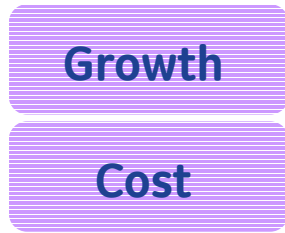




New organization... one blockbuster business aligned for growth



- ✓ World class front end
– 4,000 Global Sales / Marketing Team
- ✓ Ultra low cost
- ✓ Customer satisfaction

Faster Growth + More Aggressive Cost Efficiencies = New Earning Streams For GE



3

Capital Solutions business profile

Products

Leases & Loans secured by fixed assets
Dealers - Inventory Financing
End users

Customers

1.2MM+ customers
Middle market... with \$10MM - \$1B revenues

Collaterals

40+ major collaterals:

- Machinery & Equipment
- Corporate jets
- Franchise restaurants
- Office imaging
- Transportation

Asset Types We Understand

Employees

~13,000 associates worldwide
– 4,000 global Sales/Marketing team



4

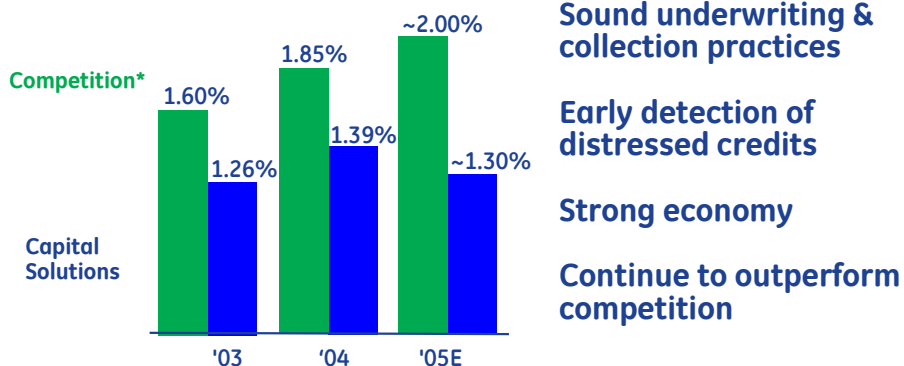
Capital Solutions... a strong value proposition



5

Strong portfolio quality

30 day delinquencies as % of outstandings



*Source: Equipment Leasing Association (2Q'05). 4Q04 not published... utilized verbal estimate from ELA



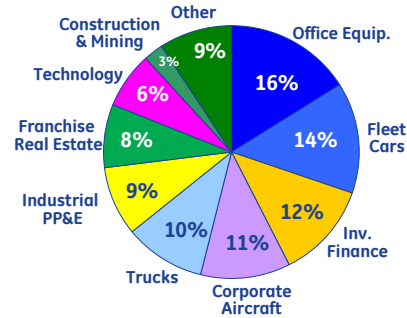
6

Well diversified global portfolio

2Q'05

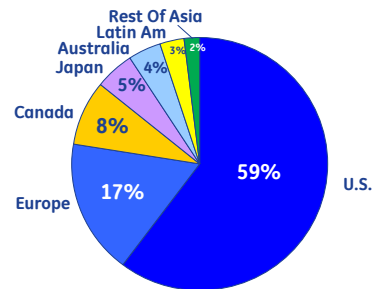
By Collateral

(~\$86B)



By Geography

(~\$86B)



Disciplined underwriting
& processes

Rigorous portfolio
monitoring

Broad spread Of Risk
secured by assets we know

Strength In Diversification... Portfolio Performing Well



imagination at work

7

2005 outlook

Net income

~\$1.5B+



~16%

- Core growth
- Productivity
- Acquisitions
- Lower losses

**Total volume
x-flow**

~\$36B



~9%

- Core growth... more "feet on the street"
- Commercial excellence

Assets

~\$86B



~6%

- Strong volume growth
- Acquisitions contributing

**G&A to
assets %**

~ 1.45%



~(25)bps

- Funding front end growth with back end reductions



imagination at work

8



imagination at work

One Integrated Business

=

**Faster
Growth**

+

**More
Aggressive Cost
Efficiencies**

Growth Playbook

Fund Sales Growth
With G&A Reductions



imagination at work

One Integrated Business

=

**Faster
Growth**

+

**More
Aggressive Cost
Efficiencies**

Growth Playbook

Fund Sales Growth
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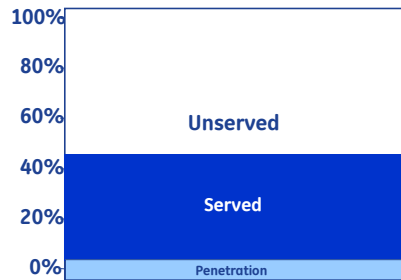


imagination at work

Capital Solutions plays in a huge market...

