

# GE third quarter '11 supplemental information

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imagination at work

# GE Capital segment results

(\$ in millions – net earnings)

	<u>3Q'11</u>	<u>3Q'10</u>	<u>V%</u>
CLL	\$688	\$443	55%
Real Estate	(82)	(405)	F
Consumer	737	773	(5)
GECAS	208	158	32
EFS	79	55	44
Corporate & elims.	<u>(163)</u>	<u>(206)</u>	<u>21</u>
<b>GE Capital</b>	<b><u><u>\$1,467</u></u></b>	<b><u><u>\$818</u></u></b>	<b><u><u>79%</u></u></b>

# GE Capital segment assets

(\$ in billions)

	<u>3Q'11</u>	<u>3Q'10</u>	<u>V%</u>
CLL	\$195.3	\$203.6	(4)%
Real Estate	64.4	75.2	(14)
Consumer	141.1	146.1	(3)
GECAS	48.6	48.7	–
EFS	18.2	19.8	(8)
Corporate & elims.	<u>103.7</u>	<u>80.9</u>	<u>28</u>
<b>GE Capital</b>	<b><u><u>\$571.3</u></u></b>	<b><u><u>\$574.4</u></u></b>	<b><u><u>(1)%</u></u></b>

# GE Capital non-earnings/write-offs

(\$ in millions)

## Non-earning assets/non-earnings % fin. rec.

	<u>3Q'11</u>	<u>2Q'11</u>	<u>3Q'10</u>
CLL	\$3,299 2.53%	\$3,488 2.65%	\$4,308 3.04%
Real Estate	1,028 2.99	1,003 2.72	1,425 3.35
GECAS	62 0.52	64 0.53	- 0.00
EFS	135 2.26	136 2.21	163 2.24
Consumer	5,276 4.54	5,431 4.54	5,948 5.05
Corporate & elims.	71 5.13	88 5.83	90 4.32
GE Capital	<b>\$9,871</b> 3.29%	<b>\$10,209</b> 3.32%	<b>\$11,935</b> 3.69%

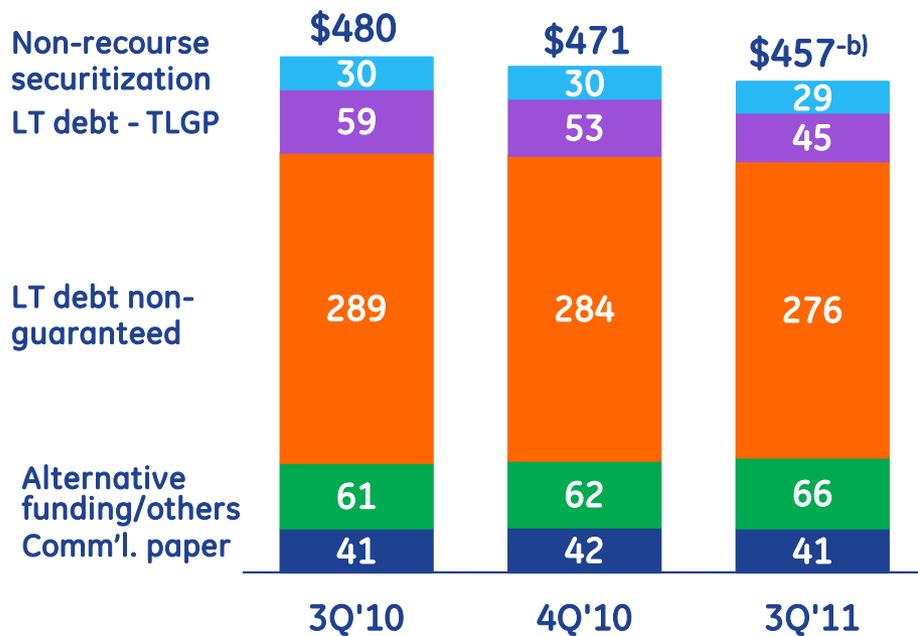
## Total write-offs/write-offs % fin. rec.

	<u>3Q'11</u>	<u>2Q'11</u>	<u>3Q'10</u>
CLL	\$264 0.80%	\$273 0.82%	\$254 0.71%
Real Estate	187 2.10	117 1.24	222 2.05
GECAS	0 0.01	3 0.08	7 0.23
EFS	(2) (0.10)	(7) (0.42)	0 0.00
Consumer	834 2.83	983 3.32	1,259 4.33
Corporate & elims.	13 3.51	8 2.02	0 0.03
GE Capital	<b>\$1,296</b> 1.71%	<b>\$1,377</b> 1.78%	<b>\$1,742</b> 2.15%

# GECS funding

(\$ in billions)

