

# U.S. Loan, Lease & Floorplan Securitization Platforms

August 2023



#### Safe Harbor Statement

This presentation contains several "forward-looking statements." Forward-looking statements are those that use words such as "believe," "expect," "intend," "plan," "may," "likely," "should," "estimate," "continue," "future" or "anticipate" and other comparable expressions. These words indicate future events and trends. Forward-looking statements are our 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 us.

The most significant risks are detailed from time to time in our filings and reports with the Securities and Exchange Commission, including our annual report on Form 10-K for the year ended December 31, 2022 and our subsequent guarterly reports on Form 10-Q. Such risks include - but are not limited to - GM's ability to sell new vehicles that we finance in the markets we serve; dealers' effectiveness in marketing our financial products to consumers; the viability of GM-franchised dealers that are commercial loan customers; the sufficiency, availability and cost of sources of financing, including credit facilities, securitization programs and secured and unsecured debt issuances; the adequacy of our underwriting criteria for loans and leases and the level of net charge-offs, delinguencies and prepayments on the loans and leases we purchase or originate; our ability to effectively manage capital or liquidity consistent with evolving business or operational needs, risk management standards and regulatory or supervisory requirements; the adequacy of our allowance for loan losses on our finance receivables; our ability to maintain and expand our market share due to competition in the automotive finance industry from a large number of banks, credit unions, independent finance companies and other captive automotive finance subsidiaries; changes in the automotive industry that result in a change in demand for vehicles and related vehicle financing; the effect, interpretation or application of new or existing laws, regulations, court decisions and accounting pronouncements; adverse determinations with respect to the application of existing laws, or the results of any audits from tax authorities, as well as changes in tax laws and regulations, supervision, enforcement and licensing across various jurisdictions; the prices at which used vehicles are sold in the wholesale auction markets; vehicle return rates, our ability to estimate residual value at lease inception and the residual value performance on vehicles we lease; interest rate fluctuations and certain related derivatives exposure; our joint ventures in China, which we cannot operate solely for our benefit and over which we have limited control; changes in the determination benchmark rates; pandemics, epidemics, disease outbreaks and other public health crises, including the COVID-19 pandemic; our ability to secure private data, proprietary information, manage risks related to security breaches and other disruptions to networks and systems owned or maintained by us or third parties and comply with enterprise data regulations in all key market regions; foreign currency exchange rate fluctuations and other risks applicable to our operations outside of the U.S.; changes in local, regional, national or international economic, social or political conditions; and impact and uncertainties related to climate-related events and climate change legislation.

If one or more of these risks or uncertainties materialize, or if underlying assumptions prove incorrect, our actual results may vary materially from those expected, estimated or projected. It is advisable not to place undue reliance on any forward-looking statements. We undertake no obligation to, and do 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.



# **U.S. ABS Platforms**

# U.S. ABS Platforms



#### GM Financial has long-standing securitization track record across multiple platforms

U.S. Prime Loan	GM Financial Consumer Automobile Receivables Trust (Ticker: GMCAR)	<ul> <li>Prime loan platform established in 2017 and SEC- registered in 2018</li> </ul>
U.S. Prime Loan: Revolving	GM Financial Revolving Receivables Trust (Ticker: GMREV)	<ul> <li>Revolving prime loan platform</li> <li>Supplements GM Financial's prime loan securitization program with comparable collateral and longer duration structure</li> </ul>
U.S. Lease FINANCIAL	GM Financial Automobile Leasing Trust (Ticker: GMALT)	<ul> <li>Lease platform established in 2014 and SEC-registered in 2015</li> </ul>
U.S. Floorplan	GMF Floorplan Owner Revolving Trust (Ticker: GFORT)	<ul> <li>Floorplan platform established in 2015</li> </ul>
U.S. Sub-prime Loan	AmeriCredit Automobile Receivables Trust (Ticker: AMCAR)	<ul> <li>Sub-prime loan platform dating back to 1994 with over 100 securitizations</li> </ul>



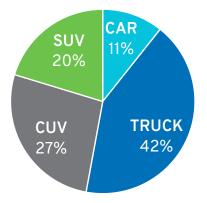
# Loan & Lease Underwriting and Servicing

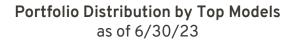
# Retail Loan Portfolio Overview

- GM Financial is originator and servicer of automobile loans
  - Originate loans under two brands
    - GM Financial full spectrum credit offering for new and used vehicles and the exclusive provider of subvented loans to GM dealers in the U.S.
    - AmeriCredit over 30 years of lending experience to below prime consumers focused on predominately franchised dealers for mostly used vehicle financing
  - Terms up to 84 months
  - Fixed rate, simple interest and fully amortizing
  - LTV at origination may be above 100% of wholesale vehicle value
- June 2023 quarter-end borrower and loan characteristics at origination are trending to higher credit quality with prime loan expansion
  - Average 17 years of history in the credit bureau
  - Average annual household income of ~\$150,000
  - Average time with current employer ~10 years
  - Average amount financed \$40,000 and monthly payment of \$760
  - Average down payment of 25%
  - Weighted average FICO score of 751





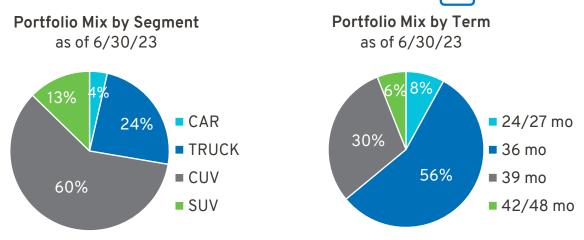




Model	Make	Dollar Percentage
SILVERADO	CHEVROLET	19%
SIERRA	GMC	14%
EQUINOX	CHEVROLET	6%
TAHOE	CHEVROLET	5%
TRAVERSE	CHEVROLET	5%
SUBURBAN	CHEVROLET	2%
YUKON	GMC	2%
TERRAIN	GMC	2%
ACADIA	GMC	2%
COLORADO	CHEVROLET	2%
OTHER	ALL	41%

### Retail Lease Portfolio Overview

- GM Financial originates and services new lease originations
  - GM Financial is the exclusive subvented lease provider for GM vehicles in North America
  - Lease terms of 24-48 months
    - Majority of leases are 36- and 39-month terms
  - Predominately prime credit quality
    - Weighted average FICO score ~779
  - Diverse model concentration
    - $\circ$  45 models with the top 5 models ~50% of the portfolio
- Lease residuals and residual setting
  - Base residual values set based on Automotive Lease Guide (ALG) levels
  - GM may enhance contract residuals above ALG
    - Any residual enhancement is supported by GM through subvention payments
    - GM pays GM Financial for gap between contract and ALG residual value at time of lease origination



#### Portfolio Distribution by Top Models as of 6/30/23

Model	Make	Dollar Percentage
SILVERADO	CHEVROLET	15%
EQUINOX	CHEVROLET	13%
BLAZER	CHEVROLET	8%
SIERRA	GMC	6%
TRAVERSE	CHEVROLET	6%
XT5	CADILLAC	6%
TERRAIN	GMC	4%
ENCORE	BUICK	4%
ACADIA	GMC	4%
ESCALADE	CADILLAC	4%
OTHER	ALL	30%

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# Loan & Lease Underwriting Overview



- Underwriting and funding
  - 14 GM Financial Regional Credit Centers, five AmeriCredit Credit Centers, and two centralized funding centers in the U.S.
  - Underwriting teams split between GM Financial and AmeriCredit
- Custom scorecards are utilized to underwrite and analyze loan and lease originations across the credit spectrum
  - Credit risk appetite and credit mix adjusted through credit policies and program parameters
  - Loan and lease scorecards leverage a long history of retail credit experience
  - Scorecard characteristics are monitored quarterly for statistical consistency
- Funding and verifications
  - Verification process driven by credit tier and conducted prior to purchasing the loan or lease from the dealer
  - Confirm receipt of all contractual documents and confirmation of regulatory compliance
  - Applications for credit tiers below prime generally require proof of income and verification of employment

