



SECOND QUARTER 2014  
FINANCIAL SUPPLEMENT

The following should be read in conjunction with the financial statements, notes and other information contained in the Company's 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 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," "explore," "positions," "intend," "evaluate," "pursue," "seek," "may," "would," "could," "should," "believe," "potential," "continue," or the negative of these words, 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 filed with the SEC. Such factors include, among others, the following: maintaining the mutually beneficial relationship between Ally and General Motors ("GM"), and Ally and Chrysler Group LLC ("Chrysler"); the profitability and financial condition of GM and Chrysler; our ability to maintain relationships with automotive dealers; our ability to realize the anticipated benefits associated with being a financial holding company, and the significant regulation and restrictions that we are subject to; 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, 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 and Basel III).

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, whether as a result of new information, future events or other such factors that affect the subject of these 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 operations. The specific products include retail installment sales contracts, lines of credit, leases or other financing products. The term "originate" refers to Ally's purchase, acquisition or direct origination of various "loan" products.

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(\$ in millions, shares in thousands)

|   | QUARTERLY TRENDS |               |                 |                 |                   | CHANGE VS.   |                 |
|---|------------------|---------------|-----------------|-----------------|-------------------|--------------|-----------------|
|   | 2Q 14            | 1Q 14         | 4Q 13           | 3Q 13           | 2Q 13             | 1Q 14        | 2Q 13           |
| <b>Selected Income Statement Data</b>                     |                  |               |                 |                 |                   |              |                 |
| Net financing revenue (ex. OID)                           | \$ 912           | \$ 865        | \$ 841          | \$ 801          | \$ 689            | \$ 47        | \$ 223          |
| Total other revenue (ex. OID)                             | 372              | 321           | 325             | 371             | 402               | 51           | (30)            |
| Total net revenue (ex. OID)                               | 1,284            | 1,186         | 1,166           | 1,172           | 1,091             | 98           | 194             |
| Provision for loan losses                                 | 63               | 137           | 140             | 141             | 89                | (74)         | (26)            |
| Controllable expenses <sup>(1)</sup>                      | 455              | 490           | 526             | 494             | 519               | (35)         | (64)            |
| Other noninterest expenses                                | 366              | 223           | 358             | 268             | 282               | 143          | 84              |
| <b>Core pre-tax income (loss) <sup>(2)</sup></b>          | <b>\$ 400</b>    | <b>\$ 336</b> | <b>\$ 142</b>   | <b>\$ 269</b>   | <b>\$ 201</b>     | <b>\$ 64</b> | <b>\$ 200</b>   |
| Core OID amortization expense <sup>(3)</sup>              | 53               | 44            | 67              | 64              | 61                | 9            | (7)             |
| Income tax (benefit) expense                              | 64               | 94            | (4)             | 28              | 40                | (30)         | 24              |
| Income (loss) from discontinued operations                | 40               | 29            | 25              | (86)            | (1,027)           | 11           | 1,067           |
| <b>Net income (loss)</b>                                  | <b>\$ 323</b>    | <b>\$ 227</b> | <b>\$ 104</b>   | <b>\$ 91</b>    | <b>\$ (927)</b>   | <b>\$ 96</b> | <b>\$ 1,250</b> |
| Preferred stock dividends                                 | 65               | 68            | 448             | 200             | 200               | (3)          | (135)           |
| <b>Net income (loss) available to common shareholders</b> | <b>\$ 258</b>    | <b>\$ 159</b> | <b>\$ (344)</b> | <b>\$ (109)</b> | <b>\$ (1,127)</b> | <b>\$ 99</b> | <b>\$ 1,385</b> |
| <b>Selected Balance Sheet Data (Period-End)</b>           |                  |               |                 |                 |                   |              |                 |
| Total assets  | \$ 149,937       | \$ 148,452    | \$ 151,167      | \$ 150,556      | \$ 150,627        | \$ 1,485     | \$ (690)        |
| Consumer loans  | 65,961           | 64,913        | 64,861          | 65,222          | 65,298            | 1,048        | 663             |
| Commercial loans  | 34,817           | 34,711        | 35,467          | 30,059          | 31,695            | 106          | 3,122           |
| Assets of discontinued operations held-for-sale           | 574              | 541           | 516             | 5,913           | 5,529             | 33           | (4,955)         |
| Allowance for loan losses                                 | (1,171)          | (1,192)       | (1,208)         | (1,198)         | (1,183)           | 21           | 12              |
| Deposits  | 56,091           | 55,367        | 53,350          | 52,031          | 50,125            | 724          | 5,966           |
| Common equity <sup>(4)</sup>                              | 13,623           | 13,204        | 12,953          | 12,121          | 12,225            | 419          | 1,398           |
| Total equity  | 14,878           | 14,459        | 14,208          | 19,061          | 19,165            | 419          | (4,287)         |
| <b>Common Share Count</b>                                 |                  |               |                 |                 |                   |              |                 |
| Weighted average basic <sup>(5)</sup>                     | 481,350          | 479,768       | 442,863         | 412,601         | 412,601           | 1,583        | 68,750          |
| Weighted average diluted <sup>(5)(6)</sup>                | 482,343          | 479,768       | 442,863         | 412,601         | 412,601           | 2,575        | 69,742          |
| Issued shares outstanding (period-end)                    | 479,773          | 479,768       | 479,768         | 412,601         | 412,601           | 6            | 67,173          |
| <b>Per Common Share Data</b>                              |                  |               |                 |                 |                   |              |                 |
| Earnings per share (basic) <sup>(5)</sup>                 | \$ 0.54          | \$ 0.33       | \$ (0.78)       | \$ (0.27)       | \$ (2.73)         | \$ 0.21      | \$ 3.27         |
| Earnings per share (diluted) <sup>(5)(6)</sup>            | 0.54             | 0.33          | (0.78)          | (0.27)          | (2.73)            | 0.20         | 3.27            |
| Adjusted earnings per share                               | 0.42             | 0.34          | (0.70)          | 0.05            | (0.13)            | 0.08         | 0.55            |
| Book value per share                                      | 28.39            | 27.52         | 27.00           | 29.38           | 29.63             | 0.87         | (1.23)          |
| Tangible book value per share                             | 28.34            | 27.46         | 26.94           | 28.92           | 29.17             | 0.87         | (0.84)          |
| <b>Select Financial Ratios</b>                            |                  |               |                 |                 |                   |              |                 |
| Net interest margin <sup>(7)</sup>                        | 2.6%             | 2.5%          | 2.4%            | 2.3%            | 2.0%              |              |                 |
| Adjusted efficiency ratio <sup>(8)</sup>                  | 49%              | 55%           | 73%             | 59%             | 67%               |              |                 |
| Return on average assets <sup>(9)</sup>                   | 0.9%             | 0.6%          | 0.3%            | 0.2%            | n/m               |              |                 |
| Return on average total equity <sup>(9)</sup>             | 8.8%             | 6.4%          | 2.5%            | 1.9%            | n/m               |              |                 |
| Return on average tangible common equity <sup>(9)</sup>   | 7.7%             | 4.9%          | n/m             | n/m             | n/m               |              |                 |
| Core ROTCE <sup>(9)(10)</sup>                             | 8.4%             | 6.5%          | 1.8%            | 5.4%            | 3.1%              |              |                 |
| <b>Capital Ratios</b>                                     |                  |               |                 |                 |                   |              |                 |
| Tier 1 capital ratio                                      | 12.3%            | 12.1%         | 11.8%           | 15.4%           | 15.4%             |              |                 |
| Tier 1 common capital ratio <sup>(10)</sup>               | 9.4%             | 9.1%          | 8.8%            | 7.9%            | 8.0%              |              |                 |
| Total risk-based capital ratio                            | 13.2%            | 13.0%         | 12.8%           | 16.4%           | 16.5%             |              |                 |

(1) Includes employee related costs, consulting and legal fees, marketing, information technology, facility, portfolio servicing and restructuring expenses

(2) Core pre-tax income (loss) 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

(3) Core Original Issuance Discount (OID) is primarily related to bond exchange OID; excludes IO and post 2009 issuances. 2Q14 also includes \$7 million in accelerated OID expense due to debt redemption

(4) Includes common stock and paid-in capital, accumulated deficit and accumulated other comprehensive income

(5) Includes 1.6 million shares related to share-based compensation that have vested but not yet been issued as of June 30, 2014

(6) The effects of converting the outstanding Fixed Rate Cumulative Mandatorily Convertible Preferred Stock into common shares are not included in the diluted earnings per share calculation for the three months ended June 30, September 30, and December 31 2013, as the effects would be antidilutive for those periods. As such, 574 thousand of potential common shares were excluded from the diluted earnings per share calculation for the three months ended June 30, September 30, and December 31 2013, respectively

(7) Continuing operations only. Excludes OID amortization expense

(8) For more details refer to page 22

(9) Return metrics are annualized

(10) Tier 1 common capital ratio is a non-GAAP measurement. Refer to page 16 for additional details