Focused on a large market opportunity...

... With many global customer relationships to leverage



Total ~\$700B Market*

*Source: Equipment Leasing Association - US only

	OEM partners	Dealer customers	End-users customers
Vendor Financial Services	91	60,000	922,000
Commercial Equipment Financing	10	6,800	180,000
Fleet	22	21,000	70,000

Lots Of Runway



imagination at work

11

~3,600 Sales Reps deployed globally



Adding More Sales Reps to Drive Organic Growth



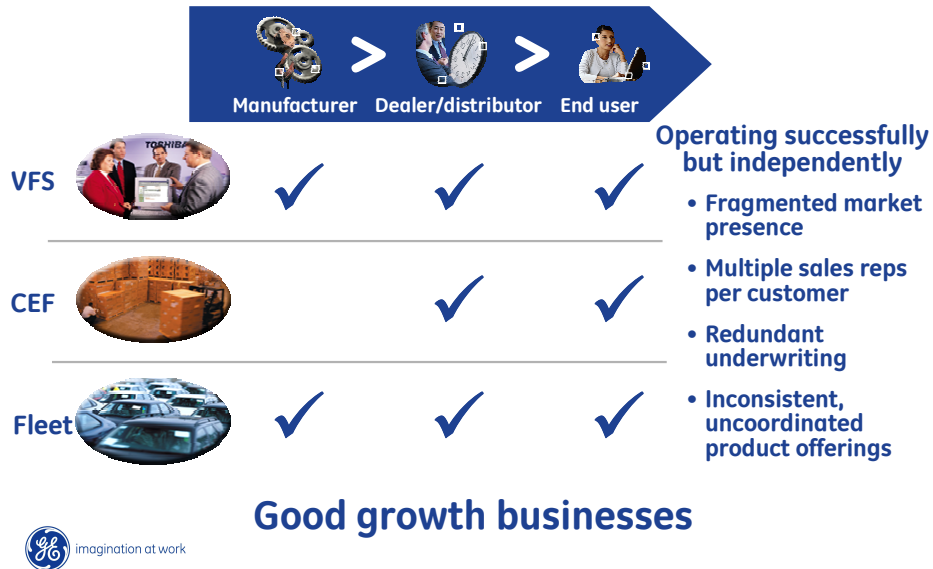
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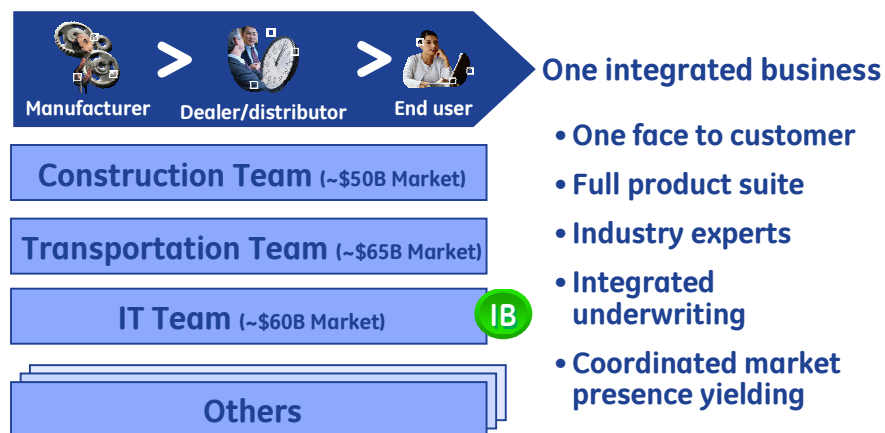
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Old go-to-market model



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New go-to-market model



Small share in large markets...

