

SECOND QUARTER 2022

FINANCIAL SUPPLEMENT

This document and related communications should be read in conjunction with the financial statements, notes, and other information contained in our Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K. This information is preliminary and based on company and third-party data available at the time of the presentation or related communication.

This document and related communications contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts—such as statements about the outlook for financial and operating metrics, and future capital allocation and actions. Forward-looking statements often use words such as “believe,” “expect,” “anticipate,” “intend,” “pursue,” “seek,” “continue,” “estimate,” “project,” “outlook,” “forecast,” “potential,” “target,” “objective,” “trend,” “plan,” “goal,” “initiative,” “priorities,” or other words of comparable meaning or future-tense or conditional verbs such as “may,” “will,” “should,” “would,” or “could.” Forward-looking statements convey our expectations, intentions, or forecasts about future events, circumstances, or results. All forward-looking statements, by their nature, are subject to assumptions, risks, and uncertainties, which may change over time and many of which are beyond our control. You should not rely on any forward-looking statement as a prediction or guarantee about the future. Actual future objectives, strategies, plans, prospects, performance, conditions, or results may differ materially from those set forth in any forward-looking statement. Some of the factors that may cause actual results or other future events or circumstances to differ from those in forward-looking statements are described in our Annual Report on Form 10-K for the year ended December 31, 2021, our subsequent Quarterly Reports on Form 10-Q or Current Reports on Form 8-K, or other applicable documents that are filed or furnished with the U.S. Securities and Exchange Commission (collectively, our “SEC filings”). Any forward-looking statement made by us or on our behalf speaks only as of the date that it was made. We do not undertake to update any forward-looking statement to reflect the impact of events, circumstances, or results that arise after the date that the statement was made, except as required by applicable securities laws. You, however, should consult further disclosures (including disclosures of a forward-looking nature) that we may make in any subsequent SEC filings.

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

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

ALLY FINANCIAL INC.
TABLE OF CONTENTS

	Page(s)
Consolidated Results	
Consolidated Financial Highlights	4
Consolidated Income Statement	5
Consolidated Period-End Balance Sheet	6
Consolidated Average Balance Sheet	7
Segment Detail	
Segment Highlights	8
Automotive Finance	9-10
Insurance	11
Mortgage Finance	12
Corporate Finance	13
Corporate and Other	14
Credit Related Information	15-16
Supplemental Detail	
Capital	17
Liquidity and Deposits	18
Net Interest Margin	19
Ally Bank Consumer Mortgage HFI Portfolios	20
Earnings Per Share Related Information	21
Adjusted Tangible Book Per Share Related Information	22
Core ROTCE Related Information	23
Adjusted Efficiency Ratio Related Information	24

ALLY FINANCIAL INC.
CONSOLIDATED FINANCIAL HIGHLIGHTS

($ in millions, shares in thousands)	QUARTERLY TRENDS					CHANGE VS.	
Selected Income Statement Data	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Net financing revenue (excluding Core OID) [1]	*$ 1,774*	*$ 1,703*	*$ 1,663*	*$ 1,603*	*$ 1,556*	*$ 71*	*$ 218*
Core OID	*(10)*	*(10)*	*(9)*	*(9)*	*(9)*	*—*	*(1)*
Net financing revenue (as reported)	1,764	1,693	1,654	1,594	1,547	71	217
Other revenue (adjusted) [1]	*448*	*508*	*533*	*507*	*588*	*(59)*	*(140)*
Change in fair value of equity securities [2]	*(136)*	*(66)*	*21*	*(65)*	*19*	*(71)*	*(156)*
Repositioning [2]	*—*	*—*	*(9)*	*(52)*	*(70)*	*—*	*70*
Other revenue (as reported)	312	442	545	391	538	(130)	(226)
Provision for loan losses	304	167	210	76	(32)	137	336
Total noninterest expense [3]	1,138	1,122	1,090	1,002	1,075	16	63
Pre-tax income from continuing operations	**634**	**846**	**899**	**907**	**1,042**	**(212)**	**(408)**
Income tax expense	152	191	241	195	143	(39)	9
(Loss) income from discontinued operations, net of tax	—	—	(6)	—	1	—	(1)
Net Income	**482**	**655**	**652**	**712**	**900**	**(173)**	**(418)**
Preferred Dividends	28	28	28	29	—	—	28
Net income attributable to common shareholders	**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ 900**	**$ (173)**	**$ (446)**
Core Pre-Provision Net Revenue [4]	**$ 1,084**	**$ 1,088**	**$ 1,107**	**$ 1,108**	**$ 1,070**	**$ (4)**	**$ 15**
Selected Balance Sheet Data (Period-End)							
Total assets	$ 185,703	$ 184,297	$ 182,350	$ 179,184	$ 180,470	$ 1,406	$ 5,233
Consumer loans	103,683	99,869	98,226	95,052	90,649	3,814	13,034
Commercial loans	24,774	25,496	24,042	19,419	21,568	(722)	3,206
Allowance for loan losses	(3,450)	(3,301)	(3,267)	(3,148)	(3,126)	(149)	(324)
Deposits	140,401	142,475	141,558	139,444	139,104	(2,074)	1,297
Total equity	13,984	15,413	17,050	17,289	17,530	(1,429)	(3,546)
Common Share Count							
Weighted average basic	322,057	335,678	345,870	359,179	370,412	(13,621)	(48,355)
Weighted average diluted	324,027	337,812	348,666	361,855	373,029	(13,784)	(49,001)
Issued shares outstanding (period-end)	312,781	327,306	337,941	349,599	362,639	(14,525)	(49,857)
Per Common Share Data							
Earnings per share (basic)	$ 1.41	$ 1.87	$ 1.80	$ 1.90	$ 2.43	$ (0.46)	$ (1.02)
Earnings per share (diluted)	1.40	1.86	1.79	1.89	2.41	(0.45)	(1.01)
Adjusted earnings per share [1]	1.76	2.03	2.02	2.16	2.33	(0.27)	(0.57)
Book value per share	37.28	39.99	43.58	42.81	41.93	(2.71)	(4.65)
Tangible book value per share [5]	34.34	37.14	40.79	41.75	40.90	(2.81)	(6.57)
Adjusted tangible book value per share [5]	32.16	35.04	38.73	39.72	38.83	(2.88)	(6.67)
Select Financial Ratios							
Net interest margin (as reported)	4.04%	3.93%	3.80%	3.66%	3.55%		
Net interest margin (ex. Core OID) [1]	4.06%	3.95%	3.82%	3.68%	3.57%		
Cost of funds	1.16%	1.03%	1.06%	1.14%	1.27%		
Cost of funds (ex. Core OID) [1]	1.12%	0.99%	1.03%	1.11%	1.23%		
Efficiency Ratio [6]	54.8%	52.6%	49.6%	50.5%	51.6%		
Adjusted efficiency ratio [6]	43.9%	45.6%	44.4%	41.7%	44.5%		
Return on average assets	1.0%	1.4%	1.4%	1.5%	2.0%		
Return on average total equity	12.4%	15.5%	14.5%	15.7%	22.4%		
Return on average tangible common equity	15.9%	19.3%	17.6%	18.6%	24.8%		
Core ROTCE [7]	23.2%	23.6%	22.1%	24.2%	26.7%		
Capital Ratios [8]							
Common Equity Tier 1 (CET1) capital ratio	9.6%	10.0%	10.3%	11.2%	11.3%		
Tier 1 capital ratio	11.1%	11.5%	11.9%	12.8%	13.1%		
Total capital ratio	12.7%	13.1%	13.5%	14.6%	14.8%		
Tier 1 leverage ratio	9.1%	9.4%	9.7%	10.0%	10.0%		

(1) Represents a non-GAAP financial measure. For more details refer to page 21.
(2) See page 25 for methodology and detail.
(3) Including but not limited to employee related expenses, commissions and provision for losses and loss adjustment expense related to the insurance business, information technology expenses, servicing expenses, facilities expenses, marketing expenses, and other professional and legal expenses.
(4) Represents a non-GAAP financial measure. See page 25 for methodology and detail.
(5) Represents a non-GAAP financial measure. For more details refer to page 22.
(6) Represents a non-GAAP financial measure. For more details refer to page 24.
(7) Represents a non-GAAP financial measure. For more details refer to page 23.
(8) For more details on the final rules to address the impact of CECL on regulatory capital by allowing BHCs and banks, including Ally, to delay and subsequently phase-in its impact, see page 25.

