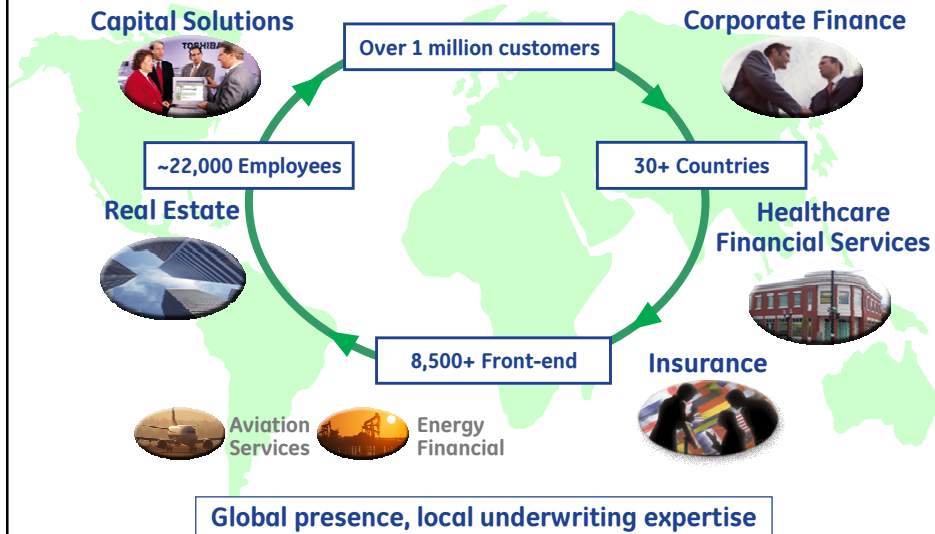


Global Commercial Finance provider



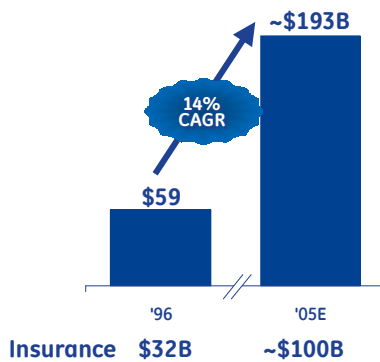
3

Strong net income and asset growth

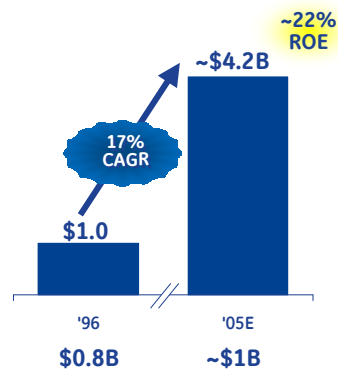
(\$ in billions)

Commercial Finance

Assets



Net Income



Consistent growth through good and bad economic times



4

Commercial Finance



Real Estate



Corporate Financial Services



Insurance



Energy Financial Services



Aviation Services



Capital Solutions



Healthcare Financial Services

Provider of global commercial real estate capital and services

Global provider of Innovative financial solutions across the entire supply chain

Financing for working capital & capital expansion

Provider of equipment, real estate and working capital financing to the global Healthcare Industry

Global provider of Insurance and Reinsurance solutions

Financing Global Energy, industrial and infrastructure development

1,300+ Commercial Aircraft – owned

Group of businesses with small share in big markets delivering through the cycles



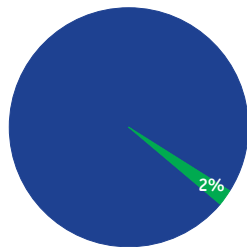
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5

Small in big markets

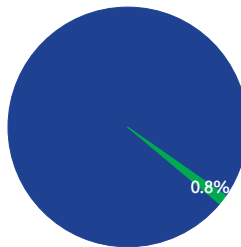
Served available markets

U.S.



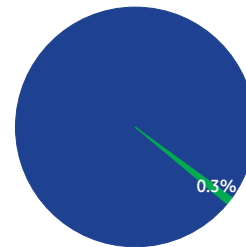
~\$6T

Europe



~\$5T

Asia*



~\$4T

*Developed Asia
Source FDIC, FRB, ECB, BDJ, PBOL, BOK, RBA

Despite scale, still very small share



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6



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What makes us different

AAA rated – ~22,000 world class resources

Origination	+	Risk Management	+	GE Value Proposition
<ul style="list-style-type: none"> • Largest direct origination team 8,500+ • Broad product portfolio • Targeted focus with deep industry knowledge • Unparalleled collateral knowledge and experience • Highly motivated and leveraged • Acquisitive – M&A / integration expertise 		<ul style="list-style-type: none"> • Very disciplined risk processes • Broad spread of Risk / Small hold positions • World-class Risk Management Organization around the globe • Key Risk leaders each with 15-25 years experience and have experienced 2 cycles • Collateralized by assets we know • “Smart Tools”/digitized processes to trigger increased surveillance • Tough Love 		<ul style="list-style-type: none"> • Six Sigma strategy aligned with business imperatives and customer requirements • Use GE intellectual capital to help our customers... share best practices • Simplifying businesses to serve our customers better • Access to “all GE” solutions

