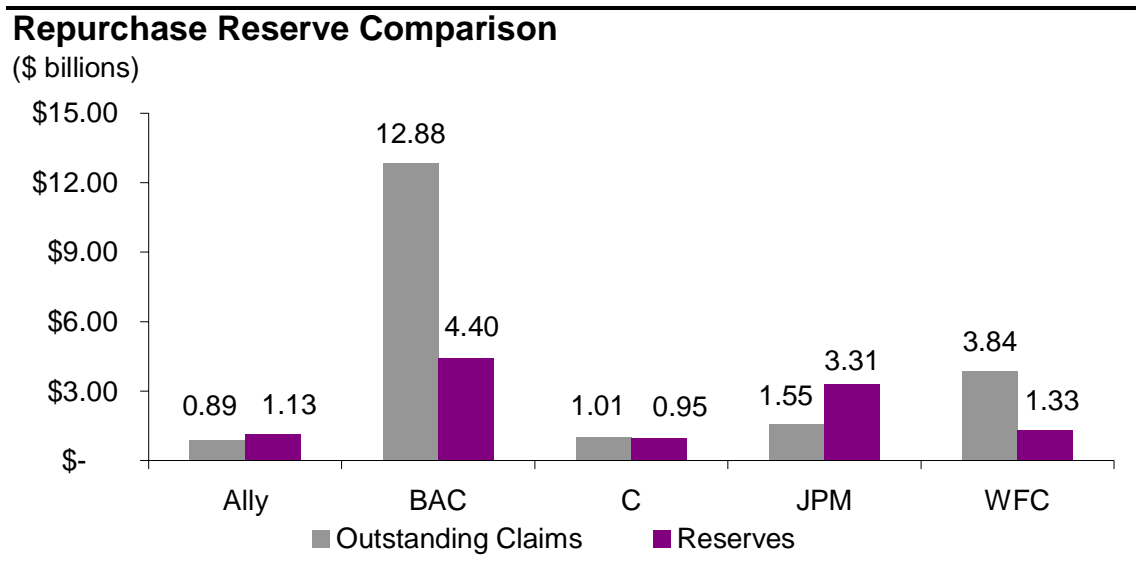
(1) Includes warehouse lines, Ally Bank cash, A/R, and other assets

Note: Please refer to slide 38 of the 3Q earnings presentation filed with the SEC on 11/3/2010 for details



Mortgage Repurchase Reserves

- Bolstered reserves in the third quarter
- Current reserve balance exceeds outstanding repurchase claims/requests
- Modeled projections and extensive dialogue with counterparties are factored into reserve levels
- Proactively addressed risk by reaching settlements with six counterparties, including Freddie Mac
 - All settlements have been in line with reserves established
- Continue to closely monitor trends and will promptly adjust reserves as necessary



Source: Company third quarter 10-Q SEC filings
 Note: JPM outstanding claims exclude those related to Washington Mutual





Legacy Private Label Securitizations

- There are notable differences between GSE sales and private label securitizations, for example:
 - Representations typically less stringent
 - Higher “materiality” threshold
 - Significant variation of reps and warranties and collateral by transaction and platform
- ResCap was an industry leader in distinguishing collateral by separate securitization platforms to highlight unique risk attributes

Historical Private Label Issuance (2005-2007)

(\$ billions)	Original UPB	Current UPB
Prime Jumbo (RFMSI)	\$ 23.8	\$ 12.4
Alt-A (RALI)	62.3	31.3
Scratch and Dent and other (RAMP)	34.1	10.5
Subprime (RASC)	30.3	9.2
Second Lien (RFMSII)	22.5	8.2
Total	\$ 173.1	\$ 71.6

Note: Total Original UPB includes approximately \$26 billion of monoline wrapped transactions, vast majority of which were from the RFMSII platform. Data as of September 2010.