ALLY FINANCIAL INC.  
CONSOLIDATED INCOME STATEMENT



(\$ in millions)

|   | QUARTERLY TRENDS |               |               |              |                 | CHANGE VS.   |                 |
|---|------------------|---------------|---------------|--------------|-----------------|--------------|-----------------|
|   | 2Q 14            | 1Q 14         | 4Q 13         | 3Q 13        | 2Q 13           | 1Q 14        | 2Q 13           |
| <b>Financing revenue and other interest income</b>                        |                  |               |               |              |                 |              |                 |
| Interest and fees on finance receivables and loans <sup>(1)</sup>         | \$ 1,124         | \$ 1,107      | \$ 1,136      | \$ 1,119     | \$ 1,139        | \$ 17        | \$ (15)         |
| Interest on loans held-for-sale   | 1                | -             | 1             | -            | 3               | 1            | (2)             |
| Interest and dividends on available-for-sale investment securities        | 93               | 95            | 96            | 85           | 76              | (2)          | 17              |
| Interest-bearing cash   | 1                | 3             | 2             | 3            | 2               | (2)          | (1)             |
| Operating leases  | 884              | 870           | 855           | 832          | 788             | 14           | 96              |
| Total financing revenue and other interest income                         | 2,103            | 2,075         | 2,090         | 2,039        | 2,008           | 28           | 95              |
| <b>Interest expense</b>   |                  |               |               |              |                 |              |                 |
| Interest on deposits  | 166              | 163           | 165           | 163          | 162             | 3            | 4               |
| Interest on short-term borrowings   | 13               | 15            | 16            | 15           | 16              | (2)          | (3)             |
| Interest on long-term debt  | 549              | 534           | 589           | 609          | 703             | 15           | (154)           |
| Total interest expense  | 728              | 712           | 770           | 787          | 881             | 16           | (153)           |
| Depreciation expense on operating lease assets                            | 509              | 542           | 546           | 515          | 499             | (33)         | 10              |
| Net financing revenue   | 866              | 821           | 774           | 737          | 628             | 45           | 238             |
| <b>Other revenue</b>  |                  |               |               |              |                 |              |                 |
| Servicing fees  | 7                | 9             | 12            | 13           | 19              | (2)          | (12)            |
| Servicing asset valuation and hedge activities, net                       | -                | -             | -             | -            | (12)            | -            | 12              |
| Total servicing income, net   | 7                | 9             | 12            | 13           | 7               | (2)          | -               |
| Insurance premiums and service revenue earned                             | 249              | 241           | 244           | 251          | 258             | 8            | (9)             |
| Gain on mortgage and automotive loans, net                                | 6                | -             | 3             | 15           | (1)             | 6            | 7               |
| Loss on extinguishment of debt  | (7)              | (39)          | (17)          | (42)         | -               | 32           | (7)             |
| Other gain on investments, net  | 41               | 43            | 24            | 41           | 64              | (2)          | (23)            |
| Other income, net of losses   | 69               | 67            | 59            | 93           | 74              | 2            | (5)             |
| Total other revenue   | 365              | 321           | 325           | 371          | 402             | 44           | (37)            |
| <b>Total net revenue</b>  | 1,231            | 1,142         | 1,099         | 1,108        | 1,030           | 89           | 201             |
| <b>Provision for loan losses</b>  | 63               | 137           | 140           | 141          | 89              | (74)         | (26)            |
| <b>Noninterest expense</b>  |                  |               |               |              |                 |              |                 |
| Compensation and benefits expense   | 215              | 254           | 237           | 245          | 252             | (39)         | (37)            |
| Insurance losses and loss adjustment expenses                             | 188              | 68            | 59            | 85           | 146             | 120          | 42              |
| Other operating expenses  | 418              | 391           | 588           | 432          | 403             | 27           | 15              |
| Total noninterest expense   | 821              | 713           | 884           | 762          | 801             | 108          | 20              |
| <b>Income (loss) from continuing operations before income tax expense</b> | 347              | 292           | 75            | 205          | 140             | 55           | 207             |
| Income tax (benefit) expense from continuing operations                   | 64               | 94            | (4)           | 28           | 40              | (30)         | 24              |
| <b>Net income from continuing operations</b>                              | 283              | 198           | 79            | 177          | 100             | 85           | 183             |
| Income (loss) from discontinued operations, net of tax                    | 40               | 29            | 25            | (86)         | (1,027)         | 11           | 1,067           |
| <b>Net income (loss)</b>  | <b>\$ 323</b>    | <b>\$ 227</b> | <b>\$ 104</b> | <b>\$ 91</b> | <b>\$ (927)</b> | <b>\$ 96</b> | <b>\$ 1,250</b> |

(1) Includes other interest income, net

ALLY FINANCIAL INC.  
CONSOLIDATED PERIOD-END BALANCE SHEET



(\$ in millions)

|   | QUARTERLY TRENDS  |                   |                   |                   |                   | CHANGE VS.      |                 |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------|-----------------|
|   | 6/30/2014         | 3/31/2014         | 12/31/2013        | 9/30/2013         | 6/30/2013         | 3/31/2014       | 6/30/2013       |
| <b>Assets</b>   |                   |                   |                   |                   |                   |                 |                 |
| Cash and cash equivalents   |                   |                   |                   |                   |                   |                 |                 |
| Noninterest-bearing   | \$ 1,373          | \$ 1,342          | \$ 1,315          | \$ 1,063          | \$ 1,292          | \$ 31           | \$ 81           |
| Interest-bearing  | 4,404             | 4,551             | 4,216             | 5,486             | 6,482             | (147)           | (2,078)         |
| Total cash and cash equivalents   | 5,777             | 5,893             | 5,531             | 6,549             | 7,774             | (116)           | (1,997)         |
| Investment securities   | 16,748            | 16,327            | 17,083            | 17,967            | 17,015            | 421             | (267)           |
| Loans held-for-sale, net  | 3                 | 43                | 35                | 82                | 102               | (40)            | (99)            |
| Finance receivables and loans, net  |                   |                   |                   |                   |                   |                 |                 |
| Finance receivables and loans, net  | 100,778           | 99,624            | 100,328           | 95,281            | 96,993            | 1,154           | 3,785           |
| Allowance for loan losses   | (1,171)           | (1,192)           | (1,208)           | (1,198)           | (1,183)           | 21              | 12              |
| Total finance receivables and loans, net                                    | 99,607            | 98,432            | 99,120            | 94,083            | 95,810            | 1,175           | 3,797           |
| Investment in operating leases, net   | 18,814            | 18,187            | 17,680            | 17,254            | 16,085            | 627             | 2,729           |
| Premiums receivables and other insurance assets                             | 1,656             | 1,639             | 1,613             | 1,649             | 1,611             | 17              | 45              |
| Other assets  | 6,758             | 7,390             | 9,589             | 7,059             | 6,701             | (632)           | 57              |
| Assets of operations held-for-sale  | 574               | 541               | 516               | 5,913             | 5,529             | 33              | (4,955)         |
| <b>Total assets</b>   | <b>\$ 149,937</b> | <b>\$ 148,452</b> | <b>\$ 151,167</b> | <b>\$ 150,556</b> | <b>\$ 150,627</b> | <b>\$ 1,485</b> | <b>\$ (690)</b> |
| <b>Liabilities</b>  |                   |                   |                   |                   |                   |                 |                 |
| Deposit liabilities   |                   |                   |                   |                   |                   |                 |                 |
| Noninterest-bearing   | \$ 75             | \$ 71             | \$ 60             | \$ 66             | \$ 72             | \$ 4            | \$ 3            |
| Interest-bearing  | 56,016            | 55,296            | 53,290            | 51,965            | 50,053            | 720             | 5,963           |
| Total deposit liabilities   | 56,091            | 55,367            | 53,350            | 52,031            | 50,125            | 724             | 5,966           |
| Short-term borrowings   | 6,369             | 5,163             | 8,545             | 6,015             | 4,197             | 1,206           | 2,172           |
| Long-term debt  | 67,913            | 68,295            | 69,465            | 60,701            | 64,534            | (382)           | 3,379           |
| Interest payable  | 528               | 893               | 888               | 978               | 999               | (365)           | (471)           |
| Unearned insurance premiums and service revenue                             | 2,349             | 2,312             | 2,314             | 2,332             | 2,301             | 37              | 48              |
| Accrued expense and other liabilities                                       | 1,809             | 1,963             | 2,397             | 4,836             | 5,043             | (154)           | (3,234)         |
| Liabilities of operations held-for-sale                                     | -                 | -                 | -                 | 4,602             | 4,263             | -               | (4,263)         |
| <b>Total liabilities</b>  | <b>\$ 135,059</b> | <b>\$ 133,993</b> | <b>\$ 136,959</b> | <b>\$ 131,495</b> | <b>\$ 131,462</b> | <b>\$ 1,066</b> | <b>\$ 3,597</b> |
| <b>Equity</b>   |                   |                   |                   |                   |                   |                 |                 |
| Common stock and paid-in capital  | \$ 21,011         | \$ 20,939         | \$ 20,939         | \$ 19,669         | \$ 19,668         | \$ 72           | \$ 1,343        |
| Mandatorily convertible preferred stock held by U.S. Department of Treasury | -                 | -                 | -                 | 5,685             | 5,685             | -               | (5,685)         |
| Preferred stock   | 1,255             | 1,255             | 1,255             | 1,255             | 1,255             | -               | -               |
| Accumulated deficit   | (7,293)           | (7,551)           | (7,710)           | (7,365)           | (7,256)           | 258             | (37)            |
| Accumulated other comprehensive (loss) income                               | (95)              | (184)             | (276)             | (183)             | (187)             | 89              | 92              |
| Total equity  | 14,878            | 14,459            | 14,208            | 19,061            | 19,165            | 419             | (4,287)         |
| <b>Total liabilities and equity</b>   | <b>\$ 149,937</b> | <b>\$ 148,452</b> | <b>\$ 151,167</b> | <b>\$ 150,556</b> | <b>\$ 150,627</b> | <b>\$ 1,485</b> | <b>\$ (690)</b> |