## Loan & Lease Servicing Overview

- Highly tenured servicing team with experience across economic cycles
- Collections centers strategically located to balance the loan portfolio
  - San Antonio, TX; Chandler, AZ; Charlotte, NC; Peterborough, Ontario (Canada and Northeast U.S.)
- Lease portfolio collections handled by dedicated groups in Texas (Arlington and San Antonio)
  - Customer Experience teams supporting lease customers located in Arlington, TX and Chandler, AZ
- Collections split between 5-45 days past due and 46+ days past due
  - 5-45 group utilizes dialer campaigns on eligible accounts
  - 46+ group allocates individual accounts to a designated team within each servicing center to work with individual accounts through resolution
  - Repossession review begins at approximately 70-75 days past due; write-off occurs at 120 days past due
- Dedicated Customer Service team to handle inbound inquiries and some very early-stage delinquencies
- Specialty areas dedicated to deficiency balance collections, bankruptcy management process and loss mitigation, including total losses, impounds and expired loans
- Staffing models utilized to ensure appropriate staffing levels based on origination volume, credit mix and forecasted credit performance
- Small outsourcing team to help support inbound loan and lease customer servicing

# **U.S. Remarketing Solutions**



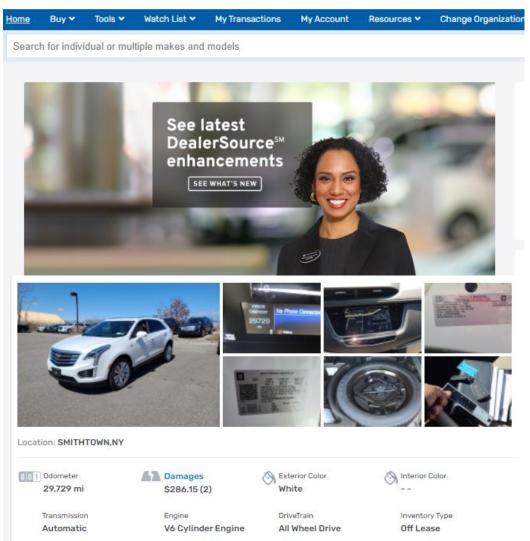
- Established an industry-leading remarketing team at GM Financial
  - GM Financial remarketing manages operations for both GM and GM Financial owned vehicles
  - Provides cohesive strategy for managing off-lease, repossessed, rental vehicles and company cars
  - Service provider for GM dealers for wholesale selling operations
- Nationwide auction presence
  - Physical auctions: ~50 locations (Manheim and independent)
  - GM Financial on-site representative participates in each auction
    - o Review inventory and establish floor levels
    - Real-time decisions to accept/decline bid
  - Open and closed auction sales formats
    - Open sales with all dealers for GM Financial and some GM-owned inventory
    - Closed sales with only GM dealers for company cars and other select GM inventory
  - Auctions simulcast nationwide to all dealers



### Lease End-of-Term

- Private-label online wholesale marketplace and inventory management system – DealerSource.com
  - Lease maturity manager, payoff quote information, vehicle grounding functionality and grounding dealer vehicle purchase capabilities
  - Facilitates streamlined "grounding" process to terminate leases at GM dealerships
  - Provides single-source online access to purchase a wide range of pre-owned GM vehicles, including off-lease, rental vehicles and GM company cars
- Program designed to support GM dealer base while maximizing resale values
  - First few online selling iterations exclusive to GM dealers
  - Vehicles are listed on DealerSource and OpenLane.com until arrival at a physical auction
  - Leveraging extensive nationwide network of physical auctions
  - Targeted marketing efforts for both online and physical auctions

#### DEALERSOURCE.





# **GMCAR Platform Highlights**

U.S. Prime Retail Loan



# **GMCAR** Securitization Platform

U.S. Prime Retail Loan

#### **Track Record**

- ABS platform established in 2017 and SEC-registered in 2018
- Originator, servicer and residual holder

### **Consistent Platform**

- Regular issuer in the market beginning in 2018
- Rotate among rating agencies

### **Efficient Structures**

- Subordinate bonds structured for sale
- Ability to offer floating rate notes

# **GMCAR** Transaction Summary

#### Collateral Overview & Structure Summary

	2023-3	2023-2	2023-1	2022-4	2022-3	2022-2	2022-1
Pricing Date	7/11/23	4/4/23	1/9/23	10/4/22	7/6/22	4/5/22	1/10/22
Offered Notes	\$1,523,780,000	\$1,523,770,000	\$1,523,770,000	\$1,234,550,000	\$1,186,970,000	\$1,361,210,000	\$1,185,080,000
Pool Characteristics (1)							
Pool Balance	\$1,682,725,760	\$1,701,737,703	\$1,719,195,780	\$1,376,173,675	\$1,323,590,279	\$1,494,418,717	\$1,244,538,359
Average Principal Balance	\$34,356	\$34,663	\$34,594	\$34,068	\$32,970	\$32,024	\$31,175
Weighted Average APR	5.19%	4.69%	4.18%	3.86%	3.84%	4.00%	4.01%
Weighted Average Original Term	70 months	69 months	69 months	79 months	70 months	72 months	71 months
Weighted Average Remaining Term	60 months	60 months	60 months	61 months	62 months	63 months	64 months
Weighted Average Seasoning	10 months	9 months	8 months	8 months	8 months	8 months	7 months
New Vehicle %	79.61%	79.01%	79.01%	79.99%	79.90%	79.77%	79.37%
Weighted Average FICO Score	782	783	781	781	779	775	774
Weighted Average Custom Score	343	344	343	343	343	341	340
Weighted Average LTV	97%	97%	97%	97%	96%	96%	96%
Dollar Percentage by Segment <sup>(1)(2)</sup>							
Car	6.58%	7.14%	6.59%	6.44%	7.24%	7.88%	8.15%
CUV	22.17%	20.90%	20.85%	20.83%	20.26%	22.64%	35.65%
SUV	24.48%	27.06%	26.28%	25.71%	28.23%	26.65%	13.00%
Truck	46.78%	44.90%	46.27%	47.02%	44.27%	42.82%	43.20%
Top 5 Vehicle Models (1)	21.76% (Silverado)	21.55% (Silverado)	24.43% (Silverado)	25.87% (Silverado)	23.45% (Silverado)	23.55% (Silverado)	23.84% (Silverado)
	19.72% (Sierra)	17.54% (Sierra)	15.77% (Sierra)	15.25% (Sierra)	15.00% (Sierra)	14.31% (Sierra)	14.01% (Sierra)
	6.68% (Yukon)	7.24% (Yukon)	6.30% (Equinox)	5.81% (Tahoe)	6.45% (Tahoe)	6.41% (Traverse)	6.39% (Equinox)
	5.60% (Equinox)	5.88% (Equinox)	6.28% (Yukon)	5.77% (Yukon)	5.45% (Yukon)	6.02% (Tahoe)	6.11% (Traverse)
	5.04% (Tahoe)	5.71% (Tahoe)	5.75% (Tahoe)	5.71% (Equinox)	5.35% (Traverse)	5.29% (Equinox)	4.98% (Tahoe)
Original Term Distribution <sup>(1)(2)</sup>							
<=60 months	26.06%	25.36%	26.03%	23.36%	18.03%	12.59%	12.70%
61-72 months	44.09%	45.44%	46.56%	48.44%	57.10%	62.57%	62.67%
73-75 months	8.05%	9.25%	9.51%	10.36%	11.04%	12.55%	12.30%
76-84 months	21.79%	19.95%	17.91%	17.85%	13.83%	12.29%	12.33%
Initial Hard Enhancement <sup>(3)</sup>							
Class A Notes	6.10%	6.10%	6.10%	6.15%	6.10%	6.10%	6.10%
Class B Notes	4.50%	4.50%	4.50%	4.55%	4.50%	4.50%	4.50%
Class C Notes	3.00%	3.00%	3.00%	3.05%	3.00%	3.00%	3.00%
Overcollateralization & Reserve Account <sup>(3)</sup>							
Initial O/C	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Target O/C	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Reserve Account (non-declining)	0.25%	0.25%	0.25%	0.30%	0.25%	0.25%	0.25%