“Industrial” approach to Financial Services



7

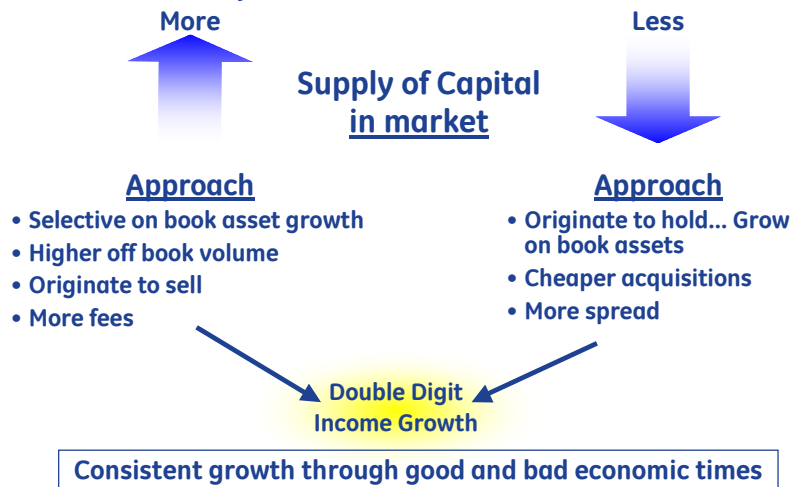
How we grow...

Commercial Excellence	“Net Promoter Score” Lean Six Sigma enabling growth
Imagination Breakthroughs	Driving organic growth Enterprise selling – Delivering one GE solution to the customer
Industry Specialization	Industry and channel focused solutions Healthcare - Offering the total GE solution
Geographic Expansion	Expand in Europe Create one Commercial Finance in Japan
Capital Markets	Originate to sell Leveraging our front end resources
Platform Expansion	Strategic acquisitions Grow what we buy



8

Business model delivers through economic cycles



9

Imagination Breakthroughs

- Enterprise selling
- Retention / Net promoter score



IB's delivering organic growth



Enterprise Selling

New Enterprise Client Manager brings the full breadth of CF's products and services making it easier for our customers

Retention

Proactive program to identify customer life-cycle leverage points to extend or replace maturing products

CFS: Large Cap

Delivering value to 4 distinct "customers": direct borrowers, sponsors, investors and lead banks

HFS: Hospital Growth

Utilize industry Domain Knowledge to develop New Product Initiatives to meet changing Hospital needs

CF: IT Financing

Grow CF share of IT finance through better Coordination & Best-Practice Sharing across Multiple CF Platforms

Growing Japan

Coordinate CF resources to accelerate growth

Dealer Solutions

Embed affiliate sales to pull products through CF's 'anchor relationships' adding depth and breadth



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Enterprise selling



~2,000 potential accounts identified

Products:

- Equipment Finance
- Inventory Finance
- Fleet
- Working capital
- Real Estate

Industry expertise

Dedicated Sales force

- North America
- Europe
- Japan
- Australia

Leveraging 8,500+ Front-end across commercial finance

Enterprise Selling

Increase share of wallet...
Currently 1.3 products / customer



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Enterprise selling



Pilot Results

- 325 accounts piloted
- Indirect relationships driving direct opportunities
- \$1.0B in new opportunities identified

Resources In Place

- Single point of contact
- Strong Product Set
- Deep Industry Experience
- Support Processes aligned
- Easier to do business

Enterprise Selling

Increase share of wallet beyond 1.3 products/customer... Deliver full GE solution to our customers



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"Net Promoter Score" metric to drive customer loyalty



Target...

- ✓ Focus on key segments
- ✓ Decision Makers
- ✓ Key Influencers

Listen...

- ✓ 6,000 Surveys to date
- ✓ Management Follow-up
- ✓ Address Non-Respondents

Understand...

- ✓ Drill down on Promoters and Detractors
- ✓ Consistent "Tree Structure" Analytics

Act...

