

GMAC FINANCIAL SERVICES



2006 Business Outlook

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Executive Vice President & Chief Financial Officer

January 20, 2006

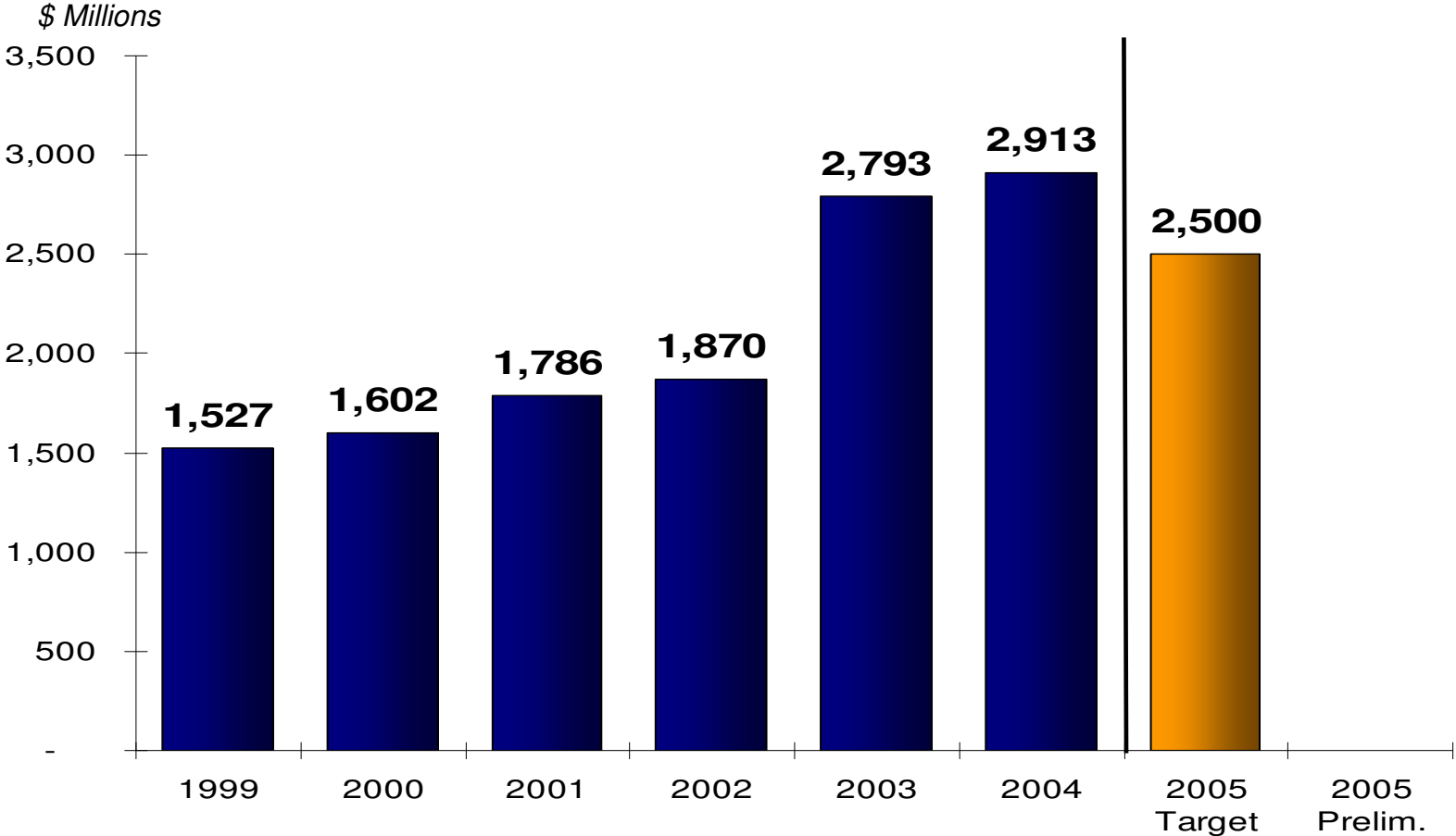
GMAC Forward Looking Statements

In the presentation that follows and in related comments by General Motors Acceptance Corporation management, our use of the words “expect”, “anticipate”, “estimate”, “forecast”, “objective”, “plan”, “goal”, “project”, “outlook”, “priorities,” ”targets”, “intend”, “evaluate”, “pursue”, “seek” and similar expressions is intended to identify forward looking statements.

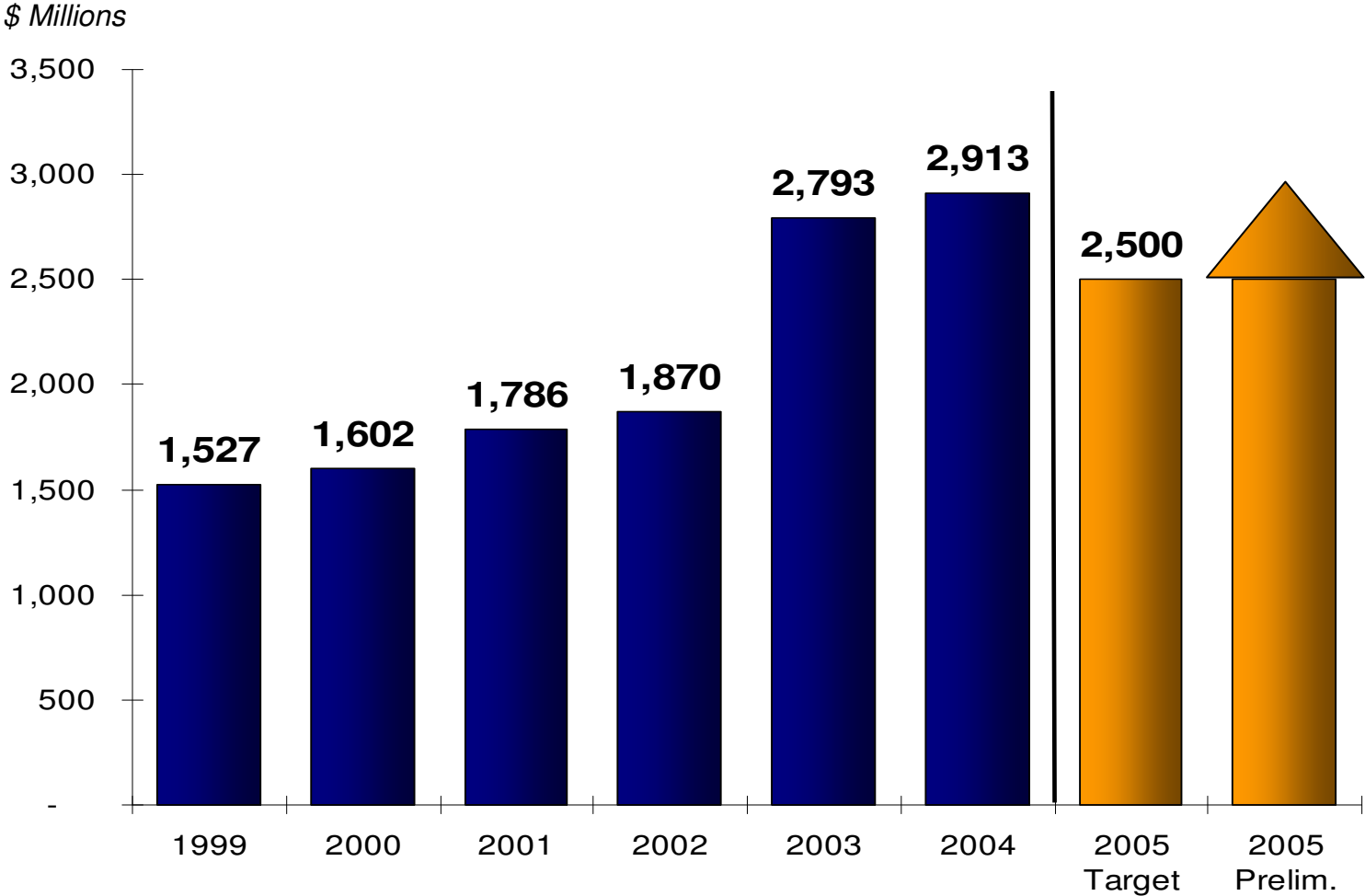
While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in GMAC’s most recent report on SEC Form 10-K, which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: the ability of General Motors to complete a transaction with a strategic investor regarding a controlling interest in GMAC while maintaining a significant stake in GMAC, securing separate credit ratings and low cost funding to sustain growth for GMAC and ResCap and maintaining the mutually beneficial relationship between GMAC and General Motors; changes in economic conditions, currency exchange rates, significant terrorist attacks or political instability in the major markets where we operate; changes in the laws, regulations, policies or other activities of governments, agencies and similar organizations where such actions may affect the production, licensing, distribution or sale of our products, the cost thereof or applicable tax rates; and the threat of terrorism, the outbreak or escalation of hostilities between the United States and any foreign power or territory and changes in international political conditions may continue to affect both the United States and the global economy and may increase other risks.

