

THIRD 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.
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ALLY FINANCIAL INC.
CONSOLIDATED FINANCIAL HIGHLIGHTS

($ in millions, shares in thousands)	QUARTERLY TRENDS					CHANGE VS.	
Selected Income Statement Data	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Net financing revenue (excluding Core OID) [1]	*$ 1,730*	*$ 1,774*	*$ 1,703*	*$ 1,663*	*$ 1,603*	*$ (45)*	*$ 126*
Core OID	*(11)*	*(10)*	*(10)*	*(9)*	*(9)*	*—*	*(1)*
Net financing revenue (as reported)	1,719	1,764	1,693	1,654	1,594	(45)	125
Other revenue (adjusted) [1]	*359*	*448*	*508*	*533*	*507*	*(89)*	*(148)*
Change in fair value of equity securities [2]	*(62)*	*(136)*	*(66)*	*21*	*(65)*	*74*	*2*
Repositioning [2]	*—*	*—*	*—*	*(9)*	*(52)*	*—*	*52*
Other revenue (as reported)	297	312	442	545	391	(15)	(94)
Provision for loan losses	438	304	167	210	76	134	362
Noninterest Expense (ex. Repositioning)	1,141	1,138	1,122	1,090	1,002	3	139
Repositioning	20	—	—	—	—	20	20
Total noninterest expense [3]	1,161	1,138	1,122	1,090	1,002	23	159
Pre-tax income from continuing operations	**417**	**634**	**846**	**899**	**907**	**(217)**	**(490)**
Income tax expense	117	152	191	241	195	(35)	(78)
(Loss) income from discontinued operations, net of tax	(1)	—	—	(6)	—	(1)	(1)
Net Income	**299**	**482**	**655**	**652**	**712**	**(183)**	**(413)**
Preferred Dividends	27	28	28	28	29	(1)	(2)
Net income attributable to common shareholders	**$ 272**	**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ (182)**	**$ (411)**
Core Pre-Provision Net Revenue [4]	**$ 948**	**$ 1,084**	**$ 1,088**	**$ 1,107**	**$ 1,108**	**$ (137)**	**$ (161)**
Selected Balance Sheet Data (Period-End)							
Total assets	$ 188,640	$ 185,703	$ 184,297	$ 182,350	$ 179,184	$ 2,937	$ 9,456
Consumer loans	106,720	103,683	99,869	98,226	95,052	3,037	11,668
Commercial loans	25,736	24,774	25,496	24,042	19,419	962	6,317
Allowance for loan losses	(3,611)	(3,450)	(3,301)	(3,267)	(3,148)	(161)	(463)
Deposits	145,751	140,401	142,475	141,558	139,444	5,350	6,307
Total equity	12,434	13,984	15,413	17,050	17,289	(1,550)	(4,855)
Common Share Count							
Weighted average basic	308,220	322,057	335,678	345,870	359,179	(13,837)	(50,960)
Weighted average diluted	310,086	324,027	337,812	348,666	361,855	(13,941)	(51,769)
Issued shares outstanding (period-end)	300,335	312,781	327,306	337,941	349,599	(12,446)	(49,264)
Per Common Share Data							
Earnings per share (basic)	$ 0.88	$ 1.41	$ 1.87	$ 1.80	$ 1.90	$ (0.53)	$ (1.02)
Earnings per share (diluted)	0.88	1.40	1.86	1.79	1.89	(0.52)	(1.01)
Adjusted earnings per share [1]	1.12	1.76	2.03	2.02	2.16	(0.64)	(1.04)
Book value per share	33.66	37.28	39.99	43.58	42.81	(3.62)	(9.14)
Tangible book value per share [5]	30.63	34.34	37.14	40.79	41.75	(3.70)	(11.12)
Adjusted tangible book value per share [5]	28.39	32.16	35.04	38.73	39.72	(3.76)	(11.32)
Select Financial Ratios							
Net interest margin (as reported)	3.81%	4.04%	3.93%	3.80%	3.66%		
Net interest margin (ex. Core OID) [1]	3.83%	4.06%	3.95%	3.82%	3.68%		
Cost of funds	1.93%	1.16%	1.03%	1.06%	1.14%		
Cost of funds (ex. Core OID) [1]	1.89%	1.12%	0.99%	1.03%	1.11%		
Efficiency Ratio [6]	57.6%	54.8%	52.6%	49.6%	50.5%		
Adjusted efficiency ratio [6]	48.2%	43.9%	45.6%	44.4%	41.7%		
Return on average assets	0.6%	1.0%	1.4%	1.4%	1.5%		
Return on average total equity	8.2%	12.4%	15.5%	14.5%	15.7%		
Return on average tangible common equity	10.9%	15.9%	19.3%	17.6%	18.6%		
Core ROTCE [7]	17.2%	23.2%	23.6%	22.1%	24.2%		
Capital Ratios [8]							
Common Equity Tier 1 (CET1) capital ratio	9.3%	9.6%	10.0%	10.3%	11.2%		
Tier 1 capital ratio	10.8%	11.1%	11.5%	11.9%	12.8%		
Total capital ratio	12.4%	12.7%	13.1%	13.5%	14.6%		
Tier 1 leverage ratio	8.8%	9.1%	9.4%	9.7%	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.	
	3Q 22	2Q 22	1Q 22	4Q 21	3Q 21	2Q 22	3Q 21
Financing revenue and other interest income							
Interest and fees on finance receivables and loans	$ 2,120	$ 1,842	$ 1,714	$ 1,679	$ 1,619	$ 278	$ 501
Interest on loans held-for-sale	10	4	4	4	5	6	5
Total interest and dividends on investment securities	206	195	183	162	150	11	56
Interest-bearing cash	16	5	2	2	5	11	11
Other earning assets	12	8	5	5	5	4	7
Operating leases	397	396	403	403	393	1	4
Total financing revenue and other interest income	2,761	2,450	2,311	2,255	2,177	311	584
Interest expense							
Interest on deposits	567	263	211	226	245	304	322
Interest on short-term borrowings	43	19	5	—	—	24	43
Interest on long-term debt	194	184	185	189	191	10	3
Interest on other	—	1	—	—	8	(1)	(8)
Total interest expense	804	467	401	415	444	337	360
Depreciation expense on operating lease assets	238	219	217	186	139	19	99
Net financing revenue (as reported)	**$ 1,719**	**$ 1,764**	**$ 1,693**	**$ 1,654**	**$ 1,594**	**$ (45)**	**$ 125**
Other revenue							
Insurance premiums and service revenue earned	289	280	280	280	279	9	10
Gain on mortgage and automotive loans, net	10	4	14	14	18	6	(8)
Loss on extinguishment of debt	0	0	—	(10)	(52)	0	52
Other (loss) / gain on investments, net	(54)	(124)	5	73	24	70	(78)
Other income, net of losses	52	152	143	188	122	(100)	(70)
Total other revenue	**297**	**312**	**442**	**545**	**391**	**(15)**	**(94)**
Total net revenue	**2,016**	**2,076**	**2,135**	**2,199**	**1,985**	**(60)**	**31**
Provision for loan losses	**438**	**304**	**167**	**210**	**76**	**134**	**362**
Noninterest expense							
Compensation and benefits expense	467	437	493	413	389	30	78
Insurance losses and loss adjustment expenses	70	89	58	55	69	(19)	1
Other operating expenses	624	612	571	622	544	12	80
Total noninterest expense	1,161	1,138	1,122	1,090	1,002	23	159
Pre-tax income from continuing operations	**$ 417**	**$ 634**	**$ 846**	**$ 899**	**$ 907**	**$ (217)**	**$ (490)**
Income tax expense from continuing operations	117	152	191	241	195	(35)	(78)
Net income from continuing operations	**300**	**482**	**655**	**658**	**712**	**(182)**	**(412)**
(Loss) from discontinued operations, net of tax	(1)	—	—	(6)	—	(1)	(1)
Net income	**299**	**482**	**655**	**652**	**712**	**(183)**	**(413)**
Preferred Dividends	27	28	28	28	29	(1)	(2)
Net Income Available to Common Shareholders	**$ 272**	**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ (182)**	**$ (411)**
Core Pre-Tax Income Walk							
Net financing revenue (ex. OID) [1]	**$ 1,730**	**$ 1,774**	**$ 1,703**	**$ 1,663**	**$ 1,603**	**$ (45)**	**$ 126**
Adjusted other revenue [1]	359	448	508	533	507	(89)	(148)
Provision for credit losses	438	304	167	113	76	134	362
Adjusted noninterest expense [1]	1,141	1,138	1,122	1,090	1,002	3	139
Core pre-tax income [2]	**$ 510**	**$ 780**	**$ 921**	**$ 994**	**$ 1,032**	**$ (271)**	**$ (523)**
Core OID	(11)	(10)	(10)	(9)	(9)	0	(1)
Change in the fair value of equity securities [3]	(62)	(136)	(66)	21	(65)	74	2
Repositioning [3]	(20)	—	—	(107)	(52)	(20)	31
Pre-tax income from continuing operations	**$ 417**	**$ 634**	**$ 846**	**$ 899**	**$ 907**	**$ (217)**	**$ (490)**

