

Ally Financial Inc.

1Q 2019 Earnings Review

April 18, 2019



Forward-Looking Statements and Additional Information

This presentation and related communications should be read in conjunction with the financial statements, notes, and other information contained in our Annual Reports 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 and third-party data available at the time of the presentation or related communication.

This presentation and related communications contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts—such as statements about the outlook for various financial and operating metrics and statements about future capital allocation and actions. Forward-looking statements often use words such as “believe,” “expect,” “anticipate,” “intend,” “pursue,” “seek,” “continue,” “estimate,” “project,” “outlook,” “forecast,” “potential,” “target,” “objective,” “trend,” “plan,” “goal,” “initiative,” “priorities,” or other words of comparable meaning or future-tense or conditional verbs such as “may,” “will,” “should,” “would,” or “could.” Forward-looking statements convey our expectations, intentions, or forecasts about future events, circumstances, or results. All forward-looking statements, by their nature, are subject to assumptions, risks, and uncertainties, which may change over time and many of which are beyond our control. You should not rely on any forward-looking statement as a prediction or guarantee about the future. Actual future objectives, strategies, plans, prospects, performance, conditions, or results may differ materially from those set forth in any forward-looking statement. Some of the factors that may cause actual results or other future events or circumstances to differ from those in forward-looking statements are described in our Annual Report on Form 10-K for the year ended December 31, 2018, our subsequent Quarterly Reports on Form 10-Q or Current Reports on Form 8-K, or other applicable documents that are filed or furnished with the U.S. Securities and Exchange Commission (collectively, our “SEC filings”). Any forward-looking statement made by us or on our behalf speaks only as of the date that it was made. We do not undertake to update any forward-looking statement to reflect the impact of events, circumstances, or results that arise after the date that the statement was made, except as required by applicable securities laws. You, however, should consult further disclosures (including disclosures of a forward-looking nature) that we may make in any subsequent SEC filings.

This presentation and related communications contain specifically identified non-GAAP financial measures, which supplement the results that are reported according to U.S. generally accepted accounting principles (“GAAP”). These non-GAAP financial measures may be useful to investors but should not be viewed in isolation from, or as a substitute for, GAAP results. Differences between non-GAAP financial measures and comparable GAAP financial measures are reconciled in the presentation.

Unless the context otherwise requires, the following definitions apply. The term “loans” means the following consumer and commercial products associated with our direct and indirect financing activities: loans, retail installment sales contracts, lines of credit, and other financing products excluding operating leases. The term “operating leases” means consumer- and commercial-vehicle lease agreements where Ally is the lessor and the lessee is generally not obligated to acquire ownership of the vehicle at lease-end or compensate Ally for the vehicle’s residual value. The terms “lend,” “finance,” and “originate” mean our direct extension or origination of loans, our purchase or acquisition of loans, or our purchase of operating leases as applicable. The term “consumer” means all consumer products associated with our loan and operating-lease activities and all commercial retail installment sales contracts. The term “commercial” means all commercial products associated with our loan activities, other than commercial retail installment sales contracts.

GAAP and Core Results

(\$ millions except per share data)

	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18
GAAP net income attributable to common shareholders ("NIAC")	\$ 374	\$ 290	\$ 374	\$ 349	\$ 250
Core net income attributable to common shareholders ⁽¹⁾⁽²⁾	\$ 325	\$ 382	\$ 386	\$ 358	\$ 300
GAAP earnings per common share ("EPS") (<i>diluted, NIAC</i>)	\$ 0.92	\$ 0.70	\$ 0.88	\$ 0.81	\$ 0.57
Adjusted EPS ⁽¹⁾⁽³⁾	\$ 0.80	\$ 0.92	\$ 0.91	\$ 0.83	\$ 0.68
Return (net income) on GAAP shareholder's equity	11.1%	8.8%	11.4%	10.6%	7.5%
Core ROTCE ⁽¹⁾⁽⁴⁾	10.9%	13.4%	13.7%	12.8%	10.6%
GAAP common shareholder's equity per share	\$ 34.3	\$ 32.8	\$ 31.4	\$ 30.9	\$ 30.2
Adjusted tangible book value per share ⁽¹⁾⁽⁵⁾	\$ 31.4	\$ 29.9	\$ 28.6	\$ 28.1	\$ 27.4
Efficiency Ratio	51.9%	55.9%	53.6%	57.5%	58.0%
Adjusted Efficiency Ratio ⁽¹⁾⁽⁶⁾	48.9%	46.9%	46.0%	47.7%	50.1%
GAAP total net revenue	\$ 1,598	\$ 1,438	\$ 1,505	\$ 1,458	\$ 1,403
Adjusted total net revenue ⁽¹⁾⁽⁷⁾	\$ 1,535	\$ 1,556	\$ 1,521	\$ 1,471	\$ 1,463

- (1) The following are non-GAAP financial measures which Ally believes are important to the reader of the Consolidated Financial Statements, but which are supplemental to and not a substitute for GAAP measures: Adjusted Earnings per Share (Adjusted EPS), Core Pre-Tax Income, Core Net Income Attributable to Common Shareholders, Core Return on Tangible Common Equity (Core ROTCE), Adjusted Efficiency Ratio, fully phased-in Common Equity Tier 1 (CET1) capital, Adjusted Total Net Revenue, Net Financing Revenue, excluding Core OID, Adjusted Other Revenue, Core original issue discount (Core OID) amortization expense, Core outstanding original issue discount balance (Core OID balance), and Adjusted Tangible Book Value per Share (Adjusted TBVPS). These measures are used by management and we believe are useful to investors in assessing the company's operating performance and capital. Refer to the Definitions of Non-GAAP Financial Measures and Other Key Terms, and Reconciliation to GAAP later in this document.
- (2) Core net income attributable to common shareholders is a non-GAAP financial measure that serves as the numerator in the calculations of Adjusted EPS and Core ROTCE and that, like those measures, is believed by management to help the reader better understand the operating performance of the core businesses and their ability to generate earnings. See pages 23 and 24 for calculation methodology and details.
- (3) Adjusted earnings per share (Adjusted EPS) is a non-GAAP financial measure that adjusts GAAP EPS for revenue and expense items that are typically strategic in nature or that management otherwise does not view as reflecting the operating performance of the company. Management believes Adjusted EPS can help the reader better understand the operating performance of the core businesses and their ability to generate earnings. See page 24 for calculation methodology and details.
- (4) Core return on tangible common equity (Core ROTCE) is a non-GAAP financial measure that management believes is helpful for readers to better understand the ongoing ability of the company to generate returns on its equity base that supports core operations. For purposes of this calculation, tangible common equity is adjusted for Core OID balance and the net deferred tax asset. See page 26 for calculation methodology and details.
- (5) Adjusted tangible book value per share (Adjusted TBVPS) is a non-GAAP financial measure that reflects the book value of equity attributable to shareholders even if tax-effected Core OID balance were accelerated immediately through the financial statements. As a result, management believes Adjusted TBVPS provides the reader with an assessment of value that is more conservative than GAAP common shareholder's equity per share. See page 25 for calculation methodology and details.
- (6) Adjusted efficiency ratio is a non-GAAP financial measure that management believes is helpful to readers in comparing the efficiency of its core banking and lending businesses with those of its peers. Adjusted efficiency ratio generally adjusts for Insurance segment revenue and expense, rep and warrant expense and Core OID. See page 27 for calculation methodology and details.
- (7) Adjusted total net revenue is a non-GAAP financial measure that adjusts GAAP total net revenue for Core OID and for change in the fair value of equity securities due to the implementation of ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity. See page 30 for calculation methodology and details.

First Quarter 2019 Highlights

Delivering Sustained Progress

- > **Adjusted EPS⁽¹⁾ of 80 cents – up 17% YoY | Core ROTCE⁽¹⁾ of 10.9%, up 37 bps YoY**
 - Adjusted total net revenue⁽¹⁾ over \$1.5 billion – up 5% YoY
- > **Steady execution of auto optimization – driving improved risk-adjusted returns**
 - Consumer auto originations of \$9.2 billion – sourced from 3.2 million applications, highest application quarter ever
 - Estimated retail auto originated yield⁽²⁾ of 7.56% – up 108 bps YoY with consistent credit profile
 - Retail auto net-charge off rate of 1.32% – down 15 bps YoY
- > **Strong YoY deposit growth of \$15.9 billion – deposit balances of \$113.3 billion**
 - 1Q 19 retail deposit growth of \$6.3 billion – highest quarterly growth ever; 2nd consecutive quarter of highest growth
 - Total retail deposit customers of 1.8 million – grew by 120,000 during 1Q 19, highest quarter ever
- > **Ongoing momentum in growth businesses and digital product offerings**
 - Corporate Finance held-for-investment balances up 17% YoY
 - Ally Invest – highest quarterly net funded account growth since acquisition; net funded accounts up 24% YoY
 - Ally Home® – highest quarterly direct-to-consumer production | Announcing Better.com partnership
- > **Ally Board of Directors authorized up to \$1.25 billion in common share repurchases⁽³⁾**
 - Authorization for 3Q 19 - 2Q 20, increased from previously announced \$1.0 billion authorization from 3Q 18 - 2Q 19

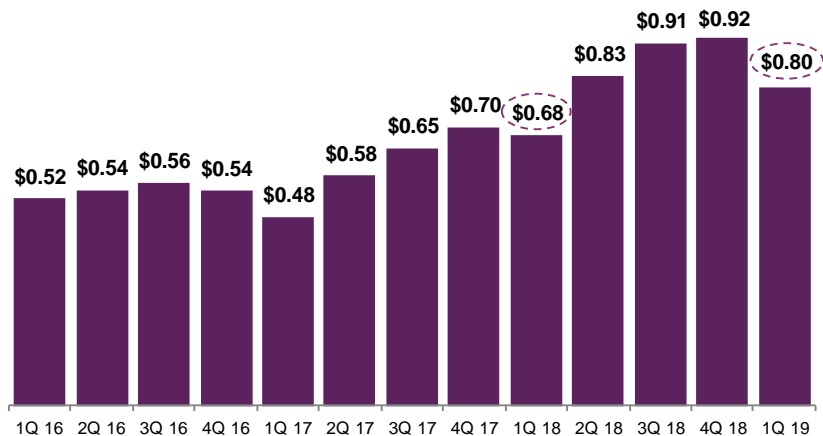
(1) Represents a non-GAAP financial measure. See pages 24, 26 and 30 for calculation methodology and details.

(2) Estimated Retail Auto Originated Yield is a forward-looking non-GAAP financial measure determined by calculating the estimated average annualized yield for loans originated during the period.

(3) Actions in connection with the repurchase program will be subject to various factors, including Ally's capital and liquidity positions, regulatory and accounting considerations (including Accounting Standards Update 2016-13, Financial Instruments - Credit Losses, commonly known as CECL), Ally's financial and operational performance, alternative uses of capital, the trading price of Ally's common stock, and market conditions. The repurchase program does not obligate Ally to acquire a specific dollar amount or number of shares and may be extended, modified, or discontinued at any time.