1) Unadjusted aggregate principal balance

2) Percentages may not sum to 100.00% due to rounding

3) Percentage of initial adjusted pool balance



### GMCAR Cumulative Net Loss Performance As of July 31, 2023

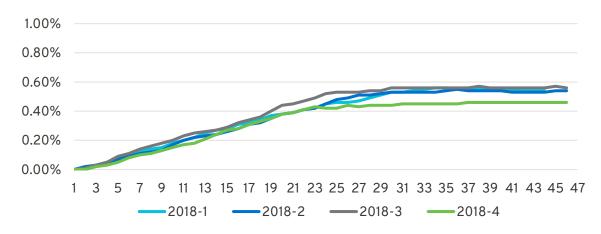


#### 2017 Transactions

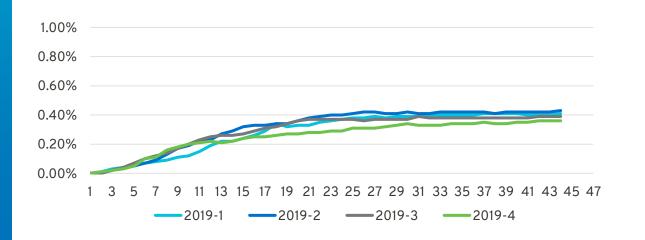
2019 Transactions

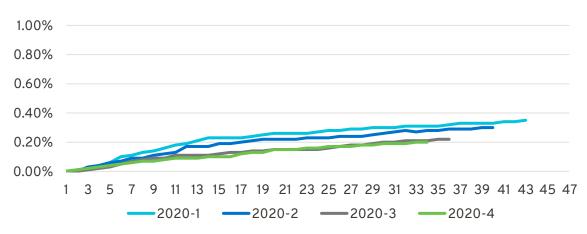


#### 2018 Transactions



#### 2020 Transactions



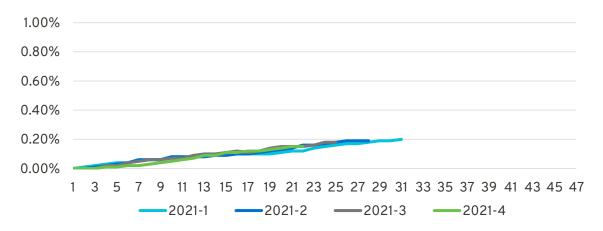


# GMCAR Cumulative Net Loss Performance

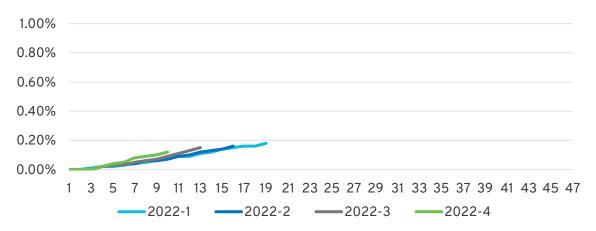


#### As of July 31, 2023

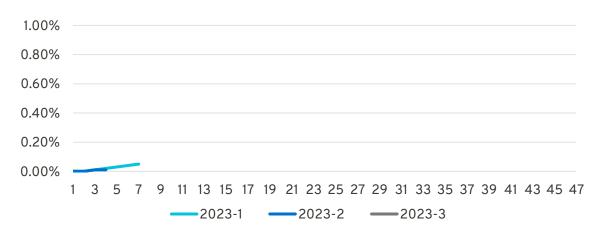
#### 2021 Transactions



#### 2022 Transactions



#### 2023 Transactions





# **GMREV** Platform Highlights

U.S. Revolving Prime Retail Loan

# **GMREV** Securitization Platform

#### Overview

- GM Financial established revolving transaction backed by prime auto loans under GMREV platform in 2021
  - Notes are issued from discrete trust, with five-year revolving period and subsequent soft bullet maturity
- During revolving period:
  - No principal payments on notes, available funds used to purchase additional collateral
  - Collateral must comply with specified eligibility and concentration limits

GMREV 2023-1 Summary of Notes									
	A Notes	B Notes	C Notes	D Notes	Total Notes				
Issue Amount (Face)	\$800,000,000	\$17,460,000	\$25,310,000	\$23,570,000	\$866,340,000				
Class Split (% of Adjusted Pool Balance)	91.65%	2.00%	2.90%	2.70%					
Minimum Ratings (Moody's/S&P)	Aaa/AAA	Aa2/AA	A2/A						
Settlement	C	)n or about May 31, 2023	}						
First Payment Date		July 11, 2023							
Expected Final Payment Date		May 11, 2028							
WAL (years) to Expected Final Payment Date		4.95							
Note Redemption Period	Nover	mber 11, 2027 to May 11,	2028	Not Offered					
Legal Final Maturity		April 11, 2035							
Fixed or Floating		Fixed							
Interest Day Count		30/360							
ERISA Eligible		Yes							
Distribution Date	11th day of each mont	h, if not a business day, t							
Offering Format		144A / Reg S							

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# **GMREV** Credit Enhancement

#### Overview

- GMREV 2023-1 credit enhancement consists of subordination, overcollateralization, reserve account, available excess spread and YSOC
- Subordinated Notes
  - Subordination for the Class A notes will consist of three classes of subordinated notes totaling 7.60% of the initial adjusted pool balance
- Non-Declining Reserve Account
  - At closing, an initial deposit of not less than 0.50% of the initial note balance
- Overcollateralization
  - Initial overcollateralization is 0.75% of the initial adjusted pool balance
  - Target overcollateralization if the floor credit enhancement composition tests are breached will be 4.00% of the required adjusted pool balance
  - Target overcollateralization if the net losses test is breached will be 10.75% of the required adjusted pool balance
- YSOC Adjusted Expected Excess Spread
  - Initially, approximately 2.47% per annum
  - Calculation = Adj WA APR 8.64% Servicing Fee 1.00% Est. WA Bond Coupon 5.18%
  - YSOC discount rate of 8.45%

GMREV 2023-1 Credit Enhancement Summar	ry <sup>(1)</sup>
	Amount (%)
Initial Credit Enhancement Percentage	
Class A	8.85%
Class B	6.85%
Class C	3.95%
Class D	1.25%
Reserve Account (non-declining) <sup>(2)</sup>	
Initial	0.50%
Target	0.50%
Floor	0.50%
Overcollateralization	
Initial	0.75%
Target if Floor CE Test Breached	4.00%
Target if Net Losses Test Breached	10.75%
Excess Spread	
WA Adjusted APR	8.64%
Servicing Fee	1.00%
Estimated Weighted Avg. Bond Coupon	5.18%
Excess Spread	2.47%

1) % of initial adjusted pool balance

2) % of initial note balance

Initial 'AAA' Credit Enhancement Comparison									
	GMREV 2023-1	GMREV 2022-1	GMCAR 2023-2	FORDR 2023-REV1	TALNT 2022-1				
Subordination	7.60%	7.60%	4.35%	9.50%	0.00%				
Initial Overcollateralization	0.75%	0.75%	1.50%	-0.50%	6.10%				
Reserve Account	<u>0.50%</u>	<u>0.50%</u>	0.25%	0.50%	0.50%				
Total Hard Credit Enhancement	8.85%	8.85%	6.10%	9.50%	6.60%				

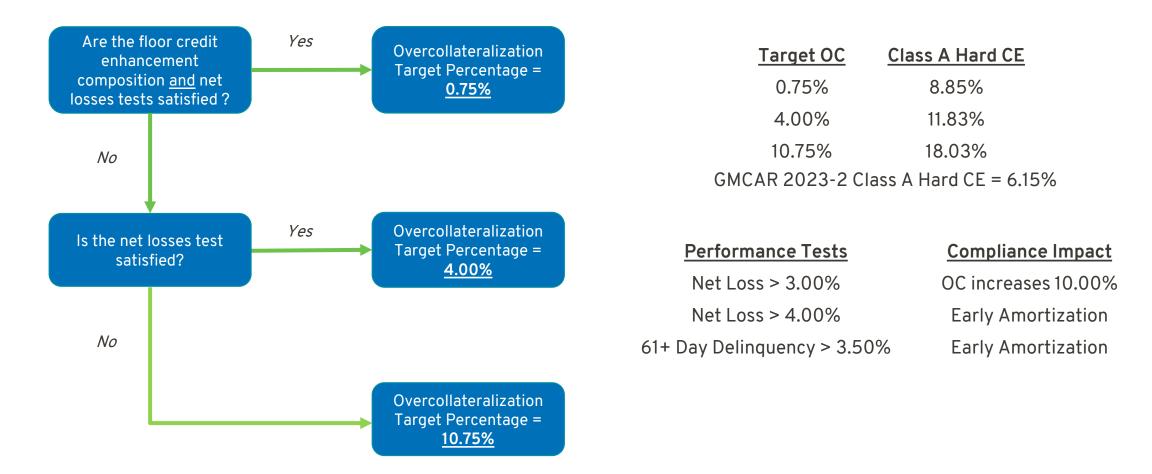


# **GMREV** Credit Enhancement



#### **Collateral Composition and Performance Tests**

- Credit enhancement determined based upon pool's composition and net loss tests (applied to entire pool)
  - One of three levels of target overcollateralization established based on compliance