- ✓ Leverage Promoters
- ✓ Respond to Detractors
- ✓ Use GE tools

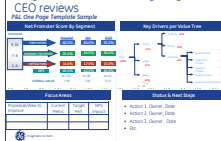
CTQ-based customer segmentation to improve targeting



NPS is driving real change



Progress monitored through regular CEO reviews



Lean Six Sigma enabling growth

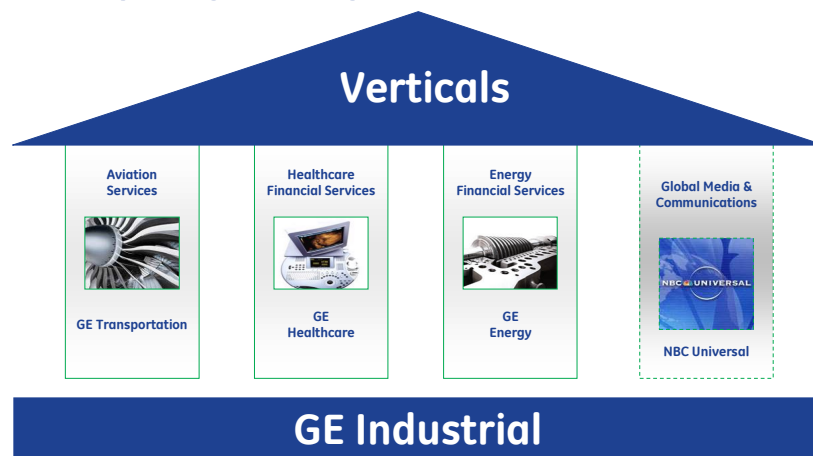


14

Industry Specialization



Driving organic growth... verticals

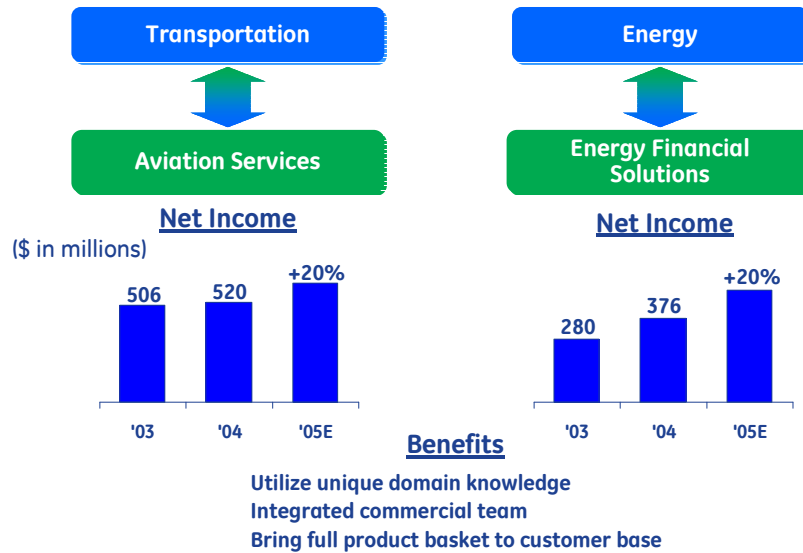


We know a lot about these industries



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Created successful vertical businesses



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GE Healthcare Financial Services

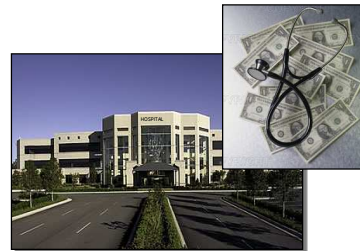
Right Industry... Right Model... Geared for Growth

Healthcare Industry



- Large, Dynamic Industry
- Favorable Demographics
- Capital Expenditures Growth
- Margin Pressure

Healthcare Financial Services



- Industry Domain Knowledge
- Offering the total GE solution
- Breadth of Products/Solutions
- Demonstrated Execution Capability



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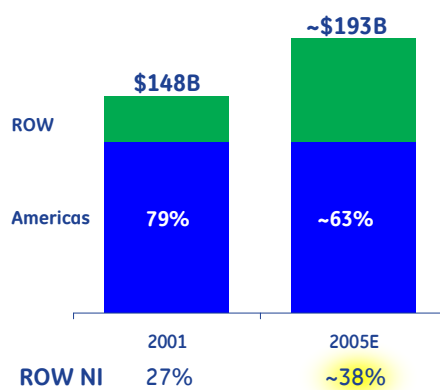
Expand our geographic presence



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Global expansion... small share

Geographic Asset Split



2005 Global Market Share



*Developed Asia
Source FDIC, FRB, ECB, BDJ, PBOL, BOK, RBA

Enormous Room for Continued Growth



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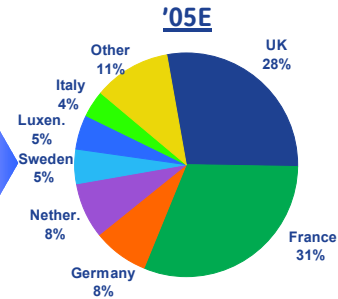
20



