

Strategic and Operational Overview

January 2012



Safe Harbor Statement

This presentation contains several “forward-looking statements”. Forward- looking statements are those that use words such as “believe”, “expect”, “anticipate”, “intend”, “plan”, “may”, “likely”, “should”, “estimate”, “continue”, “future” or other comparable expressions. These words indicate future events and trends. Forward-looking statements are the Company’s current views with respect to future events and financial performance. These forward-looking statements are subject to many assumptions, risks and uncertainties that could cause actual results to differ significantly from historical results or from those anticipated by the Company. The most significant risks are detailed from time to time in the Company’s filings and reports with the Securities and Exchange Commission, including the Company’s Transition Report on Form 10-K/T for the six month period ended December 31, 2010. Such risks include - but are not limited to - variable economic conditions, adverse portfolio performance, volatile wholesale vehicle values, unpredictable leased vehicle residual values and return rates, reliance on warehouse financing and capital markets, the ability to continue to securitize loans, the continued availability of credit enhancement for securitization transactions on acceptable terms, fluctuating interest rates, competition, regulatory and legal changes, the high degree of risk associated with subprime borrowers, and exposure to litigation. These forward looking statements are based on the beliefs of the Company’s management as well as assumptions made by and information currently available to the Company’s management. Actual events or results may differ materially. It is advisable not to place undue reliance on the Company’s forward-looking statements. The Company undertakes no obligation to, and does not, publicly update or revise any forward-looking statements, except as required by federal securities laws, whether as a result of new information, future events or otherwise. As used in this presentation, “loans” include auto finance contracts originated by dealers and purchased by the Company.

Company Overview

- GM Financial has been a leading provider of auto finance solutions for auto dealers and consumers since 1992
 - Demonstrated expertise at originating, servicing and accessing capital markets to fund auto finance products
 - Strong risk management capability
- Seasoned, prudent management team successfully led the Company through several economic cycles
- General Motors purchased GM Financial for \$3.5 billion on October 1, 2010 to accomplish:
 - Certainty of availability of financing products
 - Competition and transparency

GM Financial's overall objective is to drive incremental GM vehicle sales while achieving appropriate risk-adjusted returns

Current Business Environment

- Consumer demand for vehicle financing is still constrained compared to pre-recession levels
 - Current subprime auto finance market activity remains approximately 50% of peak 2006-2007 volume levels
- Credit availability has increased consistent with cyclical expansion of credit risk appetite
 - Competition focused on service/pricing
 - Rational expansion of risk appetite without compromising underwriting standards
- Credit performance remains strong
 - Improvements in consumer handling of credit
 - Used vehicle pricing
- Capital markets supportive of growth

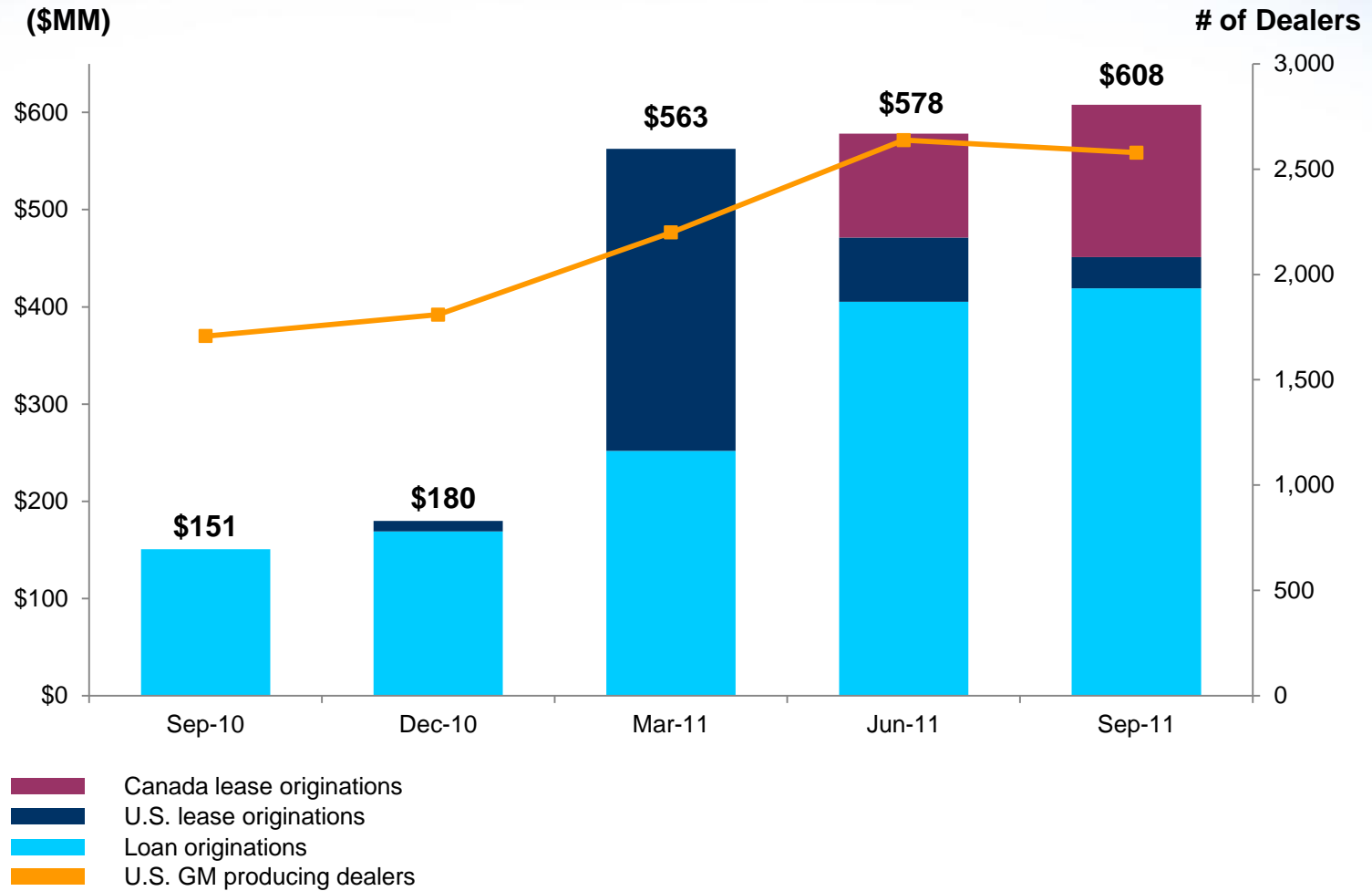
GM Financial Strategy

- Provide financing solutions for GM dealers in specific market segments that are at times underserved
 - U.S. subprime and near-prime loan
 - U.S. lease
 - Canada
 - Commercial lending services
- Preserve non-GM dealer business by offering competitive subprime financing program
 - Important source of profitability for GM Financial
- Autonomously maintain profitability objectives and credit underwriting standards