# **GMREV** Collateral Composition

#### 

#### **Collateral Comparison & Concentration Limits**

	GM Financial GMREV 2023-1	GM Financial GMREV 2022-1	GM Financial GMCAR 2023-2
Aggregate Principal Balance	\$941,513,288.56	\$620,629,858.03	\$1,701,737,702.63
Number of Automobile Loan Contracts	26,212	17,448	49,094
Average Principal Balance	\$35,919.17	\$35,570.26	\$34,662.84
Weighted Average APR	5.22%	3.87%	4.69%
Weighted Average Original Term (mos)	69	69	69
Weighted Average Remaining Term (mos)	<u>60</u>	<u>61</u>	<u>60</u>
Seasoning (mos)	9	8	9
	TX - 17.01%	TX - 16.45%	TX - 16.56%
Geographic Distribution	FL-8.17%	CA - 9.23%	FL-8.47%
	CA - 8.01%	FL-4.82%	CA - 7.60%
Weighted Average FICO	780	781	783
Weighted Average LTV	98.19%	97.48%	97%
Used Vehicle %	17.24%	16.30%	20.99%
Agency CNL Assumption	M - 1.50% / 1.75%	M - 1.50% / 1.75%	M - 0.75% / N/A
(Floor CE Comp Test / Pool Comp Test)	F - 2.30% / 2.60%	S - 2.55% / 3.10%	S - 1.20% / N/A
Original Term Distribution			
1 - 24	0.05%	0.07%	0.04%
25 - 36	9.06%	8.86%	9.65%
37 - 48	2.57%	6.74%	2.69%
49 - 60	13.74%	9.80%	12.98%
61 - 72	43.18%	42.98%	45.44%
73 - 75	8.47%	9.53%	9.25%
76 - 84	22.93%	22.01%	19.95%
FICO Distribution			
850 and higher	11.53%	11.73%	11.72%
800 - 849	30.58%	31.09%	31.64%
750 - 799	27.32%	26.37%	27.71%
700 - 749	20.19%	19.05%	19.60%
650 - 699	9.16%	9.81%	8.37%
649 and lower (including no FICO)	1.21%	1.15%	0.96%
Commercial	N/A	N/A	N/A

Collateral Concentration Limits <sup>(1)</sup>						
	Floor Credit Enhancement Composition Test	Pool Composition Test				
WA Bureau Scores <sup>(2)</sup>	730 (Min)	720 (Min)				
Used Vehicle %	20% (Max)	25% (Max)				
Percentage with Bureau Score less than 620	5% (Max)	7.5% (Max)				
Percentage with Bureau Score less than 660	10% (Max)	15% (Max)				
Percentage with Bureau Score less than 700	20% (Max)	25% (Max)				
Percentage with Bureau Score less than 750	40% (Max)	45% (Max)				
Percentage with more than 60 original Scheduled Payments	90% (Max)	95% (Max)				
Percentage with more than 72 original Scheduled Payments	35% (Max)	40% (Max)				
Percentage with more than 75 original Scheduled Payments	25% (Max)	30% (Max)				
WA Wholesale LTV <sup>(2)</sup>	105% (Max)	110% (Max)				
Percentage with Wholesale LTV greater than 140%	2% (Max)	3% (Max)				
Percentage with Wholesale LTV greater than 120%	20% (Max)	25% (Max)				
Percentage with Wholesale LTV greater than 100%	55% (Max)	60% (Max)				

1) All percentages reflect percent of Adjusted Pool Balance.

Weighted by Adjusted Receivable Balance.



# **GMALT Platform Highlights**

U.S. Lease



# GMALT Securitization Platform

U.S. Lease

### **Track Record**

- ABS platform established in 2014 and SEC-registered in 2015
- Originator, servicer and residual holder
- Timely payment of all interest and principal to noteholders

### **Consistent Platform**

- Regular issuer in the market beginning in 2015
- Credit enhancement and capital structure relatively consistent
- Rotate among rating agencies

### **Efficient Structures**

- Subordinate bonds structured for sale
- Ability to offer floating rate notes
- Structures de-lever quickly due to nondeclining enhancement

## **GMALT Transaction Summary**

#### Collateral Overview & Structure Summary

	2023-3	2023-2	2023-1	2022-3	2022-2
Pricing Date	8/8/23	5/9/23	2/07/23	8/09/22	5/03/22
Offered Notes	\$999,160,000	\$1,193,890,000	\$1,500,130,000	\$1,350,340,000	\$1,432,450,000
Securitization Value	\$1,075,760,000	\$1,285,390,000	\$1,676,201,776.62	\$1,508,759,093.59	\$1,600,510,649.86
Average Securitization Value	\$30,338.30	\$29,966.03	\$29,202.12	\$28,265.03	\$30,044.13
Aggregate Base Residual Value	\$887,737,948.33	\$1,060,572,182.93	\$1,290,950,870.27	\$1,163,266,315.24	\$1,184,308,325.51
Aggregate MSRP	\$1,695,697,201.30	\$2,023,809,461.43	\$2,453,282,054.01	\$2,280,034,539.49	\$2,307,261,373.28
Disc. Base Residual Value (as a % of Sec. Value)	75.92%	62.00%	63.22%	64.25%	64.00%
Disc. Base Residual Value (as a % of MSRP)	42.16%	42.80%	43.20%	42.52%	44.40%
Weighted Average Original Term (months)	36	37	37	37	37
Range of Original Term (months)	24-48	24-48	24-48	24-48	24-48
Weighted Average Remaining Term (months)	26	26	25	24	26
Range of Remaining Term (months)	3-45	3-45	3-45	3-45	3-45
Weighted Average FICO Score	780	780	778	777	777
Percentage of New Vehicles	100.00%	100.00%	100.00%	100.00%	100.00%
Dollar Percentage by Segment <sup>(1)</sup>					
Car	4.22%	5.01%	4.67%	3.34%	3.02%
CUV	60.44%	60.22%	61.17%	61.39%	56.40%
SUV	9.36%	9.92%	10.07%	12.39%	13.34%
Truck	25.98%	24.86%	24.10%	22.89%	27.23%
Top 5 Vehicle Models	16.38% (Silverado)	15.61% (Silverado)	14.97% (Silverado)	13.98% (Silverado)	16.21% (Silverado)
	14.60% (Equinox)	14.94% (Equinox)	14.17% (Equinox)	11.94% (Equinox)	9.35% (Equinox)
	7.17% (Sierra)	6.33% (Traverse)	8.44% (Blazer)	8.06% (Blazer)	7.18% (Sierra)
	6.77% (Traverse)	6.23% (Sierra)	6.51 (Traverse)	6.64 (Traverse)	6.60% (Traverse)
	6.00% (Blazer)	6.00% (Blazer)	5.78% (Sierra)	5.87% (Sierra)	5.57% (Blazer)
Initial Hard Enhancement					
Class A Notes	19.15%	19.15%	19.15%	19.25%	19.15%
Class B Notes	14.80%	14.80%	14.80%	14.90%	14.80%
Class C Notes	10.75%	10.75%	10.75%	10.85%	10.75%
Class D Notes	8.25%	8.25%	8.25%	8.35%	8.25%
Overcollateralization & Reserve Account					
Initial O/C %	8.00%	8.00%	8.00%	8.00%	8.00%
Target O/C % (non-declining)	10.50%(2)	10.50%(2)	10.50%(2)	10.50%(2)	9.50%
Reserve Account % (non-declining)	0.25%	0.25%	0.25%	0.35%	0.25%

1) Percentages my not sum to 100.00% due to rounding

2) The overcollateralization target decreases to 9.50% when Class A-2-A and A-2-B have paid in full