ALLY FINANCIAL INC.  
CONSOLIDATED AVERAGE BALANCE SHEET <sup>(1)</sup>



(\$ in millions)

|   | QUARTERLY TRENDS  |                   |                   |                   |                   | CHANGE VS.      |                   |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------|-------------------|
|   | 6/30/2014         | 3/31/2014         | 12/31/2013        | 9/30/2013         | 6/30/2013         | 3/31/2014       | 6/30/2013         |
| <b>Assets</b>   |                   |                   |                   |                   |                   |                 |                   |
| Interest-bearing cash and cash equivalents              | \$ 3,863          | \$ 5,304          | \$ 5,908          | \$ 7,150          | \$ 6,059          | \$ (1,441)      | \$ (2,196)        |
| Trading assets  | -                 | -                 | -                 | -                 | -                 | -               | -                 |
| Investment securities                                   | 15,578            | 15,714            | 16,522            | 15,724            | 14,580            | (136)           | 998               |
| Loans held-for-sale, net                                | 26                | 11                | 39                | 67                | 297               | 15              | (271)             |
| Total finance receivables and loans, net <sup>(2)</sup> | 100,159           | 99,048            | 98,253            | 94,999            | 97,840            | 1,111           | 2,319             |
| Investment in operating leases, net                     | 18,544            | 17,998            | 17,514            | 16,744            | 15,616            | 546             | 2,928             |
| Total interest earning assets                           | 138,170           | 138,075           | 138,236           | 134,684           | 134,392           | 95              | 3,778             |
| Noninterest-bearing cash and cash equivalents           | 1,550             | 1,441             | 1,319             | 1,546             | 1,708             | 109             | (158)             |
| Other assets <sup>(3)</sup>                             | 11,306            | 11,888            | 11,268            | 15,463            | 16,698            | (582)           | (5,392)           |
| Allowance for loan losses                               | (1,201)           | (1,206)           | (1,205)           | (1,197)           | (1,197)           | 5               | (4)               |
| <b>Total assets</b>                                     | <b>\$ 149,825</b> | <b>\$ 150,198</b> | <b>\$ 149,618</b> | <b>\$ 150,496</b> | <b>\$ 151,601</b> | <b>\$ (373)</b> | <b>\$ (1,776)</b> |
| <b>Liabilities</b>                                      |                   |                   |                   |                   |                   |                 |                   |
| Interest-bearing deposit liabilities                    | \$ 55,556         | \$ 54,203         | \$ 52,298         | \$ 50,886         | \$ 49,522         | \$ 1,353        | \$ 6,034          |
| Short-term borrowings                                   | 6,149             | 6,643             | 6,268             | 4,505             | 3,937             | (494)           | 2,212             |
| Long-term debt <sup>(4)</sup>                           | 67,727            | 69,030            | 65,983            | 63,333            | 65,450            | (1,303)         | 2,277             |
| Total interest-bearing liabilities <sup>(4)</sup>       | 129,432           | 129,876           | 124,549           | 118,724           | 118,909           | (444)           | 10,523            |
| Noninterest-bearing deposit liabilities                 | 70                | 66                | 66                | 67                | 274               | 4               | (204)             |
| Other liabilities <sup>(3)</sup>                        | 5,661             | 5,933             | 8,351             | 12,664            | 12,600            | (272)           | (6,939)           |
| <b>Total liabilities</b>                                | <b>\$ 135,163</b> | <b>\$ 135,875</b> | <b>\$ 132,966</b> | <b>\$ 131,455</b> | <b>\$ 131,783</b> | <b>\$ (712)</b> | <b>\$ 3,380</b>   |
| <b>Equity</b>   |                   |                   |                   |                   |                   |                 |                   |
| Total equity  | \$ 14,662         | \$ 14,323         | \$ 16,652         | \$ 19,041         | \$ 19,818         | \$ 339          | \$ (5,156)        |
| <b>Total liabilities and equity</b>                     | <b>\$ 149,825</b> | <b>\$ 150,198</b> | <b>\$ 149,618</b> | <b>\$ 150,496</b> | <b>\$ 151,601</b> | <b>\$ (373)</b> | <b>\$ (1,776)</b> |

(1) Average balances are calculated using a combination of monthly and daily average methodologies

(2) Nonperforming finance receivables and loans are included in the average balances net of unearned income, unamortized premiums and discounts, and deferred fees and costs

(3) Assets and liabilities of discontinued operations are classified as other assets and other liabilities, respectively, in all periods

(4) QTD: Average balance includes \$1,463 million and \$1,694 million related to original issue discount at June 2014 and June 2013, respectively

ALLY FINANCIAL INC.  
SEGMENT HIGHLIGHTS



(\$ in millions)

|  | QUARTERLY TRENDS |               |               |               |                 | CHANGE VS.   |                 |
|--|------------------|---------------|---------------|---------------|-----------------|--------------|-----------------|
|  | 2Q 14            | 1Q 14         | 4Q 13         | 3Q 13         | 2Q 13           | 1Q 14        | 2Q 13           |
| Automotive Finance                               | \$ 461           | \$ 339        | \$ 207        | \$ 339        | \$ 382          | \$ 122       | \$ 79           |
| Insurance  | (23)             | 74            | 65            | 83            | 45              | (97)         | (68)            |
| <b>Dealer Financial Services</b>                 | <b>438</b>       | <b>413</b>    | <b>272</b>    | <b>422</b>    | <b>427</b>      | <b>25</b>    | <b>11</b>       |
| Mortgage   | 27               | 17            | (7)           | (4)           | (43)            | 10           | 70              |
| Corporate and Other (ex. OID) <sup>(1)</sup>     | (65)             | (94)          | (123)         | (149)         | (183)           | 29           | 118             |
| <b>Core pre-tax income (loss) <sup>(2)</sup></b> | <b>\$ 400</b>    | <b>\$ 336</b> | <b>\$ 142</b> | <b>\$ 269</b> | <b>\$ 201</b>   | <b>\$ 64</b> | <b>\$ 199</b>   |
| Core OID amortization expense <sup>(3)</sup>     | 53               | 44            | 67            | 64            | 61              | 9            | (7)             |
| Income tax expense (benefit)                     | 64               | 94            | (4)           | 28            | 40              | (30)         | 24              |
| Income (loss) from discontinued operations       | 40               | 29            | 25            | (86)          | (1,027)         | 11           | 1,067           |
| <b>Net income (loss)</b>                         | <b>\$ 323</b>    | <b>\$ 227</b> | <b>\$ 104</b> | <b>\$ 91</b>  | <b>\$ (927)</b> | <b>\$ 96</b> | <b>\$ 1,250</b> |

<sup>(1)</sup> Corporate and Other primarily consists of Ally's centralized treasury activities, the residual impacts of the company's corporate funds transfer pricing and asset liability management activities, and the amortization of the discount associated with debt issuances and bond exchanges. Corporate and Other also includes the Ally Corporate Finance business, certain equity investments and reclassifications, eliminations between the reportable operating segments, and overhead previously allocated to operations that have since been sold or discontinued

<sup>(2)</sup> Core pre-tax income (loss) is a non-GAAP financial measure. It is defined as income from continuing operations before taxes and primarily bond exchange OID amortization expense

<sup>(3)</sup> 2Q14 also includes \$7 million in accelerated OID expense due to debt redemption



(\$ in millions)

|  | QUARTERLY TRENDS  |                   |                   |                   |                   | CHANGE VS.      |                 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------|-----------------|
|  | 2Q 14             | 1Q 14             | 4Q 13             | 3Q 13             | 2Q 13             | 1Q 14           | 2Q 13           |
| <b>Income Statement</b>  |                   |                   |                   |                   |                   |                 |                 |
| <b>Net financing revenue</b>                                     |                   |                   |                   |                   |                   |                 |                 |
| Consumer   | \$ 763            | \$ 739            | \$ 762            | \$ 763            | \$ 750            | \$ 24           | \$ 13           |
| Commercial   | 262               | 264               | 266               | 246               | 268               | (2)             | (6)             |
| Operating leases   | 884               | 870               | 855               | 832               | 788               | 14              | 96              |
| Other interest income  | 2                 | 3                 | 4                 | 5                 | 6                 | (1)             | (4)             |
| Total financing revenue and other interest income                | 1,911             | 1,876             | 1,887             | 1,846             | 1,812             | 35              | 99              |
| Interest expense   | 518               | 514               | 532               | 531               | 536               | 4               | (18)            |
| Depreciation expense on operating lease assets:                  |                   |                   |                   |                   |                   |                 |                 |
| Depreciation expense on operating lease assets (ex. remarketing) | 677               | 651               | 629               | 610               | 590               | 26              | 87              |
| Remarketing gains  | (168)             | (109)             | (83)              | (95)              | (91)              | (59)            | (77)            |
| Total depreciation expense on operating lease assets             | 509               | 542               | 546               | 515               | 499               | (33)            | 10              |
| Net financing revenue  | 884               | 820               | 809               | 800               | 777               | 64              | 107             |
| <b>Other revenue</b>   |                   |                   |                   |                   |                   |                 |                 |
| Servicing fees   | 7                 | 9                 | 10                | 13                | 16                | (2)             | (9)             |
| Other income   | 55                | 55                | 51                | 52                | 44                | -               | 11              |
| Total other revenue  | 62                | 64                | 61                | 65                | 60                | (2)             | 2               |
| <b>Total net revenue</b>   | <b>946</b>        | <b>884</b>        | <b>870</b>        | <b>865</b>        | <b>837</b>        | <b>62</b>       | <b>109</b>      |
| <b>Provision for loan losses</b>                                 | <b>99</b>         | <b>159</b>        | <b>144</b>        | <b>150</b>        | <b>88</b>         | <b>(60)</b>     | <b>11</b>       |
| <b>Noninterest expense</b>                                       |                   |                   |                   |                   |                   |                 |                 |
| Compensation and benefits  | 106               | 123               | 123               | 110               | 104               | (17)            | 2               |
| Other operating expenses   | 280               | 263               | 396               | 266               | 263               | 17              | 17              |
| Total noninterest expense  | 386               | 386               | 519               | 376               | 367               | -               | 19              |
| <b>Income before income tax expense</b>                          | <b>\$ 461</b>     | <b>\$ 339</b>     | <b>\$ 207</b>     | <b>\$ 339</b>     | <b>\$ 382</b>     | <b>\$ 122</b>   | <b>\$ 79</b>    |
| <b>Balance Sheet (Period-End)</b>                                |                   |                   |                   |                   |                   |                 |                 |
| Cash, trading and investment securities                          | \$ 34             | \$ 35             | \$ 36             | \$ 10             | \$ 10             | \$ (1)          | \$ 24           |
| Finance receivables and loans, net:                              |                   |                   |                   |                   |                   |                 |                 |
| Consumer loans   | 58,084            | 56,763            | 56,416            | 56,447            | 56,028            | 1,321           | 2,056           |
| Commercial loans <sup>(1)</sup>                                  | 33,070            | 33,013            | 33,888            | 28,525            | 30,263            | 57              | 2,807           |
| Allowance for loan losses  | (822)             | (809)             | (769)             | (741)             | (706)             | (13)            | (116)           |
| Total finance receivables and loans, net                         | 90,332            | 88,967            | 89,535            | 84,231            | 85,585            | 1,365           | 4,747           |
| Investment in operating leases, net                              | 18,814            | 18,187            | 17,680            | 17,254            | 16,085            | 627             | 2,729           |
| Other assets   | 1,580             | 1,577             | 1,545             | 1,300             | 821               | 3               | 759             |
| Assets of operations held-for-sale                               | 574               | 541               | 516               | 5,814             | 4,984             | 33              | (4,410)         |
| <b>Total assets</b>  | <b>\$ 111,334</b> | <b>\$ 109,307</b> | <b>\$ 109,312</b> | <b>\$ 108,609</b> | <b>\$ 107,485</b> | <b>\$ 2,027</b> | <b>\$ 3,849</b> |

