

GE Capital Finance Overview

December 2, 2008

Results are preliminary and unaudited. This document contains “forward-looking statements”- that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as “expect,” “anticipate,” “intend,” “plan,” “believe,” “seek,” or “will.” Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, particular uncertainties that could adversely or positively affect our future results include: the behavior of financial markets, including fluctuations in interest and exchange rates, commodity and equity prices and the value of financial assets; continued volatility and further deterioration of the capital markets; the commercial and consumer credit environment; the impact of regulation and regulatory, investigative and legal actions; strategic actions, including acquisitions and dispositions; future integration of acquired businesses; future financial performance of major industries which we serve, including, without limitation, the air and rail transportation, energy generation, media, real estate and healthcare industries; and numerous other matters of national, regional and global scale, including those of a political, economic, business and competitive nature. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements.”

“This document may also contain non-GAAP financial information. Management uses this information in its internal analysis of results and believes that this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons. For a reconciliation of non-GAAP measures presented in this document, see the accompanying supplemental information posted to the investor relations section of our website at www.ge.com.”

“In this document, “GE” refers to the Industrial businesses of the Company including GECS on an equity basis. “GE (ex. GECS)” and/or “Industrial” refer to GE excluding Financial Services.”



Overview

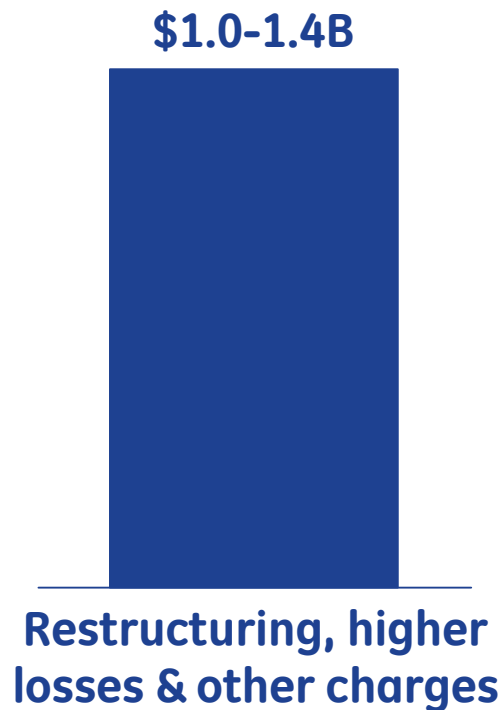
- **Macro environment is very challenging**
 - **4Q'08 results are trending toward low end of range ... \$.50-.52**
 - **In addition, evaluating restructuring and other charges to accelerate cost out and reviewing losses in current environment**
 - ✓ Expecting ~\$1.0-1.4B after tax charge
 - ✓ Industrial and financial cost out
 - **GE Capital is a vital financial services business**
 - 1) Safe + conservative in economic environment
 - 2) Creating a financial framework to earn ~\$5B in 2009
 - 3) Business model that performs for the long term
 - 4) A strong fit with GE
 - **GE is well positioned to perform in a difficult 2009**
 - ✓ Board approved management plan to sustain dividend at \$1.24/share
- ✓ **Including restructuring and other charges, Company earns ~\$4B in 4Q ... \$18B+ in '08**
 - ✓ **GE Capital Finance earns ~\$9B in '08**
 - ✓ **Financial Services earns ~\$8B in '08**



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Additional 4Q items

(\$ in billions – after tax)



Focus

- ✓ Financial Services & Industrial headcount reductions
- ✓ Financial Services portfolio exits
- ✓ Facility consolidations
- ✓ Structural improvements
- ✓ Additional losses, higher reserves
- ✓ Approximately ~70% financial services

4Q items drive:

- + 5% lower base cost in 2009**
- + Loss reserves reflecting a tougher environment**

GE is committed to the Triple A rating

9/25 Commitment

- 1 Improve liquidity profile**
 - Reduce absolute reliance on CP (↓ to ~\$80B)
 - Bank lines & cash ≥ CP by 4Q'08
 - Shrink GECS through originations/collection management ... assuming no issuance in 4Q'08
- 2 Strengthen capital base**
 - Reduce GECS dividend to parent to 10%
 - 6:1 book leverage w/hybrids by end '09
 - Suspend share buyback until 1Q'10
 - No increase to GE dividend for '09
- 3 More focused Financial Services**
 - Smaller commercial Real Estate, more debt/less equity
 - Reduce high leverage products (mortgages)
 - Shrinking overall portfolio & changing asset mix

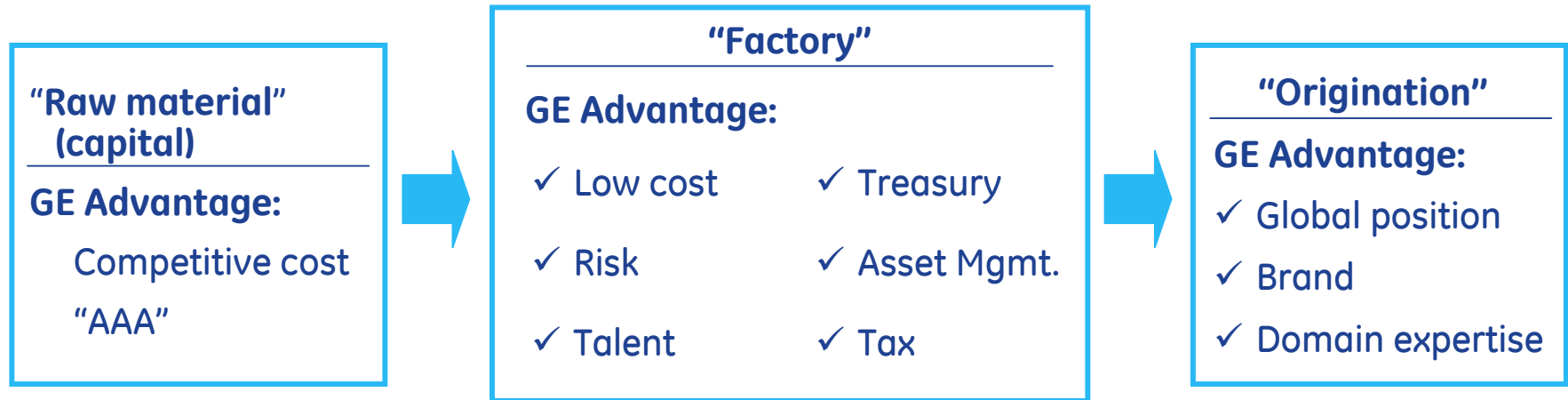
Additional actions

- 1** Issued \$15B of common & preferred stock to accelerate liquidity planning
- 2** Gained access to CPFF & TLGP
 - \$98B capacity under CPFF incl. GE
 - \$132B guaranteed debt capacity under TLGP
- 3** Refined business model to allow core growth with cash redeployed from run-off portfolio ... '09 LT debt plan ↓ to \$45B
- 4** Targeting \$50B CP balance by YE'09 with 100% bank lines coverage
- 5** Grew deposits base by >\$20B in '08 ... plan to double size in '09
- 6** Committed to 7:1 leverage YE'08
 - Evaluating ~\$5B capital infusion to GECS

Substantial actions completed

GE Capital business model

Financial Services value chain



Pre-crisis competitive position:

+ Scale

++ Margins and results > banks + FinCo

+++ Brand/domain

- ✓ **GE Capital has performed for decades**
- ✓ **Will reposition for long term success**

GE Capital Finance



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GE Capital has a strong franchise

One of the few liquidity sources since 3Q'07

- \$120B of new financings to U.S. companies, infrastructure projects and municipalities
- \$245B credit extended to U.S. consumers
- 1Q'08 Merrill Lynch – bought \$13B of troubled assets
- 3Q'08 CitiBank – bought \$13B of middle market commercial financings
- Have contributed to support all major U.S. airlines and auto companies with financings as they work through cyclical issues
- Leading DIP/Bankruptcy lender for restructuring U.S. companies

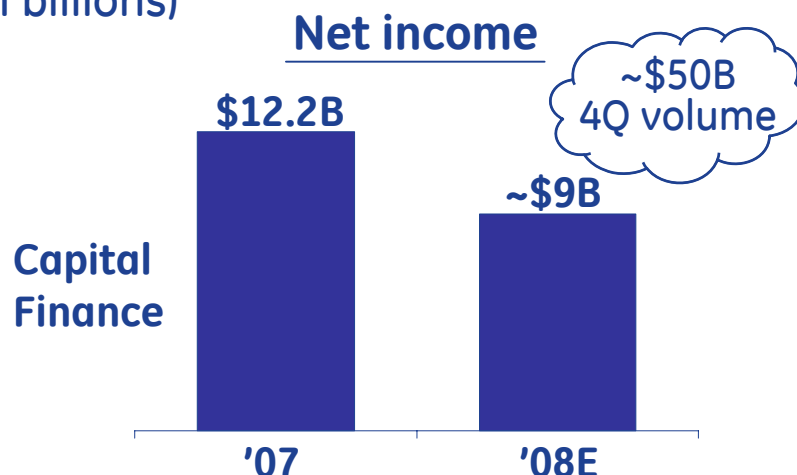
Estimated U.S. market position

- | | |
|--|-------|
| • Middle Market Commercial Lending | #1 |
| • Equipment Lending/Leasing | #1 |
| • Middle Market Corporate Finance | #1 |
| • Aircraft Financing | #1 |
| • Healthcare Financing | #1 |
| • Energy Financing & Project Financing | #1 |
| • Fleet Leasing | #1 |
| • Franchise Finance | #1 |
| • Commercial Real Estate Lending | Top 3 |
| • Dealer Financing | #1 |
| • Private Label Credit Cards | #1 |

Core is strong + competitively advantaged

GE Capital Finance overview

(\$ in billions)



GECC ENI	537	545
ROI	2.4%	1.7%
ROE	22%	15%

Challenging year but strong relative performance

Earnings	3Q'07-3Q'08	3Q assets
GE Capital Services	\$10.6	\$680B
JPM	7.9	1.8T
GS	7.6	1.1T
WF	6.8	620B
BoA	6.2	1.7T
Next 5	12.0	1.1T

