

Proxy Supplemental details February 2009



Return on average total capital invested (ROTC)

	December 31	
	'08	'07
Adjusted earnings from continuing operations	\$19,899	\$24,458
Average total shareowners' equity (a)	\$113,387	\$113,842
Less: cumulative earnings from discontinued operations	-	-
Less: average net investment in discontinued operations	(590)	3,640
Average total shareowners' equity, excluding effects of discontinued operations (b)	<u>\$113,977</u>	<u>\$110,202</u>
Average minority interest	\$6,577	\$6,058
Average borrowings	13,986	13,286
Average total capital invested	<u>\$134,540</u>	<u>\$129,546</u>
Average return/average total capital invested (ROTC) %	14.8%	18.9%

(a) On a 12-month basis, calculated using a five-point average.

(b) Used for computing return on average total capital invested (ROTC). For GE, ROTC is earnings from continuing operations plus the sum of after-tax interest and other financial charges and minority interest, divided by the sum of the averages of total shareowners' equity (excluding effects of discontinued operations), borrowings, mandatorily redeemable preferred stock and minority interest (on a 12-month basis, calculated using a five-point average).

Our ROTC calculation excludes earnings (losses) of discontinued operations from the numerator because U.S. GAAP requires us to display those earnings (losses) in the Statement of Earnings. We exclude the cumulative effect of earnings (losses) of discontinued operations from the denominator in our ROTC calculation (1) for each of the periods for which related discontinued operations were presented, and (2) for our average net investment in discontinued operations since July 1, 2005. Had we disposed of these operations before July 1, 2005, we would have applied the proceeds to reduce parent-supported debt at GE Capital. However, since parent-supported debt at GE Capital was retired by June 30, 2005, we have assumed that we would have distributed the proceeds after that time to shareowners through share repurchases, thus reducing average total shareowners' equity. Our calculation of average total shareholders' equity may not be directly comparable to similarly titled measures reported by other companies. We believe it is a more clear way to measure the ongoing trend in return on total capital for the continuing operations of our businesses given the extent that discontinued operations have affected our reported results. We believe that this results in a more relevant measure for management and investors to evaluate performance of our continuing operations, on a consistent basis, and to evaluate and compare the performance of our continuing operations with the ongoing operations of other businesses and companies.

Industrial CFOA from continuing operations

(\$ in millions)

	<u>TY'08</u>	<u>TY'07</u>	<u>V%</u>
Cash from GE's operating activities as reported	\$19,086	\$23,301	(18)%
Less GECS dividends	<u>2,351</u>	<u>7,291</u>	
Cash from GE's operating activities excluding dividends from GECS (Industrial CFOA)	<u>\$16,735</u>	<u>\$16,010</u>	5%

GE Industrial organic revenue growth – continuing operations

(\$ in millions)

	<u>TY'08</u>	<u>TY'07</u>	<u>V%</u>
Revenues (excluding GECS earnings)	\$113,979	\$103,167	10%
Less effects of: Acquisitions, business dispositions (other than dispositions of businesses acquired for investment) & currency exchange rates	4,054	2,031	
Olympics broadcasts (3Q'08)	<u>1,020</u>	<u>-</u>	
Revenues excluding the effects of acquisitions, business dispositions (other than dispositions of businesses acquired for investment), currency exchange rates & Olympics broadcasts	<u>\$108,905</u>	<u>\$101,136</u>	8%

GE Technology Infrastructure organic revenue growth for 2008

(\$ in millions)

	<u>TY'08</u>	<u>TY'07</u>	<u>V%</u>
GE Technology Infrastructure revenues as reported	\$46,316	\$42,801	8%
Less the effects of acquisitions, dispositions (other than dispositions of businesses held for investment) & currency exchange rates	<u>2,031</u>	<u>443</u>	
GE Technology Infrastructure revenues less the effects of acquisitions, dispositions (other than dispositions of businesses held for investment) & currency exchange rates	<u><u>44,285</u></u>	<u><u>42,358</u></u>	5

Long-term performance plan: EPS excluding principal pension plan cost

(\$ in millions, except per share amounts)

	<u>Long term incentive program</u>			
	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
Earnings from continuing operations	\$17,279	\$19,344	\$22,457	\$18,089
Earnings from continuing operations for per-share calculation	17,279	19,345	22,457	18,091
Preferred dividends declared	<u>0</u>	<u>0</u>	<u>0</u>	<u>(75)</u>
Earnings from continuing operations attributable to common shareowners for per-share calculation	17,279	19,345	22,457	18,016
Less effect of after tax principal pension plan cost	<u>214</u>	<u>570</u>	<u>491</u>	<u>159</u>
Earnings from continuing operations attributable to common shareowners for per-share calculation excluding after tax effect of principal plan cost	17,493	19,915	22,948	18,175
Average diluted shares outstanding	<u>10,611</u>	<u>10,394</u>	<u>10,218</u>	<u>10,098</u>
Earnings per share from continuing operations excluding after tax effect of principal pension cost	<u>\$1.65</u>	<u>\$1.92</u>	<u>\$2.25</u>	<u>\$1.80</u>
Annual % change		16%	17%	(20)%
Average annual change 2006-2008				<u>4.5%</u>

Long-term performance plan: revenue

(\$ in millions)

	<u>Long term incentive program</u>			
	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
Industrial sales	\$81,407	\$89,919	\$99,796	\$112,014
GE Capital Services contributed value				
Capital Finance less equipment				
Revenue	42,444	49,317	59,097	60,338
Less: interest expense	12,847	16,469	21,970	24,309
Contributed value	<u>29,597</u>	<u>32,848</u>	<u>37,127</u>	<u>36,029</u>
Total Industrial sales & GECS CV	<u>\$111,004</u>	<u>\$122,767</u>	<u>\$136,923</u>	<u>\$148,043</u>
Annual % change		11%	12%	8%
Average annual change 2006-2008				<u>10.1%</u>

Long term performance plan: return on total capital

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>Sum of 2006-2008</u>
Return on average total capital invested (ROTC)				
Adjusted earnings from continuing operations	\$21,053	\$24,458	\$19,899	\$65,410
Average total shareowners' equity (a)	\$109,175	\$113,842	\$113,387	\$336,404
Less: cumulative earnings from discontinued operations	-	-	-	-
Less: average net investment in discontinued operations	11,658	3,640	(590)	14,708
Average total shareowners' equity, excluding effects of discontinued operations (b)	<u>\$97,517</u>	<u>\$110,202</u>	<u>\$113,977</u>	<u>\$321,696</u>
Average minority interest	\$5,422	\$6,058	\$6,577	\$18,057
Average borrowings	10,714	13,286	13,986	37,986
Average total capital invested	<u>\$113,653</u>	<u>\$129,546</u>	<u>\$134,540</u>	<u>\$377,739</u>
Average return/average total capital invested (ROTC) %	18.5%	18.9%	14.8%	17.3%

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