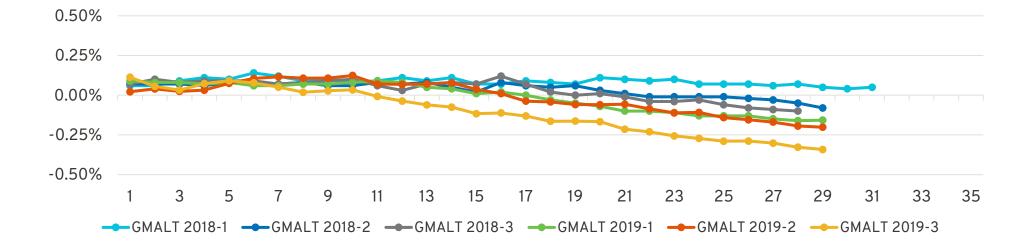


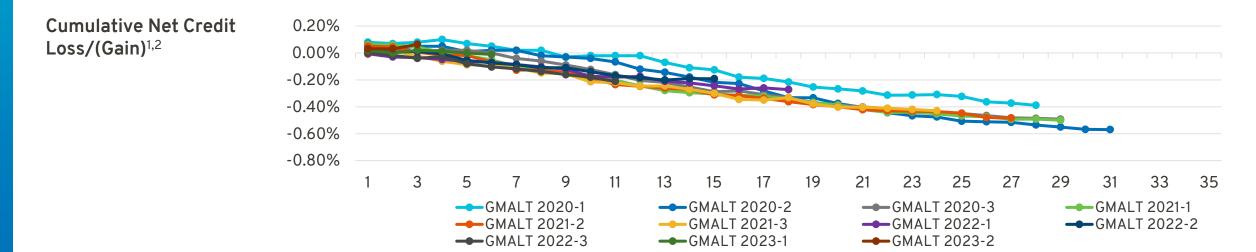


# **GMALT Net Credit Loss Experience**

#### As of July 31, 2023

Cumulative Net Credit Loss/(Gain)<sup>1,2</sup>

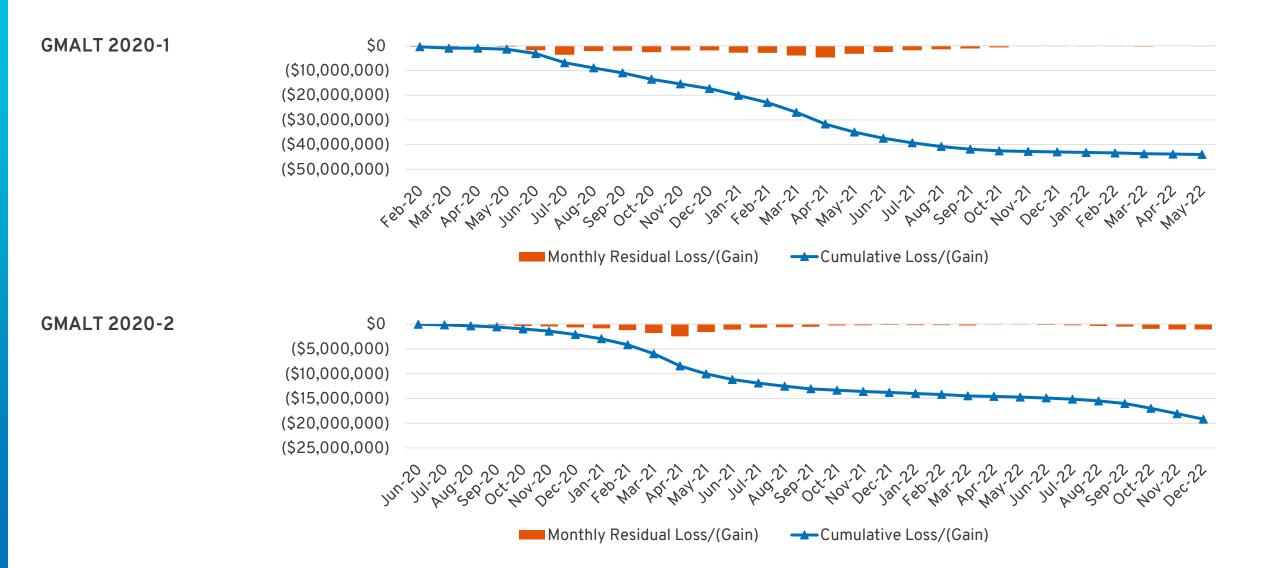




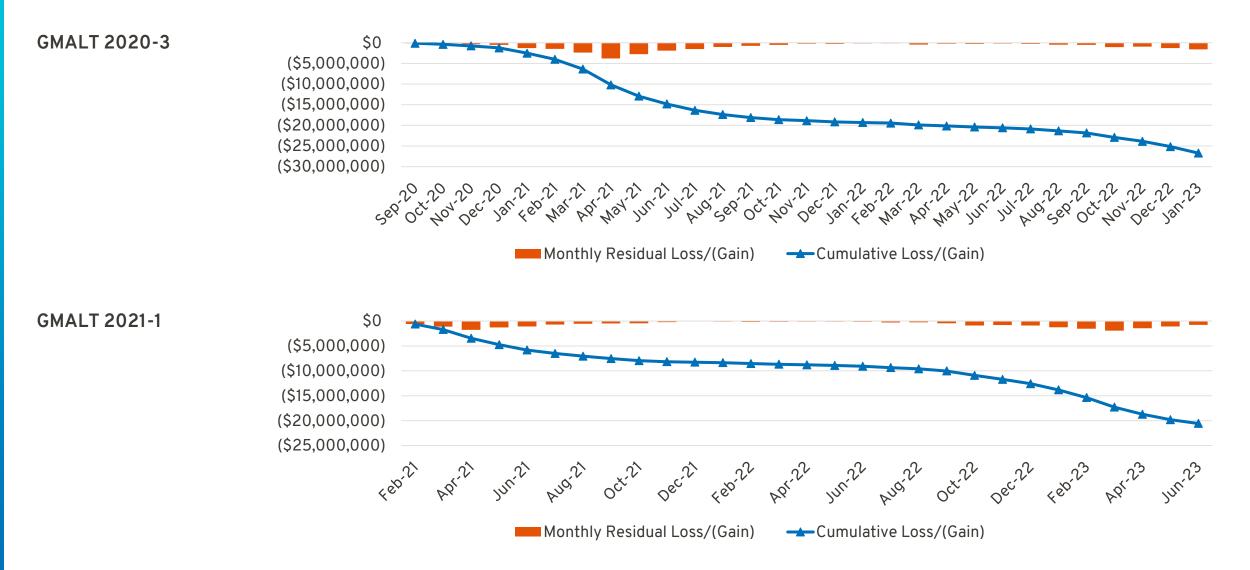
1) Based on Securitization Value

2) Net Credit (Gain) due to receiving sales proceeds in excess of the securitization value for defaulted leases