Use of the term “loans” describes products associated with direct and indirect lending activities of GMAC’s global operations. The specific products include retail installment sales contracts, loans, lines of credit, leases or other financing products. The term “originate” refers to GMAC’s purchase, acquisition or direct origination of various “loan” products.

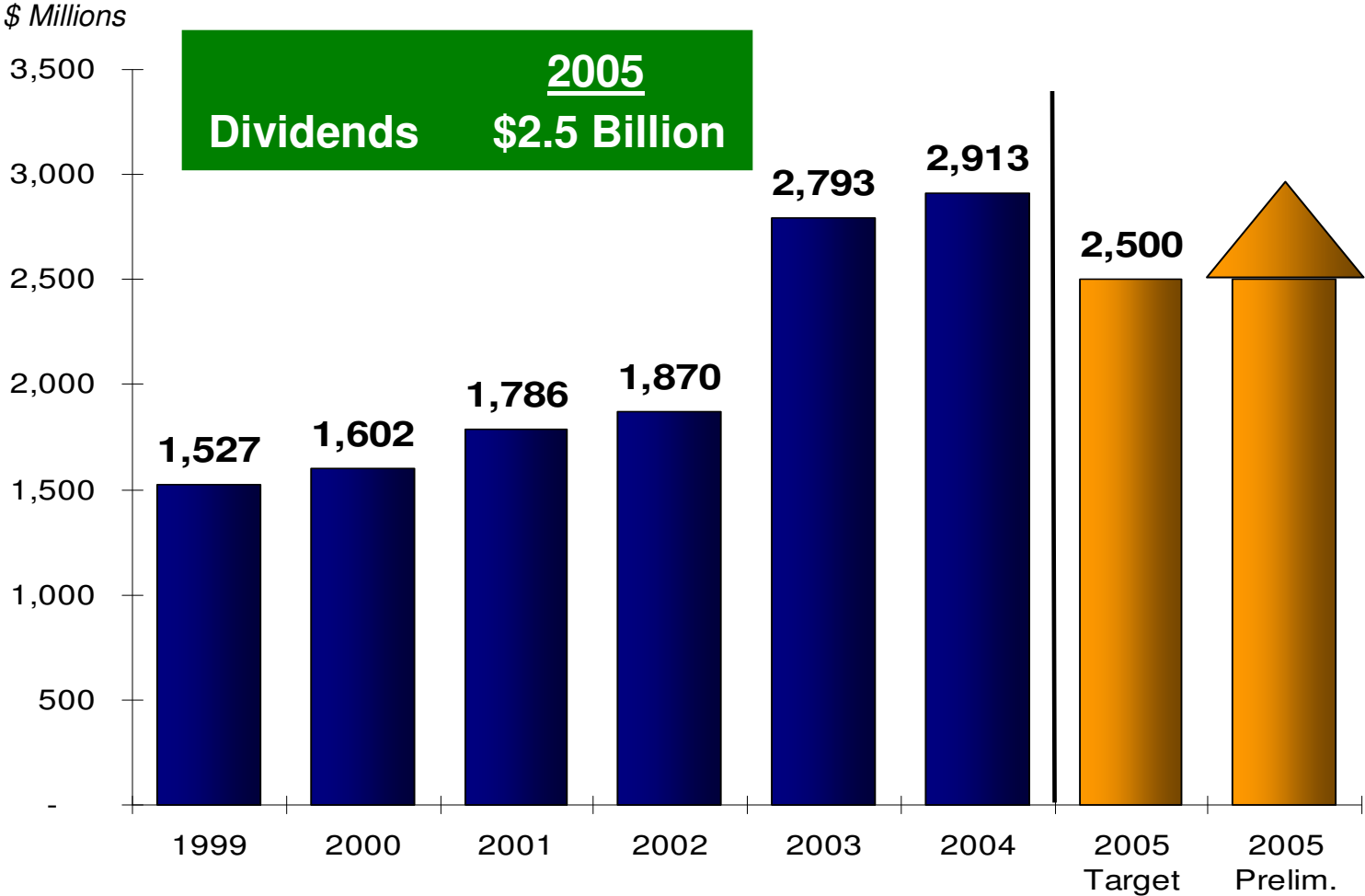
Consolidated Net Income



Consolidated Operating Earnings



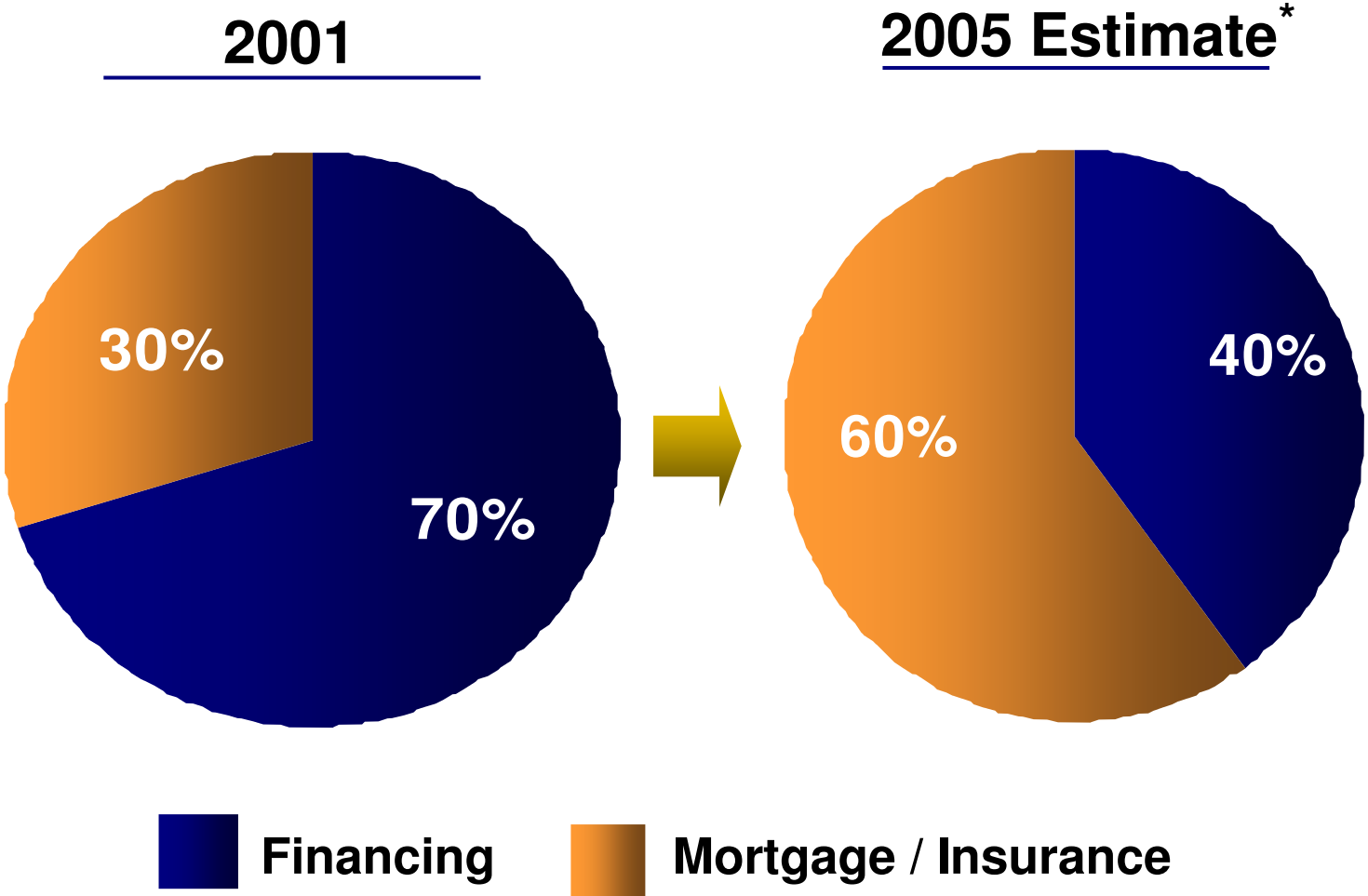
Consolidated Operating Earnings



2005 Challenges

- **Credit rating downgraded below investment grade**
 - Several additional GM / GMAC rating downgrades incurred
- **GMAC borrowing spreads climbed to unprecedented levels**
- **Short-term interest rates ended upward**
 - Yield curve flattened

Earnings Mix – Business Diversification



* Excluding goodwill impairment charges

Earnings Mix – Geographic Diversification

International Net Income*

\$ Millions	<u>2001</u>	<u>2005E</u>	<u>CAGR**</u>
Financing	192	400	20%
Mortgage	72	190	27%
Insurance	9	50	57%
Total	273	640	24%

* Income outside U.S. and Canada

** Compound Annual Growth Rate

Strategic Vision

Create Premier Global Finance Company

- **Leadership positions across all major sectors**
 - #1 in Auto Finance
 - Top 10 player in Mortgage
 - #1 provider of Extended Warranty
 - #1 provider of Dealer Inventory Insurance
- **Tremendous asset origination capability**
- **World-class servicing operations**
- **Well-managed risk profile**
- **Global franchise spanning 40 countries**

Strategic Vision

Create Premier Global Finance Company

Business Strengths Achieved

- + Leadership positions across all major sectors
- + Tremendous asset origination capability
- + World-class servicing
- + Well-managed risk profile
- + Global franchise

Business Strengths Lacking

- Investment grade rating
- Balance sheet capacity
