

# GE third quarter '05 supplemental information

- GECS segment results
- GECS segment assets
- GECS non-earnings/write-offs
- GECS delinquency
- GECS funding
- GE organic revenue growth
- Effective tax rate GE (ex. GECS)
- Industrial CFOA
- GE 4Q'05 outlook compared to 4Q'04 before May '05 SFAS 133 correction
- NBCU revenue & Industrial sales ex. 2004 Olympics Broadcasts
- Commercial Finance ex. Insurance



imagination at work

"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 "expects," "anticipates," "intends," "plans," "believes," "seeks," or "will." Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, particular uncertainties which could adversely or positively affect our future results include: the behavior of financial markets, including fluctuations in interest rates and commodity prices; strategic actions, including 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; unanticipated loss development in our insurance businesses; and numerous other matters of national, regional and global scale, including those of a political, economic, business, competitive and regulatory 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."

# GECS segment results<sup>-a)</sup>

(\$ in millions – net earnings)

	<u>3Q'05</u>	<u>3Q'04</u>	<u>3QYTD'05</u>	<u>3QYTD'04</u>
<b>Commercial Finance</b>	<b>\$1,451</b>	<b>\$1,135</b>	<b>\$3,916</b>	<b>\$3,072</b>
– Capital Solutions	444	351	1,055	870
– Real Estate	343	243	893	750
– Insurance	239	120	906	583
 <b>Consumer Finance</b>	 <b>\$810</b>	 <b>\$681</b>	 <b>\$2,280</b>	 <b>\$1,883</b>
 <b>Infrastructure<sup>-b)</sup></b>	 <b>\$383</b>	 <b>\$251</b>	 <b>\$1,044</b>	 <b>\$723</b>
 <b>Industrial<sup>-b)</sup></b>	 <b>\$66</b>	 <b>\$30</b>	 <b>\$112</b>	 <b>\$27</b>
 <b>Corp. items &amp; elims.<sup>-b)</sup></b>	 <b>\$(25)</b>	 <b>\$156</b>	 <b>\$(100)</b>	 <b>\$42</b>

(a- On an after-tax basis

(b- Includes only portions of the segment that are Financial Services businesses

# GECS segment assets

GECS & consolidated affiliates  
(\$ in billions)

	<u>3Q'05</u>	<u>3Q'04</u>	<u>V%</u>
Commercial Finance	\$276.3	\$353.1	(22)%
Consumer Finance	153.3	122.2	25
Infrastructure <sup>-a)</sup>	52.3	49.9	5
Industrial <sup>-a)</sup>	17.5	17.6	–
Corp. items & elims. <sup>-a)</sup>	<u>34.0</u>	<u>35.0</u>	(3)
<b>Total GECS</b>	<b><u>\$533.4</u></b>	<b><u>\$577.8</u></b>	<b>(8)%</b>

(a- Includes only portions of the segment that are Financial Services businesses

# GECS non-earnings/write-offs

(\$ in millions)

	<u>Non-earnings</u>				<u>Write-offs</u>		
	<u>3Q'05</u>	<u>2Q'05</u>	<u>3Q'04</u>		<u>3Q'05</u>	<u>2Q'05</u>	<u>3Q'04</u>
<b>Commercial Finance (ex. Ins.)</b>				<b>Commercial Finance (ex. Ins.)</b>			
Non-earnings	\$1,435	\$1,556	\$1,575	Write-offs	\$155	\$223	\$169
% financing receivables	1.14%	1.23%	1.31%	% ANI	0.37%	0.53%	0.42%
<b>Consumer Finance<sup>-a)</sup></b>				<b>Consumer Finance<sup>-a)</sup></b>			
Non-earnings	2,729	2,662	2,061	Write-offs	750	825	635
% financing receivables	2.13	2.15	2.03	% ANI	2.10	2.32	2.25
<b>Infrastructure<sup>-b)</sup></b>				<b>Infrastructure<sup>-b)</sup></b>			
Non-earnings	80	80	241	Write-offs	136	185	0
% financing receivables	0.41	0.44	1.16	% ANI	1.25	1.74	0.00
<b>Industrial<sup>-b)</sup></b>				<b>Industrial<sup>-b)</sup></b>			
Non-earnings	11	11	35	Write-offs	7	8	11
% financing receivables	0.95	0.93	2.61	% ANI	0.20	0.24	0.31
<b>Corp. Items<sup>-b)</sup></b>				<b>Corp. Items<sup>-b)</sup></b>			
Non-earnings	94	144	160	Write-offs	(9)	6	17
% financing receivables	0.84	1.23	1.06	% ANI	(0.21)	0.15	0.40
<b>Total GECS<sup>-a)</sup></b>				<b>Total GECS<sup>-a)</sup></b>			
Non-earnings	\$4,348	\$4,454	\$4,071	Write-offs	\$1,039	\$1,248	\$831
% financing receivables	1.52%	1.58%	1.57%	% ANI	1.02%	1.21%	0.89%