GM and GM Financial Interdependence

	GM		Industry Average (excluding GM)	
	Q3 2010	Q3 2011	Q3 2010	Q3 2011
Sales Penetrations				
U.S. Subprime Loans	4.8%	6.6%	4.5%	5.1%
U.S. Leases	8.6%	11.4%	20.5%	20.6%
Canada Leases	2.1%	9.4%	13.8%	15.0%
GM / GMF Linkage				
GM New Vehicle as % of GMF Total Originations Volume	15.7%	39.3%		
GMF as % of GM U.S. Subprime	27.4%	43.4%		
GMF as % of GM U.S. Lease	-	1.5%		

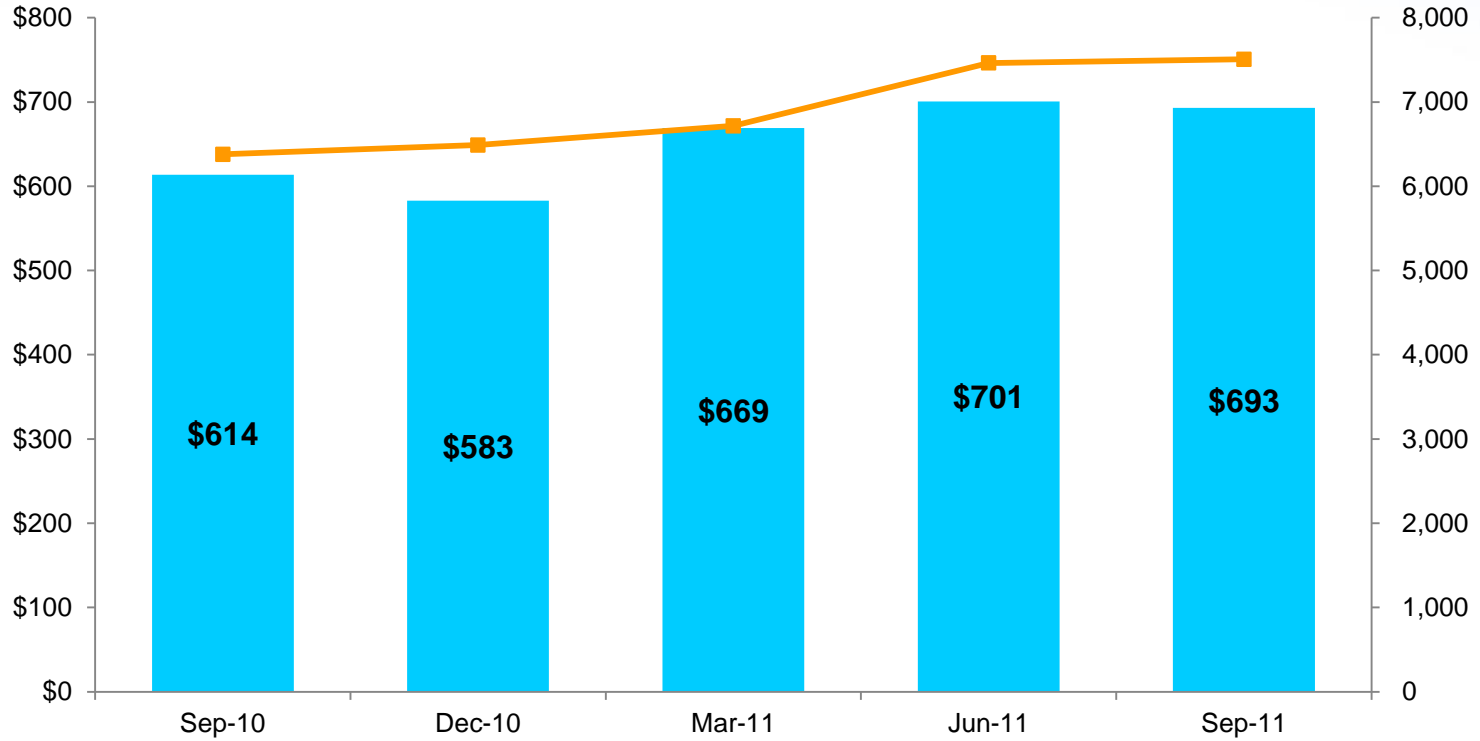
GM New Volume



Non-GM Loan Volume

(\$MM)

of Dealers



- Non-GM dealer loan originations
- Non-GM producing dealers

Commercial Lending Services

- Launch of commercial lending services product suite targeted for Q2 2012
 - Dealer floorplanning
 - Real estate loans
 - Capital improvement loans
 - Lines of credit
- Looking to build platform to scale but not be dominant player
 - Provide GM dealers an alternative financing source
 - Serve as risk mitigation for GM
 - Alternative source of financing in the event credit appetite of other providers wanes
 - Ally currently floorplans approximately 80% of all GM dealers