(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	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Cash and cash equivalents							
Noninterest-bearing	$ 638	$ 801	$ 470	$ 502	$ 636	$ (163)	$ 2
Interest-bearing	4,366	3,366	3,462	4,560	10,279	1,000	(5,913)
Total cash and cash equivalents	5,004	4,167	3,932	5,062	10,915	837	(5,911)
Investment securities [1]	31,344	33,590	35,413	35,859	35,317	(2,246)	(3,973)
Loans held-for-sale, net	808	798	471	549	456	10	352
Finance receivables and loans, net	132,456	128,457	125,365	122,268	114,471	3,999	17,985
Allowance for loan losses	(3,611)	(3,450)	(3,301)	(3,267)	(3,148)	(161)	(463)
Total finance receivables and loans, net	128,845	125,007	122,064	119,001	111,323	3,838	17,522
Investment in operating leases, net	10,577	10,516	10,730	10,862	10,969	61	(392)
Premiums receivables and other insurance assets	2,719	2,743	2,730	2,724	2,752	(24)	(33)
Other assets	9,343	8,882	8,957	8,293	7,452	461	1,891
Total assets	**$ 188,640**	**$ 185,703**	**$ 184,297**	**$ 182,350**	**$ 179,184**	**$ 2,937**	**$ 9,456**
Liabilities							
Deposit liabilities							
Noninterest-bearing	$ 220	$ 185	$ 175	$ 150	$ 167	$ 35	$ 53
Interest-bearing	145,531	140,216	142,300	141,408	139,277	5,315	6,254
Total deposit liabilities	145,751	140,401	142,475	141,558	139,444	5,350	6,307
Short-term borrowings	7,200	7,775	3,950	—	—	(575)	7,200
Long-term debt	16,628	16,984	15,885	17,029	14,946	(356)	1,682
Interest payable	484	270	302	210	422	214	62
Unearned insurance premiums and service revenue	3,468	3,490	3,500	3,514	3,537	(22)	(69)
Accrued expense and other liabilities	2,675	2,799	2,772	2,989	3,546	(124)	(871)
Total liabilities	**$ 176,206**	**$ 171,719**	**$ 168,884**	**$ 165,300**	**$ 161,895**	**$ 4,487**	**$ 14,311**
Equity							
Common stock and paid-in capital [2]	$ 14,994	$ 15,390	$ 15,956	$ 16,483	$ 17,050	$ (396)	$ (2,056)
Preferred stock	2,324	2,324	2,324	2,324	2,324	—	—
Accumulated deficit	(544)	(721)	(1,076)	(1,599)	(2,136)	177	1,592
Accumulated other comprehensive income / (loss)	(4,340)	(3,009)	(1,791)	(158)	51	(1,331)	(4,391)
Total equity	12,434	13,984	15,413	17,050	17,289	(1,550)	(4,855)
Total liabilities and equity	**$ 188,640**	**$ 185,703**	**$ 184,297**	**$ 182,350**	**$ 179,184**	**$ 2,937**	**$ 9,456**

(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	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Interest-bearing cash and cash equivalents	$ 3,627	$ 3,761	$ 4,027	$ 6,532	$ 13,055	$ (134)	$ (9,428)
Investment securities and other earning assets	34,166	34,679	36,664	36,809	35,193	(513)	(1,027)
Loans held-for-sale, net	748	420	570	461	464	328	284
Total finance receivables and loans, net [2]	129,996	125,628	122,772	118,135	112,907	4,368	17,089
Investment in operating leases, net	10,588	10,615	10,878	10,951	10,919	(27)	(331)
Total interest earning assets	179,125	175,103	174,911	172,888	172,538	4,022	6,587
Noninterest-bearing cash and cash equivalents	503	343	422	505	526	160	(23)
Other assets	10,338	10,510	9,825	9,568	9,328	(172)	1,010
Allowance for loan losses	(3,494)	(3,339)	(3,279)	(3,168)	(3,152)	(155)	(342)
Total assets	**$ 186,472**	**$ 182,617**	**$ 181,879**	**$ 179,793**	**$ 179,240**	**$ 3,855**	**$ 7,232**
Liabilities							
Interest-bearing deposit liabilities							
Retail deposit liabilities	$ 131,868	$ 132,111	$ 135,046	$ 132,706	$ 130,414	$ (243)	$ 1,454
Other interest-bearing deposit liabilities [3]	10,717	7,522	6,340	7,172	8,670	3,195	2,047
Total Interest-bearing deposit liabilities	142,586	139,633	141,387	139,878	139,084	2,953	3,502
Short-term borrowings	6,266	5,695	980	—	—	571	6,266
Long-term debt [4]	16,798	16,231	16,410	15,493	15,487	567	1,311
Total interest-bearing liabilities [4]	165,650	161,559	158,777	155,371	154,571	4,091	11,079
Noninterest-bearing deposit liabilities	207	181	171	165	160	26	47
Other liabilities	6,435	6,408	6,772	6,731	6,852	27	(417)
Total liabilities	**$ 172,292**	**$ 168,148**	**$ 165,720**	**$ 162,267**	**$ 161,583**	**$ 4,144**	**$ 10,709**
Equity							
Total equity	$ 14,180	$ 14,469	$ 16,159	$ 17,526	$ 17,657	$ (289)	$ (3,477)
Total liabilities and equity	**$ 186,472**	**$ 182,617**	**$ 181,879**	**$ 179,793**	**$ 179,240**	**$ 3,855**	**$ 7,232**

(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 $858 million in 3Q 2022, $868 million in 2Q 2022, $878 million in 1Q 2022, $889 million in 4Q 2021, and $905 million in Q3 2021

