

# General Electric Capital Services

## Risk Management & Portfolio Quality

Well diversified portfolio with broad spread of risk, supported by seasoned risk leadership and rigorous processes

"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 and commodity and equity prices; the commercial and consumer credit environment; the impact of regulation and regulatory 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."



imagination at work

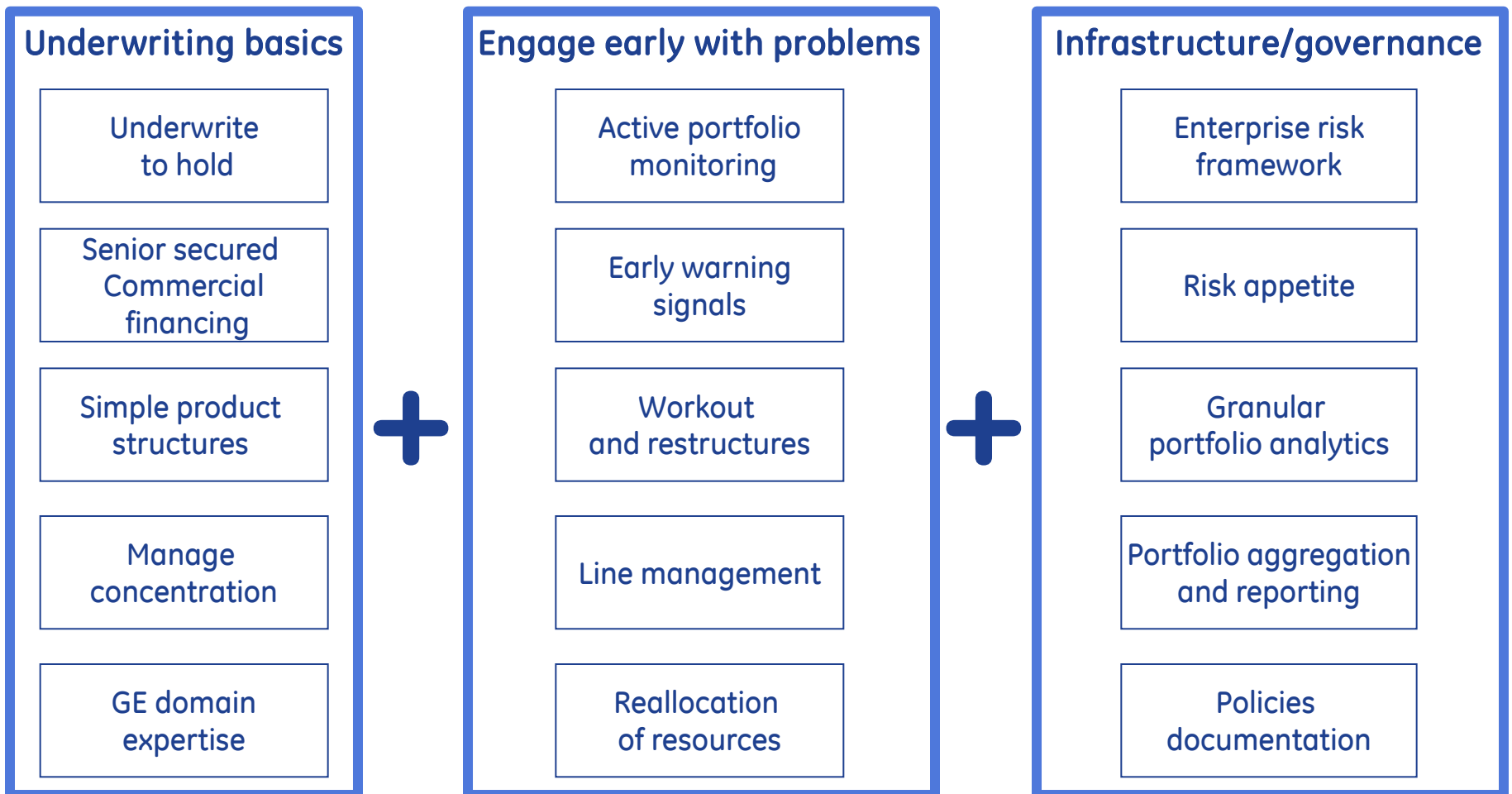


# Risk management

- ✓ Diversified portfolio – broad spread of risk, managed exposure limits
- ✓ Senior secured financings – disciplined underwriting to GE “on book” standards
  - Collaterals GECC knows well – 2 decades of experience
- ✓ Conservative asset residuals – ~500 experienced asset managers – market intelligence & redeployment capabilities
- ✓ Significant commitment of people resources – ~16,000 globally
  - Senior risk officers have over 25 years experience
- ✓ Data-driven analytics – identify & monitor key risks, measure capital & leverage
- ✓ Rigorous process approach – detailed approval authorities, GECC Board reviews

