## GE fourth quarter & total year '05 supplemental information

- GECS segment results continuing operations
- GECS segment assets
- GECS non-earnings/write-offs
- GECS delinquency
- GECS funding
- GE organic revenues growth continuing operations
- Industrial CFOA
- Financial Services revenues ex. May '05 SFAS 133 correction & Genpact disp.
- Effective tax rate GE (ex. GECS)
- GECS 3QYTD & TY'05 tax rates with discontinued operations
- GE Healthcare organic revenues growth
- C&I revenues and segment profit ex. dispositions



### GECS segment results<sup>-a)</sup> – continuing operations

(\$ in millions – net earnings)

	4Q'05	<u>4Q'04</u>	<b>TY'05</b>	<b>TY'04</b>
Commercial Finance	<b>\$1,280</b>	\$1,081	\$4,290	\$3,570
<ul> <li>Capital Solutions</li> </ul>	460	455	1,515	1,325
– Real Estate	389	374	1,282	1,124
Consumer Finance	\$770	\$637	\$3,050	\$2,520
Infrastructure <sup>-a)</sup>	\$431	\$252	\$1,475	\$975
Industrial-a)	\$85	\$55	\$197	\$82
Corp. items & elimsa)	\$109	\$702	<b>\$129</b>	\$706

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



### **GECS** segment assets

GECS & consolidated affiliates (\$ in billions)

	4Q'05	<u>4Q'04</u>	<u>V%</u>
Commercial Finance	\$190.5	\$184.4	3%
Consumer Finance	158.8	151.3	5
Infrastructure <sup>-a)</sup>	53.9	50.9	6
Industrial <sup>-a)</sup>	17.4	17.9	(3)
Corp. items & elimsa)	73.2	81.8	(10)
<b>Total GECS – continuing operations</b>	<b>\$493.8</b>	\$486.2	2%
Assets held for sale	46.8	132.3	(65)
Total GECS	<u>\$540.6</u>	<u>\$618.5</u>	(13)%

(a- Includes only portions of the segment that are Financial Services businesses  $% \left( 1\right) =\left( 1\right) \left( 1\right)$ 



### GECS non-earnings/write-offs

(\$ in millions)

Non-earnings			Write-offs				
	4Q'05	3Q'05	4Q'04		4Q'05	3Q'05	4Q'04
Commercial Finance (ex. Ins.) Non-earnings % financing receivables	\$1,266 0.96%	\$1,435 1.14%	\$1,411 1.13%	Commercial Finance (ex. Ins.) Write-offs % ANI	\$205 0.48%	\$155 0.37%	\$407 0.99%
Consumer Finance Non-earnings % financing receivables	2,758 2.12	2,729 2.13	2,492 1.95	Consumer Finance Write-offs % ANI	836 2.27	750 2.10	1,661 5.11
Infrastructure <sup>-a)</sup> Non-earnings % financing receivables	26 0.14	80 0.41	176 0.84	Infrastructure <sup>-a)</sup> Write-offs % ANI	147 1.31	136 1.25	17 0.16
Industrial <sup>-a)</sup> Non-earnings % financing receivables	9 0.88	11 0.95	29 2.20	Industrial <sup>-a)</sup> Write-offs % ANI	15 0.44	7 0.20	8 0.24
Corp. Items & elims. <sup>-a)</sup> Non-earnings % financing receivables	75 0.73	94 0.84	149 1.08	Corp. Items & elims. <sup>-a)</sup> Write-offs % ANI	29 0.74	(1) (0.03)	6 0.15
<b>Total GECS</b> Non-earnings % financing receivables	\$4,134 1.41%	\$4,348 1.52%	\$4,257 1.48%	<b>Total GECS</b> Write-offs % ANI	\$1,232 1.21%	\$1,046 1.04%	\$2,100 2.15%

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

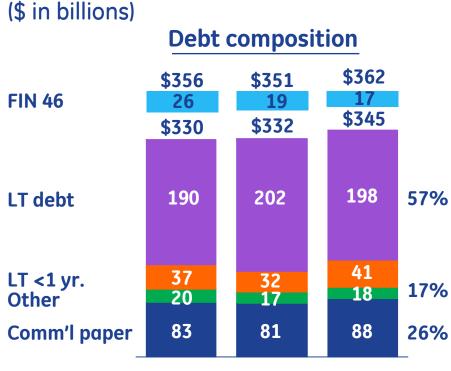


### **GECS** delinquency

Consumer Finance	<u>4Q'05</u>	<u>3Q'05</u>	<u>4Q'04</u>
On-book delinquency	5.07%	5.23%	4.84%
Off-book delinquency	5.28	5.10	5.09
Managed delinquency	5.08	5.23	4.85
Equipment Financing			
On-book delinquency Off-book delinquency Managed delinquency	1.53%	1.43%	1.58%
	0.76	0.78	0.90
	1.31	1.24	1.40