ALLY FINANCIAL INC.
CONSOLIDATED INCOME STATEMENT

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
	2Q 22	1Q 22	4Q 21	3Q 21	2Q 21	1Q 22	2Q 21
Financing revenue and other interest income							
Interest and fees on finance receivables and loans	$ 1,842	$ 1,714	$ 1,679	$ 1,619	$ 1,588	$ 128	$ 254
Interest on loans held-for-sale	4	4	4	5	4	—	—
Total interest and dividends on investment securities	195	183	162	150	143	12	52
Interest-bearing cash	5	2	2	5	4	3	1
Other earning assets	8	5	5	5	4	3	4
Operating leases	396	403	403	393	384	(7)	12
Total financing revenue and other interest income	2,450	2,311	2,255	2,177	2,127	139	323
Interest expense							
Interest on deposits	263	211	226	245	268	52	(5)
Interest on short-term borrowings	19	5	—	—	—	14	19
Interest on long-term debt	184	185	189	191	230	(1)	(46)
Interest on other	1	—	—	8	—	1	1
Total interest expense	467	401	415	444	498	66	(31)
Depreciation expense on operating lease assets	219	217	186	139	82	2	137
Net financing revenue (as reported)	**$ 1,764**	**$ 1,693**	**$ 1,654**	**$ 1,594**	**$ 1,547**	**$ 71**	**$ 217**
Other revenue							
Insurance premiums and service revenue earned	280	280	280	279	278	—	2
Gain on mortgage and automotive loans, net	4	14	14	18	19	(10)	(15)
Loss on extinguishment of debt	—	—	(10)	(52)	(73)	—	73
Other (loss) / gain on investments, net	(124)	5	73	24	65	(129)	(189)
Other income, net of losses	152	143	188	122	249	9	(97)
Total other revenue	**312**	**442**	**545**	**391**	**538**	**(130)**	**(226)**
Total net revenue	**2,076**	**2,135**	**2,199**	**1,985**	**2,085**	**(59)**	**(9)**
Provision for loan losses	**304**	**167**	**210**	**76**	**(32)**	**137**	**336**
Noninterest expense							
Compensation and benefits expense	437	493	413	389	446	(56)	(9)
Insurance losses and loss adjustment expenses	89	58	55	69	74	31	15
Other operating expenses	612	571	622	544	555	41	57
Total noninterest expense	1,138	1,122	1,090	1,002	1,075	16	63
Pre-tax income from continuing operations	**$ 634**	**$ 846**	**$ 899**	**$ 907**	**$ 1,042**	**$ (212)**	**$ (408)**
Income tax expense from continuing operations	152	191	241	195	143	(39)	9
Net income from continuing operations	**482**	**655**	**658**	**712**	**899**	**(173)**	**(417)**
Income / (Loss) from discontinued operations, net of tax	—	—	(6)	—	1	—	(1)
Net income	**482**	**655**	**652**	**712**	**900**	**(173)**	**(418)**
Preferred Dividends	28	28	28	29	—	—	28
Net Income Available to Common Shareholders	**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ 900**	**$ (173)**	**$ (446)**
Core Pre-Tax Income Walk							
Net financing revenue (ex. OID) [1]	**$ 1,774**	**$ 1,703**	**$ 1,663**	**$ 1,603**	**$ 1,556**	**$ 71**	**$ 218**
Adjusted other revenue [1]	448	508	533	507	588	(59)	(140)
Provision for credit losses	304	167	113	76	(32)	137	336
Adjusted noninterest expense [1]	1,138	1,122	1,090	1,002	1,075	16	63
Core pre-tax income [2]	**$ 780**	**$ 921**	**$ 994**	**$ 1,032**	**$ 1,102**	**$ (141)**	**$ (321)**
Core OID	(10)	(10)	(9)	(9)	(9)	—	(1)
Change in the fair value of equity securities [3]	(136)	(66)	21	(65)	19	(71)	(156)
Repositioning [3]	—	—	(107)	(52)	(70)	—	70
Pre-tax income from continuing operations	**$ 634**	**$ 846**	**$ 899**	**$ 907**	**$ 1,042**	**$ (212)**	**$ (408)**

(1) Represents a non-GAAP financial measure. For more details refer to page 21.
(2) Represents a non-GAAP financial measure. See page 25 for methodology and detail.
(3) See page 25 for methodology and detail.

ALLY FINANCIAL INC.
CONSOLIDATED PERIOD-END BALANCE SHEET

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Assets	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Cash and cash equivalents							
Noninterest-bearing	$ 801	$ 470	$ 502	$ 636	$ 653	$ 331	$ 148
Interest-bearing	3,366	3,462	4,560	10,279	13,011	(96)	(9,645)
Total cash and cash equivalents	4,167	3,932	5,062	10,915	13,664	235	(9,497)
Investment securities [1]	33,590	35,413	35,859	35,317	36,313	(1,823)	(2,723)
Loans held-for-sale, net	798	471	549	456	409	327	389
Finance receivables and loans, net	128,457	125,365	122,268	114,471	112,217	3,092	16,240
Allowance for loan losses	(3,450)	(3,301)	(3,267)	(3,148)	(3,126)	(149)	(324)
Total finance receivables and loans, net	125,007	122,064	119,001	111,323	109,091	2,943	15,916
Investment in operating leases, net	10,516	10,730	10,862	10,969	10,715	(214)	(199)
Premiums receivables and other insurance assets	2,743	2,730	2,724	2,752	2,773	13	(30)
Other assets	8,882	8,957	8,293	7,452	7,505	(75)	1,377
Total assets	**$ 185,703**	**$ 184,297**	**$ 182,350**	**$ 179,184**	**$ 180,470**	**$ 1,406**	**$ 5,233**
Liabilities							
Deposit liabilities							
Noninterest-bearing	$ 185	$ 175	$ 150	$ 167	$ 149	$ 10	$ 36
Interest-bearing	140,216	142,300	141,408	139,277	138,955	(2,084)	1,261
Total deposit liabilities	140,401	142,475	141,558	139,444	139,104	(2,074)	1,297
Short-term borrowings	7,775	3,950	—	—	—	3,825	7,775
Long-term debt	16,984	15,885	17,029	14,946	16,896	1,099	88
Interest payable	270	302	210	422	365	(32)	(95)
Unearned insurance premiums and service revenue	3,490	3,500	3,514	3,537	3,536	(10)	(46)
Accrued expense and other liabilities	2,799	2,772	2,989	3,546	3,039	27	(240)
Total liabilities	**$ 171,719**	**$ 168,884**	**$ 165,300**	**$ 161,895**	**$ 162,940**	**$ 2,835**	**$ 8,779**
Equity							
Common stock and paid-in capital [2]	$ 15,390	$ 15,956	$ 16,483	$ 17,050	$ 17,716	$ (566)	$ (2,326)
Preferred stock	2,324	2,324	2,324	2,324	2,324	—	—
Accumulated deficit	(721)	(1,076)	(1,599)	(2,136)	(2,726)	355	2,005
Accumulated other comprehensive income / (loss)	(3,009)	(1,791)	(158)	51	216	(1,218)	(3,225)
Total equity	13,984	15,413	17,050	17,289	17,530	(1,429)	(3,546)
Total liabilities and equity	**$ 185,703**	**$ 184,297**	**$ 182,350**	**$ 179,184**	**$ 180,470**	**$ 1,406**	**$ 5,233**

(1) Includes Held-to-maturity securities.
(2) Includes Treasury stock.

ALLY FINANCIAL INC.
CONSOLIDATED AVERAGE BALANCE SHEET [1]

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Assets	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Interest-bearing cash and cash equivalents	$ 3,761	$ 4,027	$ 6,532	$ 13,055	$ 16,564	$ (266)	$ (12,803)
Investment securities and other earning assets	34,679	36,664	36,809	35,193	36,462	(1,985)	(1,783)
Loans held-for-sale, net	420	570	461	464	454	(150)	(34)
Total finance receivables and loans, net [2]	125,628	122,772	118,135	112,907	110,961	2,856	14,667
Investment in operating leases, net	10,615	10,878	10,951	10,919	10,355	(263)	260
Total interest earning assets	175,103	174,911	172,888	172,538	174,796	192	307
Noninterest-bearing cash and cash equivalents	343	422	505	526	494	(79)	(151)
Other assets	10,510	9,825	9,568	9,328	8,978	685	1,532
Allowance for loan losses	(3,339)	(3,279)	(3,168)	(3,152)	(3,172)	(60)	(167)
Total assets	**$ 182,617**	**$ 181,879**	**$ 179,793**	**$ 179,240**	**$ 181,096**	**$ 738**	**$ 1,521**
Liabilities							
Interest-bearing deposit liabilities							
Retail deposit liabilities	$ 132,111	$ 135,046	$ 132,706	$ 130,414	$ 128,787	$ (2,935)	$ 3,324
Other interest-bearing deposit liabilities [3]	7,522	6,340	7,172	8,670	10,446	1,182	(2,924)
Total Interest-bearing deposit liabilities	139,633	141,387	139,878	139,084	139,233	(1,754)	400
Short-term borrowings	5,695	980	—	—	—	4,715	5,695
Long-term debt [4]	16,231	16,410	15,493	15,487	18,411	(179)	(2,180)
Total interest-bearing liabilities [4]	161,559	158,777	155,371	154,571	157,644	2,782	3,915
Noninterest-bearing deposit liabilities	181	171	165	160	149	10	32
Other liabilities	6,408	6,772	6,731	6,852	6,802	(364)	(394)
Total liabilities	**$ 168,148**	**$ 165,720**	**$ 162,267**	**$ 161,583**	**$ 164,595**	**$ 2,428**	**$ 3,553**
Equity							
Total equity	$ 14,469	$ 16,159	$ 17,526	$ 17,657	$ 16,501	$ (1,690)	$ (2,032)
Total liabilities and equity	**$ 182,617**	**$ 181,879**	**$ 179,793**	**$ 179,240**	**$ 181,096**	**$ 738**	**$ 1,521**

(1) Average balances are calculated using an average daily balance methodology.
(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) Includes brokered and other deposits (inclusive of sweep deposits and other deposits).
(4) Includes average Core OID balance of $868 million in 2Q 2022, $878 million in 1Q 2022, $889 million in 4Q 2021, $905 in Q3 2021, and $989 million in 2Q 2021.

ALLY FINANCIAL INC.
SEGMENT HIGHLIGHTS

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Pre-tax Income / (Loss)	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Automotive Finance	$ 600	$ 725	$ 839	$ 825	$ 917	$ (125)	$ (317)
Insurance	(122)	13	91	24	87	(135)	(209)
Dealer Financial Services	**478**	**738**	**930**	**849**	**1,004**	**(260)**	**(526)**
Corporate Finance	60	64	73	61	95	(4)	(35)
Mortgage Finance	6	11	3	6	—	(5)	6
Corporate and Other [1]	90	33	(107)	(9)	(57)	57	147
Pre-tax income from continuing operations	**$ 634**	**$ 846**	**$ 899**	**$ 907**	**$ 1,042**	**$ (212)**	**$ (408)**
Core OID [2]	10	10	9	9	9	—	1
Change in the fair value of equity securities [3]	136	66	(21)	65	(19)	71	156
Repositioning [4]	—	—	107	52	70	—	(70)
Core pre-tax income [4]	**$ 780**	**$ 921**	**$ 994**	**$ 1,032**	**$ 1,102**	**$ (141)**	**$ (321)**

(1) Corporate and Other includes the impact of centralized asset and liability management, corporate overhead allocation activities, the legacy mortgage portfolio, Ally Invest activity, Ally Lending activity and the Credit Card portfolio.
(2) Core OID for all periods shown are applied to the pre-tax income of the Corporate and Other segment.
(3) See page 25 for methodology and detail.
(4) Represents a non-GAAP measure. See page 25 for methodology and detail.