(1) Includes Intercompany

|   | QUARTERLY TRENDS |          |          |          |          | CHANGE VS. |          |
|---|------------------|----------|----------|----------|----------|------------|----------|
|   | 2Q 14            | 1Q 14    | 4Q 13    | 3Q 13    | 2Q 13    | 1Q 14      | 2Q 13    |
| <b>U.S. Market</b>  |                  |          |          |          |          |            |          |
| Light vehicle sales (SAAR - units in millions)                    | 16.5             | 15.6     | 15.6     | 15.7     | 15.3     | 0.9        | 1.2      |
| Light vehicle sales (quarterly - units in millions)               | 4.4              | 3.7      | 3.8      | 3.9      | 4.1      | 0.7        | 0.3      |
| GM market share   | 18.3%            | 17.4%    | 17.6%    | 17.7%    | 18.4%    |            |          |
| Chrysler market share   | 12.4%            | 12.8%    | 11.7%    | 11.4%    | 11.7%    |            |          |
| <b>U.S. Consumer Originations <sup>(1)</sup> (\$ in billions)</b> |                  |          |          |          |          |            |          |
| GM new retail subvented   | \$ 0.9           | \$ 0.9   | \$ 0.8   | \$ 1.1   | \$ 1.3   | \$ 0.0     | \$ (0.4) |
| GM new retail standard  | 1.9              | 1.5      | 1.5      | 1.7      | 1.6      | 0.4        | 0.3      |
| Chrysler new retail subvented                                     | -                | -        | 0.0      | -        | 0.2      | -          | (0.2)    |
| Chrysler new retail standard                                      | 1.0              | 0.7      | 0.7      | 0.8      | 1.0      | 0.3        | 0.1      |
| Diversified new   | 0.8              | 0.6      | 0.5      | 0.6      | 0.6      | 0.2        | 0.2      |
| Lease   | 3.2              | 2.7      | 2.3      | 2.8      | 2.8      | 0.5        | 0.4      |
| Used  | 3.1              | 2.8      | 2.3      | 2.6      | 2.5      | 0.3        | 0.6      |
| Total originations  | \$ 10.9          | \$ 9.2   | \$ 8.2   | \$ 9.6   | \$ 9.8   | \$ 1.7     | \$ 1.1   |
| <b>U.S. Consumer Penetration</b>                                  |                  |          |          |          |          |            |          |
| GM  | 28.5%            | 27.7%    | 26.5%    | 28.4%    | 29.4%    |            |          |
| Chrysler  | 10.9%            | 8.3%     | 10.1%    | 9.8%     | 15.6%    |            |          |
| <b>U.S. Commercial Outstandings EOP (\$ in billions)</b>          |                  |          |          |          |          |            |          |
| Floorplan outstandings, net                                       | \$ 29.0          | \$ 29.1  | \$ 30.1  | \$ 24.8  | \$ 26.6  | \$ (0.1)   | \$ 2.4   |
| Other dealer loans  | 4.0              | 3.8      | 3.7      | 3.6      | 3.6      | 0.2        | 0.5      |
| Total Commercial outstandings                                     | \$ 33.0          | \$ 33.0  | \$ 33.8  | \$ 28.5  | \$ 30.2  | \$ 0.1     | \$ 2.8   |
| <b>U.S. Floorplan Penetration <sup>(2)</sup></b>                  |                  |          |          |          |          |            |          |
| GM penetration  | 64.7%            | 64.1%    | 64.9%    | 66.5%    | 68.0%    |            |          |
| Chrysler penetration  | 44.8%            | 46.4%    | 46.8%    | 49.0%    | 52.4%    |            |          |
| <b>U.S. Off-Lease Remarketing</b>                                 |                  |          |          |          |          |            |          |
| Off-lease vehicles terminated - On-balance sheet (# in units)     | 85,143           | 61,001   | 45,693   | 36,811   | 34,159   | 24,142     | 50,984   |
| Average gain per vehicle  | \$ 1,978         | \$ 1,791 | \$ 1,811 | \$ 2,571 | \$ 2,657 | \$ 187     | \$ (680) |
| Total gains (\$ in millions)                                      | \$ 168           | \$ 109   | \$ 83    | \$ 95    | \$ 91    | \$ 59      | \$ 78    |

(1) Some standard rate loan originations contain manufacturer sponsored cash back rebate incentives. Some lease originations contain rate subvention. While Ally may jointly develop marketing programs for these originations, Ally does not have exclusive rights to such originations under operating agreements with manufacturers

(2) Penetration rates are based on the trailing four month average for the quarter

(\$ in millions)

|  | QUARTERLY TRENDS |                 |                 |                 |                 | CHANGE VS.     |                 |
|--|------------------|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|
|  | 2Q 14            | 1Q 14           | 4Q 13           | 3Q 13           | 2Q 13           | 1Q 14          | 2Q 13           |
| <b>Income Statement</b>                                  |                  |                 |                 |                 |                 |                |                 |
| <b>Insurance premiums and other income</b>               |                  |                 |                 |                 |                 |                |                 |
| Insurance premiums and service revenue earned            | \$ 249           | \$ 241          | \$ 244          | \$ 251          | \$ 258          | \$ 8           | \$ (9)          |
| Investment income  | 54               | 43              | 37              | 55              | 77              | 11             | (23)            |
| Other income   | 3                | 3               | 3               | 3               | 5               | -              | (2)             |
| Total insurance premiums and other income                | 306              | 287             | 284             | 309             | 340             | 19             | (34)            |
| <b>Expense</b>   |                  |                 |                 |                 |                 |                |                 |
| Insurance losses and loss adjustment expenses            | 188              | 68              | 59              | 85              | 146             | 120            | 42              |
| Acquisition and underwriting expenses                    |                  |                 |                 |                 |                 |                |                 |
| Compensation and benefit expense                         | 15               | 16              | 16              | 15              | 16              | (1)            | (1)             |
| Insurance commission expense                             | 94               | 89              | 92              | 93              | 94              | 5              | 0               |
| Other expense  | 32               | 40              | 52              | 33              | 39              | (8)            | (7)             |
| Total acquisition and underwriting expense               | 141              | 145             | 160             | 141             | 149             | (4)            | (8)             |
| Total expense  | 329              | 213             | 219             | 226             | 295             | 116            | 34              |
| <b>Income from cont. ops before income tax expense</b>   | <b>\$ (23)</b>   | <b>\$ 74</b>    | <b>\$ 65</b>    | <b>\$ 83</b>    | <b>\$ 45</b>    | <b>\$ (97)</b> | <b>\$ (68)</b>  |
| <b>Balance Sheet (Period-End)</b>                        |                  |                 |                 |                 |                 |                |                 |
| Cash, trading and investment securities                  | \$ 5,368         | \$ 5,314        | \$ 5,295        | \$ 5,433        | \$ 5,466        | \$ 54          | \$ (98)         |
| Finance receivables and loans, net                       | -                | -               | -               | -               | 5               | -              | (5)             |
| Premiums receivable and other insurance assets           | 1,666            | 1,650           | 1,624           | 1,657           | 1,620           | 16             | 46              |
| Other assets   | 198              | 220             | 205             | 233             | 245             | (22)           | (47)            |
| Assets of operations held-for-sale                       | -                | -               | -               | -               | -               | -              | -               |
| <b>Total assets</b>                                      | <b>\$ 7,232</b>  | <b>\$ 7,184</b> | <b>\$ 7,124</b> | <b>\$ 7,323</b> | <b>\$ 7,336</b> | <b>\$ 48</b>   | <b>\$ (104)</b> |
| <b>Key Statistics (Continuing Operations)</b>            |                  |                 |                 |                 |                 |                |                 |
| Written Premiums   |                  |                 |                 |                 |                 |                |                 |
| Dealer Products & Services <sup>(1)</sup>                | \$ 267           | \$244           | \$ 225          | \$ 267          | \$ 276          | \$ 23          | \$ (9)          |
| Corporate  | 0                | -               | 0               | 0               | (4)             | 0              | 4               |
| <b>Total written premiums and revenue <sup>(1)</sup></b> | <b>\$ 267</b>    | <b>\$ 244</b>   | <b>\$ 225</b>   | <b>\$ 267</b>   | <b>\$ 271</b>   | <b>\$ 23</b>   | <b>\$ (5)</b>   |
| Loss ratio   | 75.1%            | 27.9%           | 23.7%           | 33.7%           | 56.3%           |                |                 |
| Underwriting expense ratio                               | 55.7%            | 60.0%           | 65.3%           | 55.9%           | 56.6%           |                |                 |
| <b>Combined ratio</b>                                    | <b>130.9%</b>    | <b>87.9%</b>    | <b>89.0%</b>    | <b>89.6%</b>    | <b>112.9%</b>   |                |                 |