**Disciplined approach to managing risk**

# Risk approach

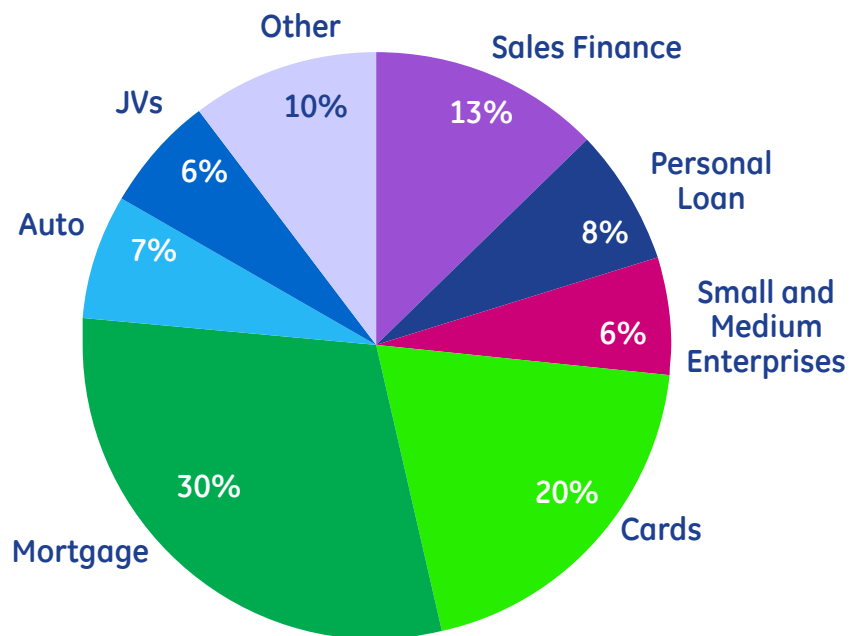


**Continued strong risk management with expanded toolkit**

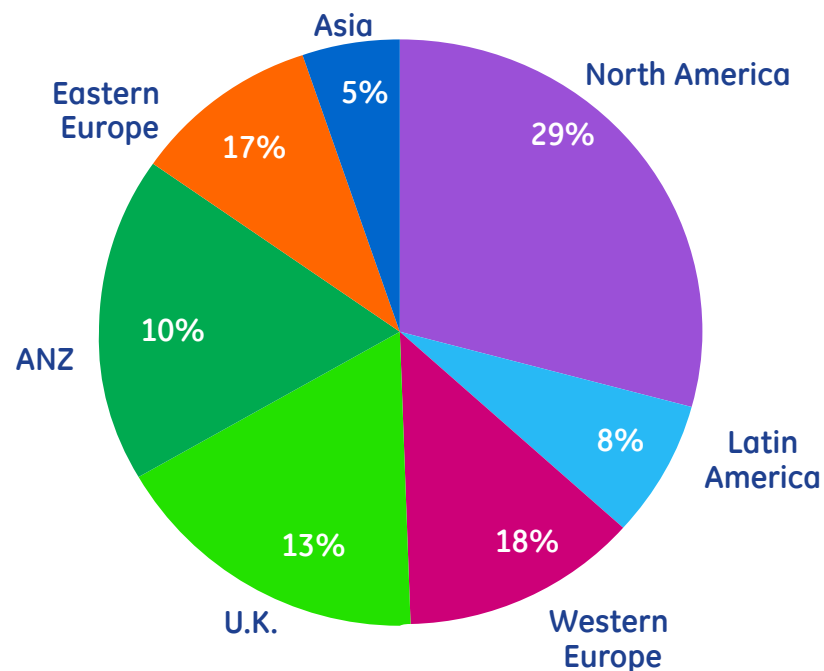
# Consumer Portfolio

3Q'10 - \$166B