Our focus

- 1 Manage current cycle in a safe and responsible way
 - Reposition funding model
 - Manage credit cycle
- 2 Reposition GE Capital as a well-funded, smaller finance company
 - Outperform in 2009
 - Position business to grow in 2010 and beyond

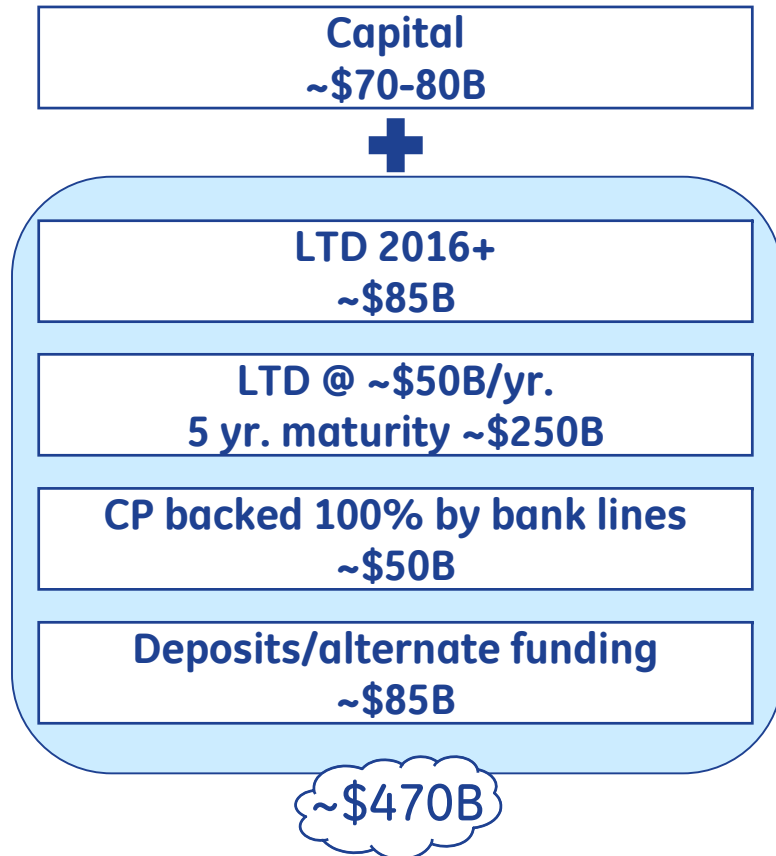
Reposition funding model



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Strategy: Diversified FinCo model

Current view of future capacity (2010+)



Strong diversified funding plan

	Pre-crisis	Post-crisis
Leverage	8:1	~6:1
Funding	~\$535B	~\$470B
CP outstanding	~100B	~\$50B
LT debt annual capacity	\$80 - \$100B	~ \$50B
Spread	L+10	L+100 +
Growth	10 - 12%	Capacity to continue to grow
ROE	20%	15% - 20%
Ratings	AAA/Aaa	AAA/Aaa

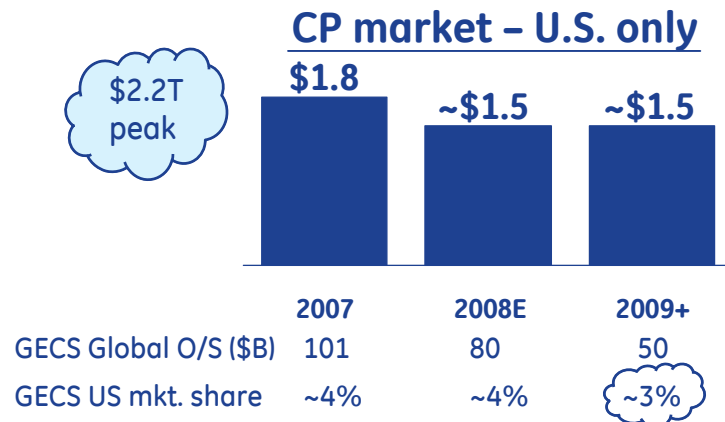
U.S. government programs

Programs	GE	GE impact
Commercial paper funding facility (CPFF)	✓	<ul style="list-style-type: none">• Capacity of \$98B ... pricing @ slight penalty to market• Enables GE to support investor liquidity needs and manage duration• Serves as liquidity backstop
Temporary liquidity guarantee program (TLGP)	✓	<ul style="list-style-type: none">• GECC capacity of \$132B• Solidifies debt issuance capacity (\$45B) and improves LT debt pricing & CP market access• CDS & cash spreads tightening ... reduces refinancing risk perception
TARP/TARP capital purchase plan	✗	<ul style="list-style-type: none">• GE not participating• \$15B GE equity raise provides capital/liquidity flexibility if markets continue to deteriorate

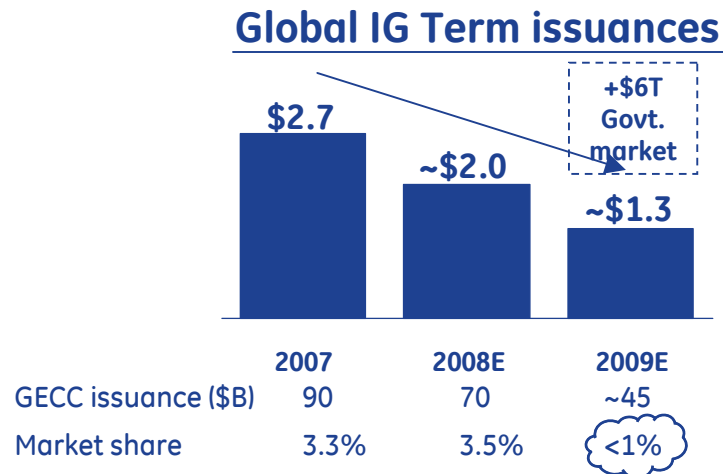
Programs level playing field

Debt market size

(\$ in trillions)



- Institutional demand from money funds, state & local governments, corporation & central banks
- CPFF helped stabilize declining market ...
↓ rollover risk and ↑ liquidity enhanced investor confidence & led to term buying



- TLGP opens GE access to government debt buyers through June'09
- Pension funds / insurance companies will continue to invest in LT debt driving need
- GECC targeting \$45B issuances in '09 ... half of '07

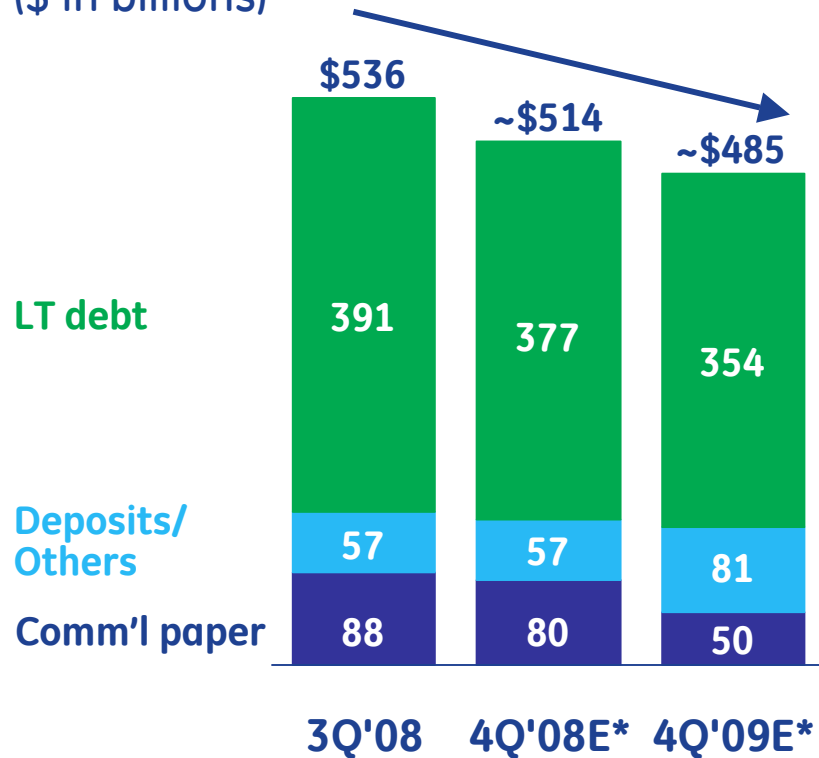
Government programs have helped restart debt markets ... GECC aligning issuance plan to markets



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2009 funding plan

(\$ in billions)



Equity	\$56	~\$57	~\$62
Bank lines + cash/CP	85%	100%+	100%+

* Constant FX

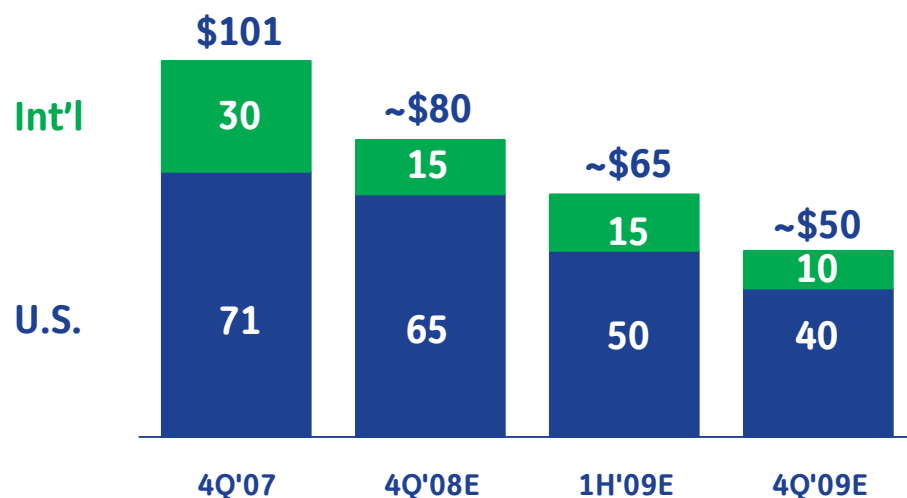
Focus: Downsize + diversify

- 1 CP at \$50B by YE'09
✓ 100% bank line coverage
 - 2 Lower LT debt ... \$45B issuance in '09
 - 3 Grow alternative funding to \$80B+
- +
- ✓ Plan on government programs ending
 - ✓ Origination pricing > cost of funds
 - ✓ ENI ↓ ~\$45B ... 3Q'08 – 4Q'09