ALLY FINANCIAL INC.
SEGMENT HIGHLIGHTS

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Pre-tax Income / (Loss)	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Automotive Finance	$ 488	$ 600	$ 725	$ 839	$ 825	$ (112)	$ (337)
Insurance	(30)	(122)	13	91	24	92	(54)
Dealer Financial Services	**458**	**478**	**738**	**930**	**849**	**(20)**	**(391)**
Corporate Finance	91	60	64	73	61	31	30
Mortgage Finance	19	6	11	3	6	13	13
Corporate and Other [1]	(151)	90	33	(107)	(9)	(241)	(142)
Pre-tax income from continuing operations	**$ 417**	**$ 634**	**$ 846**	**$ 899**	**$ 907**	**$ (217)**	**$ (490)**
Core OID [2]	11	10	10	9	9	0	1
Change in the fair value of equity securities [3]	62	136	66	(21)	65	(74)	(2)
Repositioning [4]	20	—	—	107	52	20	(31)
Core pre-tax income [4]	**$ 510**	**$ 780**	**$ 921**	**$ 994**	**$ 1,032**	**$ (271)**	**$ (523)**

(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	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Net financing revenue							
Consumer	$ 1,461	$ 1,362	$ 1,302	$ 1,339	$ 1,320	$ 99	$ 141
Commercial	189	142	129	116	112	47	77
Operating leases	397	396	403	403	393	1	4
Total financing revenue and other interest income	2,047	1,900	1,834	1,858	1,825	147	222
Interest expense	506	380	322	331	357	126	149
Depreciation expense on operating lease assets:							
Depreciation expense on operating lease assets (ex. remarketing)	278	269	266	251	226	8	51
Remarketing gains	39	50	50	65	86	(10)	(47)
Total depreciation expense on operating lease assets	238	219	217	186	139	19	99
Net financing revenue	1,303	1,301	1,295	1,341	1,329	2	(26)
Other revenue							
Total other revenue	74	72	68	67	61	2	13
Total net revenue	1,377	1,373	1,363	1,408	1,390	4	(13)
Provision for credit losses	328	228	104	45	53	100	275
Noninterest expense							
Compensation and benefits	155	152	168	146	136	3	19
Other operating expenses	406	393	366	378	376	13	30
Total noninterest expense	561	545	534	524	512	16	49
Pre-tax Income	**$ 488**	**$ 600**	**$ 725**	**$ 839**	**$ 825**	**$ (112)**	**$ (337)**
Memo: Net lease revenue							
Operating lease revenue	$ 397	$ 396	$ 403	$ 403	$ 393	$ 1	$ 4
Depreciation expense on operating lease assets (ex. remarketing)	278	269	266	251	226	8	51
Remarketing gains, net of repo valuation	39	50	50	65	86	(10)	(47)
Total depreciation expense on operating lease assets	238	219	217	186	139	19	99
Net lease revenue	**$ 159**	**$ 177**	**$ 186**	**$ 217**	**$ 254**	**$ (18)**	**$ (95)**
Balance Sheet (Period-End)							
Cash, trading and investment securities	$ —	$ 23	$ 24	$ 23	$ 23	$ (23)	$ (23)
Loans held-for-sale, net	6	—	—	—	—	6	6
Consumer loans	84,116	82,191	79,262	78,289	77,683	1,925	6,433
Commercial loans	16,163	16,109	17,295	16,074	12,587	54	3,576
Allowance for loan losses	(3,024)	(2,914)	(2,794)	(2,802)	(2,851)	(110)	(173)
Total finance receivables and loans, net	97,255	95,386	93,763	91,561	87,419	1,869	9,836
Investment in operating leases, net	10,577	10,516	10,730	10,862	10,969	61	(392)
Other assets	1,276	1,253	1,237	1,207	1,206	23	70
Total assets	**$ 109,114**	**$ 107,178**	**$ 105,754**	**$ 103,653**	**$ 99,617**	**$ 1,936**	**$ 9,497**

ALLY FINANCIAL INC.
AUTOMOTIVE FINANCE - KEY STATISTICS

	QUARTERLY TRENDS					CHANGE VS.	
	3Q 22	2Q 22	1Q 22	4Q 21	3Q 21	2Q 22	3Q 21
U.S. Consumer Originations [1] *($ in billions)*							
Retail standard - new vehicle GM	$ 1.2	$ 1.1	$ 0.9	$ 0.8	$ 0.9	$ 0.2	$ 0.3
Retail standard - new vehicle Stellantis	0.9	0.9	1.0	1.0	1.1	0.0	(0.1)
Retail standard - new vehicle Growth	1.2	1.2	1.0	1.0	1.2	0.0	0.1
Used vehicle	7.9	9.1	7.6	7.0	7.8	(1.2)	0.0
Lease	1.1	0.9	1.0	0.9	1.3	0.2	(0.2)
Retail subvented	0.0	0.0	0.1	0.1	0.1	0.0	0.0
Total originations	$ 12.3	$ 13.3	$ 11.6	$ 10.9	$ 12.3	$ (0.9)	$ 0.1
U.S. Consumer Originations - FICO Score							
Super prime (760-999)	$ 2.1	$ 2.0	$ 1.8	$ 1.6	$ 1.9	$ 0.0	$ 0.1
High prime (720-759)	1.6	1.7	1.4	1.3	1.5	(0.1)	0.1
Prime (660-719)	4.0	4.3	3.7	3.5	4.0	(0.3)	0.0
Prime/Near (620-659)	2.6	3.0	2.8	2.6	3.0	(0.4)	(0.3)
Non-Prime (540-619)	0.9	1.2	0.9	1.0	1.0	(0.2)	(0.1)
Sub-Prime (0-539)	0.2	0.2	0.1	0.1	0.1	0.0	0.1
No FICO (Primarily CSG) [2]	0.9	0.9	0.9	0.7	0.7	0.0	0.2
Total originations	$ 12.3	$ 13.3	$ 11.6	$ 10.9	$ 12.3	$ (0.9)	$ 0.1
U.S. Consumer Retail Originations - Average FICO							
New vehicle	699	698	697	697	694	1	4
Used vehicle	684	682	682	679	679	2	4
Total retail originations	688	685	686	684	683	2	4
U.S. Market							
New light vehicle sales (SAAR - units in millions)	13.3	13.3	14.1	13.0	13.3	0.0	(0.1)
New light vehicle sales (quarterly - units in millions)	3.4	3.5	3.3	3.2	3.4	(0.1)	0.0
Dealer Engagement							
Total Active Dealers [3]	22,923	22,408	21,688	21,076	20,353	515	2,570
Total Application Volume (000s)	3,149	3,296	3,169	2,933	3,258	(147)	(109)
Ally U.S. Commercial Outstandings EOP ($ in billions)							
Floorplan outstandings	$ 10.8	$ 11.0	$ 12.4	$ 11.1	$ 7.6	$ (0.2)	$ 3.2
Dealer loans and other	5.3	5.1	4.9	4.9	5.0	0.2	0.4
Total Commercial outstandings	$ 16.2	$ 16.1	$ 17.3	$ 16.1	$ 12.6	$ 0.1	$ 3.6
U.S. Off-Lease Remarketing							
Off-lease vehicles terminated - on-balance sheet (# in units)	29,562	29,665	30,488	27,977	34,475	(103)	(4,913)
Average gain per vehicle	$ 1,325	$ 1,671	$ 1,640	$ 2,339	$ 2,495	$ (346)	$ (1,169)
Total gain ($ in millions)	$ 39	$ 50	$ 50	$ 65	$ 86	$ (10)	$ (47)

