# **GE** Capital

# First quarter 2012 supplement

Results are unaudited. This document contains "forward-looking statements" - that is, statements related to future, not past, events. In this context, forward-looking statements of the address our expected future business and financial performance and financial condition, and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," or "will." Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, particular uncertainties that could cause our actual results to be materially different than those expressed in our forward-looking statements include: current economic and financial conditions, including volatility in interest and exchange rates, commodity and equity prices and the value of financial assets; potential market disruptions or other impacts arising in the United States or Europe from developments in the European sovereign debt situation; the impact of conditions in the financial and credit markets on the availability and cost of General Electric Capital Corporation's (GECC) funding and on our ability to reduce GECC's asset levels as planned; the impact of conditions in the housing market and unemployment rates on the level of commercial and consumer credit defaults; changes in Japanese consumer behavior that may affect our estimates of liability for excess interest refund claims (Grey Zone); our ability to maintain our current credit rating and the impact on our funding costs and competitive position if we do not do so; the level of demand and financial performance of the major industries we serve, including, without limitation, air transportation, real estate and healthcare; the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including acquisitions, joint ventures, and dispositions and our success in completing announced transactions and integrating acquired businesses; and numerous other matters of national, regional and global scale, including, leanned, lean

This document may also contain non-GAAP financial information. Management uses this information in its internal analysis of results and believes that this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons.

Prior period amounts have been recasted for discontinued operations.



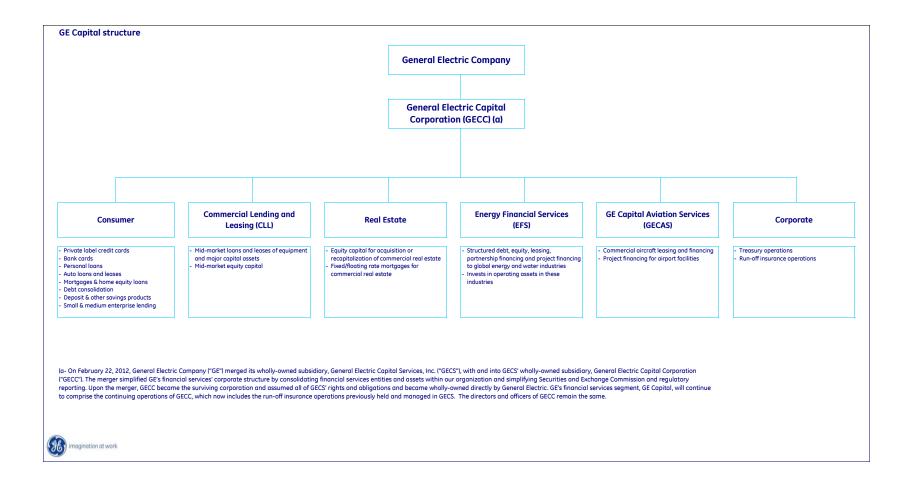
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# First quarter 2012 supplemental information

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# **Financial statements**



# GE Capital - Condensed statement of earnings (a)

|   |                  |                   | For three | months endin      | g  |                 |    |                   |
|---|------------------|-------------------|-----------|-------------------|----|-----------------|----|-------------------|
| (In millions)   | arch 31,<br>2012 | ember 31,<br>2011 | •         | ember 30,<br>2011 |    | une 30,<br>2011 | Ν  | 1arch 31,<br>2011 |
| Revenues  |                  |                   |           |                   |    |                 |    |                   |
| Revenues from services  | \$<br>11,412     | \$<br>11,545      | \$        | 11,983            | \$ | 12,398          | \$ | 12,994            |
| Sales of goods  | 30               | 32                |           | 32                |    | 42              |    | 42                |
| Total revenues  | <br>11,442       | <br>11,577        |           | 12,015            |    | 12,440          |    | 13,036            |
| Costs and expenses  |                  |                   |           |                   |    |                 |    |                   |
| Interest  | 3,196            | 3,128             |           | 3,556             |    | 3,598           |    | 3,584             |
| Operating and administrative  | 2,901            | 3,144             |           | 3,260             |    | 3,449           |    | 3,477             |
| Cost of goods sold  | 25               | 27                |           | 30                |    | 38              |    | 40                |
| Investment contracts, insurance losses and insurance annuity benefits | 771              | 745               |           | 755               |    | 790             |    | 769               |
| Provision for losses on financing receivables (see pages 19, 22-24)   | 863              | 1,058             |           | 961               |    | 792             |    | 1,140             |
| Depreciation and amortization   | 1,695            | 1,712             |           | 1,837             |    | 1,792           |    | 1,776             |
| Total costs and expenses  | <br>9,451        | <br>9,814         |           | 10,399            |    | 10,459          |    | 10,786            |
| Earnings from continuing operations before income taxes               | 1,991            | 1,763             |           | 1,616             |    | 1,981           |    | 2,250             |
| Benefit (provision) for income taxes                                  | <br>(187)        | <br>(65)          |           | (59)              |    | (346)           |    | (429)             |
| Earnings from continuing operations                                   | 1,804            | 1,698             |           | 1,557             |    | 1,635           |    | 1,821             |
| Earnings (loss) from discontinued operations, net of taxes            | <br>(217)        | <br>(240)         |           | (64)              |    | 195             |    | 35                |
| Net earnings (loss)   | 1,587            | 1,458             |           | 1,493             |    | 1,830           |    | 1,856             |
| Less: Net earnings (loss) attributable to noncontrolling interests    | 12               | 38                |           | 38                |    | 20              |    | 31                |
| Net earnings (loss) attributable to GE Capital                        | \$<br>1,575      | \$<br>1,420       | \$        | 1,455             | \$ | 1,810           | \$ | 1,825             |