ALLY FINANCIAL INC.
AUTOMOTIVE FINANCE - CONDENSED FINANCIAL STATEMENTS

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Income Statement	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Net financing revenue							
Consumer	$ 1,362	$ 1,302	$ 1,339	$ 1,320	$ 1,288	$ 60	$ 74
Commercial	142	129	116	112	125	13	17
Operating leases	396	403	403	393	384	(7)	12
Total financing revenue and other interest income	1,900	1,834	1,858	1,825	1,797	66	103
Interest expense	380	322	331	357	382	58	(2)
Depreciation expense on operating lease assets:							
Depreciation expense on operating lease assets (ex. remarketing)	269	266	251	226	210	3	59
Remarketing gains	50	50	65	86	128	—	(78)
Total depreciation expense on operating lease assets	219	217	186	139	82	2	137
Net financing revenue	1,301	1,295	1,341	1,329	1,333	6	(32)
Other revenue							
Total other revenue	72	68	67	61	61	4	11
Total net revenue	1,373	1,363	1,408	1,390	1,394	10	(21)
Provision for credit losses	228	104	45	53	(23)	124	251
Noninterest expense							
Compensation and benefits	152	168	146	136	144	(16)	8
Other operating expenses	393	366	378	376	356	27	37
Total noninterest expense	545	534	524	512	500	11	45
Pre-tax Income	**$ 600**	**$ 725**	**$ 839**	**$ 825**	**$ 917**	**$ (125)**	**$ (317)**
Memo: Net lease revenue							
Operating lease revenue	$ 396	$ 403	$ 403	$ 393	$ 384	$ (7)	$ 12
Depreciation expense on operating lease assets (ex. remarketing)	269	266	251	226	210	3	59
Remarketing gains, net of repo valuation	50	50	65	86	128	—	(78)
Total depreciation expense on operating lease assets	219	217	186	139	82	2	137
Net lease revenue	**$ 177**	**$ 186**	**$ 217**	**$ 254**	**$ 302**	**$ (9)**	**$ (125)**
Balance Sheet (Period-End)							
Cash, trading and investment securities	$ 23	$ 24	$ 23	$ 23	$ 23	$ (1)	$ —
Consumer loans	82,191	79,262	78,289	77,683	75,827	2,929	6,364
Commercial loans	16,109	17,295	16,074	12,587	15,219	(1,186)	890
Allowance for loan losses	(2,914)	(2,794)	(2,802)	(2,851)	(2,848)	(120)	(66)
Total finance receivables and loans, net	95,386	93,763	91,561	87,419	88,198	1,623	7,188
Investment in operating leases, net	10,516	10,730	10,862	10,969	10,715	(214)	(199)
Other assets	1,253	1,237	1,207	1,206	1,226	16	27
Total assets	**$ 107,178**	**$ 105,754**	**$ 103,653**	**$ 99,617**	**$ 100,162**	**$ 1,424**	**$ 7,016**

ALLY FINANCIAL INC.
AUTOMOTIVE FINANCE - KEY STATISTICS

	QUARTERLY TRENDS					CHANGE VS.	
	2Q 22	1Q 22	4Q 21	3Q 21	2Q 21	1Q 22	2Q 21
U.S. Consumer Originations [1] *($ in billions)*							
Retail standard - new vehicle GM	$ 1.1	$ 0.9	$ 0.8	$ 0.9	$ 1.2	$ 0.2	$ (0.1)
Retail standard - new vehicle Stellantis	0.9	1.0	1.0	1.1	1.2	(0.1)	(0.2)
Retail standard - new vehicle Growth	1.2	1.0	1.0	1.2	1.5	0.3	(0.2)
Used vehicle	9.1	7.6	7.0	7.8	7.3	1.5	1.8
Lease	0.9	1.0	0.9	1.3	1.8	(0.1)	(0.9)
Retail subvented	0.0	0.1	0.1	0.1	0.0	(0.1)	0.0
Total originations	$ 13.3	$ 11.6	$ 10.9	$ 12.3	$ 12.9	$ 1.7	$ 0.3
U.S. Consumer Originations - FICO Score							
Super prime (760-999)	$ 2.0	$ 1.8	$ 1.6	$ 1.9	$ 2.1	$ 0.3	$ (0.1)
High prime (720-759)	1.7	1.4	1.3	1.5	1.6	0.2	0.1
Prime (660-719)	4.3	3.7	3.5	4.0	4.2	0.6	0.1
Prime/Near (620-659)	3.0	2.8	2.6	3.0	3.1	0.2	(0.1)
Non-Prime (540-619)	1.2	0.9	1.0	1.0	1.0	0.3	0.1
Sub-Prime (0-539)	0.2	0.1	0.1	0.1	0.1	0.1	0.1
No FICO (Primarily CSG) [2]	0.9	0.9	0.7	0.7	0.7	(0.1)	0.1
Total originations	$ 13.3	$ 11.6	$ 10.9	$ 12.3	$ 12.9	$ 1.7	$ 0.3
U.S. Consumer Retail Originations - Average FICO							
New vehicle	698	697	697	694	691	1	7
Used vehicle	682	682	679	679	678	(1)	4
Total retail originations	685	686	684	683	682	(1)	3
U.S. Market							
New light vehicle sales *(SAAR - units in millions)*	13.4	14.1	12.9	13.3	16.9	(0.8)	(3.5)
New light vehicle sales *(quarterly - units in millions)*	3.5	3.3	3.2	3.4	4.4	0.2	(0.9)
Dealer Engagement							
Total Active Dealers [3]	22,408	21,688	21,076	20,353	19,650	720	2,758
Total Application Volume (000s)	3,296	3,169	2,933	3,258	3,529	128	(232)
Ally U.S. Commercial Outstandings EOP ($ in billions)							
Floorplan outstandings	$ 11.0	$ 12.4	$ 11.1	$ 7.6	$ 10.0	$ (1.4)	$ 1.0
Dealer loans and other	5.1	4.9	4.9	5.0	5.2	0.2	(0.1)
Total Commercial outstandings	$ 16.1	$ 17.3	$ 16.1	$ 12.6	$ 15.2	$ (1.2)	$ 0.9
U.S. Off-Lease Remarketing							
Off-lease vehicles terminated - on-balance sheet *(# in units)*	29,665	30,488	27,977	34,475	34,768	(823)	(5,103)
Average gain per vehicle	$ 1,671	$ 1,640	$ 2,339	$ 2,495	$ 3,684	$ 31	$ (2,013)
Total gain ($ in millions)	$ 50	$ 50	$ 65	$ 86	$ 128	$ —	$ (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) Commercial Services Group (CSG) are business customers. Average annualized credit losses of 35 - 40 bps on CSG loans from 2016 through 2Q22
(3) Active Dealers include those who utilize one or more of Ally's products including consumer and commercial lending, SmartAuction or Commercial Services Group

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

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Income Statement *(GAAP View)*	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Net financing revenue							
Total interest and fees on finance receivables and loans[1]	$ 2	$ 3	$ 4	$ 3	$ 3	$ (1)	$ (1)
Interest and dividends on investment securities	29	26	26	25	26	3	3
Interest bearing cash	—	—	—	1	—	—	—
Total financing revenue and other interest revenue	31	29	30	29	29	2	2
Interest expense	11	12	15	15	14	(1)	(3)
Net financing revenue	20	17	15	14	15	3	5
Other revenue							
Insurance premiums and service revenue earned	280	280	280	279	278	—	2
Other gain / (loss) on investments, net	(127)	(14)	56	1	61	(113)	(188)
Other income, net of losses	5	4	3	3	5	1	—
Total other revenue	158	270	339	283	344	(112)	(186)
Total net revenue	178	287	354	297	359	(109)	(181)
Noninterest expense							
Compensation and benefits expense	24	28	23	23	24	(4)	—
Insurance losses and loss adjustment expenses	89	58	55	69	74	31	15
Other operating expenses	187	188	185	181	174	(1)	13
Total noninterest expense	300	274	263	273	272	26	28
Pre-tax (loss) income	**$ (122)**	**$ 13**	**$ 91**	**$ 24**	**$ 87**	**$ (135)**	**$ (209)**
Memo: Income Statement (Managerial View)							
Insurance premiums and other income							
Insurance premiums and service revenue earned	$ 280	$ 280	$ 280	$ 279	$ 278	$ —	$ 2
Investment income (adjusted) [2]	29	64	47	80	56	(34)	(27)
Other income	5	4	3	3	5	1	—
Total insurance premiums and other income	314	348	330	362	339	(33)	(25)
Expense							
Insurance losses and loss adjustment expenses	89	58	55	69	74	31	15
Acquisition and underwriting expenses							
Compensation and benefit expense	24	28	23	23	24	(4)	—
Insurance commission expense	151	149	147	142	138	2	13
Other expense	36	39	38	39	36	(3)	—
Total acquistion and underwriting expense	211	216	208	204	198	(5)	13
Total expense	300	274	263	273	272	26	28
Core pre-tax income [2]	14	74	67	89	67	(59)	(53)
Change in the fair value of equity securities [2]	(136)	(61)	24	(65)	20	(76)	(156)
(Loss) income before income tax expense	**$ (122)**	**$ 13**	**$ 91**	**$ 24**	**$ 87**	**$ (135)**	**$ (209)**
Balance Sheet (Period-End)							
Cash and investment securities	$ 5,407	$ 5,651	$ 5,530	$ 5,503	$ 5,738	$ (244)	$ (331)
Intercompany loans[1]	411	572	923	898	697	(161)	(286)
Premiums receivable and other insurance assets	2,755	2,741	2,735	2,761	2,782	14	(27)
Other assets	246	256	193	192	177	(10)	69
Total assets	**$ 8,819**	**$ 9,220**	**$ 9,381**	**$ 9,354**	**$ 9,394**	**$ (401)**	**$ (575)**
Key Statistics							
Total written premiums and revenue [3]	$ 262	$ 265	$ 268	$ 295	$ 301	$ (3)	$ (39)
Loss ratio [4]	31.2 %	20.5 %	19.5 %	24.4 %	26.3 %		
Underwriting expense ratio [5]	74.8 %	76.0 %	73.4 %	72.0 %	70.4 %		
Combined ratio	**106.0 %**	**96.5 %**	**92.9 %**	**96.4 %**	**96.7 %**		

(1) Intercompany activity represents excess liquidity placed with corporate segment
(2) Represents a non-GAAP financial measure. See page 25 for methodology and detail.
(3) Written premiums are net of ceded premium for reinsurance.
(4) Loss Ratio is calculated as Insurance losses and loss adjustment expenses divided by Insurance premiums and service revenue earned and Other Income, net of losses.
(5) Underwriting Expense Ratio is calculated as Compensation and benefits expense and Other operating expenses divided by Insurance premiums and service revenue earned and Other Income, net of losses.