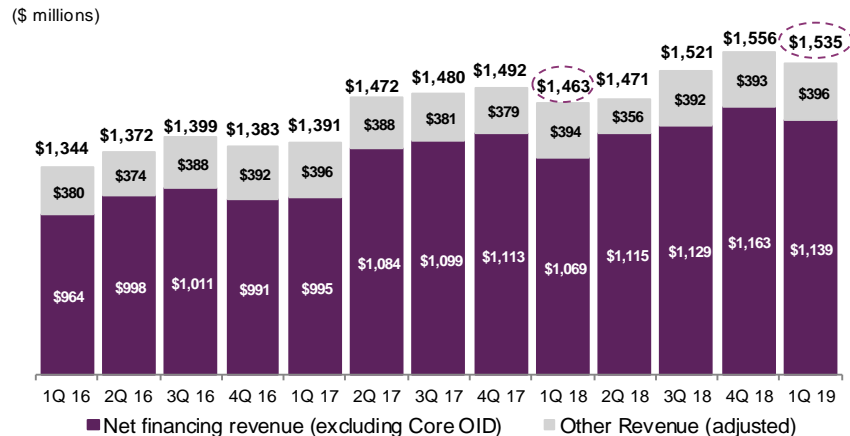
Core Metric Trends

Adjusted Earnings Per Share⁽¹⁾



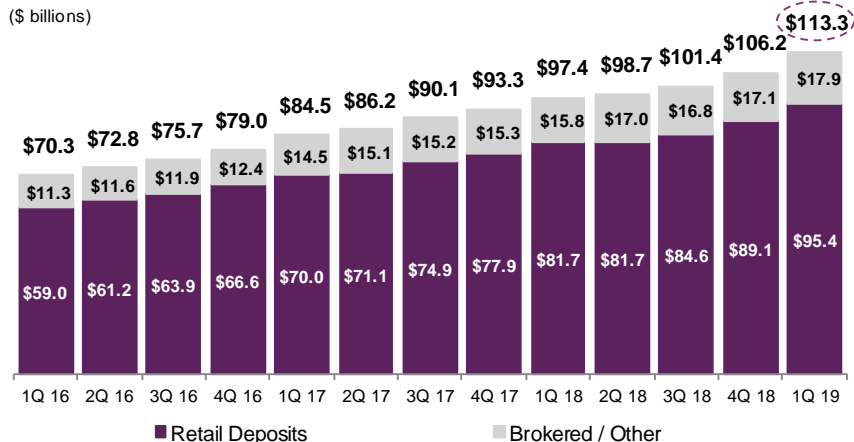
(1) Represents a non-GAAP financial measure. See page 24 for details.

Adjusted Total Net Revenue⁽²⁾



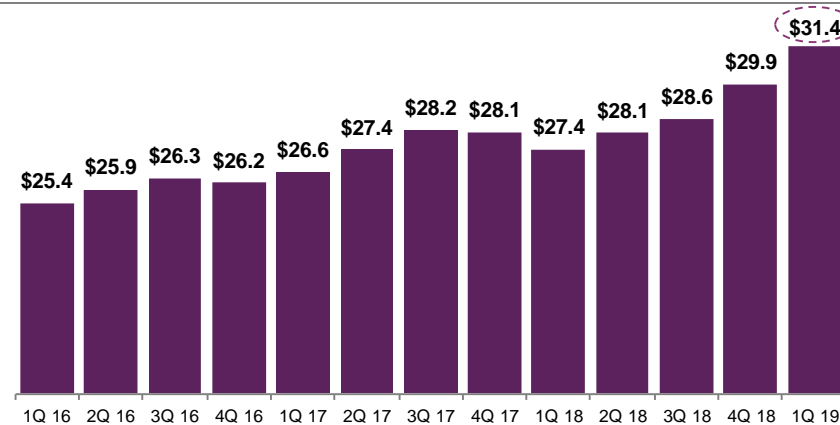
(2) Represents a non-GAAP financial measure. See page 30 for details.

Total Deposits



Note: Brokered includes sweep deposits. Other includes mortgage escrow, dealer, and other deposits.

Adjusted Tangible Book Value per Share⁽³⁾



(3) Represents a non-GAAP financial measure. See page 25 for details.

First Quarter 2019 Financial Results

(\$ millions; except per share data)

	1Q 19	4Q 18	1Q 18	Increase / (Decrease) vs.	
				4Q 18	1Q 18
Net financing revenue (excluding Core OID) ⁽¹⁾	\$ 1,139	\$ 1,163	\$ 1,069	\$ (25)	\$ 70
Core OID	(7)	(23)	(20)	17	13
Net financing revenue (as reported)	\$ 1,132	\$ 1,140	\$ 1,049	\$ (8)	\$ 83
Other revenue (excluding change in fair value of equity securities) ⁽²⁾	396	393	394	3	2
Change in fair value of equity securities ⁽²⁾	70	(95)	(40)	165	110
Other revenue (as reported)	466	298	354	168	112
Provision for loan losses	282	266	261	16	21
Noninterest expense	830	804	814	26	16
Pre-tax income from continuing operations	\$ 486	\$ 368	\$ 328	\$ 118	\$ 158
Income tax expense	111	79	76	32	35
(Loss) / income from discontinued operations, net of tax	(1)	1	(2)	(2)	1
Net income	\$ 374	\$ 290	\$ 250	\$ 84	\$ 124
	1Q 19	4Q 18	1Q 18	4Q 18	1Q 18
GAAP EPS (diluted)	\$ 0.92	\$ 0.70	\$ 0.57	\$ 0.22	\$ 0.35
Discontinued operations, net of tax	0.00	(0.00)	0.00	0.00	(0.00)
Core OID, net of tax	0.01	0.04	0.04	(0.03)	(0.02)
Change in fair value of equity securities, net of tax	(0.14)	0.18	0.07	(0.32)	(0.21)
Adjusted EPS ⁽³⁾	\$ 0.80	\$ 0.92	\$ 0.68	\$ (0.12)	\$ 0.12
Core ROTCE ⁽³⁾	10.9%	13.4%	10.6%		
Adjusted Efficiency Ratio ⁽³⁾	48.9%	46.9%	50.1%		
Effective Tax Rate	22.8%	21.5%	23.2%		

(1) Represents a non-GAAP financial measure. Adjusted for Core OID. See pages 23 and 30 for calculation methodology and details.

(2) Represents a non-GAAP financial measure. Adjusted for change in the fair value of equity securities due to the implementation of ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity. For Non-GAAP calculation methodology and details see page 30.

(3) For Non-GAAP calculation methodology and details see pages 24, 26 and 27.

Balance Sheet and Net Interest Margin

(\$ millions)	1Q 19		4Q 18		1Q 18	
	Average Balance	Yield	Average Balance	Yield	Average Balance	Yield
Retail Auto Loan	\$ 70,981	6.47%	\$ 69,982	6.39%	\$ 68,727	5.90%
Auto Lease (net of depreciation)	8,389	5.56%	8,516	5.82%	8,629	5.12%
Commercial Auto	35,641	4.80%	36,815	4.55%	35,463	3.91%
Corporate Finance	4,825	7.48%	4,402	7.48%	4,121	7.28%
Mortgage	17,186	3.82%	16,602	3.73%	14,119	3.62%
Cash, Securities and Other	34,987	3.09%	33,511	3.02%	29,948	2.60%
Total Earning Assets	\$ 172,009	5.16%	\$ 169,828	5.06%	\$ 161,007	4.64%
Unsecured Debt ⁽¹⁾⁽⁴⁾	\$ 12,664	6.37%	\$ 13,963	6.14%	\$ 16,478	5.59%
Secured Debt	16,163	3.11%	18,029	2.95%	18,878	2.42%
Deposits ⁽²⁾	109,309	2.20%	103,802	2.00%	95,413	1.49%
Other Borrowings ⁽³⁾	21,712	2.48%	22,451	2.33%	19,689	1.71%
Total Funding Sources ⁽¹⁾	\$ 159,848	2.66%	\$ 158,245	2.52%	\$ 150,458	2.09%
NIM (excluding Core OID) ⁽¹⁾	2.69%		2.72%		2.69%	
NIM (as reported)	2.67%		2.66%		2.64%	

(1) Represents a non-GAAP financial measure. Excludes Core OID. See page 23 and 30 for calculation methodology and details.

(2) Includes brokered (inclusive of sweep deposits) and other deposits (inclusive of mortgage escrow, dealer, and other deposits).

(3) Includes Demand Notes, FHLB borrowings and Repurchase Agreements.

(4) Includes trust preferred securities.

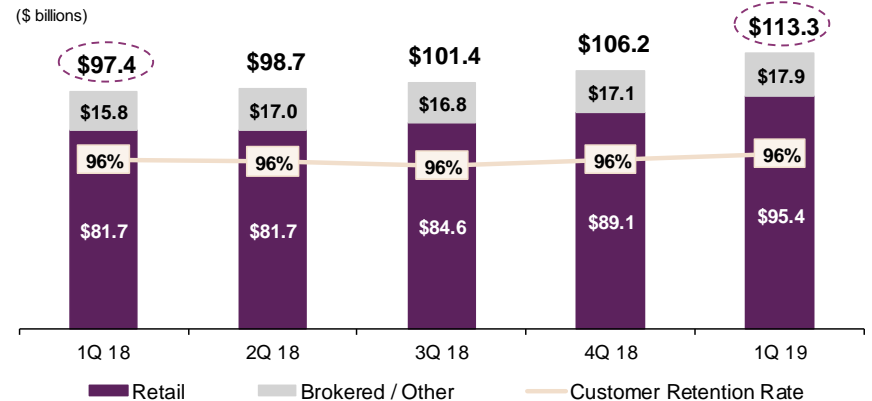
Deposits

- **Total deposits of \$113.3 billion, up 16% YoY**
 - Customer retention of 96% - stable and strong
- **Deposits represent 70% of total funding⁽¹⁾**
- **Cumulative retail portfolio beta of 44% since 3Q 15**
- **Highest quarterly growth ever in retail balances and new retail deposit customers**
 - Retail balance growth from 56% new customers and 44% existing
 - 1.77 million retail deposit customers, up 20% YoY
- **Ending retail deposits at \$95.4 billion, up \$13.8 billion YoY and up \$6.3 billion QoQ**
 - Average retail deposits up \$12.1 billion YoY and up \$5.0 billion QoQ

Retail Deposit Balance Growth

Deposit Levels (EOP) and Customer Retention Rate

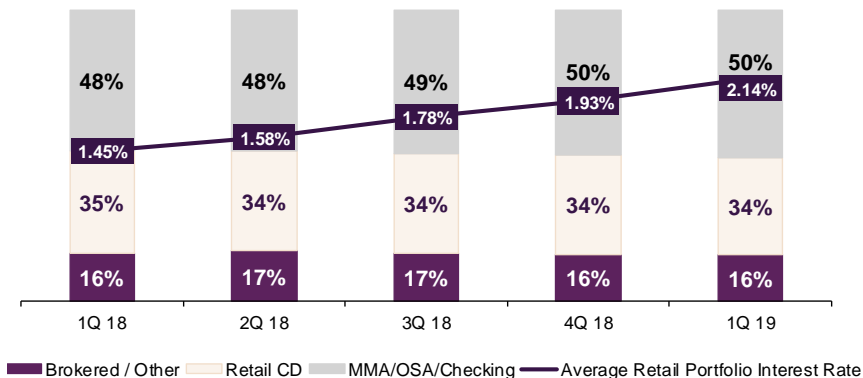
(\$ billions)



Note: Brokered includes sweep deposits. Other includes mortgage escrow, dealer, and other deposits. See page 23 for definition.

Deposit Mix and Retail Rate Trend

Ally Bank Deposit Composition (EOP) and Average Retail Portfolio Interest Rate



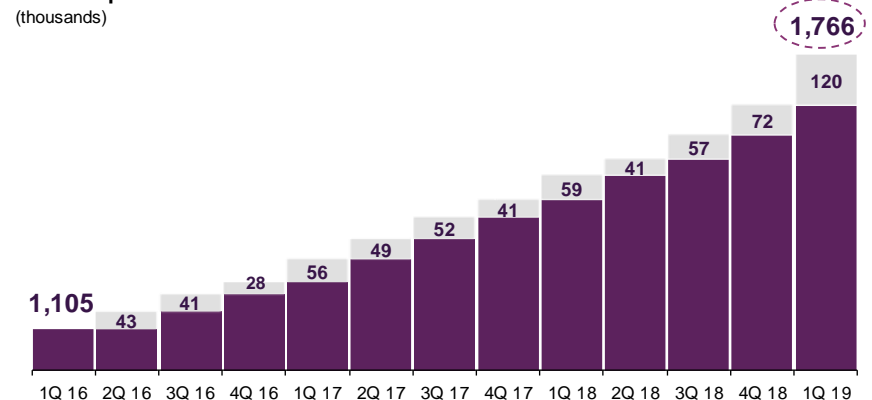
Note: Brokered includes sweep deposits. Other includes mortgage escrow, dealer, and other deposits.

