

Ally Financial Inc.  
Form 10-Q  
May 07, 2018  
Table of Contents

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2018, or  
..TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to

Commission file number: 1-3754

ALLY FINANCIAL INC.

(Exact name of registrant as specified in its charter)

Delaware 38-0572512

(State or other jurisdiction of (I.R.S. Employer  
incorporation or organization) Identification No.)

Ally Detroit Center

500 Woodward Ave.

Floor 10, Detroit, Michigan

48226

(Address of principal executive offices)

(Zip Code)

(866) 710-4623

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for a shorter period that the registrant was required to submit and post such files).

Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☒ Accelerated filer ☐ Non-accelerated filer ☐ Smaller reporting company ☐  
Emerging growth company ☐  
(Do not check if a smaller reporting company)

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes ☐ No ☒

At May 3, 2018, the number of shares outstanding of the Registrant's common stock was 430,028,556 shares.



Table of Contents

INDEX

Ally Financial Inc. • Form 10-Q

	Page
<u>Part I — Financial Information</u>	
Item 1. <u>Financial Statements</u>	3
<u>Condensed Consolidated Statement of Comprehensive Income (unaudited)</u>	3
<u>for the Three Months Ended March 31, 2018, and 2017</u>	5
<u>Condensed Consolidated Balance Sheet (unaudited) at March 31, 2018, and December 31, 2017</u>	7
<u>Condensed Consolidated Statement of Changes in Equity (unaudited)</u>	8
<u>for the Three Months Ended March 31, 2018, and 2017</u>	10
<u>Condensed Consolidated Statement of Cash Flows (unaudited)</u>	10
<u>for the Three Months Ended March 31, 2018, and 2017</u>	13
<u>Notes to Condensed Consolidated Financial Statements (unaudited)</u>	17
<u>Note 1. Description of Business, Basis of Presentation, and Changes in Significant Accounting Policies</u>	18
<u>Note 2. Revenue from Contracts with Customers</u>	18
<u>Note 3. Other Income, Net of Losses</u>	19
<u>Note 4. Reserves for Insurance Losses and Loss Adjustment Expenses</u>	23
<u>Note 5. Other Operating Expenses</u>	29
<u>Note 6. Investment Securities</u>	29
<u>Note 7. Finance Receivables and Loans, Net</u>	31
<u>Note 8. Investment in Operating Leases, Net</u>	32
<u>Note 9. Securitizations and Variable Interest Entities</u>	33
<u>Note 10. Servicing Activities</u>	35
<u>Note 11. Other Assets</u>	36
<u>Note 12. Deposit Liabilities</u>	37
<u>Note 13. Debt</u>	40
<u>Note 14. Accrued Expenses and Other Liabilities</u>	46
<u>Note 15. Accumulated Other Comprehensive Loss</u>	46
<u>Note 16. Earnings per Common Share</u>	52
<u>Note 17. Regulatory Capital and Other Regulatory Matters</u>	54
<u>Note 18. Derivative Instruments and Hedging Activities</u>	55
<u>Note 19. Income Taxes</u>	62
<u>Note 20. Fair Value</u>	63
<u>Note 21. Offsetting Assets and Liabilities</u>	64
<u>Note 22. Segment Information</u>	108
<u>Note 23. Parent and Guarantor Condensed Consolidating Financial Statements</u>	109
<u>Note 24. Contingencies and Other Risks</u>	110
<u>Note 25. Subsequent Events</u>	110
Item 2. <u>Management’s Discussion and Analysis of Financial Condition and Results of Operations</u>	110
Item 3. <u>Quantitative and Qualitative Disclosures About Market Risk</u>	110
Item 4. <u>Controls and Procedures</u>	110
<u>Part II — Other Information</u>	110
Item 1. <u>Legal Proceedings</u>	110
Item 1A. <u>Risk Factors</u>	110
Item 2. <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	110
Item 3. <u>Defaults Upon Senior Securities</u>	110
Item 4. <u>Mine Safety Disclosures</u>	110
Item 5. <u>Other Information</u>	110
Item 6. <u>Exhibits</u>	111

Signatures

112

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Table of Contents PART I — FINANCIAL INFORMATION

## Item 1. Financial Statements

## Condensed Consolidated Statement of Comprehensive Income (unaudited)

## Ally Financial Inc. • Form 10-Q

	Three months ended March 31,	
(\$ in millions)	2018	2017
Financing revenue and other interest income		
Interest and fees on finance receivables and loans	\$1,543	\$1,368
Interest and dividends on investment securities and other earning assets	176	134
Interest on cash and cash equivalents	15	5
Operating leases	382	543
Total financing revenue and other interest income	2,116	2,050
Interest expense		
Interest on deposits	351	231
Interest on short-term borrowings	32	27
Interest on long-term debt	411	424
Total interest expense	794	682
Net depreciation expense on operating lease assets	273	389
Net financing revenue and other interest income	1,049	979
Other revenue		
Insurance premiums and service revenue earned	256	241
Gain on mortgage and automotive loans, net	1	14
Other (loss) gain on investments, net	(12)	) 27
Other income, net of losses	109	114
Total other revenue	354	396
Total net revenue	1,403	1,375
Provision for loan losses	261	271
Noninterest expense		
Compensation and benefits expense	306	285
Insurance losses and loss adjustment expenses	63	88
Other operating expenses	445	405
Total noninterest expense	814	778
Income from continuing operations before income tax expense	328	326
Income tax expense from continuing operations	76	113
Net income from continuing operations	252	213
(Loss) income from discontinued operations, net of tax	(2)	) 1
Net income	250	214
Other comprehensive (loss) income, net of tax	(328)	) 20
Comprehensive (loss) income	\$(78)	) \$234

Statement continues on the next page.

The Notes to the Condensed Consolidated Financial Statements (unaudited) are an integral part of these statements.

Table of Contents

Condensed Consolidated Statement of Comprehensive Income (unaudited)

Ally Financial Inc. • Form 10-Q

	Three months ended March 31,	
(in dollars) (a)	2018	2017
Basic earnings per common share		
Net income from continuing operations	\$0.58	\$0.46
Loss from discontinued operations, net of tax	(0.01 )	—
Net income	\$0.57	\$0.46
Diluted earnings per common share		
Net income from continuing operations	\$0.57	\$0.46
Loss from discontinued operations, net of tax	(0.01 )	—
Net income	\$0.57	\$0.46
Cash dividends declared per common share	\$0.13	\$0.08

(a) Figures in the table may not recalculate exactly due to rounding. Earnings per share is calculated based on unrounded numbers.

Refer to Note 16 for additional earnings per share information. The Notes to the Condensed Consolidated Financial Statements (unaudited) are an integral part of these statements.

Table of Contents

## Condensed Consolidated Balance Sheet (unaudited)

## Ally Financial Inc. • Form 10-Q

(\$ in millions, except share data)	March 31, 2018	December 31, 2017
<b>Assets</b>		
Cash and cash equivalents		
Noninterest-bearing	\$768	\$844
Interest-bearing	2,953	3,408
Total cash and cash equivalents	3,721	4,252
Equity securities	680	518
Available-for-sale securities (refer to Note 6 for discussion of investment securities pledged as collateral)	22,726	22,303
Held-to-maturity securities (fair value of \$1,895 and \$1,865)	1,967	1,899
Loans held-for-sale, net	126	108
Finance receivables and loans, net		
Finance receivables and loans, net of unearned income	125,327	122,893
Allowance for loan losses	(1,278)	(1,276)
Total finance receivables and loans, net	124,049	121,617
Investment in operating leases, net	8,530	8,741
Premiums receivable and other insurance assets	2,197	2,047
Other assets	6,025	5,663
Total assets	\$170,021	\$167,148
<b>Liabilities</b>		
Deposit liabilities		
Noninterest-bearing	\$122	\$108
Interest-bearing	97,324	93,148
Total deposit liabilities	97,446	93,256
Short-term borrowings	9,564	11,413
Long-term debt	45,076	44,226
Interest payable	494	375
Unearned insurance premiums and service revenue	2,904	2,604
Accrued expenses and other liabilities	1,455	1,780
Total liabilities	156,939	153,654
Contingencies (refer to Note 24)		
<b>Equity</b>		
Common stock and paid-in capital (\$0.01 par value, shares authorized 1,100,000,000; issued 491,993,371 and 489,883,553; and outstanding 432,690,882 and 437,053,936)	21,273	21,245
Accumulated deficit	(6,318)	(6,406)
Accumulated other comprehensive loss	(578)	(235)
Treasury stock, at cost (59,302,489 and 52,829,617 shares)	(1,295)	(1,110)
Total equity	13,082	13,494
Total liabilities and equity	\$170,021	\$167,148
The Notes to the Condensed Consolidated Financial Statements (unaudited) are an integral part of these statements.		

Table of Contents

## Condensed Consolidated Balance Sheet (unaudited)

## Ally Financial Inc. • Form 10-Q

The assets of consolidated variable interest entities, presented based upon the legal transfer of the underlying assets in order to reflect legal ownership, that can be used only to settle obligations of the consolidated variable interest entities and the liabilities of these entities for which creditors (or beneficial interest holders) do not have recourse to our general credit were as follows.

(\$ in millions)	March 31, December	
	2018	31, 2017
Assets		
Finance receivables and loans, net		
Finance receivables and loans, net of unearned income	\$ 19,080	\$ 20,623
Allowance for loan losses	(142 )	(136 )
Total finance receivables and loans, net	18,938	20,487
Investment in operating leases, net	337	444
Other assets	785	689
Total assets	\$ 20,060	\$ 21,620
Liabilities		
Long-term debt	\$ 11,710	\$ 10,197
Accrued expenses and other liabilities	12	9
Total liabilities	\$ 11,722	\$ 10,206

The Notes to the Condensed Consolidated Financial Statements (unaudited) are an integral part of these statements.