# GE Capital - Condensed statement of comprehensive income (a)

|   |    |                  |                   | For three | months ending     | g  |                 |                 |
|---|----|------------------|-------------------|-----------|-------------------|----|-----------------|-----------------|
| (In millions)   | M  | arch 31,<br>2012 | ember 31,<br>2011 |           | ember 30,<br>2011 |    | ıne 30,<br>2011 | rch 31,<br>2011 |
| Net Earnings  | \$ | 1,587            | \$<br>1,458       | \$        | 1,493             | \$ | 1,830           | \$<br>1,856     |
| Less: Net earnings attributable to noncontrolling interests               |    | 12               | 38                |           | 38                |    | 20              | 31              |
| Net earnings attributable to GECC   |    | 1,575            | <br>1,420         |           | 1,455             |    | 1,810           | 1,825           |
| Other comprehensive income, net of tax                                    |    |                  |                   |           |                   |    |                 |                 |
| Investment securities   | \$ | 330              | \$<br>155         | \$        | 248               | \$ | 390             | \$<br>(188)     |
| Currency translation adjustments  |    | 116              | (690)             |           | (810)             |    | 984             | 1,557           |
| Cash flow hedges  |    | 72               | 476               |           | (49)              |    | (190)           | (72)            |
| Benefit plans   |    | (24)             | (210)             |           | 29                |    | -               | (1)             |
| Other comprehensive income, net of tax                                    |    | 494              | <br>(269)         |           | (582)             |    | 1,184           | <br>1,296       |
| Less: Other comprehensive income attributable to noncontrolling interests |    | (10)             | 1                 |           | 21                |    | (10)            | 2               |
| Other comprehensive income attributable to GECC                           | \$ | 504              | \$<br>(270)       | \$        | (603)             | \$ | 1,194           | \$<br>1,294     |
| Comprehensive income, net of tax  |    | 2,081            | 1,189             |           | 911               |    | 3,014           | 3,152           |
| Less: Other comprehensive income attributable to noncontrolling interests |    | 2                | 39                |           | 59                |    | 10              | 33              |
| Comprehensive income attributable to GECC                                 | \$ | 2,079            | \$<br>1,150       | \$        | 852               | \$ | 3,004           | \$<br>3,119     |

| GE Capital - Condensed statement of changes in shareowner's equity (a)      |    |          |     |           | For three | months endin | g  |         |    |          |
|---|----|----------|-----|-----------|-----------|--------------|----|---------|----|----------|
|   | M  | arch 31, | Dec | ember 31, | Sept      | ember 30,    | ſ  | une 30, | M  | arch 31, |
| (In millions)   |    | 2012     |     | 2011      |           | 2011         |    | 2011    |    | 2011     |
| Changes in GE Capital shareowner's equity<br>Balance at beginning of period | \$ | 77,110   | \$  | 75,959    | \$        | 75,108       | \$ | 72,104  | \$ | 68,984   |
| Dividends and other transactions with shareowner                            |    | 3        |     | 1         |           | (1)          |    | -       |    | 1        |
| Other comprehensive income (loss) - net                                     |    | 504      |     | (270)     |           | (603)        |    | 1,194   |    | 1,294    |
| Increase / (decrease) from net earnings attributable to the Company         |    | 1,575    |     | 1,420     |           | 1,455        |    | 1,810   |    | 1,825    |
| Balance at end of period  | \$ | 79,192   | \$  | 77,110    | \$        | 75,959       | \$ | 75,108  | \$ | 72,104   |