(1) Excludes Canadian Personal Lines business, which is in runoff

ALLY FINANCIAL INC.  
MORTGAGE - CONDENSED FINANCIAL STATEMENTS AND KEY STATISTICS



(\$ in millions)

|   | QUARTERLY TRENDS |                 |                 |                 |                 | CHANGE VS.      |                   |
|---|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|
|   | 2Q 14            | 1Q 14           | 4Q 13           | 3Q 13           | 2Q 13           | 1Q 14           | 2Q 13             |
| <b>Income Statement</b>                                       |                  |                 |                 |                 |                 |                 |                   |
| <b>Net financing revenue</b>                                  |                  |                 |                 |                 |                 |                 |                   |
| Total financing revenue and other interest income             | \$ 73            | \$ 76           | \$ 80           | \$ 83           | \$ 93           | \$ (3)          | \$ (20)           |
| Interest expense  | 61               | 62              | 66              | 70              | 78              | (1)             | (17)              |
| Net financing revenue   | 12               | 14              | 14              | 13              | 15              | (2)             | (3)               |
| Servicing fees  | -                | -               | 2               | -               | 3               | -               | (3)               |
| Servicing asset valuation and hedge activities, net           | -                | -               | -               | -               | (12)            | -               | 12                |
| Total servicing income, net                                   | -                | -               | 2               | -               | (9)             | -               | 9                 |
| Gain on mortgage loans, net                                   | 6                | -               | 3               | 15              | (1)             | 6               | 7                 |
| Other income, net of losses                                   | 3                | 4               | 1               | 4               | 4               | (1)             | (1)               |
| Total other revenue   | 9                | 4               | 6               | 19              | (6)             | 5               | 15                |
| <b>Total net revenue</b>                                      | <b>21</b>        | <b>18</b>       | <b>20</b>       | <b>32</b>       | <b>9</b>        | <b>3</b>        | <b>12</b>         |
| <b>Provision for loan losses</b>                              | <b>(25)</b>      | <b>(23)</b>     | <b>(1)</b>      | <b>(12)</b>     | <b>6</b>        | <b>(2)</b>      | <b>(31)</b>       |
| <b>Noninterest expense</b>                                    |                  |                 |                 |                 |                 |                 |                   |
| Compensation and benefits expense                             | 2                | 4               | 4               | 7               | 3               | (2)             | (1)               |
| Representation and warranty expense                           | -                | 1               | 1               | 22              | (2)             | (1)             | 2                 |
| Other operating expense                                       | 17               | 19              | 23              | 19              | 45              | (2)             | (28)              |
| Total noninterest expense                                     | 19               | 24              | 28              | 48              | 46              | (5)             | (27)              |
| <b>Income (loss) from cont. ops before income tax expense</b> | <b>\$ 27</b>     | <b>\$ 17</b>    | <b>\$ (7)</b>   | <b>\$ (4)</b>   | <b>\$ (43)</b>  | <b>\$ 10</b>    | <b>\$ 70</b>      |
| <b>Balance Sheet (Period-End)</b>                             |                  |                 |                 |                 |                 |                 |                   |
| Loans held-for-sale   | \$ 3             | \$ 43           | \$ 16           | \$ 63           | \$ 56           | \$ (40)         | \$ (53)           |
| Finance receivables and loans, net:                           |                  |                 |                 |                 |                 |                 |                   |
| Consumer loans  | 7,847            | 8,138           | 8,444           | 8,772           | 9,270           | (291)           | (1,423)           |
| Allowance for loan losses                                     | (302)            | (333)           | (389)           | (407)           | (431)           | 31              | 129               |
| Total finance receivables and loans, net                      | 7,545            | 7,805           | 8,055           | 8,365           | 8,839           | (260)           | (1,294)           |
| Mortgage servicing rights                                     | -                | -               | -               | -               | -               | -               | -                 |
| Other assets <sup>(1)</sup>                                   | 92               | 89              | 97              | 134             | 166             | 3               | (74)              |
| <b>Total assets</b>   | <b>\$ 7,640</b>  | <b>\$ 7,937</b> | <b>\$ 8,168</b> | <b>\$ 8,562</b> | <b>\$ 9,061</b> | <b>\$ (297)</b> | <b>\$ (1,421)</b> |

(1) Includes derivative assets which are reflected on a gross basis on the balance sheet, assets of discontinued operations held-for-sale and other assets

(\$ in millions)

|  | QUARTERLY TRENDS |                  |                  |                       |                  | CHANGE VS.      |                   |
|--|------------------|------------------|------------------|-----------------------|------------------|-----------------|-------------------|
|  | 2Q 14            | 1Q 14            | 4Q 13            | 3Q 13                 | 2Q 13            | 1Q 14           | 2Q 13             |
| <b>Income Statement</b>                                  |                  |                  |                  |                       |                  |                 |                   |
| <b>Net financing loss</b>                                |                  |                  |                  |                       |                  |                 |                   |
| Total financing revenue and other interest income        | \$ 90            | \$ 94            | \$ 95            | \$ 79                 | \$ 71            | \$ (4)          | \$ 19             |
| Interest expense   |                  |                  |                  |                       |                  |                 |                   |
| Core original issue discount amortization <sup>(1)</sup> | 46               | 44               | 67               | 64                    | 61               | 2               | (15)              |
| Other interest expense                                   | 90               | 78               | 91               | 107                   | 189              | 12              | (99)              |
| Total interest expense                                   | 136              | 122              | 158              | 171                   | 250              | 14              | (114)             |
| Net financing loss                                       | (46)             | (28)             | (63)             | (92)                  | (179)            | (18)            | 133               |
| <b>Other revenue</b>                                     |                  |                  |                  |                       |                  |                 |                   |
| Loss on extinguishment of debt                           | (7)              | (39)             | (17)             | (42)                  | -                | 32              | (7)               |
| Other gain on investments, net                           | 2                | 14               | -                | -                     | -                | (12)            | 2                 |
| Other income, net of losses <sup>(2)</sup>               | 9                | 6                | 5                | 36                    | 23               | 3               | (14)              |
| Total other (loss) revenue                               | 4                | (19)             | (12)             | (6)                   | 23               | 23              | (19)              |
| <b>Total net expense</b>                                 | <b>(42)</b>      | <b>(47)</b>      | <b>(75)</b>      | <b>(98)</b>           | <b>(156)</b>     | <b>5</b>        | <b>114</b>        |
| <b>Provision for loan losses</b>                         | <b>(11)</b>      | <b>1</b>         | <b>(3)</b>       | <b>3</b>              | <b>(5)</b>       | <b>(12)</b>     | <b>(6)</b>        |
| <b>Noninterest expense</b>                               |                  |                  |                  |                       |                  |                 |                   |
| Compensation and benefits expense                        | 92               | 111              | 94               | 113                   | 129              | (19)            | (37)              |
| Other operating expense <sup>(3)</sup>                   | (5)              | (21)             | 24               | (1)                   | (36)             | 16              | 31                |
| Total noninterest expense                                | 87               | 90               | 118              | 112                   | 93               | (3)             | (6)               |
| <b>Loss from cont. ops before income tax expense</b>     | <b>\$ (118)</b>  | <b>\$ (138)</b>  | <b>\$ (190)</b>  | <b>\$ (213)</b>       | <b>\$ (244)</b>  | <b>\$ 20</b>    | <b>\$ 126</b>     |
| <b>Balance Sheet (Period-End)</b>                        |                  |                  |                  |                       |                  |                 |                   |
| Cash, trading and investment securities                  | \$ 17,123        | \$ 16,871        | \$ 17,283        | \$ 19,073             | \$ 19,313        | \$ 252          | \$ (2,190)        |
| Loans held-for-sale                                      | -                | -                | 19               | 19                    | 46               | -               | (46)              |
| Finance receivables and loans, net                       |                  |                  |                  |                       |                  |                 |                   |
| Consumer loans   | 30               | 12               | 1                | 3                     | -                | 18              | 30                |
| Commercial loans <sup>(4)</sup>                          | 1,747            | 1,698            | 1,579            | 1,534                 | 1,427            | 49              | 320               |
| Allowance for loan losses                                | (47)             | (50)             | (50)             | (50)                  | (46)             | 3               | (1)               |
| Total finance receivables and loans, net                 | 1,730            | 1,660            | 1,530            | 1,487                 | 1,381            | 70              | 349               |
| Other assets   | 4,878            | 5,493            | 7,731            | 5,384                 | 5,460            | (615)           | (582)             |
| Assets of operations held-for-sale                       | -                | -                | -                | 99                    | 545              | -               | (545)             |
| <b>Total assets</b>                                      | <b>\$ 23,731</b> | <b>\$ 24,024</b> | <b>\$ 26,563</b> | <b>\$ 26,062</b>      | <b>\$ 26,745</b> | <b>\$ (293)</b> | <b>\$ (3,014)</b> |
| <b>OID Amortization Schedule <sup>(5)</sup></b>          |                  |                  |                  |                       |                  |                 |                   |
|  |                  | <b>2014</b>      | <b>2015</b>      | <b>2016 and After</b> |                  |                 |                   |
| Remaining Core OID Amortization (as of 6/30/2014)        | \$               | 82               | 45               | Avg = \$52/yr         |                  |                 |                   |

<sup>(1)</sup> Does not include \$7 million of accelerated OID expense in 2Q14, which comes through other revenue

<sup>(2)</sup> Includes gain/(loss) on mortgage and automotive loans

<sup>(3)</sup> Includes reductions of \$161 million for June 2014, \$185 million for March 31, 2014, \$187 million for December 31, 2013, \$181 million for September 30, 2013, and \$178 million for June 30, 2013 related to the allocation of corporate overhead expenses to other segments. The receiving segments record their allocation of corporate overhead expense within other operating expense

<sup>(4)</sup> Includes Intercompany

<sup>(5)</sup> Primarily represents bond exchange OID amortization expense used for calculating core pre-tax income