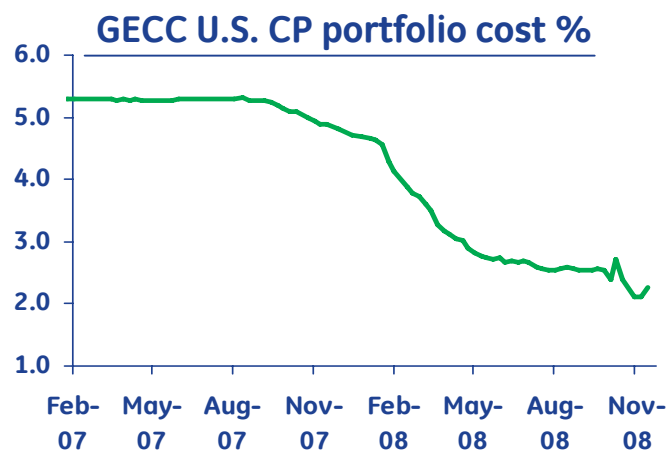
Solid + conservative plan

Commercial paper update

(\$ in billions)



Weighted average yield %



- ✓ Limited use of CPFF ... helping investors manage redemptions ... plan assumes CPFF ends as scheduled
- ✓ CP markets have improved ... more term buying
- ✓ GE maintained good demand, pricing and term issuance despite market disruption
 - Portfolio cost at 2.15% as of 11/21
 - Weighted average maturity restored to 55-65 day target
- ✓ Diverse, deep global investor base
 - 1,250 U.S. investors
 - 11 currencies, 15 programs
- ✓ 100% coverage with cash + bank lines

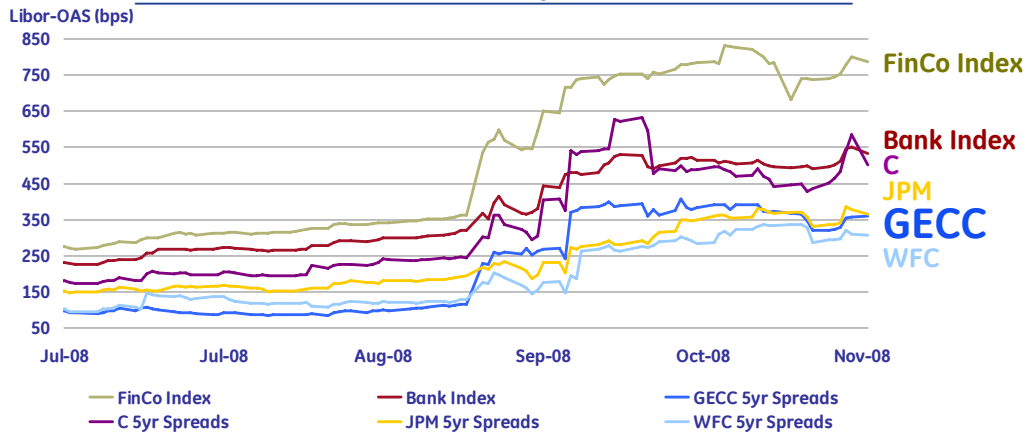
Long term debt

(\$ in billions)

'09 Plan



Performance vs. 5 yr. cash bonds



Source: Barclays Capital

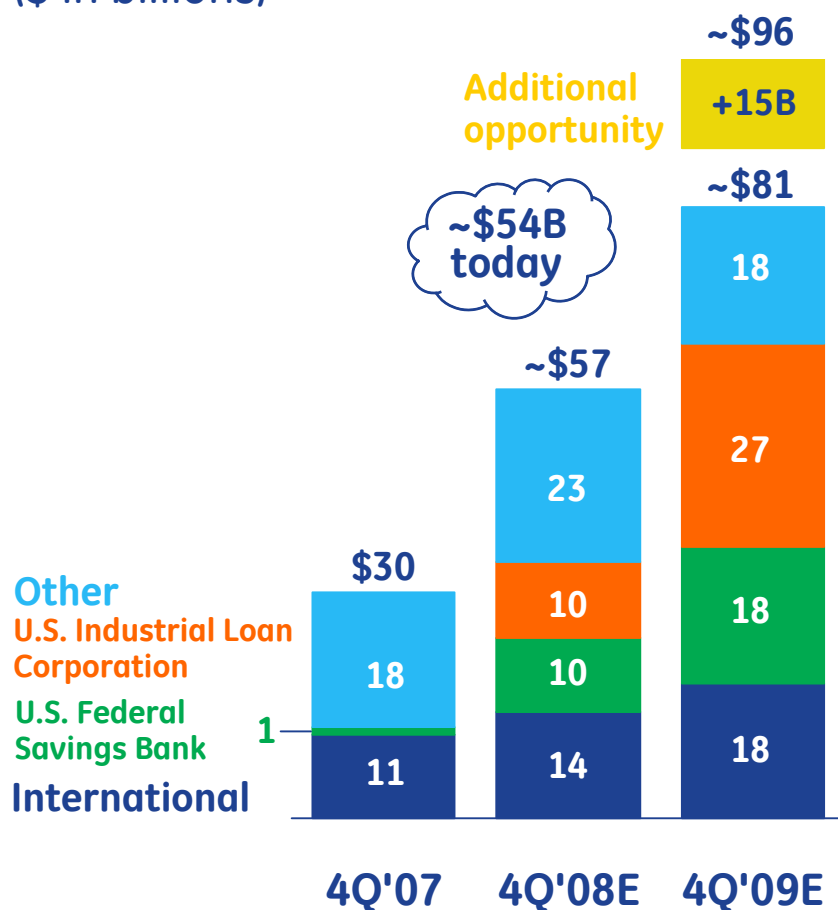


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- FDIC TLGP eligibility solidifies annual debt issuance capacity (\$45B) and improves pricing
- Pricing to reflect market dynamics
- Continue to maintain match funded book
- Opportunistic TLGP issuance in 4Q'08 to pre-fund '09

2009 alternate funding

(\$ in billions)



International deposits ↑\$4B

- Drive market share in emerging markets
- Tap large/developed markets

Brokered CD's : Distributed through multiple firms to support asset growth in US banks

• Industrial Loan Corporation deposits ↑\$17B

- Direct origination into ILC
- Bank loan group; Distribution Finance
- Business properties; Franchise Finance
- Originating CD's to match bank assets profile

• Federal Savings Bank deposits ↑\$8B

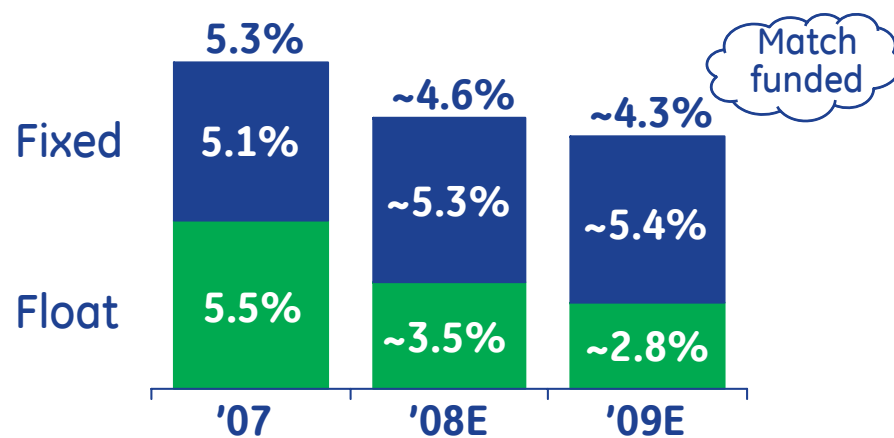
- Direct origination of sales finance assets

Ongoing exploration of thrift opportunities with FDIC cooperation

Transition banks to deposit funding

GECC cost of funds

Average USD cost of funds



2009 new/roll-over debt costs

<u>Instrument</u>	<u>Amount</u>	<u>Spread to Libor (bps.)</u>
CP	~\$50B	(5)-(30) same as '08YTD
Deposits/Other	~\$25-50B	30-200 based on maturity
LT debt	~\$45B	180-200 under TLGP & 350-400 for 3+ yr. duration
% of Portfolio	~30%	

- Portfolio downsizing reducing impact of new higher cost debt ... only ~30% new / roll-over debt
- Match funded portfolio minimizes interest rate and currency risk
- Floating portfolio rates reducing due to benchmark rate cuts
- New fixed debt spread ↑ ... substantially offset by ↓ benchmark rates

Costs are competitive

Strong capital base

GECC Debt/Equity w/hybrids*



Debt/Equity	8.8X	~8X	~7X
Debt/Tangible Equity w/hybrids*	13.6X	~12.5X	~10.5X
Assets/Tangible Equity w/hybrids*	17.0X	~16X	~14X

* ~\$8B Hybrids represent sub-debt receiving rating agency equity credit and have a maturity of 60 years, callable at the end of year 10

- GECC has lower book leverage than most peers
- GECC leverage ratio appropriate for business model
 - Lower loss rates than banks
 - Secured portfolio
 - Asset management capabilities
 - History of successful acquisitions
- Achieve 6:1 leverage through
 - Retained earnings growth
 - Lower GECC dividends
 - Portfolio actions
- Evaluating ~\$5B capital contribution

\$15B capital raised at GE provides flexibility to strengthen capital as needed

Funding summary

- ① Well funded, smaller Finance Company
- ② Safer, more diversified funding model ...
at competitive cost
- ③ Participating in applicable government
programs that level playing field ...
Currently don't see need to become
Bank Holding Company

Weather credit cycle



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GE Capital Finance portfolio model

What we do

- Underwrite to hold
- Senior secured financings
- Match funding
- Diversified Consumer portfolio
- Restructure/work out problem loans/assets

What we don't do

- Did not originate CDO's, SIV's, etc.
- Did not sell credit default insurance
- Do not trade securities
- Do not trade/hold mezzanine or high yield debt/bonds