**Note 1: certain prior year amounts have been reclassified to conform to the current year's presentation**

(a- reflects the impact of policy change/standardization)

(b- Includes only portions of the segment that are Financial Services businesses)



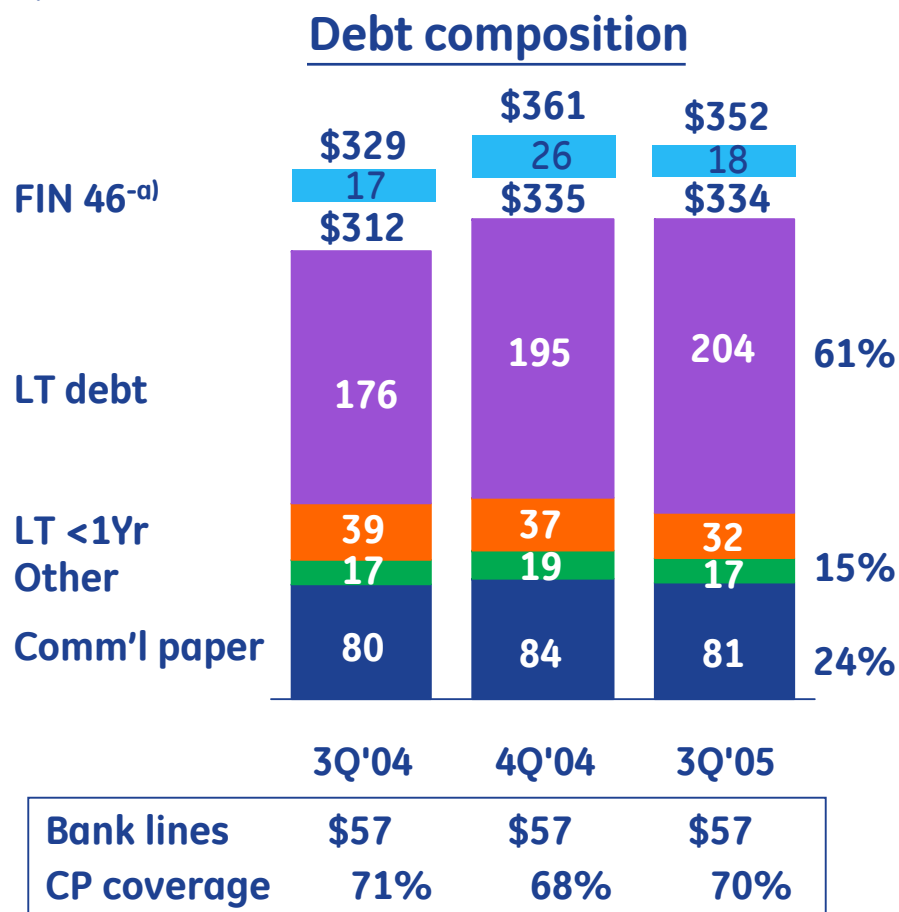
# GECS delinquency

	<u>3Q'05</u>	<u>2Q'05</u>	<u>3Q'04</u>
<b>Consumer Finance<sup>-a)</sup></b>			
On-book delinquency	5.23%	5.18%	4.96%
Off-book delinquency	5.10	4.71	5.17
Managed delinquency	5.23	5.15	4.98
 <b>Equipment Financing</b>			
On-book delinquency	1.43%	1.42%	1.70%
Off-book delinquency	0.78	0.98	1.34
Managed delinquency	1.24	1.31	1.62

(a- reflects the impact of policy change/standardization & excludes consolidated joint ventures

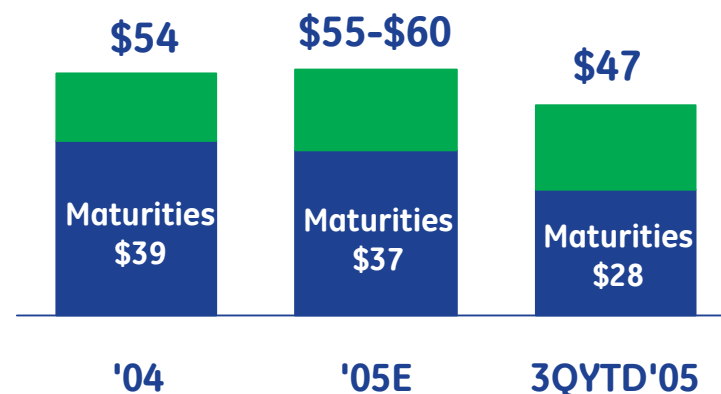
# GECS funding

(\$ in billions)



(a- Includes AFIG \$10B at 4Q'04 and \$7B at 3Q'05)