(\$ in millions)

|  | QUARTERLY TRENDS |           |            |           |           | CHANGE VS. |          |
|--|------------------|-----------|------------|-----------|-----------|------------|----------|
|  | 2Q 14            | 1Q 14     | 4Q 13      | 3Q 13     | 2Q 13     | 1Q 14      | 2Q 13    |
| <b>Asset Quality - Consolidated</b> <sup>(1)</sup>                           |                  |           |            |           |           |            |          |
| Ending loan balance  | \$ 100,777       | \$ 99,623 | \$ 100,327 | \$ 95,281 | \$ 96,993 | \$ 1,154   | \$ 3,785 |
| 30+ Accruing DPD   | \$ 1,245         | \$ 956    | \$ 1,408   | \$ 1,265  | \$ 1,084  | \$ 289     | \$ 161   |
| 30+ Accruing DPD %   | 1.2%             | 1.0%      | 1.4%       | 1.3%      | 1.1%      |            |          |
| Non-performing loans (NPLs)  | \$ 611           | \$ 710    | \$ 725     | \$ 783    | \$ 1,006  | \$ (99)    | \$ (395) |
| Net charge-offs (NCOs)   | \$ 85            | \$ 133    | \$ 129     | \$ 126    | \$ 103    | \$ (48)    | \$ (18)  |
| Net charge-off rate <sup>(2)</sup>   | 0.3%             | 0.5%      | 0.5%       | 0.5%      | 0.4%      |            |          |
| Provision for loan losses  | \$ 63            | \$ 137    | \$ 140     | \$ 141    | \$ 89     | \$ (74)    | \$ (26)  |
| Allowance for loan losses (ALLL)   | \$ 1,171         | \$ 1,192  | \$ 1,208   | \$ 1,198  | \$ 1,183  | \$ (21)    | \$ (12)  |
| ALLL as % of Loans <sup>(3)</sup>  | 1.2%             | 1.2%      | 1.2%       | 1.3%      | 1.2%      |            |          |
| ALLL as % of NPLs <sup>(3)</sup>   | 191.8%           | 167.9%    | 166.6%     | 153.0%    | 117.6%    |            |          |
| ALLL as % of NCOs <sup>(3)</sup>   | 344.2%           | 223.8%    | 233.6%     | 237.8%    | 287.2%    |            |          |
| <b>U.S. Auto Delinquencies - HFI Retail Contract Amount</b> <sup>(4)</sup>   |                  |           |            |           |           |            |          |
| Delinquent contract \$   | \$ 1,174         | \$ 904    | \$ 1,325   | \$ 1,188  | \$ 999    | \$ 270     | \$ 175   |
| % of retail contract \$ outstanding  | 2.02%            | 1.59%     | 2.35%      | 2.10%     | 1.78%     |            |          |
| <b>U.S. Auto Annualized Net Charge-Offs - HFI Retail Contract Amount</b>     |                  |           |            |           |           |            |          |
| Net charge-offs  | \$ 83            | \$ 121    | \$ 114     | \$ 115    | \$ 80     | \$ (37)    | \$ 3     |
| % of avg. HFI assets   | 0.58%            | 0.85%     | 0.80%      | 0.82%     | 0.57%     |            |          |
| <b>U.S. Auto Annualized Net Charge-Offs - HFI Commercial Contract Amount</b> |                  |           |            |           |           |            |          |
| Net charge-offs  | \$ 1             | \$ 0      | \$ 2       | \$ 0      | \$ (1)    | \$ 1       | \$ 1     |
| % of avg. HFI assets   | 0.01%            | 0.00%     | 0.03%      | 0.00%     | -0.01%    |            |          |

(1) Loans within this table are classified as held-for-investment recorded at historical cost as these loans are included in our allowance for loan losses

(2) 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

(3) ALLL 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

(4) Dollar amount of accruing contracts greater than 30 days past due

ALLY FINANCIAL INC.  
CREDIT RELATED INFORMATION, CONTINUED



(\$ in millions)

CONTINUING OPERATIONS

**Automotive Finance** <sup>(1)(2)</sup>

|  | QUARTERLY TRENDS |           |           |           |           | CHANGE VS. |            |
|--|------------------|-----------|-----------|-----------|-----------|------------|------------|
|  | 2Q 14            | 1Q 14     | 4Q 13     | 3Q 13     | 2Q 13     | 1Q 14      | 2Q 13      |
| <b>Consumer</b>                              |                  |           |           |           |           |            |            |
| Allowance for loan losses                    | \$ 729           | \$ 715    | \$ 673    | \$ 651    | \$ 610    | \$ 14      | \$ 119     |
| Total consumer loans <sup>(3)</sup>          | \$ 58,114        | \$ 56,775 | \$ 56,417 | \$ 56,450 | \$ 56,028 | \$ 1,339   | \$ 2,086   |
| Coverage ratio                               | 1.3%             | 1.3%      | 1.2%      | 1.2%      | 1.1%      |            |            |
| <b>Commercial</b>                            |                  |           |           |           |           |            |            |
| Allowance for loan losses                    | \$ 93            | \$ 94     | \$ 96     | \$ 90     | \$ 96     | \$ (0)     | \$ (3)     |
| Total commercial loans                       | \$ 33,041        | \$ 32,984 | \$ 33,803 | \$ 28,452 | \$ 30,193 | \$ 57      | \$ 2,848   |
| Coverage ratio                               | 0.3%             | 0.3%      | 0.3%      | 0.3%      | 0.3%      |            |            |
| <b>Mortgage</b> <sup>(1)(2)</sup>            |                  |           |           |           |           |            |            |
| <b>Consumer</b>                              |                  |           |           |           |           |            |            |
| Allowance for loan losses                    | \$ 302           | \$ 333    | \$ 389    | \$ 407    | \$ 431    | \$ (31)    | \$ (128)   |
| Total consumer loans                         | \$ 7,846         | \$ 8,137  | \$ 8,443  | \$ 8,772  | \$ 9,270  | \$ (291)   | \$ (1,423) |
| Coverage ratio                               | 3.9%             | 4.1%      | 4.6%      | 4.6%      | 4.6%      |            |            |
| <b>Corporate and Other</b> <sup>(1)(4)</sup> |                  |           |           |           |           |            |            |
| Allowance for loan losses                    | \$ 47            | \$ 50     | \$ 50     | \$ 50     | \$ 46     | \$ (3)     | \$ 1       |
| Total commercial loans                       | \$ 1,776         | \$ 1,727  | \$ 1,664  | \$ 1,607  | \$ 1,502  | \$ 49      | \$ 274     |
| Coverage ratio                               | 2.6%             | 2.9%      | 3.0%      | 3.1%      | 3.0%      |            |            |

(1) ALLL 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

(2) Represents domestic allowance for loan losses only

(3) Includes \$30 million Corp. Treasury hedging activity related to domestic consumer auto outstandings in 2Q14, \$12 million in 1Q14, \$1 million in 4Q13 and \$3 million in 3Q13.

(4) Includes Insurance

(\$ in billions)

|  | QUARTERLY TRENDS |                 |                 |                 |                 | CHANGE VS.    |                 |
|--|------------------|-----------------|-----------------|-----------------|-----------------|---------------|-----------------|
|  | 2Q 14            | 1Q 14           | 4Q 13           | 3Q 13           | 2Q 13           | 1Q 14         | 2Q 13           |
| <b>Cost of Funds</b>   |                  |                 |                 |                 |                 |               |                 |
| Ally Financial's cost of borrowing (incl. OID)   | 2.3%             | 2.2%            | 2.5%            | 2.6%            | 3.0%            |               |                 |
| Ally Financial's cost of borrowing (excl. OID)   | 2.1%             | 2.1%            | 2.2%            | 2.4%            | 2.7%            |               |                 |
| <b>Capital</b>   |                  |                 |                 |                 |                 |               |                 |
| Risk-weighted assets   | \$ 129.2         | \$ 127.7        | \$ 128.6        | \$ 127.3        | \$ 127.2        | \$ 1.5        | \$ 2.0          |
| Tier 1 capital ratio   | 12.3%            | 12.1%           | 11.8%           | 15.4%           | 15.4%           |               |                 |
| Tier 1 common capital ratio  | 9.4%             | 9.1%            | 8.8%            | 7.9%            | 8.0%            |               |                 |
| Total risk-based capital ratio   | 13.2%            | 13.0%           | 12.8%           | 16.4%           | 16.5%           |               |                 |
| Tangible common equity / Tangible assets   | 9.1%             | 8.9%            | 8.6%            | 7.9%            | 8.0%            |               |                 |
| Tangible common equity / Risk-weighted assets  | 10.5%            | 10.3%           | 10.1%           | 9.4%            | 9.5%            |               |                 |
| Shareholders' equity   | \$ 14.9          | \$ 14.5         | \$ 14.2         | \$ 19.1         | \$ 19.2         | \$ 0.4        | \$ (4.3)        |
| less: Goodwill and certain other intangibles   | -                | -               | -               | (0.2)           | (0.2)           | -             | 0.2             |
| Disallowed DTA   | (1.3)            | (1.5)           | (1.6)           | (1.9)           | (2.0)           | 0.2           | 0.7             |
| Certain AOCI items and other adjustments   | (0.2)            | -               | 0.1             | 0.1             | 0.1             | (0.2)         | (0.3)           |
| add: Trust preferred securities  | 2.5              | 2.5             | 2.5             | 2.5             | 2.5             | -             | -               |
| <b>Tier 1 capital</b>  | <u>\$ 15.9</u>   | <u>\$ 15.5</u>  | <u>\$ 15.2</u>  | <u>\$ 19.6</u>  | <u>\$ 19.7</u>  | <u>\$ 0.4</u> | <u>\$ (3.8)</u> |
| Tier 1 capital   | \$ 15.9          | \$ 15.5         | \$ 15.2         | \$ 19.6         | \$ 19.7         | \$ 0.4        | \$ (3.8)        |
| less: Preferred equity   | (1.3)            | (1.3)           | (1.3)           | (6.9)           | (6.9)           | -             | 5.6             |
| Trust preferred securities   | (2.5)            | (2.5)           | (2.5)           | (2.5)           | (2.5)           | -             | -               |
| <b>Tier 1 common capital <sup>(1)</sup></b>  | <u>\$ 12.1</u>   | <u>\$ 11.7</u>  | <u>\$ 11.4</u>  | <u>\$ 10.1</u>  | <u>\$ 10.2</u>  | <u>\$ 0.4</u> | <u>\$ 1.9</u>   |
| Tier 1 capital   | \$ 15.9          | \$ 15.5         | \$ 15.2         | \$ 19.6         | \$ 19.7         | \$ 0.4        | \$ (3.8)        |
| add: Qualifying subordinated debt and redeemable preferred stock                       | 0.2              | 0.2             | 0.3             | 0.3             | 0.3             | -             | (0.1)           |
| Allowance for loan and lease losses includible in Tier 2 capital and other adjustments | 0.9              | 0.9             | 1.0             | 1.1             | 1.0             | -             | (0.1)           |
| <b>Total risk-based capital</b>  | <u>\$ 17.1</u>   | <u>\$ 16.6</u>  | <u>\$ 16.4</u>  | <u>\$ 20.9</u>  | <u>\$ 21.0</u>  | <u>\$ 0.5</u> | <u>\$ (3.9)</u> |
| Total shareholders' equity   | \$ 14.9          | \$ 14.5         | \$ 14.2         | \$ 19.1         | \$ 19.2         | \$ 0.4        | \$ (4.3)        |
| less: Preferred equity   | (1.3)            | (1.3)           | (1.3)           | (6.9)           | (6.9)           | -             | 5.6             |
| Goodwill and intangible assets   | -                | -               | -               | (0.2)           | (0.2)           | -             | 0.2             |
| <b>Tangible common equity <sup>(2)</sup></b>   | <u>\$ 13.6</u>   | <u>\$ 13.2</u>  | <u>\$ 12.9</u>  | <u>\$ 11.9</u>  | <u>\$ 12.0</u>  | <u>\$ 0.4</u> | <u>\$ 1.6</u>   |
| Total assets   | \$ 149.9         | \$ 148.5        | \$ 151.2        | \$ 150.6        | \$ 150.6        | \$ 1.4        | \$ (0.7)        |
| less: Goodwill and intangible assets   | -                | -               | -               | (0.2)           | (0.2)           | -             | 0.2             |
| <b>Tangible assets</b>   | <u>\$ 149.9</u>  | <u>\$ 148.4</u> | <u>\$ 151.1</u> | <u>\$ 150.4</u> | <u>\$ 150.4</u> | <u>\$ 1.5</u> | <u>\$ (0.5)</u> |