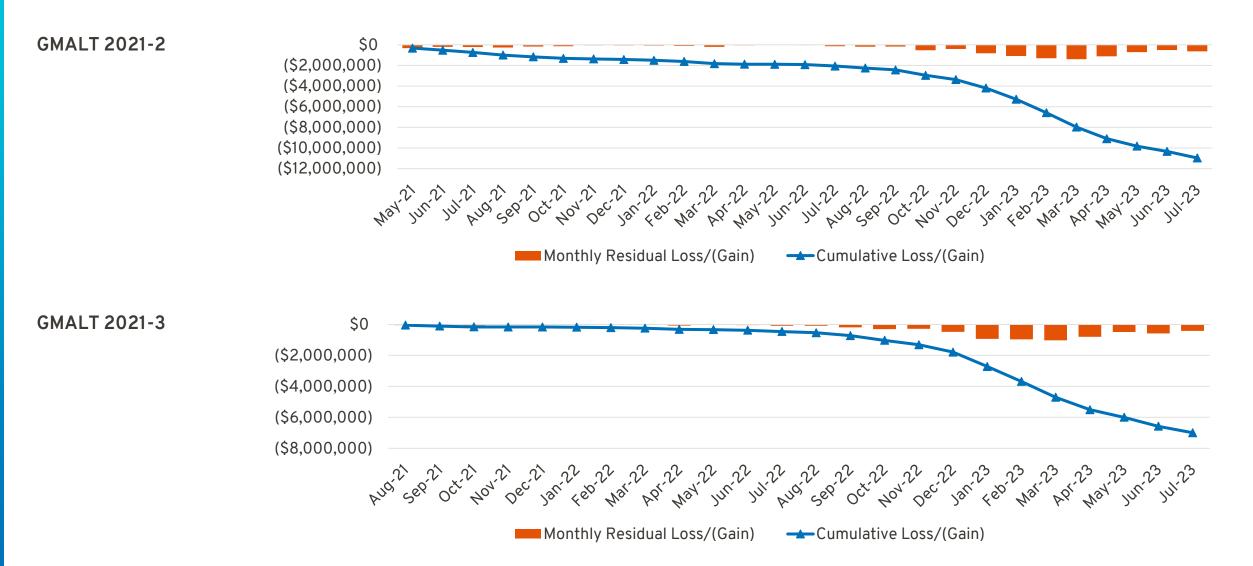


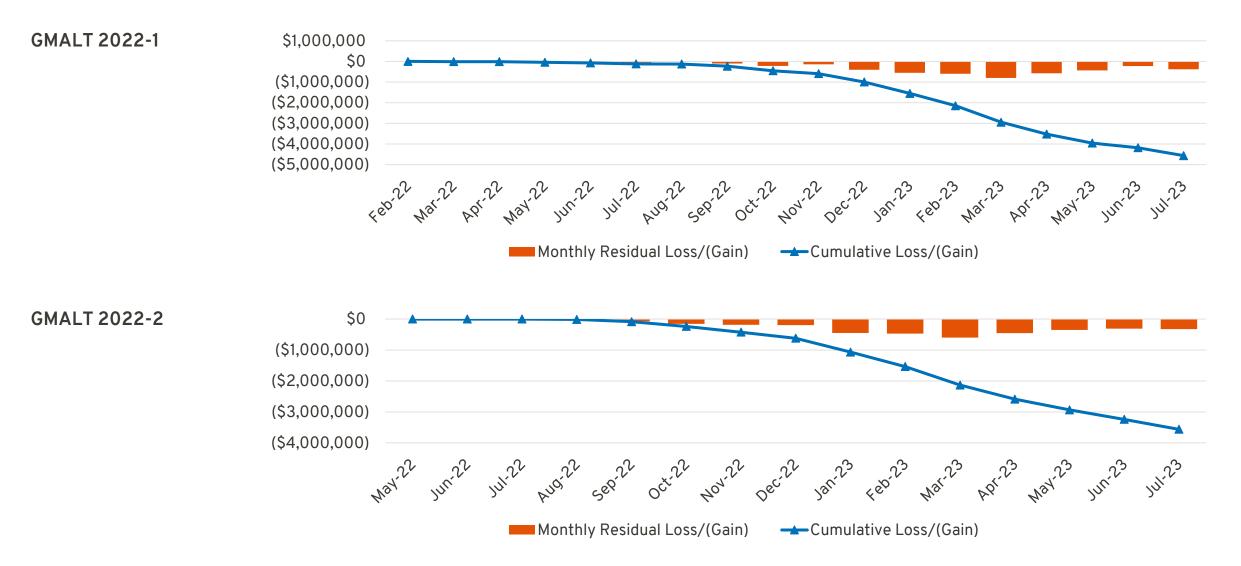








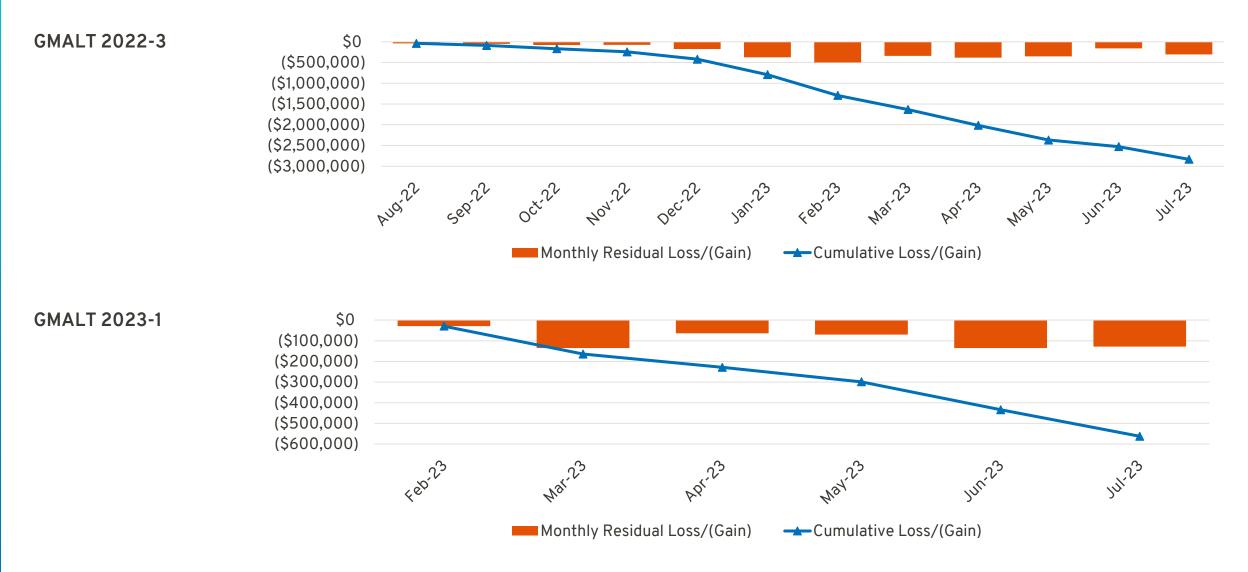




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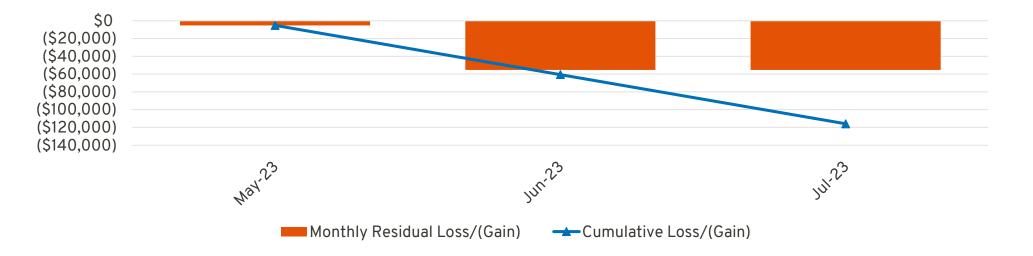
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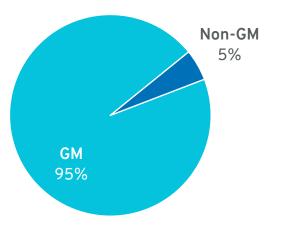




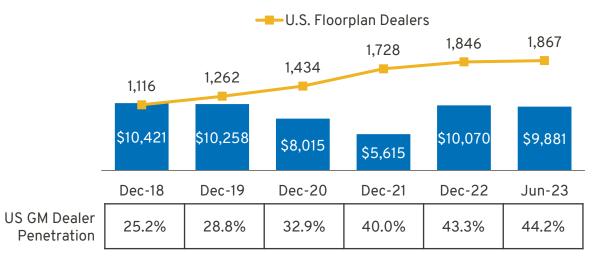
# **Floorplan Overview**

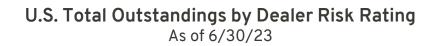
# **Commercial Lending Platform**

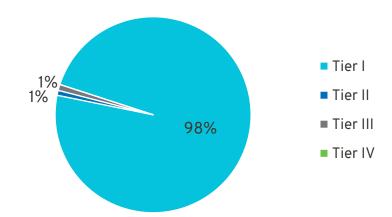
- As GM's captive finance company, GMF provides dealers with lending services that are fully aligned with the manufacturer
  - Provides full suite of commercial lending products with availability across economic cycles
  - Floorplan represents approximately 89% of total commercial portfolio
- U.S. platform built organically under industry veteran leadership
  - On-boarded first dealer in April 2012
    - U.S. New Floorplan Outstandings by Manufacturer As of 6/30/23



U.S. Floorplan Dealer Outstandings (\$M)







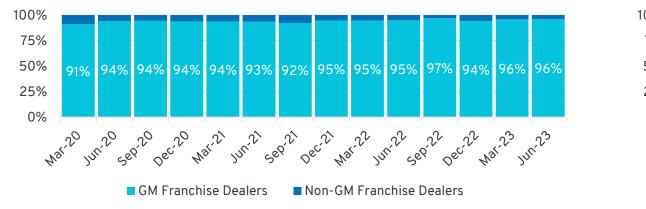
FINANCIAL



# **GFORT Platform Highlights**

U.S. Floorplan

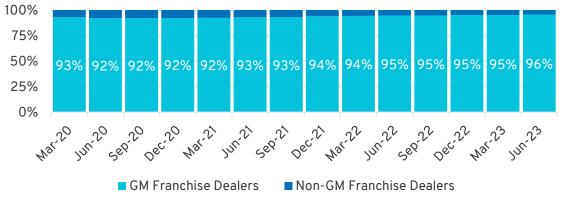
# GFORT Trust Composition – Dealer Base & Aging U.S. Floorplan