- Competitive funding cost

Strategic Vision

Create Premier Global Finance Company

GMAC Business Strengths



Strategic Partner Strengths

- + Leadership positions across all major sectors
- + Tremendous asset origination capability
- + World-class servicing
- + Well-managed risk profile
- + Global franchise

- + Investment grade rating
- + Balance sheet capacity
- + Competitive funding cost
- + Operational synergies

GMAC 2006 Mission

- **With or without an investment grade rating, GMAC is well-positioned to carry out its dual mission this year**
 - i. Strategic mission*
 - Support GM vehicle sales with wholesale and retail auto financing
 - ii. Economic Mission*
 - Provide GM with a favorable return on its capital invested in GMAC

Business Outlook -- 2006

- **Financing Operations**
- **Mortgage Operations**
- **Insurance Operations**

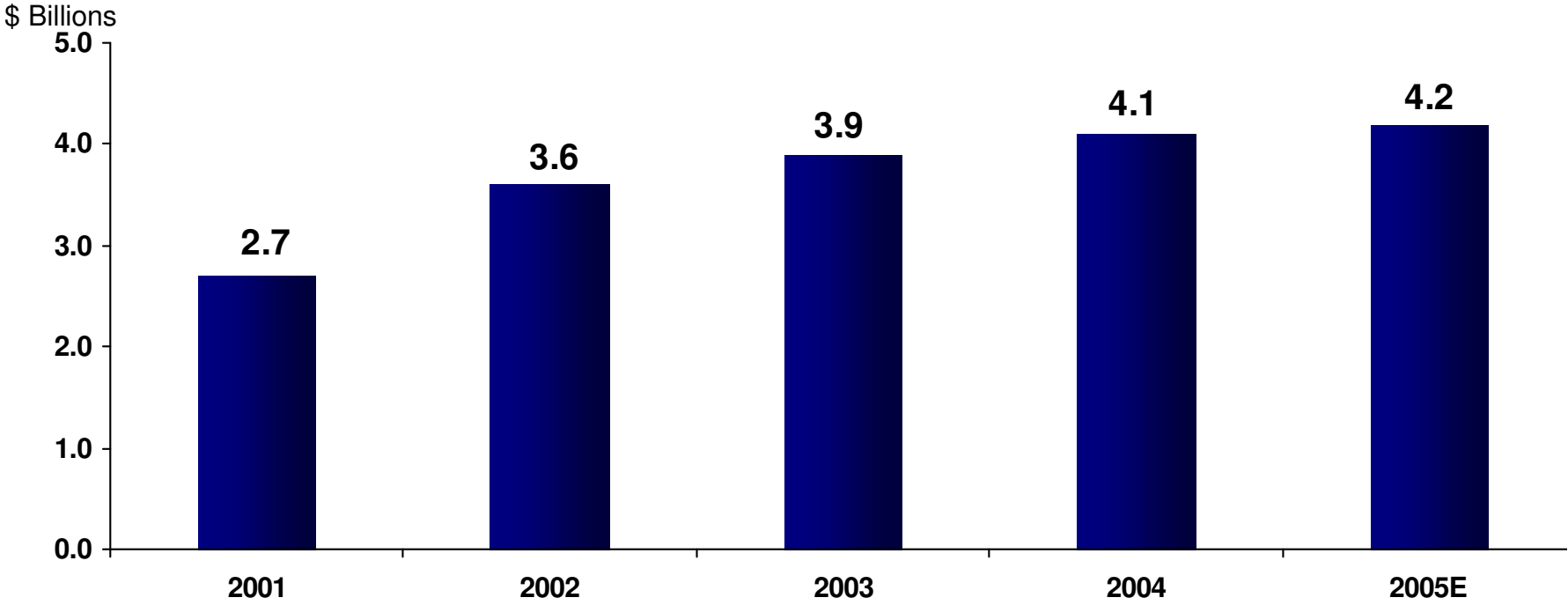
Business Outlook -- 2006

- **Financing Operations**

- **Mortgage Operations**

- **Insurance Operations**

Insurance Premium / Revenue



Memo:

International (%)	2001	2002	2003	2004	2005E
	3.0	11.6	11.8	14.2	14.2

Insurance Business Lines - Competitive Advantages

- **Extended warranty**
 - Leverage GMAC's link to the manufacturer
- **Dealer inventory insurance**
 - Leverage GMAC's deep and long-standing dealer relationships
 - Bundling of insurance with floorplan financing
- **Personal lines**
 - Niche marketing to affinity groups including GM family and GM customers

Insurance Business Lines - Competitive Advantages

- **Extended warranty**
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- **Dealer inventory insurance**
 - Leverage GMAC's deep and long-standing dealer relationships
 - Bundling of insurance with floorplan financing
- **Personal lines**
 - Niche marketing to affinity groups including GM family and GM customers
- **Minimal funding requirements**