Table of Contents

## Condensed Consolidated Statement of Changes in Equity (unaudited)

Ally Financial Inc. • Form 10-Q

(\$ in millions)	Common stock and paid-in capital	Accumulated deficit	Accumulated other comprehensive loss	Treasury stock	Total equity
Balance at January 1, 2017	\$ 21,166	\$ (7,151 )	\$ (341 )	\$ (357 )	\$ 13,317
Net income		214			214
Share-based compensation	21				21
Other comprehensive income			20		20
Common stock repurchases				(169 )	(169 )
Common stock dividends (\$0.08 per share)		(38 )			(38 )
Balance at March 31, 2017	\$ 21,187	\$ (6,975 )	\$ (321 )	\$ (526 )	\$ 13,365
Balance at January 1, 2018, before cumulative effect of adjustments	\$ 21,245	\$ (6,406 )	\$ (235 )	\$ (1,110 )	\$ 13,494
Cumulative effect of changes in accounting principles, net of tax (a)					
Adoption of Accounting Standards Update 2014-09		(126 )			(126 )
Adoption of Accounting Standards Update 2016-01		(20 )	27		7
Adoption of Accounting Standards Update 2018-02		42	(42 )		—
Balance at January 1, 2018, after cumulative effect of adjustments	21,245	(6,510 )	(250 )	(1,110 )	13,375
Net income		250			250
Share-based compensation	28				28
Other comprehensive loss			(328 )		(328 )
Common stock repurchases				(185 )	(185 )
Common stock dividends (\$0.13 per share)		(58 )			(58 )
Balance at March 31, 2018	\$ 21,273	\$ (6,318 )	\$ (578 )	\$ (1,295 )	\$ 13,082

(a) Refer to the section titled Recently Adopted Accounting Standards in Note 1 for additional information.

The Notes to the Condensed Consolidated Financial Statements (unaudited) are an integral part of these statements.

Table of Contents

## Condensed Consolidated Statement of Cash Flows (unaudited)

## Ally Financial Inc. • Form 10-Q

Three months ended March 31, (\$ in millions)	2018	2017
Operating activities		
Net income	\$250	\$214
Reconciliation of net income to net cash provided by operating activities		
Depreciation and amortization	434	534
Provision for loan losses	261	271
Gain on mortgage and automotive loans, net	(1 )	(14 )
Other loss (gain) on investments, net	12	(27 )
Originations and purchases of loans held-for-sale	(248 )	(21 )
Proceeds from sales and repayments of loans held-for-sale	230	20
Net change in		
Deferred income taxes	83	91
Interest payable	120	31
Other assets	29	60
Other liabilities	(106 )	(20 )
Other, net	33	36
Net cash provided by operating activities	1,097	1,175
Investing activities		
Purchases of equity securities	(374 )	(137 )
Proceeds from sales of equity securities	220	314
Purchases of available-for-sale securities	(2,360)	(2,696)
Proceeds from sales of available-for-sale securities	328	731
Proceeds from repayments of available-for-sale securities	795	589
Purchases of held-to-maturity securities	(155 )	(215 )
Proceeds from repayments of held-to-maturity securities	35	5
Purchases of finance receivables and loans held-for-investment	(1,497)	(405 )
Proceeds from sales of finance receivables and loans initially held-for-investment	—	1,164
Originations and repayments of finance receivables and loans held-for-investment and other, net	(1,300)	(1,174)
Purchases of operating lease assets	(969 )	(893 )
Disposals of operating lease assets	976	1,545
Net change in nonmarketable equity investments	(19 )	213
Other, net	(82 )	(56 )
Net cash used in investing activities	(4,402)	(1,015)

Statement continues on the next page.

The Notes to the Condensed Consolidated Financial Statements (unaudited) are an integral part of these statements.

Table of Contents

## Condensed Consolidated Statement of Cash Flows (unaudited)

Ally Financial Inc. • Form 10-Q

Three months ended March 31, (\$ in millions)	2018	2017
Financing activities		
Net change in short-term borrowings	(1,848 )	(4,303 )
Net increase in deposits	4,173	5,451
Proceeds from issuance of long-term debt	6,665	4,488
Repayments of long-term debt	(5,771 )	(7,573 )
Repurchase of common stock	(185 )	(169 )
Dividends paid	(58 )	(38 )
Net cash provided by (used in) financing activities	2,976	(2,144 )
Effect of exchange-rate changes on cash and cash equivalents and restricted cash	(2 )	—
Net decrease in cash and cash equivalents and restricted cash	(331 )	(1,984 )
Cash and cash equivalents and restricted cash at beginning of year	5,269	7,881
Cash and cash equivalents and restricted cash at March 31,	\$4,938	\$5,897
Supplemental disclosures		
Cash paid for		
Interest	\$667	\$648
Income taxes	5	2
Noncash items		
Held-to-maturity securities received in consideration for loans sold	—	56
Finance receivables and loans transferred to loans held-for-sale	—	1,213
Other disclosures		
Proceeds from repayments of mortgage loans held-for-investment originally designated as held-for-sale	11	8

The following table provides a reconciliation of cash and cash equivalents and restricted cash from the Condensed Consolidated Balance Sheet to the Condensed Consolidated Statement of Cash Flows.

March 31, (\$ in millions)	2018	2017
Cash and cash equivalents as disclosed on the Condensed Consolidated Balance Sheet	\$3,721	\$4,302
Restricted cash included in other assets on the Condensed Consolidated Balance Sheet (a)	1,217	1,595
Total cash and cash equivalents and restricted cash as disclosed in the Condensed Consolidated Statement of Cash Flows	\$4,938	\$5,897

(a) Restricted cash balances relate primarily to Ally securitization arrangements. Refer to Note 11 for additional details describing the nature of restricted cash balances.

The Notes to the Condensed Consolidated Financial Statements (unaudited) are an integral part of these statements.

## Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

### 1. Description of Business, Basis of Presentation, and Changes in Significant Accounting Policies

Ally Financial Inc. (together with its consolidated subsidiaries unless the context requires otherwise, Ally, the Company, or we, us, or our) is a leading digital financial services company and top 25 U.S. financial holding company (FHC) based on total assets, offering diversified financial products and services for consumers, businesses, automotive dealers, and corporate clients. Ally operates with a distinctive brand, an innovative approach, and a relentless focus on our customers. We are a Delaware corporation and are registered as a bank holding company (BHC) under the Bank Holding Company Act of 1956 as amended and an FHC under the Gramm-Leach-Bliley Act of 1999 as amended. We are one of the largest full service automotive finance operations in the country with a legacy that dates back to 1919, a deep expertise in automotive lending, and a complementary automotive-focused insurance business. Our wholly-owned banking subsidiary, Ally Bank, has received numerous industry awards for its services and capabilities and is one of the largest and most respected online banks, uniquely positioned for the observed shifting trends in consumer banking preferences for digital banking. We offer mortgage lending services and a variety of deposit and other banking products, including CDs, online savings, money market and checking accounts, and IRA products. We also promote a cash back credit card. We have recently integrated a growing digital wealth management and online brokerage platform to enable consumers to have a variety of options in managing their savings and wealth. Additionally, through our corporate finance business, we primarily offer senior secured leveraged cash flow and asset-based loans to middle-market companies.

Our accounting and reporting policies conform to accounting principles generally accepted in the United States of America (GAAP). Additionally, where applicable, the policies conform to the accounting and reporting guidelines prescribed by bank regulatory authorities. The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and that affect income and expenses during the reporting period and related disclosures. In developing the estimates and assumptions, management uses all available evidence; however, actual results could differ because of uncertainties associated with estimating the amounts, timing, and likelihood of possible outcomes. Our most significant estimates pertain to the allowance for loan losses, valuations of automotive lease assets and residuals, fair value of financial instruments, legal and regulatory reserves, and the determination of the provision for income taxes.

The Condensed Consolidated Financial Statements at March 31, 2018, and for the three months ended March 31, 2018, and 2017, are unaudited but reflect all adjustments that are, in management's opinion, necessary for the fair presentation of the results for the interim periods presented. All such adjustments are of a normal recurring nature. These unaudited Condensed Consolidated Financial Statements should be read in conjunction with the audited Consolidated Financial Statements (and the related Notes) included in our Annual Report on Form 10-K for the year ended December 31, 2017, as filed on February 21, 2018, with the U.S. Securities and Exchange Commission (SEC).

#### Significant Accounting Policies

##### Investments

Our investment portfolio includes various debt and equity securities. Our debt securities include government securities, corporate bonds, asset-backed securities (ABS), and mortgage-backed securities (MBS). Debt securities are classified based on management's intent to sell or hold the security. We classify debt securities as held-to-maturity only when we have both the intent and ability to hold the securities to maturity. We classify debt securities as trading when the securities are acquired for the purpose of selling or holding them for a short period of time. Debt securities not classified as either held-to-maturity or trading are classified as available-for-sale.

Our portfolio includes debt securities classified as available-for-sale and held-to-maturity. Our available-for-sale debt securities are carried at fair value with unrealized gains and losses included in accumulated other comprehensive loss and are subject to impairment. Our held-to-maturity debt securities are carried at amortized cost and are subject to impairment.

We assess our debt securities for potential other-than-temporary impairment. We employ a methodology that considers available evidence in evaluating potential other-than-temporary impairment of our debt securities classified as available-for-sale and held-to-maturity. If the cost of an investment exceeds its fair value, we evaluate, among other factors, the magnitude and duration of the decline in fair value. We also evaluate the financial health of and business outlook for the issuer, the performance of the underlying assets for interests in securitized assets, and, for debt securities classified as available-for-sale, our intent and ability to hold the investment through recovery of its amortized cost basis.

Once a decline in fair value of a debt security is determined to be other-than-temporary, an impairment charge for the credit component is recorded to other gain (loss) on investments, net, in our Condensed Consolidated Statement of Comprehensive Income, and a new cost basis in the investment is established. The noncredit loss component of an available-for-sale debt security continues to be recorded in other comprehensive (loss) income when we do not intend to sell the security and it is not more likely than not that we will have to sell the security prior to the security's anticipated recovery. Both the credit and noncredit loss components are recorded in earnings when we intend to sell the security or it is more likely than not that we will have to sell the security prior to the security's anticipated recovery. Subsequent increases and decreases to the fair value of available-for-sale debt securities are included in other comprehensive (loss) income, so long as they are not attributable to another other-than-temporary impairment. We amortize premiums and discounts on debt securities as an adjustment to investment yield generally over the stated maturity of the security. For ABS and MBS where prepayments can be reasonably estimated, amortization is adjusted for expected prepayments.

## Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

Our investment in equity securities includes securities that are recognized at fair value with changes in the market value recorded in earnings, and equity securities that are recognized using other measurement principles.

Effective January 1, 2018, equity securities that are publicly traded and have a readily determinable fair value, as well as certain investments that do not have a readily determinable fair value and are not eligible to be recognized using other measurement principles, are recorded at fair value with changes in fair value recorded in earnings and reported in other gain (loss) on investments, net in our Condensed Consolidated Statement of Comprehensive Income. These investments, which are primarily attributable to the investment portfolio of our Insurance operations, are included in equity securities on our Condensed Consolidated Balance Sheet. Refer to Note 6 for further information on our equity securities that have a readily determinable market value.

Our equity securities recognized using other measurement principles include investments in Federal Home Loan Bank (FHLB) and Federal Reserve Bank (FRB) stock held to meet regulatory requirements, equity investments related to low income housing tax credits and the Community Reinvestment Act (CRA), which are not publicly traded and do not have a readily determinable fair value, and other equity investments that are not publicly traded and do not have a readily determinable fair value. Our low income housing tax credit investments are accounted for using the proportional amortization method of accounting for qualified affordable housing investments. Our obligations related to unfunded commitments for our low income housing tax credit investments are included in other liabilities. The majority of our CRA investments are accounted for using the equity method of accounting. Our investments in low income housing tax credits and CRA investments are included in other assets on our Condensed Consolidated Balance Sheet. Our investments in FHLB and FRB stock are carried at cost. Our remaining investments in equity securities are recorded at cost, less impairment and adjusted for observable price differences under the measurement alternative provided under GAAP. These investments, along with our investments in FHLB and FRB stock, are included in nonmarketable equity investments in other assets on our Condensed Consolidated Balance Sheet. As conditions warrant, we review these investments for impairment and adjust the carrying value of the investment if it is deemed to be impaired. Investments recorded under the measurement alternative are also reviewed at each reporting period to determine if any adjustments are required for observable price changes in identical or similar securities.

Realized gains and losses on the sale of securities are determined using the specific identification method and are reported in other gain (loss) on investments, net in our Condensed Consolidated Statement of Comprehensive Income.

### Derivative Instruments and Hedging Activities

We use derivative instruments primarily for risk management purposes. We do not use derivative instruments for speculative purposes. Certain of our derivative instruments are designated as accounting hedges in qualifying relationships, whereas other derivative instruments have not been designated as accounting hedges. In accordance with applicable accounting standards, all derivative instruments, whether designated for hedge accounting or not, are required to be recorded on the balance sheet as assets or liabilities and measured at fair value. We have elected to report the fair value of derivative assets and liabilities on a gross basis—including the fair value for the right to reclaim cash collateral or the obligation to return cash collateral—arising from instruments executed with the same counterparty under a master netting arrangement where we do not have the intent to offset. For additional information on derivative instruments and hedging activities, refer to Note 18.

At the inception of a hedge accounting relationship, we designate each qualifying hedge relationship as a hedge of the fair value of a specifically identified asset or liability (fair value hedge); as a hedge of the variability of cash flows to be received or paid, or forecasted to be received or paid, related to a recognized asset or liability (cash flow hedge); or as a hedge of the foreign-currency exposure of a net investment in a foreign operation (net investment hedge). We formally document all relationships between hedging instruments and hedged items, as well as the risk management objectives for undertaking various hedge transactions. Both at hedge inception and on an ongoing basis, we formally assess whether the derivatives that are used in hedging relationships are highly effective in offsetting changes in fair values or cash flows of hedged items.

Changes in the fair value of derivative instruments qualifying as fair value hedges, along with the gain or loss on the hedged asset or liability attributable to the hedged risk, are recorded in current period earnings. For qualifying cash flow hedges, the changes in fair value of the derivative financial instruments are recorded in accumulated other comprehensive loss and recognized in the income statement when the hedged cash flows affect earnings. For a qualifying net investment hedge, the gain or loss is reported in accumulated other comprehensive loss as part of the cumulative translation adjustment.

Hedge accounting treatment is no longer applied if a derivative financial instrument is terminated, or if the hedge designation is removed or assessed to be no longer highly effective. For terminated fair value hedges, any changes to the hedged asset or liability remain as part of the basis of the hedged asset or liability and are recognized into income over the remaining life of the asset or liability. For terminated cash flow hedges, unless it is probable that the forecasted cash flows will not occur within a specified period, any changes in fair value of the derivative financial instrument previously recognized remain in accumulated other comprehensive loss, and are reclassified into earnings in the same period that the hedged cash flows affect earnings. Any previously recognized gain or loss for a net investment hedge continues to remain in accumulated other comprehensive loss until earnings are impacted by sale or liquidation of the associated foreign operation. In all instances, after hedge accounting is no longer applied, any subsequent changes in fair value of the derivative instrument will be recorded into earnings.

Changes in the fair value of derivative financial instruments held for risk management purposes that are not designated as accounting hedges under GAAP are reported in current period earnings.

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

Income Taxes

In calculating the provision for interim income taxes, in accordance with Accounting Standards Codification (ASC) 740, Income Taxes, we apply an estimated annual effective tax rate to year-to-date ordinary income. At the end of each interim period, we estimate the effective tax rate expected to be applicable for the full fiscal year. This method differs from that described in Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K, which describes our annual significant income tax accounting policy and related methodology.

Refer to Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K regarding additional significant accounting policies.

Recently Adopted Accounting Standards

Statement of Cash Flows — Restricted Cash (ASU 2016-18)

As of December 31, 2017, we elected to early-adopt Accounting Standards Update (ASU) 2016-18. The amendments in this update require that amounts classified as restricted cash and restricted cash equivalents be included within the beginning-of-period and end-of-period amounts along with cash and cash equivalents on the statement of cash flows. The amendments were applied retrospectively to all periods presented within the statement of cash flows. The implementation of this guidance resulted in a change in presentation of our Condensed Consolidated Statement of Cash Flows and additional disclosures surrounding restricted cash balances, but did not result in a change to our Condensed Consolidated Statement of Comprehensive Income or Condensed Consolidated Balance Sheet.

Revenue from Contracts with Customers (ASU 2014-09)

In May 2014, the Financial Accounting Standards Board (FASB) issued ASU 2014-09. The purpose of this guidance is to streamline and consolidate existing revenue recognition principles in GAAP and to converge revenue recognition principles with International Financial Reporting Standards. The core principle of the amendments is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled to receive in exchange for those goods or services. The amendments include a five step process for consideration of the core principle, guidance on the accounting treatment for costs associated with a contract, and disclosure requirements related to the revenue process. The FASB issued several additional ASUs to clarify guidance and provide implementation support for ASU 2014-09. The clarifying guidance elaborates on the key concepts within ASU 2014-09 and clarifies how those concepts interact with other GAAP requirements. On January 1, 2018, we adopted ASU 2014-09 and all subsequent ASUs that modified ASU 2014-09 (collectively, the amendments to the revenue recognition principles), which have been codified in ASC 606, Revenue from Contracts with Customers, and ASC 610-20, Gains and Losses from the Derecognition of Nonfinancial Assets, respectively. We elected to adopt this guidance using the modified retrospective approach applied to all contracts with customers that were not completed as of January 1, 2018. The adoption of the amendments resulted in a reduction to our opening retained earnings of approximately \$126 million, net of income taxes. Refer to Note 2 for further details.

Financial Instruments — Recognition and Measurement of Financial Assets (ASU 2016-01)

As of January 1, 2018, we adopted ASU 2016-01. The amendments in this update modify the requirements related to the measurement of certain financial instruments in the statement of financial condition and results of operations. The FASB subsequently issued ASU 2018-03 to clarify guidance and provide implementation support for ASU 2016-01, which we elected to early-adopt as of January 1, 2018, to align with the adoption of ASU 2016-01. For equity investments (other than investments accounted for using the equity method), entities must measure such instruments at fair value with changes in fair value recognized in net income. Changes in fair value for equity securities are no longer recognized through other comprehensive (loss) income, which creates additional volatility in our Condensed Consolidated Statement of Comprehensive Income. Reporting entities may continue to elect to measure certain equity investments that do not have a readily determinable fair value at cost with adjustments for impairment and observable changes in price. In addition, for a liability (other than a derivative liability) that an entity measures at fair value, any change in fair value related to the instrument-specific credit risk, that is the entity's own-credit, should be presented



separately in other comprehensive (loss) income and not as a component of net income. We adopted these amendments, as required, on a modified retrospective basis with a cumulative effect adjustment as of the beginning of the fiscal year of initial adoption. The adoption of the amendments resulted in a reduction to our opening retained earnings of approximately \$20 million, net of income taxes.

**Derivatives and Hedging — Targeted Improvements to Accounting for Hedging Activities (ASU 2017-12)**

As of January 1, 2018, we elected to early-adopt ASU 2017-12. The amendments in this update enhance the financial reporting of hedging relationships to better align hedge accounting with an entity's risk management activities. This update also makes certain targeted improvements to simplify the application of the hedge accounting guidance in current GAAP and better portrays economic results through changes to both the designation and measurement guidance for qualifying hedging relationships and presentation of hedge results. We adopted the amendments to all cash flow and net investment hedge relationships that existed on the date of adoption using a modified retrospective approach. No cumulative effect adjustment to our opening retained earnings was required as a result of the adoption. The presentation and disclosure requirements included in this update were adopted prospectively. Refer to Note 18 for further details.

**Accumulated Other Comprehensive Income — Reclassification of Certain Tax Effects (ASU 2018-02)**

In February 2018, the FASB issued ASU 2018-02. The amendments in this update provide guidance concerning the treatment of the impact of income tax effects resulting from the Tax Cuts and Jobs Act of 2017 (the Tax Act) on items included in accumulated other comprehensive income. Our policy is to use the portfolio method with respect to reclassification of stranded income tax effects in

## Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

accumulated other comprehensive loss. The amendments in ASU 2018-02 provide entities an election to reclassify the income tax effect of the Tax Act from accumulated other comprehensive income to retained earnings. We elected to early-adopt this standard as of January 1, 2018, and reclassified the effect of the change in the federal corporate income tax rate on items included in accumulated other comprehensive loss. This election resulted in a reclassification of \$42 million from accumulated other comprehensive loss to retained earnings.