- Securitizations were completed out of RFC (\$153 billion) and GMAC Mortgage (\$20 billion)
- No private label transactions issued out of Ally Bank (formerly GMAC Bank)
- These securitization programs were discontinued in late 2007



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Premier Auto Finance Franchise

Uniquely Positioned

- ✓ Only auto-focused bank lender in the market
- ✓ Combination of leading auto finance platform and bank funding model benefits

Proven Market Leader

- ✓ #1 new car lender in the U.S.
- ✓ Preferred retail financing provider for GM, Chrysler, Fiat (US), Saab, Thor and Suzuki
- ✓ Currently finance 34% of GM and 49% of Chrysler U.S. consumer sales

Competitively Advantaged

- ✓ Embedded in the industry for over 90 years
- ✓ Broad range of product offerings for dealers and consumers
- ✓ Superior nationwide scale and infrastructure

Attractive Asset Class

- ✓ Stable, low loss, secured credit exposure
- ✓ Positioned to grow with economic recovery

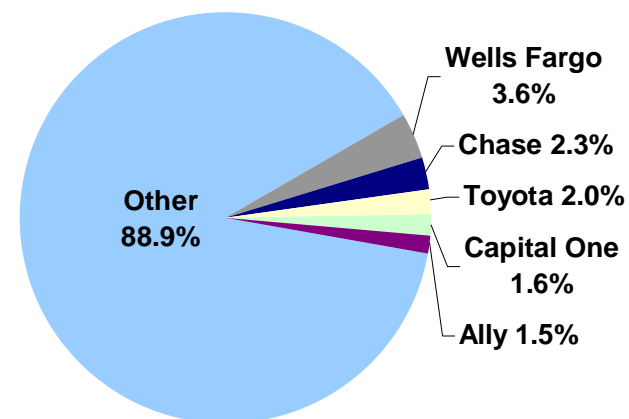


Growth – Leveraging Franchise Strengths

Growth Strategy and Outlook

- Business is leveraged to the recovery in the auto industry and the economy
- Expand OEM preferred relationships
- Utilize dealer relationships to develop further used market participation
- Well positioned in high growth, high margin international markets (Brazil and China)
- Leverage strong competitive position

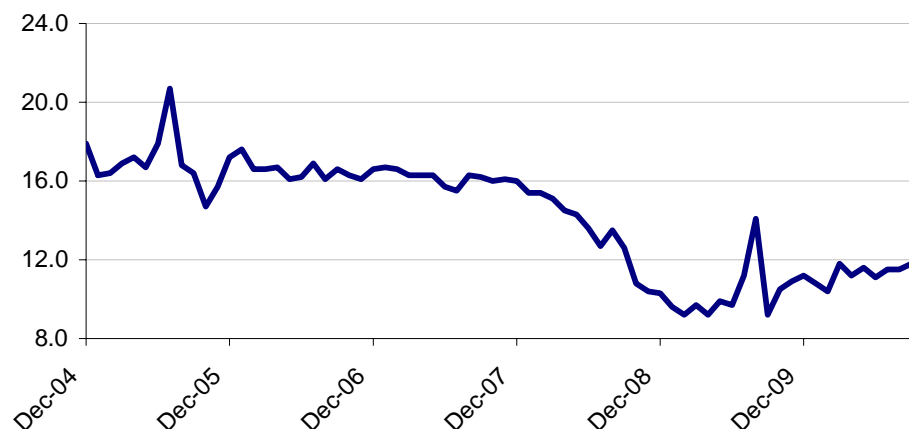
Used Vehicle Market Share



Note: U.S. market share data as of September 2010
Source: AutoCount

U.S. Light Vehicle Sales

(SAAR - millions of units)