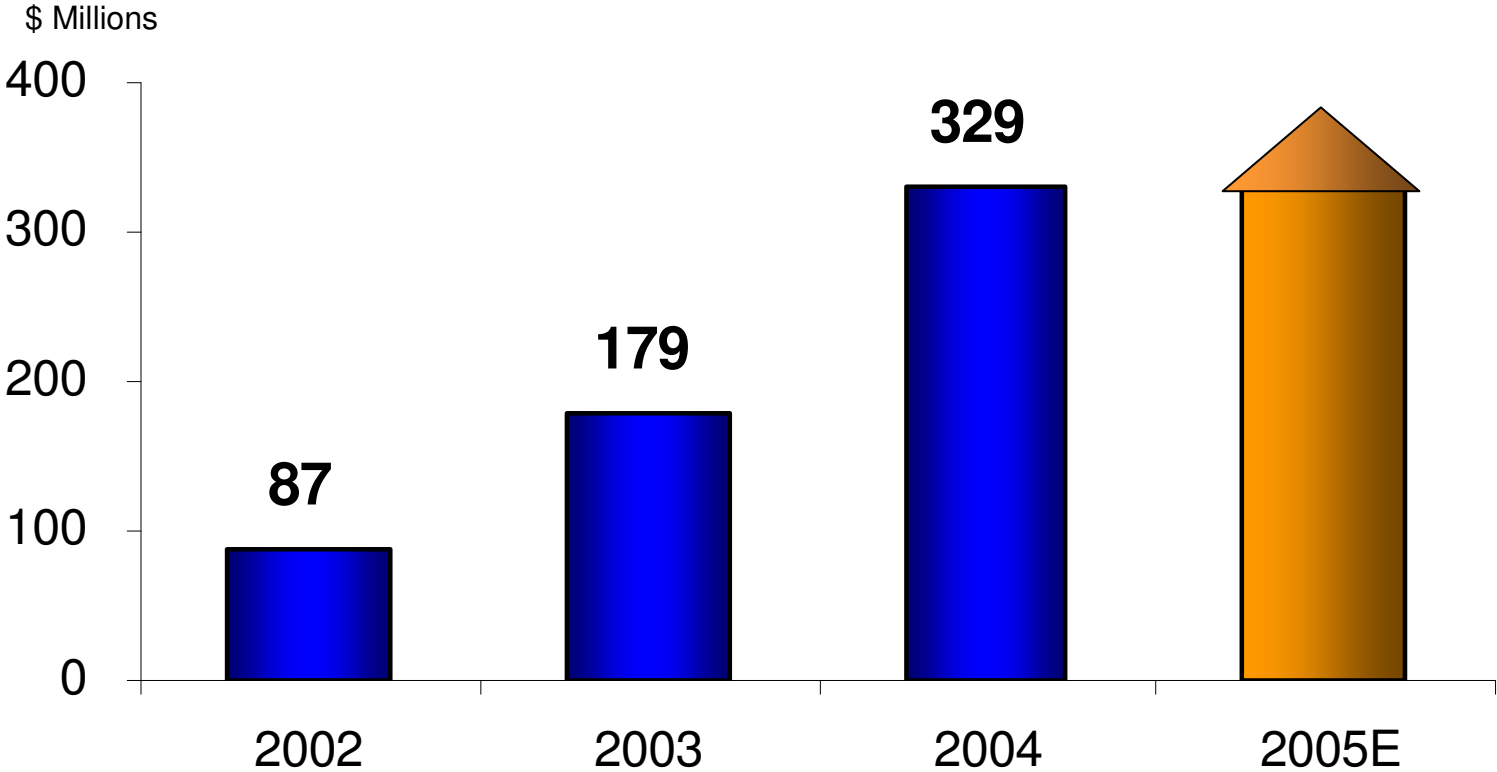
Insurance Operations

Operating Trends

- Insurance Premium Growth G
- Underwriting Performance G
- Growth in International Markets G
- Income From Investment Portfolio G

(\$ Billions)	<u>1/1/03</u>	<u>1/1/04</u>	<u>1/1/05</u>	<u>1/1/06E</u>
Market Value of Investment Portfolio	\$5.0	\$6.2	\$7.3	\$7.7