...lots of room to grow



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Dealer Finance

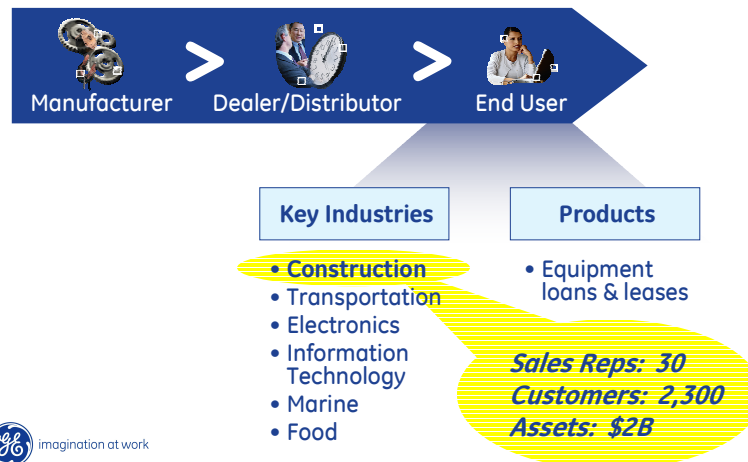
Provide inventory financing to construction equipment dealers



15

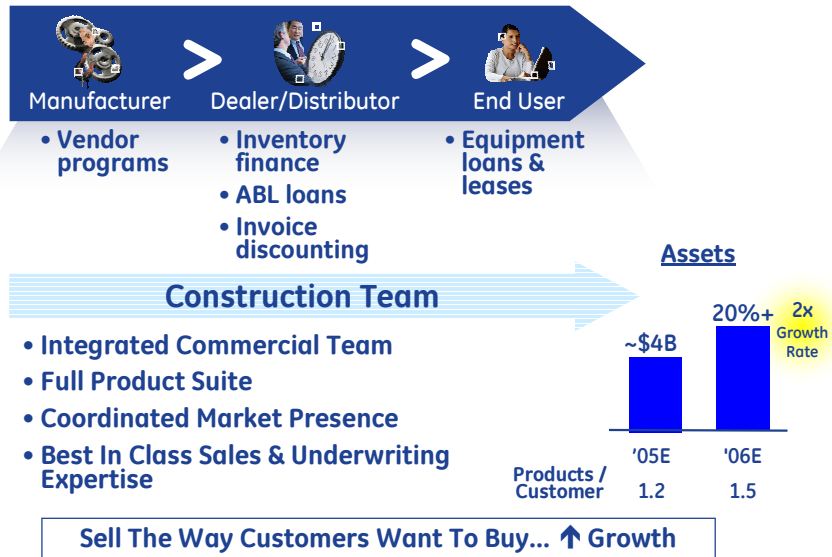
Equipment Finance

Provide large ticket (\$1MM+) equipment financing to end users of construction equipment



16

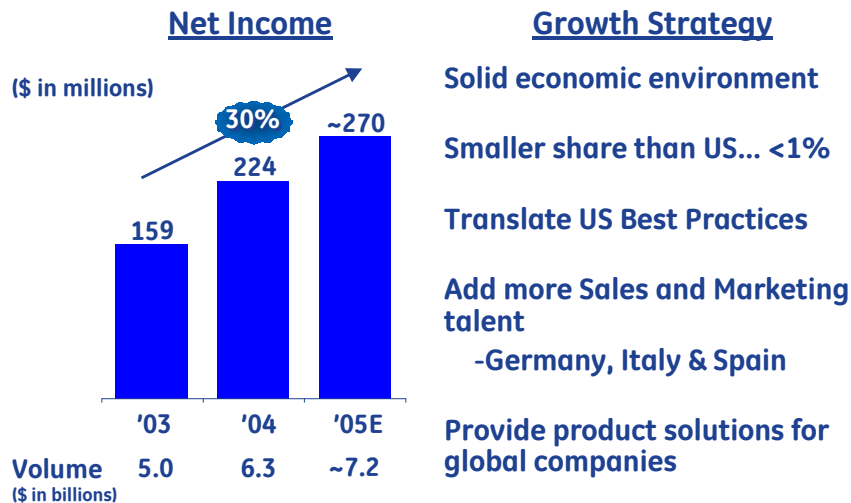
Construction Equipment Financing



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European summary



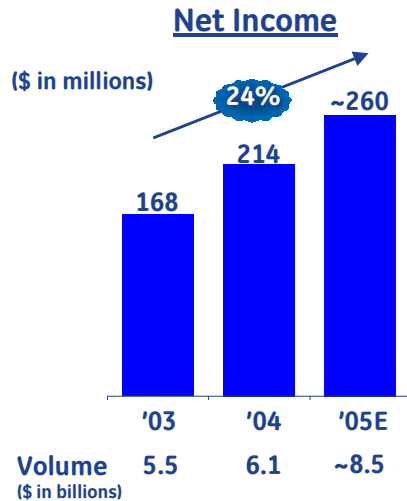
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Asia summary