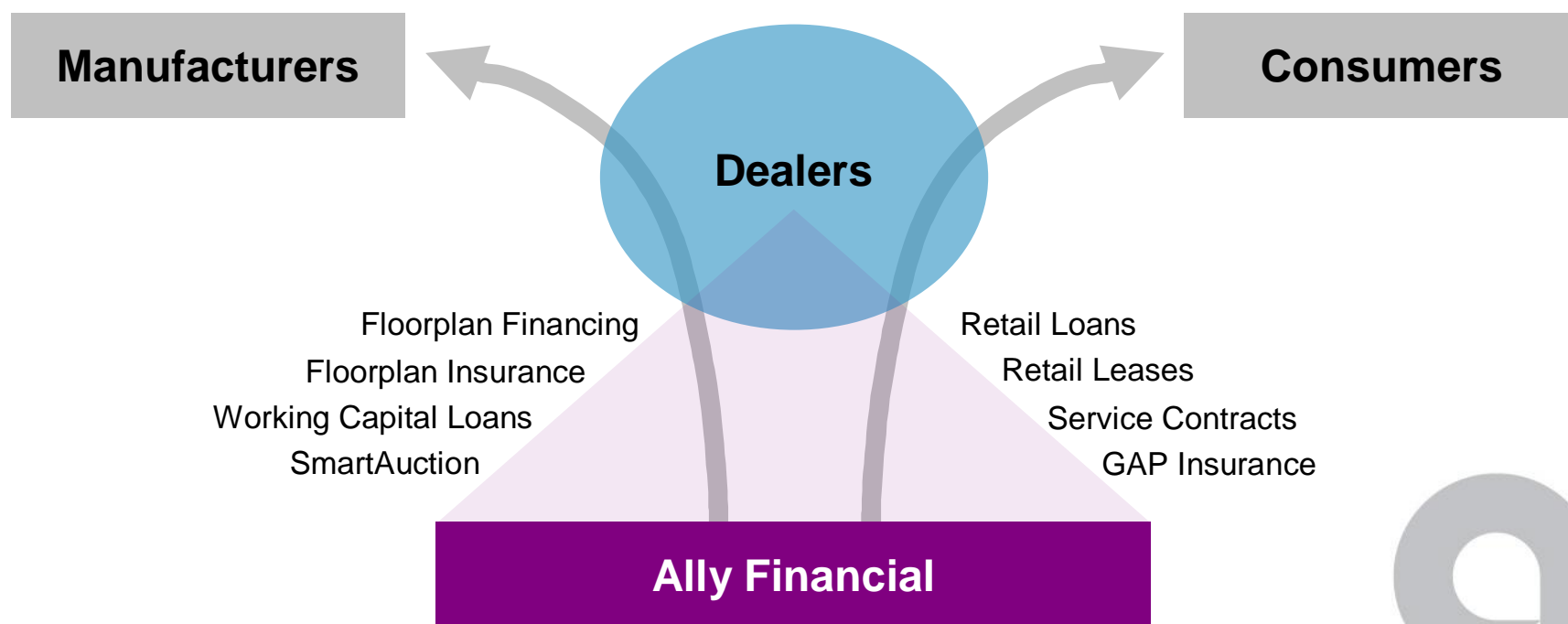




Success is Driven by Strong Dealer Relationships

- Ally's success is driven by strong dealer relationships with over 90 years of serving dealer needs
- Floorplan lending and broad product offerings serve as a strong foundation for deep dealer relationships
- Ally Dealer Rewards program recognizes and rewards volume and breadth of relationship
- Access to broad application flow ensures "first look" financing opportunities
- Ally has over 14,000 North American dealer relationships

Dealer is central to the indirect auto finance process



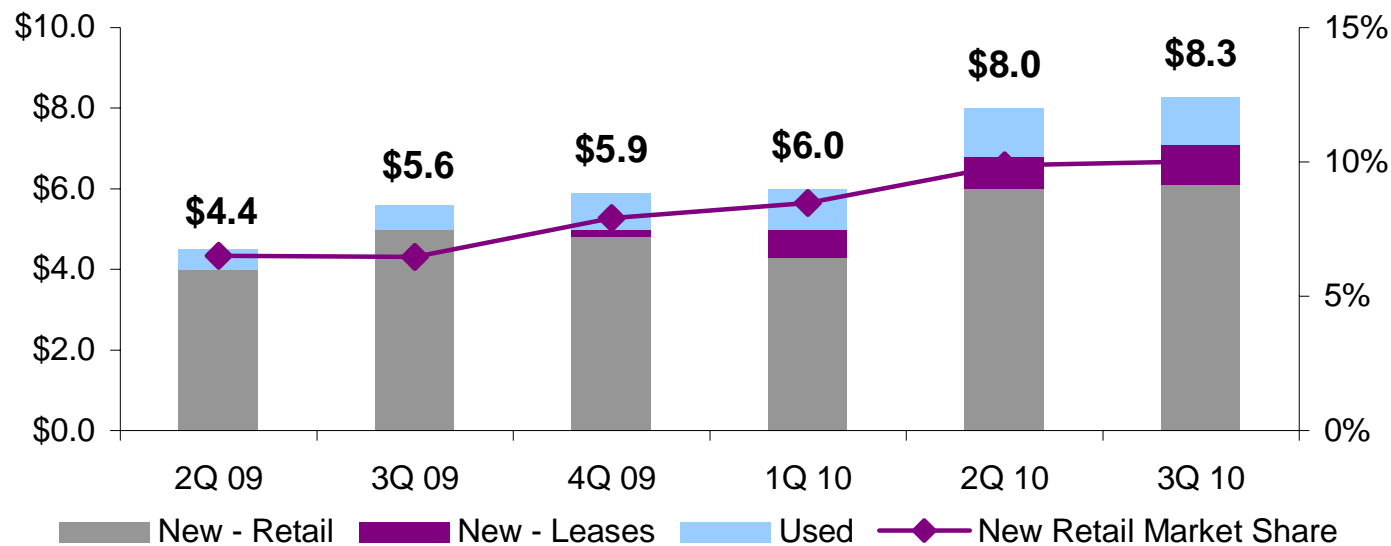
Leading Auto Finance Franchise - Originations