## Debt composition -a)

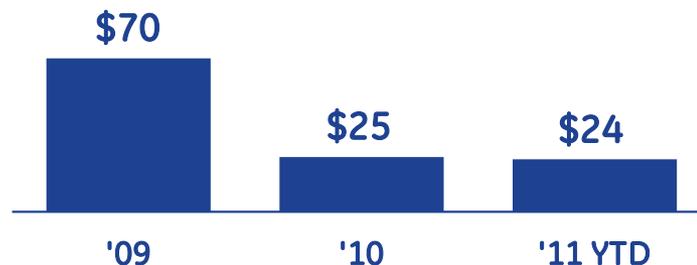


Bank lines	\$52	\$52	\$54
CP coverage	100%+	100%+	100%+
Cash & equiv.	\$66	\$60	\$83
LT debt < 1 yr.	\$63	\$66	\$76

(a- Continuing operations

(b- Includes ~\$7B YTD FX impact and ~\$5B YTD FAS 133

## Unsecured term issuances



- Completed \$24B of LT debt issuance YTD in 10 currencies (including \$3B in 4Q)
- Liquidity in the global CP markets continues to be strong ... ~3% market share
- Alternative funding ~14% of total debt, securitization ~6%
- Liquidity position remains strong

# Debt/equity ratio<sup>-a)</sup>

(\$ in billions)

	GECC			GECS		
	<u>3Q'10</u>	<u>2Q'11</u>	<u>3Q'11</u>	<u>3Q'10</u>	<u>2Q'11</u>	<u>3Q'11</u>
<b>As reported</b>						
Debt	\$481.4	\$458.1	\$453.2	\$486.5	\$463.2	\$458.4
Shareowner's equity <sup>-b)</sup>	70.5	78.8	79.1	66.9	75.1	76.0
<b>Book leverage (debt/equity)</b>	6.8	5.8	5.7	7.3	6.2	6.0
Debt	481.4	458.1	453.2	486.5	463.2	458.4
Subtract: hybrids from debt	(7.7)	(7.7)	(7.7)	(7.7)	(7.7)	(7.7)
Subtract: cash & equiv. from debt	(65.4)	(77.4)	(82.7)	(66.0)	(78.1)	(83.6)
<b>Adjusted book debt</b>	<u>408.3</u>	<u>372.9</u>	<u>362.8</u>	<u>412.7</u>	<u>377.4</u>	<u>367.1</u>
Shareowner's equity <sup>-b)</sup>	70.5	78.8	79.1	66.9	75.1	76.0
Add: hybrids to equity	<u>7.7</u>	<u>7.7</u>	<u>7.7</u>	<u>7.7</u>	<u>7.7</u>	<u>7.7</u>
<b>Adjusted book equity</b>	<u>78.2</u>	<u>86.6</u>	<u>86.8</u>	<u>79.6</u>	<u>82.8</u>	<u>83.7</u>
<b>Adjusted leverage</b>	5.2	4.3	4.2	5.5	4.6	4.4

(a- Includes discontinued operations for all periods

(b- Total equity ex. noncontrolling interests

# Tier 1 common ratio estimate<sup>-a), -b)</sup>

(\$ in billions)

	GECC			GECS		
	<u>3Q'10</u>	<u>2Q'11</u>	<u>3Q'11</u>	<u>3Q'10</u>	<u>2Q'11</u>	<u>3Q'11</u>
<b>As reported</b>						
Shareowner's equity <sup>-c)</sup>	\$70.5	\$78.8	\$79.1	\$66.9	\$75.1	\$76.0
Shareowner's equity <sup>-c)</sup>	70.5	78.8	79.1	66.9	75.1	76.0
- Intang. & GW	(30.1)	(30.0)	(29.4)	(30.1)	(30.0)	(29.4)
- Unr. G/(L) on invt. & hdg.	2.2	2.0	2.4	2.1	2.0	1.8
- Other additions/(deductions)	(0.5)	(0.6)	(0.6)	(0.5)	(0.7)	(0.7)
<b>Tier 1 common</b>	<b>42.0</b>	<b>50.2</b>	<b>51.4</b>	<b>38.3</b>	<b>46.3</b>	<b>47.6</b>
<b>Estimated risk weighted assets</b>	<b>510.0</b>	<b>480.9</b>	<b>468.7</b>	<b>527.8</b>	<b>507.5</b>	<b>496.1</b>
<b>Tier 1 common ratio</b>	<b>8.2%</b>	<b>10.4%</b>	<b>11.0%</b>	<b>7.3%</b>	<b>9.1%</b>	<b>9.6%</b>

