

**July 2010**

# **Strategic and Operational Overview**



# Safe Harbor Statement

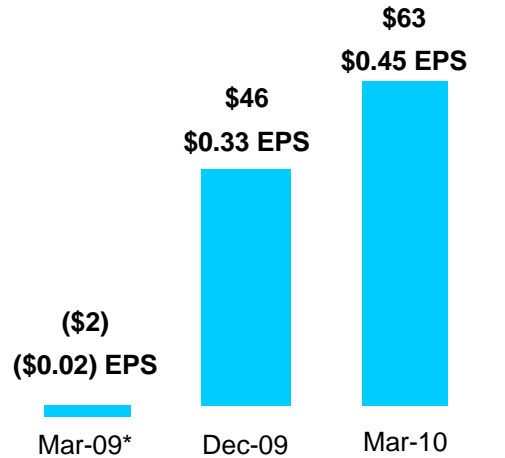
This presentation contains several “forward-looking statements”. Forward- looking statements are those that use words such as “believe”, “expect”, “anticipate”, “intend”, “plan”, “may”, “likely”, “should”, “estimate”, “continue”, “future” or other comparable expressions. These words indicate future events and trends. Forward-looking statements are the Company’s current views with respect to future events and financial performance. These forward-looking statements are subject to many assumptions, risks and uncertainties that could cause actual results to differ significantly from historical results or from those anticipated by the Company. The most significant risks are detailed from time to time in the Company’s filings and reports with the Securities and Exchange Commission, including the Company’s Annual Report on Form 10-K for the year ended June 30, 2009. Such risks include - but are not limited to - variable economic conditions, adverse portfolio performance, volatile wholesale values, reliance on warehouse financing and capital markets, the ability to continue to securitize loans, the continued availability of credit enhancement for securitization transactions on acceptable terms, fluctuating interest rates, competition, regulatory and legal changes, the high degree of risk associated with subprime borrowers, and exposure to litigation. These forward looking statements are based on the beliefs of the Company’s management as well as assumptions made by and information currently available to the Company’s management. Actual events or results may differ materially. It is advisable not to place undue reliance on the Company’s forward-looking statements. The Company undertakes no obligation to, and does not, publicly update or revise any forward-looking statements, except as required by federal securities laws, whether as a result of new information, future events or otherwise.

# Company Overview

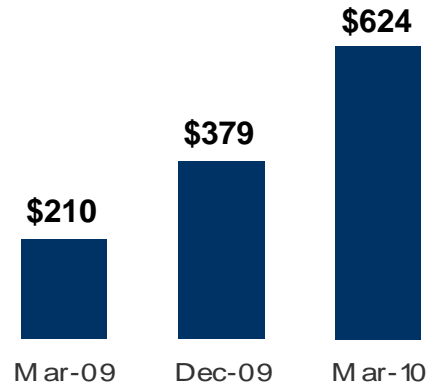
- AmeriCredit is a leading independent provider of auto finance solutions for auto dealers and consumers
  - Experienced market leader serving the dealer community since 1992
  - Established track record of managing credit risk and accessing the capital markets
  - Franchise resiliency across economic cycles
- Approximately \$9 billion in finance receivables
- Traded on the NYSE under the symbol ACF

# Quarterly Financial Highlights

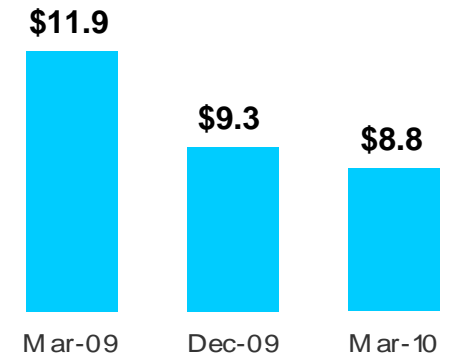
## Net (Loss) Income (\$MM)



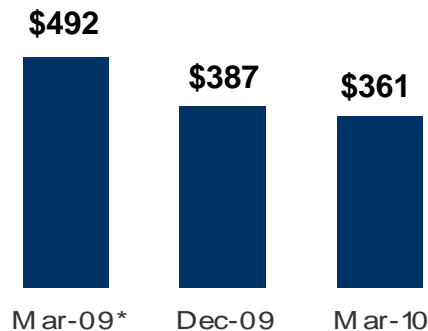
## Origination Volume (\$MM)



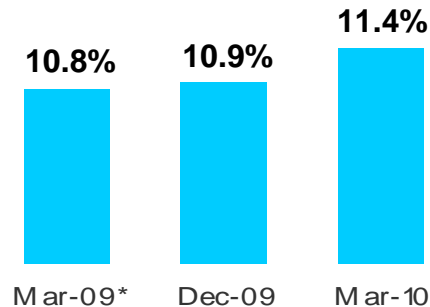
## Finance Receivables (\$B)



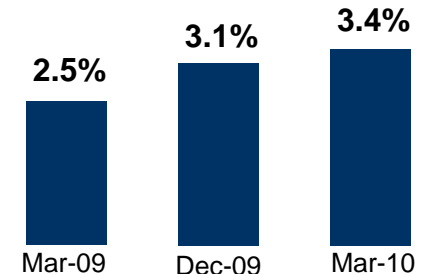
## Revenue (\$MM)



## Net Interest Margin



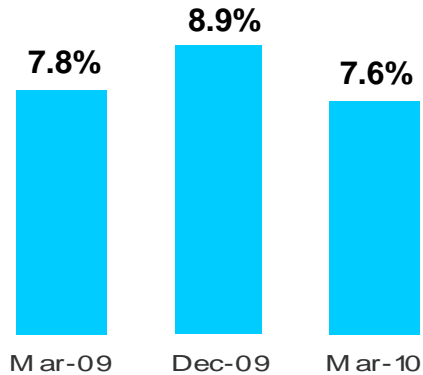
## Annualized Operating Expense Ratio



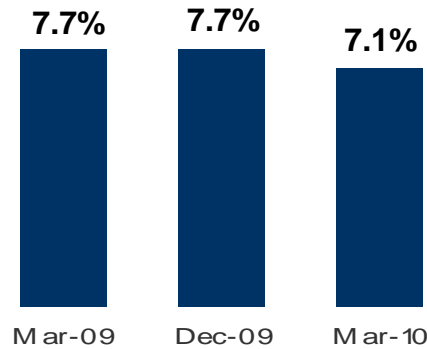
\* On July 1, 2009, the company adopted a new accounting standard that changes the accounting for convertible bonds. Historical information was revised to reflect the retrospective application of this standard.