### Recently Issued Accounting Standards

#### Leases (ASU 2016-02)

In February 2016, the FASB issued ASU 2016-02. The amendments in this update primarily replace the existing accounting requirements for operating leases for lessees. Lessee accounting requirements for finance leases and lessor accounting requirements for operating leases and sales type and direct financing leases (sales type and direct financing leases were both previously referred to as capital leases) are largely unchanged. The amendments require the lessee of an operating lease to record a balance sheet gross-up upon lease commencement by recognizing a right-of-use asset and lease liability equal to the present value of the lease payments. The right-of-use asset and lease liability should be derecognized in a manner that effectively yields a straight line lease expense over the lease term. In addition to the changes to the lessee operating lease accounting requirements, the amendments also change the types of costs that can be capitalized related to a lease agreement for both lessees and lessors for all types of leases. The amendments also require additional disclosures for all lease types for both lessees and lessors. The amendments are effective on January 1, 2019, with early adoption permitted. The amendments must be applied on a modified retrospective basis with a cumulative adjustment to the beginning of the earliest fiscal year presented in the financial statements in the period of adoption. Upon adoption, we expect to record a balance sheet gross-up, reflecting our right-of-use asset and lease liability for our operating leases where we are the lessee (for example, our facility leases). While we are currently reviewing our operating lease contracts where we are the lessee to determine the impact of the gross-up and the changes to capitalizable costs, as well as reviewing our leases where we are the lessor to determine the impact of the changes to capitalizable costs, we do not anticipate the adoption of these amendments will have a material impact to our financial statements. We currently plan to adopt these amendments on January 1, 2019, and expect to use the modified retrospective approach as required.

#### Financial Instruments — Credit Losses (ASU 2016-13)

In June 2016, the FASB issued ASU 2016-13. The amendments in this update introduce a new accounting model to measure credit losses for financial assets measured at amortized cost. Credit losses for financial assets measured at amortized cost should be determined based on the total current expected credit losses over the life of the financial asset or group of financial assets. In effect, the financial asset or group of financial assets should be presented at the net amount expected to be collected. Credit losses will no longer be recorded under the current incurred loss model for financial assets measured at amortized cost. The amendments also modify the accounting for available-for-sale debt securities whereby credit losses will be recorded through an allowance for credit losses rather than a write-down to the security's cost basis, which allows for reversals of credit losses when estimated credit losses decline. Credit losses for available-for-sale debt securities should be measured in a manner similar to current GAAP. The amendments are effective on January 1, 2020, with early adoption permitted as of January 1, 2019. The amendments must be applied using a modified retrospective approach with a cumulative-effect adjustment through retained earnings as of the beginning of the fiscal year upon adoption. The new accounting model for credit losses represents a significant departure from existing GAAP, and will likely materially increase the allowance for credit losses with a resulting negative adjustment to retained earnings. Management created a formal working group to govern the implementation of these amendments consisting of key stakeholders from finance, risk, and accounting and is currently evaluating the impact of the amendments. We are in the process of designing and building the models and procedures that will be used to calculate the credit loss reserves in accordance with these amendments. We currently plan to adopt these amendments on January 1, 2020, and expect to use the modified retrospective approach as required.

Receivables — Nonrefundable Fees and Other Costs: Premium Amortization on Purchased Callable Debt Securities (ASU 2017-08)

In March 2017, the FASB issued ASU 2017-08. The amendments in this update require premiums on purchased callable debt securities to be amortized to the security's earliest call date. Prior to this ASU, premiums and discounts on purchased callable debt securities were generally required to be amortized to the security's maturity date. The amendments do not require an accounting change for securities held at a discount. The amendments are effective on January 1, 2019, with early adoption permitted. The amendments must be applied using a modified retrospective approach with a cumulative-effect adjustment through retained earnings as of the beginning of the fiscal year upon adoption. While our assessment is not final, we do not expect the amendments to have a material impact to our financial statements. We currently plan to adopt these amendments on January 1, 2019, and expect to use the modified retrospective approach as required.

2. Revenue from Contracts with Customers

On January 1, 2018, we adopted the amendments to the revenue recognition principles using the modified retrospective approach applied to contracts with customers outstanding as of the date of adoption. Results for reporting periods beginning after January 1, 2018, are presented in accordance with the amendments to the revenue recognition principles, while prior period amounts have not been adjusted and continue to be presented in accordance with the accounting standards in effect for those periods. Refer to Note 1 for additional information.

Our primary revenue sources, which include financing revenue and other interest income, are addressed by other GAAP and are not in the scope of the amendments to the revenue recognition principles. As part of our Insurance operations, we recognize revenue from insurance contracts, which are addressed by other GAAP and are not included in the scope of the amendments to the revenue recognition principles. Certain noninsurance contracts within our Insurance operations, including vehicle service contracts (VSCs), guaranteed asset protection (GAP) contracts, and vehicle maintenance contracts (VMCs), are included in the scope of the amendments to the revenue recognition

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

principles. Under the previous guidance, a portion of revenue earned on noninsurance contracts was recognized at contract inception, while the remainder was recognized over the contract term on a basis proportionate to the anticipated cost emergence. In addition, dealer and sales commissions incurred to obtain a noninsurance contract were recognized as expense when incurred, and certain direct-response advertising costs were deferred and recognized as expense over the term of the contract. Upon adoption of the amendments to the revenue recognition principles, all revenue associated with noninsurance contracts is recognized over the contract term on a basis proportionate to the anticipated cost emergence. Further, commissions and sales expense incurred to obtain these contracts are capitalized and recognized as expense over the contract term, and all advertising costs are recognized as expense when incurred. The following table presents the impact to our Condensed Consolidated Balance Sheet as of January 1, 2018, as a result of adopting the amendments to the revenue recognition principles.

(\$ in millions)	As reported, December 31, 2017	Adjustment related to adoption	As adjusted, January 1, 2018
<b>Assets</b>			
Premiums receivable and other insurance assets	\$2,047	\$ 122	\$2,169
Other assets	5,663	41	5,704
Total assets	\$167,148	\$ 163	\$167,311
<b>Liabilities</b>			
Unearned insurance premiums and service revenue	\$2,604	\$ 289	\$2,893
Total liabilities	153,654	289	153,943
<b>Equity</b>			
Accumulated deficit	(6,406 )	(126 )	(6,532 )
Total equity	13,494	(126 )	13,368
Total liabilities and equity	\$167,148	\$ 163	\$167,311

The following tables present the impact of adopting the amendments to the revenue recognition principles to our Condensed Consolidated Statement of Comprehensive Income and Condensed Consolidated Balance Sheet.

(\$ in millions)	Three months ended March 31, 2018	
	As reported	Effect of adoption
<b>Other revenue</b>		
Insurance premiums and service revenue earned	\$256	\$ (6 )
Total other revenue	354	(6 )
Total net revenue	1,403	(6 )
<b>Noninterest expense</b>		
Compensation and benefits expense	306	(1 )
Other operating expenses	445	(2 )
Total noninterest expense	814	(3 )
Income from continuing operations before income tax expense	328	(3 )
Income tax expense from continuing operations	76	(1 )
Net income from continuing operations	252	(2 )
Net income	250	(2 )
Comprehensive loss	\$(78 )	\$ (2 )



Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

March 31, 2018 (\$ in millions)	As reported	Effect of adoption
<b>Assets</b>		
Premiums receivable and other insurance assets	\$2,197	\$ 125
Other assets	6,025	42
Total assets	170,021	167
<b>Liabilities</b>		
Unearned insurance premiums and service revenue	\$2,904	\$ 295
Total liabilities	156,939	295
<b>Equity</b>		
Accumulated deficit	(6,318 )	(128 )
Total equity	13,082	(128 )
Total liabilities and equity	\$170,021	\$ 167

The following is a description of our primary revenue sources that are derived from contracts with customers. As a result of the adoption of the amendments to the revenue recognition principles, our only revenue source for which the recognition pattern was affected was that of noninsurance contracts, as described in this note. Revenue from contracts with customers is recognized when control of the promised goods or services is transferred to our customers, and in an amount that reflects the consideration that we expect to receive in exchange for those goods or services. For information regarding our revenue recognition policies outside the scope of the amendments to the revenue recognition principles of ASC 606, Revenue from Contracts with Customers, refer to Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K.

Noninsurance contracts — We sell VSCs that offer owners mechanical repair protection and roadside assistance for new and used vehicles beyond the manufacturer's new vehicle limited warranty. We sell GAP contracts that protect the customer against having to pay certain amounts to a lender above the fair market value of their vehicle if the vehicle is damaged and declared a total loss or stolen. We also sell VMCs that provide coverage for certain agreed-upon services, such as oil changes and tire rotations, over the coverage period. We receive payment in full at the inception of each of these contracts. Our performance obligation for these contracts is satisfied over the term of the contract and we recognize revenue over the contract term on a basis proportionate to the anticipated cost emergence, as we believe this is the most appropriate method to measure progress towards satisfaction of the performance obligation. Upon adoption of the amendments to the revenue recognition principles, unearned revenue of \$289 million was recognized as a component of unearned insurance premiums and service revenue on our Condensed Consolidated Balance Sheet associated with outstanding contracts at January 1, 2018, and \$22 million of this balance was recognized as insurance premiums and service revenue earned in our Condensed Consolidated Statement of Comprehensive Income during the three months ended March 31, 2018. At March 31, 2018, we had unearned revenue of \$2.5 billion associated with outstanding contracts, and with respect to this balance we expect to recognize revenue of \$568 million during the remainder of 2018, \$643 million in 2019, \$528 million in 2020, \$378 million in 2021, and \$389 million thereafter. The incremental costs to obtain these contracts are initially deferred and recorded as a component of premiums receivable and other insurance assets on our Condensed Consolidated Balance Sheet. These deferred costs are amortized as an expense over the term of the related contract commensurate with how the related revenue is recognized, and are included in compensation and benefits and other operating expenses in our Condensed Consolidated Statement of Comprehensive Income. We had deferred insurance assets of \$1.4 billion at March 31, 2018, and recognized \$103 million of expense during the three months ended March 31, 2018.