Insurance Net Income



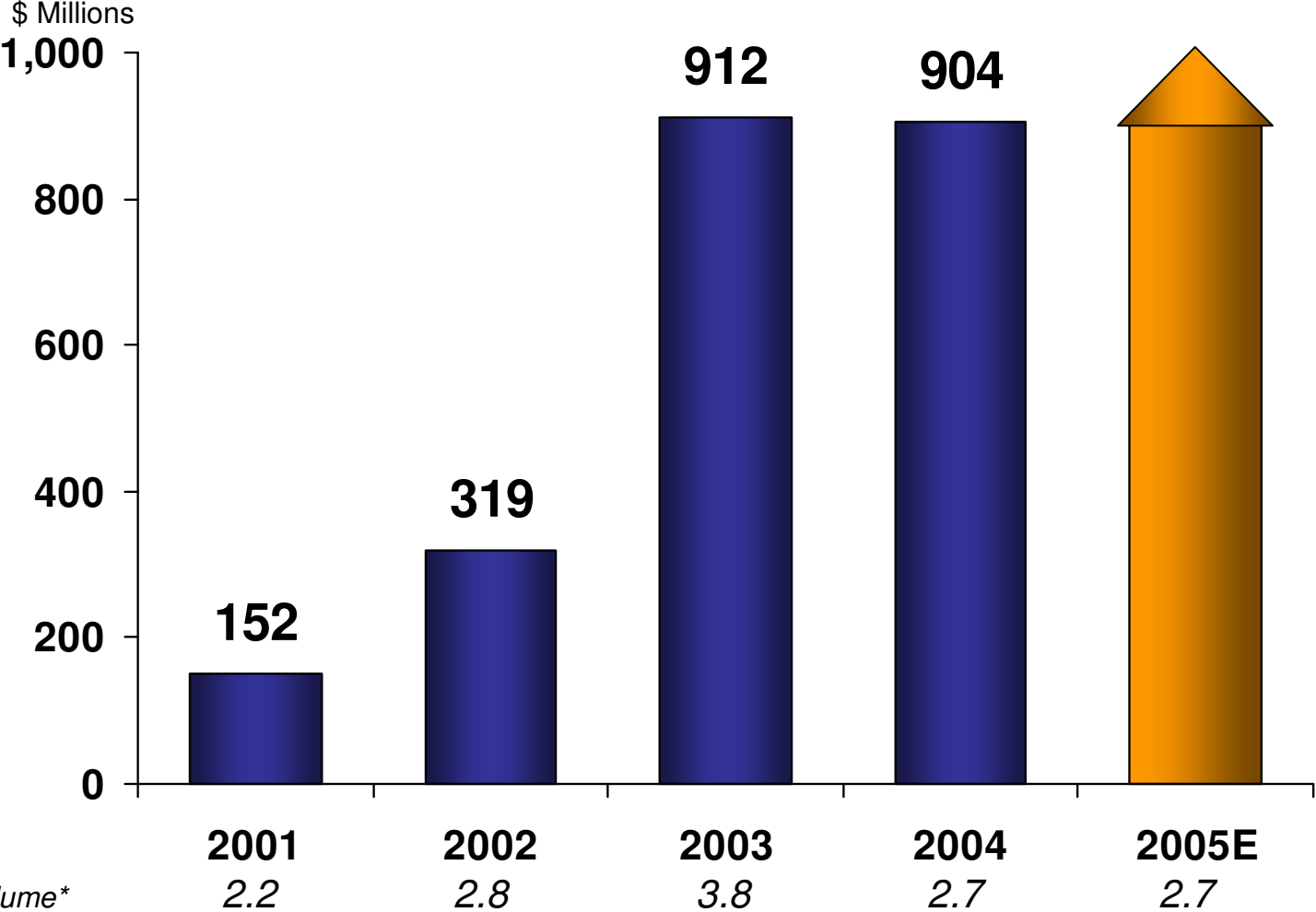
Business Outlook -- 2006

- **Financing Operations**

- **Mortgage Operations**

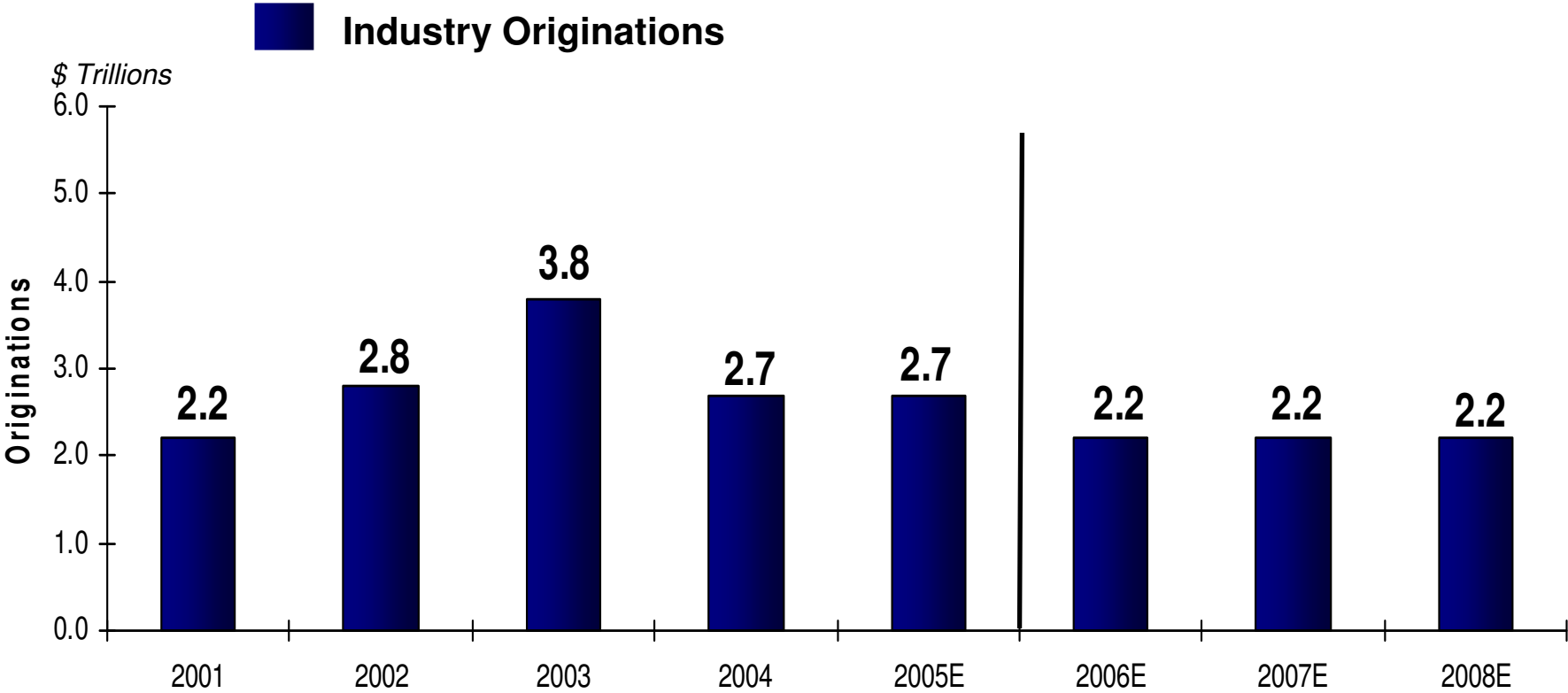
- **Insurance Operations**

ResCap Net Income



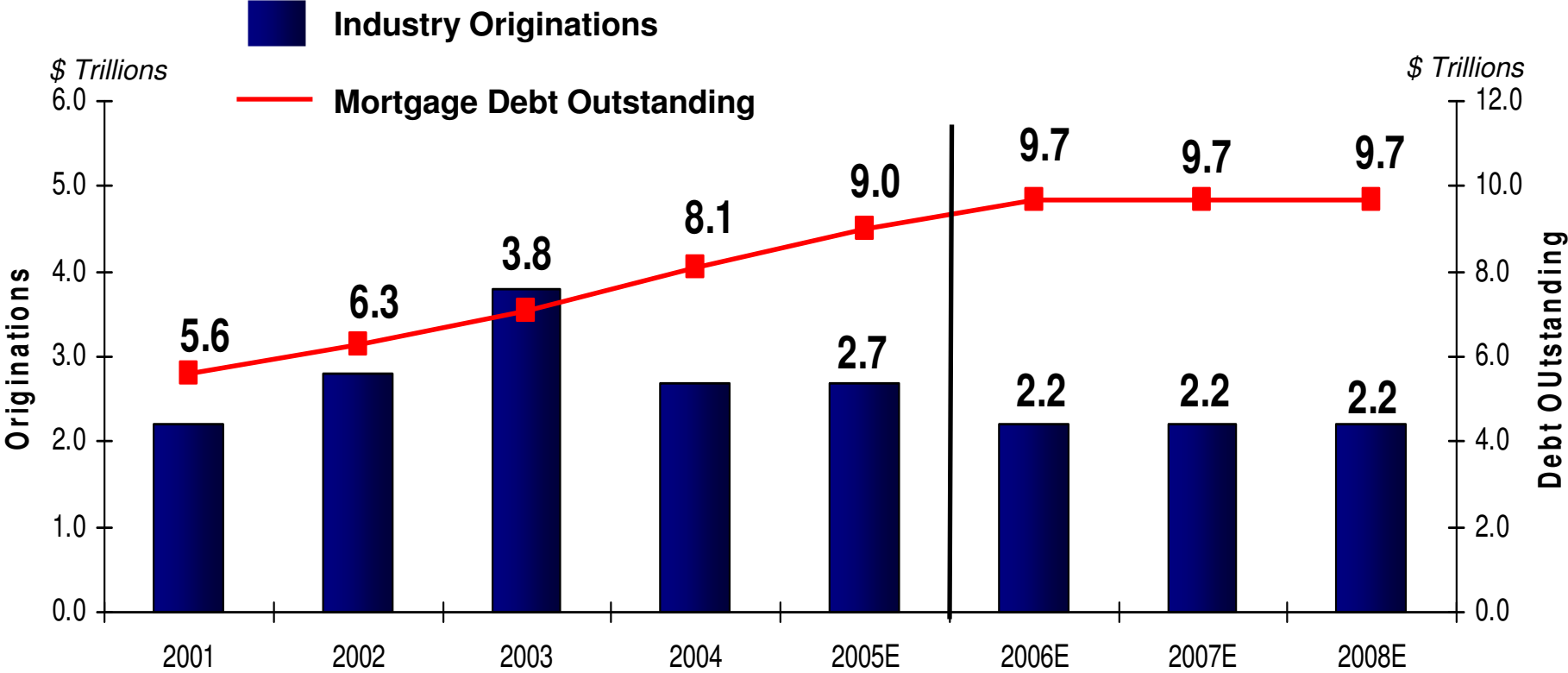
Industry Volume*
(\$ Trillions)
* Source: Fannie Mae