# Quarterly Financial Highlights

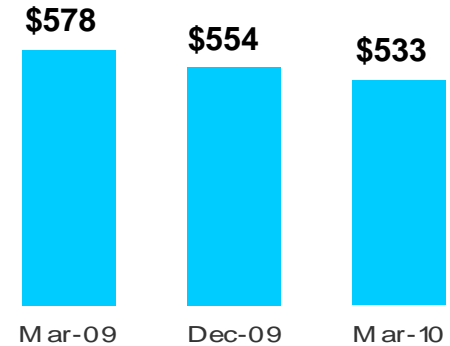
## Annualized Net Credit Losses



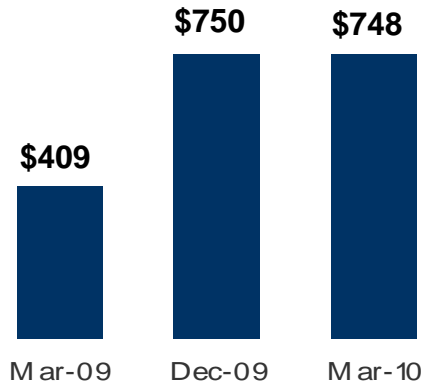
## Allowance for Loan Losses



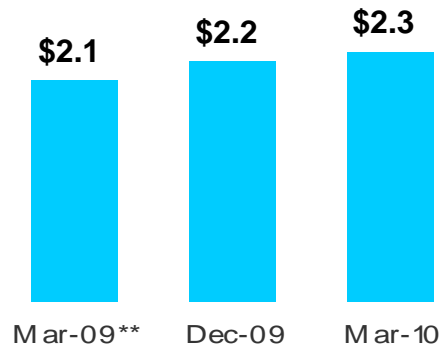
## Unsecured Debt (\$MM, par value)



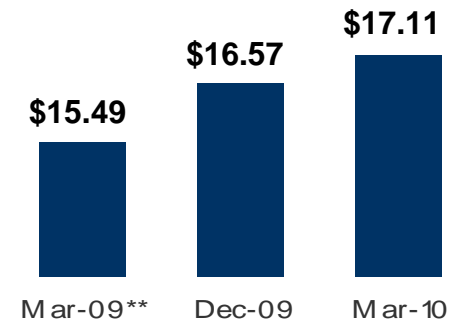
## Liquidity\* (\$MM)



## Tangible Net Worth (\$B)



## Book Value per Share



\* Liquidity includes unrestricted cash and available borrowing capacity on unpledged eligible receivables

\*\* Information revised for the retrospective adoption of new accounting standard for convertible bonds

# 2010 Outlook

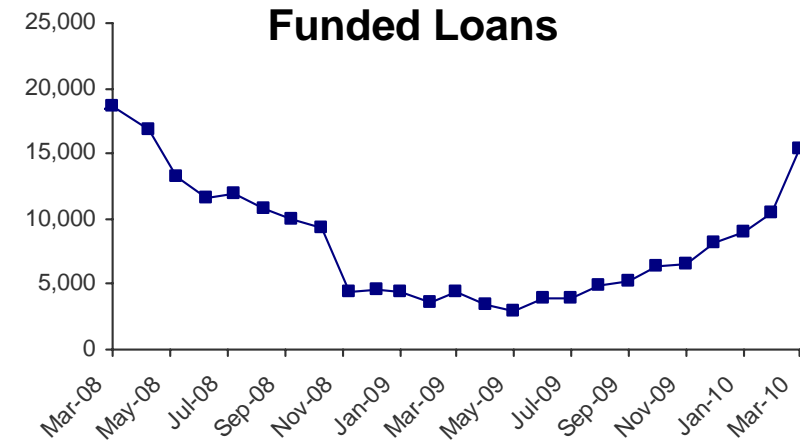
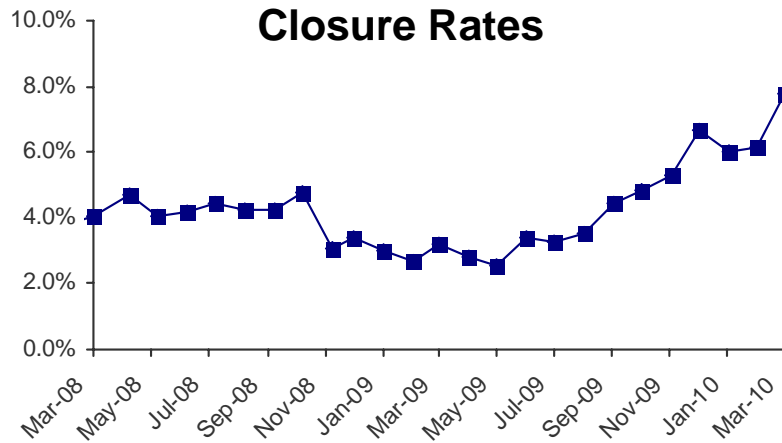
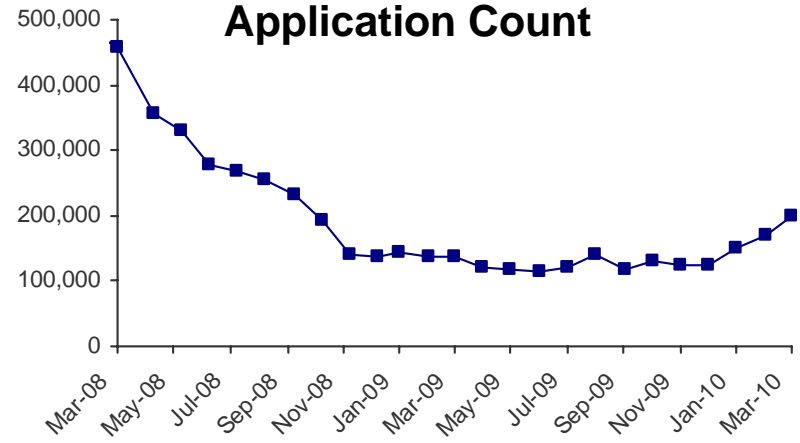
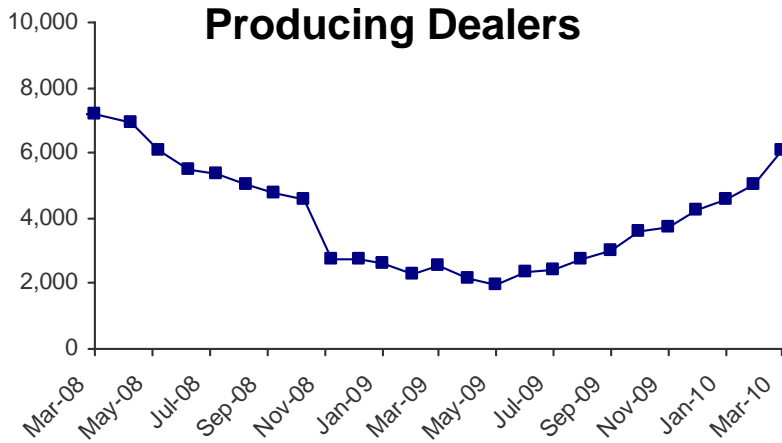
- Continue to rebuild origination levels
  - Rational competitive environment allows for continued originations of loans with strong loan-level returns
  - Portfolio expected to trough in the \$8.5 billion range in late CY2010
- Expect sustained improvement in credit performance
  - Key portfolio metrics reflect positive impact of steps taken since 2008 to reposition loan portfolio for higher profitability, including credit tightening and better risk-adjusted returns
  - Positive results also supported by improving economic environment
- Sufficient liquidity and funding capacity to support increased loan originations
  - Liquidity at March 31, 2010 was \$748 million
  - Full capacity available on credit line to support \$1.9 billion of receivables at March 31, 2010
  - Strong ABS market for retail auto loans