## Product



## Geography

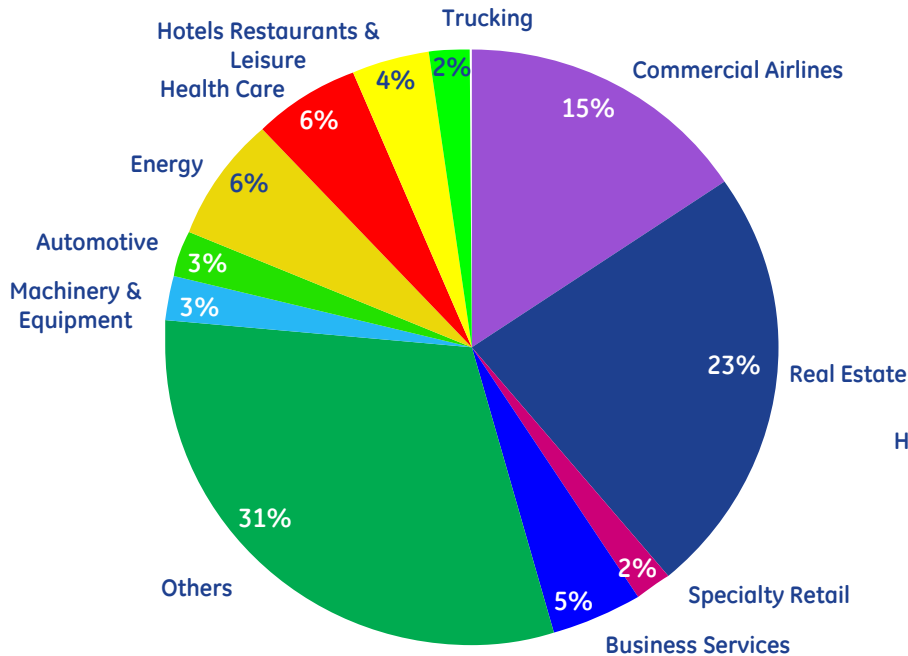


>70% International  
~22% in developing markets

# Commercial Portfolio

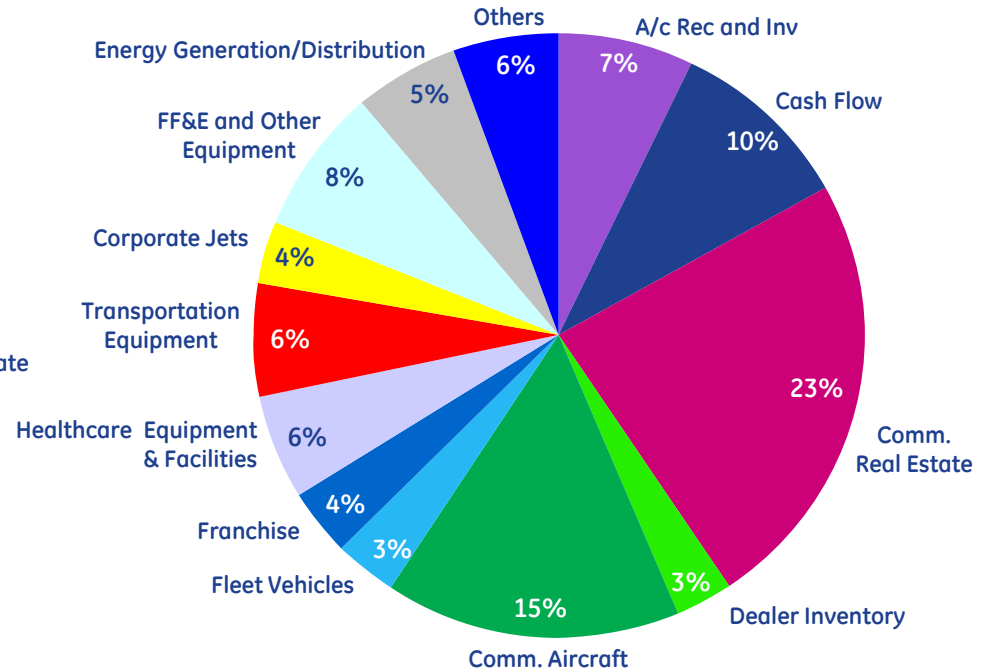
3Q'10 - \$348B

## Industry sectors



55% less than 