(1) Excludes Core OID balance

Retail Deposit Customer Growth

Retail Deposit Customer Growth

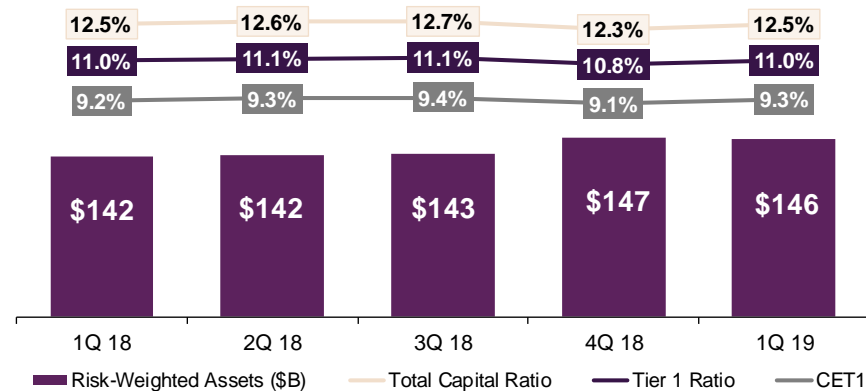
(thousands)



Capital

- **Preliminary fully phased-in Basel III CET1 ratio of 9.3%**
 - Consistent capital ratios – growing risk-weighted assets YoY
- **1Q 19 share repurchases reduced total outstanding shares by 1.3%**
 - Shares outstanding reduced by 17.4% since inception
- **Board authorized share repurchases up to \$1.25 billion for 3Q 19 - 2Q 20 – 11% of current market cap⁽²⁾**
- **Board approved 2Q 19 quarterly dividend of \$0.17 per share payable on May 15th**

Capital Ratios⁽¹⁾ and Risk-Weighted Assets



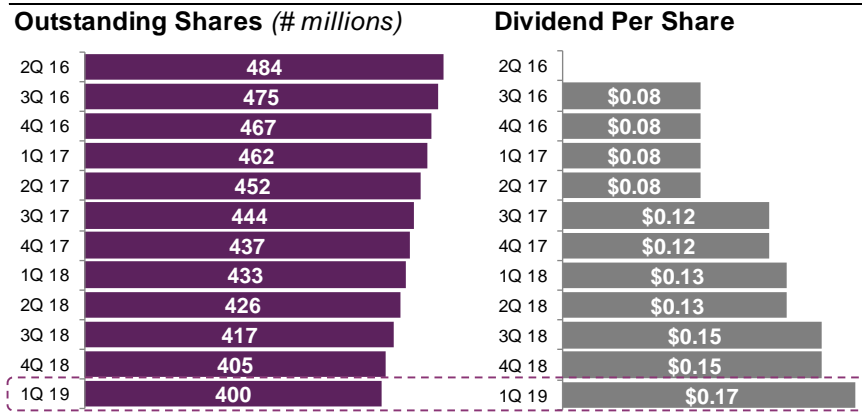
(1) All capital ratios represent fully phased-in Basel III, which are non-GAAP financial measures; See page 28 for details.

Shareholder Distributions – Share Repurchases and Common Stock Dividends

	1Q 19	Since Inception
Shares Repurchased (MM)	8.1	94.3
Dollars (\$MM)	\$211	\$2,228
Average Price Paid Per Share	\$26.02	\$23.62
Shares Outstanding Decrease (net)	-1.3%	-17.4%

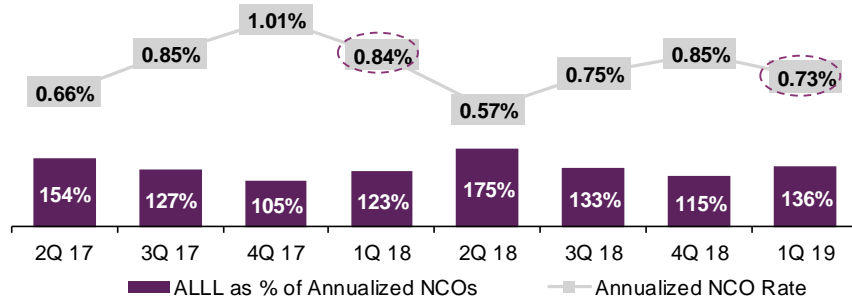
Note: 'Since Inception' is activity in 3Q 16 - 1Q 19. Shares Repurchased include shares withheld to cover income taxes owed by participants related to share-based incentive plans. Excludes commissions.

(2) As of 4-17-2019



Asset Quality

Consolidated Net Charge-Offs

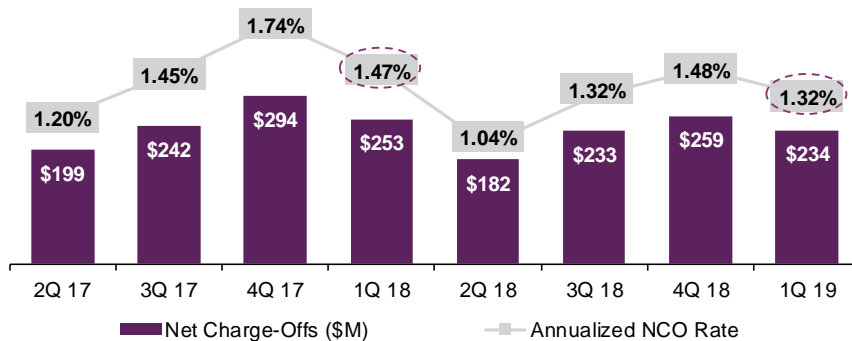


Coverage Ratio

1.02%	1.08%	1.04%	1.02%	1.00%	0.99%	0.96%	0.99%
-------	-------	-------	-------	-------	-------	-------	-------

Note: Above loans are classified as held-for-investment and recorded at gross carrying value.

Retail Auto Net Charge-Offs



Note: See page 23 for definition.

Provision Expense

(\$ millions)

Provision Expense	4Q 17	1Q 18	2Q 18	3Q 18	4Q 18	1Q 19
Retail Auto	\$ 286	\$ 253	\$ 168	\$ 229	\$ 261	\$ 257
Commercial Auto	2	6	2	-	1	5
Mortgage Finance	2	2	-	2	(3)	2
Corporate Finance	7	-	(6)	8	10	23
Corp/Other	(3)	-	(6)	(6)	(3)	(5)
Total	\$ 294	\$ 261	\$ 158	\$ 233	\$ 266	\$ 282

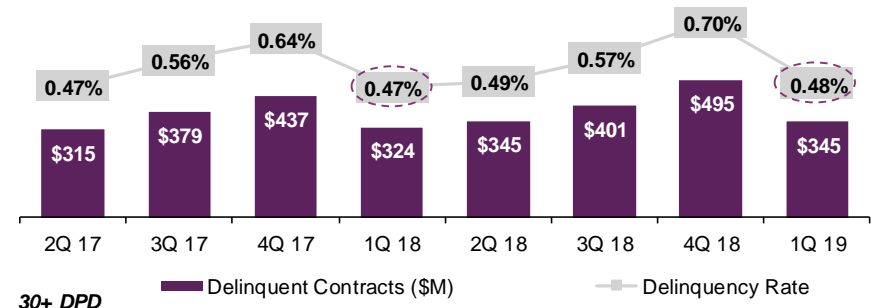
Retail Auto Coverage Ratio 1.57% 1.54% 1.49% 1.49% 1.49% 1.50%

Retail Auto Loan Bal (EOP, \$ billions) \$ 68.1 \$ 69.3 \$ 70.5 \$ 70.0 \$ 70.5 \$ 71.5

Note: Retail auto loans exclude fair value adjustments for loans in hedge accounting relationship.

Retail Auto Delinquencies (60+ DPD)

(60+ DPD)



30+ DPD	2.71%	3.05%	3.43%	2.61%	2.78%	3.06%	3.55%	2.56%
---------	-------	-------	-------	-------	-------	-------	-------	-------

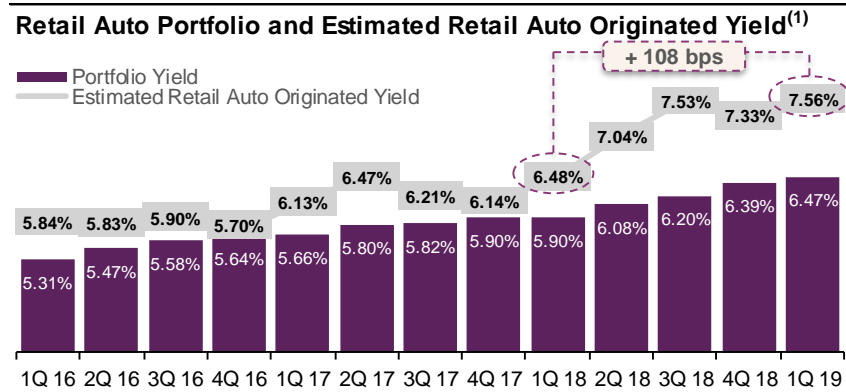
Note: Includes accruing contracts only. Days-past-due ("DPD").

Auto Finance – Results

- **Pre-tax income of \$329 million, up \$61 million YoY and down \$6 million QoQ**
 - Net financing revenue increased YoY due to higher retail yields, asset growth and higher commercial yields
 - Other revenue up QoQ and YoY due to loan sale gain
 - Provision stable, impacted by lower net charge-offs and a higher reserve release in the prior-year period
- **\$115.6 billion of earning assets increased \$0.7 billion YoY due to retail asset growth**
- **Ally active dealer customers of 18k in 1Q 19, up 3% YoY**
 - Dealer relationships driving solid application flow of 3.2 million, up 9% YoY and highest level ever
- **Auto optimization efforts continue**
 - Growth channel dealer engagement improving – 40% sending 5+ contracts per month, up 5 pts YoY
 - 2018 exits of non-core channels – RV and Transportation Finance

Key Financials (\$ millions)	1Q 19	Increase/(Decrease) vs.	
		4Q 18	1Q 18
Net financing revenue	\$ 980	\$ 1	\$ 71
Total other revenue	68	8	2
Total net revenue	1,048	9	73
Provision for loan losses	262	-	3
Noninterest expense ⁽¹⁾	457	15	9
Pre-tax income	\$ 329	\$ (6)	\$ 61
U.S. auto earning assets (EOP)	\$ 115,555	\$ (1,511)	\$ 742
Net lease revenue (\$ millions)			
Operating lease revenue	\$ 361	\$ (4)	\$ (21)
Depreciation expense	262	(7)	(29)
Remarketing gains	15	(13)	(3)
Total depreciation expense	246	6	(27)
Net lease revenue	\$ 115	\$ (10)	\$ 6
Lease yield, net	5.56%	-0.26%	0.44%
Average gain per vehicle	\$ 573	\$ (516)	\$ 169
Off-lease vehicles terminated	26,030	324	(18,692)
<i>(On-balance sheet - # in units)</i>			

(1) Noninterest expense includes corporate allocations of \$189 million in 1Q 2019, \$182 million in 4Q 2018, and \$183 million in 1Q 2018

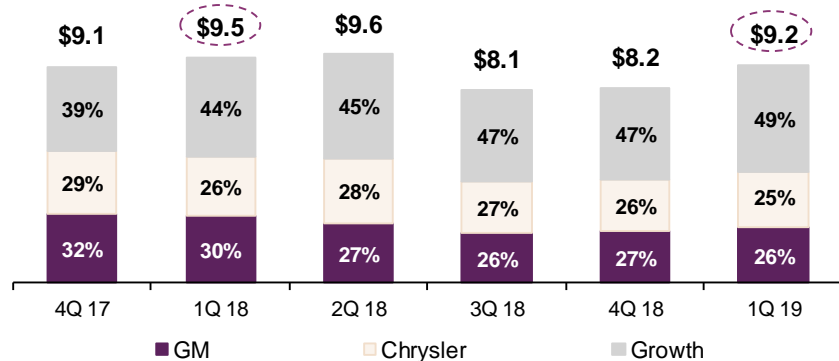


(1) Estimated Retail Auto Originated Yield is a forward-looking non-GAAP financial measure determined by calculating the estimated average annualized yield for loans originated during the period.