# Rebuilding Origination Levels

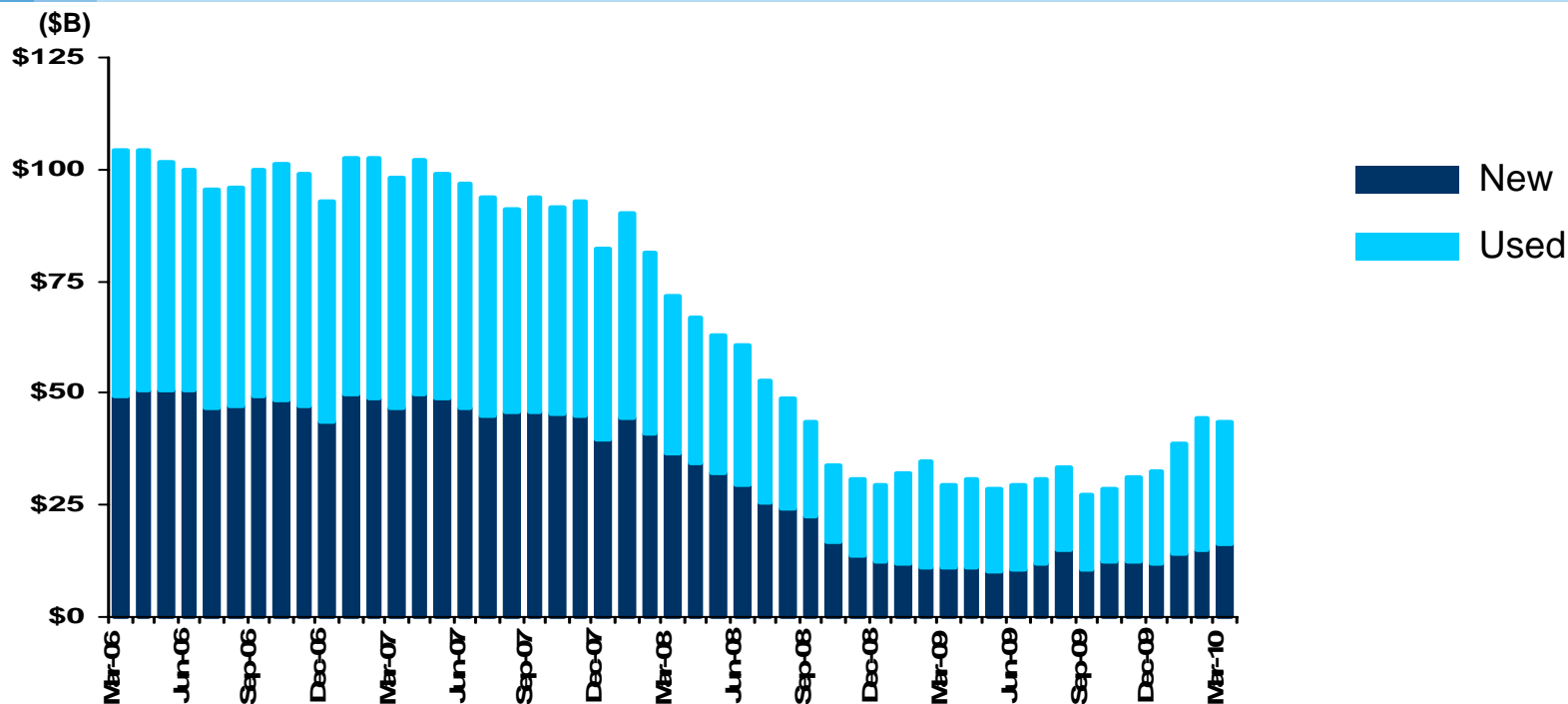
	Jun-09	Sept-09	Dec-09	Mar-10
Quarterly Origination Volume (\$MM)	\$175	\$229	\$379	\$624