### GE Capital - Condensed statement of financial position (a)

| Assets         Const and equivalents         S         76,165         S         77,803         S         67,233           Investment securities (see poge 29)         42,814         47,359         44,42         45,331         44,827           Financing receivables - net (see poge 29)         42         51         44         52         66,331           Other receivables         10,000         28,333         28,847         293,204         300,331         300,731           Other receivables         10,000         51,520         51,419         52,326,423,524,307,24,977 and \$25,140         52,326,423,524,307,24,977 and \$25,140         52,326,423,524,307,24,977 and \$25,140         52,326,423,524,305,324,307,24,977 and \$25,140         72,326         27,726         28,173         27,739           Other intanglie assets - net         11,466         1,540         1,330         0399         1,357           Assets of basinesse held for sole         640         711         3,050         939,50         7,4300         939         1,357           Non-recourse borrowings for sole states         1,332         5,152,05         5,605,634         5,97,677         8,37,379         7,877           Non-recourse borrowings for onsolidated scuritization entities (see poge 34)         24,354         7,239         4,846   | (In millions)  | N  | 1arch 31,<br>2012                       | Dec | ember 31,<br>2011                       | Sep | tember 30,<br>2011 | June 30,<br>2011 | 1          | 4arch 31,<br>2011 |
|--|--|----|---|-----|---|-----|--------------------|------------------|------------|-------------------|
| Investmet securities (see page 29)         47,814         47,339         46,442         45,331         44,8739           Inventories         42         51         44         52         633           Financing receivables - net (see pages 10 - 17)         281,383         288,847         293,204         300,131         300,737           Other receivables         14,000         11,390         13,669         14,463         14,003           Property, plont & equipment, less accumulated amortization         673,286,453,561,554,307,542,977 and \$25,140         27,326         27,726         28,173         27,726           Other intanglie asets - net         14,66         1,510         1,812         1,882         76,512         79,536         74,590         72,444         39,397           Assets of biscontinued operations         1,332         1,669         2,055         7,039         1,0,741           Toti assets         5         132,028         \$         18,633         \$         120,666         \$         122,643         \$         10,603           Non-recourse borrowings foe consolidated securitization entities (see page 34)         4,115         4,115         4,1454         33,37           Non-recourse borrowings foe consolidated securitization entities (see page 34)         22,104   | Assets   |    |   |     |   |     |                    | <br>             |            |                   |
| Inventories         investories         investories <thinvestories< th=""> <thinvestories< th=""></thinvestories<></thinvestories<>                  | Cash and equivalents                                       | \$ | 76,165                                  | \$  | 76,702                                  | \$  | 83,278             | \$<br>77,983     | \$         | 67,253            |
| Financing raceivablesnet (see pages 10 - 17)         281,383         288,847         293,204         300,131         300,727           Property, plant & equipment, less accumulated amortization         14,000         13,300         13,689         14,663         14,009           Property, plant & equipment, less accumulated amortization         675,286, 453,65,524,307, 524,977 and \$25,140         27,326         27,2726         28,373         27,726           Other intranglite seasts - net         14,668         1,512         79,536         74,590         72,64         28,373         27,726         28,373         27,726         28,373         27,726         28,373         27,726         28,373         27,726         28,373         27,726         28,373         27,726         28,373         27,726         28,373         27,726         28,373         27,726         28,373         27,765         7,639         10,741           Total assets         1332         1,669         2,055         7,039         10,741         30,50         8         59,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,7673         8,375,76,  | Investment securities (see page 29)                        |    | 47,814                                  |     | 47,359                                  |     | 46,442             | 45,331           |            | 44,872            |
| Other reservables         11,000         13,300         13,899         12,263         10,009           of \$23,864, \$23,615, \$24,977, and \$25,140         \$51,520         \$27,726         \$27,276         \$23,281         \$53,326         \$53,326           Other introgible assets - net         1,469         1,566         1,710         1,851         1,882           Other introgible assets - net         1,469         7,5612         79,555         74,590         72,456           Sester of businesses held for sale         660         711         3,000         895         1,587           Assets of businesses held for sale         5         573,362         \$ 584,556         \$ 603,062         \$ 605,654         \$ 597,673           Labilities and equity   | Inventories  |    | 42                                      |     | 51                                      |     | 44                 | 52               |            | 63                |