Actions already taken

- ✓ U.S. mortgage – exited early
- ✓ Japan P-loans – exited
- ✓ UK Private Label CC – agreement to sell
- ✓ ANZ Mortgage & Auto – exiting
- ✓ U.S. Consumer – tightened underwriting, reduced credit lines, more collectors
- ✓ UK Mortgage – tightened underwriting, 2008 volume down ~60%

Comprehensive risk assessment and capital allocation

- CRO independent review with GE CEO
- GE Audit committee chairman attends 3 GECC Board meetings

GE Capital Board of Directors

GE Board

- Investments, portfolio reviews
- 5.0 authorities

GE Corporate risk

- Risk policy, Exposure database (REM)
- BOD investments, portfolio management

Business CEO level

- Capital allocation, portfolio analytics
- Portfolio management, emerging issues
- Delegates approval authorities under 5.0
- Capital markets execution
- Capital allocation & product leverage implementation

Business "field" level

- Focused risk organization in each market
- Product level performance monitoring (6.0)
- Product level delegated authorities (5.0)

Key risk policies

Policy 5.0 - Delegation

- Maximum single risk approval authorities - Most <\$100MM
- Major acquisitions reviewed by the Board

Policy 6.0 - Monitoring

- Sets portfolio risk limits
- Defines risk parameters
- Sets trigger points – early warnings
- Establishes corrective actions
- Monitors performance



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Key portfolio risks

(Pre-tax losses - \$ in millions)

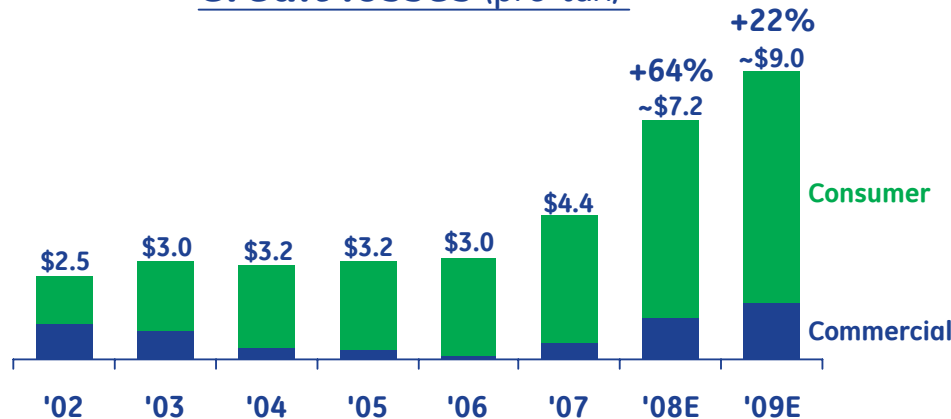
	% Assets	2009 Assumptions	Estimated '09 financial impact	Downside case	
				Impact	Assumptions
U.S. Consumer	7%	• 8.5% unemployment 2009	~\$4.2B	~\$5.0B	9% unemployment
UK Mortgage	4%	• HPI (17%) 2008 • HPI (15%) 2009	\$600	\$800	(20%) HPI
Real Estate	14%	• Cap rates 50-100 bps. higher • Cap rates 50-100 bps. higher, long-term hold	\$250 \$240	\$400 \$500	+200 bps. highest historical cap rate by asset type
GECAS	7%	• Global traffic growth down 1-2% 2009	~\$300	~\$550	• (3%) traffic decline (9/11) • 2 airlines liquidate

Credit impact is “incremental” and well understood

2009 estimated losses

(\$ in billions)

Credit losses (pre-tax)



Assumptions/drivers

- U.S. consumer cycle expected to peak in 2009 w/ unemployment estimated at 8.5% by Dec '09
- Mortgages – UK HPI down 15% in 2009
- Commercial cycle tends to lag consumer 12 to 18 months ... likely shorter lag this cycle
- Bank loan default rates expected to increase from ~3% in '08 to 7-8% in '09

Reserves

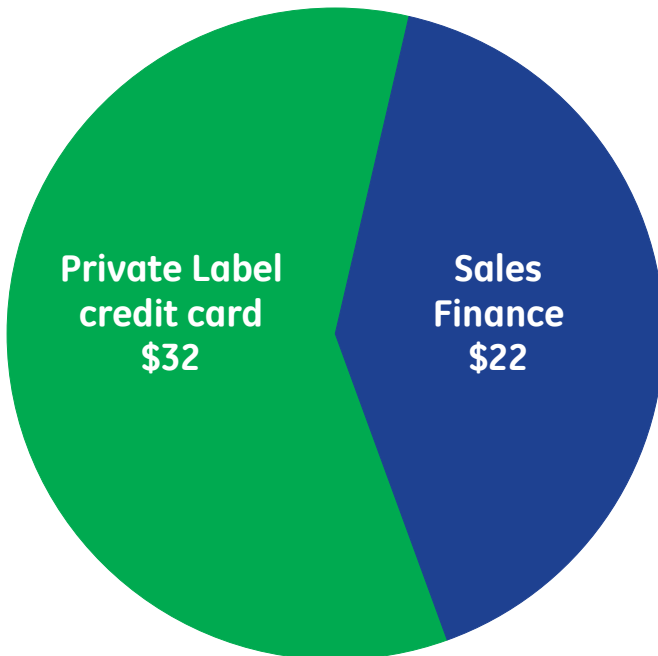


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U.S. Consumer

What we do

\$54B served assets



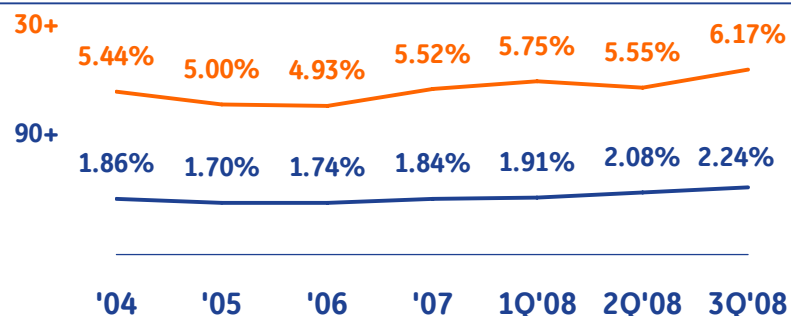
Risk approach

- ✓ Strong, disciplined underwriting approach
 - Proprietary scoring models
- ✓ Broad geographic distribution with investment grade retailers
- ✓ 56MM active accounts
- ✓ Low credit lines ... \$600 average PLCC balance
- ✓ Loss sharing with retail partners

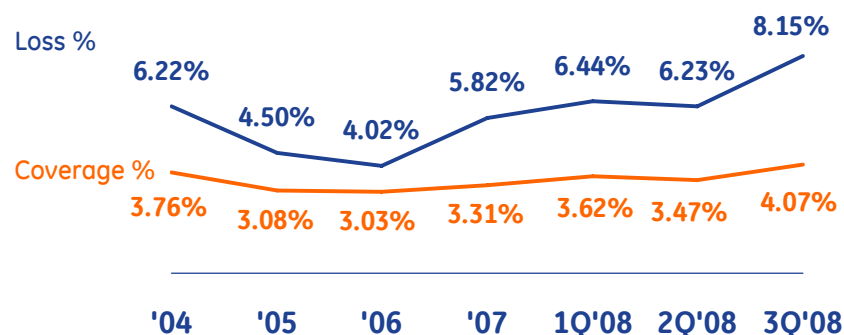
Broad diversification and strong underwriting risk principles

U.S. Consumer

Delinquency



Losses / Reserves



Estimated '09 Reserve coverage ~6%+

Actions

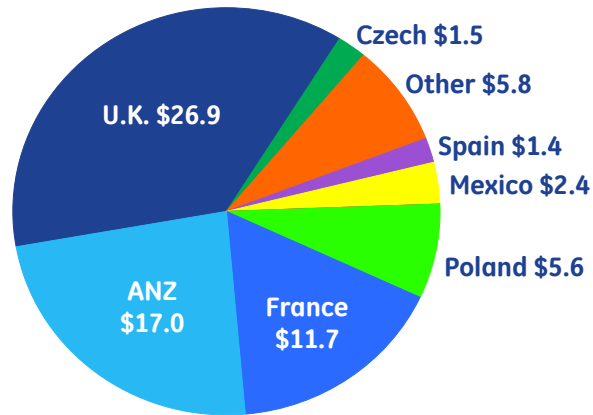
- ✓ Tightened underwriting on new accounts
 - Raised approval hurdles — new volume at A/B
 - Enhanced GE credit scoring to mitigate weaknesses in FICO
 - Lowered initial lines
- ✓ Account management
 - Reduced open lines
- ✓ Exited higher risk sales finance markets
- ✓ Added 1,300 collectors
- ✓ Increasing restructuring efforts by 60%
- ✓ Monitoring new accounts — performing better with lower delinquency/first payment default rates

Planning for 8.5% U.S. unemployment ... 2009 losses \$4.2B

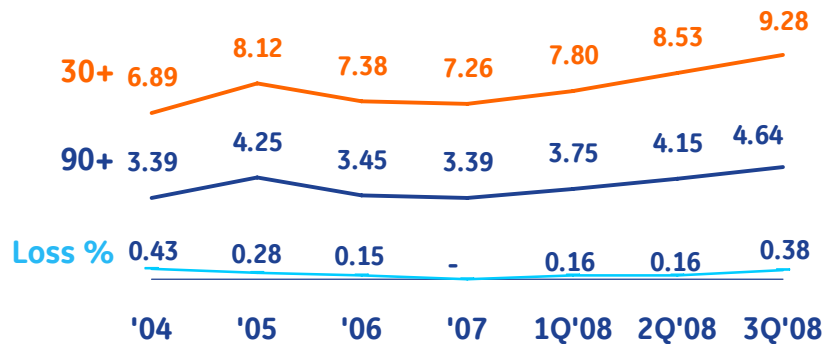
Consumer mortgage

Country diversification

\$72B Assets



Asset quality



Portfolio dynamics

- ✓ Exited U.S. Consumer Mortgage business in 2007
- ✓ Originate to Hold model
- ✓ Strong GE risk/valuation management
- ✓ MI with strong (in country) insurers
 - AA/A+ rated, separately capitalized and regulated
- ✓ No mark-to-market risk in GE Money

Major market assumptions

U.K.