- Loan growth accomplished primarily through:
  - Adding origination staff and dealer relationships
  - Implementing more competitive pricing
  - Expanding credit risk appetite in select geographic regions based on credit performance and regional economic outlook
  - GM subprime subvention program launched in September 2009 and contributed approximately 10% of originations in March 2010 quarter
- No changes to other key underwriting standards such as LTV and verification requirements

# Origination Trends



# Subprime Auto Finance Market Activity\*



\* Less than 620 FICO Sources: CNW Marketing, Bureau of Economic Analysis, JD Power PIN

- Fewer competitors in subprime space, many exited the space in 2008 and early 2009
- Key competitors remain rational
  - Competing on price, loan structure and service levels
- Consumer demand has increased, but remains constrained compared to historical levels

# Pricing Trends on New Originations

Three months ended	Mar. 08	Mar. 09	Mar. 10
APR	15.3%	17.3%	17.1%
Net fees	(1.0%)	2.1%	1.0%

- Increased rates and fees in 2008 and first half of 2009 to offset higher cost of funds
- Since September 2009, have lowered loan pricing and dealer fees as cost of funds improved
- Not anticipating notable changes to loan pricing in near future

# Profitability Model

	Actual Performance 2005 Vintage Origination	Current Origination Trends
<b>Cash profitability model*</b>		
<b>Finance charge &amp; other income</b>	17.3%	16 - 17%
<b>Interest expense</b>	(3.1)	3% range
<b>Net interest margin</b>	14.2	13 - 14%
<b>Operating expense</b>	(3.0)	3% range
<b>Annualized credit losses</b>	(4.8)	4 - 5%
<b>Pre-tax return on assets</b>	6.4%	5 - 7%
<b>After-tax return on assets</b>	4.0%	3 - 5%

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

- Looking to maintain high risk-adjusted returns
  - Balance components driving profitability: loan pricing and dealer fees, funding costs and expected losses
  - At current leverage level, historically high ROA on current loan originations translates into attractive ROE

# Funding Strategy

- Core components of funding strategy
  - Warehouse line
    - Provides interim financing
    - Sized to support at least six months of loan origination volume
    - \$1.3 billion credit facility supports \$1.9 billion of receivables
      - Facility undrawn at March 31, 2010
    - Facility amended and extended for one year term in February 2010
      - Facility size increased from \$1.0 billion
      - Pricing reduced
      - Similar advance rate
  - Asset-backed securities
    - Provides permanent financing
    - Completed 70 securitizations since 1994 with over \$57 billion in notes sold
      - All payments of principal and interest made as scheduled
    - Successfully executed three securitizations in calendar 2010
      - \$600 million AMCAR 2010-1 in February 2010
      - \$200 million AMCAR 2010-A in March 2010
      - \$600 million AMCAR 2010-2 in May 2010

# Recent ABS Trends

- Asset-backed securitization market for auto receivables is favorable
  - Retail auto loan securitizations continue to be effectively executed post-TALF expiration in March 2010
  - Pricing and execution of AMCAR transactions continue to improve
    - \$725 million AMCAR 2009-1, executed in July 2009, had 7.5% weighted average cost of funds, selling through single-A level
    - \$600 million AMCAR 2010-1, executed in February 2010, had 3.7% weighted average cost of funds; selling through triple-B level
    - \$600 million AMCAR 2010-2, executed in May 2010, had 3.8% weighted average cost of funds; selling through double-B level
  - Senior subordinate structure preferred
    - Strong investor demand for subordinated bonds
    - Able to sell down capital structure to enhance capital efficiency