(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 3Q22
(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)*	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Net financing revenue							
Total interest and fees on finance receivables and loans[1]	$ 2	$ 2	$ 3	$ 4	$ 3	$ —	$ (1)
Interest and dividends on investment securities	28	29	26	26	25	(1)	3
Interest bearing cash	1	—	—	—	1	1	—
Total financing revenue and other interest revenue	31	31	29	30	29	—	2
Interest expense	7	11	12	15	15	(4)	(8)
Net financing revenue	24	20	17	15	14	4	10
Other revenue							
Insurance premiums and service revenue earned	289	280	280	280	279	9	10
Other (loss) / gain on investments, net	(56)	(127)	(14)	56	1	71	(57)
Other income, net of losses	3	5	4	3	3	(2)	—
Total other revenue	236	158	270	339	283	78	(47)
Total net revenue	260	178	287	354	297	82	(37)
Noninterest expense							
Compensation and benefits expense	26	24	28	23	23	2	3
Insurance losses and loss adjustment expenses	70	89	58	55	69	(19)	1
Other operating expenses	194	187	188	185	181	7	13
Total noninterest expense	290	300	274	263	273	(10)	17
Pre-tax (loss) income	**$ (30)**	**$ (122)**	**$ 13**	**$ 91**	**$ 24**	**$ 92**	**$ (54)**
Memo: Income Statement (Managerial View)							
Insurance premiums and other income							
Insurance premiums and service revenue earned	$ 289	$ 280	$ 280	$ 280	$ 279	$ 9	$ 10
Investment income (adjusted) [2]	30	29	64	47	80	1	(50)
Other income	3	5	4	3	3	(2)	—
Total insurance premiums and other income	322	314	348	330	362	8	(40)
Expense							
Insurance losses and loss adjustment expenses	70	89	58	55	69	(19)	1
Acquisition and underwriting expenses							
Compensation and benefit expense	26	24	28	23	23	2	3
Insurance commission expense	152	151	149	147	142	1	10
Other expense	42	36	39	38	39	6	3
Total acquistion and underwriting expense	220	211	216	208	204	9	16
Total expense	290	300	274	263	273	(10)	17
Core pre-tax income [2]	32	14	74	67	89	18	(57)
Change in the fair value of equity securities [2]	(62)	(136)	(61)	24	(65)	74	3
(Loss) income before income tax expense	**$ (30)**	**$ (122)**	**$ 13**	**$ 91**	**$ 24**	**$ 92**	**$ (54)**
Balance Sheet (Period-End)							
Cash and investment securities	$ 5,161	$ 5,407	$ 5,651	$ 5,530	$ 5,503	$ (246)	$ (342)
Intercompany loans[1]	390	411	572	923	898	(21)	(508)
Premiums receivable and other insurance assets	2,731	2,755	2,741	2,735	2,761	(24)	(30)
Other assets	251	246	256	193	192	5	59
Total assets	**$ 8,533**	**$ 8,819**	**$ 9,220**	**$ 9,381**	**$ 9,354**	**$ (286)**	**$ (821)**
Key Statistics							
Total written premiums and revenue [3]	$ 291	$ 262	$ 265	$ 268	$ 295	$ 29	$ (4)
Loss ratio [4]	23.9 %	31.2 %	20.5 %	19.5 %	24.4 %		
Underwriting expense ratio [5]	74.8 %	74.8 %	76.0 %	73.4 %	72.0 %		
Combined ratio	**98.7 %**	**106.0 %**	**96.5 %**	**92.9 %**	**96.4 %**		

(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	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Net financing revenue							
Total financing revenue and other interest income	$ 151	$ 139	$ 130	$ 119	$ 106	$ 12	$ 45
Interest expense	94	83	77	77	70	11	24
Net financing revenue	57	56	53	42	36	1	21
Gain on mortgage loans, net	7	4	14	14	18	3	(11)
Other income, net of losses	—	—	—	(1)	1	—	(1)
Total other revenue	7	4	14	13	19	3	(12)
Total net revenue	64	60	67	55	55	4	9
Provision for loan losses	2	—	—	1	2	2	—
Noninterest expense							
Compensation and benefits expense	5	6	6	6	5	(1)	—
Other operating expense	38	48	50	45	42	(10)	(4)
Total noninterest expense	43	54	56	51	47	(11)	(4)
Pre-tax Income	**$ 19**	**$ 6**	**$ 11**	**$ 3**	**$ 6**	**$ 13**	**$ 13**
Balance Sheet (Period-End)							
Finance receivables and loans, net:							
Consumer loans	$ 19,715	$ 18,923	$ 18,372	$ 17,644	$ 16,059	$ 792	$ 3,656
Allowance for loan losses	(21)	(20)	(19)	(19)	(17)	(1)	(4)
Total finance receivables and loans, net	19,694	18,903	18,353	17,625	16,042	791	3,652
Loans held for sale, net	44	81	95	80	102	(37)	(58)
Other assets	124	142	148	142	184	(18)	(60)
Total assets	**$ 19,862**	**$ 19,126**	**$ 18,596**	**$ 17,847**	**$ 16,328**	**$ 736**	**$ 3,534**

ALLY FINANCIAL INC.
CORPORATE FINANCE - CONDENSED FINANCIAL STATEMENTS

($ in millions)	QUARTERLY TRENDS					CHANGE VS.	
Income Statement	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Net financing revenue							
Total financing revenue and other interest income	$ 148	$ 104	$ 95	$ 93	$ 86	$ 44	$ 62
Interest expense	68	27	12	10	9	41	59
Net financing revenue	80	77	83	83	77	3	3
Total other revenue	54	19	24	53	16	35	38
Total net revenue	134	96	107	136	93	38	41
Provision for loan losses	13	8	6	33	5	5	8
Noninterest expense							
Compensation and benefits expense	17	15	23	18	15	2	2
Other operating expense	13	13	14	12	12	—	1
Total noninterest expense	30	28	37	30	27	2	3
Pre-tax Income	**$ 91**	**$ 60**	**$ 64**	**$ 73**	**$ 61**	**$ 31**	**$ 30**
Change in the fair value of equity securities [1]	(0)	0	4	2	(1)	—	1
Core pre-tax income [2]	$ 91	$ 60	$ 68	$ 75	$ 60	$ 31	$ 31
Balance Sheet (Period-End)							
Equity securities	$ 6	$ 3	$ 3	$ 11	$ 14	$ 3	$ (8)
Loans held for sale, net	544	517	190	305	215	27	329
Commercial loans	9,355	8,475	8,021	7,770	6,609	880	2,746
Allowance for loan losses	(186)	(203)	(221)	(215)	(183)	17	(3)
Total finance receivables and loans, net	9,169	8,272	7,800	7,555	6,426	897	2,743
Other assets	121	98	93	79	74	23	47
Total assets	**$ 9,840**	**$ 8,890**	**$ 8,086**	**$ 7,950**	**$ 6,729**	**$ 950**	**$ 3,111**

