






Nalanda University – 5 B.C.
Taj Mahal – 17th Century
Lotus Temple- 20th Century
Corporate Park-21st Century

TP Chopra
 President & CEO
 GE Commercial Finance - India

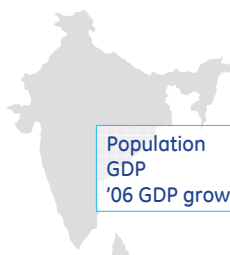


“go BIG”


imagination at work

India ... taking off

(\$ in billions)

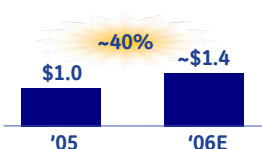


Population	1.1B
GDP	796.5B
'06 GDP growth	8.5%

- ✓ \$122B invested in energy products
- ✓ Demographics driving needs
 - Energy, transportation
 - Healthcare, water
 - Financial services

At inflection point ... strong fundamentals


GE revenue



Priorities

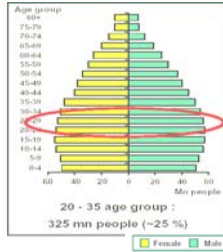
- ① Win key power proposals
- ② Build infrastructure capability / financing
- ③ Win water programs
- ④ Build enterprise accounts
- ⑤ Establish real estate position

GE uniquely positioned


imagination at work

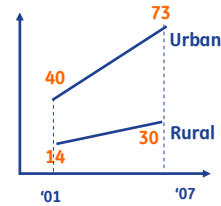
Young populace fuelling the boom

75% population < 44 yrs



Indian middle class >300MM

% growth in income groups*

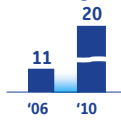


*Higher & Upper middle

6th largest



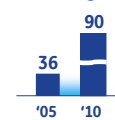
5th largest



5th largest



15th largest



Per capita income doubled in last 10 yrs



imagination at work

Source: NCAER, Goldman Sachs, Figures in MM

... and the change is irreversible

Sustained Reforms

- Liberalization across sectors
- Legal & tax reforms
- State governments participation

Consumer Boom

- Growing primary demand
- Lower interest rates
- Growth in young spenders

India's Growth

- Stable Capital Markets
- Increasing Forex reserves & FDI stock
- Strong investor confidence*

Financial Stability

- Overseas acquisitions
- High capacity expansions
- Strong Corporate performance

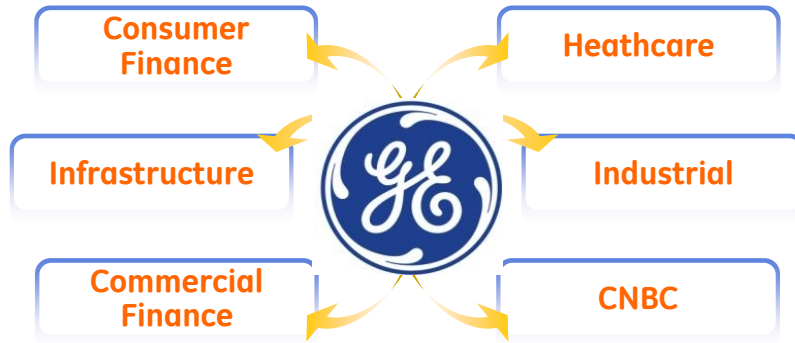
Robust Industry



imagination at work

* AT Kearney Business Confidence Index 2004

GE Businesses in India



\$1.4B Revenue

12,500 + Employees

25,000 + GE affiliates

GE's presence in India over 100 yrs



GE - well aligned to growth sectors

Sector		Investments	GE Business
Power		\$256B	Infrastructure Commercial Finance
Defense		\$54B	Infrastructure Industrial Commercial Finance
Healthcare		\$45B	Healthcare Infrastructure Commercial Finance Industrial



GE - well aligned to growth sectors

Sector		Investments	GE Business
Rail, Road & Ports		\$40B	Infrastructure Industrial Commercial Finance
Civil Aviation		\$34B	Infrastructure Commercial Finance
Financing		\$20B	Consumer Finance Commercial Finance



Significant upside to Indian aviation

Economic growth **+** Expansion of low-cost carriers **=** Affordable travel for millions of new travelers

52 million passengers forecasted for India by 2008
Four-fold increase from 2002



Demand for aircraft in India expected to triple current fleet to near 700 by 2020



Domestic growth - expanding the network

The slide features a map of India on the left, with numerous cities marked as potential destinations for domestic flights. On the right, a bar chart titled 'Domestic Passengers (millions)' shows a significant increase from 7 million in 1995 to 90 million in 2010. A dashed line connects the 1995 and 2010 bars, with a '2.5x' multiplier indicating the growth rate.



Domestic Passengers (millions)

Year	Domestic Passengers (millions)
'95	7
'00	12
'05	36
'10F	90

Pan India air footprint

imagination at work

Huge potential for capturing rail travel share

Mumbai to Delhi by Express Rail	Mumbai to Delhi by Air
	
Trip time ~18 hours	Trip time ~2 hours
Fare (first class) US\$75.00	Fare (LCC) US\$48.00

Low cost carriers to catalyze air travel

Source: GECAS Research

GECAS & GE Aviation in India ... '06 & beyond

- Strong backlog: \$3.5B
- 10 yr Services opportunities → \$1.3B
- GECAS: ~\$2B in financing commitments through '08 ... 29 aircraft with 8 airlines

GE expertise across

Established airlines



Start-up/low-cost airlines



Airport opportunities



Positioned to be the aviation leader in the market



GE Money in India

- ✓ 5M+ customer base
- ✓ 3M+ cards Issued
- ✓ 10M+ applications processed
- ✓ \$2B+ Assets



Built business over 12+ years



GE Money - Tailoring products for local needs

Big Market

Retail &
Auto
\$430B+



Mortgage
\$30B+



Opportunity by 2010

Winning Capability

Branches (150+)



Expand SBI Cards partnership



Launch Wizard product



Opportunity for rapid growth



GE Commercial Finance ... Taking advantage of the opportunity



Capex
(Auto, steel, engineering & construction)

\$35B



Infrastructure

\$25B



Real Estate
(Residential, IT, commercial)

\$24B



Private Equity / M&A

\$22B



Power

\$20B



Commercial Vehicles

\$10B

~\$100B in investments growing at 10 – 15%



Opportunities for FY '07

GE Commercial Finance ... Key Businesses & Verticals in India



Real
Estate



Capital
Solutions



Corporate Financial
Services



Healthcare Financial
Services



Energy Financial
Services



Aviation
Services

- 35,000+ customer footprint
- 250+ Employees
- Pan India

Equipment Finance
Project Finance

Corporate Finance
Leasing

Acquisition Finance
Structured Lending

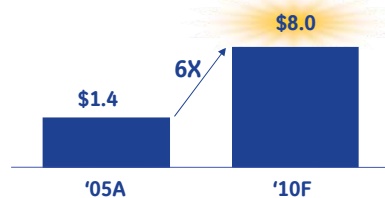
Expertise across multiple industry verticals



India vision 8 X 8 X 10

(\$ in Billions)

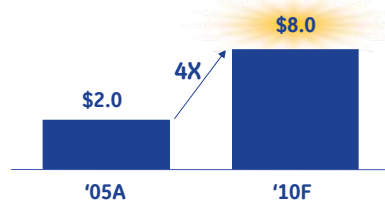
Revenue



Priorities

- ✓ Win key power proposals
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Assets



GE uniquely positioned to win