## Unsecured term issuances



## YTD'05 highlights

- Strong global demand ... 51% unsecured term issuances in non-USD (14 currencies)
- Issued \$2.2B subordinated debt in Euro & GBP
- Executed \$7.5B term asset backed securitizations (off balance sheet)
- Stable spread performance

**Debt portfolio in great shape ... executing to plan**

# GE organic revenue growth

(\$ in millions)

	<u>3Q'05</u>	<u>3Q'04</u>	<u>V%</u>
Revenues as reported	\$41,927	\$38,336	9%
Less			
Effects of acquisitions, dispositions & currency exchange rates	1,368	526	
Insurance business	6,776	5,544	
Effects of the 2004 Olympics Broadcasts	–	927	
Revenues excluding the effects of acquisitions, business dispositions (other than dispositions of businesses acquired for investment) currency exchange rates, the Insurance business and the 2004 Olympics Broadcasts (organic revenues)	<u>\$33,783</u>	<u>\$31,339</u>	8%

# Effective tax rate GE (ex. GECS)

(\$ in millions)

	<u>3Q'05</u>	<u>3Q'04</u>	<u>3QYTD'05</u>	<u>3QYTD'04</u>
GE earnings before income taxes	\$5,345	\$4,521	\$15,319	\$12,560
Less GECS net earnings	<u>2,685</u>	<u>2,253</u>	<u>7,252</u>	<u>5,747</u>
Adjusted earnings before income tax	\$2,660	\$2,268	\$8,067	\$6,813
GE provision for income taxes	\$668	\$450	\$2,030	\$1,372
Effective tax rate GE (ex. GECS)	25.1%	19.8%	25.2%	20.1%



# Industrial CFOA

(\$ in millions)

	<u>3QYTD'05</u>	<u>3QYTD'04</u>	<u>V%</u>
Cash from GE's operating activities as reported	\$14,697	\$9,708	51%
Less GECS dividends	<u>5,512</u>	<u>2,064</u>	
Cash from GE's operating activities excluding dividends from GECS (Industrial CFOA)	<u>\$9,185</u>	<u>\$7,644</u>	20%

# GE 4Q'05 outlook compared to 4Q'04 before May '05 SFAS 133 correction

(\$ in billions – except EPS)

<u>Revenue</u>	<u>\$</u>	<u>4Q'05 guidance</u>	<u>V%</u>	<u>Earnings</u>	<u>\$</u>	<u>4Q'05 guidance</u>	<u>V%</u>
4Q'04 restated revenue	\$44	~\$44		4Q'04 restated earnings	\$5.6	\$5.9-6.1	6-9%
Less Genworth	3						
Less effect of SFAS 133 correction	<u>-</u>			Less effect of SFAS 133 correction	<u>0.2</u>		
4Q'04 pre-restated revenue (ex. Genworth)	\$41	~\$44	5+%	4Q'04 pre-restated earnings	\$5.4	\$5.9-6.1	10-14%

<u>EPS</u>	<u>\$</u>	<u>4Q'05 guidance</u>	<u>V%</u>
4Q'04 restated EPS	\$ .53	\$ .56-.58	6-9%
Less effect of SFAS 133 correction	<u>.02</u>		
4Q'04 pre-restated EPS	\$ .51	\$ .56-.58	10-14%



# NBCU revenue & Industrial sales ex. 2004 Olympics Broadcasts

	<u>3Q'05</u>	<u>3Q'04</u>	<u>V%</u>
NBCU revenue as reported	\$3,038	\$4,096	(26)%
Less effects of 2004 Olympics Broadcasts		927	
NBCU revenue excluding effects of 2004 Olympics Broadcasts	<u>\$3,038</u>	<u>\$3,169</u>	(4)%
<hr/>			
Industrial sales as reported	\$21,567	\$20,967	3%
Less effects of 2004 Olympics Broadcasts		927	
Industrial sales excluding effects of 2004 Olympics Broadcasts	<u>\$21,567</u>	<u>\$20,040</u>	8%

# Commercial Finance ex. Insurance

<u>Revenue (\$MM)</u>	<u>3Q'05</u>	<u>3Q'04</u>	<u>V%</u>	<u>Assets (\$B)</u>	<u>3Q'05</u>	<u>3Q'04</u>	<u>V%</u>
Commercial Finance	\$12,190	\$10,496	16%	Commercial Finance	\$276.3	\$353.1	(22)%
Insurance	6,776	5,544	22	Insurance	93.1	176.3	(47)
Commercial Finance ex. Insurance	<u>\$5,414</u>	<u>\$4,952</u>	9%	Commercial Finance ex. Insurance	<u>\$183.1</u>	<u>\$176.8</u>	4%

<u>Segment profit (\$MM)</u>	<u>3Q'05</u>	<u>3Q'04</u>	<u>V%</u>
Commercial Finance	\$1,451	\$1,135	28%
Insurance	239	120	99
Commercial Finance ex. Insurance	<u>\$1,212</u>	<u>\$1,015</u>	19%