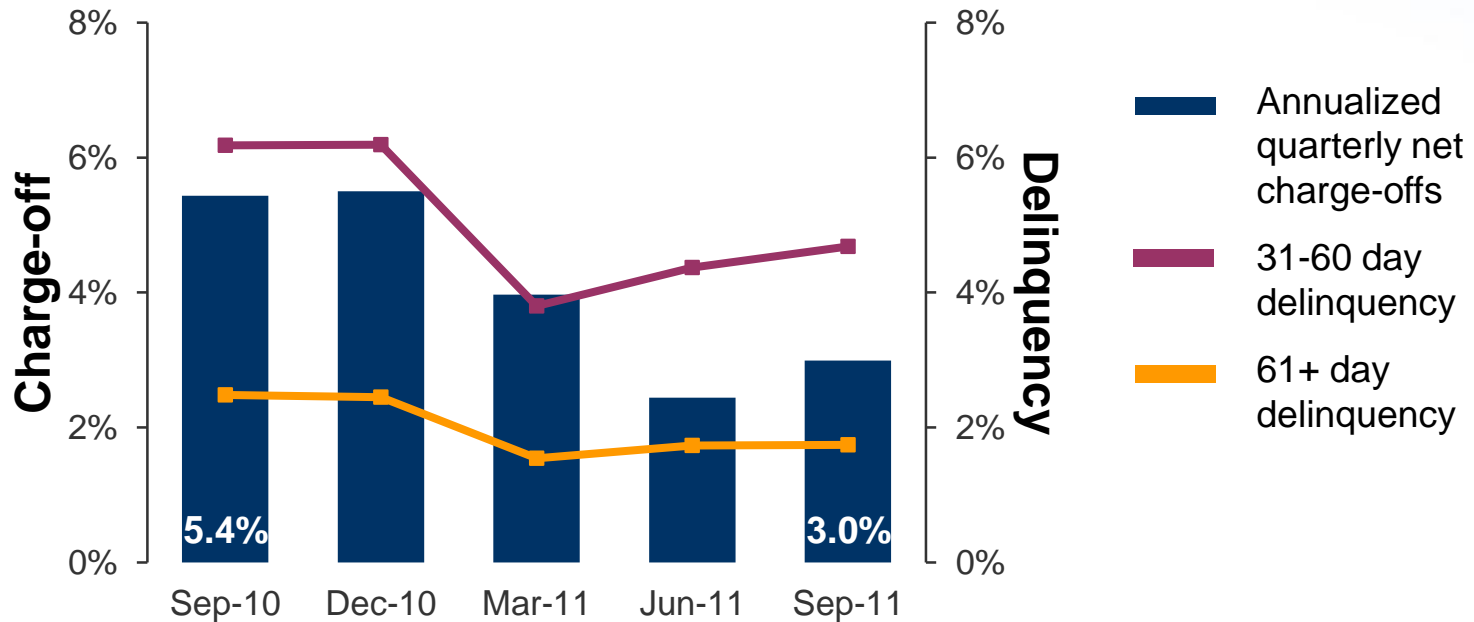
Attractive Originations Returns

Cash Profitability Model*	September 2011 Orig. Trends
Finance charge & other income	14 - 16%
Interest expense	2 - 3%
Net interest margin	12 - 14%
Operating expense	3% range
Annualized credit losses	3 - 5%
Pre-tax return on assets	5 - 6%
After-tax return on assets	3 - 4%

*Calculated on a cash basis to exclude provision for loan losses and include actual credit losses

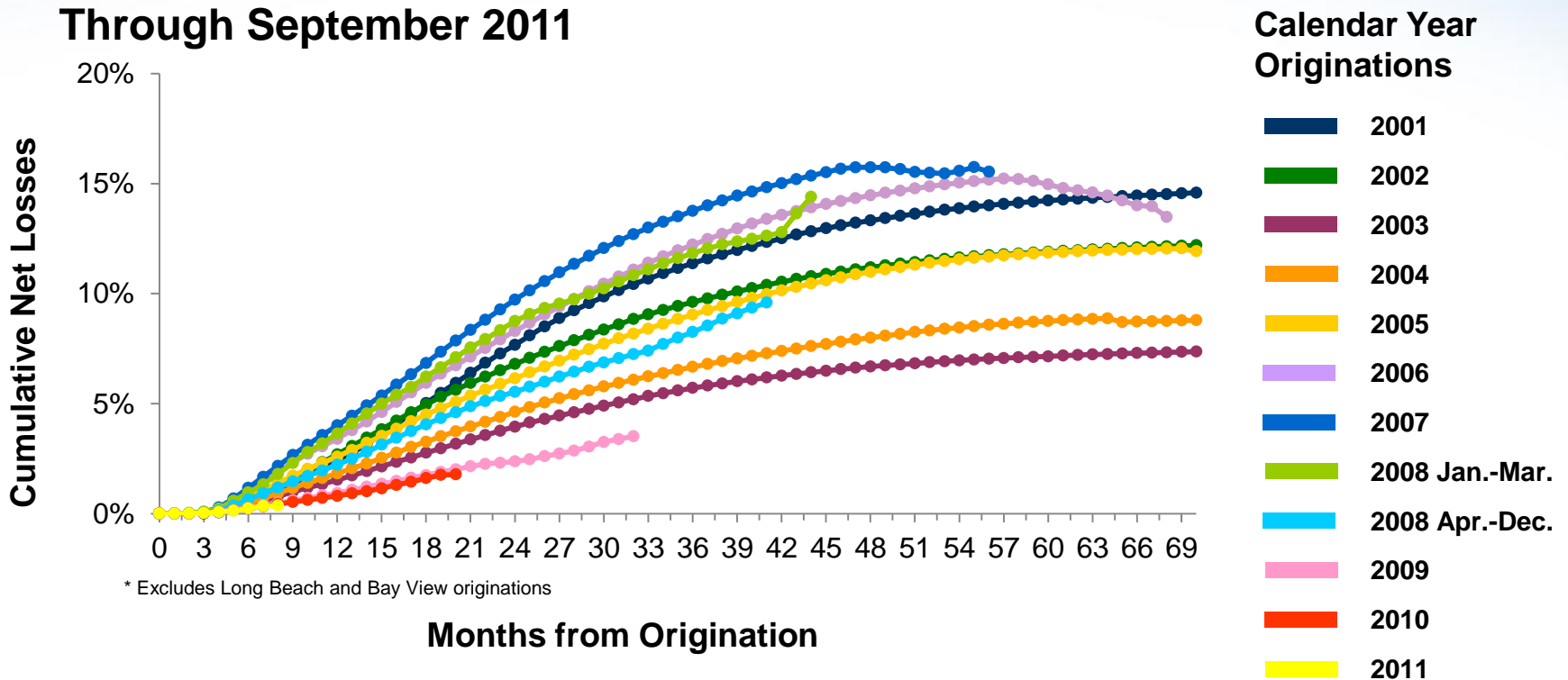
- Lease profitability lower than loan business due to higher concentration of prime credit