Sale of off-lease vehicles — When a customer's vehicle lease matures, the customer has the option of purchasing or returning the vehicle. If the vehicle is returned to us, we obtain possession with the intent to sell through

SmartAuction—our online auction platform, our dealer channel, or through various other physical auctions. Our performance obligation is satisfied and the remarketing gain or loss is recognized when control of the vehicle has passed to the buyer, which coincides with the sale date. Our actual sales proceeds from remarketing the vehicle may be higher or lower than the estimated residual value resulting in a gain or loss on remarketing recorded through depreciation expense on operating lease assets in our Condensed Consolidated Statement of Comprehensive Income.

Remarketing fee income — In addition to using SmartAuction as a remarketing channel for our returned lease vehicles, we maintain the internet auction site and administer the auction process for third-party use. We earn a service fee from dealers for every third-party vehicle sold through SmartAuction. Our performance

- obligation is to provide the online marketplace for used vehicle transactions to be consummated. This obligation is satisfied and revenue is recognized when control of the vehicle has passed to the buyer, which coincides with the sale date. This revenue is recorded as remarketing fees within other income in our Condensed Consolidated Statement of Comprehensive Income.

Brokerage commissions and other revenues through Ally Invest — We charge fees to customers related to their use of certain services on our Ally Invest digital wealth management and online brokerage platform. These fees include commissions on customer-directed trades, account service fees, account management fees on professional portfolio management services,

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

subscriptions for market data feeds, and other ancillary fees. Commissions on customer-directed trades and account service fees are based on published fee schedules and are generated from a customer option to purchase the services offered under the contract. These options do not represent a material right and are only considered a contract when the customer executes their option to purchase these services. Based on this, the term of the contract does not extend beyond services provided, and as such revenue is recognized upon the completion of our performance obligation, which we view as the successful execution of the trade or service. Revenue on professional portfolio management services is calculated monthly based upon a fixed percentage of the client's assets under management. Due to the fact that this revenue stream is composed of variable consideration that is based on factors outside of our control, we have deemed this revenue as constrained and we are unable to estimate the initial transaction price at the inception of the contract. We have elected to use the practical expedient under GAAP to recognize revenue monthly based on the amount we are able to invoice the customer. Subscriptions for market data feeds are based on published fee schedules, and our performance obligation for these contracts is satisfied over the term of the contract, which does not exceed 12 months. We receive payment in full at contract inception and recognize revenue over the related contract term on a straight-line basis, as we believe this is the most appropriate method to measure progress towards satisfaction of the performance obligation. We also earn revenue from a fee-sharing agreement with our clearing broker related to the interest income the clearing broker earns on customer cash balances and margin loans made to our customers. Ally concluded the initial transaction price is exclusively variable consideration and, based on the nature of our performance obligation to allow the clearing broker to collect interest income from cash deposits and customer loans from our customers, we are unable to determine the amount of revenue to be recognized until the total customer cash balance or the total interest income recognized on margin loans has been determined, which occurs monthly. These revenue streams are recorded as other income in our Condensed Consolidated Statement of Comprehensive Income.

**Brokered/agent commissions through Insurance operations** — We have agreements with third parties to offer various vehicle protection products to consumers. We also have agreements with third-party insurers to offer various insurance coverages to dealers. Our performance obligation for these arrangements is satisfied when a customer or dealer has purchased a vehicle protection product or an insurance policy through the third-party provider. In determining the initial transaction price for these agreements, we noted that revenue on brokered/agent commissions is based on the volume of vehicle protection product contracts sold or a percentage of insurance premium written, which is not known to Ally at the inception of the agreements with these third-party providers. As such, we believe the initial transaction price is exclusively variable consideration and, based on the nature of the performance obligation, we are unable to determine the amount of revenue we will record until the customer purchases a vehicle protection product or a dealer purchases an insurance policy from the third-party provider. Once Ally is notified of vehicle protection product sales or insurance policies issued by the third-party providers, we record the commission earned as insurance premiums and service revenues earned in our Condensed Consolidated Statement of Comprehensive Income.

**Deposit account and other banking fees** — We charge depositors various account service fees including those for outgoing wires, excessive transactions, overdrafts, stop payments, and returned deposits. These fees are generated from a customer option to purchase services offered under the contract. These options do not represent a material right and are only considered a contract in accordance with the amendments to the revenue recognition principles when the customer exercises their option to purchase these account services. Based on this, the term for our contracts with customers is considered day-to-day, and the contract does not extend beyond the services already provided. Revenue derived from deposit account fees is recorded at the point in time we perform the requested service, and is recorded as other income in our Condensed Consolidated Statement of Comprehensive Income. As a debit card issuer, we also generate interchange fee income from merchants during debit card transactions and incur certain corresponding charges from merchant card networks. Our performance obligation is satisfied when we have initiated the payment of funds from a customer's account to a merchant through our contractual agreements with the merchant card networks. Interchange fees are reported on a net basis as other income in our Condensed Consolidated Statement of



Comprehensive Income, and reflect interchange fee income of \$3 million and interchange expenses of \$3 million for the three months ended March 31, 2018.

Other revenue — Other revenue primarily includes service revenue related to various account management functions, fee income derived from third-party loans arranged through Clearlane—our online automotive lender exchange, and revenue associated with licensing and marketing from the Ally CashBack Credit Card—our co-branded credit card. These revenue streams are recorded as other income in our Condensed Consolidated Statement of Comprehensive Income.

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

The following table presents a disaggregated view of our revenue from contracts with customers included in other revenue that falls within the scope of the amendments to the revenue recognition principles.

Three months ended March 31, 2018 (\$ in millions)	Automotive Finance operations	Insurance operations	Mortgage Finance operations	Corporate Finance operations	Corporate and Other	Consolidated
Revenue from contracts with customers						
Noninsurance contracts	\$ —	\$ 123	\$ —	\$ —	\$ —	\$ 123
Remarketing fee income	23	—	—	—	—	23
Brokerage commissions and other revenue	—	—	—	—	16	16
Brokered/agent commissions	—	4	—	—	—	4
Deposit account and other banking fees	—	—	—	—	3	3
Other	2	1	—	—	—	3
Total revenue from contracts with customers	25	128	—	—	19	172
All other revenue	41	118	1	8	14	182
Total other revenue (a)	\$ 66	\$ 246	\$ 1	\$ 8	\$ 33	\$ 354

(a) Represents a component of total net revenue. Refer to Note 22 for further information on our reportable operating segments.

In addition to the components of other revenue presented above, as part of our Automotive Finance operations, we recognized \$18 million of gain on the sale of off-lease vehicles through depreciation expense on operating lease assets in our Condensed Consolidated Statement of Comprehensive Income during the three months ended March 31, 2018.

### 3. Other Income, Net of Losses

Details of other income, net of losses, were as follows.

	Three months ended March 31,	
(\$ in millions)	2018	2017
Late charges and other administrative fees	\$29	\$27
Remarketing fees	23	29
Servicing fees	8	16
Income from equity-method investments	6	—
Other, net	43	42
Total other income, net of losses	\$109	\$114

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

## 4. Reserves for Insurance Losses and Loss Adjustment Expenses

The following table shows a rollforward of our reserves for insurance losses and loss adjustment expenses.

(\$ in millions)	2018	2017
Total gross reserves for insurance losses and loss adjustment expenses at January 1,	\$ 140	\$ 149
Less: Reinsurance recoverable	108	108
Net reserves for insurance losses and loss adjustment expenses at January 1,	32	41
Net insurance losses and loss adjustment expenses incurred related to:		
Current year	60	89
Prior years (a)	3	(1 )
Total net insurance losses and loss adjustment expenses incurred	63	88
Net insurance losses and loss adjustment expenses paid or payable related to:		
Current year	(31 )	(45 )
Prior years	(19 )	(23 )
Total net insurance losses and loss adjustment expenses paid or payable	(50 )	(68 )
Foreign exchange and other	—	2
Net reserves for insurance losses and loss adjustment expenses at March 31,	45	63
Plus: Reinsurance recoverable	112	112
Total gross reserves for insurance losses and loss adjustment expenses at March 31,	\$ 157	\$ 175

(a) There have been no material adverse changes to the reserve for prior years.

## 5. Other Operating Expenses

Details of other operating expenses were as follows.

	Three months ended March 31,	
(\$ in millions)	2018	2017
Insurance commissions	\$ 110	\$ 99
Technology and communications	71	69
Lease and loan administration	42	36
Advertising and marketing	39	30
Vehicle remarketing and repossession	32	28
Professional services	32	26
Regulatory and licensing fees	30	27
Premises and equipment depreciation	20	22
Occupancy	11	12
Non-income taxes	8	8
Amortization of intangible assets	3	3
Other	47	45
Total other operating expenses	\$ 445	\$ 405

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

## 6. Investment Securities

Our portfolio of securities includes bonds, equity securities, asset-backed securities, commercial and residential mortgage-backed securities, and other investments. The cost, fair value, and gross unrealized gains and losses on available-for-sale and held-to-maturity investment securities were as follows.

(\$ in millions)	March 31, 2018				December 31, 2017			
	Amortized cost	Gross gains	unrealized losses	Fair value	Amortized cost	Gross gains	unrealized losses	Fair value
Available-for-sale securities								
Debt securities								
U.S. Treasury	\$1,855	\$ —	\$ (86 )	\$1,769	\$1,831	\$ —	\$ (54 )	\$1,777
U.S. States and political subdivisions	845	5	(19 )	831	850	11	(7 )	854
Foreign government	150	1	(2 )	149	153	2	(1 )	154
Agency mortgage-backed residential	15,316	4	(437 )	14,883	14,412	35	(156 )	14,291
Mortgage-backed residential	2,456	3	(75 )	2,384	2,517	11	(34 )	2,494
Mortgage-backed commercial	582	1	(3 )	580	541	1	(1 )	541
Asset-backed	901	2	(3 )	900	933	4	(1 )	936
Corporate debt	1,263	1	(34 )	1,230	1,262	5	(11 )	1,256
Total available-for-sale securities (a) (b) (c)	\$23,368	\$ 17	\$ (659 )	\$22,726	\$22,499	\$ 69	\$ (265 )	\$22,303
Held-to-maturity securities								
Debt securities								
Agency mortgage-backed residential (d)	\$1,936	\$ —	\$ (72 )	\$1,864	\$1,863	\$ 3	\$ (37 )	\$1,829
Asset-backed retained notes	31	—	—	31	36	—	—	36
Total held-to-maturity securities	\$1,967	\$ —	\$ (72 )	\$1,895	\$1,899	\$ 3	\$ (37 )	\$1,865

(a) Certain entities related to our Insurance operations are required to deposit securities with state regulatory authorities. These deposited securities totaled \$12 million at both March 31, 2018, and December 31, 2017.