Auto Finance – Key Metrics

Consumer Originations

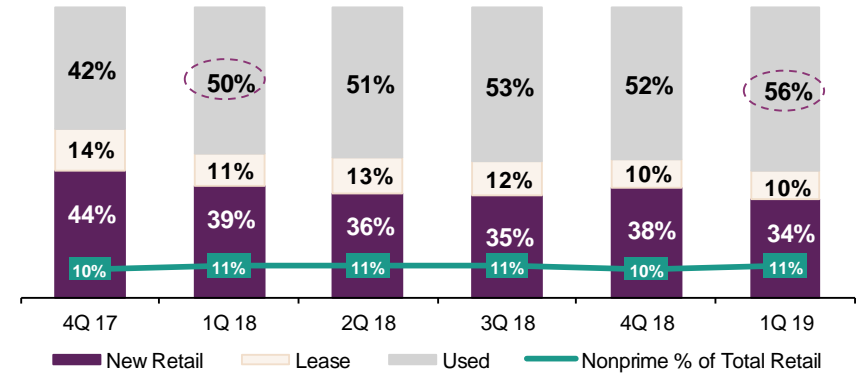
(\$ billions; % of \$ originations)



Note: See page 23 for definition

Origination Mix

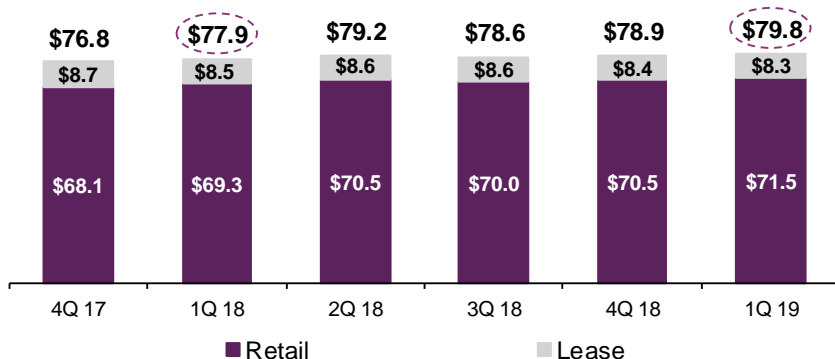
(% of \$ originations)



Note: See page 23 for definition

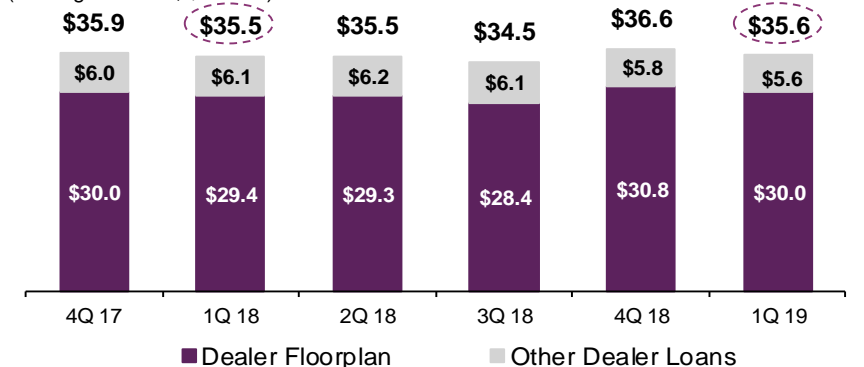
Consumer Assets

(End of period, \$ billions)



Commercial Assets

(Average balance, \$ billions)



Note: Held-for-investment ("HFI") asset balances reflect the average daily balance for the quarter.

Insurance

- **Pre-tax income of \$145 million; YoY and QoQ increase due to higher fair value of equity securities**
- **Core pre-tax income⁽¹⁾ of \$80 million, up \$18 million YoY and up \$1 million QoQ**
 - Earned premiums up YoY driven by higher vehicle inventory insurance rates and portfolio growth
 - Investment income up YoY and QoQ due to higher realized gains
- **Written premiums of \$305 million, up \$30 million YoY**
 - Increase across all products with continued momentum from the Growth channel

Key Financials (\$ millions)	1Q 19	Increase/(Decrease) vs.	
		4Q 18	1Q 18
Premiums, service revenue earned and other	\$ 265	\$ (6)	\$ 5
Losses and loss adjustment expenses	59	5	(4)
Acquisition and underwriting expenses ⁽²⁾	168	7	-
Total underwriting income	38	(18)	9
Investment income and other (adjusted) ⁽¹⁾	42	19	9
Core pre-tax income ⁽¹⁾	\$ 80	\$ 1	\$ 18
Change in fair value of equity securities ⁽¹⁾	65	157	100
Pre-tax income	\$ 145	\$ 158	\$ 118
Total assets (EOP)	\$ 8,179	\$ 445	\$ 622

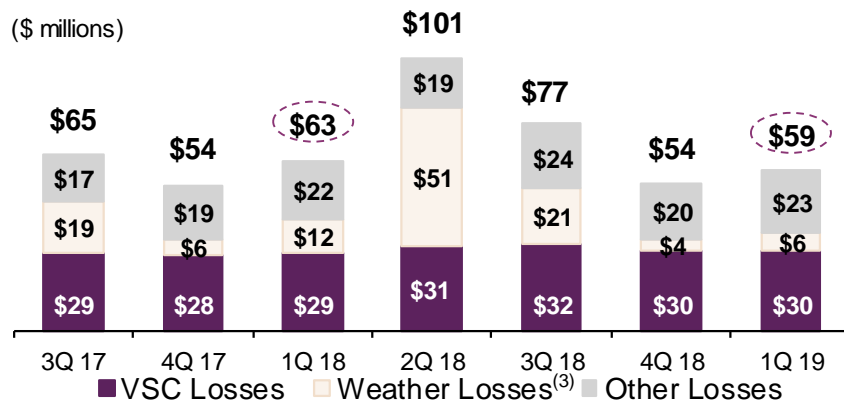
Key Statistics - Insurance Ratios	1Q 19	4Q 18	1Q 18
Loss ratio	22.2%	20.1%	24.3%
Underwriting expense ratio	63.5%	59.4%	64.5%
Combined ratio	85.7%	79.5%	88.8%

(1) Represents a non-GAAP financial measure. Excludes equity fair value adjustments related to ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity. See page 29 for details.

(2) Noninterest expense includes corporate allocations of \$13 million in 1Q 2019, \$12 million in 4Q 2018 and \$13 million in 1Q 2018.

Insurance Losses

(\$ millions)

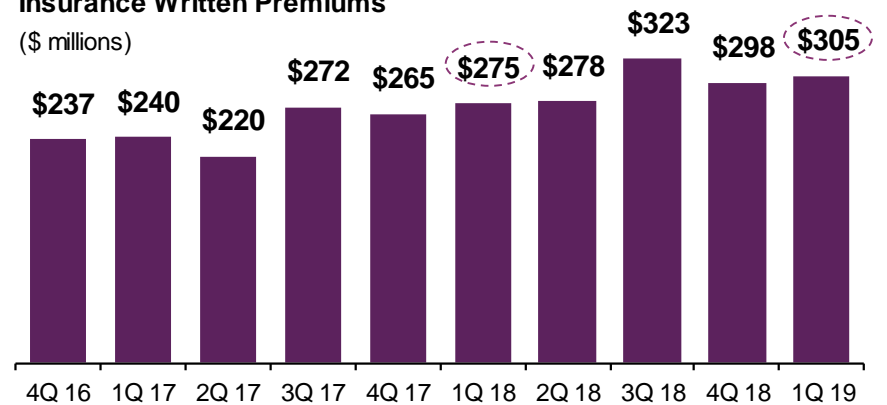


(3) 3Q 2017 - 1Q 2019 Weather Losses net of reinsurance coverage

Note: See page 23 for definition

Insurance Written Premiums

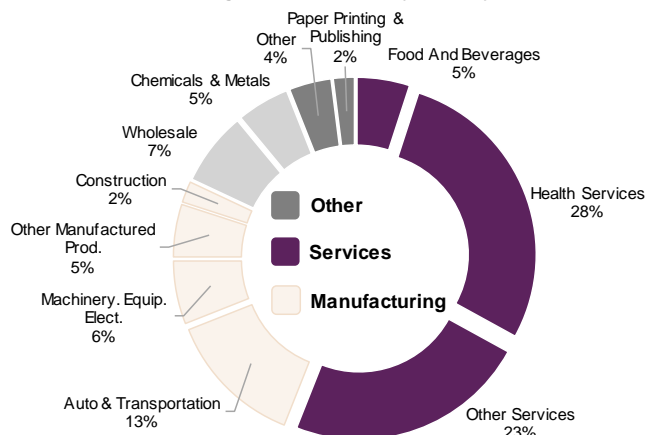
(\$ millions)



Corporate Finance

- **Pre-tax income of \$13 million**
- **Core pre-tax income⁽¹⁾ of \$9 million, down \$26 million YoY and \$16 million QoQ**
 - Net financing revenue up driven by strong loan growth
 - Provision expense up YoY driven by increased reserves for two credits – watchlist remains stable
 - Nonaccrual loans remain below historic average
- **Held-for-investment portfolio of \$5 billion as of 1Q 19, up 17% YoY**
 - Highly diversified portfolio with continued expansion into new industries, led by experienced teams

Corporate Finance Outstandings Loan Portfolio by Industry - 3/31/2019

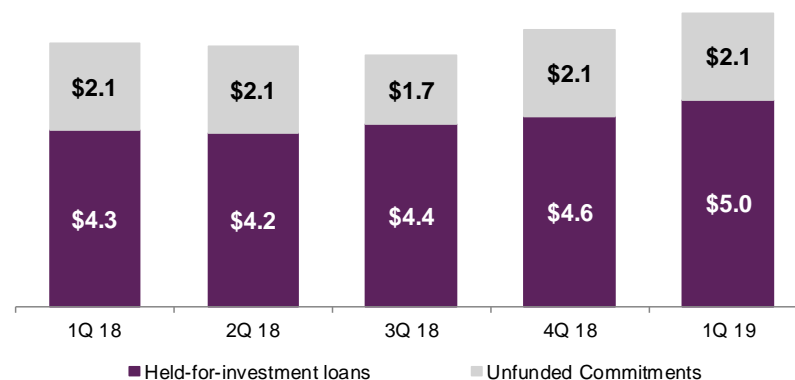


Key Financials (\$ millions)	1Q 19	Increase/(Decrease) vs.	
		4Q 18	1Q 18
Net financing revenue	\$ 54	\$ 3	\$ 8
Total other revenue (adjusted) ⁽¹⁾	7	1	(7)
Total net revenue (adjusted) ⁽¹⁾	61	4	1
Provision for loan losses	23	13	23
Noninterest expense ⁽²⁾	29	7	4
Core pre-tax income ⁽¹⁾	\$ 9	\$ (16)	\$ (26)
Change in fair value of equity securities ⁽¹⁾	4	8	10
Pre-tax income	\$ 13	\$ (8)	\$ (16)
Total assets (EOP)	\$ 5,006	\$ 336	\$ 631

(1) Represents a non-GAAP financial measure. Excludes equity fair value adjustments related to ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity. See page 29 for details.