Sustained Improvement in Credit Performance



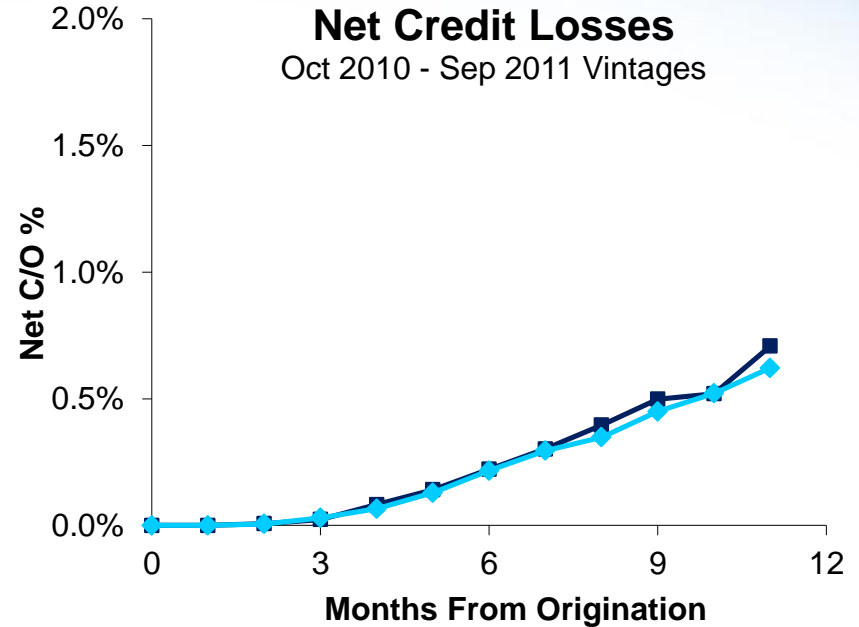
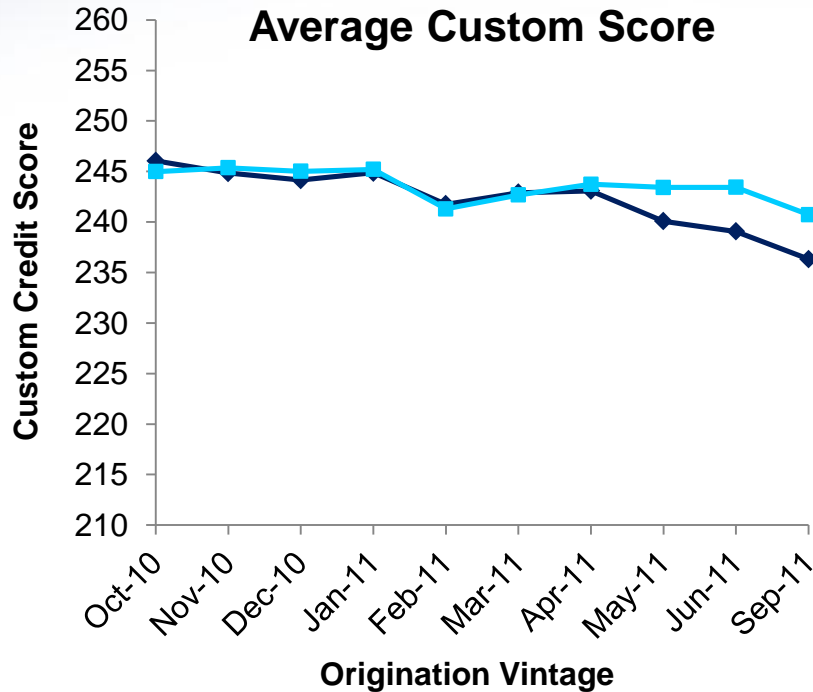
- Increasing concentration of loans originated since credit tightening in early 2008
- Strong used vehicle pricing results in favorable recovery rates
- Improvements in consumer handling of credit
- Expect mild seasonal weakness in credit performance in December quarter, followed by typical improvements in spring 2012

Vintage Credit Performance*



- Cumulative loss performance on 2009-2011 originations are trending significantly better than performance of any prior vintages
 - Current stellar credit performance expected to normalize over time
 - Business model contemplates loss levels consistent with 2005 vintage credit performance