ALLY FINANCIAL INC.
MORTGAGE FINANCE - CONDENSED FINANCIAL STATEMENTS

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Income Statement	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Net financing revenue							
Total financing revenue and other interest income	$ 139	$ 130	$ 119	$ 106	$ 89	$ 9	$ 50
Interest expense	83	77	77	70	66	6	17
Net financing revenue	56	53	42	36	23	3	33
Gain on mortgage loans, net	4	14	14	18	19	(10)	(15)
Other income, net of losses	—	—	(1)	1	3	—	(3)
Total other revenue	4	14	13	19	22	(10)	(18)
Total net revenue	60	67	55	55	45	(7)	15
Provision for loan losses	—	—	1	2	—	—	—
Noninterest expense							
Compensation and benefits expense	6	6	6	5	5	—	1
Other operating expense	48	50	45	42	40	(2)	8
Total noninterest expense	54	56	51	47	45	(2)	9
Pre-tax Income	**$ 6**	**$ 11**	**$ 3**	**$ 6**	**$ —**	**$ (5)**	**$ 6**
Balance Sheet (Period-End)							
Finance receivables and loans, net:							
Consumer loans	$ 18,923	$ 18,372	$ 17,644	$ 16,059	$ 13,629	$ 551	$ 5,294
Allowance for loan losses	(20)	(19)	(19)	(17)	(15)	(1)	(5)
Total finance receivables and loans, net	18,903	18,353	17,625	16,042	13,614	550	5,289
Other assets	223	243	222	286	251	(20)	(28)
Total assets	**$ 19,126**	**$ 18,596**	**$ 17,847**	**$ 16,328**	**$ 13,865**	**$ 530**	**$ 5,261**

ALLY FINANCIAL INC.
CORPORATE FINANCE - CONDENSED FINANCIAL STATEMENTS

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Income Statement	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Net financing revenue							
Total financing revenue and other interest income	$ 104	$ 95	$ 93	$ 86	$ 86	$ 9	$ 18
Interest expense	27	12	10	9	9	15	18
Net financing revenue	77	83	83	77	77	(6)	—
Total other revenue	19	24	53	16	33	(5)	(14)
Total net revenue	96	107	136	93	110	(11)	(14)
Provision for loan losses	8	6	33	5	(13)	2	21
Noninterest expense							
Compensation and benefits expense	15	23	18	15	17	(8)	(2)
Other operating expense	13	14	12	12	11	(1)	2
Total noninterest expense	28	37	30	27	28	(9)	—
Pre-tax Income	**$ 60**	**$ 64**	**$ 73**	**$ 61**	**$ 95**	**$ (4)**	**$ (35)**
Change in the fair value of equity securities [1]	(0)	4	2	(1)	1	(5)	(1)
Core pre-tax income [2]	$ 60	$ 68	$ 75	$ 60	$ 96	$ (9)	$ (36)
Balance Sheet (Period-End)							
Equity securities	$ 3	$ 3	$ 11	$ 14	$ 12	$ —	$ (9)
Loans held for sale	517	190	305	215	184	327	333
Commercial loans	8,475	8,021	7,770	6,609	6,157	454	2,318
Allowance for loan losses	(203)	(221)	(215)	(183)	(178)	18	(25)
Total finance receivables and loans, net	8,272	7,800	7,555	6,426	5,979	472	2,293
Other assets	98	93	79	74	71	5	27
Total assets	**$ 8,890**	**$ 8,086**	**$ 7,950**	**$ 6,729**	**$ 6,246**	**$ 804**	**$ 2,644**

(1) See page 25 for methodology and detail.
(2) Represents a non-GAAP financial measure.See page 25 for methodology and detail.

ALLY FINANCIAL INC.
CORPORATE AND OTHER - CONDENSED FINANCIAL STATEMENTS

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Income Statement	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Net financing revenue							
Total financing revenue and other interest income	276	223	155	131	126	53	150
Interest expense	(34)	(22)	(18)	(7)	27	(12)	(61)
Net financing revenue	310	245	173	138	99	65	211
Other revenue							
Loss on extinguishment of debt	—	—	(10)	(52)	(73)	—	73
Other gain on investments, net	2	18	17	22	5	(16)	(3)
Other income, net of losses [1]	57	48	66	42	146	9	(89)
Total other revenue	59	66	73	12	78	(7)	(19)
Total net revenue	369	311	246	150	177	58	192
Provision for loan losses	68	57	131	16	4	11	64
Noninterest expense							
Compensation and benefits expense	240	268	220	210	256	(28)	(16)
Other operating expense [2]	(29)	(47)	2	(67)	(26)	18	(3)
Total noninterest expense	211	221	222	143	230	(10)	(19)
Pre-tax income (loss)	**$ 90**	**$ 33**	**$ (107)**	**$ (9)**	**$ (57)**	**$ 57**	**$ 147**
Change in the fair value of equity securities [3]	—	—	1	1	(1)	—	1
Core OID [4]	10	10	9	9	9	—	1
Repositioning [3]	—	—	107	52	70	—	(70)
Core pre-tax income [4]	$ 101	$ 43	$ 10	$ 52	$ 21	$ 57	$ 79
Balance Sheet (Period-End)							
Cash, trading and investment securities	$ 32,324	$ 33,667	$ 35,357	$ 40,692	$ 44,204	$ (1,343)	$ (11,880)
Loans held-for-sale	200	186	164	139	128	14	72
Consumer loans	2,569	2,235	2,293	1,310	1,193	334	1,376
Commercial loans	190	180	198	223	192	10	(2)
Intercompany loans[5]	(411)	(572)	(923)	(898)	(697)	161	286
Allowance for loan losses	(313)	(267)	(231)	(97)	(85)	(46)	(228)
Total finance receivables and loans, net	2,035	1,576	1,337	538	603	459	1,432
Other assets	7,131	7,212	6,661	5,787	5,868	(81)	1,263
Total assets	**$ 41,690**	**$ 42,641**	**$ 43,519**	**$ 47,156**	**$ 50,803**	**$ (951)**	**$ (9,113)**

Core OID Amortization Schedule [4]	**2022**	**2023**	**2024**	**2025**	**2026 & After**
Remaining Core OID amortization expense	$ 22	$ 49	$ 57	$ 66	Avg = $112/yr

(1) Includes the impact of centralized asset and liability management, the legacy mortgage portfolio, Ally Invest activity, and Ally Lending activity.
(2) Other operating expenses includes corporate overhead allocated to the other business segments. Amounts of corporate overhead allocated were $307 million for 2Q22, $311 million for 1Q22, $294 million for 4Q21, $290 million for 3Q21, and $268 million for 2Q21. The receiving business segment records the allocation of corporate overhead expense within other operating expenses.
(3) See page 25 for methodology and detail.
(4) Represents a non-GAAP financial measure. See page 25 for methodology and detail.
(5) Intercompany loan related to activity between Insurance and Corporate for liquidity purposes.

ALLY FINANCIAL INC.
CREDIT RELATED INFORMATION

$ in millions	QUARTERLY TRENDS					CHANGE VS.	
Asset Quality - Consolidated [1]	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Ending loan balance	$ 128,450	$ 125,358	$ 122,261	$ 114,463	$ 112,209	$ 3,092	$ 16,242
30+ Accruing DPD	$ 2,198	$ 1,684	$ 1,793	$ 1,591	$ 1,291	$ 514	$ 907
30+ Accruing DPD %	1.71%	1.34%	1.47%	1.39%	1.15%		
60+ Accruing DPD	$ 491	$ 380	$ 401	$ 308	$ 247	$ 111	$ 244
60+ Accruing DPD %	0.38%	0.30%	0.33%	0.27%	0.22%		
Non-performing loans (NPLs)	$ 1,380	$ 1,388	$ 1,436	$ 1,285	$ 1,283	$ (8)	$ 97
Net charge-offs (NCOs)	$ 153	$ 133	$ 103	$ 54	$ (6)	$ 21	$ 159
Net charge-off rate [2]	0.49%	0.43%	0.35%	0.19%	(0.02)%		
Provision for loan losses [3]	$ 304	$ 167	$ 210	$ 76	$ (32)	$ 137	$ 336
Allowance for loan losses (ALLL)	$ 3,450	$ 3,301	$ 3,267	$ 3,148	$ 3,126	$ 149	$ 324
ALLL as % of Loans [3] [4]	2.68%	2.63%	2.67%	2.75%	2.79%		
ALLL as % of NPLs [3]	250%	238%	227%	245%	244%		
ALLL as % of NCOs [3]	561%	621%	792%	n/m	n/m		
US Auto Delinquencies - HFI Retail Contract $'s							
30+ Delinquent contract $	$ 2,061	$ 1,594	$ 1,677	$ 1,427	$ 1,218	$ 467	$ 843
% of retail contract $ outstanding	2.52%	2.02%	2.14%	1.83%	1.60%		
60+ Delinquent contract $	$ 470	$ 362	$ 378	$ 298	$ 241		
% of retail contract $ outstanding	0.57%	0.46%	0.48%	0.38%	0.32%		
U.S. Auto Annualized Net Charge-Offs - HFI Retail Contract $'s							
Net charge-offs	$ 108	$ 113	$ 94	$ 51	$ (5)	$ (5)	$ 113
% of avg. HFI assets [2]	0.54%	0.58%	0.48%	0.27%	(0.03)%		
U.S. Auto Annualized Net Charge-Offs - HFI Commercial Contract $'s							
Net charge-offs	$ (1)	$ (1)	$ 0	$ 0	$ 0	$ 0	$ (1)
% of avg. HFI assets [2]	(0.03)%	(0.01)%	(0.01)%	(0.01)%	—%		

(1) Loans within this table are classified as held-for-investment recorded at amortized 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 recievables and loans excluding loans measured at fair value, conditional repurchase loans and loans held-for-sale during the year for each loan category.