Originations and market share continue positive momentum

U.S. Consumer Auto Originations

(\$ billions)



Source: AutoCount and Ally internal data



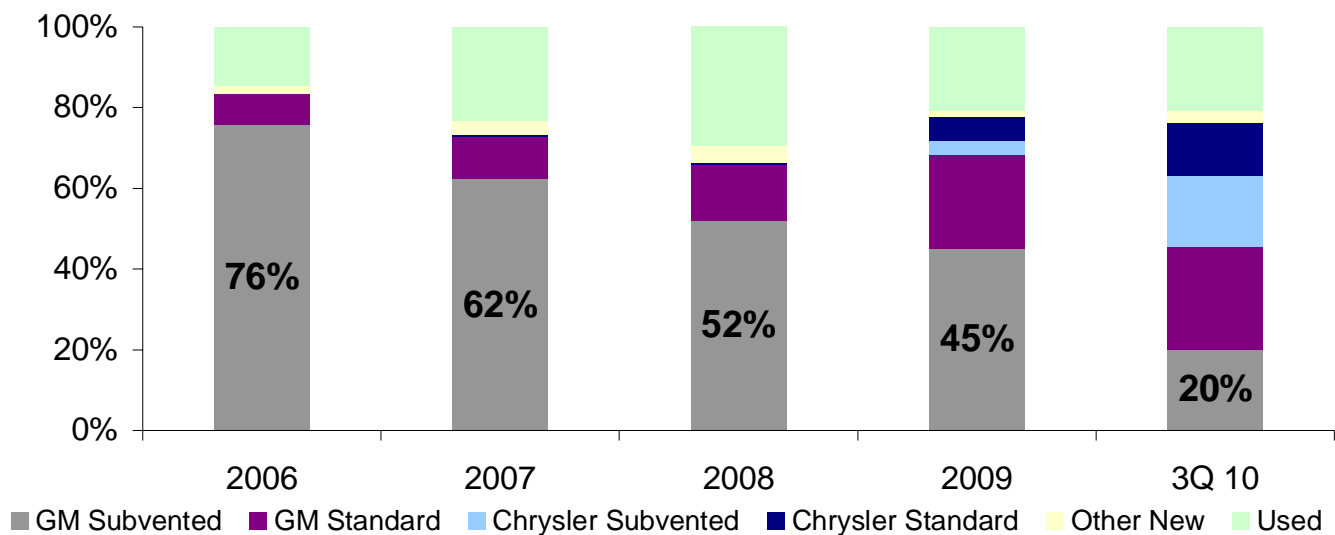
Leading Auto Finance Franchise – Business Mix



Increased diversification as an independent market driven competitor

U.S. Consumer Auto Originations

(% of units originated)



