

GE Capital

Citi conference

Dan Henson
CEO, GE Capital Americas
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imagination at work



GE Capital

(\$ in billions)

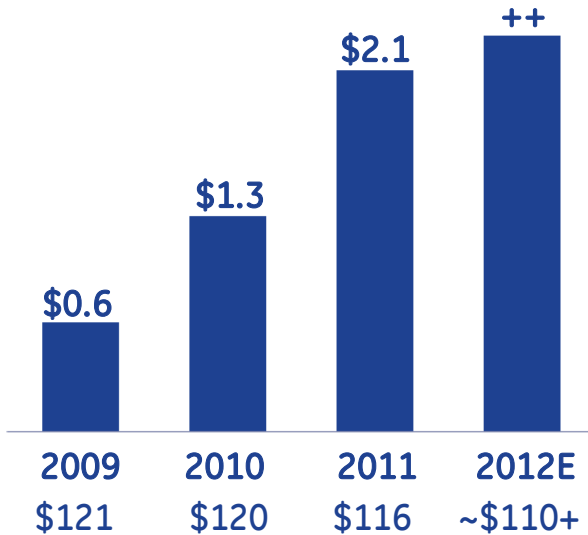
	<u>Business</u>	<u>2Q'12 assets</u>	<u>Domain + expertise</u>
	Commercial Loans & Leases (CLL)	\$185	<ul style="list-style-type: none">• Entered in the 60's• ~100% secured loans and leases• Support mid-market customers
	Real Estate - Debt - Equity	\$58	<ul style="list-style-type: none">• Entered in the 70's• Secured loans against diversified properties• Own/operate high quality properties
	Consumer - U.S. PLCC - Global	\$135	<ul style="list-style-type: none">• Entered in the 30's• Store cards and sales finance for retailers• Broad spread of risk
	Aviation Services	\$50	<ul style="list-style-type: none">• Entered in the 60's• GE expertise• Broad product set with life cycle management
	Energy Financial Services	\$20	<ul style="list-style-type: none">• Entered in the 80's• GE expertise• Infrastructure assets; secure cash flows

Businesses we know... decades of performance

GE Capital expertise... CLL Americas

(\$ in billions)

Net Income



World class offerings

A Leading provider of senior secured financing to middle market companies

- Leasing & lending against hard, foreclosable assets
- Organized by product & industry... 12 business platforms
- Over 900+ direct originators... knowledgeable & well armed
- Spread of risk through over 300K customers & dealers

Disciplined underwrite to hold approach

Specialty finance company with deep domain from origination & underwriting through asset management & work out

What we do



	Value proposition	2Q Assets	'12E Total volume	New book ROI	
Equipment	✓ Speed, touch-less, stickiness... enhanced best in class technology	\$37B	\$29B	2.1%	Best-in-class service... over 300K customers & dealers
Inventory Finance	✓ 55+ years of industry experience... best in class technology	\$10B	\$39B	3.0%	
Direct Lending	✓ Deep industry/collateral expertise... ABL, DIP, retail & restructuring	\$13B	\$11B	2.6%	
Franchise	✓ A leading franchise financier for 30+ years... restaurant industry expertise	\$9B	\$3B	2.4%	Mid-market (\$30-500MM) player
Sponsor	✓ A mid-market lead arranger for sponsored transactions	\$14B	\$16B	3.3%	
Healthcare	✓ A leader in space- GE Healthcare knowledge complements financing expertise	\$11B	\$7B	2.7%	

Americas... transformed the business into a specialty finance company

Winning formula

Strong originations

- Understand our customers & their industries
- Bring value from the depth & breadth of GE

More efficient

- Narrowed our strike zone... focus on where we win... TY volume will be ~\$100B
- Make more money on less activity

Investing in customer experience

- Touch-less... speed, stickiness & ease of use
- Customer business intelligence technology

Attractive returns

- Maintaining rigor on price as margins stabilize
- Strike zone pricing discipline

Losses down

- Best in class credit & risk management
- 2,500+ Risk professionals... ~450 asset management

Pipeline



Margin trends



Losses (\$B)



Specialty finance company with a winning formula