(a- Includes discontinued operations for all periods

(b- Based on Basel One RWA estimates

(c- Total equity ex. noncontrolling interests

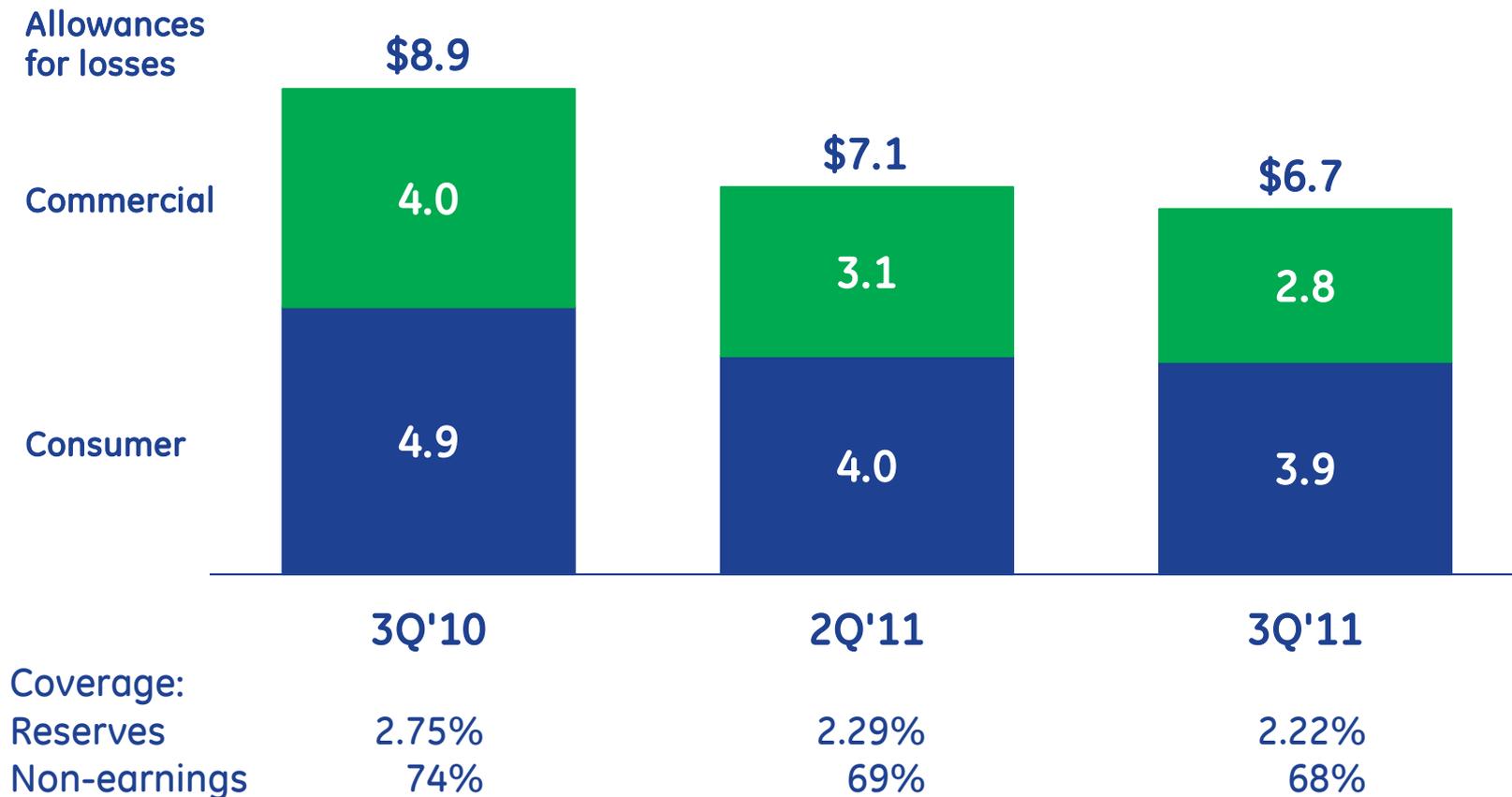
# GE Capital ending net investment

(\$ in billions)

	<u>1/1/09</u>	<u>3Q'10</u>	<u>2Q'11</u>	<u>3Q'11</u>
GECC assets (cont. ops.)	\$612.1	\$574.4	\$570.7	\$571.3
Subtract: non-debt liabilities	<u>59.7</u>	<u>39.2</u>	<u>36.1</u>	<u>36.8</u>
GE Capital ENI	552.5	535.2	534.6	534.5
Subtract: cash & equivalents	<u>36.6</u>	<u>63.6</u>	<u>77.3</u>	<u>82.4</u>
GE Capital ENI (ex. cash)	<u>\$515.8</u>	<u>\$471.6</u>	<u>\$457.3</u>	<u>\$452.1</u>
GECC disc. ops. ENI (ex. cash)	<u>\$21.4</u>			<u>\$0.1</u>
GECC ENI (ex. cash)	<u>\$537.2</u>			<u>\$452.2</u>