Stable Asset Class

Earnings Performance

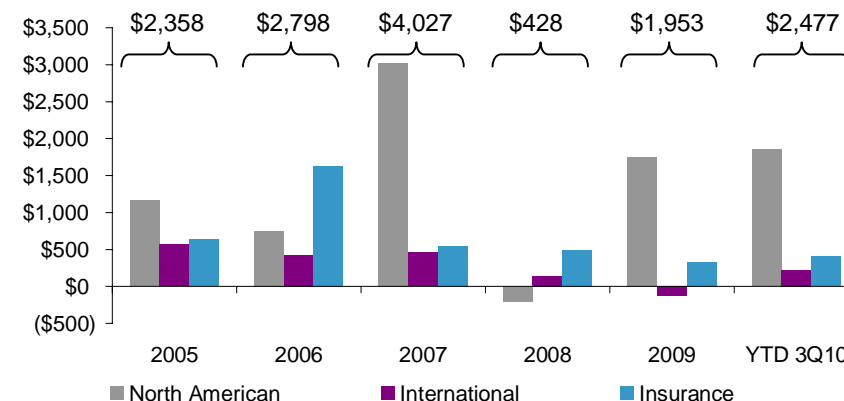
- Global Automotive Services has been profitable every year since 1919
 - Earnings will benefit as cost of funds declines with deposit growth
 - Platform scale provides efficiencies

Credit Performance

- Stable, low credit losses in both consumer and commercial portfolios
 - Significant benefits of long term risk management experience
 - Losses have returned to normalized levels

Pre-Tax Income from Continuing Operations

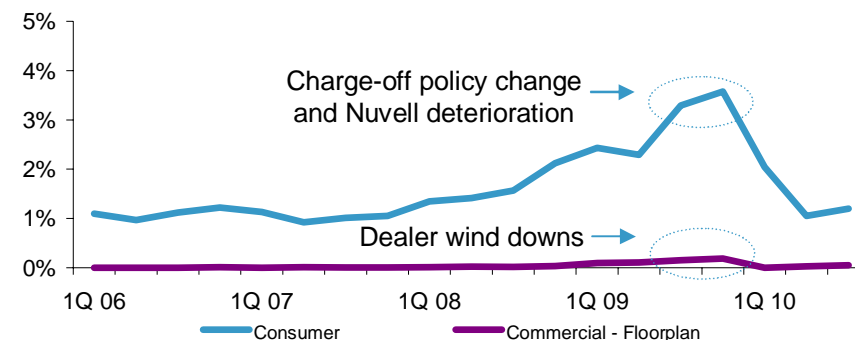
(\$ millions)



Note: 2005 and 2006 income not adjusted to reflect discontinued operations or changes in segment reporting

Automotive Credit Losses

(% of Average Principal Balance, Annualized)



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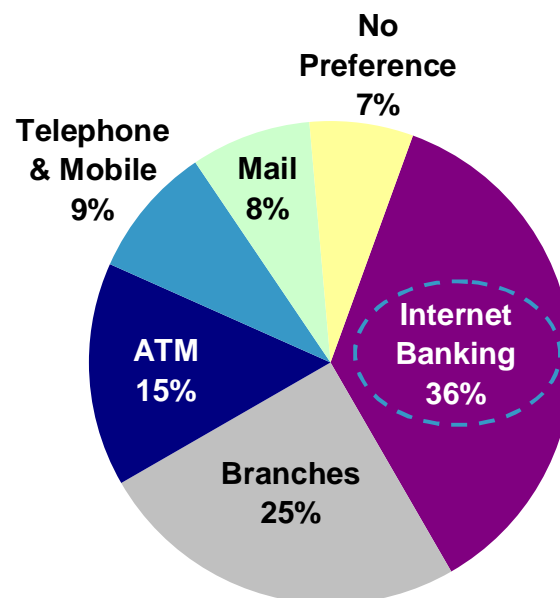


Online Banking Trends

Online banking is now the preferred banking channel

- According to the 2010 American Banker's Association survey, internet banking now exceeds branch banking as the preferred banking channel
- Forrester research estimates 37% of saving account applications will come through the online channel in 2013 compared to 23% in 2008

Preferred Banking Channel



Source: American Bankers Association (ABA)