(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) Excludes ($501) million of fair value adjustment for loans in hedge accounting relationships in 2Q22, ($350) million in 1Q22, ($37) million in 4Q21, $78 million in 3Q21 and $124 million in 2Q21.

ALLY FINANCIAL INC.
CREDIT RELATED INFORMATION, CONTINUED

($ in millions)

	QUARTERLY TRENDS					CHANGE VS.	
Automotive Finance [1]							
Consumer	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Allowance for loan losses	$ 2,885	$ 2,763	$ 2,769	$ 2,810	$ 2,802	$ 122	$ 83
Total consumer loans [2]	$ 81,691	$ 78,911	$ 78,252	$ 77,761	$ 75,951	$ 2,780	$ 5,740
Coverage ratio [3]	3.51%	3.49%	3.54%	3.62%	3.70%		
Commercial							
Allowance for loan losses	$ 30	$ 31	$ 33	$ 41	$ 46	$ (1)	$ (16)
Total commercial loans	$ 16,108	$ 17,295	$ 16,074	$ 12,587	$ 15,219	$ (1,187)	$ 889
Coverage ratio	0.18%	0.18%	0.21%	0.32%	0.30%		
Mortgage [1]							
Consumer							
Mortgage Finance							
Allowance for loan losses	$ 20	$ 19	$ 19	$ 17	$ 15	$ 1	$ 5
Total consumer loans	$ 18,923	$ 18,372	$ 17,644	$ 16,059	$ 13,629	$ 551	$ 5,294
Coverage ratio	0.11%	0.10%	0.11%	0.11%	0.11%		
Mortgage - Legacy							
Allowance for loan losses	$ 6	$ 7	$ 8	$ 8	$ 9	$ (1)	$ (3)
Total consumer loans	$ 322	$ 341	$ 368	$ 396	$ 429	$ (19)	$ (107)
Coverage ratio	1.92%	2.03%	2.05%	2.04%	2.16%		
Total Mortgage							
Allowance for loan losses	$ 26	$ 26	$ 27	$ 25	$ 24	$ —	$ 2
Total consumer loans	$ 19,245	$ 18,713	$ 18,012	$ 16,455	$ 14,058	$ 532	$ 5,187
Coverage ratio	0.14%	0.14%	0.15%	0.15%	0.18%		
Consumer Other - Ally Lending [1] [4]							
Allowance for loan losses	$ 141	$ 124	$ 102	$ 86	$ 72	$ 17	$ 69
Total consumer loans	$ 1,516	$ 1,202	$ 1,002	$ 828	$ 632	$ 314	$ 885
Coverage ratio	9.32%	10.32%	10.20%	10.34%	11.39%		
Consumer Other - Ally Credit Card [1] [5]							
Allowance for loan losses	$ 162	$ 134	$ 119	—	—	$ 28	$ 162
Total consumer loans	$ 1,224	$ 1,036	$ 953	—	—	$ 188	$ 1,224
Coverage ratio	13.25%	12.90%	12.44%	—	—		
Corporate Finance [1]							
Allowance for loan losses	$ 203	$ 221	$ 215	$ 183	$ 178	$ (18)	$ 25
Total commercial loans	$ 8,476	$ 8,021	$ 7,770	$ 6,609	$ 6,157	$ 455	$ 2,319
Coverage ratio	2.40%	2.76%	2.77%	2.78%	2.90%		
Corporate and Other [1]							
Allowance for loan losses	$ 3	$ 2	$ 2	$ 3	$ 4	$ 1	$ (1)
Total commercial loans	$ 190	$ 180	$ 198	$ 223	$ 192	$ 10	$ (2)
Coverage ratio	1.36%	1.36%	1.36%	1.36%	1.36%		

(1) ALLL coverage ratios are based on the domestic allowance as a percentage of finance receivables and loans reported at their gross carrying value, which includes the principal amount outstanding, net of unearned income, unamortized deferred fees reduced by costs on originated loans, unamortized premiums and discounts on purchased loans, unamortized basis adjustments arising from the designation of finance receivables and loans as the hedged item in qualifying fair value hedge relationships, and cumulative principal charge-offs. Excludes loans held at fair value.

(2) Includes ($501) million of fair value adjustment for loans in hedge accounting relationships in 2Q22, ($350) million in 1Q22, ($37) million in 4Q21, $78 million in 3Q21 and $124 million in 2Q21.

(3) Excludes ($501) million of fair value adjustment for loans in hedge accounting relationships in 2Q22, ($350) million in 1Q22, ($37) million in 4Q21, $78 million in 3Q21 and $124 million in 2Q21.

(4) Represents Health Credit Services (HCS) which Ally acquired in 4Q19 (now Ally Lending).

ALLY FINANCIAL INC.
CAPITAL

($ in billions)	QUARTERLY TRENDS					CHANGE VS.	
Capital	2Q 22	1Q 22	4Q 21	3Q 21	2Q 21	1Q 22	2Q 21
Risk-weighted assets	$ 152.2	$ 149.0	$ 146.4	$ 140.0	$ 138.8	$ 3.2	$ 13.4
Common Equity Tier 1 (CET1) capital ratio	9.6%	10.0%	10.3%	11.2%	11.3%		
Tier 1 capital ratio	11.1%	11.5%	11.9%	12.8%	13.1%		
Total capital ratio	12.7%	13.1%	13.5%	14.6%	14.8%		
Tangible common equity / Tangible assets [(1)(2)]	5.8%	6.6%	7.6%	8.2%	8.2%		
Tangible common equity / Risk-weighted assets [(1)]	7.1%	8.2%	9.4%	10.4%	10.7%		
Shareholders' equity	$ 14.0	$ 15.4	$ 17.1	$ 17.3	$ 17.5	$ (1.4)	$ (3.5)
add: CECL phase-in adjustment	0.9	0.9	1.2	1.2	1.1	—	(0.2)
less: Certain AOCI items and other adjustments	2.1	0.9	(0.8)	(0.5)	(0.6)	1.2	2.7
Preferred equity	(2.3)	(2.3)	(2.3)	(2.3)	(2.3)	—	—
Common Equity Tier 1 capital	$ 14.7	$ 14.8	$ 15.1	$ 15.7	$ 15.7	$ (0.1)	$ (1.0)
Common Equity Tier 1 capital	$ 14.7	$ 14.8	$ 15.1	$ 15.7	$ 15.7	$ (0.1)	$ (1.0)
add: Preferred equity	2.3	2.3	2.3	2.3	2.3	—	—
Trust preferred securities	—	—	—	—	0.2	—	(0.2)
less: Other adjustments	—	—	(0.1)	(0.1)	(0.1)	—	0.1
Tier 1 capital	$ 16.9	$ 17.1	$ 17.4	$ 17.9	$ 18.2	$ (0.2)	$ (1.3)
Tier 1 capital	$ 16.9	$ 17.1	$ 17.4	$ 17.9	$ 18.2	$ (0.2)	$ (1.3)
add: Qualifying subordinated debt	0.6	0.6	0.6	0.8	0.8	—	(0.2)
Allowance for loan and lease losses includible in Tier 2 capital and other adjustments	1.9	1.8	1.7	1.6	1.6	0.1	0.3
Total capital	$ 19.4	$ 19.6	$ 19.7	$ 20.4	$ 20.6	$ (0.2)	$ (1.2)
Total shareholders' equity	$ 14.0	$ 15.4	$ 17.1	$ 17.3	$ 17.5	$ (1.4)	$ (3.5)
less: Preferred equity	(2.3)	(2.3)	(2.3)	(2.3)	(2.3)	—	—
Goodwill and intangible assets, net of deferred tax liabilities	(0.9)	(0.9)	(0.9)	(0.4)	(0.4)	—	(0.5)
Tangible common equity [(1)]	$ 10.7	$ 12.2	$ 13.8	$ 14.6	$ 14.8	$ (1.5)	$ (4.1)
Total assets	$ 185.7	$ 184.3	$ 182.1	$ 179.2	$ 180.5	$ 1.4	$ 5.2
less: Goodwill and intangible assets, net of deferred tax liabilities	(0.9)	(0.9)	(0.9)	(0.4)	(0.4)	—	(0.5)
Tangible assets [(2)]	$ 184.8	$ 183.4	$ 181.2	$ 178.8	$ 180.1	$ 1.4	$ 4.7

Note: Numbers may not foot due to rounding

(1) Represents a non-GAAP financial measure. See page 25 for methodology and detail.

(2) Represents a non-GAAP financial measure. Ally defines tangible assets as total assets less goodwill and intangible assets, net of deferred tax liabilities.

For more details on the final rules to address the impact of CECL on regulatory capital by allowing BHCs and banks, including Ally, to delay and subsequently phase-in its impact, see page 25.