# Senior Subordinated Structure Comparison

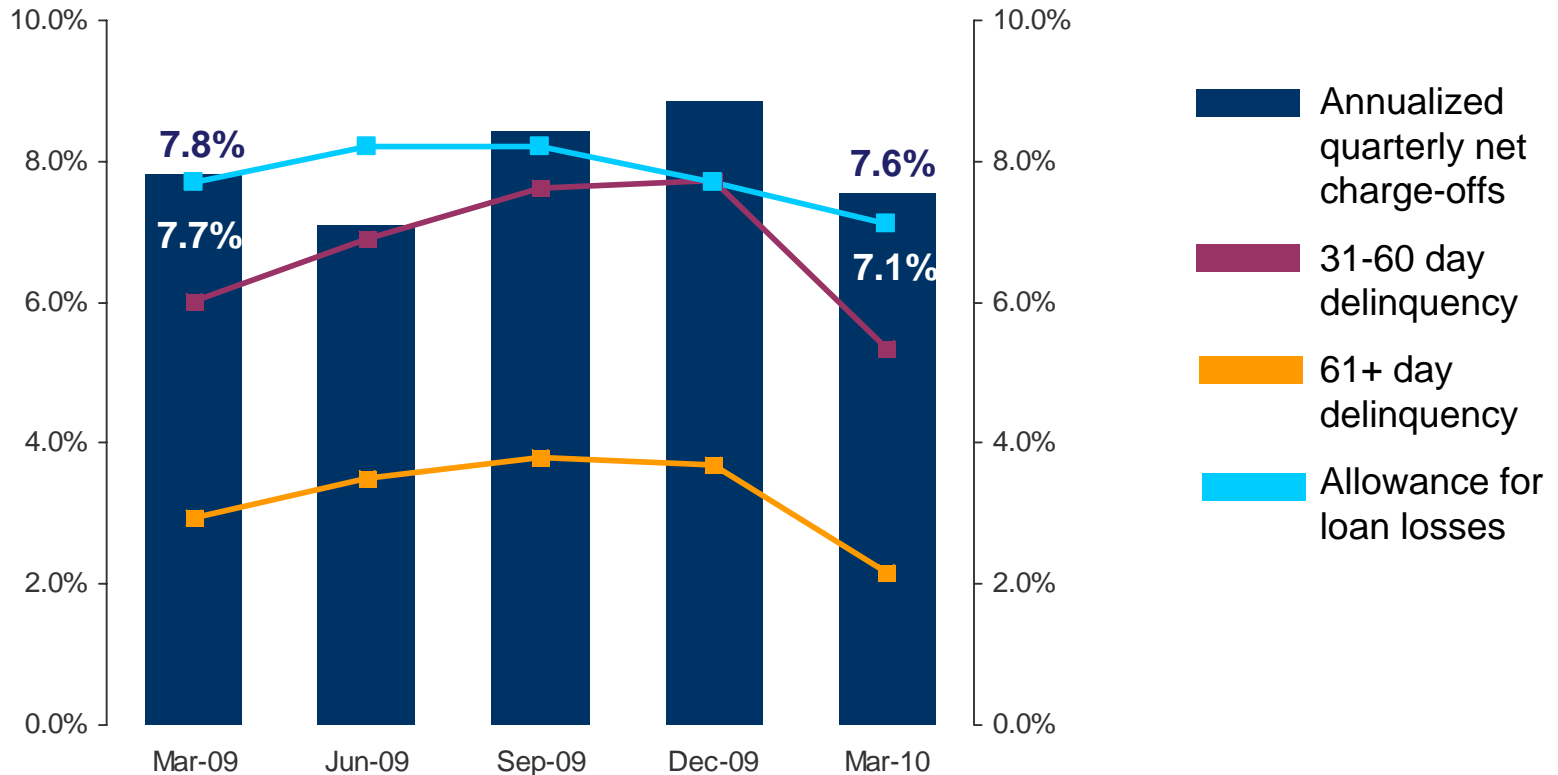
	2010-2	2010-1	2009-1	2008-2	2006-1
Notes issued (\$MM)	\$600	\$600	\$725	\$500 <sup>(1)</sup>	\$945
Sold down to:	BB	BBB	A	A	BB
Weighted Avg. Cost of Funds	3.8%	3.7%	7.5%	10.7% <sup>(1)</sup>	5.3%
Weighted Avg. Credit Spread	230 bps	227 bps	615 bps	828 bps <sup>(1)</sup>	28 bps
Debt / Capital Ratio <sup>(2)</sup>	6.8x	4.4x	2.7x	2.2x	4.7x

(1) Calculated based on par value of subordinated bonds; not discounted

(2) Weighted avg. credit enhancement over the life of the transaction, including the spread account, over the receivables balance

- Improving securitization structures enhances capital efficiency
  - Credit enhancement requirements decreased for 2010-2 transaction based upon continued favorable development of 2008 and 2009 vintages
  - Leverage achieved through securitization structures is safe: no refinancing risk and debt fully serviced by run-off of receivables

# Credit Trends



- **Expect sustained improvement in credit metrics and continued reductions in allowance for loan losses through CY2010**

- Increasing concentration of loans originated since credit tightening in early 2008
- Strong recovery rates for March 2010 quarter
- Improving economic conditions