Ally Bank Has Quickly Become a Leader in Online Banking

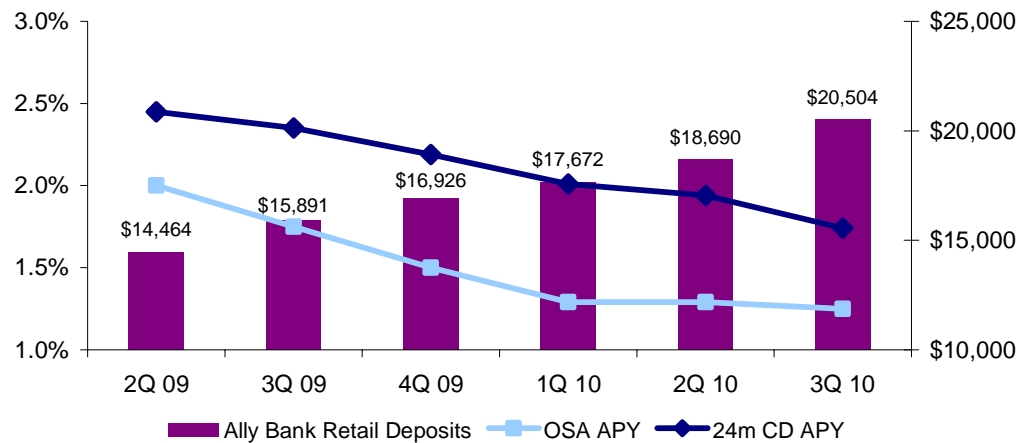
Ally Bank Offers a Differentiated Experience

- Brand: Talk Straight, Do Right, Be Obviously Better
- Accessible 24/7, Easy to Use and No Fine Print, Hidden Fees, Rules or Penalties
- Compelling value proposition with a full spectrum of competitively priced products

Positive Customer Response

- Voted “Best Savings Account” by Money Magazine in 2010
- Named “Best Savings Account” of 2009 by Kiplinger’s Personal Finance Magazine
- #1 Financial Services Website according to Change Sciences Group survey
- Consistent deposit growth and strong CD retention rates of 88% in 3Q demonstrate Ally brand proposition is resonating with customers

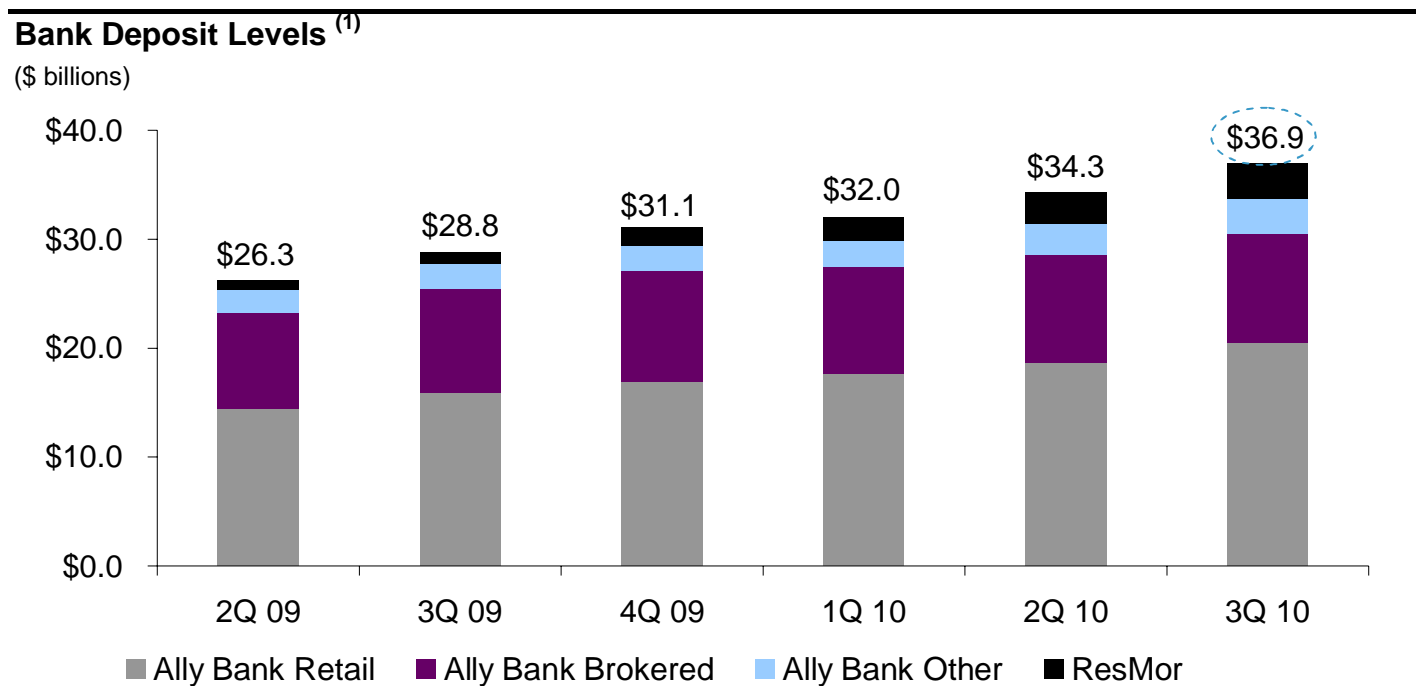
Ally Bank Interest Rates and Retail Deposit Growth