Note: Numbers may not foot due to rounding

(1) We define Tier 1 common as Tier 1 capital less noncommon elements including qualified perpetual preferred stock, qualifying minority interest in subsidiaries, and qualifying trust preferred securities. Ally considers various measures when evaluating capital utilization and adequacy, including the Tier 1 common equity ratio, in addition to capital ratios defined by banking regulators. This calculation is intended to complement the capital ratios defined by banking regulators for both absolute and comparative purposes. Because GAAP does not include capital ratio measures, Ally believes there are no comparable GAAP financial measures to these ratios. Tier 1 common equity is not formally defined by GAAP or codified in the federal banking regulations and, therefore, is considered to be a non-GAAP financial measure. Ally believes the Tier 1 common equity ratio is important because we believe analysts and banking regulators may assess our capital adequacy using this ratio. 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.

(2) We define tangible common equity as common stockholders' equity less goodwill and identifiable intangible assets (other than mortgage servicing rights), net of deferred tax liabilities. Ally considers various measures when evaluating capital adequacy, including tangible common equity. Tangible common equity is not formally defined by GAAP or codified in the federal banking regulations and, therefore, is considered to be a non-GAAP financial measure. Ally believes that tangible common equity is important because we believe analysts and banking regulators 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.



(\$ in billions)

|  | 6/30/2014             |           | 3/31/2014             |           | 6/30/2013             |                       |
|--|-----------------------|-----------|-----------------------|-----------|-----------------------|-----------------------|
|  | Parent <sup>(1)</sup> | Ally Bank | Parent <sup>(1)</sup> | Ally Bank | Parent <sup>(1)</sup> | Ally Bank             |
| <b>Available Liquidity</b>                       |                       |           |                       |           |                       |                       |
| Cash and cash equivalents <sup>(2)</sup>         | \$ 2.9                | \$ 2.2    | \$ 2.9                | \$ 2.5    | \$ 4.5                | \$ 3.1                |
| Highly liquid securities <sup>(3)</sup>          | 2.5                   | 6.6       | 2.2                   | 5.9       | 2.5                   | 6.7                   |
| Current committed unused capacity <sup>(4)</sup> | 3.6                   | 1.0       | 4.6                   | 1.0       | 12.3                  | 3.9                   |
| <b>Subtotal</b>                                  | \$ 9.0                | \$ 9.8    | \$ 9.7                | \$ 9.4    | \$ 19.3               | \$ 13.7               |
| Ally Bank intercompany loan <sup>(5)</sup>       | 1.7                   | (1.7)     | 0.5                   | (0.5)     | 3.4                   | (3.4)                 |
| <b>Total Current Available Liquidity</b>         | \$ 10.7               | \$ 8.1    | \$ 10.2               | \$ 8.9    | \$ 22.7               | \$ 10.3               |
| Forward committed unused capacity <sup>(6)</sup> | -                     | -         | -                     | -         | 1.3                   | -                     |
| <b>Total Available Liquidity</b>                 | \$ 10.7               | \$ 8.1    | \$ 10.2               | \$ 8.9    | \$ 24.0               | \$ 10.3               |
| <br>   |                       |           |                       |           |                       |                       |
| <b>Unsecured Long-Term Debt Maturity Profile</b> |                       |           |                       |           |                       | <b>2019 and After</b> |
| Consolidated remaining maturities                | \$ 1.8                | \$ 5.0    | \$ 1.9                | \$ 4.1    | \$ 1.3                | \$ 10.1               |

(1) Parent company liquidity is defined as our consolidated operations less Ally Bank and the regulated subsidiaries of Ally Insurance's holding company

(2) May include the restricted cash accumulation for retained notes maturing within the following 30 days and returned to Ally on the distribution date

(3) Includes UST, Agency debt and Agency MBS

(4) Includes equal allocation of shared unused capacity totaling \$4.1 billion 2Q13, which was available for use by Ally Bank or the Parent. As of 3Q13, the facility was renewed for the exclusive use of the Parent.

(5) To optimize use of cash 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

(6) Represents capacity from certain forward purchase commitments and committed secured facilities that were generally reliant upon the origination of future automotive receivables in 2013. As of December 31, 2013, these funding facilities have matured

ALLY FINANCIAL INC.  
DEPOSITS



(\$ in millions)

|                                       | QUARTERLY TRENDS |                  |                  |                  |                  | CHANGE VS.    |                 |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|---------------|-----------------|
|                                       | 2Q 14            | 1Q 14            | 4Q 13            | 3Q 13            | 2Q 13            | 1Q 14         | 2Q 13           |
| <b>Key Statistics</b>                 |                  |                  |                  |                  |                  |               |                 |
| Average retail CD maturity (months)   | 31.1             | 31.2             | 31.0             | 30.8             | 30.4             | (0.0)         | 0.7             |
| Average retail deposit rate           | 1.17%            | 1.19%            | 1.21%            | 1.22%            | 1.24%            |               |                 |
| <b>Ally Financial Deposits Levels</b> |                  |                  |                  |                  |                  |               |                 |
| Ally Bank retail                      | \$ 45,934        | \$ 45,193        | \$ 43,172        | \$ 41,691        | \$ 39,859        | \$ 742        | \$ 6,075        |
| Ally Bank brokered                    | 9,684            | 9,683            | 9,678            | 9,724            | 9,552            | 2             | 133             |
| Other                                 | 473              | 491              | 500              | 616              | 714              | (18)          | (241)           |
| <b>Total deposits</b>                 | <b>\$ 56,091</b> | <b>\$ 55,367</b> | <b>\$ 53,350</b> | <b>\$ 52,031</b> | <b>\$ 50,125</b> | <b>\$ 724</b> | <b>\$ 5,966</b> |
| <b>Ally Bank Deposit Mix</b>          |                  |                  |                  |                  |                  |               |                 |
| Retail CD                             | 42.5%            | 43.1%            | 44.7%            | 44.8%            | 45.7%            |               |                 |
| MMA/OSA/Checking                      | 40.1%            | 39.2%            | 37.1%            | 36.2%            | 35.0%            |               |                 |
| Brokered CD                           | 17.4%            | 17.7%            | 18.2%            | 18.9%            | 19.3%            |               |                 |

(\$ in billions)

|  | HISTORICAL QUARTERLY TRENDS |        |        |        |        |
|--|-----------------------------|--------|--------|--------|--------|
|  | 2Q 14                       | 1Q 14  | 4Q 13  | 3Q 13  | 2Q 13  |
| <b>Loan Value <sup>(1)</sup></b>       |                             |        |        |        |        |
| Gross carry value                      | \$ 7.8                      | \$ 8.1 | \$ 8.4 | \$ 8.7 | \$ 9.2 |
| Net carry value                        | \$ 7.5                      | \$ 7.8 | \$ 8.0 | \$ 8.3 | \$ 8.8 |
| <b>Estimated Pool Characteristics</b>  |                             |        |        |        |        |
| Ongoing (originated post 1/1/2009)     | 38.7%                       | 39.1%  | 39.3%  | 39.6%  | 40.3%  |
| Legacy (originated pre 1/1/2009)       | 61.3%                       | 60.9%  | 60.7%  | 60.4%  | 59.7%  |
| % Second lien                          | 11.0%                       | 11.1%  | 11.1%  | 11.2%  | 11.2%  |
| % Interest only                        | 13.5%                       | 13.5%  | 13.8%  | 14.9%  | 15.3%  |
| % 30+ Day delinquent                   | 2.7%                        | 2.5%   | 2.8%   | 2.7%   | 2.8%   |
| % Low/No documentation                 | 14.2%                       | 14.1%  | 14.1%  | 14.0%  | 13.8%  |
| % Non-primary residence                | 3.8%                        | 3.7%   | 3.7%   | 3.7%   | 3.7%   |
| Refreshed FICO                         | 726                         | 727    | 728    | 729    | 731    |
| Wtd. Avg. LTV/CLTV <sup>(2)</sup>      | 76.6%                       | 77.8%  | 79.1%  | 84.0%  | 84.9%  |
| Higher risk geographies <sup>(3)</sup> | 40.4%                       | 40.5%  | 40.5%  | 40.5%  | 40.6%  |