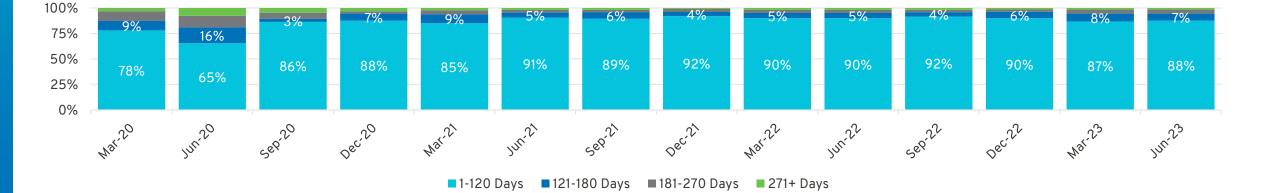


#### **GM** Franchise Dealers by Principal Balance<sup>1</sup>

Age Distribution by Principal Balance<sup>1</sup>

#### **GM Franchise Dealers by Number of Dealers**





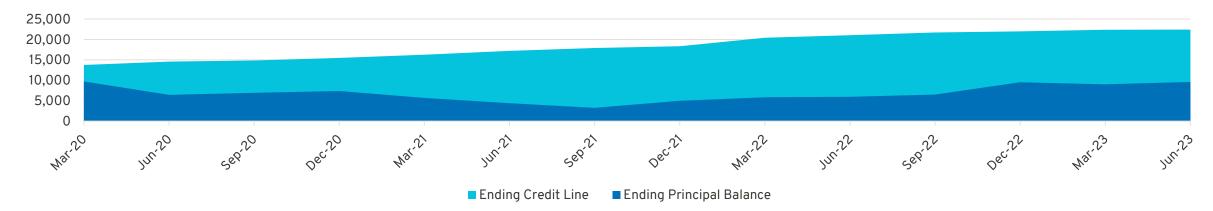
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gm

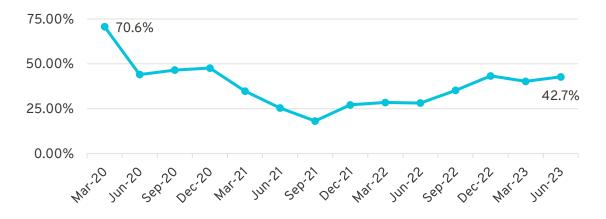
## **GFORT Dealer Credit Utilization**



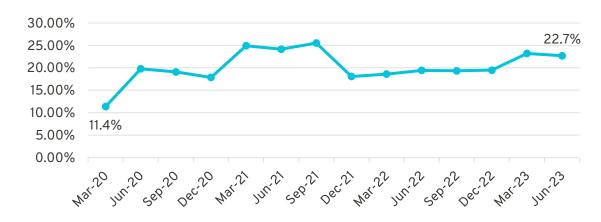
Ending Principal Balance and Credit Line<sup>1</sup> (\$M)



Credit Line Utilization Percentage<sup>1</sup>



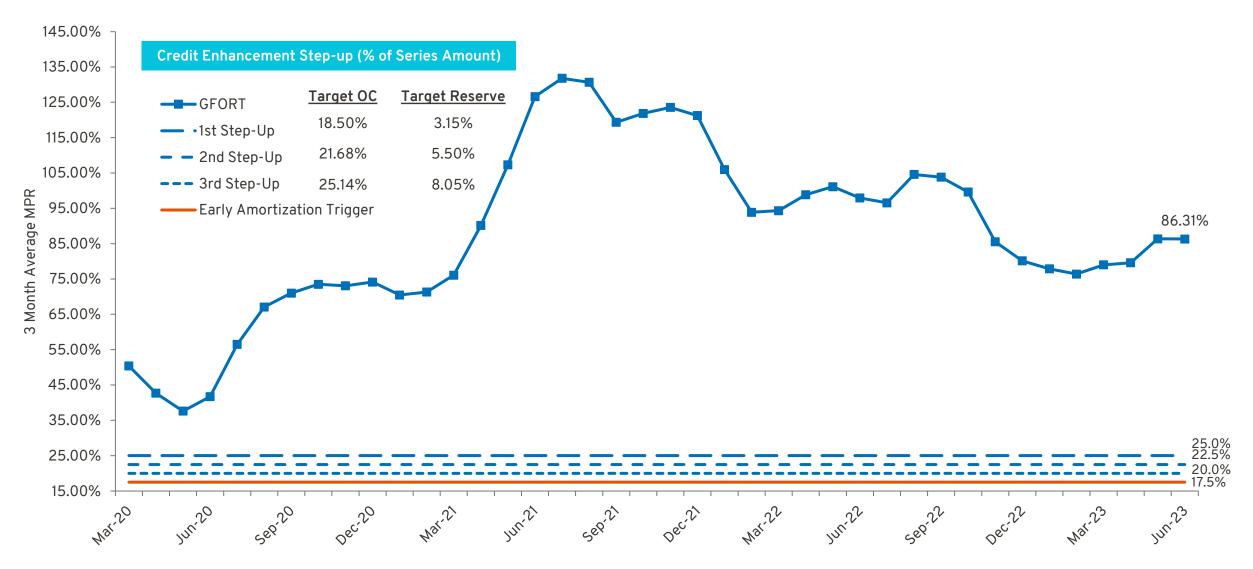
CMA as % of Gross Pool Balance



# **GFORT Monthly Payment Rate History**



GFORT Monthly Payment Rate Experience (3 Month Average) and Trigger Levels



# **GFORT Transaction Summary**

### **gm** FINANCIAL

#### Series Structure

	2023-2	2023-1	2020-2	2020-1	2019-2	2019-1	2018-4	2018-3	2018-2	2018-1	2017-3
Series Initial Invested Amount	\$355,472,000	\$1,244,148,000	\$763,010,000	\$619,941,000	\$650,000,000	\$350,000,000	\$700,000,000	\$250,000,000	\$600,000,000	\$200,000,000	\$414,727,000
Offered Notes	AAA-AA	AAA-AA	AAA-A	AAA-BBB	AAA-A						
AAA Fixed / Float Split(% of AAA Notes)	100% / 0%	86% / 14%	100% / 0%	100% / 0%	100% / 0%	100% / 0%	69% / 31%	0% / 100%	86% / 14%	0% / 100%	0% / 100%
Average Life (years)	4.96	2.96	2.97	2.91	4.90	2.90	2.89	1.89	2.96	1.97	1.96
Expected Final Distribution	Jun 2028	Jun 2026	Oct 2025	Aug 2025	Apr 2024	Apr 2022	Sep 2021	Sep 2020	Mar 2021	Mar 2020	Aug 2019
Offering Type	144A	144A	144A	144A	144A	144A	144A	144A	144A	144A	144A
Total Hard Credit Enhancement											
% of Nominal Liquidation Amount											
Class A Notes	27.87%	27.87%	27.87%	27.87%	27.87%	27.87%	27.86%	27.86%	27.86%	27.86%	27.86%
Class B Notes	22.87%	22.87%	22.87%	22.87%	22.87%	22.87%	22.86%	22.86%	22.86%	22.86%	22.86%
Class C Notes	18.37%	18.37%	18.37%	18.37%	18.37%	18.37%	18.36%	18.36%	18.36%	18.36%	18.36%
Class D Notes	14.37%	14.37%	14.37%	14.37%	14.37%	14.37%	14.36%	14.36%	14.36%	14.36%	14.36%
Overcollateralization	13.50%	13.50%	13.50%	13.50%	13.50%	13.50%	13.50%	13.50%	13.50%	13.50%	13.50%
Reserve Account	0.86%	0.86%	0.86%	0.86%	0.86%	0.86%	0.86%	0.86%	0.86%	0.86%	0.86%
% of Series Invested Amount											
Class A Notes	32.21%	32.21%	32.22%	32.22%	32.22%	32.22%	32.21%	32.21%	32.21%	32.21%	32.21%
Class B Notes	26.43%	26.43%	26.44%	26.44%	26.44%	26.44%	26.43%	26.43%	26.43%	26.43%	26.43%
Class C Notes	21.23%	21.23%	21.23%	21.23%	21.23%	21.23%	21.23%	21.23%	21.23%	21.23%	21.23%
Class D Notes	16.61%	16.61%	16.61%	16.61%	16.61%	16.61%	16.61%	16.61%	16.61%	16.61%	16.61%
Overcollateralization	15.61%	15.61%	15.61%	15.61%	15.61%	15.61%	15.61%	15.61%	15.61%	15.61%	15.61%
Reserve Account	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Capital Structure (% of NLA)											
AAA	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%	73.00%
AA	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
A	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%
BBB	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%

## **GFORT Series Structure**



 Credit enhancement will step up (either OC or reserve account) if the 3-month average monthly payment rate ("MPR") drops below the trigger levels (can be cured subject to future MPR performance)

#### Credit Enhancement Step-up

3-month Average Payment Rate	Incremental OC <sup>(1)</sup>	Incremental Reserve Account <sup>(2)</sup>	Target OC <sup>(2)</sup>	Target Reserve <sup>(2)</sup>
22.50 - 25.00%	2.50%	2.15%	18.50%	3.15%
20.00 - 22.50%	2.75%	2.35%	21.68%	5.50%
17.50 - 20.00%	3.00%	2.55%	25.14%	8.05%