# GE Capital reserves

(\$ in billions)



**Environment continues to improve**

# Industrial CFOA from continuing operations

(\$ in millions)

	<u>3Q'11 YTD</u>	<u>3Q'10 YTD</u>	<u>YTD V%</u>
Cash from GE's operating activities as reported	\$6,544	\$10,142	(35)%
Less GECS dividends	<u>—</u>	<u>—</u>	
Cash from GE's operating activities excluding dividends from GECS (Industrial CFOA)	<u>\$6,544</u>	<u>\$10,142</u>	(35)%

# Effective tax rate GE (ex. GECS)

(\$ in millions)

	<u>3Q'11</u>	<u>3Q'10</u>	<u>3Q'11 YTD</u>	<u>3Q'10 YTD</u>
GE earnings from continuing operations before income taxes	\$3,604	\$3,951	\$14,704	\$11,409
Less GECS earnings from continuing ops. attributable to the company	<u>1,453</u>	<u>780</u>	<u>4,814</u>	<u>2,016</u>
Adjusted earnings from continuing ops. before income taxes	<u>\$2,151</u>	<u>\$3,171</u>	<u>\$9,890</u>	<u>\$9,393</u>
GE (ex. GECS) provision for income taxes – continuing ops.	<u>\$378</u>	<u>\$705</u>	<u>\$4,437</u>	<u>\$2,479</u>
Effective tax rate GE (ex. GECS)	18%	22%	45%	26%

# GE Industrial organic revenue growth – continuing operations

(\$ in millions)

	<u>3Q'11</u>	<u>3Q'10</u>	<u>V%</u>
Industrial revenue	\$23,851	\$23,816	0%
Less the effects of: Acquisitions, business dispositions (other than dispositions of businesses acquired for investment) & currency exchange rates	2,476	4,113	
Industrial revenues excluding the effects of acquisitions, business dispositions (other than dispositions of businesses acquired for investment), currency exchange rates	<u>\$21,375</u>	<u>\$19,703</u>	8%

# Total revenues excluding NBCU impact

(\$ in millions)

	<u>3Q'11</u>	<u>3Q'10</u>	<u>V%</u>
Total Company revenues as reported	\$35,367	\$35,373	(0)%
Less: NBCU related revenues	<u>394</u>	<u>4,069</u>	<u>      </u>
Company revenues excluding NBCU impact	<u><u>\$34,973</u></u>	<u><u>\$31,304</u></u>	<u><u>12%</u></u>

# Industrial sales excluding NBCU impact

(\$ in millions)

	<u>3Q'11</u>	<u>3Q'10</u>	<u>V%</u>
GE sales as reported	\$23,230	\$23,593	(2)%
Less: NBCU related sales	<u>          -</u>	<u>      3,957</u>	<u>          </u>
<b>Industrial sales excluding NBCU impact</b>	<b><u>      \$23,230</u></b>	<b><u>      \$19,636</u></b>	<b><u>      18%</u></b>

# 2010 EPS: continuing & operating

	2010 total year EPS		
	As originally reported	Transfers to discontinued operations	Recast for discontinued operations
Earnings per share from continuing operations	\$1.15	\$0.01	\$1.14
Less the effects of excluding non-operating pension costs	<u>0.02</u>	<u>          </u>	<u>0.02</u>
<b>Operating earnings per share</b>	<b><u>\$1.13</u></b>	<b><u>\$0.01</u></b>	<b><u>\$1.12</u></b>

GE Capital Consumer recasts to discontinued operations: Singapore, Australia, New Zealand

# Operating earnings & EPS

(\$ in millions except earnings per share)

	<u>3Q'11</u>	<u>3Q'10</u>	<u>V%</u>
Earnings from continuing operations attributable to GE	\$3,223	\$3,107	4%
Less: non-operating pension costs/(income), net of tax	<u>172</u>	<u>(50)</u>	
Operating earnings	<u>\$3,395</u>	<u>\$3,057</u>	11%
<u>Earnings per share – diluted<sup>-a)</sup></u>			
Continuing earnings per share	\$0.22	\$0.28	(21)%
Less: non-operating pension costs/(income) after tax	<u>.02</u>	<u>-</u>	
Operating earnings per share	<u>\$0.24</u>	<u>\$0.28</u>	(14)%
Less: preferred stock redemption	<u>0.08</u>	<u>-</u>	
Operating earnings per share excluding the effect of the preferred stock redemption	<u>\$0.31</u>	<u>\$0.28</u>	11%

(a- Earnings-per-share amounts are computed independently. As a result, the sum of per-share amounts may not equal the total