(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	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Net financing revenue							
Total financing revenue and other interest income	384	276	223	155	131	108	253
Interest expense	129	(34)	(22)	(18)	(7)	163	136
Net financing revenue	255	310	245	173	138	(55)	117
Other revenue							
Loss on extinguishment of debt	0	0	—	(10)	(52)	0	52
Other gain on investments, net	2	2	18	17	22	—	(20)
Other income, net of losses [1]	(76)	57	48	66	42	(133)	(118)
Total other revenue	(74)	59	66	73	12	(133)	(86)
Total net revenue	181	369	311	246	150	(188)	31
Provision for loan losses	95	68	57	131	16	27	79
Noninterest expense							
Compensation and benefits expense	264	240	268	220	210	24	54
Other operating expense [2]	(27)	(29)	(47)	2	(67)	2	40
Total noninterest expense	237	211	221	222	143	26	94
Pre-tax (loss) income	**$ (151)**	**$ 90**	**$ 33**	**$ (107)**	**$ (9)**	**$ (241)**	**$ (142)**
Change in the fair value of equity securities [3]	0	0	0	1	1	0	(1)
Core OID [4]	11	10	10	9	9	0	1
Repositioning [3]	20	—	—	107	52	20	(31)
Core pre-tax (loss) income [4]	$ (120)	$ 101	$ 43	$ 10	$ 52	$ (221)	$ (173)
Balance Sheet (Period-End)							
Cash, trading and investment securities	$ 31,181	$ 32,324	$ 33,667	$ 35,357	$ 40,692	$ (1,143)	$ (9,511)
Loans held-for-sale, net	214	200	186	164	139	14	75
Consumer loans	2,889	2,569	2,235	2,293	1,310	320	1,579
Commercial loans	218	190	180	198	223	28	(5)
Intercompany loans[5]	(390)	(411)	(572)	(923)	(898)	21	508
Allowance for loan losses	(380)	(313)	(267)	(231)	(97)	(67)	(283)
Total finance receivables and loans, net	2,337	2,035	1,576	1,337	538	302	1,799
Other assets	7,559	7,131	7,212	6,661	5,787	428	1,772
Total assets	**$ 41,291**	**$ 41,690**	**$ 42,641**	**$ 43,519**	**$ 47,156**	**$ (399)**	**$ (5,865)**

Core OID Amortization Schedule [4]	**2022**	**2023**	**2024**	**2025**	**2026 & After**
Remaining Core OID amortization expense	$ 11	$ 48	$ 56	$ 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 $321 million for 3Q22, $307 million for 2Q22, $311 million for 1Q22, $294 million for 4Q21, and $290 million for 3Q21. 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]	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Ending loan balance	$ 132,450	$ 128,450	$ 125,358	$ 122,261	$ 114,463	$ 4,000	$ 17,987
30+ Accruing DPD	$ 2,608	$ 2,198	$ 1,684	$ 1,793	$ 1,591	$ 410	$ 1,017
30+ Accruing DPD %	1.97%	1.71%	1.34%	1.47%	1.39%		
60+ Accruing DPD	$ 609	$ 491	$ 380	$ 401	$ 308	$ 118	$ 301
60+ Accruing DPD %	0.46%	0.38%	0.30%	0.33%	0.27%		
Non-performing loans (NPLs)	$ 1,383	$ 1,380	$ 1,388	$ 1,436	$ 1,285	$ 3	$ 98
Net charge-offs (NCOs)	$ 276	$ 153	$ 133	$ 103	$ 54	$ 123	$ 222
Net charge-off rate [2]	0.85%	0.49%	0.43%	0.35%	0.19%		
Provision for loan losses [3]	$ 438	$ 304	$ 167	$ 210	$ 76	$ 134	$ 362
Allowance for loan losses (ALLL)	$ 3,611	$ 3,450	$ 3,301	$ 3,267	$ 3,148	$ 161	$ 464
ALLL as % of Loans [3] [4]	2.71%	2.68%	2.63%	2.67%	2.75%		
ALLL as % of NPLs [3]	261%	250%	238%	227%	245%		
ALLL as % of NCOs [3]	327%	561%	621%	n/m	n/m		
US Auto Delinquencies - HFI Retail Contract $'s							
30+ Delinquent contract $	$ 2,442	$ 2,061	$ 1,594	$ 1,677	$ 1,427	$ 381	$ 1,015
% of retail contract $ outstanding	2.93%	2.52%	2.02%	2.14%	1.83%		
60+ Delinquent contract $	$ 577	$ 470	$ 362	$ 378	$ 298		
% of retail contract $ outstanding	0.69%	0.57%	0.46%	0.48%	0.38%		
U.S. Auto Annualized Net Charge-Offs - HFI Retail Contract $'s							
Net charge-offs	$ 217	$ 108	$ 113	$ 94	$ 51	$ 109	$ 166
% of avg. HFI assets [2]	1.05%	0.54%	0.58%	0.48%	0.27%		
U.S. Auto Annualized Net Charge-Offs - HFI Commercial Contract $'s							
Net charge-offs	$ 0	$ (1)	$ (1)	$ 0	$ 0	$ 1	$ 0
% 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 ($658M) of fair value adjustment for loans in hedge accounting relationships in 3Q22, ($501M) in 2Q22, ($350M) in 1Q22, ($37M) in 4Q21 and $78M in 3Q21.

ALLY FINANCIAL INC.
CREDIT RELATED INFORMATION, CONTINUED

($ in millions)

	QUARTERLY TRENDS					CHANGE VS.	
Automotive Finance [1]							
Consumer	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Allowance for loan losses	$ 2,993	$ 2,885	$ 2,763	$ 2,769	$ 2,810	$ 108	$ 183
Total consumer loans [2]	$ 83,459	$ 81,691	$ 78,911	$ 78,252	$ 77,761	$ 1,768	$ 5,698
Coverage ratio [3]	3.56%	3.51%	3.49%	3.54%	3.62%		
Commercial							
Allowance for loan losses	$ 30	$ 30	$ 31	$ 33	$ 41	$ 1	$ (11)
Total commercial loans	$ 16,163	$ 16,108	$ 17,295	$ 16,074	$ 12,587	$ 55	$ 3,576
Coverage ratio	0.19%	0.18%	0.18%	0.21%	0.32%		
Mortgage [1]							
Consumer							
Mortgage Finance							
Allowance for loan losses	$ 21	$ 20	$ 19	$ 19	$ 17	$ 1	$ 4
Total consumer loans	$ 19,715	$ 18,923	$ 18,372	$ 17,644	$ 16,059	$ 792	$ 3,656
Coverage ratio	0.11%	0.11%	0.10%	0.11%	0.11%		
Mortgage - Legacy							
Allowance for loan losses	$ 6	$ 6	$ 7	$ 8	$ 8	$ —	$ (2)
Total consumer loans	$ 306	$ 322	$ 341	$ 368	$ 396	$ (16)	$ (90)
Coverage ratio	1.86%	1.92%	2.03%	2.05%	2.04%		
Total Mortgage							
Allowance for loan losses	$ 27	$ 26	$ 26	$ 27	$ 25	$ 1	$ 2
Total consumer loans	$ 20,021	$ 19,245	$ 18,713	$ 18,012	$ 16,455	$ 776	$ 3,566
Coverage ratio	0.13%	0.14%	0.14%	0.15%	0.15%		
Consumer Other - Ally Lending [1] [4]							
Allowance for loan losses	$ 167	$ 141	$ 124	$ 102	$ 86	$ 26	$ 81
Total consumer loans	$ 1,807	$ 1,516	$ 1,202	$ 1,002	$ 828	$ 291	$ 980
Coverage ratio	9.22%	9.32%	10.32%	10.20%	10.34%		
Consumer Other - Ally Credit Card [1] [5]							
Allowance for loan losses	$ 205	$ 162	$ 134	$ 119	—	$ 43	$ 205
Total consumer loans	$ 1,427	$ 1,224	$ 1,036	$ 953	—	$ 203	$ 1,427
Coverage ratio	14.40%	13.25%	12.90%	12.44%	—		
Corporate Finance [1]							
Allowance for loan losses	$ 186	$ 203	$ 221	$ 215	$ 183	$ (18)	$ 3
Total commercial loans	$ 9,354	$ 8,476	$ 8,021	$ 7,770	$ 6,609	$ 878	$ 2,745
Coverage ratio	1.99%	2.40%	2.76%	2.77%	2.78%		
Corporate and Other [1]							
Allowance for loan losses	$ 3	$ 3	$ 2	$ 2	$ 3	$ —	$ —
Total commercial loans	$ 219	$ 190	$ 180	$ 198	$ 223	$ 29	$ (4)
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 ($658M) of fair value adjustment for loans in hedge accounting relationships in 3Q22, ($501M) in 2Q22, ($350M) in 1Q22, ($37M) in 4Q21 and $78M in 3Q21.