Growth Strategy

Strong economic environment and CAPEX growth

Continue to add Sales and Marketing resources
-Japan, Korea & India

Improve Sales deployment and prospecting effectiveness

Provide product solutions for global companies

19

Net Promoter Score...

Approach

- 4,000 surveys completed... great feedback
- Promoters... sell more products to them
- Detractors... Improve customer facing processes
- Brings everyone in the business closer to the customer



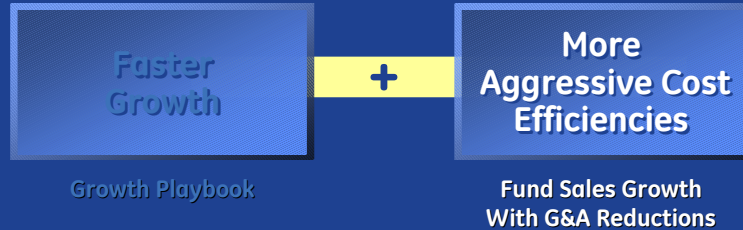
...Leveraging customer feedback for growth



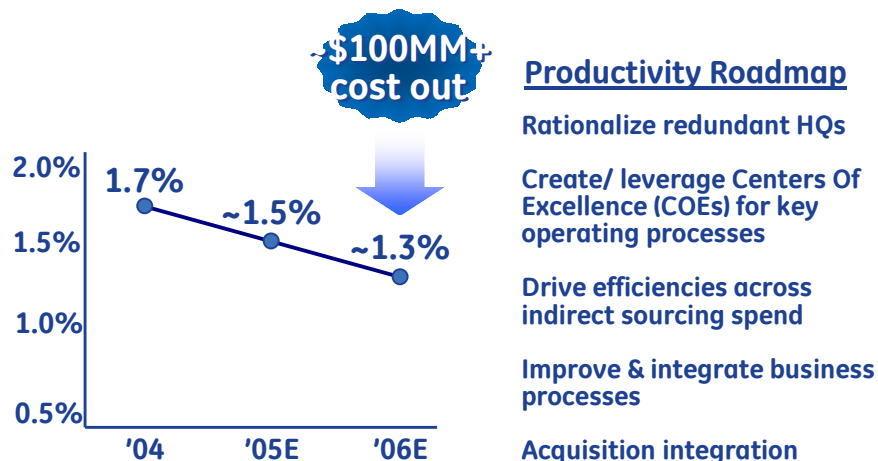
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One Integrated Business

=



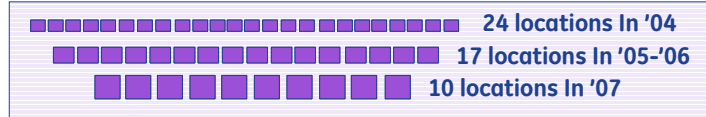
G&A As % Of Average Served Assets



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Booking & Funding COEs

Numerous locations...



Old Process

- Numerous errors
- Sales force spending time supporting process
- 30% accuracy... 15% Sales time

New Process

- Standardized processes, metrics & digital tools
- Sales time... 15% to 5%
- Booking accuracy 30% to 98%

Sales Reps spend more time with customers...
Less time behind desk...
Plus Cost Out



c3

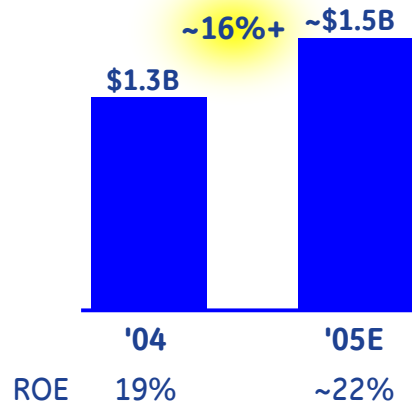
Summary

Big opportunities to grow faster – New customer verticals

Cost synergies

ROE enhancements

Net Income



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