| Property plant & equipment, less accumulated amortization         51,526,93,52,615,524,307,524,977 and \$25,140         51,520         51,419         52,326         72,336         72,590         72,426           Assets of biscontinue operations         1,332         1,669         2,055         7,039         10,741           Total assets         \$135,028         \$135,033         \$12,56,85         \$12,56,85         \$110,603           Short-term borrowings (see poge 3.4)         \$1,500         \$135,028         \$135,033         \$12,56,86         \$12,56,86         \$110,603           Non-recourse borrowings (see poge 3.4)         \$135,028         \$135,033         \$12,566         \$12,550         \$2,150         \$2,300         Bank deposits beeoge 3.4         \$10,603         \$2,552  | Financing receivables - net (see pages 10 - 17)            |    | 281,383                                 |     | 288,847                                 |     | 293,204            | 300,131          |            | 302,737           |
| of \$23,864, \$23,861, \$24,807, \$24,977 and \$25,140       \$1,520       \$1,419       \$2,228       \$5,526       \$4,300         Other intongible assets - net       1,468       1,546       1,710       1.811       1.882         Other intongible assets - net       1,468       1,546       1,710       1.811       1.882         Assets of businesses held for sole       640       711       3,050       895       1.587         Assets of businesses held for sole       5       73,362       \$ 603,062       \$ 603,062       \$ 605,634       \$ 57,737         Assets of discontinued operations       1,332       1,669       2,055       7,039       10,741         Total asset       \$ 573,362       \$ 132,028       \$ 136,333       \$ 126,866       \$ 123,643       \$ 110,603         Accounts payable       \$ 132,028       \$ 136,333       \$ 126,866       \$ 123,643       \$ 110,603         Accounts payable       \$ 132,028       \$ 136,333       \$ 126,866       \$ 278,929       29,002       29,075       29,300         Bonk deposits (see page 34)       29,444       29,298       29,002       29,075       29,300       29,303       10,353       10,930         Dayatematic contracts, insurance liabilitics and insurance annuity benefits       30,227   | Other receivables  |    | 14,000                                  |     | 13,390                                  |     | 13,689             | 14,263           |            | 14,009            |
| Goodwill         27,326         27,230         27,726         28,173         27,726           Other intorgible osste - net         1,468         1,546         1,710         1,818           Other intorgible osste - net         71,672         75,612         79,336         74,590         72,464           Assets of discontinued operations         1,332         1,669         2,055         70,39         10,741           Total assets         \$ 573,362         \$ 584,536         \$ 660,062         \$ 660,534         \$ 597,673           Liabilities and equity         \$         132,028         \$ 136,333         \$ 126,866         \$ 123,643         \$ 110,603           Son-term borrowings (see page 54)         \$ 132,028         \$ 136,333         \$ 126,866         \$ 123,643         \$ 10,603           Accounts puople         7,295         7,795         7,870         8,3397           Non-recourse borrowings (see page 54)         225,195         223,491         259,404         268,6962         227,792           Non-recourse borrowings (see page 54)         222,195         234,391         259,404         268,962         27,792         4,440         2,759         4,440         2,759         4,440         2,759         4,440         2,759         2,266   | Property, plant & equipment, less accumulated amortization |    |   |     |   |     |                    |                  |            |                   |
| Other introglube assets - net:         1.468         1.546         1.710         1.811         1.820           Other assets         71.672         75.512         79.536         74.590         72.464           Assets of businesses held for sole         640         711         3.050         895         1.587           Assets of discontinued operations         1.332         1.669         2.055         7.039         10.741           Total assets <b>S</b> <573.362  | of \$23,864, \$23,615, \$24,307, \$24,977 and \$25,140     |    | 51,520                                  |     | 51,419                                  |     | 52,328             | 55,326           |            | 54,306            |
| Other ases         71,672         75,612         79,536         74,590         72,490           Assets of buissess held for sole   | Goodwill   |    | 27,326                                  |     | 27,230                                  |     | 27,726             | 28,173           |            | 27,759            |
| Assets of businesses held for sole         GAU         T11         3.050         995         1.587           Assets of discontinued operations         1.332         1.669         2.055         7.039         10.741           Total assets         \$ 573.362         \$ 584,536         \$ 603,062         \$ 605,634         \$ 597,673           Liabilities and equity         \$         132,028         \$ 132,028         \$ 132,033         \$ 126,666         \$ 123,643         \$ 110,603           Accounts poyoble         \$ 132,028         \$ 132,028         \$ 132,028         \$ 20,222         29,075         29,300           Bonk deposits (see page 34)         225,544         29,228         29,022         29,075         29,300           Long term borrowings (see page 34)         223,195         234,391         229,404         268,662         278,792           Long term borrowings (see page 34)         223,195         234,391         229,404         268,962         278,792           Long term borrowings (see page 34)         224,543         1,354         1,353         1313,033         1132,028         1132,028         1132,028         29,024         29,026         29,030           Long term borrowings (see page 34)         229,143         1,033         0,1315         143,15 </td <td>Other intangible assets - net</td> <td></td> <td>1,468</td> <td></td> <td>1,546</td> <td></td> <td>1,710</td> <td>1,851</td> <td></td> <td>1,882</td> | Other intangible assets - net                              |    | 1,468                                   |     | 1,546                                   |     | 1,710              | 1,851            |            | 1,882             |