U.S. Residential Mortgage Market



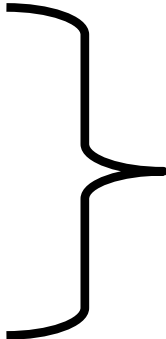
Source: Fannie Mae

U.S. Residential Mortgage Market



Source: Fannie Mae

ResCap Stand-Alone Credit Rating

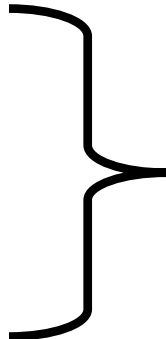


**Non-Investment
Grade Rating**

**Firewall: Governance &
Dividend Limitation**



100% - owned



**Investment
Grade Rating**

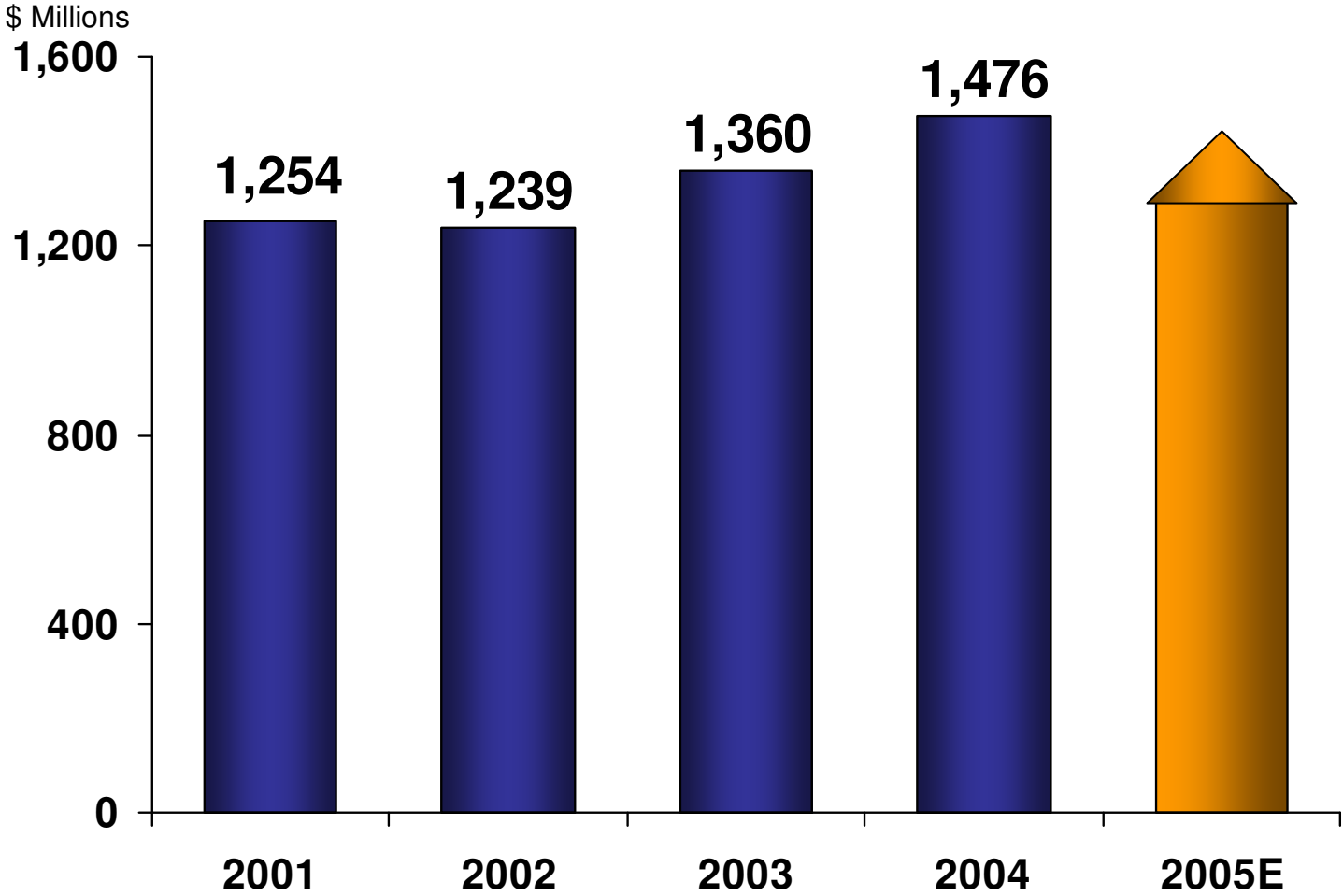
Business Outlook -- 2006

- **Financing Operations**

- **Mortgage Operations**

- **Insurance Operations**

Financing Net Income



Financing Operations -- 2006



Asset Base



Net Margins



Financing Net Income



