



Business Profile

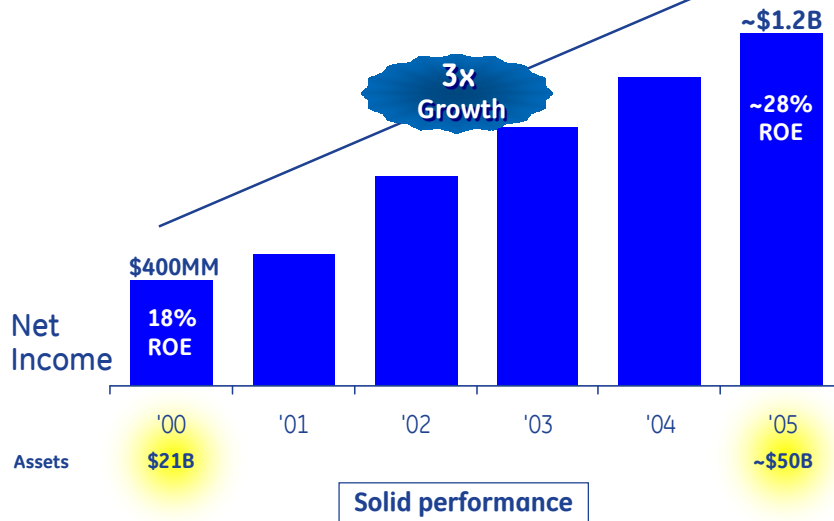
Corporate Financial Services provides secured financing for non-investment grade companies & equity sponsors worldwide

- Start-up formed in '93
- ~\$1.2B net income
- Outstanding risk management & controls
- Consistent growth in earnings & ROE
- Broad industry & product expertise
- Global origination capability... 8,000+ customers in 12 countries



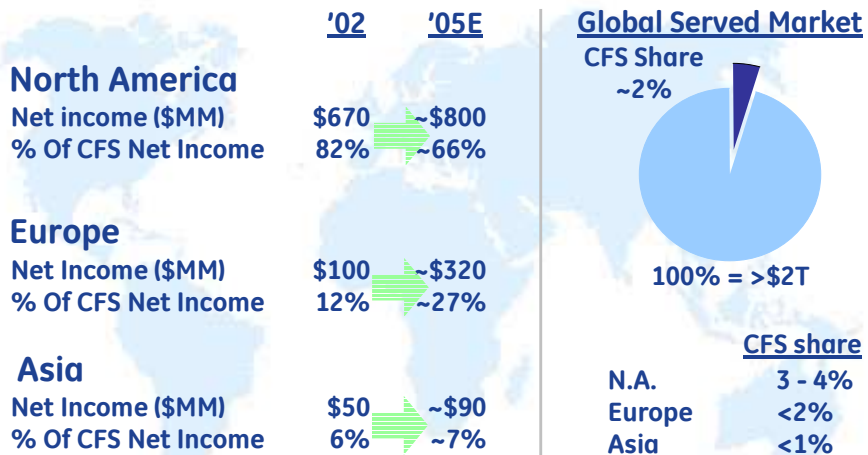
2

Consistent growth history

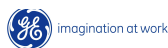


3

Diversified global growth...



GE's global presence accelerates growth... still small share



4

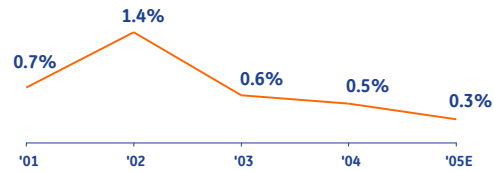
Secured products ... low loan losses

CFS Loan Products

- Priority claims
- Fully secured
- Small hold positions

Loan Losses

(% of earning assets)

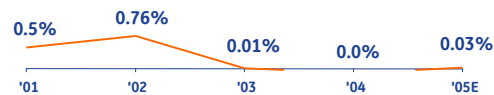


CFS Receivables Financing

- Trade A/R
- 30–180 day risk
- Small exposures

Receivables Financing Losses

(% of earning assets)