(2) Noninterest expense includes corporate allocations of \$8 million in 1Q 2019, \$6 million in 4Q 2018 and \$7 million in 1Q 2018.

Corporate Finance Held-for-investment Loans and Unfunded Commitments (end of period balances, \$ billions)



Mortgage Finance

- **Pre-tax income of \$13 million, up \$5 million YoY**
 - Net financing revenue up YoY driven by asset balance growth from bulk purchase activity
 - Provision expense flat YoY driven primarily by strong credit performance
 - Up QoQ driven by prior quarter reserve release
- **Held-for-investment portfolio at \$16.2 billion, up 27% YoY**
 - Bulk purchase activity of \$1.2 billion in 1Q 19
- **Direct-to-consumer originations of \$0.4 billion in 1Q 19**
- **Announcing partnership with Better.com, enhancing digital mortgage origination experience**
 - Pilot this summer, full launch in 3Q
 - Deliver end-to-end digital mortgage experience for customers
 - Highly scalable and efficient platform
 - Best-in-class economics and variable cost structure

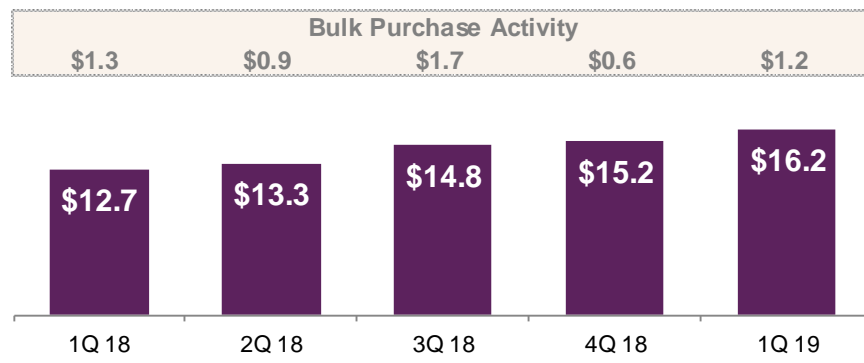
Key Financials (\$ millions)	1Q 19	Increase/(Decrease) vs.	
		4Q 18	1Q 18
Net financing revenue	\$ 50	\$ 2	\$ 7
Total other revenue	2	-	1
Total net revenue	\$ 52	\$ 2	\$ 8
Provision for loan losses	2	5	-
Noninterest expense ⁽¹⁾	37	(1)	3
Pre-tax income	\$ 13	\$ (2)	\$ 5
Total assets (EOP)	\$ 16,301	\$ 1,090	\$ 3,521

Mortgage Finance HFI Portfolio	1Q 19	4Q 18	1Q 18
Net Carry Value (\$ billions)	\$ 16.2	\$ 15.1	\$ 12.7
Wtd. Avg. LTV/CLTV ⁽²⁾	60.7%	59.6%	60.4%
Refreshed FICO	772	774	770

(1) Noninterest expense includes corporate allocations of \$20 million in 1Q 2019, \$19 million in 4Q 2018 and \$17 million in 1Q 2018.

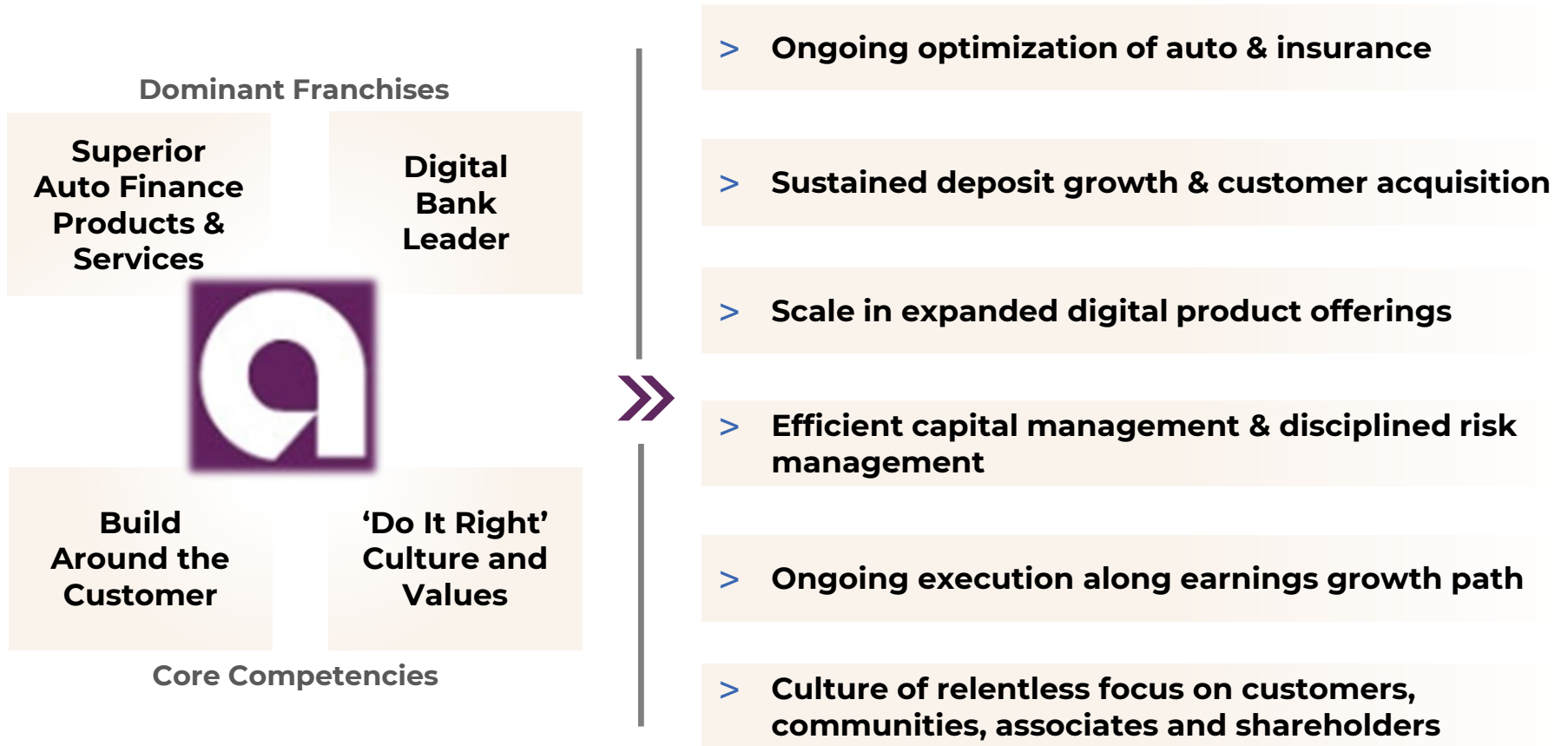
(2) 1st lien only. Updated home values derived using a combination of appraisals, BPOs, AVMs and MSA level house price indices.

Mortgage Finance Held-for-Investment Assets (\$ billions)



Conclusion

Executing Along Strategic Path – Well-Positioned to Achieve 2019 Outlook



Focused on Driving Long-term Shareholder Value

Supplemental

The Ally logo is centered within a white circular area. It features the word "ally" in a bold, lowercase, sans-serif font, with the tagline "do it right." in a smaller, lowercase, sans-serif font directly below it. The entire logo is set against a light yellow background.

ally
do it right.

Results by Segment

Pre-Tax Income (\$ millions)	1Q 19	4Q 18	1Q 18	Increase/(Decrease) vs.	
				4Q 18	1Q 18
Automotive Finance	\$ 329	\$ 335	\$ 268	\$ (6)	\$ 61
Insurance	145	(13)	27	158	118
Dealer Financial Services	\$ 474	\$ 322	\$ 295	\$ 152	\$ 179
Corporate Finance	13	21	29	(8)	(16)
Mortgage Finance	13	15	8	(2)	5
Corporate and Other	(14)	10	(4)	(24)	(10)
Pre-tax income from continuing operations	\$ 486	\$ 368	\$ 328	\$ 118	\$ 158
Core OID ⁽¹⁾	7	23	20	(17)	(13)
Change in fair value of equity securities ⁽²⁾	(70)	95	40	(165)	(110)
Core pre-tax income ⁽³⁾	\$ 423	\$ 486	\$ 388	\$ (63)	\$ 35

(1) Core OID for all periods shown is applied to the pre-tax income of the Corporate and Other segment.

(2) Change in fair value of equity securities impacts the Insurance and Corporate Finance segments. Reflects equity fair value adjustments related to ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity. See page 29 for details.

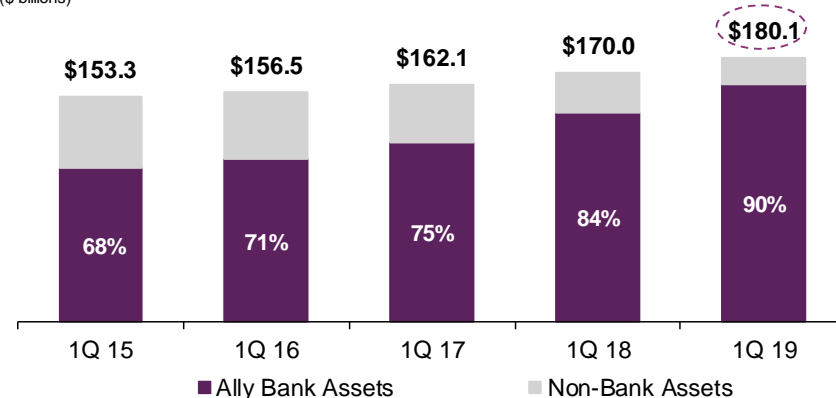
(3) Core pre-tax income is a non-GAAP financial measure that adjusts pre-tax income from continuing operations for Core OID and equity fair value adjustments related to ASU 2016-01. Management believes core pre-tax income can help the reader better understand the operating performance of the core businesses and their ability to generate earnings. See pages 23 and 29 for calculation methodology and details.

Funding and Liquidity

- **Ally Bank funded assets at 90% up 6 pts YoY**
- **Deposits at 70% of total funding (excluding Core OID balance)^(a) up 6 pts YoY**
- **\$1.0 billion of new retail secured funding in 1Q 19**
- **Total liquidity levels at \$25.6 billion as of 3/31/19**

Growth in Bank Funded Assets

(\$ billions)



Unsecured Long-Term Debt Maturities⁽¹⁾

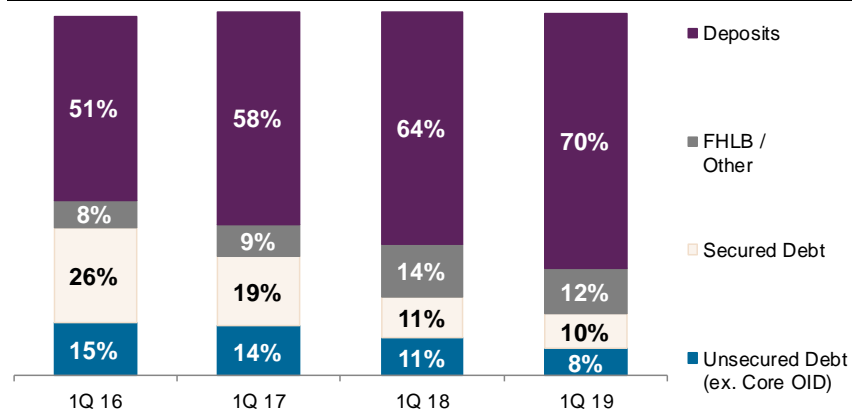
Maturity Date	Coupon	Principal Amount Outstanding ⁽²⁾ (\$ billions)
1/27/2019	3.50	\$0.75
11/18/2019	3.75	\$0.80
3/15/2020	8.00	\$0.97
3/30/2020	4.13	\$0.75
9/15/2020	7.50	\$0.46
2021+ ⁽³⁾	6.09	\$6.39

(1) Excludes retail notes, demand notes and trust preferred securities.