(3) Excludes ($658M) of fair value adjustment for loans in hedge accounting relationships in 3Q22, ($501M) in 2Q22, ($350M) in 1Q22, ($37M) in 4Q21 and $78M in 3Q21.

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

(5) Credit card lending portfolio.

ALLY FINANCIAL INC.
CAPITAL

($ in billions)	QUARTERLY TRENDS					CHANGE VS.	
Capital	3Q 22	2Q 22	1Q 22	4Q 21	3Q 21	2Q 22	3Q 21
Risk-weighted assets	$ 155.1	$ 152.3	$ 149.0	$ 146.4	$ 140.0	$ 2.8	$ 15.1
Common Equity Tier 1 (CET1) capital ratio	9.3%	9.6%	10.0%	10.3%	11.2%		
Tier 1 capital ratio	10.8%	11.1%	11.5%	11.9%	12.8%		
Total capital ratio	12.4%	12.7%	13.1%	13.5%	14.6%		
Tangible common equity / Tangible assets [(1)(2)]	4.9%	5.8%	6.6%	7.6%	8.2%		
Tangible common equity / Risk-weighted assets [(1)]	5.9%	7.1%	8.2%	9.4%	10.4%		
Shareholders' equity	$ 12.4	$ 14.0	$ 15.4	$ 17.1	$ 17.3	$ (1.6)	$ (4.9)
add: CECL phase-in adjustment	0.9	0.9	0.9	1.2	1.2	—	(0.3)
less: Certain AOCI items and other adjustments	3.4	2.1	0.9	(0.8)	(0.5)	1.3	3.9
Preferred equity	(2.3)	(2.3)	(2.3)	(2.3)	(2.3)	—	—
Common Equity Tier 1 capital	$ 14.4	$ 14.7	$ 14.8	$ 15.1	$ 15.7	$ (0.3)	$ (1.3)
Common Equity Tier 1 capital	$ 14.4	$ 14.7	$ 14.8	$ 15.1	$ 15.7	$ (0.3)	$ (1.3)
add: Preferred equity	2.3	2.3	2.3	2.3	2.3	—	—
less: Other adjustments	—	—	—	(0.1)	(0.1)	—	0.1
Tier 1 capital	$ 16.7	$ 16.9	$ 17.1	$ 17.4	$ 17.9	$ (0.2)	$ (1.2)
Tier 1 capital	$ 16.7	$ 16.9	$ 17.1	$ 17.4	$ 17.9	$ (0.2)	$ (1.2)
add: Qualifying subordinated debt	0.6	0.6	0.6	0.6	0.8	—	(0.2)
Allowance for loan and lease losses includible in Tier 2 capital and other adjustments	1.9	1.9	1.8	1.7	1.6	—	0.3
Total capital	$ 19.2	$ 19.4	$ 19.6	$ 19.7	$ 20.4	$ (0.2)	$ (1.2)
Total shareholders' equity	$ 12.4	$ 14.0	$ 15.4	$ 17.1	$ 17.3	$ (1.6)	$ (4.9)
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)	(0.9)	(0.4)	—	(0.5)
Tangible common equity [(1)]	$ 9.2	$ 10.7	$ 12.2	$ 13.8	$ 14.6	$ (1.5)	$ (5.4)
Total assets	$ 188.6	$ 185.7	$ 184.3	$ 182.1	$ 179.2	$ 2.9	$ 9.4
less: Goodwill and intangible assets, net of deferred tax liabilities	(0.9)	(0.9)	(0.9)	(0.9)	(0.4)	—	(0.5)
Tangible assets [(2)]	$ 187.7	$ 184.8	$ 183.4	$ 181.2	$ 178.8	$ 2.9	$ 8.9

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)	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Liquid cash and cash equivalents [1]	$ 4.6	$ 3.7	$ 3.6	$ 4.4	$ 10.1	$ 0.9	$ (5.6)
Highly liquid securities [2]	22.7	24.6	25.9	26.8	26.7	(1.9)	(3.9)
Current committed unused capacity	—	—	—	0.0	0.1	—	(0.1)
Total current available liquidity	**$ 27.3**	**$ 28.3**	**$ 29.5**	**$ 31.2**	**$ 36.9**	**$ (1.0)**	**$ (9.6)**
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)	21.3	20.7	20.5	20.3	20.2	0.6	1.1
Average retail deposit rate	1.50%	0.71%	0.59%	0.61%	0.64%		
End of Period Deposit Levels ($ in millions)							
Retail	$ 133,878	$ 131,155	$ 135,978	$ 134,672	$ 131,590	$ 2,723	$ 2,288
Brokered & other	11,873	9,247	6,497	6,886	7,854	2,627	4,019
Total deposits	**$ 145,751**	**$ 140,402**	**$ 142,475**	**$ 141,558**	**$ 139,444**	**$ 5,350**	**$ 6,308**
Deposit Mix							
Retail CD	20%	23%	24%	26%	27%		
MMA/OSA/Checking	72%	71%	72%	70%	67%		
Brokered	8%	6%	4%	4%	6%		