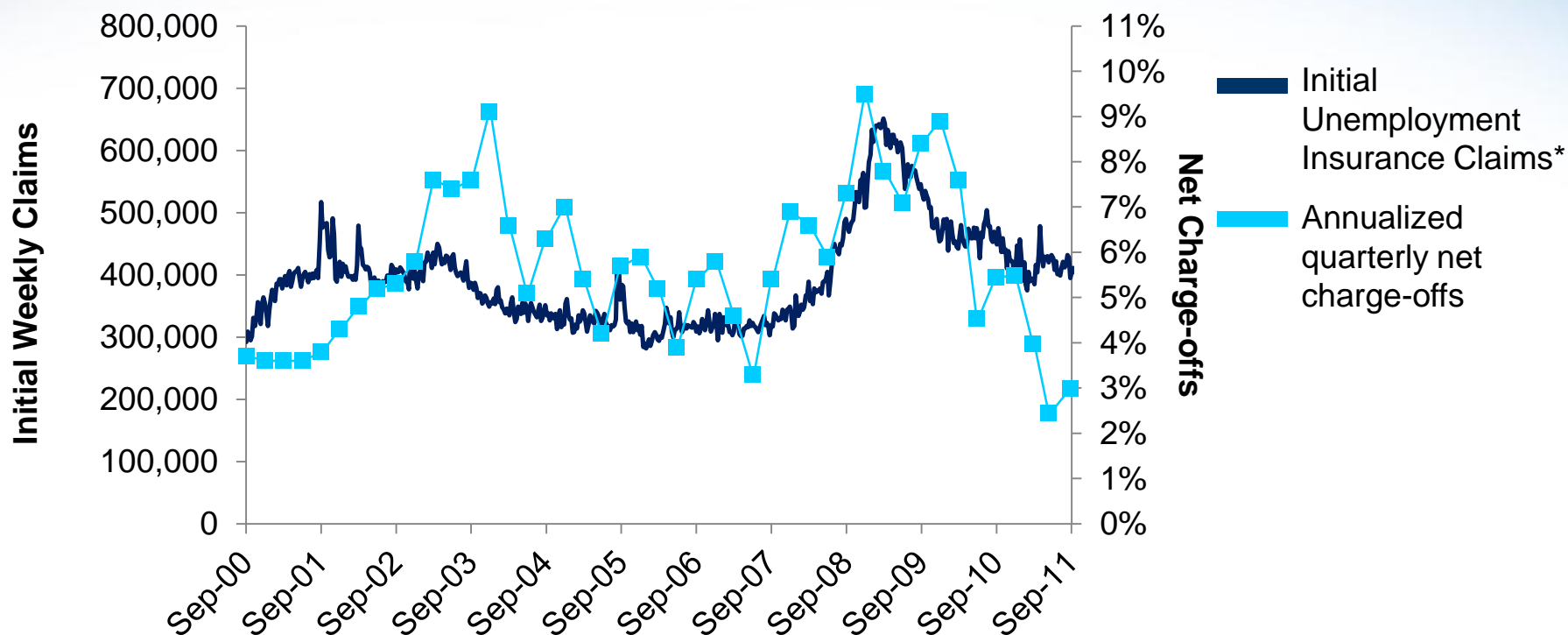
Loan Characteristics of GM Originations



◆ GM New ■ Total Company (excl. GM)

- Credit performance on GM new vehicle originations in line with the lower average custom credit score of the portfolio
- GM new vehicle originations provide return on assets consistent with GM Financial's long-term profit objectives

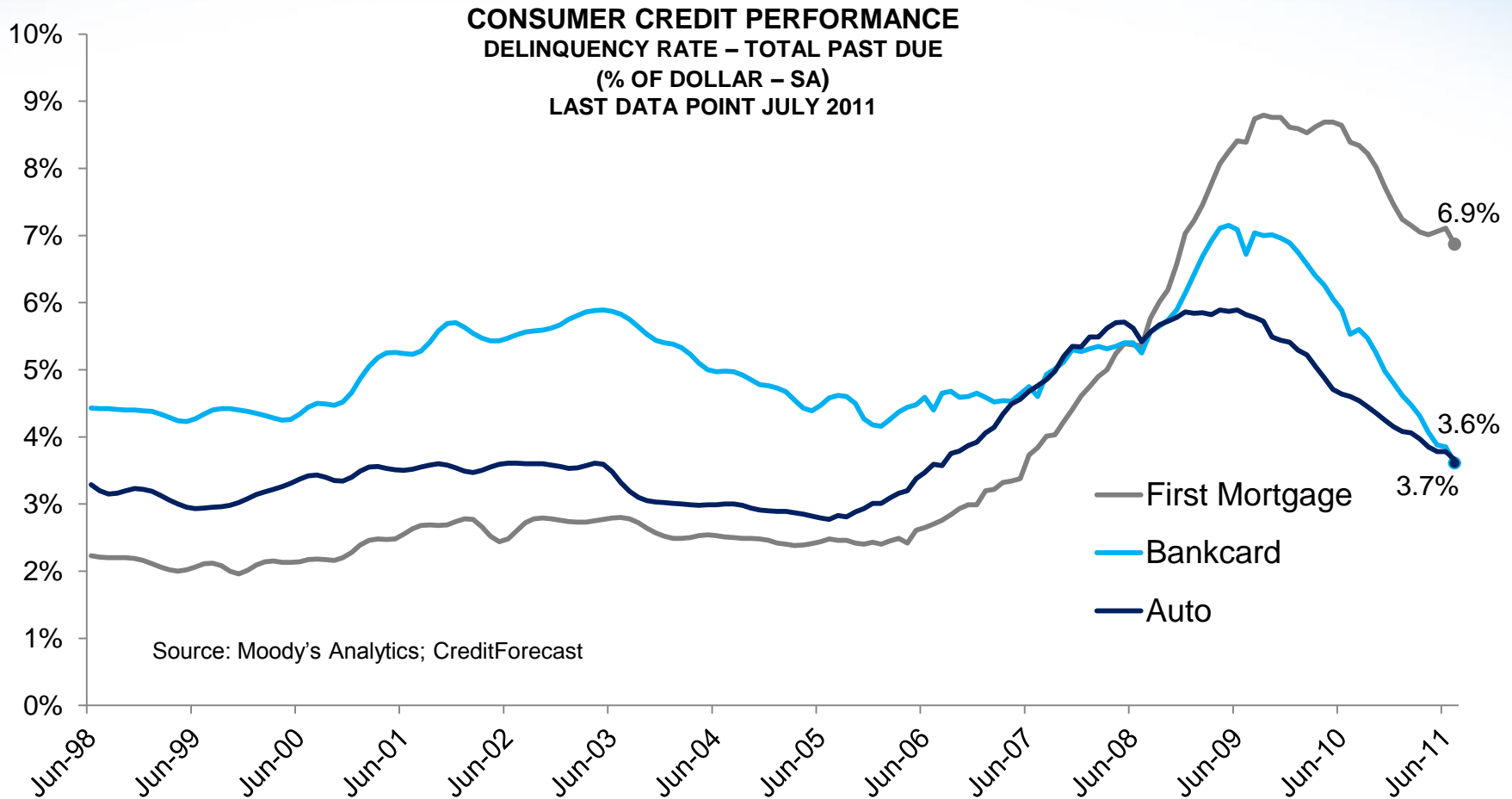
Credit Losses and Employment Trends



* Source: www.dol.gov

- While there tends to be higher probability of default when there is an increase in initial unemployment claims, losses are typically event-driven
 - Job loss
 - Change in family status
 - Illness/medical expenses