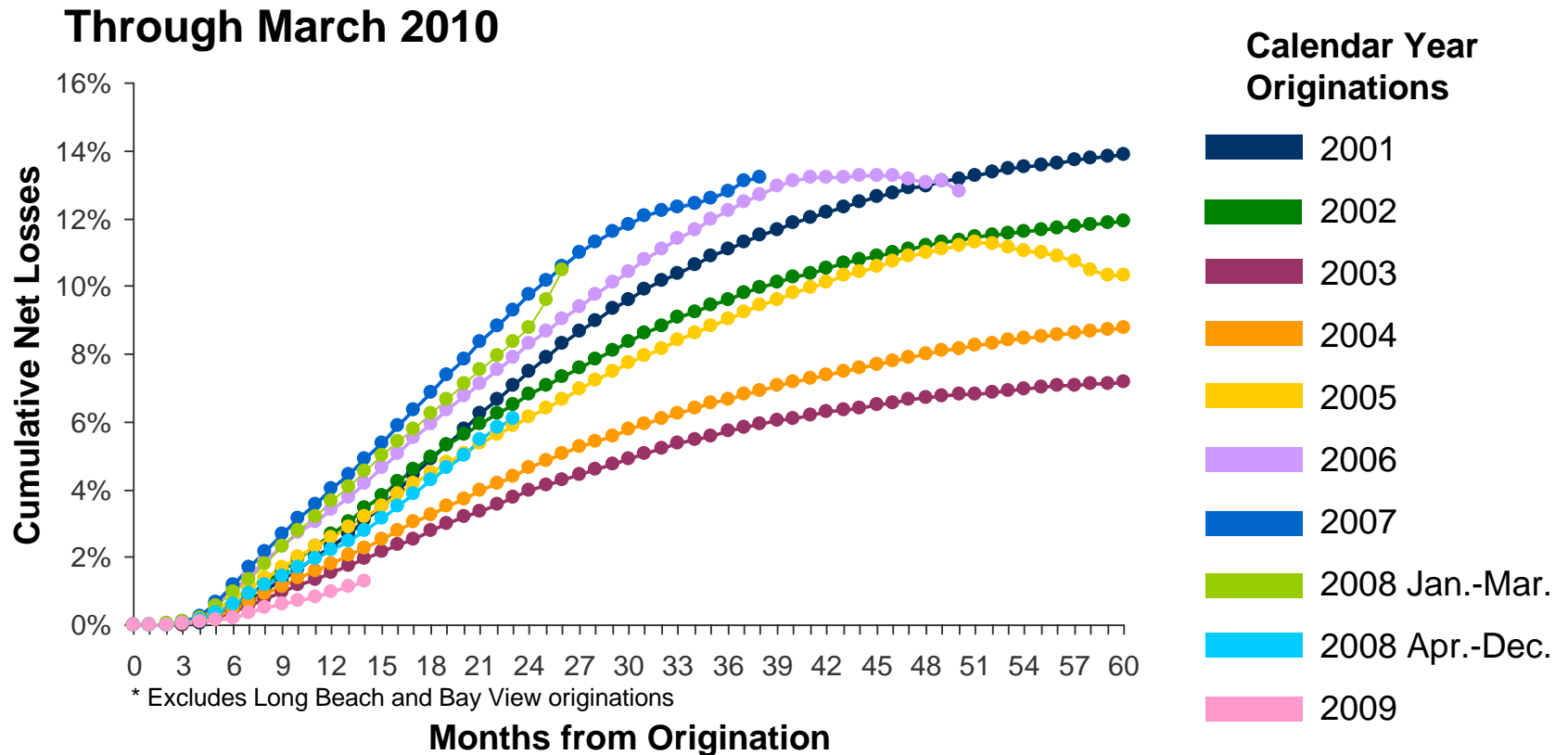
# As Originated Credit Profile

	Mar-05	Mar-07*	Mar-08*	Mar-09	Mar-10
Quarterly Origination Volume (\$MM)	\$1,374	\$2,018	\$1,108	\$211	\$624
Average Custom Score	236	240	244	247	246
Payment-to-Income	11%	11%	10%	8%	8%
Term (months)	64	69	70	67	68
Loan-to-Value (wholesale)	110%	120%	117%	110%	109%

\* Loan characteristics exclude Long Beach (Near Prime) and Bay View (Specialty Prime) loans

- In FY2008 and FY2009, limited originations to preserve liquidity
  - Primary reduction in volume resulted from raising minimum custom credit score
  - Tightened other loan characteristics, such as LTV and PTI
- As credit risk appetite selectively expands, expect average custom score to decline slightly and credit profile to be comparable to 2005 vintages

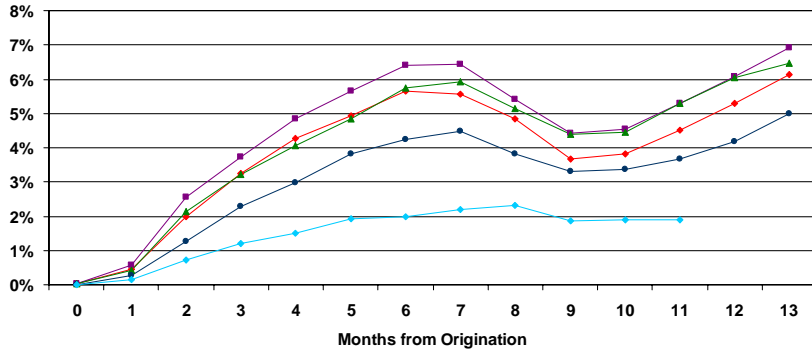
# Vintage Credit Performance\*



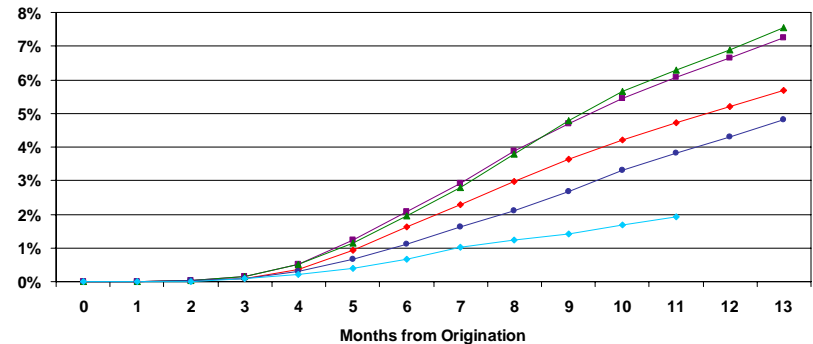
- Cumulative loss performance on originations subsequent to credit tightening in early 2008 are trending significantly better than 2006-2007 performance notwithstanding weak economic environment