- HPI decline 15% in '09
- MI on LTV >80%
- Portfolio LTV ~ 79% at current market prices
- Continue to tighten underwriting – expect '09 volume to be minimal
 - Estimated losses increasing from \$0.3B to ~\$0.6B

Australia & New Zealand

- Exited October 2008 — Wizard sale in process, remainder of portfolio in liquidation
- Mortgage insured (first dollar loss)

Seeing continued pressure, but manageable

GE Real Estate portfolio

Diversified

- \$41B first mortgages and \$10B owner-occupied; \$34B equity
- 58% international
- ~8,600 properties, 2600 cities, 28 countries
- Average investment size \$12MM
- 62% office, multi-family

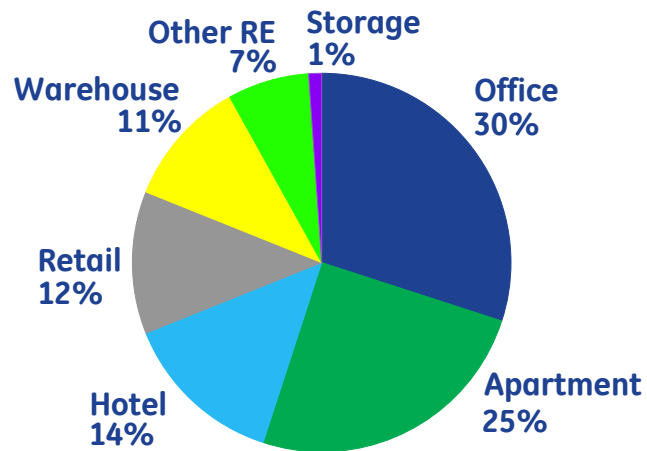
Strong underwriting, asset management – operating mindset

- Debt – 70% LTV
- In house risk teams value each property
- A-/B+ asset quality
- \$23.4B in crossed portfolios
- 400+ experienced risk professionals

**Real estate is an operating platform
Strong performance through cycles**

GE Real Estate debt portfolio \$51B

Debt property type



1.6x debt service coverage; 70% LTV

2009 debt maturities - \$5.6B (\$4B <80% LTV)

3Q delinquency on Real Estate debt 0.1%

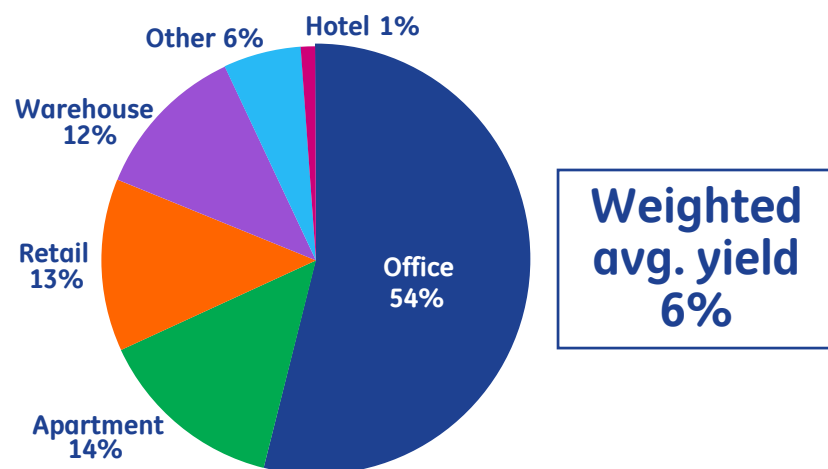
Actions

- ✓ Max LTV advance limits reduced in '07
- ✓ \$10B owner-occupied in run-off/restructure
- ✓ Rate caps to protect debt service coverage
- ✓ Front end resources moved to portfolio account management
- ✓ Protect occupancy
 - Tenant rollovers
 - Fund improvements

Solid 1st mortgage portfolio, low LTV's

GE Real Estate equity portfolio \$34B

Property type



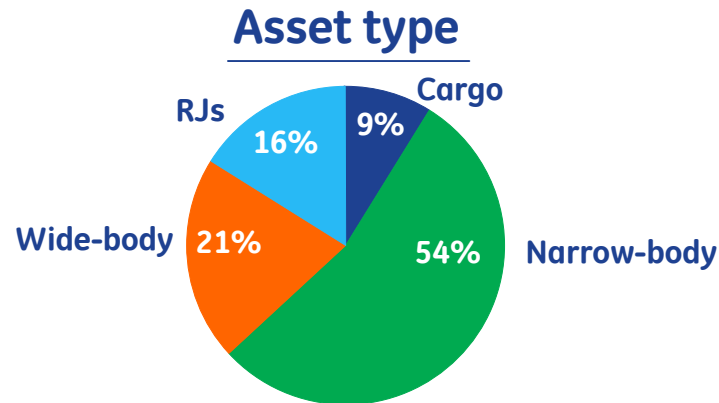
- Diversified portfolio
 - 3200 properties — A/B+ quality
 - Average investment ~\$11MM
 - 150 markets globally
 - Top 10 markets ~36% of portfolio
 - Paris 10%, Tokyo 7%, Others <4%

Actions

- ✓ Asset-by-asset portfolio management
- ✓ Annual NOI \$1.9B
- ✓ Preserve/improve property cash flow - until markets recover
 - Yield covers carrying costs
 - Depreciate basis \$0.9B/yr.
- ✓ Complete value add strategy through renovation & lease up
- ✓ 308 properties sold, \$5.0B, through 3Q'08

Hold for longer term value

GECAS portfolio \$47B



- Average age 6 years
- 85% of narrow-body fleet is high-demand A320 + 737NG aircraft
- \$6B earnings since 2001
- No unsecured airline lending

Versus entering last cycle ('01)

	<u>Today</u>	<u>'01</u>
✓ Placement higher		
– Roll-offs	67%	10%
– New orders	100	48

Assumptions

- Planning for 1-2% decline in global traffic growth in 2009
- Worst year in last downturn (2002) was 2.5% decline

Actions

- 1 Pre-placing assets in anticipation of restructurings at weaker credits**
- 2 Advanced placement of roll-off and skyline helps manage cycle**
- 3 50-seat RJs and 737 classics**
 - Redeploy in emerging markets
 - Bombardier remarketing JV (RJ)
 - Cargo conversion/parts-out (classics)
- 4 Capitalize on opportunity**

Proactively position for downturn

Rigorous process for evaluating asset impairments

(GECS \$ in billions)

Assets reviewed for impairment

	3Q'08 assets	Frequency	Primary acc'ting model
Real estate owned	\$37.2	At least annually	FAS144
Equities (Cost & equity methods)	22.7	At least annually	APB18/FAS115
Retained interest	4.0	Quarterly	FAS115
Debt securities (\$10B Trinity)	11.7	Quarterly	FAS115
Equipment leased to others		At least annually	FAS144
- Equipment	33.3		
- Aircraft	28.7		
Goodwill/intangibles	29.9	At least annually	FAS142/144
GECS Insurance securities	21.7	Quarterly	FAS115

<2% assets subject to mark-to-market

	3Q'08 assets		3Q'08 assets
Equities-trading	\$1.0	CMBS (FAS159)	\$0.1
FAS133 hedges	-	Assets held for sale	7.0
Retained interest (Consumer)	2.0	-Money	2.8
		-Real Estate	1.2
		-Other	3.0

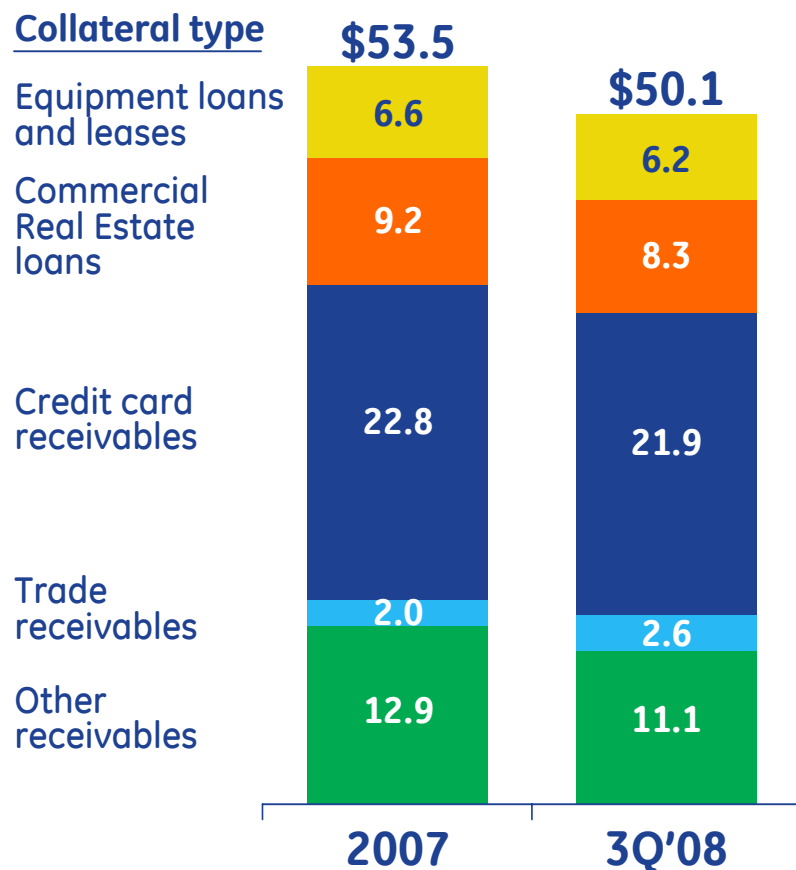
Rigorous process

- All FAS115 assets reviewed quarterly for other than temporary impairment
- Multiple layers of review:
 - Business unit
 - Capital Finance
 - Corporate accounting
 - CAS/Auditors
- All equipment coming off lease evaluated for impairment
- All annual reviews updated if there is change in assumptions or circumstance

\$0.7B of pre-tax impairments 3QYTD'08
Anticipating a similar profile in 2009

Off balance sheet securitization assets

(\$ in billions)