Improved Consumer Handling of Credit - Payment Hierarchy Changes



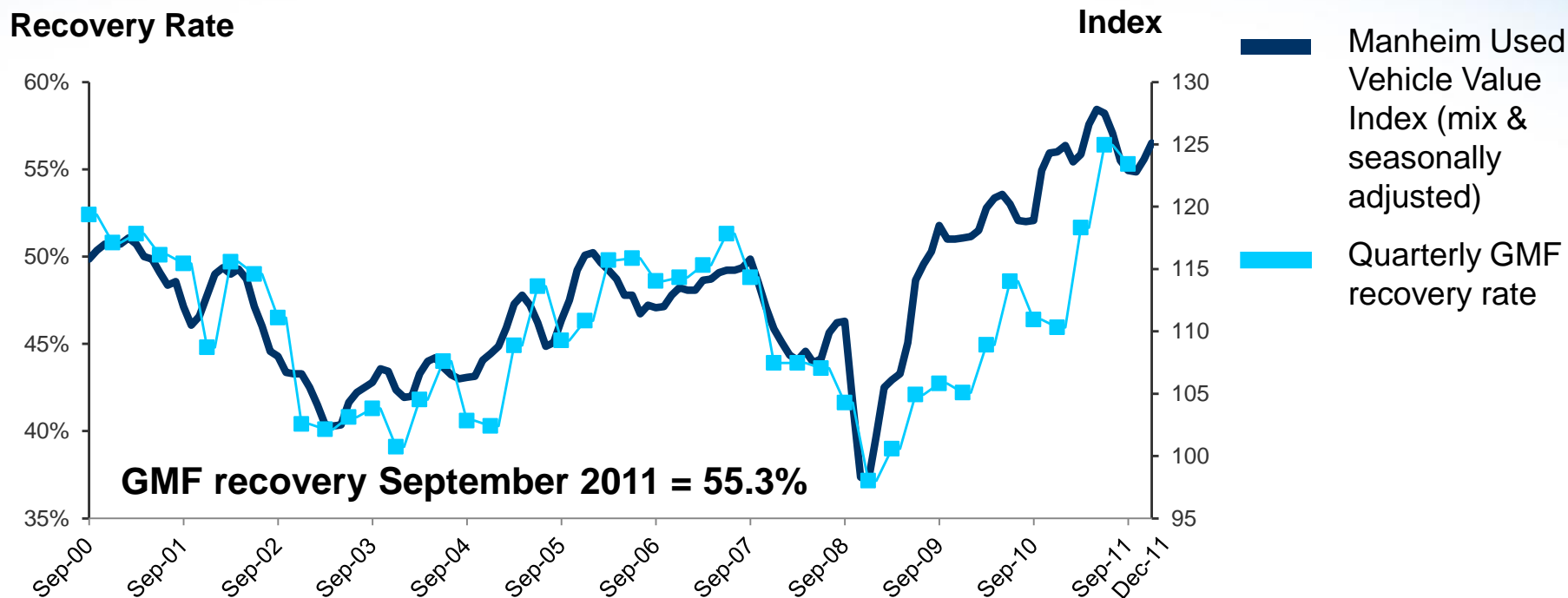
Improved Consumer Handling of Credit - Deleveraging by Credit Tier

Average change in outstanding revolving balances



*Source: TransUnion, 2011 Financial Services Summit

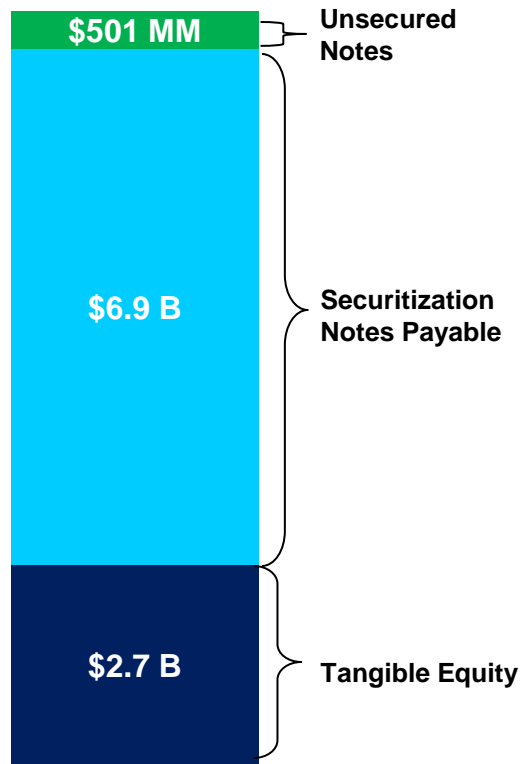
Wholesale Used Vehicle Pricing Trends



- Wholesale used car pricing is strong by historical standards
 - Limited used vehicle supply and robust demand
 - Lower new car incentives
- Expect normal seasonal weakness in December quarter
- Used vehicle values likely to have peaked and expected to level off