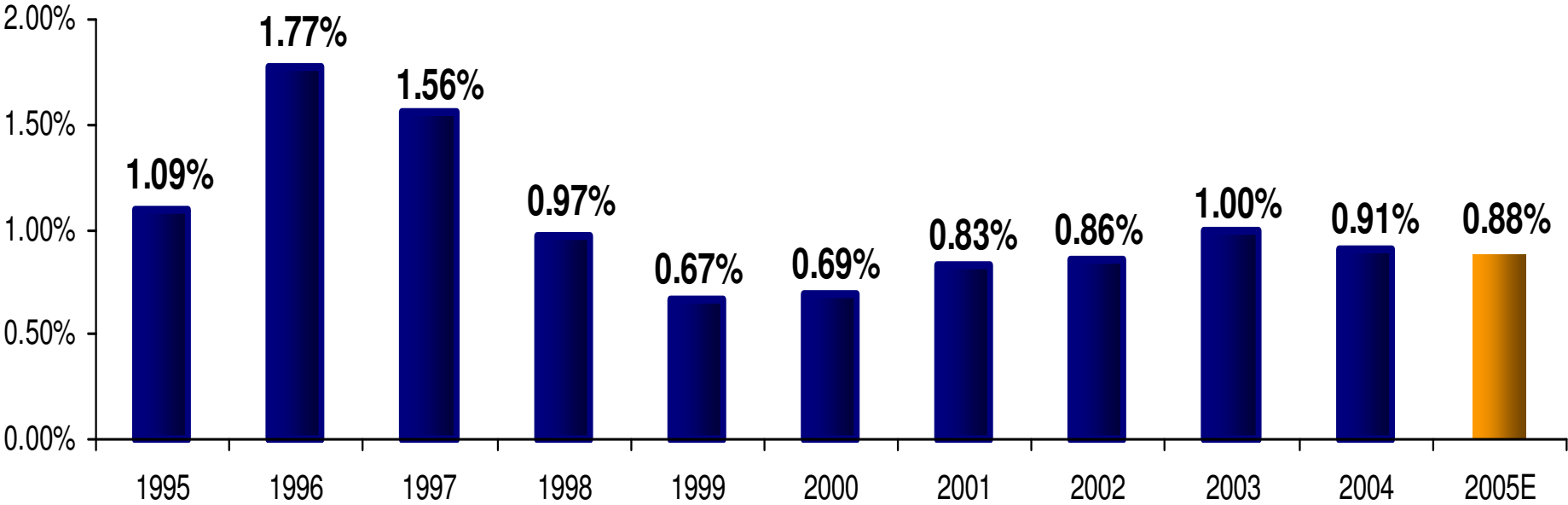
Capital Required



RoE Decline Likely To Be Mitigated

U.S. Retail Credit Quality

U.S. Net Charge-offs as % of Retail Managed Assets*

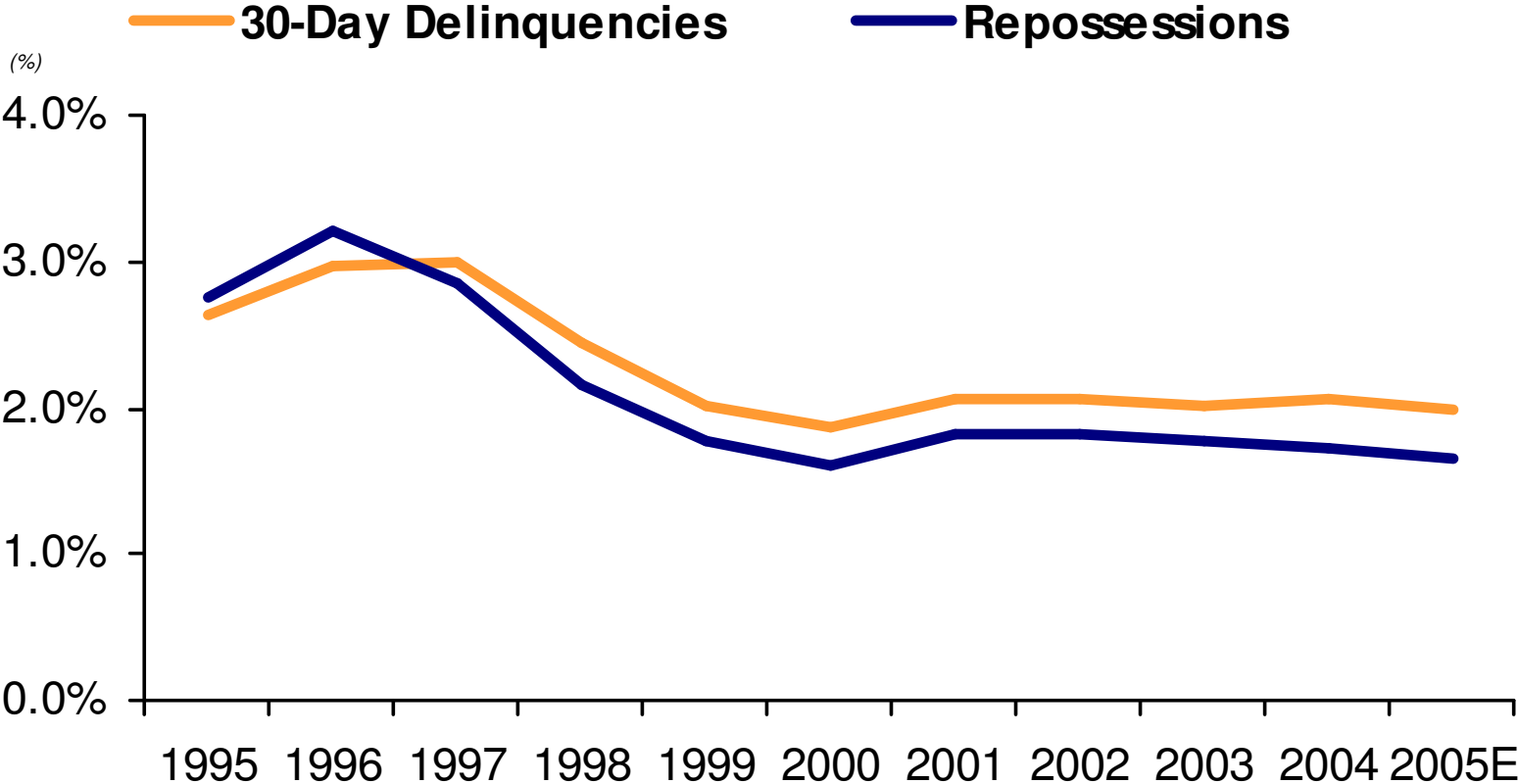


* Includes Retail and SmartBuy

U.S. Retail / Lease Credit Quality

Frequency of Loss *

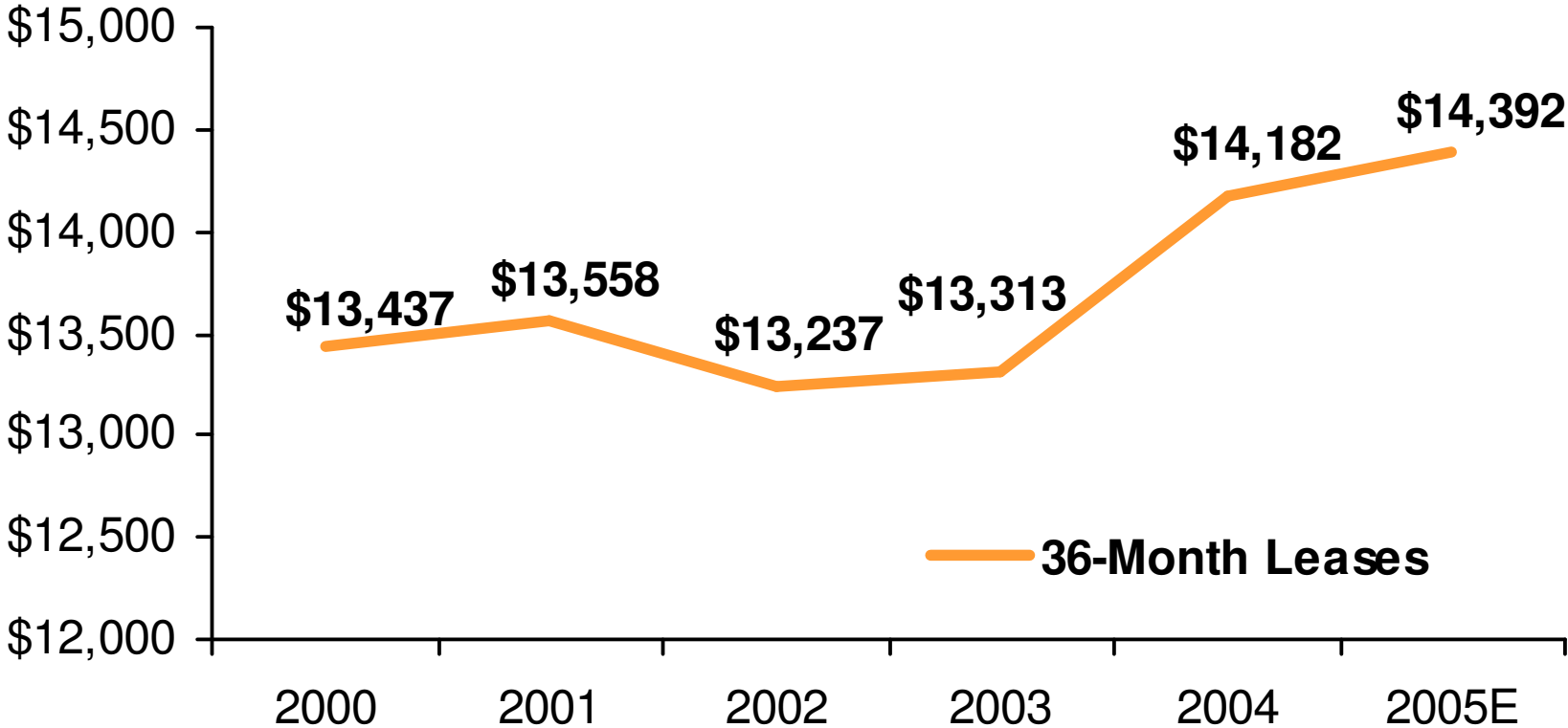
As a % of Number of Serviced Accounts Outstanding



* Includes Retail, SmartBuy and SmartLease

Sales Proceeds on Scheduled U.S. Lease Terminations

Adjusted for Vehicle Mix



Memo:

	2000	2001	2002	2003	2004	2005E
Total SmartLease Terminations (Units 000's)	460	580	738	611	465	287