(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 9/30/2022. 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	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Retail Auto Loans	$ 82,362	$ 79,695	$ 78,224	$ 77,979	$ 76,557	$ 2,667	$ 5,805
Auto Lease (net of dep)	10,588	10,615	10,878	10,951	10,919	(27)	(331)
Dealer Floorplan	10,886	11,372	11,594	9,539	8,849	(486)	2,037
Other Dealer Loans	5,059	4,839	4,810	4,829	5,038	220	21
Corporate Finance	9,291	8,351	8,045	7,147	6,735	940	2,556
Mortgage[1]	19,762	18,980	18,228	17,533	15,125	782	4,637
Consumer Other - Ally Lending[2]	1,672	1,346	1,100	923	728	326	944
Consumer Other - Ally Credit Card[3]	1,300	1,093	981	309	—	207	1,300
Cash and Cash Equivalents	3,627	3,761	4,027	6,532	13,055	(134)	(9,428)
Investment Securities and Other	34,578	35,050	37,025	37,146	35,532	(472)	(954)
Total Earning Assets	**$ 179,125**	**$ 175,103**	**$ 174,911**	**$ 172,888**	**$ 172,538**	**$ 4,022**	**$ 6,587**
Interest Revenue	2,523	2,231	2,094	2,069	2,038	292	485
Unsecured Debt (ex. Core OID balance)[4]	$ 10,046	$ 9,674	$ 9,976	$ 10,061	$ 9,787	$ 372	$ 259
Secured Debt	1,374	1,154	1,089	1,331	1,675	220	(301)
Deposits[5]	142,793	139,814	141,557	140,043	139,244	2,979	3,549
Other Borrowings	12,502	11,966	7,203	4,990	4,929	536	7,573
Total Funding Sources (ex. Core OID balance)[4]	**$ 166,715**	**$ 162,608**	**$ 159,826**	**$ 156,425**	**$ 155,635**	**$ 4,107**	**$ 11,080**
Interest Expense (ex. Core OID)[4]	793	457	391	406	435	336	358
Net Financing Revenue (ex. Core OID)[4]	**$ 1,730**	**$ 1,774**	**$ 1,703**	**$ 1,663**	**$ 1,603**	**$ (44)**	**$ 127**
Net Interest Margin (yield details)							
Retail Auto Loan	7.29%	6.82%	6.61%	6.61%	6.62%	0.47%	0.67%
Retail Auto Loan (excl. hedge impact)	7.04%	6.85%	6.75%	6.81%	6.84%	0.19%	0.20%
Auto Lease (net of dep)	5.98%	6.66%	6.96%	7.88%	9.21%	(0.68)%	(3.23)%
Dealer Floorplan	5.03%	3.45%	2.97%	2.98%	3.18%	1.58%	1.85%
Other Dealer Loans	4.33%	4.13%	4.17%	4.10%	4.16%	0.20%	0.17%
Corporate Finance	6.30%	5.02%	4.76%	5.15%	5.12%	1.28%	1.18%
Mortgage	3.10%	3.01%	2.94%	2.77%	2.83%	0.09%	0.27%
Consumer Other - Ally Lending[2]	11.04%	11.94%	12.62%	12.89%	13.86%	(0.90)%	(2.82)%
Consumer Other - Ally Credit Card[3]	21.17%	19.71%	18.75%	18.11%	—%	1.46%	21.17%
Cash and Cash Equivalents	1.73%	0.61%	0.15%	0.14%	0.14%	1.12%	1.59%
Investment Securities and Other	2.55%	2.35%	2.09%	1.81%	1.76%	0.20%	0.79%
Total Earning Assets	**5.59%**	**5.11%**	**4.86%**	**4.75%**	**4.68%**	**0.48%**	**0.91%**
Unsecured Debt (ex. Core OID & Core OID balance)[4]	4.99%	5.04%	5.12%	5.02%	5.19%	(0.05)%	(0.20)%
Secured Debt	6.08%	6.61%	6.36%	5.91%	4.29%	(0.53)%	1.79%
Deposits[5]	1.58%	0.76%	0.61%	0.64%	0.70%	0.82%	0.88%
Other Borrowings	2.48%	1.75%	2.11%	2.59%	3.42%	0.73%	(0.94)%
Total Funding Sources (ex. Core OID & Core OID balance)[4]	**1.89%**	**1.12%**	**0.99%**	**1.03%**	**1.11%**	**0.77%**	**0.78%**
NIM (as reported)	**3.81%**	**4.04%**	**3.93%**	**3.80%**	**3.66%**	**(0.23)%**	**0.15%**
NIM (ex. Core OID & Core OID balance)[4]	**3.83%**	**4.06%**	**3.95%**	**3.82%**	**3.68%**	**(0.23)%**	**0.15%**

(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.

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

($ in billions)	QUARTERLY TRENDS				
Mortgage Finance HFI Portfolio	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**
Loan Value					
Gross carry value	$ 19.7	$ 18.9	$ 18.4	$ 17.6	$ 16.1
Net carry value	$ 19.7	$ 18.9	$ 18.4	$ 17.6	$ 16.0
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%	0.7%	0.6%	0.8%	1.1%
% Low/No documentation	0.0%	0.0%	0.1%	0.1%	0.1%
% Non-primary residence	4.4%	4.1%	4.0%	3.9%	4.3%
Refreshed FICO[3]	780	779	776	776	776
Wtd. Avg. LTV/CLTV [4]	54.2%	53.7%	55.7%	56.9%	57.6%
Corporate Other Legacy Mortgage HFI Portfolio					
Loan Value					
Gross carry value	$ 0.3	$ 0.3	$ 0.3	$ 0.4	$ 0.4
Net carry value	$ 0.3	$ 0.3	$ 0.3	$ 0.4	$ 0.4
Estimated Pool Characteristics					
% Second lien	13.3%	13.9%	14.7%	15.0%	15.6%
% Interest only	0.1%	0.1%	0.1%	0.1%	0.2%
% 30+ Day delinquent[1][2]	5.6%	7.2%	7.1%	7.5%	8.1%
% Low/No documentation	23.4%	23.6%	23.7%	23.4%	23.3%
% Non-primary residence	3.4%	3.3%	3.5%	3.5%	3.6%
Refreshed FICO[3]	743	740	738	735	735
Wtd. Avg. LTV/CLTV [4]	47.6%	49.1%	52.2%	54.2%	56.0%

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		**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
GAAP net income attributable to common shareholders		**$ 272**	**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ (182)**	**$ (411)**
Weighted-average common shares outstanding - basic		308,220	322,057	335,678	345,870	359,179	(13,837)	(50,960)
Weighted-average common shares outstanding - diluted		310,086	324,027	337,812	348,666	361,855	(13,941)	(51,769)
Issued shares outstanding (period-end)		300,335	312,781	327,306	337,941	349,599	(12,446)	(49,264)
Net income per share - basic		**$ 0.88**	**$ 1.41**	**$ 1.87**	**$ 1.80**	**$ 1.90**	**$ (0.53)**	**$ (1.02)**
Net income per share - diluted		**$ 0.88**	**$ 1.40**	**$ 1.86**	**$ 1.79**	**$ 1.89**	**$ (0.52)**	**$ (1.01)**
Adjusted Earnings per Share ("Adjusted EPS")								
Numerator								
GAAP net income attributable to common shareholders		**$ 272**	**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ (182)**	**$ (411)**
Discontinued operations, net of tax		1	—	—	6	—	1	1
Core OID		11	10	10	9	9	—	1
Change in the fair value of equity securities		62	136	66	(21)	65	(74)	(2)
Core OID, repositioning & change in the fair value of equity securities tax *(tax rate 21%)*		(20)	(31)	(16)	(20)	(26)	11	6
Repositioning		20	—	—	107	52	20	(31)
Core net income attributable to common shareholders [(1)]		**$ 346**	**$ 570**	**$ 687**	**$ 705**	**$ 782**	**$ (224)**	**$ (436)**
Denominator								
Weighted-average common shares outstanding - diluted		**310,086**	**324,027**	**337,812**	**348,666**	**361,855**	**(13,941)**	**(51,769)**
Adjusted EPS [(2)]		**$ 1.12**	**$ 1.76**	**$ 2.03**	**$ 2.02**	**$ 2.16**	**$ (0.64)**	**$ (1.04)**
Core original issue discount (Core OID) amortization expense [(1)]		$ 11	$ 10	$ 10	$ 9	$ 9	$ 0	$ 1
Other OID		3	2	3	3	3	—	—
GAAP original issue discount amortization expense		**$ 13**	**$ 13**	**$ 13**	**$ 12**	**$ 12**	**$ 1**	**$ 2**
Core outstanding original issue discount balance (Core OID balance) [(1)]		**$ (852)**	**$ (863)**	**$ (873)**	**$ (883)**	**$ (900)**	**$ 11**	**$ 48**
Other outstanding OID balance		(36)	(39)	(37)	(40)	(29)	3	(7)
GAAP outstanding original issue discount balance		**$ (888)**	**$ (901)**	**$ (911)**	**$ (923)**	**$ (929)**	**$ 13**	**$ 41**
GAAP net financing revenue	[A]	**$ 1,719**	**$ 1,764**	**$ 1,693**	**$ 1,654**	**$ 1,594**	**$ (45)**	**$ 125**
Core OID		11	10	10	9	9	—	1
Net Financing Revenue (ex. Core OID)	[B]	**$ 1,730**	**$ 1,774**	**$ 1,703**	**$ 1,663**	**$ 1,603**	**$ (45)**	**$ 126**
GAAP Other Revenue	[C]	**$ 297**	**$ 312**	**$ 442**	**$ 545**	**$ 391**	**$ (15)**	**$ (94)**
Repositioning		—	—	—	9	52	—	(52)
Change in the fair value of equity securities		62	136	66	(21)	65	(74)	(2)
Adjusted Other Revenue	[D]	**$ 359**	**$ 448**	**$ 508**	**$ 533**	**$ 507**	**$ (89)**	**$ (148)**
GAAP Provision Expense		**$ 438**	**$ 304**	**$ 167**	**$ 210**	**$ 76**	**$ 134**	**$ 362**
Repositioning		—	—	—	(97)	—	—	—
Adjusted Provision (ex. Repositioning)		**$ 438**	**$ 304**	**$ 167**	**$ 113**	**$ 76**	**$ 134**	**$ 362**
GAAP Noninterest expense	[E]	**$ 1,161**	**$ 1,138**	**$ 1,122**	**$ 1,090**	**$ 1,002**	**$ 23**	**$ 159**
Repositioning and other		(20)	—	—	—	—	(20)	(20)
Adjusted Noninterest Expense	[F]	**$ 1,141**	**$ 1,138**	**$ 1,122**	**$ 1,090**	**$ 1,002**	**$ 3**	**$ 139**
Pre-Provision Net Revenue (PPNR)	[A]+[C]+[E]	**$ 855**	**$ 938**	**$ 1,013**	**$ 1,109**	**$ 983**	**$ (83)**	**$ (128)**
Core Pre-Provision Net Revenue (PPNR) [(1)]	[B]+[D]+[F]	**$ 948**	**$ 1,084**	**$ 1,088**	**$ 1,107**	**$ 1,108**	**$ (137)**	**$ (161)**