Funding Strategy

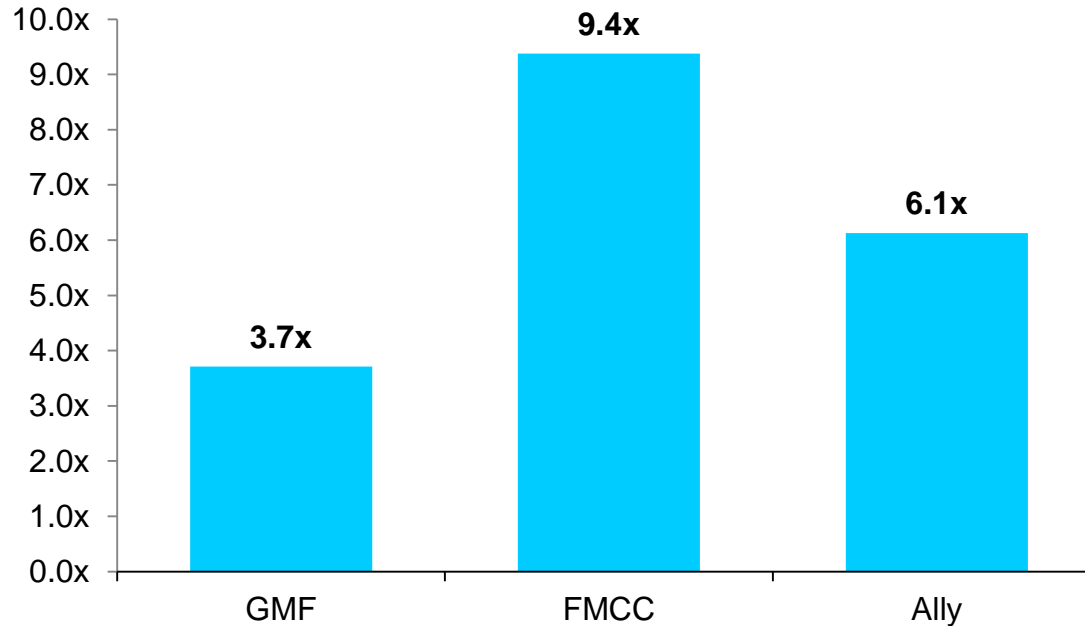
At September 30, 2011



- Warehouse lines provide interim financing
 - \$2.0 billion credit facility sized to support approximately six months of loan origination volume
 - \$600 million credit facility to support U.S. lease program and C\$600 million credit facility to support Canadian lease program
 - New facilities to be added as needed to support new product lines
- Asset-backed securitizations provide permanent financing
 - Completed 78 securitizations since 1994 with approximately \$64 billion in notes sold, including five in 2011
 - Access to and execution in securitization market is strong
 - \$900 million securitization, completed in November 2011, carried all-in cost of funds of 2.9%
- Unsecured debt to support capital needs associated with origination growth
 - Issued \$500 million of 6.75% senior notes on June 1, 2011
 - Expect to be a more frequent issuer as capital requirements grow

Conservative Leverage (Assets/Tangible Equity)

At September 30, 2011



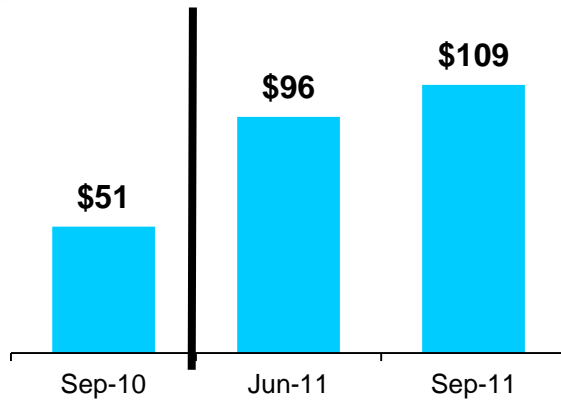
- Conservative total finance receivables and leases/tangible equity ratio compared to other finance companies
- No intention to pay dividend to GM
- Target leverage ratio for GM Financial of 6-8x range over time

Corporate Credit Ratings

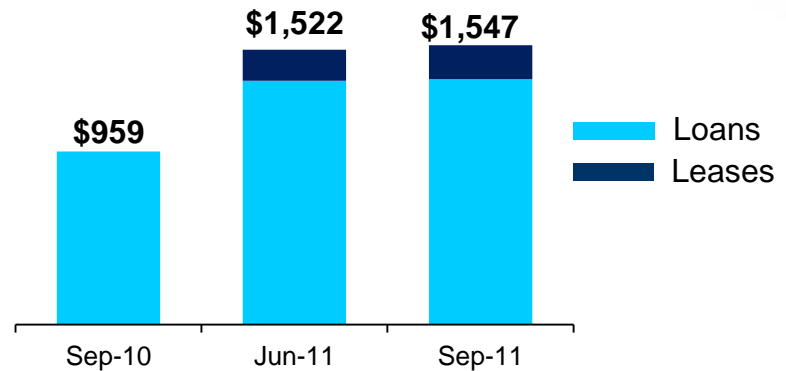
	GM	GM Financial
Moody's		
Corporate ratings	Ba1	Ba3
Outlook	Positive	Stable
Date of last rating	10/27/11	10/27/11
Standard and Poor's		
Corporate ratings	BB+	BB
Outlook	Stable	Stable
Date of last rating	9/29/11	1/5/12
Fitch		
Corporate ratings	BB	BB
Outlook	Positive	Positive
Date of last rating	10/4/11	10/4/11

Quarterly Financial Highlights⁽¹⁾

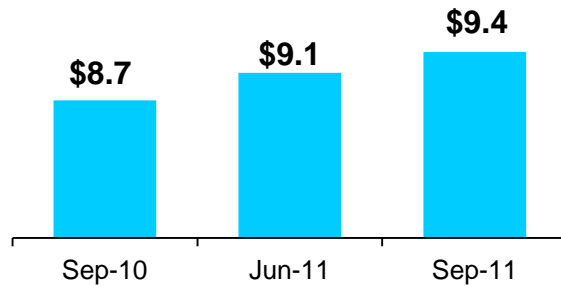
Net Income (\$MM)



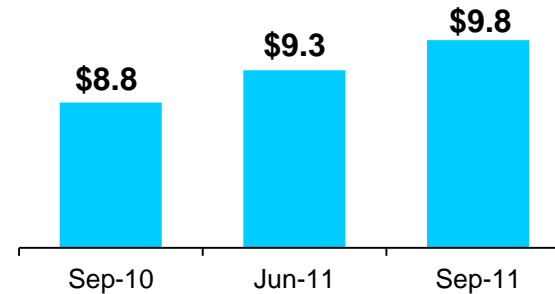
Loan and Lease Origination Volume (\$MM)



Loan Portfolio (\$B)