# Credit Performance Post Early 2008 Credit Tightening: June Vintages\*

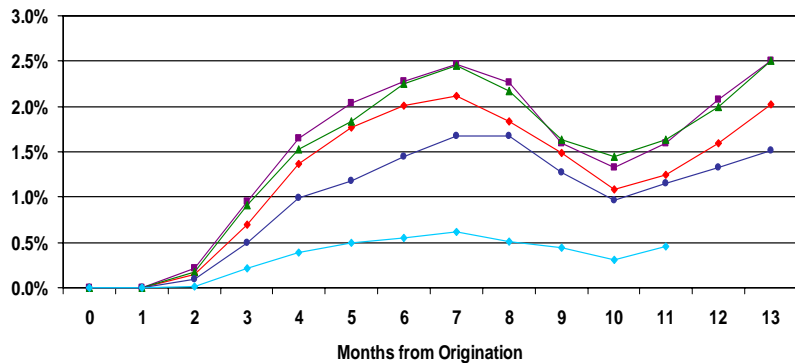
## 31 - 60 Day Delinquency



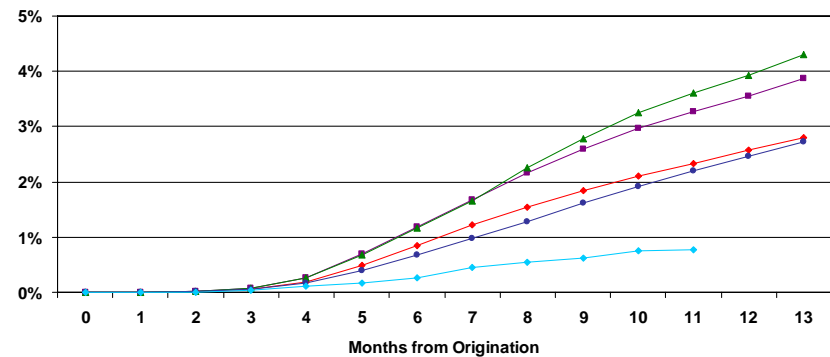
## Gross Charge-Off % Amount Financed



## 61+ Day Delinquency



## Net Charge-Off % Amount Financed










◆ Jun-05 Qtr  
 ◆ Jun-06 Qtr  
 ◆ Jun-07 Qtr  
 ◆ Jun-08 Qtr  
 ◆ Jun-09 Qtr

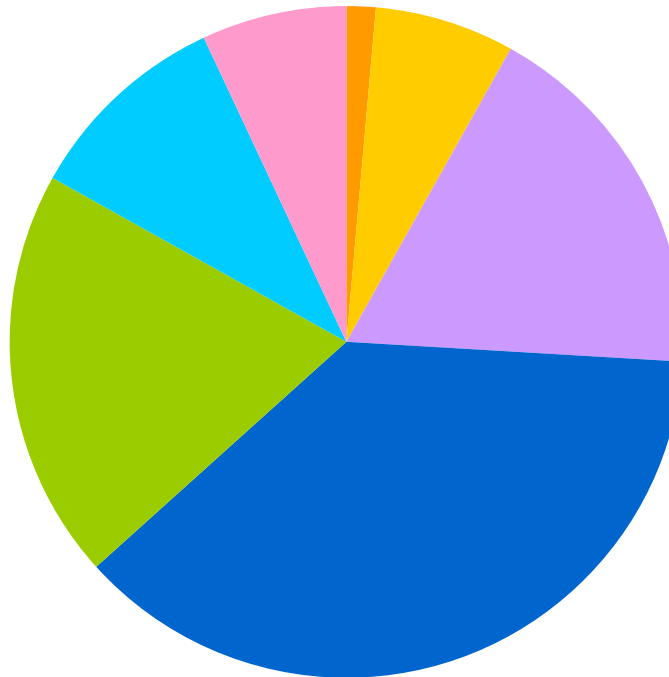
\* Excludes Long Beach and Bay View originations

# Portfolio Concentration

\$8.8 billion of finance receivables as of March 31, 2010

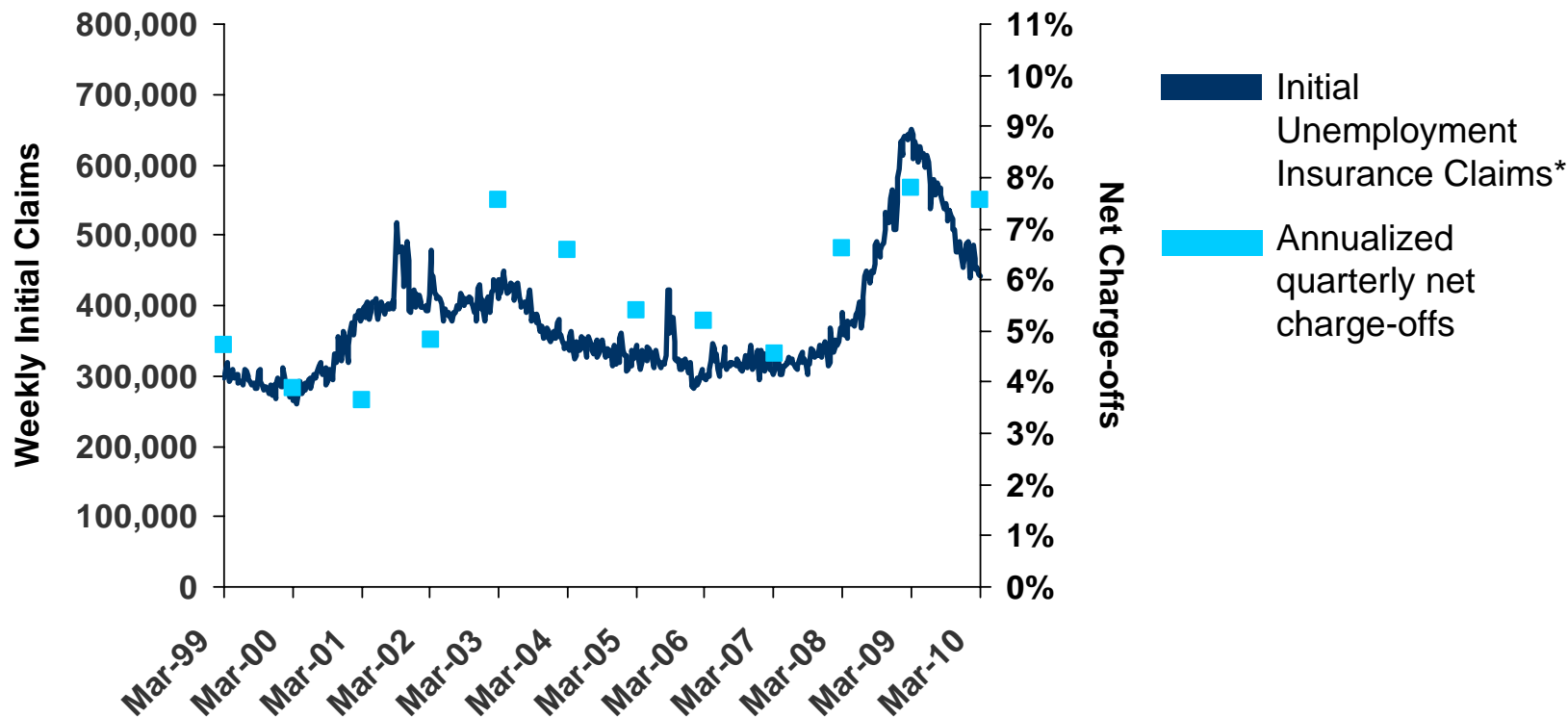
Origination Year

Pre-2005	1%	
CY2005	7%	
CY2006	18%	
CY2007	37%	
CY2008	20%	
CY2009	10%	
CY2010	7%	



- Majority of portfolio comprised of weaker 2006 and 2007 vintages
  - These vintages are passing peak loss period
  - Better performing more recent vintages are becoming a greater part of the overall portfolio