(b) Certain available-for-sale securities are included in fair value hedging relationships. Refer to Note 18 for additional information.

(c) Investment securities with a fair value of \$8.0 billion and \$7.8 billion at March 31, 2018, and December 31, 2017, respectively, were pledged to secure advances from the Federal Home Loan Bank (FHLB), short-term borrowings or repurchase agreements, or for other purposes as required by contractual obligation or law. Under these agreements, we have granted the counterparty the right to sell or pledge \$839 million and \$1.0 billion of the underlying investment securities at March 31, 2018, and December 31, 2017, respectively.

(d) Securities with a fair value of \$993 million and \$664 million at March 31, 2018, and December 31, 2017, respectively, were pledged to secure advances from the FHLB.

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

The maturity distribution of debt securities outstanding is summarized in the following tables. Call or prepayment options may cause actual maturities to differ from contractual maturities.

	Total		Due in one year or less		Due after one year through five years		Due after five years through ten years		Due after ten years	
(\$ in millions)	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield	Amount	Yield
March 31, 2018										
Fair value of available-for-sale securities										
(a)										
U.S. Treasury	\$1,769	1.8 %	\$—	— %	\$481	1.7 %	\$1,288	1.8 %	\$—	— %
U.S. States and political subdivisions	831	3.0	70	2.3	42	2.3	219	2.6	500	3.3
Foreign government	149	2.5	—	—	77	2.6	72	2.4	—	—
Agency mortgage-backed residential	14,883	3.2	—	—	—	—	3	2.6	14,880	3.2
Mortgage-backed residential	2,384	3.1	—	—	—	—	—	—	2,384	3.1
Mortgage-backed commercial	580	3.4	—	—	—	—	31	3.3	549	3.4
Asset-backed	900	3.2	—	—	655	3.2	121	3.3	124	2.9
Corporate debt	1,230	3.0	123	2.8	496	2.7	573	3.3	38	4.8
Total available-for-sale securities	\$22,726	3.0	\$193	2.6	\$1,751	2.6	\$2,307	2.3	\$18,475	3.2
Amortized cost of available-for-sale securities	\$23,368		\$194		\$1,776		\$2,403		\$18,995	
Amortized cost of held-to-maturity securities										
Agency mortgage-backed residential	\$1,936	3.1 %	\$—	— %	\$—	— %	\$—	— %	\$1,936	3.1 %
Asset-backed retained notes	31	1.7	—	—	30	1.7	1	3.0	—	—
Total held-to-maturity securities	\$1,967	3.1	\$—	—	\$30	1.7	\$1	3.0	\$1,936	3.1
December 31, 2017										
Fair value of available-for-sale securities										
(a)										
U.S. Treasury	\$1,777	1.7 %	\$—	— %	\$487	1.7 %	\$1,290	1.8 %	\$—	— %
U.S. States and political subdivisions	854	2.9	76	1.8	36	2.3	203	2.5	539	3.3
Foreign government	154	2.5	—	—	80	2.5	74	2.4	—	—
Agency mortgage-backed residential	14,291	3.1	—	—	—	—	3	2.9	14,288	3.1
Mortgage-backed residential	2,494	3.1	—	—	—	—	—	—	2,494	3.1
Mortgage-backed commercial	541	3.2	—	—	30	3.1	31	3.1	480	3.2
Asset-backed	936	3.1	—	—	698	3.1	106	3.1	132	2.8
Corporate debt	1,256	2.9	140	2.6	513	2.6	564	3.2	39	4.7
Total available-for-sale securities	\$22,303	3.0	\$216	2.3	\$1,844	2.5	\$2,271	2.3	\$17,972	3.1
Amortized cost of available-for-sale securities	\$22,499		\$217		\$1,852		\$2,314		\$18,116	
Amortized cost of held-to-maturity securities										
Agency mortgage-backed residential	\$1,863	3.1 %	\$—	— %	\$—	— %	\$—	— %	\$1,863	3.1 %
Asset-backed retained notes	36	1.7	—	—	35	1.7	1	3.0	—	—
Total held-to-maturity securities	\$1,899	3.1	\$—	—	\$35	1.7	\$1	3.0	\$1,863	3.1

(a) Yield is calculated using the effective yield of each security at the end of the period, weighted based on the market value. The effective yield considers the contractual coupon and amortized cost, and excludes expected capital gains

and losses.

20

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Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

The balances of cash equivalents were \$18 million and \$10 million at March 31, 2018, and December 31, 2017, respectively, and were composed primarily of money market accounts and short-term securities, including U.S. Treasury bills.

The following table presents interest and dividends on investment securities.

	Three months ended March 31,	
(\$ in millions)	2018	2017
Taxable interest	\$ 154	\$ 119
Taxable dividends	3	2
Interest and dividends exempt from U.S. federal income tax	6	5
Interest and dividends on investment securities	\$ 163	\$ 126

The following table presents gross gains and losses realized upon the sales of available-for-sale securities, and net gains or losses on equity securities held during the period. There were no other-than-temporary impairments of available-for-sale securities for either period.

	Three months ended March 31,	
(\$ in millions)	2018	2017
Available-for-sale securities		
Gross realized gains	\$ 6	\$ 27
Gross realized losses	—	—
Net realized gains on available-for-sale securities	6	27
Net realized gain on equity securities	22	
Net unrealized loss on equity securities (a)	(40 )	
Other (loss) gain on investments, net	\$(12)	\$ 27

As a result of our adoption of ASU 2016-01, beginning January 1, 2018, changes in the fair value of our portfolio of equity securities are recognized in net income. Prior to adoption, equity securities were included in our available-for-sale portfolio and unrealized changes in fair value were recognized through other comprehensive (a)(loss) income until realized, at which point we recorded a gain or loss on sale. We adopted ASU 2016-01 on January 1, 2018, on a modified retrospective basis with a cumulative effect adjustment as of the beginning of the fiscal year of initial adoption. Refer to the section titled Recently Adopted Accounting Standards in Note 1 for additional information.

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

The table below summarizes available-for-sale and held-to-maturity securities in an unrealized loss position, which we evaluated for other than temporary impairment applying the methodology described in Note 1. As of March 31, 2018, we did not have the intent to sell the available-for-sale or held-to-maturity securities with an unrealized loss position and we do not believe it is more likely than not that we will be required to sell these securities before recovery of their amortized cost basis. As a result of this evaluation, we believe that the securities with an unrealized loss position are not considered to be other-than-temporarily impaired at March 31, 2018.

(\$ in millions)	March 31, 2018				December 31, 2017			
	Less than 12 months		12 months or longer		Less than 12 months		12 months or longer	
	Fair value	Unrealized loss	Fair value	Unrealized loss	Fair value	Unrealized loss	Fair value	Unrealized loss
Available-for-sale securities								
Debt securities								
U.S. Treasury	\$488	\$ (16 )	\$1,282	\$ (70 )	\$471	\$ (8 )	\$1,305	\$ (46 )
U.S. States and political subdivisions	436	(9 )	176	(10 )	242	(2 )	183	(5 )
Foreign government	82	(2 )	4	—	80	(1 )	4	—
Agency mortgage-backed residential	8,951	(183 )	5,395	(254 )	4,066	(19 )	5,671	(137 )
Mortgage-backed residential	1,439	(29 )	734	(46 )	857	(2 )	773	(32 )
Mortgage-backed commercial	71	(2 )	21	(1 )	76	(1 )	21	—
Asset-backed	426	(2 )	76	(1 )	220	(1 )	91	—
Corporate debt	932	(20 )	191	(14 )	529	(4 )	194	(7 )
Total temporarily impaired available-for-sale securities	\$12,825	\$ (263 )	\$7,879	\$ (396 )	\$6,541	\$ (38 )	\$8,242	\$ (227 )
Held-to-maturity securities								
Agency mortgage-backed residential	\$1,147	\$ (26 )	\$672	\$ (46 )	\$773	\$ (5 )	\$687	\$ (32 )
Asset-backed retained certificates	31	—	—	—	35	—	—	—
Total held-to-maturity debt securities	\$1,178	\$ (26 )	\$672	\$ (46 )	\$808	\$ (5 )	\$687	\$ (32 )



Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

## 7. Finance Receivables and Loans, Net

The composition of finance receivables and loans reported at gross carrying value was as follows.

(\$ in millions)	March 31, December 31,	
	2018	2017
Consumer automotive (a)	\$69,318	\$ 68,071
Consumer mortgage		
Mortgage Finance (b)	12,733	11,657
Mortgage — Legacy (c)	1,950	2,093
Total consumer mortgage	14,683	13,750
Total consumer	84,001	81,821
Commercial		
Commercial and industrial		
Automotive	32,781	33,025
Other	4,184	3,887
Commercial real estate	4,361	4,160
Total commercial	41,326	41,072
Total finance receivables and loans (d)	\$ 125,327	\$ 122,893

(a) Certain finance receivables and loans are included in fair value hedging relationships. Refer to Note 18 for additional information.

Includes loans originated as interest-only mortgage loans of \$19 million and \$20 million at March 31, 2018, and December 31, 2017, respectively, 34% of which are expected to start principal amortization in 2019, and 46% in 2020. The remainder of these loans have already exited the interest-only period.

Includes loans originated as interest-only mortgage loans of \$459 million and \$496 million at March 31, 2018, and December 31, 2017, respectively, 2% of which are expected to start principal amortization in 2018. The remainder of these loans have already exited the interest-only period.

Totals include net unearned income, unamortized premiums and discounts, and deferred fees and costs of \$586 million and \$551 million at March 31, 2018, and December 31, 2017, respectively.

The following tables present an analysis of the activity in the allowance for loan losses on finance receivables and loans.