ALLY FINANCIAL INC.
LIQUIDITY AND DEPOSITS

	QUARTERLY TRENDS					CHANGE VS.	
Consolidated Available Liquidity ($ in billions)	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Liquid cash and cash equivalents [1]	$ 3.7	$ 3.6	$ 4.4	$ 10.1	$ 13.0	$ 0.1	$ (9.3)
Highly liquid securities [2]	24.6	25.9	26.8	26.7	28.4	(1.3)	(3.8)
Current committed unused capacity	—	—	—	0.1	0.2	—	(0.2)
Total current available liquidity	**$ 28.3**	**$ 29.5**	**$ 31.2**	**$ 36.9**	**$ 41.6**	**$ (1.2)**	**$ (13.3)**
Unsecured Long-Term Debt Maturity Profile	**2022**	**2023**	**2024**	**2025**	**2026**	**2027 & After**	
Consolidated remaining maturities [3]	$ —	$ 2.0	$ 1.5	$ 2.3	$ —	$ 4.0	
Ally Bank Deposits							
Key Deposit Statistics							
Average retail CD maturity (months)	20.7	20.5	20.3	20.2	20.1	0.2	0.6
Average retail deposit rate	0.71%	0.59%	0.61%	0.64%	0.69%		
End of Period Deposit Levels ($ in millions)							
Retail	$ 131,155	$ 135,978	$ 134,672	$ 131,590	$ 129,222	$ (4,823)	$ 1,933
Brokered & other	9,246	6,497	6,886	7,854	9,882	2,749	(636)
Total deposits	**$ 140,401**	**$ 142,475**	**$ 141,558**	**$ 139,444**	**$ 139,104**	**$ (2,074)**	**$ 1,297**
Deposit Mix							
Retail CD	23%	24%	26%	27%	28%		
MMA/OSA/Checking	71%	72%	70%	67%	65%		
Brokered	6%	4%	4%	6%	7%		

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

(2) Includes unencumbered UST, Agency debt, Agency MBS, and highly liquid Corporates

(3) Excludes retail notes; as of 6/30/2022. Reflects notional value of outstanding bond. Excludes total GAAP OID and capitalized transaction costs.

ALLY FINANCIAL INC.
NET INTEREST MARGIN

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Average Balance Details	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Retail Auto Loans	$ 79,695	$ 78,224	$ 77,979	$ 76,557	$ 74,662	$ 1,471	$ 5,033
Auto Lease (net of dep)	10,615	10,878	10,951	10,919	10,355	(263)	260
Dealer Floorplan	11,372	11,594	9,539	8,849	10,825	(222)	547
Other Dealer Loans	4,839	4,810	4,829	5,038	5,507	29	(668)
Corporate Finance	8,351	8,045	7,147	6,735	6,383	306	1,968
Mortgage[1]	18,980	18,228	17,533	15,125	13,179	752	5,801
Consumer Other - Ally Lending[2]	1,346	1,100	923	728	537	246	809
Consumer Other - Ally Credit Card [3]	1,093	981	309	—	—	112	1,093
Cash and Cash Equivalents	3,761	4,027	6,532	13,055	16,564	(266)	(12,803)
Investment Securities and Other	35,050	37,025	37,146	35,532	36,784	(1,975)	(1,734)
Total Earning Assets	**$ 175,103**	**$ 174,911**	**$ 172,888**	**$ 172,538**	**$ 174,796**	**$ 192**	**$ 307**
Interest Revenue	2,231	2,094	2,069	2,038	2,044	137	187
Unsecured Debt (ex. Core OID balance) [4][7]	$ 9,674	$ 9,976	$ 10,061	$ 9,787	$ 11,737	$ (302)	$ (2,063)
Secured Debt	1,154	1,089	1,331	1,675	2,618	65	(1,464)
Deposits [5]	139,814	141,557	140,043	139,244	139,382	(1,743)	432
Other Borrowings [6]	11,966	7,203	4,990	4,929	5,044	4,763	6,922
Total Funding Sources (ex. Core OID balance) [4]	**$ 162,608**	**$ 159,826**	**$ 156,425**	**$ 155,635**	**$ 158,781**	**$ 2,782**	**$ 3,827**
Interest Expense (ex. Core OID) [4]	457	391	406	435	488	66	(31)
Net Financing Revenue (ex. Core OID) [4]	**$ 1,774**	**$ 1,703**	**$ 1,663**	**$ 1,603**	**$ 1,556**	**$ 71**	**$ 218**
Net Interest Margin (yield details)							
Retail Auto Loan	6.82%	6.61%	6.61%	6.62%	6.70%	0.21%	0.12%
Retail Auto Loan (excl. hedge impact)	6.85%	6.75%	6.81%	6.84%	6.92%	0.10%	(0.07)%
Auto Lease (net of dep)	6.66%	6.96%	7.88%	9.21%	11.67%	(0.30)%	(5.01)%
Dealer Floorplan	3.45%	2.97%	2.98%	3.18%	3.31%	0.48%	0.14%
Other Dealer Loans	4.13%	4.17%	4.10%	4.16%	4.18%	(0.04)%	(0.05)%
Corporate Finance	5.02%	4.76%	5.15%	5.12%	5.37%	0.26%	(0.35)%
Mortgage	3.01%	2.94%	2.77%	2.83%	2.80%	0.07%	0.21%
Consumer Other - Ally Lending[2]	11.94%	12.62%	12.89%	13.86%	14.44%	(0.68)%	(2.50)%
Consumer Other - Ally Credit Card [3]	19.71%	18.75%	18.11%	—%	—%	0.96%	19.71%
Cash and Cash Equivalents	0.61%	0.15%	0.14%	0.14%	0.10%	0.46%	0.51%
Investment Securities and Other	2.35%	2.09%	1.81%	1.76%	1.63%	0.26%	0.72%
Total Earning Assets	**5.11%**	**4.86%**	**4.75%**	**4.68%**	**4.69%**	**0.25%**	**0.42%**
Unsecured Debt (ex. Core OID & Core OID balance) [4][7]	5.04%	5.12%	5.02%	5.19%	5.33%	(0.08)%	(0.29)%
Secured Debt	6.61%	6.36%	5.91%	4.29%	4.44%	0.25%	2.17%
Deposits [5]	0.76%	0.61%	0.64%	0.70%	0.77%	0.15%	(0.01)%
Other Borrowings[6]	1.75%	2.11%	2.59%	3.42%	2.81%	(0.36)%	(1.06)%
Total Funding Sources (ex. Core OID & Core OID balance) [4]	**1.12%**	**0.99%**	**1.03%**	**1.11%**	**1.23%**	**0.13%**	**(0.11)%**
NIM (as reported)	**4.04%**	**3.93%**	**3.80%**	**3.66%**	**3.55%**	**0.11%**	**0.49%**
NIM (ex. Core OID & Core OID balance) [4]	**4.06%**	**3.95%**	**3.82%**	**3.68%**	**3.57%**	**0.11%**	**0.49%**

(1) 'Mortgage includes held-for-investment (HFI) loans from the Mortgage Finance segment and the HFI legacy mortgage portfolio in run-off at the Corporate and Other segment.
(2) Unsecured consumer lending from point-of-sale financing.
(3) Credit Card lending portfolio. 4Q'21 end of period balance was $953 million. 4Q'21 Average Balance reflects one month of active balances on-balance sheet (12/1/2021-12/31/2021) and $0 for prior months within period.
(4) Represents a non-GAAP financial measure. Excludes Core OID from interest expense and Core OID balance from Unsecured Debt.
(5) Includes retail, brokered, and other deposits. Other includes sweep deposits and other deposits.
(6) Includes Demand Notes (terminated on 3/1/21), FHLB Borrowings, Repurchase Agreements and other.
(7) Includes trust preferred securities.

ALLY FINANCIAL INC.
ALLY BANK CONSUMER MORTGAGE HFI PORTFOLIOS (PERIOD-END)

($ in billions)	QUARTERLY TRENDS				
Mortgage Finance HFI Portfolio	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**
Loan Value					
Gross carry value	$ 18.9	$ 18.4	$ 17.6	$ 16.1	$ 13.6
Net carry value	$ 18.9	$ 18.4	$ 17.6	$ 16.0	$ 13.6
Estimated Pool Characteristics					
% Second lien	0.0%	0.0%	0.0%	0.0%	0.0%
% Interest only	0.0%	0.0%	0.0%	0.0%	0.0%
% 30+ Day delinquent[1][2]	0.7%	0.6%	0.8%	1.1%	0.8%
% Low/No documentation	0.0%	0.1%	0.1%	0.1%	0.1%
% Non-primary residence	4.1%	4.0%	3.9%	4.3%	4.9%
Refreshed FICO[3]	779	776	776	776	776
Wtd. Avg. LTV/CLTV [4]	53.7%	55.7%	56.9%	57.6%	58.8%
Corporate Other Legacy Mortgage HFI Portfolio					
Loan Value					
Gross carry value	$ 0.3	$ 0.3	$ 0.4	$ 0.4	$ 0.4
Net carry value	$ 0.3	$ 0.3	$ 0.4	$ 0.4	$ 0.4
Estimated Pool Characteristics					
% Second lien	13.9%	14.7%	15.0%	15.6%	16.5%
% Interest only	0.1%	0.1%	0.1%	0.2%	0.1%
% 30+ Day delinquent[1][2]	7.2%	7.1%	7.5%	8.1%	6.3%
% Low/No documentation	23.6%	23.7%	23.4%	23.3%	23.1%
% Non-primary residence	3.3%	3.5%	3.5%	3.6%	3.2%
Refreshed FICO[3]	740	738	735	735	734
Wtd. Avg. LTV/CLTV [4]	49.1%	52.2%	54.2%	56.0%	61.0%

1) MBA Delinquency buckets were used for First Lien products and OTS Delinquency buckets were used for all others.

2) %30+Day Delinquency bucket excludes loans which are current but are in bankruptcy.

3) Refreshed FICO includes the entire Bank HFI portfolio, inclusive of SBO. Previously, SBO loans had been excluded from our reporting.

4) 1st lien only. Updated home values derived using a combination of appraisals, BPOs, AVMs and MSA level house price indices.