(2) Reflects notional value of outstanding bond. Excludes total GAAP OID and capitalized transaction costs.

(3) Weighted average coupon based on notional value and corresponding coupon for all unsecured bonds as of January 1st of the respective year. Does not reflect weighted average interest expense for the respective year. 2021+ excludes ~\$2.7 billion Trust Preferred securities (excluding OID/issuance costs).

Funding Mix



Note: excludes Core OID balance. See page 30 for details.

Note: Total Liquidity includes cash & cash equivalents, highly liquid securities and current committed unused capacity. See page 18 of the Financial Supplement for more details.

(a) Excludes Core OID balance. See page 30 for details.

Corporate and Other

- **Corporate and Other includes the impact of centralized asset and liability management, corporate overhead allocation activities, the legacy mortgage portfolio and Ally Invest activity**
- **Pre-tax loss of \$14 million, down \$10 million YoY and down \$24 million QoQ**
 - Net financing revenue down primarily driven by higher deposit funding costs
 - Other revenue down QoQ primarily driven by investment gains
- **Total assets up \$4.5 billion YoY**
 - Higher investment securities balance partially offset by legacy mortgage portfolio run-off

Key Financials (\$ millions)	1Q 19	Increase/(Decrease) vs.	
		4Q 18	1Q 18
Net financing revenue	\$ 36	\$ (11)	\$ (3)
Total other revenue	25	(22)	(8)
Total net revenue	\$ 61	\$ (33)	\$ (11)
Provision for loan losses	(5)	(2)	(5)
Noninterest expense	80	(7)	4
Pre-tax (loss) / income	\$ (14)	\$ (24)	\$ (10)
Core OID ⁽¹⁾	7	(17)	(13)
Core pre-tax (loss) / income ⁽²⁾	\$ (7)	\$ (41)	\$ (23)
Cash & securities	\$ 28,963	\$ 1,110	\$ 5,020
Held-for-investment loans, net ⁽³⁾	1,595	(63)	(383)
Other	4,284	(155)	(170)
Total assets	\$ 34,842	\$ 892	\$ 4,467

(1) Represents a non-GAAP financial measure. See page 30 for details.

(2) Represents a non-GAAP financial measure. See page 29 for calculation methodology and details.

(3) Primarily HFI legacy mortgage portfolio.

Ally Invest Details (brokerage)	1Q 19	4Q 18	1Q 18
Net Funded Accounts ⁽¹⁾ (thousands)	320.2	301.9	259.1
Average Customer Trades Per Day (thousands)	19.5	19.6	21.8
Total Customer Cash Balances (\$ millions)	\$ 1,209	\$ 1,159	\$ 1,111
Total Net Customer Assets (\$ millions)	\$ 6,796	\$ 5,804	\$ 5,473

(1) Prior periods starting 1Q 18 adjusted to exclude small population of dormant low-balance legacy TradeKing accounts

Interest Rate Sensitivity

Net Financing Revenue Impacts ⁽¹⁾: Baseline vs. Forward Curve

(\$ millions)	1Q 19		4Q 18	
	Gradual ⁽²⁾	Instantaneous	Gradual ⁽²⁾	Instantaneous
-100 bp	\$ 5	\$ (10)	\$ (20)	\$ (34)
+100 bp	\$ 3	\$ (23)	\$ 51	\$ 10
Stable rate environment	n/m	\$ (0)	n/m	\$ (10)

(1) Net financing revenue impacts reflect a rolling 12-month view. See page 23 for additional details.

(2) Gradual changes in interest rates are recognized over 12 months.

Deferred Tax Asset

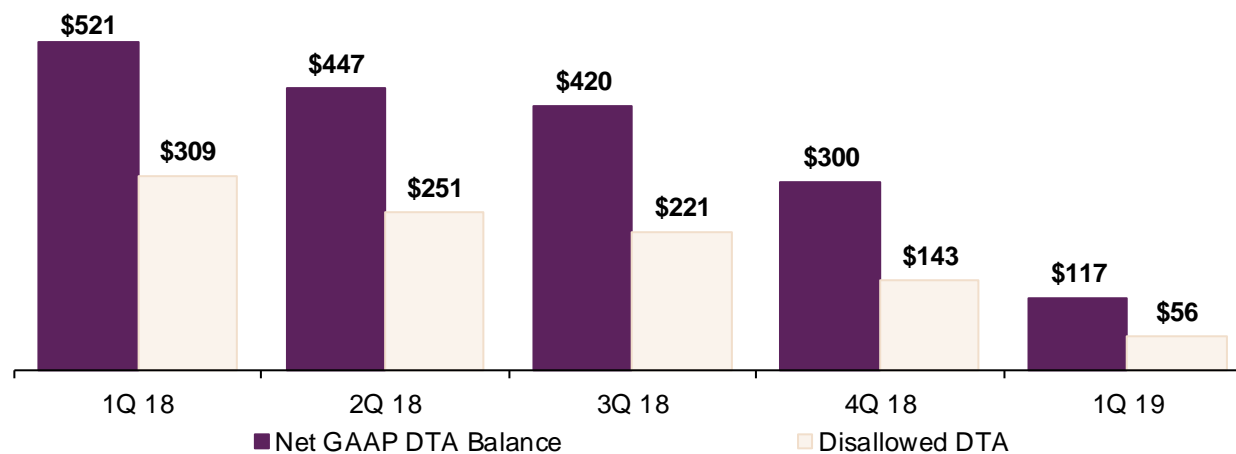
Deferred Tax Asset (\$ millions)	1Q 19 ⁽¹⁾			4Q 18
	Gross DTA/(DTL) Balance	Valuation Allowance	Net DTA/(DTL) Balance	Net DTA/(DTL) Balance
Net Operating Loss (Federal)	\$ 8	\$ -	\$ 8	\$ 8
Tax Credit Carryforwards	1,627	(965)	662	833
State/Local Tax Carryforwards	156	(96)	60	75
Other Deferred Tax Liabilities, net ⁽²⁾	(613)	-	(613)	(616)
Net Deferred Tax Assets	\$ 1,178	\$ (1,061)	\$ 117	\$ 300

(1) GAAP does not prescribe a method for calculating individual elements of deferred taxes for interim periods; therefore, these balances are estimates.

(2) Primarily book / tax timing differences.

Deferred Tax Asset Utilization

(\$ millions)



Note: reflects Basel III fully phased-in disallowed DTA. Disallowed DTA is phased in to CET1 during transition period.
See page 28 for more details.

Notes on Non-GAAP and Other Financial Measures

The following are non-GAAP financial measures which Ally believes are important to the reader of the Consolidated Financial Statements, but which are supplemental to, and not a substitute for, GAAP measures: Adjusted Earnings per Share (Adjusted EPS), Core Pre-Tax Income, Core Net Income Attributable to Common Shareholders, Core Return on Tangible Common Equity (Core ROTCE), Adjusted Efficiency Ratio, fully phased-in Common Equity Tier 1 (CET1) capital, Adjusted Total Net Revenue, Adjusted Other Revenue, Core original issue discount (Core OID) amortization expense and Core outstanding original issue discount balance (Core OID balance), Net Financing Revenue, excluding Core OID and Adjusted Tangible Book Value per Share (Adjusted TBVPS). These measures are used by management and we believe are useful to investors in assessing the company's operating performance and capital. Refer to the Definitions of Non-GAAP Financial Measures and Other Key Terms, and Reconciliation to GAAP later in this document.

- 1) **Accelerated issuance expense (Accelerated OID)** is the recognition of issuance expenses related to calls of redeemable debt.
- 2) **Core net income attributable to common shareholders** is a non-GAAP financial measure that serves as the numerator in the calculations of Adjusted EPS and Core ROTCE and that, like those measures, is believed by management to help the reader better understand the operating performance of the core businesses and their ability to generate earnings. Core net income attributable to common shareholders adjusts GAAP net income attributable to common shareholders for discontinued operations net of tax, tax-effected Core OID expense, tax-effected repositioning items primarily related to the extinguishment of high-cost legacy debt and strategic activities, certain discrete tax items and preferred stock capital actions and tax-effected changes in equity investments measured at fair value. See page 24 for calculation methodology and details.
- 3) **Core original issue discount (Core OID) amortization expense** is a non-GAAP financial measure for OID, primarily related to bond exchange OID which excludes international operations and future issuances. See page 30 for calculation methodology and details.
- 4) **Core outstanding original issue discount balance (Core OID balance)** is a non-GAAP financial measure for outstanding OID, primarily related to bond exchange OID which excludes international operations and future issuances. See page 30 for calculation methodology and details.
- 5) **Core pre-tax income** is a non-GAAP financial measure that adjusts pre-tax income from continuing operations by excluding (1) Core OID and (2) repositioning items primarily related to the extinguishment of high-cost legacy debt and strategic activities and (3) equity fair value adjustments related to ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity. Management believes core pre-tax income can help the reader better understand the operating performance of the core businesses and their ability to generate earnings. See page 29 for calculation methodology and details.
- 6) **Interest rate risk modeling** – We prepare our forward-looking baseline forecasts of net financing revenue taking into consideration anticipated future business growth, asset/liability positioning, and interest rates based on the implied forward curve. The analysis is highly dependent upon a variety of assumptions including the repricing characteristics of retail deposits with both contractual and non-contractual maturities. Based on current market conditions, actual beta on our total retail deposits portfolio has been approximately 44% since the third quarter of 2015. We continually monitor industry and competitive repricing activity along with other market factors when contemplating deposit pricing actions. Please see the 10-Q for more details.
- 7) **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.
- 8) **Tangible Common Equity** is a non-GAAP financial measure that is defined as common stockholders' equity less goodwill and identifiable intangible assets, net of deferred tax liabilities. Ally considers various measures when evaluating capital adequacy, including tangible common equity. Ally believes that tangible common equity is important because we believe readers may assess our capital adequacy using this measure. Additionally, presentation of this measure allows readers to compare certain aspects of our capital adequacy on the same basis to other companies in the industry. For purposes of calculating Core return on tangible common equity (Core ROTCE), tangible common equity is further adjusted for Core OID balance and net deferred tax asset. See page 25 for more details.
- 9) **U.S. consumer auto originations**
 - New Retail – standard and subvented rate new vehicle loans
 - Lease – new vehicle lease originations
 - Used – used vehicle loans
 - Growth – total originations from non-GM/Chrysler dealers and direct-to-consumer loans
 - Nonprime - originations with a FICO® Score of less than 620
- 10) **Customer retention rate** is the annualized 3-month rolling average of 1 minus the monthly attrition rate.
- 11) **Growth channel for Insurance** includes all non-GM volume.