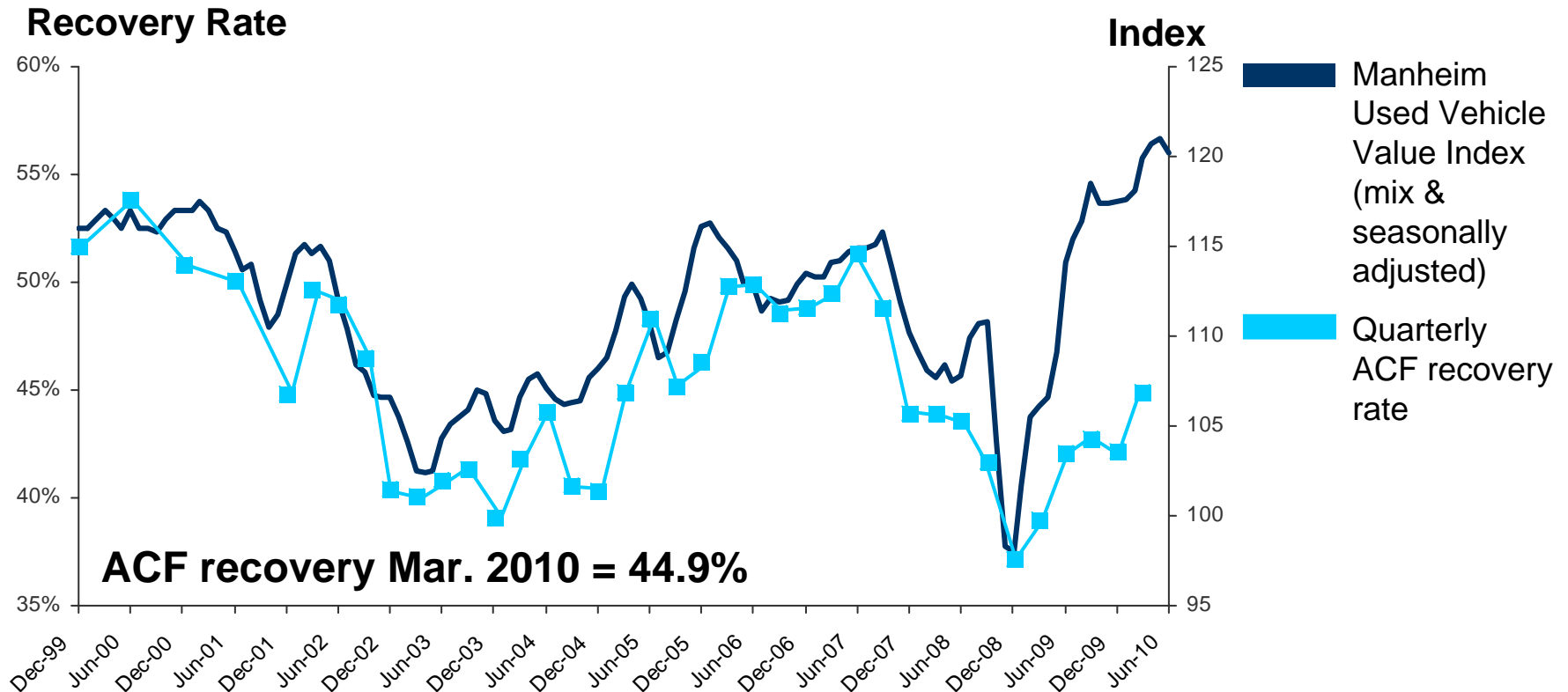
# Credit Performance Historically Correlated to Jobs Market



\* Source: [www.dol.gov](http://www.dol.gov)

- **Losses are typically event-driven and remained the same in this economic cycle:**
  - Job loss
  - Change in family status
  - Illness/medical expenses

# Recovery Rates Correlate to Manheim Index



- Expect moderation in recovery rates for remainder of CY2010
  - Strong March quarter due to supply/demand imbalance for used vehicles
  - Average age of repossessed vehicles has increased because of portfolio run off
    - Inverse relationship between age of vehicle and auction recovery rates
  - Higher new car sales expected to increase supply of trade-ins

# Conservative Balance Sheet

(\$ MM)	Mar. 31, 2009	Mar. 31, 2010	Maturity
<b>Available liquidity</b>	\$409 <sup>(a)</sup>	\$748 <sup>(b)</sup>	n/a
<b>0.75% convertible notes, par value</b>	\$250 <sup>(c)</sup>	\$247 <sup>(c)</sup>	September 2011
<b>2.125% convertible notes, par value</b>	\$236 <sup>(d)</sup>	\$215 <sup>(d)</sup>	September 2013
<b>8.5% senior notes</b>	\$92	\$71	July 2015

(a) Includes \$121 million of unrestricted cash and \$288 million of available borrowing capacity on unpledged eligible receivables

(b) Includes \$497 million of unrestricted cash and \$251 million of available borrowing capacity on unpledged eligible receivables

(c) The carrying value of the 0.75% convertible notes was \$215 million and \$226 million at March 31, 2009 and 2010, respectively

(d) The carrying value of the 2.125% convertible notes was \$192 million and \$183 million at March 31, 2009 and 2010, respectively

- Repurchased \$21 million of 8.5% senior notes in March 2010 quarter at small discount

# The Future of AmeriCredit

- AmeriCredit's franchise remains viable and relevant
  - Subprime auto finance fulfills a necessary consumer need
    - 40% of population below prime credit
  - Established track record since 1992 as a subprime originator and servicer
- Well-positioned to take advantage of favorable competitive environment to originate loans with high risk-adjusted return on assets and generate attractive return on equity
  - Strong balance sheet with ample liquidity and funding capacity to support higher origination levels
  - Improved access to securitization markets further strengthens funding platform and increases capital efficiency
  - Expecting sustained improvement in credit performance

**Building relationships.  
Creating solutions.**

*That's the AmeriCredit difference.*