(1) Excludes education loans

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

(3) Includes CA, FL, MI and AZ

(\$ in millions)

|   | QUARTERLY TRENDS |               |                |                 |                   | INC / (DEC) VS. |                   |
|---|------------------|---------------|----------------|-----------------|-------------------|-----------------|-------------------|
|   | 2Q 14            | 1Q 14         | 4Q 13          | 3Q 13           | 2Q 13             | 1Q 14           | 2Q 13             |
| <b>Impact of Discontinued Operations</b> <sup>(1)</sup>   |                  |               |                |                 |                   |                 |                   |
| Auto Finance  | \$ 22            | \$ 28         | \$ (149)       | \$ 60           | \$ (245)          | \$ (6)          | \$ 267            |
| Insurance   | 1                | (0)           | 0              | 5               | 294               | 1               | (293)             |
| Corporate and Other <sup>(2)</sup>  | 25               | (1)           | 80             | (161)           | (1,693)           | 26              | 1,718             |
| <b>Consolidated pretax income</b>   | <b>\$ 48</b>     | <b>\$ 27</b>  | <b>\$ (69)</b> | <b>\$ (96)</b>  | <b>\$ (1,644)</b> | <b>\$ 20</b>    | <b>\$ 1,691</b>   |
| Tax expense (benefit)   | 7                | (1)           | (93)           | (10)            | (617)             | 9               | 624               |
| <b>Consolidated net income</b>  | <b>\$ 40</b>     | <b>\$ 29</b>  | <b>\$ 25</b>   | <b>\$ (86)</b>  | <b>\$ (1,027)</b> | <b>\$ 11</b>    | <b>\$ 1,067</b>   |
| <br>  |                  |               |                |                 |                   |                 |                   |
| <b>Assets of discontinued operations held-for-sale</b>  | <b>\$ 574</b>    | <b>\$ 541</b> | <b>\$ 516</b>  | <b>\$ 5,913</b> | <b>\$ 5,529</b>   | <b>\$ 33</b>    | <b>\$ (4,955)</b> |
| <br>  |                  |               |                |                 |                   |                 |                   |
| <b>Businesses classified as discontinued operations above</b>   |                  |               |                |                 |                   |                 |                   |
| Automotive Finance  |                  |               |                |                 |                   |                 |                   |
| France and China (J.V.)   |                  |               |                |                 |                   |                 |                   |
| Insurance   |                  |               |                |                 |                   |                 |                   |
| ABA Seguros   |                  |               |                |                 |                   |                 |                   |
| U.K.-based operations that provide vehicle service contracts and insurance products in Europe and Latin America |                  |               |                |                 |                   |                 |                   |
| Mortgage  |                  |               |                |                 |                   |                 |                   |
| ResCap  |                  |               |                |                 |                   |                 |                   |

(1) Included are operations that have been wound down or sold in addition to those held-for-sale

(2) Includes FHFFA and FDIC settlement charge in 3Q13 and ResCap settlement charge in 2Q13

Note: The sales of Canada and Europe (ex. France) were completed 1Q13

ALLY FINANCIAL INC.  
PER SHARE-RELATED INFORMATION



(\$ in millions, shares in thousands)

|   | QUARTERLY TRENDS |                |                  |                  |                   | CHANGE VS.     |                 |
|---|------------------|----------------|------------------|------------------|-------------------|----------------|-----------------|
|   | 2Q 14            | 1Q 14          | 4Q 13            | 3Q 13            | 2Q 13             | 1Q 14          | 2Q 13           |
| <b>Earnings Per Share Data</b>                                  |                  |                |                  |                  |                   |                |                 |
| Net income (loss)   | \$ 323           | \$ 227         | \$ 104           | \$ 91            | \$ (927)          | \$ 96          | \$ 1,250        |
| less: Preferred stock dividends                                 | 65               | 68             | 448              | 200              | 200               | (3)            | (135)           |
| <b>Net income (loss) available to common shareholders</b>       | <b>\$ 258</b>    | <b>\$ 159</b>  | <b>\$ (344)</b>  | <b>\$ (110)</b>  | <b>\$ (1,127)</b> | <b>\$ 99</b>   | <b>\$ 1,385</b> |
| Weighted-average shares outstanding - basic <sup>(1)</sup>      | 481,350          | 479,768        | 442,863          | 412,601          | 412,601           | 1,583          | 68,750          |
| Weighted-average shares outstanding - diluted <sup>(1)(2)</sup> | 482,343          | 479,768        | 442,863          | 412,601          | 412,601           | 2,575          | 69,742          |
| <b>Net income (loss) per share - basic <sup>(1)</sup></b>       | <b>\$ 0.54</b>   | <b>\$ 0.33</b> | <b>\$ (0.78)</b> | <b>\$ (0.27)</b> | <b>\$ (2.73)</b>  | <b>\$ 0.21</b> | <b>\$ 3.27</b>  |
| <b>Net income (loss) per share - diluted <sup>(1)(2)</sup></b>  | <b>\$ 0.54</b>   | <b>\$ 0.33</b> | <b>\$ (0.78)</b> | <b>\$ (0.27)</b> | <b>\$ (2.73)</b>  | <b>\$ 0.21</b> | <b>\$ 3.27</b>  |

(1) Includes 1.6 million shares related to share-based compensation that have vested but not yet been issued as of June 30, 2014

(2) The effects of converting the outstanding Fixed Rate Cumulative Mandatorily Convertible Preferred Stock into common shares are not included in the diluted earnings per share calculation for the three months ended June 30, September 30, and December 31 2013, as the effects would be antidilutive for those periods. As such, 574 thousand of potential common shares were excluded from the diluted earnings per share calculation for the three months ended June 30, September 30, and December 31 2013, respectively

(\$ in millions)

|   | QUARTERLY TRENDS |                 |                 |                 |                 | CHANGE VS.     |                |
|---|------------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|
|   | 2Q 14            | 1Q 14           | 4Q 13           | 3Q 13           | 2Q 13           | 1Q 14          | 2Q 13          |
| <b>Core ROTCE Calculation</b>   |                  |                 |                 |                 |                 |                |                |
| Pre-tax income (loss) from continuing operations                            | \$ 347           | \$ 292          | \$ 75           | \$ 205          | \$ 140          | \$ 56          | \$ 207         |
| add: Core original issue discount expense                                   | 53               | 44              | 67              | 64              | 61              | 10             | (7)            |
| Repositioning items   | 16               | 3               | 18              | 2               | 11              | 13             | 6              |
| Core pre-tax income   | \$ 417           | \$ 339          | \$ 161          | \$ 271          | \$ 211          | \$ 78          | \$ 206         |
| Normalized income tax expense at 34%  | 142              | 115             | 55              | 92              | 72              | 27             | 70             |
| Core net income   | 275              | 224             | 106             | 179             | 140             | 52             | 136            |
| Preferred dividends (Series A & G)  | 65               | 68              | 67              | 67              | 67              | (3)            | (2)            |
| <b>Operating net income available to common shareholders <sup>(1)</sup></b> | <b>\$ 210</b>    | <b>\$ 155</b>   | <b>\$ 39</b>    | <b>\$ 112</b>   | <b>\$ 73</b>    | <b>\$ 55</b>   | <b>\$ 137</b>  |
| Tangible common equity <sup>(2)</sup>                                       | \$ 13,386        | \$ 13,060       | \$ 12,438       | \$ 11,985       | \$ 12,541       | \$ 326         | \$ 845         |
| less: Unamortized original issue discount                                   | 1,461            | 1,510           | 1,565           | 1,631           | 1,693           | (49)           | (232)          |
| Net deferred tax asset  | 1,872            | 1,979           | 2,018           | 1,987           | 1,658           | (107)          | 214            |
| <b>Normalized common equity <sup>(1)(3)</sup></b>                           | <b>\$ 10,053</b> | <b>\$ 9,571</b> | <b>\$ 8,855</b> | <b>\$ 8,367</b> | <b>\$ 9,190</b> | <b>\$ 482</b>  | <b>\$ 863</b>  |
| <b>Core ROTCE <sup>(1)</sup></b>  | <b>8.4%</b>      | <b>6.5%</b>     | <b>1.8%</b>     | <b>5.4%</b>     | <b>3.1%</b>     |                |                |
| <b>Adjusted Efficiency Ratio Calculation</b>                                |                  |                 |                 |                 |                 |                |                |
| Total noninterest expense   | \$ 821           | \$ 713          | \$ 884          | \$ 762          | \$ 801          | \$ 108         | \$ 20          |
| less: Rep and warrant expense   | 0                | 1               | 1               | 22              | (2)             | (0)            | 2              |
| Insurance expense   | 329              | 213             | 219             | 226             | 295             | 116            | 34             |
| Repositioning items   | 16               | 3               | 19              | 7               | 2               | 13             | 15             |
| <b>Numerator</b>  | <b>\$ 475</b>    | <b>\$ 496</b>   | <b>\$ 645</b>   | <b>\$ 507</b>   | <b>\$ 506</b>   | <b>\$ (21)</b> | <b>\$ (31)</b> |
| Total net revenue   | \$ 1,231         | \$ 1,142        | \$ 1,099        | \$ 1,108        | \$ 1,030        | \$ 89          | \$ 201         |
| add: Original issue discount  | 53               | 44              | 67              | 64              | 61              | 10             | (7)            |
| Repositioning   | -                | -               | (1)             | (4)             | 9               | -              | (9)            |
| less: Insurance revenue   | 306              | 287             | 284             | 309             | 340             | 19             | (34)           |
| <b>Denominator</b>  | <b>\$ 978</b>    | <b>\$ 899</b>   | <b>\$ 881</b>   | <b>\$ 858</b>   | <b>\$ 760</b>   | <b>\$ 80</b>   | <b>\$ 219</b>  |
| <b>Adjusted Efficiency Ratio <sup>(1)</sup></b>                             | <b>49%</b>       | <b>55%</b>      | <b>73%</b>      | <b>59%</b>      | <b>67%</b>      |                |                |

(1) Represents a non-GAAP financial measure

(2) See page 16 for details

(3) Normalized common equity calculated using 2 period average