5

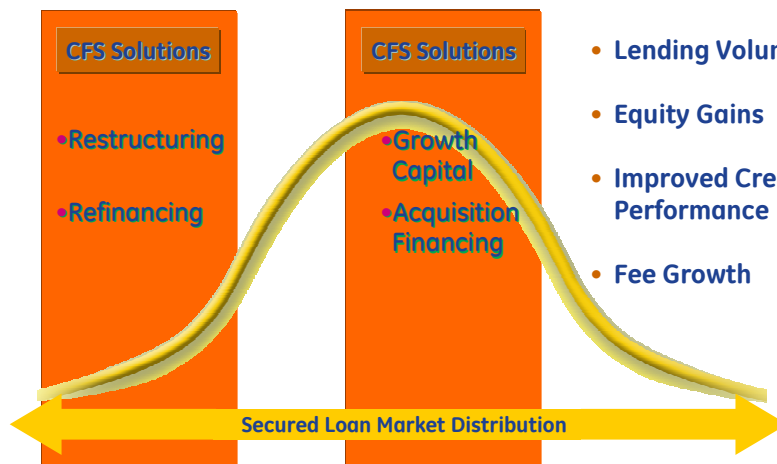
Core growth in all environments

Growth Economy



CFS Earnings Drivers

- Lending Volume
- Equity Gains
- Improved Credit Performance
- Fee Growth



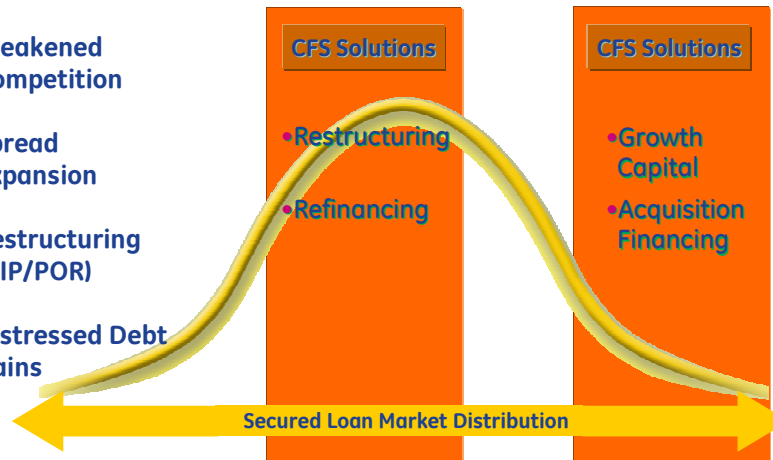
6

Core growth in all environments

CFS Earnings Drivers

- Weakened Competition
- Spread Expansion
- Restructuring (DIP/POR)
- Distressed Debt Gains

Recession Economy



7

Key Growth Opportunities

Growth in Next Downturn

Restructuring – Putting Capital to Work

Vertical Penetration

U.S. – Expanding Sponsor Relationships

Global Expansion

Europe – Leveraging Core Capabilities & Relationships

Expanding in Developed Asia



8

Restructuring Finance

← Top DIP Lenders by Volume →

'02	'03	'04	'05YTD
1 GE	1 GE	1 GE	1 GE
2 Bank of America	2 Wachovia	2 Deutsche Bank	2 JP Morgan Chase
3 JP Morgan Chase	3 Wells Fargo	3 Citigroup	3 Morgan Stanley
4 Deutsche Bank	4 Bank of America	4 Wachovia	4 RBS
5 Citigroup	5 JP Morgan Chase	5 Silver Point	5 Bank of America

Product design → Super-senior priority, excess collateral

Life cycle products:

- Out of court financing
- Debtor-in-possession financing
- Plan of reorganization financing

Strong competitive advantage:

- Highly specialized product
- Few competitors with right expertise
- Low risk, high return activities

~\$350MM
Restructuring
Revenues
'02 - '04

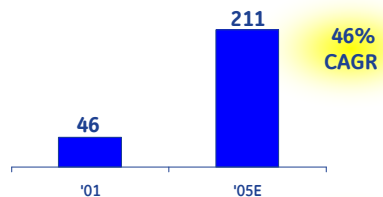
#1 DIP lender for last four years



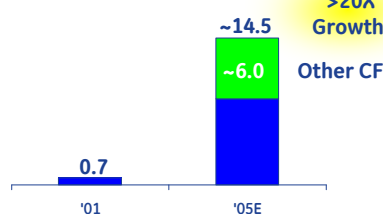
9

U.S. Sponsor... "vertical" growth

U.S. Industry Volume (\$B)



GE Sponsor Volume (\$B)



Initiatives/Investments Driving Growth

- Front-end investment... +28% since '03 driving organic growth
- Sponsor "Vertical"...Enterprise Selling Model
- Acquisitions contributing
- Commercial excellence
- ~6x Net Income growth '01 to '05

Small share in large market... lots of room to grow

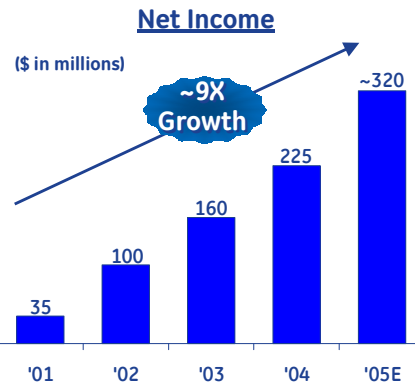


10

CFS Europe overview



- First initiated coverage in 1999
- Heller acquired in 2001
- Growth in two core products
 - Receivables financing for SMEs... 10% CAGR
 - Leveraged corporate finance... 30-40% CAGR



Small share... big opportunity in fast-growing region



11

Asia growth strategy

Successful NPL Presence... purchasing debt at significant discounts

NPL Track Record (\$MM)

Cumulative Investment

Net Income

CFS NPL Investment in Asia



Japan

906

55



Korea

671

174



Taiwan

247

37



Thailand

454

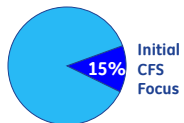
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**\$2.3B Invested
\$0.3B Outstanding
\$400MM Income**

Future Growth Fundamentals...

Attractive Opportunity

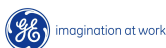
\$6T Total Comm'l Lending



Growth Strategy

- Global sponsor relationships
- GE industrial relationships
- CF presence throughout Asia
- Continuing NPL opportunities

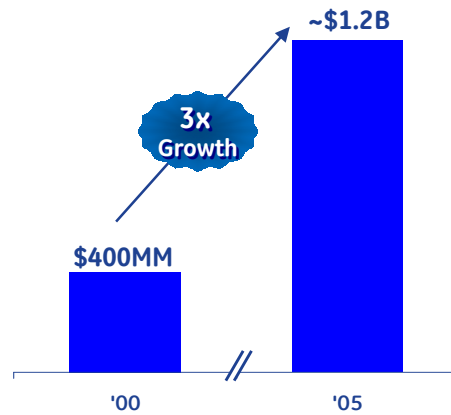
Building an Asian business



12

CFS Summary

Net Income



Demonstrated ability to grow through the cycle

Sustained risk management excellence enables growth

Robust growth pipeline

Increasing penetration in core U.S. markets

Substantial global opportunity