GAAP to Core Results – Adjusted Earnings per Share

Adjusted Earnings per Share ("Adjusted EPS")

	QUARTERLY TREND												
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18	4Q 17	3Q 17	2Q 17	1Q 17	4Q 16	3Q 16	2Q 16	1Q 16
<i>Numerator</i> (\$ millions)													
GAAP net income attributable to common shareholders	\$ 374	\$ 290	\$ 374	\$ 349	\$ 250	\$ 181	\$ 282	\$ 252	\$ 214	\$ 248	\$ 209	\$ 345	\$ 235
Discontinued operations, net of tax	1	(1)	-	(1)	2	(2)	(2)	2	(1)	(2)	52	(3)	(3)
Core OID	7	23	22	21	20	19	18	17	16	15	15	14	15
Repositioning items	-	-	-	-	-	-	-	-	-	-	-	4	7
Change in the fair value of equity securities	(70)	95	(6)	(8)	40	-	-	-	-	-	-	-	-
Tax on Core OID, repositioning items, & change in the fair value of equity securities (tax rate 21% starting 1Q18, 35% starting 1Q16; 34% prior)	13	(25)	(3)	(3)	(13)	(7)	(6)	(6)	(6)	(5)	(5)	(6)	(8)
Significant discrete tax items	-	-	-	-	-	119	-	-	-	-	-	(91)	7
Series A actions	-	-	-	-	-	-	-	-	-	-	-	1	-
Core net income attributable to common shareholders	[a] \$ 325	\$ 382	\$ 386	\$ 358	\$ 300	\$ 310	\$ 292	\$ 265	\$ 224	\$ 256	\$ 271	\$ 263	\$ 253
<i>Denominator</i>													
Weighted-average common shares outstanding - (Diluted, thousands)	[b] 405,959	414,750	424,784	432,554	438,931	444,985	451,078	458,819	466,829	474,505	483,575	486,074	484,654
<i>Metric</i>													
GAAP EPS	\$ 0.92	\$ 0.70	\$ 0.88	\$ 0.81	\$ 0.57	\$ 0.41	\$ 0.63	\$ 0.55	\$ 0.46	\$ 0.52	\$ 0.43	\$ 0.71	\$ 0.49
Discontinued operations, net of tax	0.00	(0.00)	-	(0.00)	0.00	(0.00)	(0.00)	0.00	(0.00)	(0.00)	0.11	(0.01)	(0.01)
Core OID	0.02	0.06	0.05	0.05	0.05	0.04	0.04	0.04	0.04	0.03	0.03	0.03	0.03
Repositioning items	-	-	-	-	-	-	-	-	-	-	-	0.01	0.01
Change in the fair value of equity securities	(0.17)	0.23	(0.01)	(0.02)	0.09	-	-	-	-	-	-	-	-
Tax on Core OID, repositioning items, & change in the fair value of equity securities (tax rate 21% starting 1Q18, 35% starting 1Q16; 34% prior)	0.03	(0.06)	(0.01)	(0.01)	(0.03)	(0.01)	(0.01)	(0.01)	(0.01)	(0.01)	(0.01)	(0.01)	(0.02)
Significant discrete tax items	-	-	-	-	-	0.27	-	-	-	-	-	(0.19)	0.01
Series A actions per share	-	-	-	-	-	-	-	-	-	-	-	0.00	-
Adjusted EPS	[a] / [b] \$ 0.80	\$ 0.92	\$ 0.91	\$ 0.83	\$ 0.68	\$ 0.70	\$ 0.65	\$ 0.58	\$ 0.48	\$ 0.54	\$ 0.56	\$ 0.54	\$ 0.52

Adjusted earnings per share (Adjusted EPS) is a non-GAAP financial measure that adjusts GAAP EPS for revenue and expense items that are typically strategic in nature or that management otherwise does not view as reflecting the operating performance of the company. Management believes Adjusted EPS can help the reader better understand the operating performance of the core businesses and their ability to generate earnings. In the numerator of Adjusted EPS, GAAP net income attributable to common shareholders is adjusted for the following items: (1) excludes discontinued operations, net of tax, as Ally is primarily a domestic company and sales of international businesses and other discontinued operations in the past have significantly impacted GAAP EPS, (2) adds back the tax-effected non-cash Core OID, (3) adds back tax-effected repositioning items primarily related to the extinguishment of high-cost legacy debt and strategic activities, (4) excludes equity fair value adjustments (net of tax) related to ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity, (5) excludes certain discrete tax items that do not relate to the operating performance of the core businesses, and (6) adjusts for preferred stock capital actions (e.g., Series A and Series G) that have been taken by the company to normalize its capital structure.

GAAP to Core Results – Adjusted TBVPS

Adjusted Tangible Book Value per Share ("Adjusted TBVPS")

	QUARTERLY TREND												
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18	4Q 17	3Q 17	2Q 17	1Q 17	4Q 16	3Q 16	2Q 16	1Q 16
<i>Numerator</i> (\$ billions)													
GAAP shareholder's equity	\$ 13.7	\$ 13.3	\$ 13.1	\$ 13.1	\$ 13.1	\$ 13.5	\$ 13.6	\$ 13.5	\$ 13.4	\$ 13.3	\$ 13.6	\$ 13.6	\$ 13.8
Preferred equity	-	-	-	-	-	-	-	-	-	-	-	-	(0.7)
GAAP common shareholder's equity	\$ 13.7	\$ 13.3	\$ 13.1	\$ 13.1	\$ 13.1	\$ 13.5	\$ 13.6	\$ 13.5	\$ 13.4	\$ 13.3	\$ 13.6	\$ 13.6	\$ 13.1
Goodwill and identifiable intangibles, net of DTLs	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.0)
Tangible common equity	13.4	13.0	12.8	12.8	12.8	13.2	13.3	13.2	13.1	13.0	13.3	13.3	13.1
Tax-effected Core OID balance (21% tax rate starting 4Q17, 35% starting 1Q16; 34% prior)	(0.9)	(0.9)	(0.9)	(0.9)	(0.9)	(0.9)	(0.8)	(0.8)	(0.8)	(0.8)	(0.8)	(0.8)	(0.8)
Adjusted tangible book value	[a] \$ 12.6	\$ 12.1	\$ 11.9	\$ 12.0	\$ 11.9	\$ 12.3	\$ 12.5	\$ 12.4	\$ 12.3	\$ 12.2	\$ 12.5	\$ 12.5	\$ 12.3
<i>Denominator</i>													
Issued shares outstanding (period-end, thousands)	[b] 399,761	404,900	416,591	425,752	432,691	437,054	443,796	452,292	462,193	467,000	475,470	483,753	483,475
<i>Metric</i>													
GAAP shareholder's equity per share	\$ 34.3	\$ 32.8	\$ 31.4	\$ 30.9	\$ 30.2	\$ 30.9	\$ 30.6	\$ 29.8	\$ 28.9	\$ 28.5	\$ 28.7	\$ 28.1	\$ 28.6
Preferred equity per share	-	-	-	-	-	-	-	-	-	-	-	-	(1.4)
GAAP common shareholder's equity per share	\$ 34.3	\$ 32.8	\$ 31.4	\$ 30.9	\$ 30.2	\$ 30.9	\$ 30.6	\$ 29.8	\$ 28.9	\$ 28.5	\$ 28.7	\$ 28.1	\$ 27.2
Goodwill and identifiable intangibles, net of DTLs per share	(0.7)	(0.7)	(0.7)	(0.7)	(0.7)	(0.7)	(0.6)	(0.6)	(0.6)	(0.6)	(0.6)	(0.6)	(0.1)
Tangible common equity per share	33.6	32.1	30.7	30.2	29.6	30.2	29.9	29.2	28.3	27.9	28.0	27.6	27.1
Tax-effected Core OID balance (21% tax rate starting 4Q17, 35% starting 1Q16; 34% prior) per share	(2.1)	(2.1)	(2.1)	(2.1)	(2.1)	(2.1)	(1.8)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)	(1.7)
Adjusted tangible book value per share	[a] / [b] \$ 31.4	\$ 29.9	\$ 28.6	\$ 28.1	\$ 27.4	\$ 28.1	\$ 28.2	\$ 27.4	\$ 26.6	\$ 26.2	\$ 26.3	\$ 25.9	\$ 25.4

Adjusted tangible book value per share (Adjusted TBVPS) is a non-GAAP financial measure that reflects the book value of equity attributable to shareholders even if Core OID balance were accelerated immediately through the financial statements. As a result, management believes Adjusted TBVPS provides the reader with an assessment of value that is more conservative than GAAP common shareholder's equity per share. Adjusted TBVPS generally adjusts common equity for: (1) goodwill and identifiable intangibles, net of DTLs, (2) tax-effected Core OID balance to reduce tangible common equity in the event the corresponding discounted bonds are redeemed/tendered and (3) Series G discount which reduces tangible common equity as the company has normalized its capital structure.

Note: In December 2017, tax-effected Core OID balance was adjusted from a statutory U.S. Federal tax rate of 35% to 21% ("rate") as a result of changes to U.S. tax law. The adjustment conservatively increased the tax-effected Core OID balance and consequently reduced Adjusted TBVPS as any acceleration of the non-cash charge in future periods would flow through the financial statements at a 21% rate versus a previously modeled 35% rate.

GAAP to Core Results – Core ROTCE

Core Return on Tangible Common Equity ("Core ROTCE")

Numerator (\$ millions)

GAAP net income attributable to common shareholders

Discontinued operations, net of tax

Core OID

Change in the fair value of equity securities

Tax on Core OID & change in the fair value of equity securities
(tax rate 21% starting in 1Q18)

Significant discrete tax items & other

Core net income attributable to common shareholders

Denominator (2-period average, \$ billions)

GAAP shareholder's equity

Goodwill & identifiable intangibles, net of deferred tax liabilities ("DTLs")

Tangible common equity

Core OID balance

Net deferred tax asset ("DTA")

Normalized common equity

Core Return on Tangible Common Equity

	QUARTERLY TREND				
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18
GAAP net income attributable to common shareholders	\$ 374	\$ 290	\$ 374	\$ 349	\$ 250
Discontinued operations, net of tax	1	(1)	-	(1)	2
Core OID	7	23	22	21	20
Change in the fair value of equity securities	(70)	95	(6)	(8)	40
Tax on Core OID & change in the fair value of equity securities (tax rate 21% starting in 1Q18)	13	(25)	(3)	(3)	(13)
Significant discrete tax items & other	-	-	-	-	-
Core net income attributable to common shareholders	[a] \$ 325	\$ 382	\$ 386	\$ 358	\$ 300
GAAP shareholder's equity	\$ 13.5	\$ 13.2	\$ 13.1	\$ 13.1	\$ 13.3
Goodwill & identifiable intangibles, net of deferred tax liabilities ("DTLs")	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)
Tangible common equity	\$ 13.2	\$ 12.9	\$ 12.8	\$ 12.8	\$ 13.0
Core OID balance	(1.1)	(1.1)	(1.1)	(1.1)	(1.2)
Net deferred tax asset ("DTA")	(0.2)	(0.4)	(0.4)	(0.5)	(0.5)
Normalized common equity	[b] \$ 11.9	\$ 11.4	\$ 11.2	\$ 11.2	\$ 11.3
Core Return on Tangible Common Equity	[a] / [b] 10.9%	13.4%	13.7%	12.8%	10.6%

Core return on tangible common equity (Core ROTCE) is a non-GAAP financial measure that management believes is helpful for readers to better understand the ongoing ability of the company to generate returns on its equity base that supports core operations. For purposes of this calculation, tangible common equity is adjusted for Core OID balance and net DTA. Ally's Core net income attributable to common shareholders for purposes of calculating Core ROTCE is based on the actual effective tax rate for the period adjusted for any discrete tax items including tax reserve releases, which aligns with the methodology used in calculating adjusted earnings per share.