6% industry weighting - 55 industries

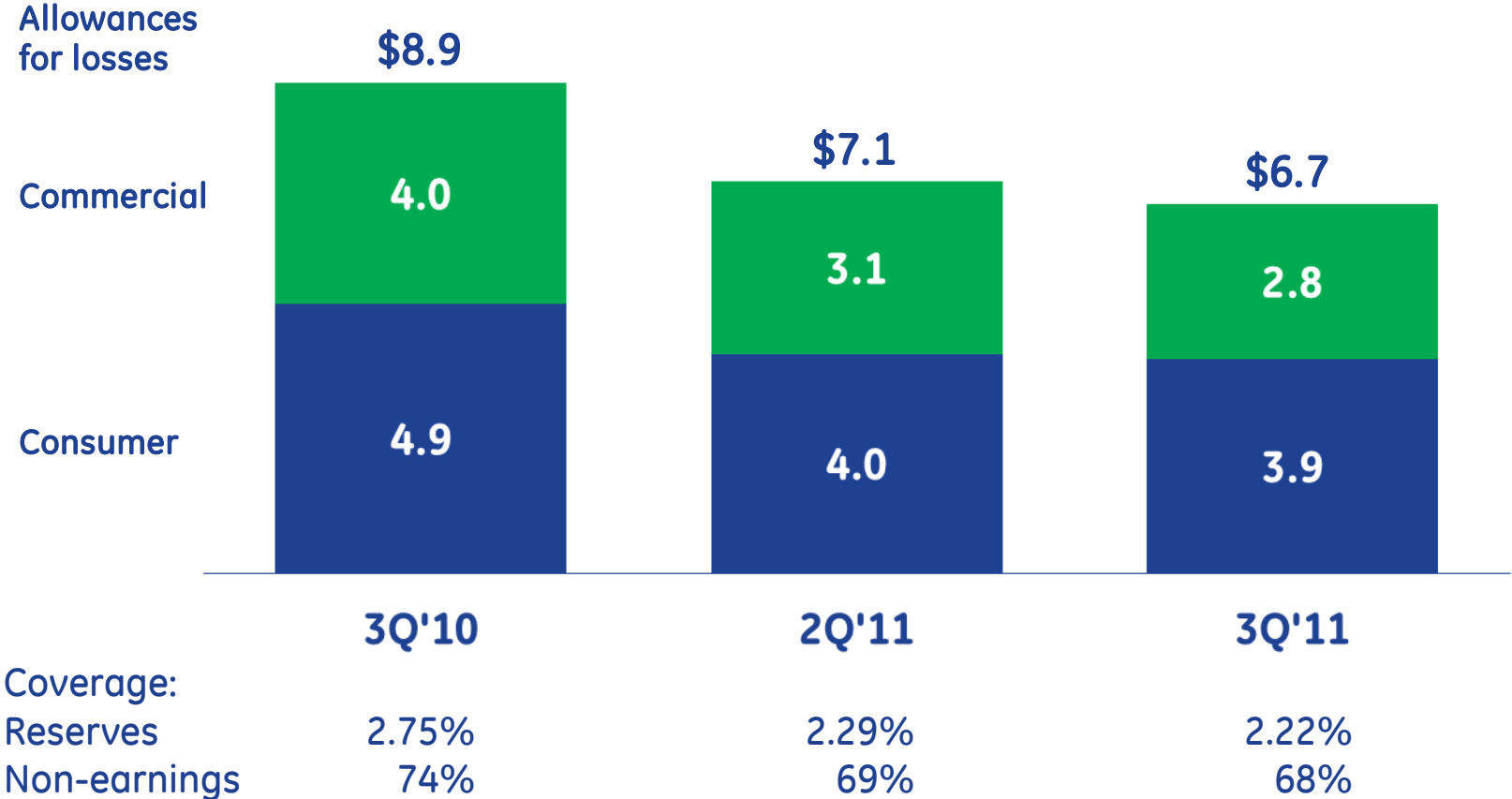
## Collateral type



Diversified portfolio in long-standing GECC collateral types

# GE Capital reserves

(\$ in billions)



**Environment continues to improve**