Consideration

- 1 Assumed on balance sheet for capital/leverage purposes
- 2 True sale of assets
✓ \$2.3B liquidity/credit support
- 3 No SIV, CDO structures




Risk summary

- ✓ **Positioned the Company for very difficult credit cycle**
 - + Reserves 2X versus 2007
 - + Substantial resources involved
- ✓ **Credit impact is “incremental” and well understood**
 - + Always have risk that unemployment is 9% versus 8.5%
 - + Do not foresee unplanned or large exposure that emerges suddenly

Reposition GE Capital as a well-funded + focused finance company

- Expect to outperform in 2009
- Position to grow in 2010

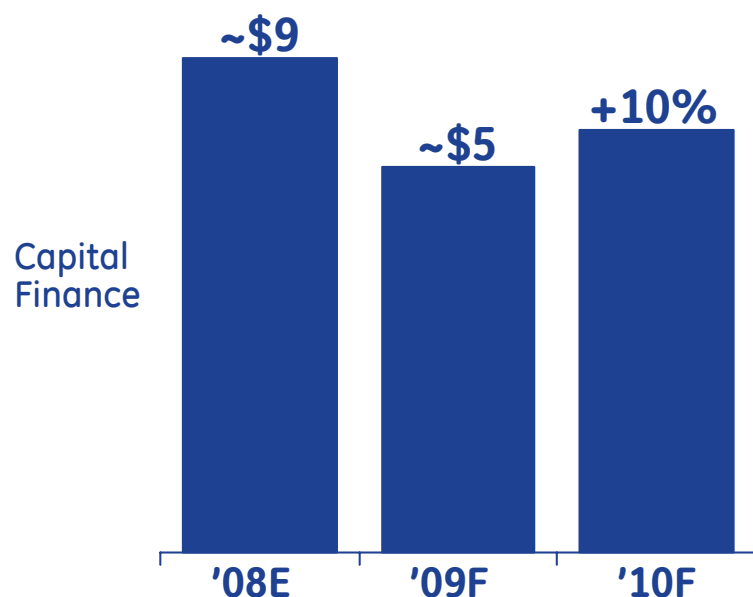
Segmentation strategy

	<u>Forward return dynamics</u>	<u>Core competencies</u>	<u>Competitive outlook</u>	<u>Size (\$B)</u>
<u>Core</u> Core mid-market lending + leasing + verticals	2-5% ROI	<ul style="list-style-type: none"> • Underwriting • Direct origination • Asset mgmt. intensive • Re-marketing • Deep domain 	+++ - Likely no FinCo's - Fewer captives - Bigger banks	345  Grow long term
<u>GE Banking</u> European & Emerging Market banks & JV's	2-4% ROI	<ul style="list-style-type: none"> • Enhance value via product development • Grow deposit base • Operating synergies 	++ - Strong local franchises - Lots of options	90  Enhance value
<u>Restructure</u> Various Consumer & Commercial platforms	<2% ROI	<ul style="list-style-type: none"> • Origination • AAA funding 	— - High leverage - Tend to compete w/ banks	90  Restructure/ run-off

GE Capital Finance

(\$ in billions)

Earnings



GECC ENI	\$545	\$525	\$515
Lvg. w/hybrids*	~7x	~6x	~6x

*GECC

2009 plan basics

- 1 Expectations of higher losses and fewer gains
- 2 Collections and volume plan that assumes no 1st half improvements and take into account customer refinancing risk
- 3 Invest @ high ROI's
- 4 Execute \$2B (pre-tax) cost-out plan
- 5 Position core business and Bank Co. for longer term growth

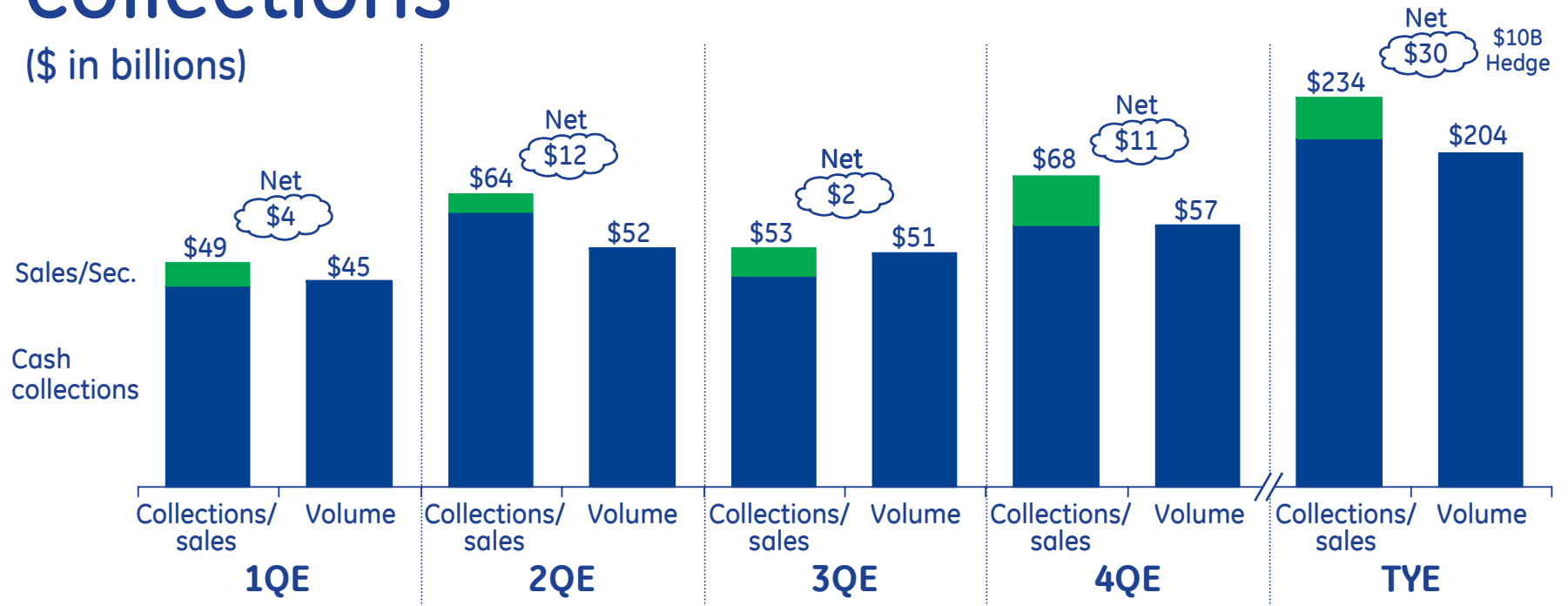
Balanced view of 2009 ... position for growth in 2010

2009 earnings outlook

	Capital Finance	'09 dynamics
2008 estimated earnings	~\$9B	
Assets/portfolio	~0-(1.0)	• Fewer assets ↓, new business margins ↑
Gains	(1.4)-(1.8)	• Assuming ~\$1B in gains ... Real Estate down ~\$1B vs. 2008
Losses	(1.3)-(2.0)	• Higher credit losses/impairments ... more conservative than 10/10 Earnings call guidance
SG&A cost	1.1-1.3	• Lower headcount and indirect spend
Tax	<u>(1.0)-(2.0)</u>	• Lower tax benefits planned
2009 estimated earnings	~\$5B	

2009 estimated originations & collections

(\$ in billions)



✓ Commercial volume \$60B on book, \$260B with revolving credit

✓ Consumer volume \$145B

✓ Balancing cash flow with originations

✓ \$10B hedge for re-financing risk and sales/securitization plan

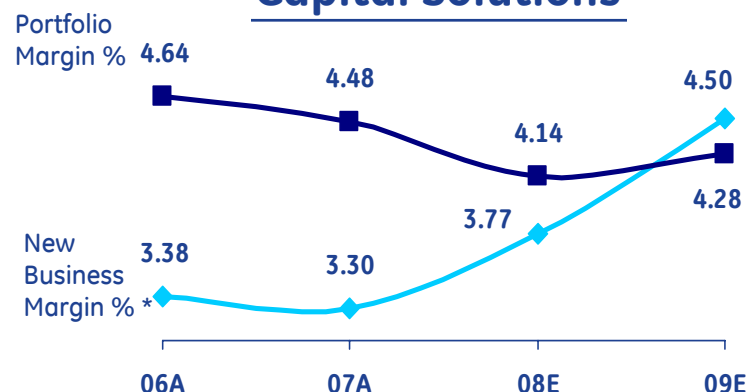
✓ \$25B sales/securitizations, down 20% vs. '08
-\$11.3B sales/securitizations in 2H'08



imagination at work

Portfolio margins expand in 2009

Capital Solutions



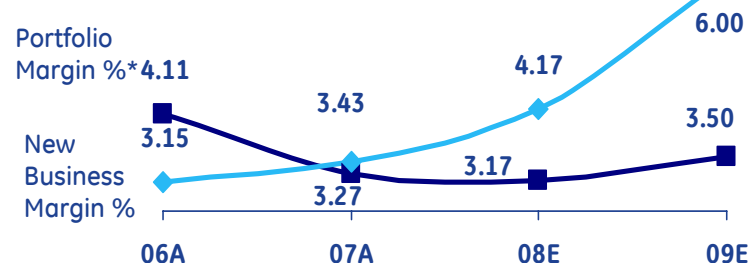
*NBM = economic yield – leveraged cost of funding

- Business pricing actions driving '08 NBM +47 bps.
- Portfolio margins accretive starting 1Q'09

3Q YTD volume on-book (ex-flow)

	Volume (\$B)	NBM	ROE
Equipment Financing	6.9	3.81	21.8
Europe Leasing	6.1	4.21	23.2
Canada Leasing	2.4	2.90	33.5
Fleet	2.2	3.89	20.5
Franchise Finance	1.6	3.07	20.2

Corporate Finance



*Note: Excludes Capital Gains

- Business pricing actions driving '08 NBM +74 bps.
- Portfolio margins accretive starting 1Q'09