ALLY FINANCIAL INC.
EARNINGS PER SHARE RELATED INFORMATION



($ in millions, shares in thousands)		QUARTERLY TRENDS					CHANGE VS.	
Earnings Per Share Data		**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
GAAP net income attributable to common shareholders		**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ 900**	**$ (173)**	**$ (446)**
Weighted-average common shares outstanding - basic		322,057	335,678	345,870	359,179	370,412	(13,621)	(48,355)
Weighted-average common shares outstanding - diluted		324,027	337,812	348,666	361,855	373,029	(13,784)	(49,001)
Issued shares outstanding (period-end)		312,781	327,306	337,941	349,599	362,639	(14,525)	(49,857)
Net income per share - basic		**$ 1.41**	**$ 1.87**	**$ 1.80**	**$ 1.90**	**$ 2.43**	**$ (0.46)**	**$ (1.02)**
Net income per share - diluted		**$ 1.40**	**$ 1.86**	**$ 1.79**	**$ 1.89**	**$ 2.41**	**$ (0.45)**	**$ (1.01)**
Adjusted Earnings per Share ("Adjusted EPS")								
Numerator								
GAAP net income attributable to common shareholders		**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ 900**	**$ (173)**	**$ (446)**
Discontinued operations, net of tax		—	—	6	—	(1)	—	1
Core OID		10	10	9	9	9	—	1
Change in the fair value of equity securities		136	66	(21)	65	(19)	71	156
Core OID, repositioning & change in the fair value of equity securities tax *(tax rate 21%)*		(31)	(16)	(20)	(26)	(13)	(15)	(18)
Repositioning		—	—	107	52	70	—	(70)
Significant discrete tax items		—	—	—	—	(78)	—	78
Core net income attributable to common shareholders [(1)]		**$ 570**	**$ 687**	**$ 705**	**$ 782**	**$ 868**	**$ (117)**	**$ (298)**
Denominator								
Weighted-average common shares outstanding - diluted		**324,027**	**337,812**	**348,666**	**361,855**	**373,029**	**(13,784)**	**(49,001)**
Adjusted EPS [(2)]		**$ 1.76**	**$ 2.03**	**$ 2.02**	**$ 2.16**	**$ 2.33**	**$ (0.27)**	**$ (0.57)**
Core original issue discount (Core OID) amortization expense [(1)]		$ 10	$ 10	$ 9	$ 9	$ 9	$ —	$ 1
Other OID		2	3	3	3	3	—	—
GAAP original issue discount amortization expense		**$ 13**	**$ 13**	**$ 12**	**$ 12**	**$ 12**	**$ —**	**$ 1**
Core outstanding original issue discount balance (Core OID balance) [(1)]		**$ (863)**	**$ (873)**	**$ (883)**	**$ (900)**	**$ (952)**	**$ 10**	**$ 89**
Other outstanding OID balance		(39)	(37)	(40)	(29)	(32)	(1)	(7)
GAAP outstanding original issue discount balance		**$ (901)**	**$ (911)**	**$ (923)**	**$ (929)**	**$ (983)**	**$ 9**	**$ 82**
GAAP net financing revenue	[A]	**$ 1,764**	**$ 1,693**	**$ 1,654**	**$ 1,594**	**$ 1,547**	**$ 71**	**$ 217**
Core OID		10	10	9	9	9	—	1
Net Financing Revenue (ex. Core OID)	[B]	**$ 1,774**	**$ 1,703**	**$ 1,663**	**$ 1,603**	**$ 1,556**	**$ 71**	**$ 218**
GAAP Other Revenue	[C]	**$ 312**	**$ 442**	**$ 545**	**$ 391**	**$ 538**	**$ (130)**	**$ (226)**
Repositioning		—	—	9	52	70	—	(70)
Change in the fair value of equity securities		136	66	(21)	65	(19)	71	156
Adjusted Other Revenue	[D]	**$ 448**	**$ 508**	**$ 533**	**$ 507**	**$ 588**	**$ (59)**	**$ (140)**
GAAP Provision Expense		**$ 304**	**$ 167**	**$ 210**	**$ 76**	**$ (32)**	**$ 137**	**$ 336**
Repositioning		—	—	(97)	—	—	—	—
Adjusted Provision (ex. Repositioning)		**$ 304**	**$ 167**	**$ 113**	**$ 76**	**$ (32)**	**$ 137**	**$ 336**
GAAP Noninterest expense	[E]	**$ 1,138**	**$ 1,122**	**$ 1,090**	**$ 1,002**	**$ 1,075**	**$ 16**	**$ 63**
Adjusted Noninterest Expense	[F]	**$ 1,138**	**$ 1,122**	**$ 1,090**	**$ 1,002**	**$ 1,075**	**$ 16**	**$ 63**
Pre-Provision Net Revenue (PPNR)	[A]+[C]+[E]	**$ 938**	**$ 1,013**	**$ 1,109**	**$ 983**	**$ 1,010**	**$ (75)**	**$ (72)**
Core Pre-Provision Net Revenue (PPNR) [(1)]	[B]+[D]+[F]	**$ 1,084**	**$ 1,088**	**$ 1,107**	**$ 1,108**	**$ 1,070**	**$ (4)**	**$ 15**

(1) Represents a non-GAAP financial measure. See page 25 for definitions.
(2) Adjusted earnings per share (Adjusted EPS) is a non-GAAP financial measure that adjusts GAAP EPS for revenue and expense items that are typically strategic in nature or that management otherwise does not view as reflecting the operating performance of the company. Management believes Adjusted EPS can help the reader better understand the operating performance of the core businesses and their ability to generate earnings. In the numerator of Adjusted EPS, GAAP net income attributable to common shareholders is adjusted for the following items: (1) excludes discontinued operations, net of tax, as Ally is primarily a domestic company and sales of international businesses and other discontinued operations in the past have significantly impacted GAAP EPS, (2) adds back the tax-effected non-cash Core OID, (3) adjusts for tax-effected repositioning and other which are primarily related to the extinguishment of high cost legacy debt, strategic activities and significant other one-time items, (4) excludes equity fair value adjustments (net of tax) related to ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity, and (5) excludes significant discrete tax items that do not relate to the operating performance of the core businesses, and adjusts for preferred stock capital actions (e.g., Series A and Series G) that have been taken by the company to normalize its capital structure, as applicable for respective periods.(3) Repositioning and other includes a $50 million Goodwill impairment at Ally Invest in 2Q20.

ALLY FINANCIAL INC.
ADJUSTED TANGIBLE BOOK PER SHARE RELATED INFORMATION

($ in millions, shares in thousands)	QUARTERLY TRENDS					CHANGE VS.	
Adjusted Tangible Book Value Per Share ("Adjusted TBVPS") Information	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Numerator							
GAAP shareholder's equity	**$ 13,984**	**$ 15,413**	**$ 17,050**	**$ 17,289**	**$ 17,530**	**$ (1,429)**	**$ (3,546)**
Preferred equity	(2,324)	(2,324)	(2,324)	(2,324)	(2,324)	—	—
GAAP common shareholder's equity	**$ 11,660**	**$ 13,089**	**$ 14,726**	**$ 14,965**	**$ 15,206**	**$ (1,429)**	**$ (3,546)**
Goodwill and identifiable intangibles, net of DTLs	(920)	(932)	(941)	(369)	(374)	11	(547)
Tangible common equity [1]	10,740	12,157	13,785	14,596	14,832	(1,418)	(4,093)
Tax-effected Core OID balance *(21% tax rate)* [1]	(682)	(690)	(698)	(711)	(752)	8	70
Adjusted tangible book value [2]	**$ 10,058**	**$ 11,468**	**$ 13,087**	**$ 13,885**	**$ 14,081**	**$ (1,410)**	**$ (4,023)**
Denominator							
Issued shares outstanding (period-end, thousands)	**312,781**	**327,306**	**337,941**	**349,599**	**362,639**	**(14,525)**	**(49,857)**
GAAP shareholder's equity per share	**$ 44.71**	**$ 47.09**	**$ 50.45**	**$ 49.45**	**$ 48.34**	**$ (2.38)**	**$ (3.63)**
Preferred equity per share	(7.43)	(7.10)	(6.88)	(6.65)	(6.41)	(0.33)	(1.02)
GAAP common shareholder's equity per share	**$ 37.28**	**$ 39.99**	**$ 43.58**	**$ 42.81**	**$ 41.93**	**$ (2.71)**	**$ (4.65)**
Goodwill and identifiable intangibles, net of DTLs per share	(2.94)	(2.85)	(2.79)	(1.06)	(1.03)	(0.10)	(1.91)
Tangible common equity per share [1]	34.34	37.14	40.79	41.75	40.90	(2.81)	(6.57)
Tax-effected Core OID balance *(21% tax rate)* per share [1]	(2.18)	(2.11)	(2.06)	(2.03)	(2.07)	(0.07)	(0.11)
Adjusted tangible book value per share [2]	**$ 32.16**	**$ 35.04**	**$ 38.73**	**$ 39.72**	**$ 38.83**	**$ (2.88)**	**$ (6.67)**

(1) Represents a non-GAAP financial measure. See page 25 for methodology and detail.
(2) Adjusted tangible book value per share (Adjusted TBVPS) is a non-GAAP financial measure that reflects the book value of equity attributable to shareholders even if Core OID balance were accelerated immediately through the financial statements. As a result, management believes Adjusted TBVPS provides the reader with an assessment of value that is more conservative than GAAP common shareholder's equity per share. Adjusted TBVPS generally adjusts common equity for (1) goodwill and identifiable intangibles, net of DTLs, and (2) tax-effected Core OID balance to reduce tangible common equity in the event the corresponding discounted bonds are redeemed/tendered and (3) Series G discount which reduces tangible common equity as the company has normalized its capital structure, as applicable for respective periods.