Deposits Franchise – Stable Growth

Stable, consistent growth of retail deposits



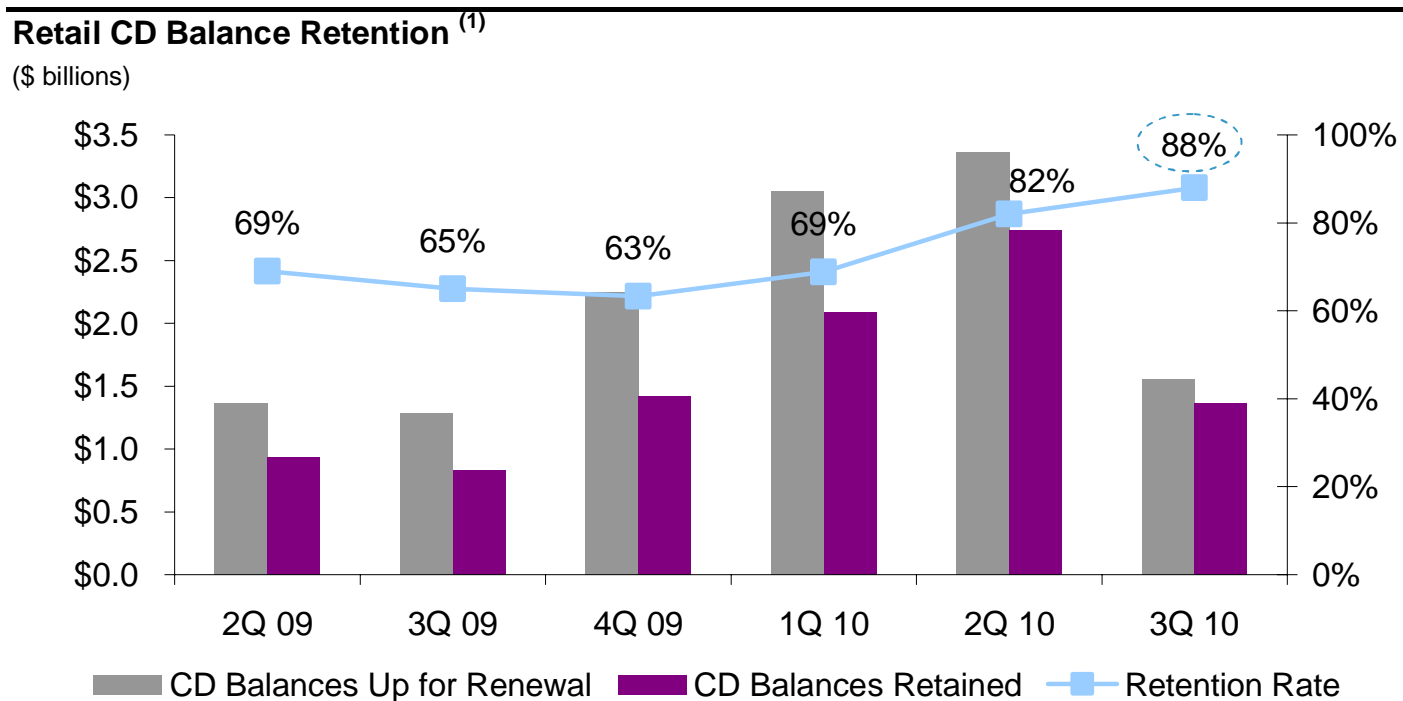
(1) Excludes certain parent company deposits