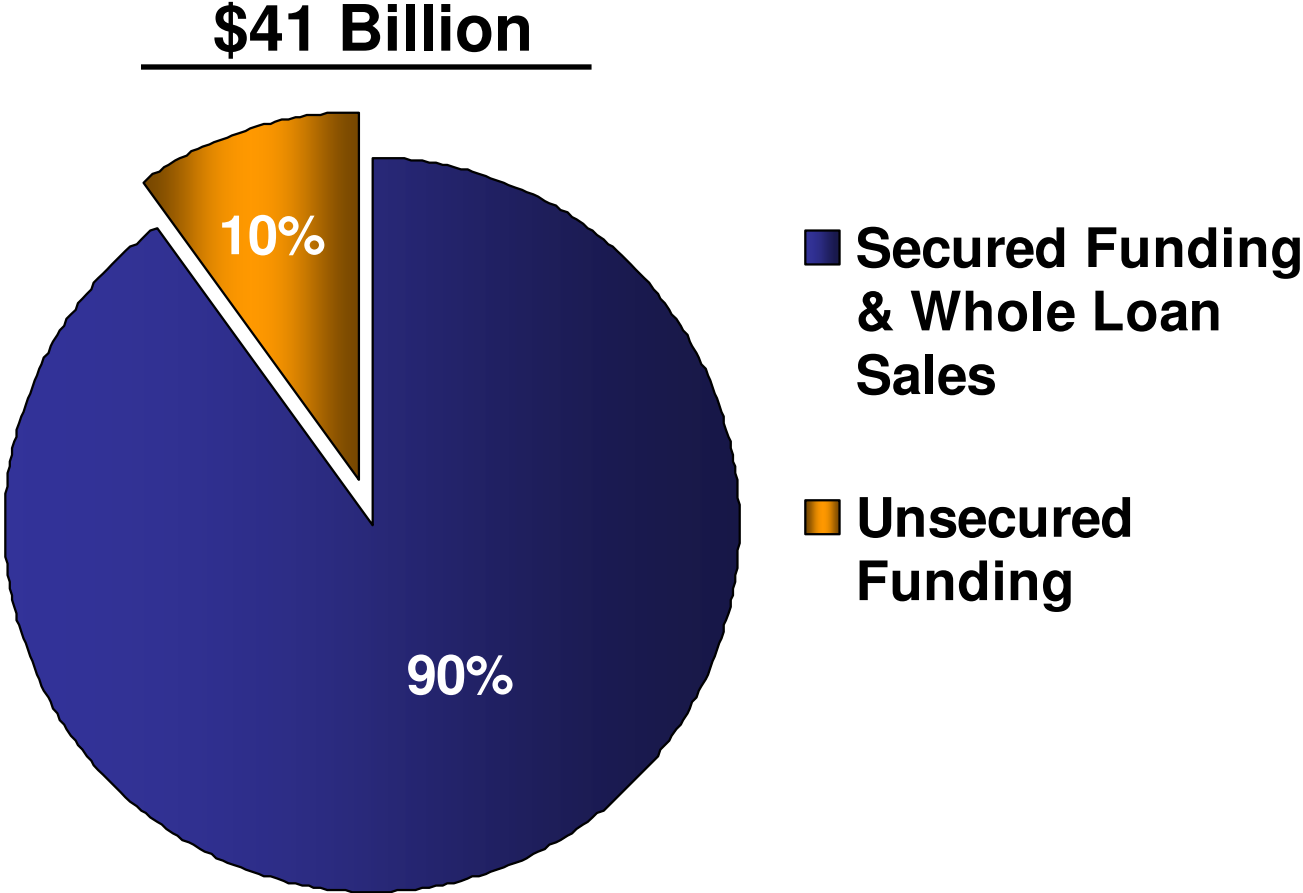
GMAC LIQUIDITY

Strong Liquidity Position

- **Large cash balance maintained**
 - \$20 billion* at year-end 2005
- **Cultivated large market for auto whole loan sales across the full credit spectrum**
 - Up to \$64 billion of purchase commitments secured for the next five years
- **Many other innovative funding channels established**

* Includes \$4.2B in cash invested in a portfolio of highly liquid marketable securities

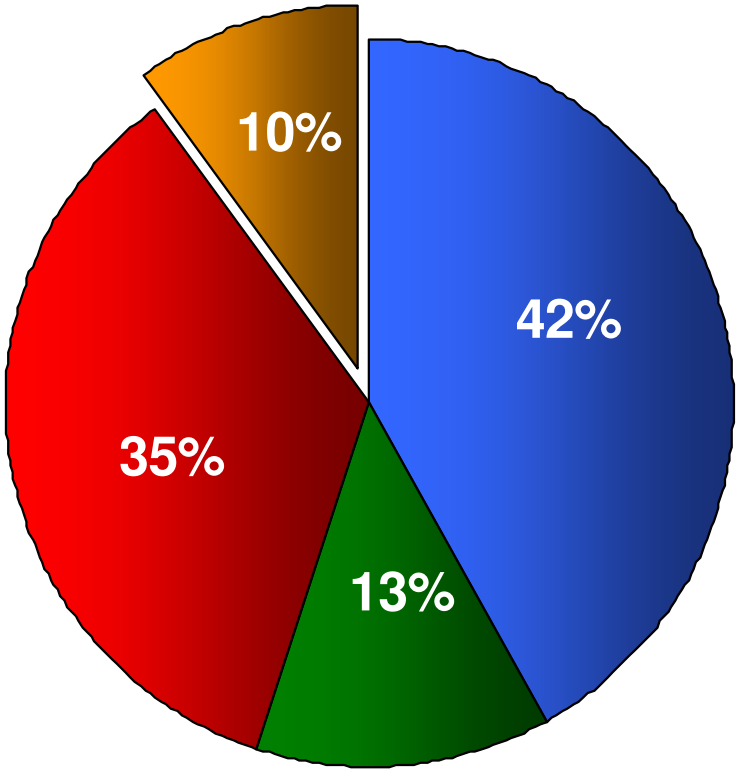
2005 U.S. Term Funding



Note: Represents domestic auto finance only

2005 U.S. Term Funding

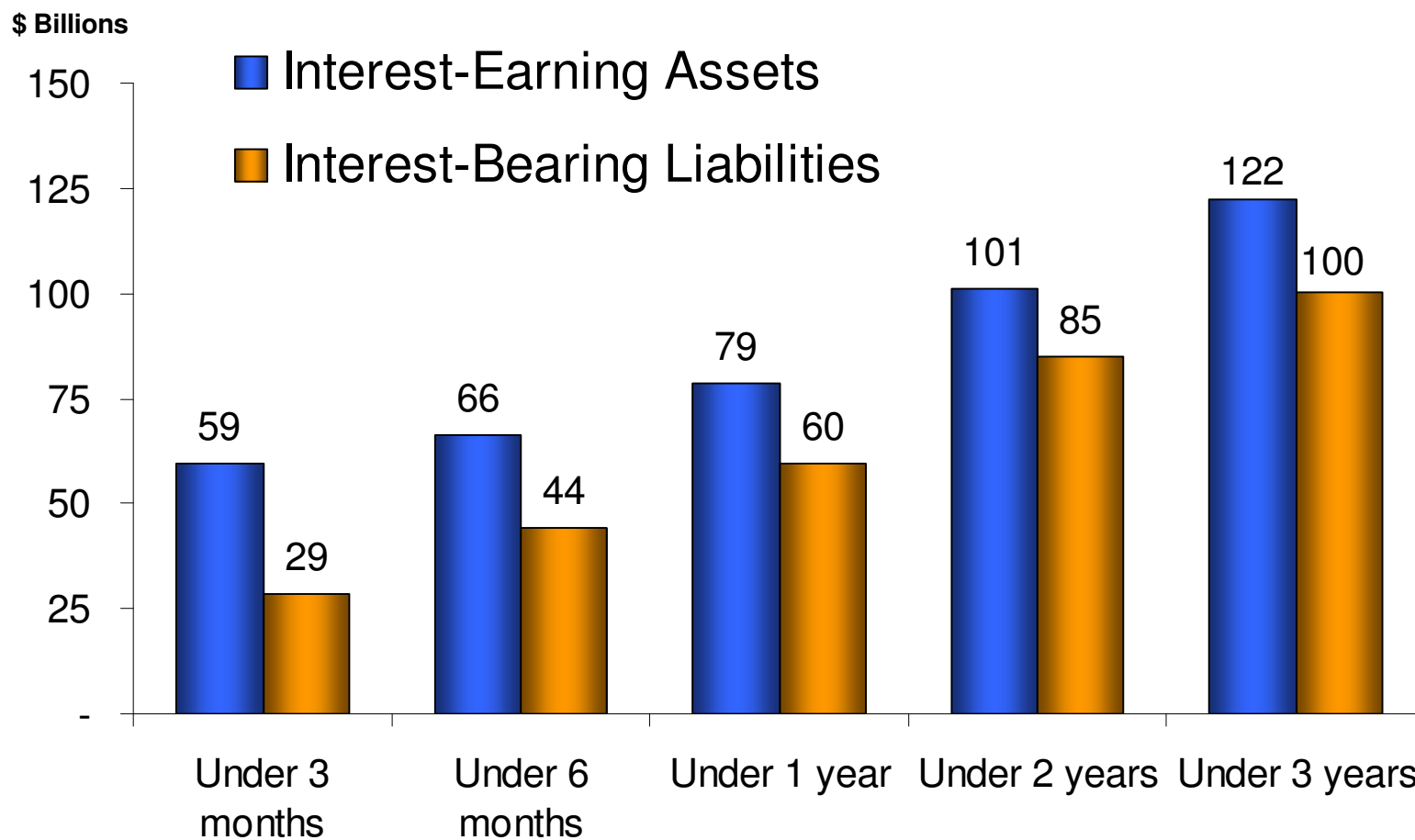
\$41 Billion



- Money Market Investors
 - Term Investors
 - Whole Loans
 - Unsecured Funding
- Secured Funding & Whole Loan Sales (90%)
- (10%)

Note: Represents domestic auto finance only

Consolidated Asset and Liability Maturities



Note: Includes cash, excludes on-balance sheet secured debt and the related assets, as of September 30, 2005

Summary

- **GMAC continues to post strong earnings despite difficult challenges**
- **Business outlook for Financing, Insurance and Mortgage remains bright**
 - Major operating metrics trending favorably

Summary (cont.)

- **GMAC continues to maintain adequate liquidity position**
 - Funding needs being met through various forms of secured funding and whole loan sales
- **In 2006, GMAC will seek to execute a business plan under which:**
 - GMAC would support GM vehicle sales with a broad range of auto financing activities
 - GM would earn attractive returns on its GMAC investment

SmartNotes Website

WWW.SMARTNOTES.COM

Q & A

GMAC FINANCIAL SERVICES