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Growing Europe presence

<u>Assets (\$B)</u>	<u>'01A</u>	<u>'05E</u>	<u>CAGR%</u>
Real Estate	\$3.6	~\$11	31%
Capital Solutions	11.5	~17	10%
Corp Finance & Other	4.0	~20	50%
Total	\$19.1	~\$48	26%
% CF Assets	13%	~25%	



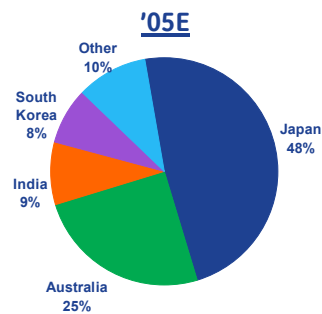
Still very small



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Growing Asia presence

<u>Assets (\$B)</u>	<u>'01A</u>	<u>'05E</u>	<u>CAGR%</u>
Real Estate	\$1.2	~\$4	35%
Capital Solutions	5.7	~11	18%
Corp Finance & Other	0.9	~1	8%
Total	\$7.8	~\$16	20%
% CF Assets	5%	~8%	



Lots of room for growth




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Grow % share in Europe and Asia to US level

Europe 0.8% share now

Asia 0.3% share now

- 
- ✓ Strong leadership
 - ✓ Focus on specific countries
 - ✓ Selective acquisitions

2% share ~\$60B
incremental assets

- 
- ✓ New leader appointed
 - ✓ Focus on specific countries... Japan
 - ✓ Selective acquisitions

2% share ~\$68B
incremental assets

\$10B assets increase = ~\$ 0.2B NI increase...
Huge growth opportunity



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**Risk Management:
deep industry and
customer knowledge**



Risk Management Key for Consistent Growth

Experienced risk professionals

Rigorous governance

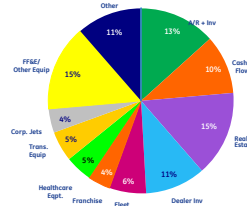
Well diversified portfolio

Small hold positions

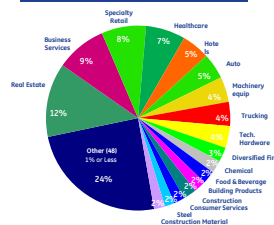
In-depth collateral expertise

Strong asset management

Collateral Diversification



Industry Diversification



Senior Secured Positions... Broad Spread of Risk



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Aviation Services update

Solid organization

- 40 years experience... managed through cycles
- 230 staff in 21 global locations
- Deep hardware knowledge, technically proficient
- Structured finance/cap markets skills
- Active Asset Managers – proactive portfolio management
- Delivering secondary volume with better risk/return profiles

Fleet composition vs. world

	<u>GECAS</u>	<u>World</u>	<u>Δ</u>
Regional Jet	26%	15%	+11%
Narrowbody	63%	61%	+2%
Widebody	11%	24%	-13%

<u>AGE</u>	<u>GECAS</u>	<u>World</u>	<u>Δ</u>
0 – 10 Years	69%	48%	+21%
10+ Years	31%	52%	-21%

Strong fleet management...

- Since September 11, 2001, placed 826 aircraft ...>75% with non-US clients
- 100% of 2003 - 2005 new orders placed
- Nearly 100% of 2006 new orders placed
- Strong improvement in worldwide demand for aircraft over past 12 months



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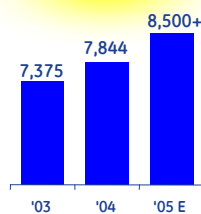
Commercial excellence



Front-end resources with deep industry & customer knowledge

Front-end resources

8% AAGR



Growth Initiatives

Enterprise Selling

Industry Specialization

Capital Markets

Geographic Expansion

Commercial Excellence

Lean Six Sigma

Total volume growth (\$ in billions)

~17% AAGR



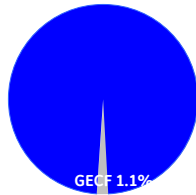
Strong origination driving growth



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Unique business positioned for continuous growth

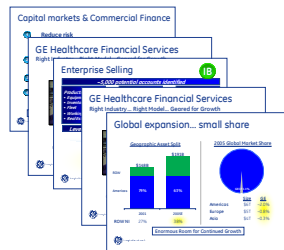
Small global market share



Bigger, smarter Front-End resources

+ 8,500+ Front End Resources +

Powerful growth initiatives



Model proven through the cycles



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Agenda

Finance & Risk

Jeff Bornstein Financial Performance/Productivity

Bill Strittmatter Risk Management

Growth Leaders

Michael Pralle GE Commercial Real Estate

Mike Gaudino Corporate Finance

Paul Bossidy GE Capital Solutions

Outlook



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