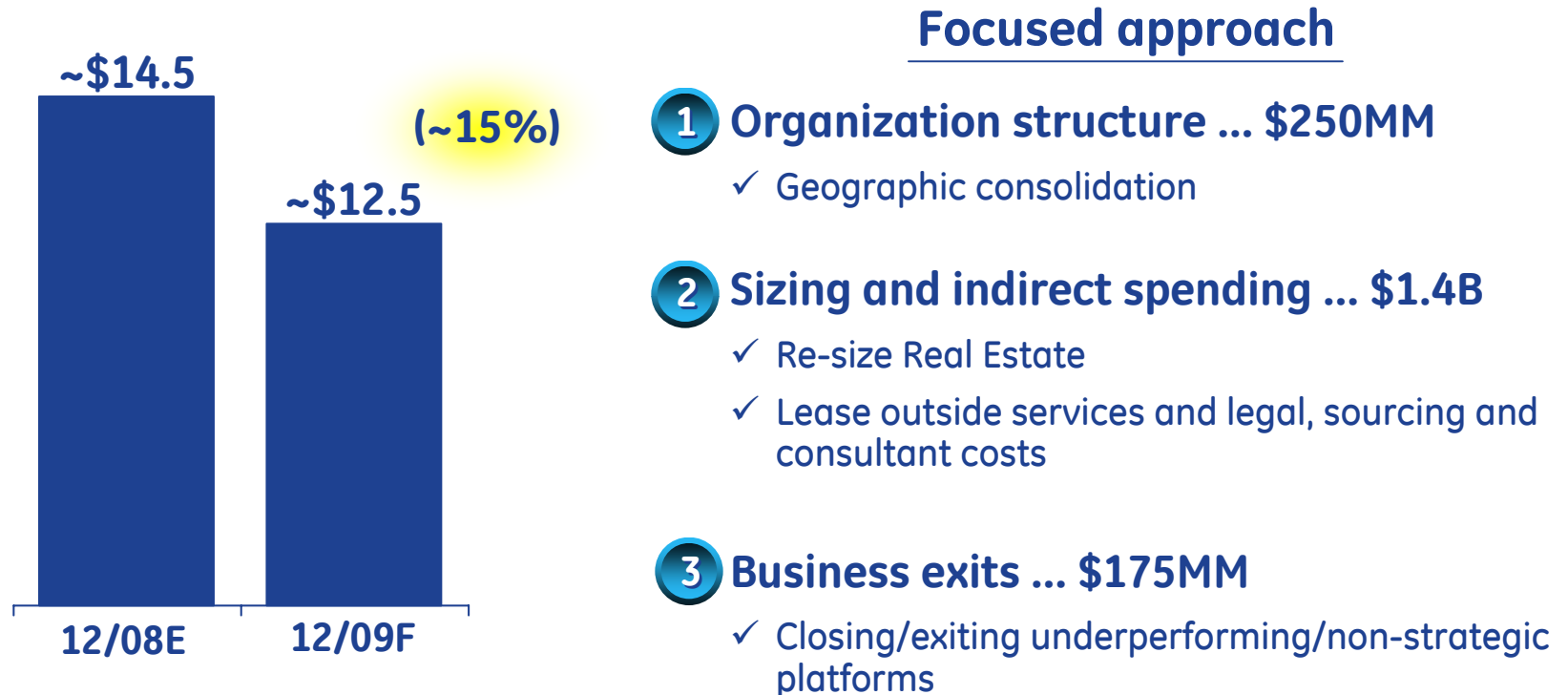
3Q YTD volume on-book (ex-flow)

	Volume (\$B)	NBM	ROE
Corporate Lending	8.2	4.38	30.7
Sponsor	7.8	5.22	30.8
Media/Communications	2.8	4.95	30.9
Europe	3.9	3.14	20.7

Replacing run-off with higher ROI, lower risk assets

GE Capital Finance SG&A plan

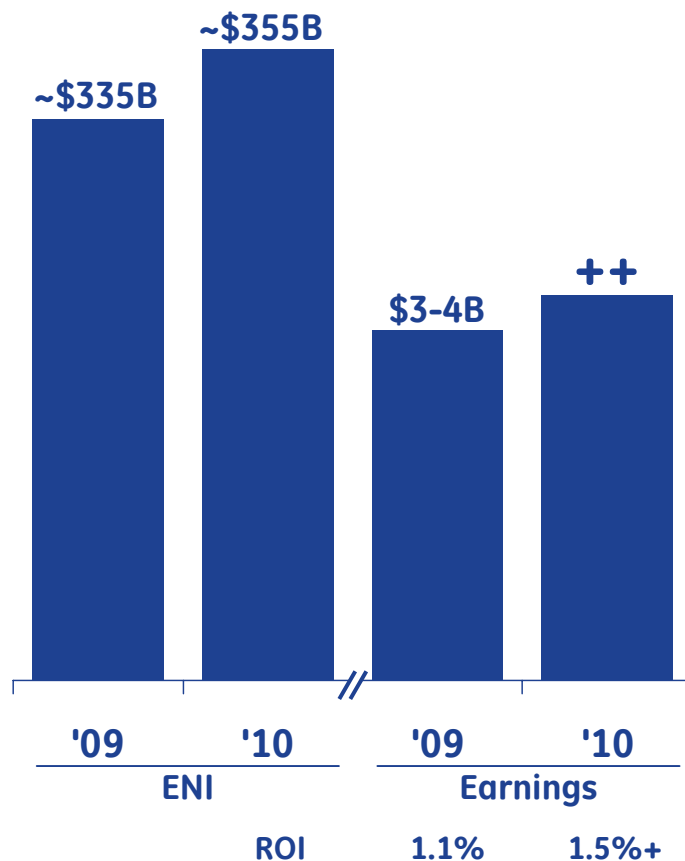
(\$ in billions)



Lean and competitive structure

GE Capital Finance (core)

(\$ in billions)



Competitive positioning

- Verticals leverage GE competencies
- Leasing and asset management intensive platforms advantaged vs. banks
- PLCC and Real Estate equity; selectively harvest
- Direct origination to mid-market
- Core underwriting skills
- Few, if any FinCos
- Bank consolidation ... historically positive

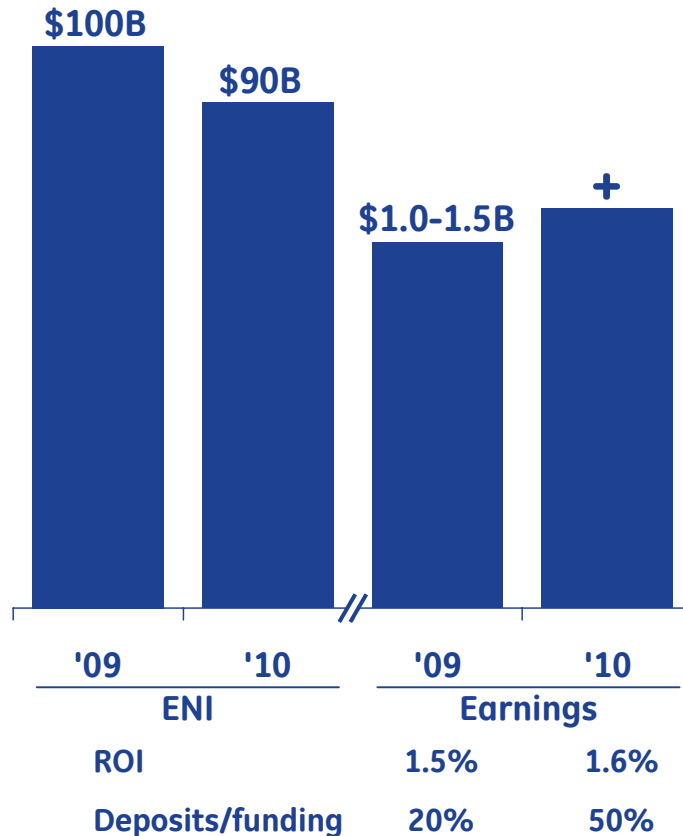
Outlook

- New business $\geq 2\%$ +ROI
- Re-invest run-off/restructure into higher return core
- Benchmark interest rates going lower ... support asset values

Very attractive AAA FinCo more focused, competitively advantaged

GE Capital global banking

(\$ in billions)



Competitive positioning

- Wholly-owned banks (\$85B) + bank JV (\$15B)
✓ Well positioned in attractive regions
- CEE, Asia, Latin America
- Deposit funding with potential for growth

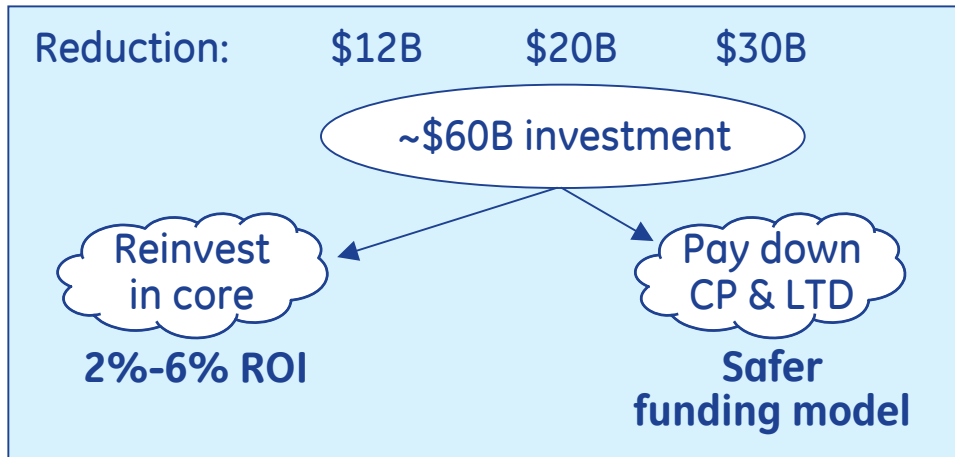
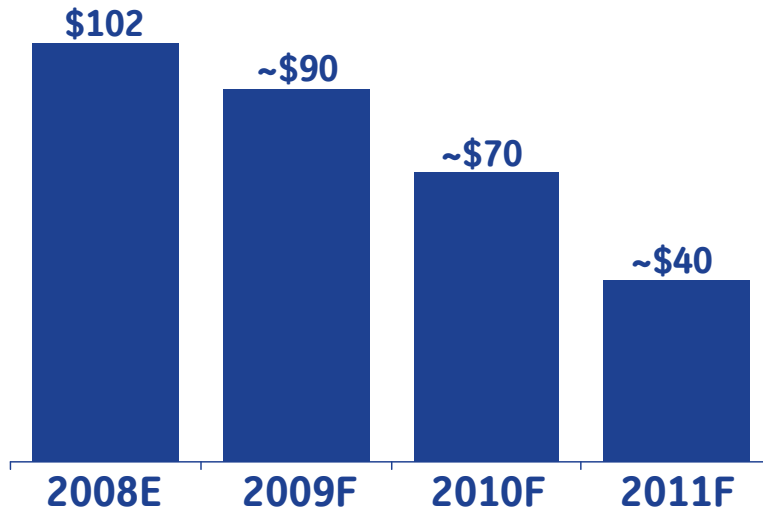
Outlook