• Structure also provides incremental overcollateralization to cover any ineligible receivables in excess of the specified concentration limits

#### **Concentration Limits**

Top Dealers	Ve	ehicle / Other		
First	4.00%	Medium Duty / Trucks	2.00%	
Second	3.50%	Used	35.00%(3)	
Third	3.00%	Service / Demo Vehicles	7.50%	
Fourth	3.00%	Fleet	2.00%	
All Others	2.50%	Motor Holdings Dealers	5.00%	

1) As a percentage of Initial Nominal Liquidation Amount

2) As a percentage of the Series Invested Amount

3) Used concentration percentage increased to 35% for 2023 deals and forward



# **AMCAR Platform Highlights**

U.S. Sub-prime Retail Loan



# **AMCAR Securitization Platform**

#### U.S. Sub-prime Retail Loan

### **Track Record**

- ABS platform dating back to 1994 with over 100 securitizations
- Originator, servicer and residual holder
- Timely payment of all interest and principal to noteholders

### **Consistent Platform**

- Regular issuer
- Credit enhancement and capital structure relatively consistent
- Rotation across rating agencies

### **Efficient Structures**

- Subordinate bonds structured for sale
- Ability to offer floating rate notes
- Structures de-lever quickly/sub bonds historically upgraded

# **AMCAR Transaction Summary**

#### Collateral Overview & Structure Summary

	2023-1	2022-2	2022-1	2021-3	2021-2	2021-1	2020-3
Pricing Date	3/8/23	6/14/22	3/10/22	11/9/21	6/8/21	3/2/21	11/17/20
Offered Notes	\$1,138,780,000	\$1,352,420,000	\$1,100,160,000	\$901,510,000	\$1,100,270,000	\$1,500,250,000	\$1,095,050,000
Pool Characteristics <sup>(1)</sup>							
Pool Balance	\$1,362,938,923	\$1,434,938,755	\$1,167,282,895	\$956,519,583	\$1,169,198,645	\$1,594,287,962	\$1,199,940,245
Average Principal Balance	\$27,741	\$26,858	\$26,391	\$25,497	\$21,158	\$20,258	\$21,216
Weighted Average APR	13.28%	12.06%	11.64%	11.69%	12.22%	12.18%	12.10%
Weighted Average Original Term	74 months	74 months	73 months	73 months	73 months	73 months	72 months
Weighted Average Remaining Term	67 months	67 months	67 months	67 months	66 months	63 months	66 months
Weighted Average Seasoning	7 months	7 months	6 months	6 months	7 months	10 months	6 months
New Vehicle %	31.74%	30.35%	38.10%	42.00%	46.69%	50.01%	51.00%
Weighted Average FICO Score	589	598	589	587	583	586	585
Weighted Average Custom Score	251	249	254	254	250	252	251
Weighted Average LTV	106%	106%	102%	102%	105%	106%	106%
Approximate Called/Seasoned Collateral	0.00%	0.00%	0.00%	0.00%	5.00%	1.00%	4.00%
Dollar Percentage by Segment <sup>(1)(2)</sup>							
Car	24.75%	24.05%	22.47%	27.15%	27.37%	29.96%	29.20%
CUV	29.02%	29.16%	38.94%	41.07%	39.11%	39.84%	39.60%
SUV	20.72%	19.89%	10.83%	8.25%	8.22%	7.78%	7.43%
Truck	25.51%	26.90%	27.75%	23.53%	25.30%	25.41%	23.76%
Initial Hard Enhancement <sup>(3)</sup>							
Class A Notes	33.10%	33.10%	33.10%	33.85%	34.35%	34.35%	34.35%
Class B Notes	26.60%	26.60%	26.61%	26.60%	27.10%	27.10%	27.10%
Class C Notes	18.45%	17.60%	17.61%	17.60%	18.10%	18.10%	18.10%
Class D Notes	10.60%	10.60%	10.60%	10.74%	11.25%	11.24%	11.25%
Class E Notes	7.75%	7.75%	7.75%	7.90%	8.40%	8.40%	8.40%
Overcollateralization & Reserve Account <sup>(3)</sup>							
Initial O/C	5.75%	5.75%	5.75%	5.90%	5.90%	5.90%	5.90%
Target O/C	14.75%	14.75%	14.75%	14.75%	16.50%	16.50%	16.50%
OC Floor	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Reserve Account (non-declining)	2.00%	2.00%	2.00%	2.00%	2.50%	2.50%	2.50%

1) For comparison purposes, the segment categories have been reorganized to reflect the late 2017 categorization and therefore may not mirror the segment categories reflected in their respective offering documents

2) Percentages may not sum to 100.00% due to rounding

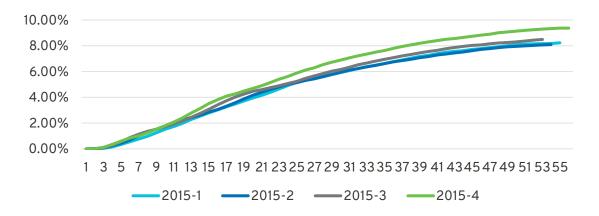
3) Target O/C includes the Reserve Account balance



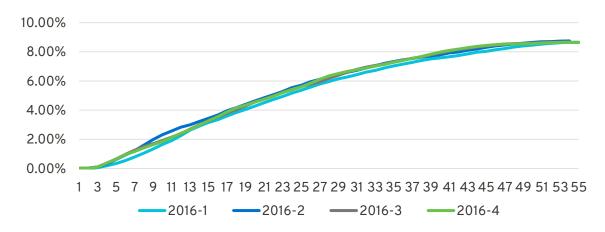
### AMCAR Cumulative Net Loss Performance As of July 31, 2023



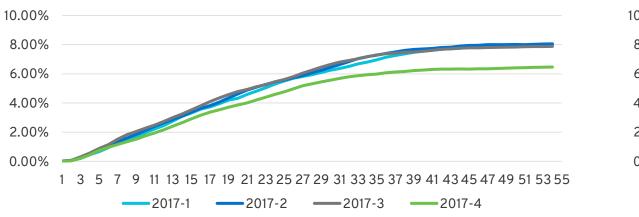
#### 2015 Transactions

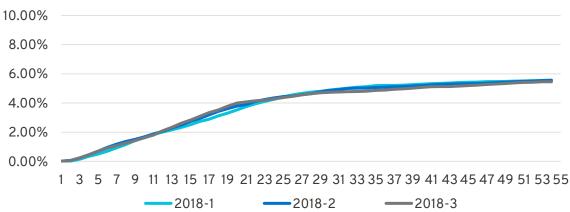


#### 2016 Transactions



#### 2018 Transactions



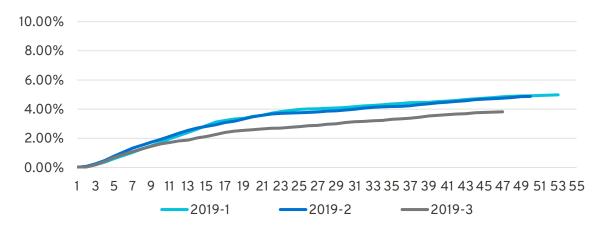


2017 Transactions

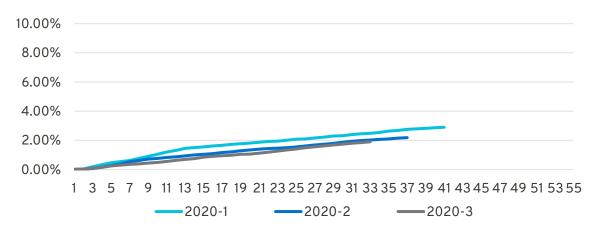
### AMCAR Cumulative Net Loss Performance As of July 31, 2023



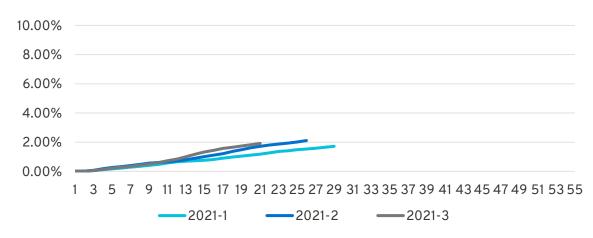
#### 2019 Transactions



#### 2020 Transactions



#### 2021 Transactions



#### 2022 & 2023 Transactions