### **GECS** funding



	4Q'04	3Q'05	4Q'05
Bank lines	\$57	\$57	\$57
CP coverage	69%	70%	65%

#### Unsecured term issuances



- Continued to diversify investor base & strengthen liquidity
- Strong global demand ... 48% unsecured term issuances in 15 international currencies
- Tightened spread performance
- Executed \$13B term asset backed securitizations (off-balance sheet)

Solid execution ... diversified investor base & tightened spreads



### GE organic revenues growth – continuing operations

(\$ in millions)	<b>TY'05</b>	<b>TY'04</b>	<u>V%</u>
Revenues as reported	\$149,702	\$134,481	11%
Less effects of: Acquisitions, dispositions & currency exchange rates The 2004 Olympics Broadcasts The May '05 SFAS 133 correction	10,561 - -	4,526 927 503	
Revenues excluding the effects of acquisitions, business dispositions (other than dispositions of businesses acquired for investment), currency exchange rates, the 2004 Olympics Broadcasts & the May '05 SFAS 133 correction (organic revenues)	\$139,141	\$128,525	8%



#### **Industrial CFOA**

	<u>TY'05</u>	<b>TY'04</b>	<u>V%</u>
Cash from GE's operating activities as reported	\$21,609	\$15,204	42%
Less GECS dividends	7,816	3,105	
Cash from GE's operating activities excluding dividends from GECS (Industrial CFOA)	\$13,793	\$12,099	14%



# Financial Services revenues ex. May '05 SFAS 133 correction & Genpact disposition

	4Q'05	<u>4Q'04</u>	<u>V%</u>
Financial Services revenues	\$15,125	\$15,121	0%
May '05 SFAS 133 correction	-	451	
Genpact disposition	94	396	
Financial Services revenues ex. May '05 SFAS 133 correction & Genpact disposition	<u>\$15,031</u>	<u>\$14,274</u>	5%



#### Effective tax rate GE (ex. GECS)

	<b>3QYTD'05</b>	<b>TY'05</b>
GE earnings from continuing operations before income taxes	\$14,533	\$21,025
Less GECS earnings from continuing operations	6,466	9,141
Adjusted earnings before income taxes from continuing operations	\$8,067	\$11,884
GE provision for income taxes – continuing operations	\$2,030	\$2,750
Effective tax rate GE (ex. GECS)	25.2%	23.1%



### GECS 3QYTD & TY'05 tax rates with discontinued operations

	<b>3QYTD'05</b>	<b>TY'05</b>
Earnings from continuing operations before income taxes	\$7,366	\$10,245
Gain/(loss) from discontinued operations before income taxes	1,547	(1,513)
Adjusted earnings before income taxes	8,913	8,732
Provision for income taxes – continuing operations	900	1,104
Provision for income taxes – discontinued operations	761	409
Income tax with discontinued operations	1,661	1,513
Effective tax rate with discontinued operations	18.6%	17.3%



### GE Healthcare organic revenues growth

	4Q'05	4Q'04	<u>V%</u>
Revenues as reported	\$4,486	\$4,259	5%
Less Effects of acquisitions, dispositions & currency exchange rates	69	(30)	
Revenues excluding the effects of acquisitions, business dispositions (other than dispositions of businesses acquired for investment) and currency exchange rates (organic revenues)	<u>\$4,555</u>	<u>\$4,229</u>	8%



### C&I revenues and segment profit ex. dispositions

(\$ in millions)	4Q'05	4Q'04	<u>V%</u>	
Revenues as reported	\$3,733	\$3,757	(1)%	
Less Effects of dispositions		103		
Revenues excluding the effects of dispositions	\$3,733	\$3,654	2%	
Segment profit as reported	\$283	\$200	42%	
Less Effects of dispositions		13		
Segment profit excluding the effects of dispositions	\$283	\$187	51%	