Three months ended March 31, 2018 (\$ in millions)	Consumer automotive	Consumer mortgage	Commercial	Total
Allowance at January 1, 2018	\$ 1,066	\$ 79	\$ 131	\$1,276
Charge-offs (a)	(365 )	(12 )	—	(377 )
Recoveries	112	6	—	118
Net charge-offs	(253 )	(6 )	—	(259 )
Provision for loan losses	253	1	7	261
Allowance at March 31, 2018	\$ 1,066	\$ 74	\$ 138	\$1,278
Allowance for loan losses at March 31, 2018				
Individually evaluated for impairment	\$ 40	\$ 27	\$ 21	\$88
Collectively evaluated for impairment	1,026	47	117	1,190
Finance receivables and loans at gross carrying value				
Ending balance	\$ 69,318	\$ 14,683	\$ 41,326	\$125,327
Individually evaluated for impairment	463	230	147	840
Collectively evaluated for impairment	68,855	14,453	41,179	124,487

(a) Represents the amount of the gross carrying value directly written off. For consumer and commercial loans, the loss from a charge-off is measured as the difference between the gross carrying value of a loan and the fair value of

the collateral, less costs to sell. Refer to Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K for more information regarding our charge-off policies.

# Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

Three months ended March 31, 2017 (\$ in millions)	Consumer automotive	Consumer mortgage	Commercial	Total
Allowance at January 1, 2017	\$ 932	\$ 91	\$ 121	\$1,144
Charge-offs (a)	(341 )	(9 )	—	(350 )
Recoveries	90	7	—	97
Net charge-offs	(251 )	(2 )	—	(253 )
Provision for loan losses	267	(3 )	7	271
Other (b)	(7 )	—	—	(7 )
Allowance at March 31, 2017	\$ 941	\$ 86	\$ 128	\$1,155
Allowance for loan losses at March 31, 2017				
Individually evaluated for impairment	\$ 32	\$ 33	\$ 24	\$89
Collectively evaluated for impairment	909	53	104	1,066
Finance receivables and loans at gross carrying value				
Ending balance	\$ 65,663	\$ 10,937	\$ 42,402	\$119,002
Individually evaluated for impairment	388	249	120	757
Collectively evaluated for impairment	65,275	10,688	42,282	118,245

Represents the amount of the gross carrying value directly written off. For consumer and commercial loans, the loss from a charge-off is measured as the difference between the gross carrying value of a loan and the fair value of the collateral, less costs to sell. Refer to Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K for more information regarding our charge-off policies.

(b) Primarily related to the transfer of finance receivables and loans from held-for-investment to held-for-sale. The following table presents information about significant sales of finance receivables and loans and transfers of finance receivables and loans from held-for-investment to held-for-sale based on net carrying value.

	Three months ended March 31, 2018	2017
(\$ in millions)		
Consumer automotive	\$—	\$1,213
Consumer mortgage	1	3
Total sales and transfers	\$1	\$1,216

The following table presents information about significant purchases of finance receivables and loans based on unpaid principal balance at the time of purchase.

	Three months ended March 31, 2018	2017
(\$ in millions)		
Consumer automotive	\$168	\$68
Consumer mortgage	1,295	327
Total purchases of finance receivables and loans	\$1,463	\$395

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

The following table presents an analysis of our past due finance receivables and loans recorded at gross carrying value.

(\$ in millions)	30–59 days past due	60–89 days past due	90 days or more past due	Total past due	Current	Total finance receivables and loans
March 31, 2018						
Consumer automotive	\$ 1,574	\$ 359	\$ 253	\$ 2,186	\$67,132	\$ 69,318
Consumer mortgage						
Mortgage Finance	97	8	18	123	12,610	12,733
Mortgage — Legacy	40	19	61	120	1,830	1,950
Total consumer mortgage	137	27	79	243	14,440	14,683
Total consumer	1,711	386	332	2,429	81,572	84,001
Commercial						
Commercial and industrial						
Automotive	23	6	4	33	32,748	32,781
Other	—	30	—	30	4,154	4,184
Commercial real estate	4	—	—	4	4,357	4,361
Total commercial	27	36	4	67	41,259	41,326
Total consumer and commercial	\$ 1,738	\$ 422	\$ 336	\$ 2,496	\$122,831	\$ 125,327
December 31, 2017						
Consumer automotive	\$ 1,994	\$ 478	\$ 268	\$ 2,740	\$65,331	\$ 68,071
Consumer mortgage						
Mortgage Finance	60	11	18	89	11,568	11,657
Mortgage — Legacy	43	25	62	130	1,963	2,093
Total consumer mortgage	103	36	80	219	13,531	13,750
Total consumer	2,097	514	348	2,959	78,862	81,821
Commercial						
Commercial and industrial						
Automotive	5	—	3	8	33,017	33,025
Other	—	—	—	—	3,887	3,887
Commercial real estate	—	—	—	—	4,160	4,160
Total commercial	5	—	3	8	41,064	41,072
Total consumer and commercial	\$ 2,102	\$ 514	\$ 351	\$ 2,967	\$119,926	\$ 122,893

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

The following table presents the gross carrying value of our finance receivables and loans on nonaccrual status.

(\$ in millions)	March 31, December 31,	
	2018	2017
Consumer automotive	\$ 601	\$ 603
Consumer mortgage		
Mortgage Finance	28	25
Mortgage — Legacy	87	92
Total consumer mortgage	115	117
Total consumer	716	720
Commercial		
Commercial and industrial		
Automotive	68	27
Other	74	44
Commercial real estate	5	1
Total commercial	147	72
Total consumer and commercial finance receivables and loans	\$ 863	\$ 792

Management performs a quarterly analysis of the consumer automotive, consumer mortgage, and commercial portfolios using a range of credit quality indicators to assess the adequacy of the allowance for loan losses based on historical and current trends. The following tables present the population of loans by quality indicators for our consumer automotive, consumer mortgage, and commercial portfolios.

The following table presents performing and nonperforming credit quality indicators in accordance with our internal accounting policies for our consumer finance receivables and loans recorded at gross carrying value. Nonperforming loans include finance receivables and loans on nonaccrual status when the principal or interest has been delinquent for 90 days or when full collection is not expected. Refer to Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K for additional information.

(\$ in millions)	March 31, 2018			December 31, 2017		
	Performing	Nonperforming	Total	Performing	Nonperforming	Total
Consumer automotive	\$68,717	\$ 601	\$69,318	\$67,468	\$ 603	\$68,071
Consumer mortgage						
Mortgage Finance	12,705	28	12,733	11,632	25	11,657
Mortgage — Legacy	1,863	87	1,950	2,001	92	2,093
Total consumer mortgage	14,568	115	14,683	13,633	117	13,750
Total consumer	\$83,285	\$ 716	\$84,001	\$81,101	\$ 720	\$81,821

The following table presents pass and criticized credit quality indicators based on regulatory definitions for our commercial finance receivables and loans recorded at gross carrying value.

(\$ in millions)	March 31, 2018			December 31, 2017		
	Pass	Criticized (a)	Total	Pass	Criticized (a)	Total
Commercial and industrial						
Automotive	\$30,433	\$ 2,348	\$32,781	\$30,982	\$ 2,043	\$33,025
Other	3,284	900	4,184	2,986	901	3,887
Commercial real estate	4,151	210	4,361	4,023	137	4,160
Total commercial	\$37,868	\$ 3,458	\$41,326	\$37,991	\$ 3,081	\$41,072

Includes loans classified as special mention, substandard, or doubtful. These classifications are based on regulatory (a) definitions and generally represent loans within our portfolio that have a higher default risk or have already defaulted.



Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

## Impaired Loans and Troubled Debt Restructurings

## Impaired Loans

Loans are considered impaired when we determine it is probable that we will be unable to collect all amounts due according to the terms of the loan agreement. For more information on our impaired finance receivables and loans, refer to Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K.

The following table presents information about our impaired finance receivables and loans.

(\$ in millions)	Unpaid principal balance (a)	Gross carrying value	Impaired with no allowance	Impaired with an allowance	Allowance for impaired loans
March 31, 2018					
Consumer automotive	\$ 473	\$ 463	\$ 107	\$ 356	\$ 40
Consumer mortgage					
Mortgage Finance	9	9	4	5	—
Mortgage — Legacy	226	221	61	160	27
Total consumer mortgage	235	230	65	165	27
Total consumer	708	693	172	521	67
Commercial					
Commercial and industrial					
Automotive	68	68	15	53	9
Other	85	74	41	33	11
Commercial real estate	5	5	4	1	1
Total commercial	158	147	60	87	21
Total consumer and commercial finance receivables and loans	\$ 866	\$ 840	\$ 232	\$ 608	\$ 88
December 31, 2017					
Consumer automotive	\$ 438	\$ 430	\$ 91	\$ 339	\$ 36
Consumer mortgage					
Mortgage Finance	8	8	4	4	—
Mortgage — Legacy	228	223	58	165	27
Total consumer mortgage	236	231	62	169	27
Total consumer	674	661	153	508	63
Commercial					
Commercial and industrial					
Automotive	27	27	9	18	3
Other	54	44	10	34	11
Commercial real estate	1	1	—	1	—
Total commercial	82	72	19	53	14
Total consumer and commercial finance receivables and loans	\$ 756	\$ 733	\$ 172	\$ 561	\$ 77

(a) Adjusted for charge-offs.

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

The following table presents average balance and interest income for our impaired finance receivables and loans.

Three months ended March 31, (\$ in millions)	2018		2017	
	Average balance	Interest income	Average balance	Interest income
Consumer automotive	\$444	\$ 7	\$379	\$ 5
Consumer mortgage				
Mortgage Finance	9	—	8	—
Mortgage — Legacy	221	2	241	2
Total consumer mortgage	230	2	249	2
Total consumer	674	9	628	7
Commercial				
Commercial and industrial				
Automotive	47	1	33	—
Other	52	—	83	—
Commercial real estate	3	—	5	—
Total commercial	102	1	121	—
Total consumer and commercial finance receivables and loans	\$776	\$ 10	\$749	\$ 7

**Troubled Debt Restructurings**

Troubled Debt Restructurings (TDRs) are loan modifications where concessions were granted to borrowers experiencing financial difficulties. For automotive loans, we may offer several types of assistance to aid our customers, including extension of the loan maturity date and rewriting the loan terms. Additionally, for mortgage loans, as part of certain programs, we offer mortgage loan modifications to qualified borrowers. These programs are in place to provide support to our mortgage customers in financial distress, including principal forgiveness, maturity extensions, delinquent interest capitalization, and changes to contractual interest rates. Total TDRs recorded at gross carrying value were \$742 million and \$712 million at March 31, 2018, and December 31, 2017, respectively.