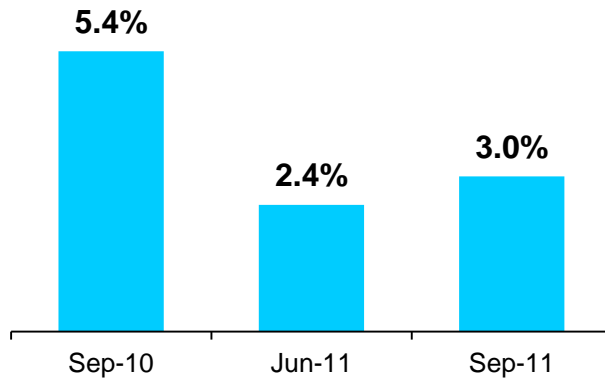
Average Earning Assets (\$B)



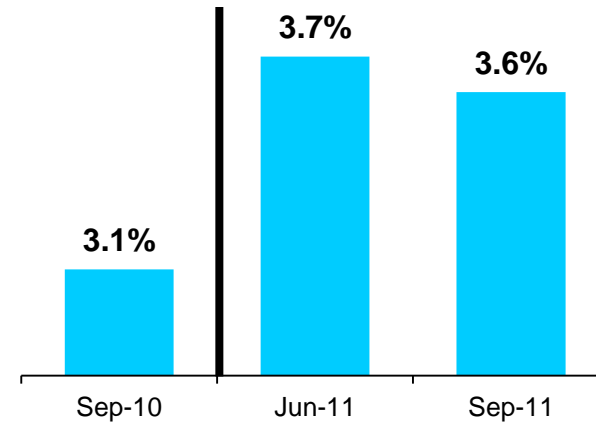
(1) Purchase accounting was applied to the assets and liabilities on Oct. 1, 2010, the date of GM Financial's acquisition by GM, and therefore impacts future earnings recognition.

Quarterly Financial Highlights⁽¹⁾

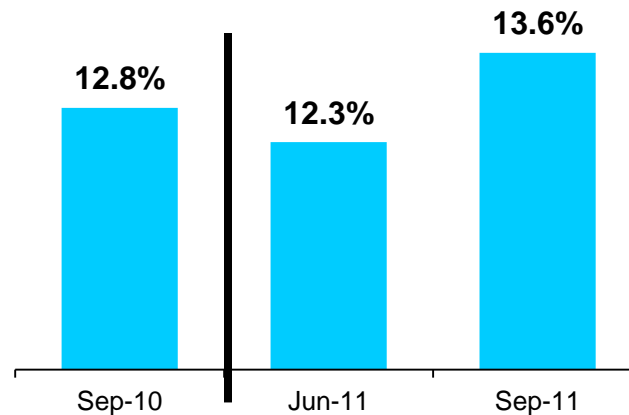
Annualized Net Credit Losses on Loans



Annualized Operating Expense Ratio⁽²⁾



Net Interest Margin⁽²⁾

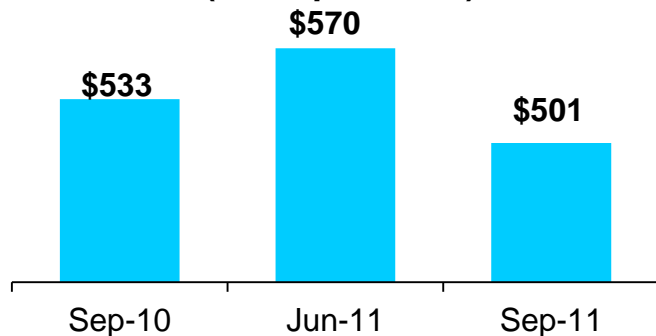


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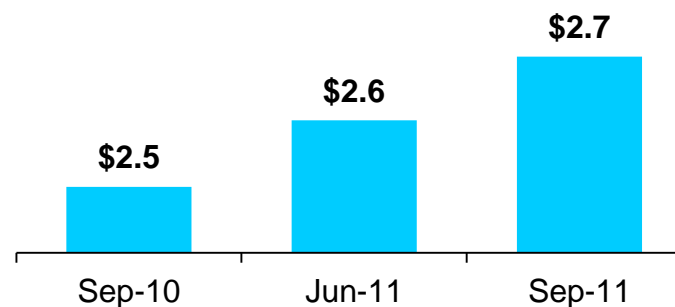
(2) As a percent of average earning assets (finance receivables + leased vehicles, net) for the quarter.

Balance Sheet Highlights

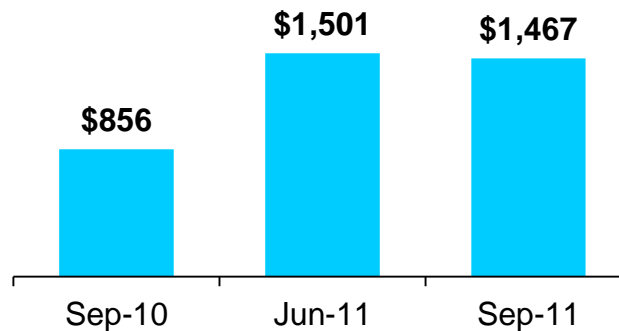
Unsecured Debt (\$MM, par value)



Tangible Net Worth (\$B)



Liquidity⁽¹⁾ (\$MM)



(1) Liquidity includes unrestricted cash, available borrowing capacity on unpledged eligible receivables and GM line of credit.

The Future of GM Financial

- Franchise strengthened through acquisition by GM
 - Established track record since 1992 as a subprime originator and servicer
 - Origination focus on GM dealers while preserving profitable non-GM business
- Growth in areas that are strategic for GM and drive incremental vehicle sales
 - Continue strong momentum in U.S. subprime loans
 - Enhance U.S. lease programs
 - Increase scale of Canadian operations
 - Develop commercial lending services capacity
- Well-positioned to take advantage of favorable competitive environment to originate loans with attractive risk-adjusted returns
 - Reliable access to funding markets supports higher origination levels and increase capital efficiency
 - Expecting sustained strong credit performance