- (1) In the numerator of Core ROTCE, GAAP net income attributable to common shareholders is adjusted for discontinued operations net of tax, tax-effected Core OID, fair value adjustments (net of tax) related to ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity, certain discrete tax items and preferred stock capital actions.
- (2) In the denominator, GAAP shareholder's equity is adjusted for preferred equity and goodwill and identifiable intangibles net of DTL, Core OID balance, and net DTA.

GAAP to Core Results – Adjusted Efficiency Ratio

Adjusted Efficiency Ratio

Numerator (\$ millions)

GAAP noninterest expense

Rep and warrant expense

Insurance expense

Adjusted noninterest expense for the efficiency ratio

Denominator (\$ millions)

Total net revenue

Core OID

Insurance revenue

Adjusted net revenue for the efficiency ratio

Adjusted Efficiency Ratio

	QUARTERLY TREND				
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18
	\$ 830	\$ 804	\$ 807	\$ 839	\$ 814
Rep and warrant expense	-	1	(0)	2	0
Insurance expense	(227)	(215)	(241)	(268)	(231)
Adjusted noninterest expense for the efficiency ratio	[a] \$ 603	\$ 590	\$ 566	\$ 573	\$ 583
	\$ 1,598	\$ 1,438	\$ 1,505	\$ 1,458	\$ 1,403
Core OID	7	23	22	21	20
Insurance revenue	(372)	(202)	(296)	(279)	(258)
Adjusted net revenue for the efficiency ratio	[b] \$ 1,233	\$ 1,259	\$ 1,231	\$ 1,200	\$ 1,165
Adjusted Efficiency Ratio	[a] / [b] 48.9%	46.9%	46.0%	47.7%	50.1%

Adjusted efficiency ratio is a non-GAAP financial measure that management believes is helpful to readers in comparing the efficiency of its core banking and lending businesses with those of its peers. In the numerator of Adjusted efficiency ratio, total noninterest expense is adjusted for Insurance segment expense and Rep and warrant expense. In the denominator, total net revenue is adjusted for Insurance segment revenue and Core OID. See page 13 for the combined ratio for the Insurance segment which management uses as a primary measure of underwriting profitability for the Insurance segment.

Notes on Non-GAAP and Other Financial Measures

Regulatory Capital - Basel III transition to fully phased-in (\$ billions)	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18
<u>Numerator</u>					
Common equity tier 1 capital	\$ 13.6	\$ 13.4	\$ 13.4	\$ 13.3	\$ 13.1
<u>Denominator</u>					
Risk-weighted assets (transition)	\$ 145.9	\$ 146.6	\$ 142.2	\$ 141.6	\$ 141.2
DTAs arising from temporary differences that could not be realized through NOL, net of VA and net of DTLs phased-in during transition	0.1	0.2	0.3	0.3	0.3
Risk-weighted assets (fully phased-in)	\$ 146.1	\$ 146.8	\$ 142.5	\$ 141.9	\$ 141.6
<u>Metric</u>					
Common equity tier 1 (transition)	9.3%	9.1%	9.4%	9.4%	9.3%
Common equity tier 1 (fully phased-in)	9.3%	9.1%	9.4%	9.3%	9.2%

Common Equity Tier 1 (“CET1”) capital fully phased-in: Under the Basel III regulatory framework as adopted in the United States, banking organizations like the company are required to comply with a minimum ratio of common equity tier 1 capital to risk-weighted assets (CET1 Capital Ratio). Common equity tier 1 capital generally consists of common stock (plus any related surplus and net of any treasury stock), retained earnings, accumulated other comprehensive income, and minority interests in the common equity of consolidated subsidiaries, subject to specified conditions and adjustments. The obligation to comply with the minimum CET1 Capital Ratio is subject to ongoing transition periods and other provisions under Basel III. Management believes that both the transitional CET1 Capital Ratio and the fully phased-in CET1 Capital Ratio are helpful to readers in evaluating the company’s capital utilization and adequacy in absolute terms and relative to its peers. The fully phased-in CET1 Capital Ratio is a non-GAAP financial measure that is reconciled to the transitional CET1 Capital Ratio above.

Notes on Non-GAAP and Other Financial Measures

(\$ millions)	1Q 19				4Q 18				1Q 18			
	GAAP	Core OID & Repositioning Items	Change in the fair value of equity securities	Non-GAAP ⁽¹⁾	GAAP	Core OID & Repositioning Items	Change in the fair value of equity securities	Non-GAAP ⁽¹⁾	GAAP	Core OID & Repositioning Items	Change in the fair value of equity securities	Non-GAAP ⁽¹⁾
Consolidated Ally												
Net financing revenue	\$ 1,132	\$ 7	\$ -	\$ 1,139	\$ 1,140	\$ 23	\$ -	\$ 1,163	\$ 1,049	\$ 20	\$ -	\$ 1,069
Total other revenue	466	-	(70)	396	298	-	95	393	354	-	40	394
Provision for loan losses	282	-	-	282	266	-	-	266	261	-	-	261
Noninterest expense	830	-	-	830	804	-	-	804	814	-	-	814
Pre-tax income from continuing operations	\$ 486	\$ 7	\$ (70)	\$ 423	\$ 368	\$ 23	\$ 95	\$ 486	\$ 328	\$ 20	\$ 40	\$ 388
Corporate / Other												
Net financing revenue	\$ 36	\$ 7	\$ -	\$ 43	\$ 47	\$ 23	\$ -	\$ 70	\$ 39	\$ 20	\$ -	\$ 59
Total other revenue	25	-	-	25	47	-	-	47	33	-	-	33
Provision for loan losses	(5)	-	-	(5)	(3)	-	-	(3)	-	-	-	-
Noninterest expense	80	-	-	80	87	-	-	87	76	-	-	76
Pre-tax (loss) income from continuing operations	\$ (14)	\$ 7	\$ -	\$ (7)	\$ 10	\$ 23	\$ -	\$ 33	\$ (4)	\$ 20	\$ -	\$ 16
Insurance												
Premiums, service revenue earned and other	\$ 265	\$ -	\$ -	\$ 265	\$ 271	\$ -	\$ -	\$ 271	\$ 260	\$ -	\$ -	\$ 260
Losses and loss adjustment expenses	59	-	-	59	54	-	-	54	63	-	-	63
Acquisition and underwriting expenses	168	-	-	168	161	-	-	161	168	-	-	168
Investment income and other	107	-	(65)	42	(69)	-	91	22	(2)	-	35	33
Pre-tax income from continuing operations	\$ 145	\$ -	\$ (65)	\$ 80	\$ (13)	\$ -	\$ 91	\$ 78	\$ 27	\$ -	\$ 35	\$ 62
Corporate Finance												
Net financing revenue	\$ 54	\$ -	\$ -	\$ 54	\$ 51	\$ -	\$ -	\$ 51	\$ 46	\$ -	\$ -	\$ 46
Total other revenue	11	-	(4)	7	2	-	4	6	8	-	5	13
Provision for loan losses	23	-	-	23	10	-	-	10	-	-	-	-
Noninterest expense	29	-	-	29	22	-	-	22	25	-	-	25
Pre-tax income from continuing operations	\$ 13	\$ -	\$ (4)	\$ 9	\$ 21	\$ -	\$ 4	\$ 25	\$ 29	\$ -	\$ 5	\$ 34

(1) Non-GAAP line items walk to Core pre-tax income, a non-GAAP financial measure that adjusts pre-tax income. See page 23 for definitions.

Notes on Non-GAAP and Other Financial Measures

Original issue discount amortization expense

(\$ millions)	QUARTERLY TREND												
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18	4Q 17	3Q 17	2Q 17	1Q 17	4Q 16	3Q 16	2Q 16	1Q 16
Core original issue discount (Core OID) amortization expense ⁽¹⁾	\$ 7	\$ 23	\$ 22	\$ 21	\$ 20	\$ 19	\$ 18	\$ 17	\$ 16	\$ 15	\$ 15	\$ 14	\$ 13
Other OID	3	2	4	4	4	5	5	5	5	6	6	4	5
GAAP original issue discount amortization expense	\$ 10	\$ 26	\$ 25	\$ 25	\$ 24	\$ 24	\$ 23	\$ 22	\$ 21	\$ 21	\$ 21	\$ 18	\$ 18

Outstanding original issue discount balance

(\$ millions)	QUARTERLY TREND												
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18	4Q 17	3Q 17	2Q 17	1Q 17	4Q 16	3Q 16	2Q 16	1Q 16
Core outstanding original issue discount balance (Core OID balance)	\$ (1,085)	\$ (1,092)	\$ (1,115)	\$ (1,137)	\$ (1,158)	\$ (1,178)	\$ (1,197)	\$ (1,215)	\$ (1,232)	\$ (1,249)	\$ (1,264)	\$ (1,279)	\$ (1,293)
Other outstanding OID balance	(39)	(43)	(46)	(49)	(53)	(57)	(62)	(67)	(72)	(77)	(83)	(88)	(82)
GAAP outstanding original issue discount balance	\$ (1,125)	\$ (1,135)	\$ (1,161)	\$ (1,187)	\$ (1,211)	\$ (1,235)	\$ (1,259)	\$ (1,282)	\$ (1,304)	\$ (1,326)	\$ (1,347)	\$ (1,367)	\$ (1,375)

Net Financing Revenue (ex. Core OID)

(\$ millions)	QUARTERLY TREND												
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18	4Q 17	3Q 17	2Q 17	1Q 17	4Q 16	3Q 16	2Q 16	1Q 16
GAAP Net Financing Revenue	\$ 1,132	\$ 1,140	\$ 1,107	\$ 1,094	\$ 1,049	\$ 1,094	\$ 1,081	\$ 1,067	\$ 979	\$ 976	\$ 996	\$ 984	\$ 951
Core OID	7	23	22	21	20	19	18	17	16	15	15	14	13
Net Financing Revenue (ex. Core OID)	[a] \$ 1,139	\$ 1,163	\$ 1,129	\$ 1,115	\$ 1,069	\$ 1,113	\$ 1,099	\$ 1,084	\$ 995	\$ 991	\$ 1,011	\$ 998	\$ 964

Adjusted Other Revenue

(\$ millions)	QUARTERLY TREND												
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18	4Q 17	3Q 17	2Q 17	1Q 17	4Q 16	3Q 16	2Q 16	1Q 16
GAAP Other Revenue	\$ 466	\$ 298	\$ 398	\$ 364	\$ 354	\$ 379	\$ 381	\$ 388	\$ 396	\$ 392	\$ 388	\$ 374	\$ 376
Accelerated OID & repositioning items	-	-	-	-	-	-	-	-	-	-	-	-	4
Change in the fair value of equity securities	(70)	95	(6)	(8)	40	-	-	-	-	-	-	-	-
Adjusted Other Revenue	[b] \$ 396	\$ 393	\$ 392	\$ 356	\$ 394	\$ 379	\$ 381	\$ 388	\$ 396	\$ 392	\$ 388	\$ 374	\$ 380

Adjusted Total Net Revenue

(\$ millions)	QUARTERLY TREND												
	1Q 19	4Q 18	3Q 18	2Q 18	1Q 18	4Q 17	3Q 17	2Q 17	1Q 17	4Q 16	3Q 16	2Q 16	1Q 16
Adjusted Total Net Revenue	[a]+[b] \$ 1,535	\$ 1,556	\$ 1,521	\$ 1,471	\$ 1,463	\$ 1,492	\$ 1,480	\$ 1,472	\$ 1,391	\$ 1,383	\$ 1,399	\$ 1,372	\$ 1,344

(1) Excludes accelerated OID. See page 23 for definitions.

Note: Accelerated OID and repositioning items primarily related to the extinguishment of high-cost legacy debt and strategic activities. Equity fair value adjustments related to ASU 2016-01 requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity. See page 23 for definitions.