Total commitments to lend additional funds to borrowers whose terms had been modified in a TDR were \$6 million at both March 31, 2018, and December 31, 2017. Refer to Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K for additional information.

The following table presents information related to finance receivables and loans recorded at gross carrying value modified in connection with a TDR during the period.

Three months ended March 31, (\$ in millions)	2018			2017		
	Number of loans	Pre-modification gross carrying value	Post-modification gross carrying value	Number of loans	Pre-modification gross carrying value	Post-modification gross carrying value
Consumer automotive	7,042	\$ 128	\$ 110	6,447	\$ 115	\$ 99
Consumer mortgage						
Mortgage Finance	1	1	1	1	—	—
Mortgage — Legacy	62	10	9	53	12	12
Total consumer mortgage	63	11	10	54	12	12
Total consumer	7,105	139	120	6,501	127	111
Commercial						
Commercial and industrial						
Other	—	—	—	1	23	23
Total commercial	—	—	—	1	23	23
Total consumer and commercial finance receivables and loans	7,105	\$ 139	\$ 120	6,502	\$ 150	\$ 134





Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

The following table presents information about finance receivables and loans recorded at gross carrying value that have redefaulted during the reporting period and were within 12 months or less of being modified as a TDR. Redefault is when finance receivables and loans meet the requirements for evaluation under our charge-off policy (refer to Note 1 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K for additional information) except for commercial finance receivables and loans, where redefault is defined as 90 days past due.

Three months ended March 31, (\$ in millions)	2018			2017		
	Number of loans	Gross carrying value	Charge-off amount	Number of loans	Gross carrying value	Charge-off amount
Consumer automotive	2,326	\$ 28	\$ 18	1,989	\$ 24	\$ 16
Consumer mortgage						
Mortgage Finance	—	—	—	1	1	—
Total consumer finance receivables and loans	2,326	\$ 28	\$ 18	1,990	\$ 25	\$ 16

## 8. Investment in Operating Leases, Net

Investments in operating leases were as follows.

(\$ in millions)	March 31, December 31,	
	2018	2017
Vehicles	\$ 10,206	\$ 10,556
Accumulated depreciation	(1,676 )	(1,815 )
Investment in operating leases, net	\$ 8,530	\$ 8,741

Depreciation expense on operating lease assets includes remarketing gains and losses recognized on the sale of operating lease assets. The following summarizes the components of depreciation expense on operating lease assets.

(\$ in millions)	Three months ended March 31,	
	2018	2017
Depreciation expense on operating lease assets (excluding remarketing gains and losses)	\$ 291	\$ 386
Remarketing (gains) losses	(18 )	3
Net depreciation expense on operating lease assets	\$ 273	\$ 389

## 9. Securitizations and Variable Interest Entities

We securitize, transfer, and service consumer and commercial automotive loans, and operating leases. We often securitize these loans and notes secured by operating leases (collectively referred to as financial assets) through the use of special-purpose entities (SPEs). A SPE is a legal entity that is designed to fulfill a specified limited need of the sponsor. Our principal use of SPEs is to obtain liquidity by securitizing certain of our financial assets and operating lease assets which may, or may not, be included on our Condensed Consolidated Balance Sheet.

The transaction-specific SPEs involved in our securitization transactions are often considered VIEs. VIEs are entities that have either a total equity investment at risk that is insufficient to permit the entity to finance its activities without additional subordinated financial support or whose equity investors at risk lack the ability to control the entity's activities.

The nature, purpose, and activities of nonconsolidated securitization entities are similar to those of our consolidated securitization entities with the primary difference being the nature and extent of our continuing involvement.

Additionally, to qualify for off-balance sheet treatment, transfers of financial assets must meet appropriate sale accounting conditions. For nonconsolidated securitization entities, the transferred financial assets are removed from our balance sheet provided the conditions for sale accounting are met. The financial assets obtained from the securitization are primarily reported as cash, or retained interests (if applicable). Liabilities incurred as part of these

securitization transactions, such as representation and warranty provisions, are recorded at fair value at the time of sale and are reported as accrued expenses and other liabilities on our Consolidated Balance Sheet. Upon the sale of the loans, we recognize a gain or loss on sale for the difference between the assets recognized, the assets derecognized, and the liabilities recognized as part of the transaction. We had no pretax gain on sales of financial assets into nonconsolidated VIEs for the three months ended March 31, 2018, and a pretax gain of \$2 million for the three months ended March 31, 2017.

We provide long-term guarantee contracts to investors in certain nonconsolidated affordable housing entities and have extended a line of credit to provide liquidity. Since we do not have control over the entities or the power to make decisions, we do not consolidate the entities and our involvement is limited to the guarantee and the line of credit.

Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

We have involvement with various other nonconsolidated equity investments, including affordable housing entities and venture capital funds and loan funds. We do not consolidate these entities and our involvement is limited to our outstanding investment, additional capital committed to these funds plus any previously recognized low income housing tax credits that are subject to recapture.

Refer to Note 11 to the Consolidated Financial Statements in our 2017 Annual Report on Form 10-K for further description of our securitization activities and our involvement with VIEs.

The following table presents our involvement in consolidated and nonconsolidated VIEs in which we hold variable interests. For additional detail related to the assets and liabilities of consolidated variable interest entities refer to the Condensed Consolidated Balance Sheet.

(\$ in millions)	Carrying value of total assets	Carrying value of total liabilities	Assets sold to nonconsolidated VIEs (a)	Maximum exposure to loss in nonconsolidated VIEs
March 31, 2018				
On-balance sheet variable interest entities				
Consumer automotive	\$17,993(b)	\$8,232 (c)		
Commercial automotive	10,428	3,521		
Off-balance sheet variable interest entities				
Consumer automotive	32 (d)	—	\$ 1,658	\$ 1,691 (e)
Commercial other	702 (f)	331 (g)	—	882 (h)
Total	\$29,155	\$12,084	\$ 1,658	\$ 2,573
December 31, 2017				
On-balance sheet variable interest entities				
Consumer automotive	\$17,597(b)	\$7,677 (c)		
Commercial automotive	12,550	2,558		
Off-balance sheet variable interest entities				
Consumer automotive	37 (d)	—	\$ 1,964	\$ 2,001 (e)
Commercial other	592 (f)	248 (g)	—	790 (h)
Total	\$30,776	\$10,483	\$ 1,964	\$ 2,791

(a) Asset values represent the current unpaid principal balance of outstanding consumer finance receivables and loans within the VIEs.

Includes \$8.4 billion and \$8.5 billion of assets that are not encumbered by VIE beneficial interests held by third parties at March 31, 2018, and December 31, 2017, respectively. Ally or consolidated affiliates hold the interests in these assets.

(b) Includes \$31 million and \$29 million of liabilities that are not obligations to third-party beneficial interest holders at March 31, 2018, and December 31, 2017, respectively.

Represents retained notes and certificated residual interests, of which \$31 million and \$36 million is classified as held-to-maturity securities at March 31, 2018, and December 31, 2017, respectively. \$1 million is classified as other assets at both March 31, 2018, and December 31, 2017. These assets represent our compliance with the risk retention rules under the Dodd-Frank Act, requiring us to retain at least five percent of the credit risk of the assets underlying asset-backed securitizations.

Maximum exposure to loss represents the current unpaid principal balance of outstanding loans, retained notes, certificated residual interests, as well as certain noncertificated interests retained from the sale of automotive finance receivables. This measure is based on the very unlikely event that all of our sold loans have defects that would trigger a representation and warranty provision and the underlying collateral supporting the loans becomes worthless. This required disclosure is not an indication of our expected loss.

(f) Amounts are classified as other assets.

(g) Amounts are classified as accrued expenses and other liabilities.

For certain nonconsolidated affordable housing entities, maximum exposure to loss represents the yield we guaranteed investors through long-term guarantee contracts. The amount disclosed is based on the unlikely event that the underlying properties cease generating yield to investors and the yield delivered to investors in the form of low income tax housing credits is recaptured. For nonconsolidated equity investments, maximum exposure to loss

(h) represents our outstanding investment, additional committed capital, and low income housing tax credits subject to recapture. The amount disclosed is based on the unlikely event that our committed capital is funded, our investments become worthless, and the tax credits previously delivered to us are recaptured. This required disclosure is not an indication of our expected loss.

# Table of Contents

Notes to Condensed Consolidated Financial Statements (unaudited)

Ally Financial Inc. • Form 10-Q

## Cash Flows with Off-balance Sheet Securitization Entities

The following table summarizes cash flows received and paid related to securitization entities and asset-backed financings where the transfer is accounted for as a sale and we have a continuing involvement with the transferred consumer automotive assets (e.g., servicing) that were outstanding during the three months ended March 31, 2018, and 2017. Additionally, this table contains information regarding cash flows received from and paid to nonconsolidated securitization entities that existed during each period.

Three months ended March 31, (\$ in millions)	Consumer automotive
2018	
Cash disbursements for repurchases during the period	\$ (1 )
Servicing fees	5
Cash flows received on retained interests in securitization entities	5
2017	
Cash proceeds from transfers completed during the period	\$ 1,138
Servicing fees	9
Other cash flows	2

## Delinquencies and Net Credit Losses

The following tables present quantitative information about delinquencies and net credit losses for off-balance sheet securitizations and whole-loan sales where we have continuing involvement.

(\$ in millions)	Total amount		Amount 60 days or more past due	
	March 31, 2018	December 31, 2017	March 31, 2018	December 31, 2017
Off-balance sheet securitization entities				
Consumer automotive	\$1,658	\$ 1,964	\$ 12	\$ 16
Total off-balance sheet securitization entities	1,658	1,964	12	16
Whole-loan sales (a)	1,167	1,399	3	4
Total	\$2,825	\$ 3,363	\$ 15	