(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	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Numerator							
GAAP shareholder's equity	**$ 12,434**	**$ 13,984**	**$ 15,413**	**$ 17,050**	**$ 17,289**	**$ (1,550)**	**$ (4,855)**
Preferred equity	(2,324)	(2,324)	(2,324)	(2,324)	(2,324)	—	—
GAAP common shareholder's equity	**$ 10,110**	**$ 11,660**	**$ 13,089**	**$ 14,726**	**$ 14,965**	**$ (1,550)**	**$ (4,855)**
Goodwill and identifiable intangibles, net of DTLs	(910)	(920)	(932)	(941)	(369)	11	(541)
Tangible common equity [1]	9,200	10,740	12,157	13,785	14,596	(1,539)	(5,396)
Tax-effected Core OID balance *(21% tax rate)* [1]	(673)	(682)	(690)	(698)	(711)	8	38
Adjusted tangible book value [2]	**$ 8,527**	**$ 10,058**	**$ 11,468**	**$ 13,087**	**$ 13,885**	**$ (1,531)**	**$ (5,358)**
Denominator							
Issued shares outstanding (period-end, thousands)	**300,335**	**312,781**	**327,306**	**337,941**	**349,599**	**(12,446)**	**(49,264)**
GAAP shareholder's equity per share	**$ 41.40**	**$ 44.71**	**$ 47.09**	**$ 50.45**	**$ 49.45**	**$ (3.31)**	**$ (8.05)**
Preferred equity per share	(7.74)	(7.43)	(7.10)	(6.88)	(6.65)	(0.31)	(1.09)
GAAP common shareholder's equity per share	**$ 33.66**	**$ 37.28**	**$ 39.99**	**$ 43.58**	**$ 42.81**	**$ (3.62)**	**$ (9.14)**
Goodwill and identifiable intangibles, net of DTLs per share	(3.03)	(2.94)	(2.85)	(2.79)	(1.06)	(0.09)	(1.97)
Tangible common equity per share [1]	30.63	34.34	37.14	40.79	41.75	(3.70)	(11.12)
Tax-effected Core OID balance *(21% tax rate)* per share [1]	(2.24)	(2.18)	(2.11)	(2.06)	(2.03)	(0.06)	(0.21)
Adjusted tangible book value per share [2]	**$ 28.39**	**$ 32.16**	**$ 35.04**	**$ 38.73**	**$ 39.72**	**$ (3.76)**	**$ (11.32)**

(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")	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Numerator							
GAAP net income attributable to common shareholders	**$ 272**	**$ 454**	**$ 627**	**$ 624**	**$ 683**	**$ (182)**	**$ (411)**
Discontinued operations, net of tax	1	—	—	6	—	1	1
Core OID	11	10	10	9	9	0	1
Change in the fair value of equity securities	62	136	66	(21)	65	(74)	(2)
Core OID, repositioning & change in the fair value of equity securities tax *(tax rate 21%)*	(20)	(31)	(16)	(20)	(26)	11	7
Repositioning	20	—	—	107	52	20	(31)
Core net income attributable to common shareholders [1]	**$ 346**	**$ 570**	**$ 687**	**$ 705**	**$ 782**	**$ (223)**	**$ (436)**
Denominator (average, $ millions)							
GAAP shareholder's equity	**$13,209**	**$14,699**	**$16,232**	**$17,170**	**$17,410**	**$(1,490)**	**$(4,201)**
Preferred equity	(2,324)	(2,324)	(2,324)	(2,324)	(2,324)	—	—
Goodwill & identifiable intangibles, net of deferred tax liabilities ("DTLs")	(915)	(926)	(937)	(655)	(371)	11	(544)
Tangible common equity [1]	$ 9,970	$11,449	$12,971	$14,190	$14,714	$(1,479)	$(4,744)
Core OID balance	(858)	(868)	(878)	(892)	(926)	10	68
Net deferred tax asset ("DTA")	(1,068)	(758)	(437)	(551)	(866)	(310)	(203)
Normalized common equity	**$ 8,044**	**$ 9,822**	**$11,656**	**$12,747**	**$12,923**	**$(1,778)**	**$(4,879)**
Core Return on Tangible Common Equity [2]	**17.2%**	**23.2%**	**23.6%**	**22.1%**	**24.2%**		

(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	**3Q 22**	**2Q 22**	**1Q 22**	**4Q 21**	**3Q 21**	**2Q 22**	**3Q 21**
Numerator							
GAAP Noninterest expense	$ 1,161	$ 1,138	$ 1,122	$ 1,090	$ 1,002	$ 23	$ 159
Rep and warrant expense	—	—	—	—	—	—	—
Insurance expense	(290)	(300)	(274)	(263)	(273)	10	(17)
Repositioning	(20)	—	—	—	—	(20)	(20)
Adjusted noninterest expense for the efficiency ratio	**$ 851**	**$ 838**	**$ 848**	**$ 827**	**$ 729**	**$ 13**	**$ 122**
Denominator							
Total net revenue	$ 2,016	$ 2,076	$ 2,135	$ 2,199	$ 1,985	$ (60)	$ 31
Core OID	11	10	10	9	9	0	1
Insurance revenue	(260)	(178)	(287)	(354)	(297)	(82)	37
Repositioning	—	—	—	9	52	—	(52)
Adjusted net revenue for the efficiency ratio	**$ 1,767**	**$ 1,908**	**$ 1,858**	**$ 1,864**	**$ 1,749**	**$ (142)**	**$ 18**
Adjusted Efficiency Ratio [(1)]	**48.2%**	**43.9%**	**45.6%**	**44.4%**	**41.7%**		

(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.