- High margin new business
- Consolidation + partnership potential

Robust business models in fast growth regions
– Deposit funded + multiple earnings levers

Run-off/restructure redeployment

(ENI - \$ in billions)



Portfolio

- ✓ Equipment Services
- ✓ Consumer mortgages
- ✓ ~12 Consumer/Commercial platforms

Game plan

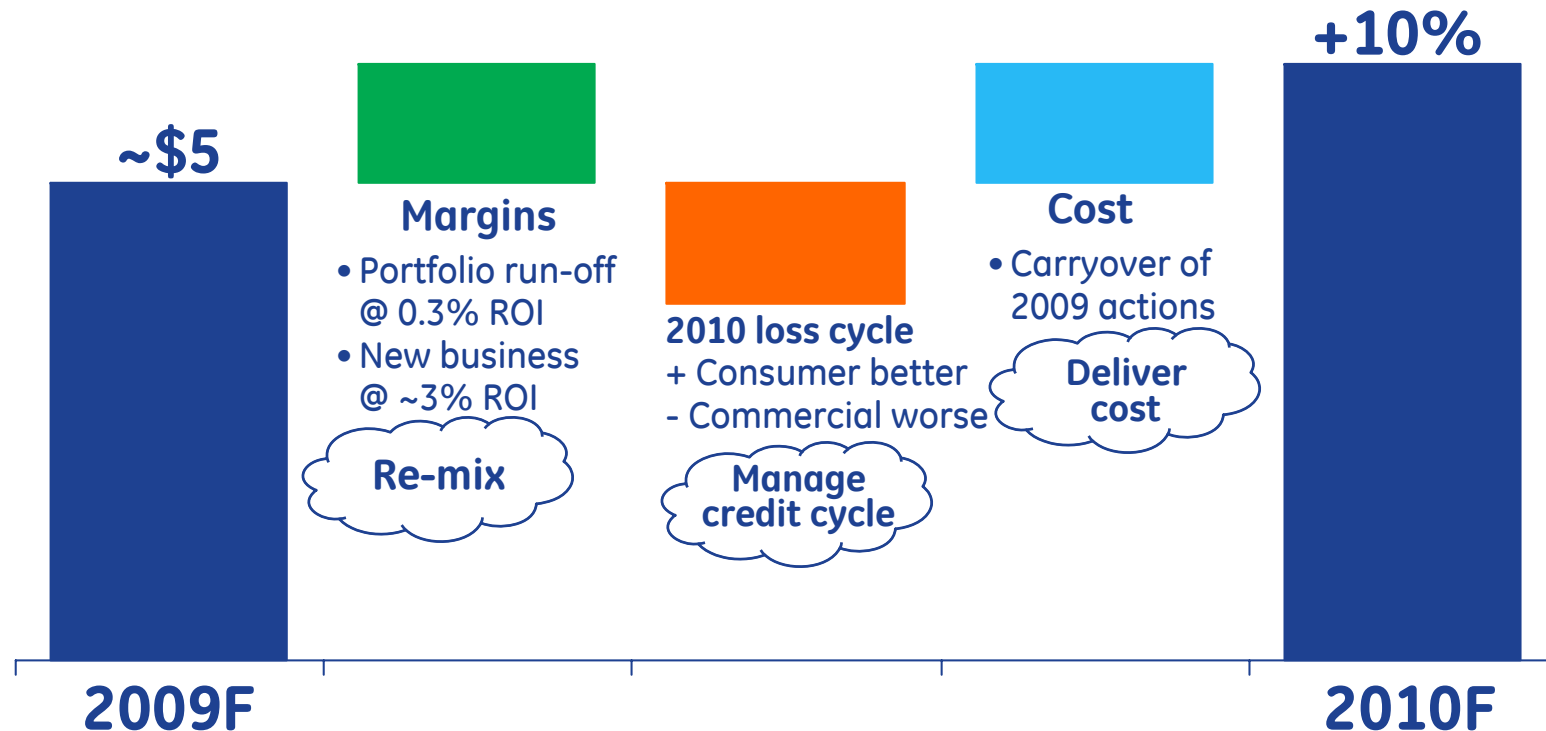
- ✓ Manage investment down \$60B+ by 2012 ... reinvest in core and funding model
- ✓ Primarily based on pay down/ term
- ✓ Opportunistically sell or swap
- ✓ Maximize value – many attractive platforms for banks longer term

Focused organization with strong leader and clear charter

GE Capital Finance framework

(\$ in billions)

2010 Net income drivers



- ✓ Favorable competitive dynamics
- ✓ High margin origination
- ✓ Create options for further capital redeployment
- ✓ ~80%+ spread income vs. gains

Business model still strong ... smaller, more focused



- 1) Solid plan for 2009
- 2) Diversify + remix + grow for 2010
- 3) New origination at 2% + ROI
- 4) Solid GE business

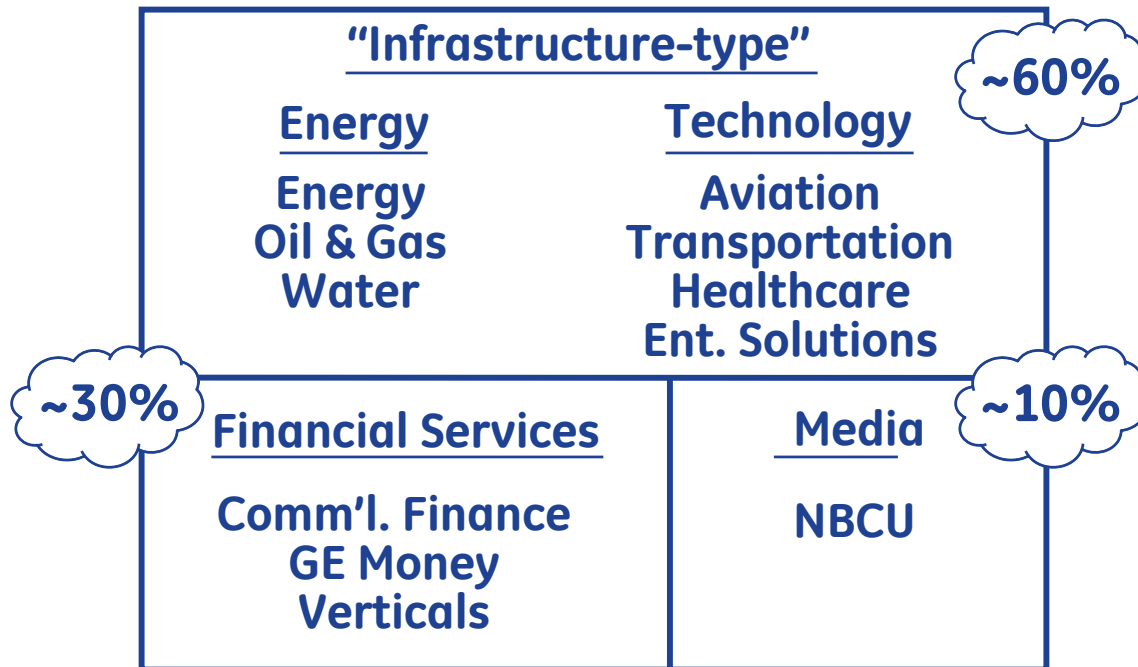
Summary



imagination at work

GE is very strong

Portfolio



Great Industrial businesses

- 1 Sustain Infrastructure earnings growth**
 - ✓ Big backlog
 - ✓ Strong services
 - ✓ Global diversity
 - ✓ Technical strength
 - ✓ Margin enhancement
- 2 NBCU performs through cycles**
 - ✓ Diverse revenue streams
 - ✓ Cost control

**Preparing for a very difficult environment ...
but remain confident in our businesses**

GE dividend

	<u>'05</u>	<u>'06</u>	<u>'07</u>	<u>'08E</u>	<u>'09F</u>	<u>'10F</u>	
<u>Cash Generation</u>							
Ind'l CFOA-CAPX	9.9	11.0	13.0	~13	13-14	+	Progress down offset by working capital and capex reductions
GECS dividend	7.8	9.8	7.3	2.4	.5	++	
Other/dispositions	<u>1.9</u>	<u>3.1</u>	<u>11.8</u>	<u>2.5</u>	<u>2+</u>	<u>=</u>	
	19.6	23.9	32.1	~18	~16	+	
<u>Return to Shareholders</u>							
Dividend	(9.4)	(10.4)	(11.5)	(12.4)	(13.4)	=	Historic return high percentage of earnings to Investors
Buyback	(5.0)	(8.1)	(13.9)	(3.2)	0	=	
"Surplus"	5.2	5.5	6.7	~2	2-3	+	
Dividend + buyback % NI	83	95	115	80	=	=	

GE plans to sustain 2009 dividend

Summary

- **Macro environment is very challenging**
- **4Q'08 results are trending toward low end of range ... \$.50-.52**
- **In addition, evaluating restructuring and other charges to accelerate cost out and reviewing losses in current environment**
 - ✓ Expecting ~\$1.0-1.4B after tax charge
 - ✓ Industrial + Financial cost out
- **GE Capital is a vital financial services business**
 - 1) Safe + conservative in economic environment
 - 2) Creating a financial framework to earn ~\$5B in 2009
 - 3) Business model that performs for the long term
 - 4) GE is committed to GE Capital
- **GE is well positioned to perform in a difficult 2009**
 - ✓ Board approved management plan to sustain dividend at \$1.24/share