ALLY FINANCIAL INC.
CORE ROTCE RELATED INFORMATION

($ in millions) unless noted otherwise	QUARTERLY TRENDS					CHANGE VS.	
Core Return on Tangible Common Equity ("Core ROTCE")	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Numerator							
GAAP net income attributable to common shareholders	**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ 900**	**$ (173)**	**$ (446)**
Discontinued operations, net of tax	—	—	6	—	(1)	—	1
Core OID	10	10	9	9	9	—	1
Change in the fair value of equity securities	136	66	(21)	65	(19)	71	156
Core OID, repositioning & change in the fair value of equity securities tax *(tax rate 21%)*	(31)	(16)	(20)	(26)	(13)	(15)	(18)
Repositioning	—	—	107	52	70	—	(70)
Significant discrete tax items	—	—	—	—	(78)	—	78
Core net income attributable to common shareholders [(1)]	**$ 570**	**$ 687**	**$ 705**	**$ 782**	**$ 868**	**$ (117)**	**$ (298)**
Denominator (average, $ millions)							
GAAP shareholder's equity	**$14,699**	**$16,232**	**$17,170**	**$17,410**	**$16,078**	**$(1,533)**	**$(1,379)**
Preferred equity	(2,324)	(2,324)	(2,324)	(2,324)	(1,162)	—	(1,162)
Goodwill & identifiable intangibles, net of deferred tax liabilities ("DTLs")	(926)	(937)	(655)	(371)	(376)	11	(550)
Tangible common equity [(1)]	$11,449	$12,971	$14,190	$14,714	$14,540	$(1,522)	$(3,091)
Core OID balance	(868)	(878)	(892)	(926)	(985)	10	117
Net deferred tax asset ("DTA")	(758)	(437)	(551)	(866)	(571)	(322)	(188)
Normalized common equity	**$ 9,822**	**$11,656**	**$12,747**	**$12,923**	**$12,984**	**$(1,834)**	**$(3,162)**
Core Return on Tangible Common Equity [(2)]	**23.2%**	**23.6%**	**22.1%**	**24.2%**	**26.7%**		

(1) Represents a non-GAAP measure. See page 25 for methodology and detail.
(2) Core return on tangible common equity (Core ROTCE) is a non-GAAP financial measure that management believes is helpful for readers to better understand the ongoing ability of the company to generate returns on its equity base that supports core operations. For purposes of this calculation, tangible common equity is adjusted for Core OID balance and net DTA. Ally's Core net income attributable to common shareholders for purposes of calculating Core ROTCE is based on the actual effective tax rate for the period adjusted for significant discrete tax items including tax reserve releases, which aligns with the methodology used in calculating adjusted earnings per share.

1. In the numerator of Core ROTCE, GAAP net income attributable to common shareholders is adjusted for discontinued operations net of tax, repositioning and other which is primarily related to the extinguishment of high cost legacy debt, strategic activities and significant onetime items, tax-effected Core OID, fair value adjustments (net of tax) related to ASU 2016-01, effective 1/1/2018, which requires change in the fair value of equity securities to be recognized in current period net income as compared to prior periods in which such adjustments were recognized through other comprehensive income, a component of equity, significant discrete tax items, and preferred stock capital actions, as applicable for respective periods..

2. In the denominator, GAAP shareholder's equity is adjusted for goodwill and identifiable intangibles net of DTL, Core OID balance, and net DTA.

ALLY FINANCIAL INC.
ADJUSTED EFFICIENCY RATIO RELATED INFORMATION

($ in millions)	QUARTERLY TREND					CHANGE VS.	
Adjusted Efficiency Ratio Calculation	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 21**	**1Q 22**	**2Q 21**
Numerator							
GAAP Noninterest expense	$ 1,138	$ 1,122	$ 1,090	$ 1,002	$ 1,075	$ 16	$ 63
Rep and warrant expense	—	—	—	—	—	—	—
Insurance expense	(300)	(274)	(263)	(273)	(272)	(26)	(28)
Adjusted noninterest expense for the efficiency ratio	**$ 838**	**$ 848**	**$ 827**	**$ 729**	**$ 803**	**$ (10)**	**$ 35**
Denominator							
Total net revenue	$ 2,076	$ 2,135	$ 2,199	$ 1,985	$ 2,085	$ (59)	$ (9)
Core OID	10	10	9	9	9	—	1
Insurance revenue	(178)	(287)	(354)	(297)	(359)	109	181
Repositioning	—	—	9	52	70	—	(70)
Adjusted net revenue for the efficiency ratio	**$ 1,908**	**$ 1,858**	**$ 1,864**	**$ 1,749**	**$ 1,805**	**$ 50**	**$ 103**
Adjusted Efficiency Ratio [(1)]	**43.9%**	**45.6%**	**44.4%**	**41.7%**	**44.5%**		

(1) Adjusted efficiency ratio is a non-GAAP financial measure that management believes is helpful to readers in comparing the efficiency of its core banking and lending businesses with those of its peers. In the numerator of Adjusted efficiency ratio, total noninterest expense is adjusted for Insurance segment expense, Rep and warrant expense, and repositioning and other which is primarily related to the extinguishment of high cost legacy debt, strategic activities and significant one-time items, as applicable for respective periods. In the denominator, total net revenue is adjusted for Insurance segment revenue and Core OID. See page 11 for the combined ratio for the Insurance segment which management uses as a primary measure of underwriting profitability for the Insurance business.

The following are non-GAAP financial measures which Ally believes are important to the reader of the Consolidated Financial Statements, but which are supplemental to, and not a substitute for, GAAP measures: Adjusted Earnings per Share (Adjusted EPS), Core pre tax income, Core net income attributable to common shareholders, Core return on tangible common equity (Core ROTCE), Adjusted efficiency ratio, Adjusted total net revenue, Adjusted other revenue, Adjusted noninterest expense, Core original issue discount (Core OID) amortization expense and Core outstanding original issue discount balance (Core OID balance), Net financing revenue (excluding Core OID), and Adjusted tangible book value per share (Adjusted TBVPS). These measures are used by management and we believe are useful to investors in assessing the company's operating performance and capital. For calculation methodology, refer to the Reconciliation to GAAP later in this document.

1) Core pre-tax income is a non-GAAP financial measure that adjusts pre-tax income from continuing operations by excluding (1) Core OID, and (2) equity fair value adjustments related to ASU 2016-01 which requires change in the fair value of equity securities to be recognized in current period net income as compared to periods prior to 1/1/18 in which such adjustments were recognized through other comprehensive income, a component of equity (change in fair value of equity securities impacts the Insurance and Corporate Finance segments), and (3) Repositioning and other which are primarily related to the extinguishment of high cost legacy debt, strategic activities and significant other one-time items, as applicable for respective periods or businesses. Management believes core pre-tax income can help the reader better understand the operating performance of the core businesses and their ability to generate earnings. See page 5 for calculation methodology and details.

2) Core net income attributable to common shareholders is a non-GAAP financial measure that serves as the numerator in the calculations of Adjusted EPS and Core ROTCE and that, like those measures, is believed by management to help the reader better understand the operating performance of the core businesses and their ability to generate earnings. Core net income attributable to common shareholders adjusts GAAP net income attributable to common shareholders for discontinued operations net of tax, tax-effected Core OID expense, tax-effected repositioning and other primarily related to the extinguishment of high-cost legacy debt and strategic activities and significant other, preferred stock capital actions, significant discrete tax items and tax-effected changes in equity investments measured at fair value, as applicable for respective periods. See page 21 calculation methodology and details.

3) Tangible Common Equity is a non-GAAP financial measure that is defined as common stockholders' equity less goodwill and identifiable intangible assets, net of deferred tax liabilities. Ally considers various measures when evaluating capital adequacy, including tangible common equity. Ally believes that tangible common equity is important because we believe readers may assess our capital adequacy using this measure. Additionally, presentation of this measure allows readers to compare certain aspects of our capital adequacy on the same basis to other companies in the industry. For purposes of calculating Core return on tangible common equity (Core ROTCE), tangible common equity is further adjusted for Core OID balance and net deferred tax asset. See page 22 for more details.

4) Core original issue discount (Core OID) amortization expense is a non-GAAP financial measure for OID and is believed by management to help the reader better understand the activity removed from: Core pre-tax income (loss), Core net income (loss) attributable to common shareholders, Adjusted EPS, Core ROTCE, Adjusted efficiency ratio, Adjusted total net revenue, and Net financing revenue (excluding Core OID). Core OID is primarily related to bond exchange OID which excludes international operations and future issuances. Core OID for all periods shown is applied to the pre-tax income of the Corporate and Other segment. See page 21 calculation methodology and details.

5) Core outstanding original issue discount balance (Core OID balance) is a non-GAAP financial measure for outstanding OID and is believed by management to help the reader better understand the balance removed from Core ROTCE and Adjusted TBVPS. Core OID balance is primarily related to bond exchange OID which excludes international operations and future issuances. See page 21 for calculation methodology and details

6) Accelerated issuance expense (Accelerated OID) is the recognition of issuance expenses related to calls of redeemable debt.

7) Estimated impact of CECL on regulatory capital per final rule issued by U.S. banking agencies - In December 2018, the FRB and other U.S. banking agencies approved a final rule to address the impact of CECL on regulatory capital by allowing BHCs and banks, including Ally, the option to phase in the day-one impact of CECL over a three-year period. In March 2020, the FRB and other U.S. banking agencies issued an interim final rule that became effective on March 31, 2020 and provided an alternative option for banks to temporarily delay the impacts of CECL, relative to the incurred loss methodology for estimating the allowance for loan losses, on regulatory capital. A final rule that was largely unchanged from the March 2020 interim final rule was issued by the FRB and other U.S. banking agencies in August 2020, and became effective in September 2020. For regulatory capital purposes, these rules permitted us to delay recognizing the estimated impact of CECL on regulatory capital until after a two-year deferral period, which for us extended through December 31, 2021. Beginning on January 1, 2022, we are required to phase in 25% of the previously deferred estimated capital impact of CECL, with an additional 25% to be phased in at the beginning of each subsequent year until fully phased in by the first quarter of 2025. Under these rules, firms that adopt CECL and elect the five-year transition will calculate the estimated impact of CECL on regulatory capital as the day-one impact of adoption plus 25% of the subsequent change in allowance during the two-year deferral period, which according to the final rule approximates the impact of CECL relative to an incurred loss model. We adopted this transition option during the first quarter of 2020, and beginning January 1, 2022, are phasing in the regulatory capital impacts of CECL based on this five-year transition period.

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

9) Repositioning is primarily related to the extinguishment of high-cost legacy debt, strategic activities and other one-time items.

10) Core pre-provision net revenue (Core PPNR) is a non-GAAP financial measure calculated by adjusting Core pre-tax income to add back provision for credit losses. Management believes that Core PPNR is a helpful financial metric because it enables the reader to assess the core businesses ability to generate earnings to cover credit losses and is utilized by the Federal Reserve's approach to modeling within the Supervisory Stress Test Framework that generally follows U.S. generally accepted accounting principles (GAAP) and includes a calculation of PPNR as a component of projected pre-tax net income. See page 21 for calculation detail.