Deposits Franchise – CD Retention Rates

CD retention rate is well in excess of the industry average



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



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Significantly Improved Financial Position

Conservative Liquidity Posture

- ✓ \$35 billion of new funding transactions completed YTD globally
- ✓ Bank deposits grew to \$36.9 billion in 3Q, representing 29% of total funding
- ✓ Parent company available liquidity of \$24.6 billion
- ✓ Bolstering liquidity in light of upcoming debt maturities

High Quality Balance Sheet

- ✓ Balance sheet streamlined, high quality assets remain
 - Non-performing loans declined 73% YoY
 - Higher risk mortgage assets sold or marked down significantly
- ✓ Tier 1 Capital Ratio in excess of 15%
- ✓ Credit losses and delinquencies have normalized

Return to Profitability

- ✓ Core pre-tax income⁽¹⁾ of approximately \$2 billion YTD
- ✓ All four operating segments were profitable for the third straight quarter
- ✓ Ally Bank and ResCap legal entities continued to be profitable in 3Q

(1) Core pre-tax income is a non-GAAP financial measure and is defined as income from continuing operations before taxes and bond exchange original issue discount ("OID") amortization expense



Near Term Priorities

Continue to Address Challenges

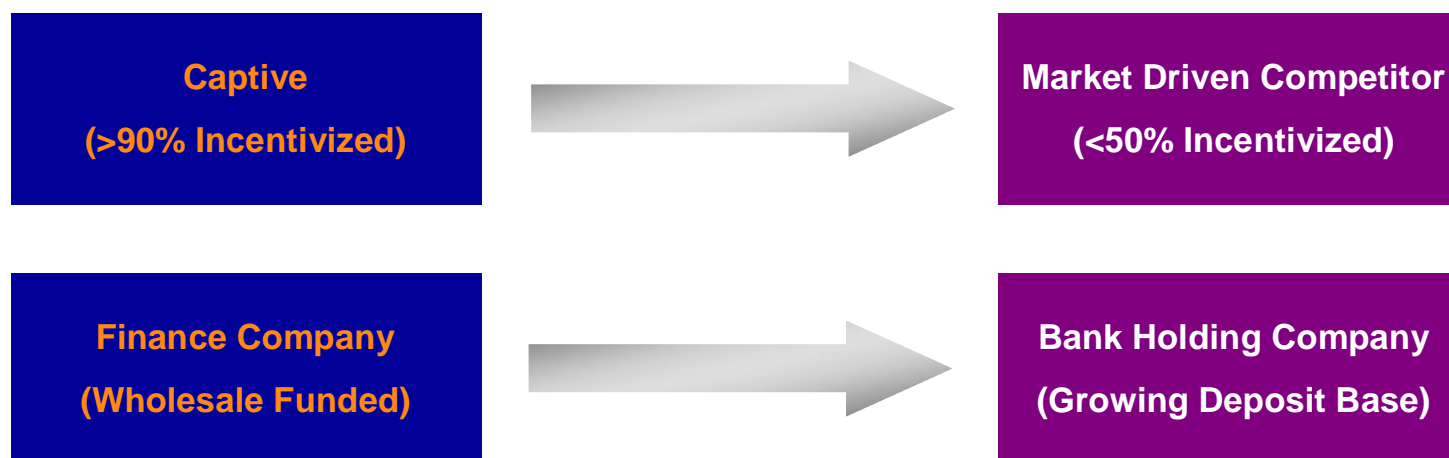
- **Capital:**
 - Shift to common as dominant form of Tier 1 capital
- **Auto Franchise:**
 - Gain used market share and fully capture opportunity of our leading position
- **Funding Model:**
 - Continued migration to more normal bank funding model with increased assets funded at the bank level
- **Mortgage Business:**
 - Efficiently operate leading origination and servicing platform while finalizing de-risking process
- **Deliver Results:**
 - Continue to bolster liquidity and deliver stable financial results in core businesses



Summary

- Premier auto finance franchise
- Established online retail bank platform with compelling value proposition
- De-risked mortgage business with future strategic focus on leading origination and servicing business
- Conservative balance sheet and liquidity posture

Corporate Transformation



Q & A