| Assets of discontinued operations         1,332         1,669         2,055         7,039         10,741           Total assets         \$ 573,362         \$ 584,536         \$ 603,062         \$ 605,634         \$ 597,673           Liabilities and equity         \$         132,028         \$ 132,028         \$ 122,683         \$ 122,684         \$ 123,643         \$ 110,603           Short-term borrowings (see page 34)         \$ 132,028         \$ 132,028         \$ 23,044         223,584         230,022         200,755         233,00           Non-recourse borrowings (see page 34)         \$ 132,028         \$ 132,028         \$ 23,044         229,585         234,315         41,515         41,548         39,397           Long-term borrowings (see page 34)         \$ 22,9195         224,391         259,040         268,962         278,793         4,864           Long-term borrowings (see page 34)         \$ 22,9195         224,391         259,040         26,962         278,793         4,864           Liabilities         \$ 30,027         30,188         30,405         29,854         30,353         1813         527         550           Liabilities         \$ 433,403         \$ 506,736         \$ 525,896         \$ 529,325         \$ 524,391         22,466         22,135         3   | Other assets   |    | 71,672                                  |     | 75,612                                  |     | 79,536             | 74,590           |            | 72,464            |
| Total assets         \$ 573,362         \$ 584,536         \$ 603,062         \$ 605,634         \$ 597,673           Liabilities and equity   | Assets of businesses held for sale                         |    | 640                                     |     | 711                                     |     | 3,050              | 895              |            | 1,587             |
| Liabilities and equity         S         132,028         \$         136,333         \$         126,866         \$         123,643         \$         110,603           Accounts poyable         8,150         7,239         7,995         7,870         8,372           Non-recurse borrowings of consolidated securitization entities (see page 34)         41,106         43,115         41,515         41,548         39,397           Long-term borrowings (see page 34)         229,544         229,528         229,022         29,075         229,300           Long-term borrowings (see page 34)         41,106         43,115         41,515         41,548         39,397           Long-term borrowings (see page 34)         229,195         234,391         259,404         268,962         278,792           Investment contracts, insurance ibilities and insurance annuity benefits         30,227         30,199         30,405         29,854         30,363           Ubilities of businesses held for sole         305         3445         1,813         527         550           Liabilities of discontinued operations         1,226         1,471         1,552         1,957         2,246           Cortial liabilities of discontinued operations         1,226         1,471         1,552         1,957         2,24   | Assets of discontinued operations                          |    | 1,332                                   |     | 1,669                                   |     | 2,055              | 7,039            |            | 10,741            |
| Short-erm borrowings (see page 34)       \$ 132,028       \$ 136,333       \$ 126,866       \$ 123,643       \$ 110,003         Accounts payable       8,150       7,239       7,979       7,870       8,372         Non-recourse borrowings of consolidated securitization entities (see page 34)       29,544       29,258       29,022       29,075       29,303         Long-term borrowings (see page 34)       229,195       224,391       2259,404       268,662       278,792         Investment contracts, insurance liabilities and insurance annuity benefits       30,227       30,198       30,405       29,854       30,363         Other liabilities       14,354       17,334       22,886       23,130       19,904         Deferred income taxes       7,268       7,052       4,440       2,759       4,864         Liabilities of businesses held for sale       305       345       1,813       527       550         Liabilities of discontinued operations       1,226       1,471       1,552       1,957       2,246         Capital stock       - <t< td=""><td>Total assets</td><td>\$</td><td>573,362</td><td>\$</td><td>584,536</td><td>\$</td><td>603,062</td><td>\$<br/>605,634</td><td>\$</td><td>597,673</td></t<>  | Total assets   | \$ | 573,362                                 | \$  | 584,536                                 | \$  | 603,062            | \$<br>605,634    | \$         | 597,673           |
| Short-term borrowings (see page 34)       \$ 132,028       \$ 136,333       \$ 126,866       \$ 123,643       \$ 110,003         Accounts payable       8,150       7,239       7,979       7,870       8,372         Non-recourse borrowings of consolidated securitization entities (see page 34)       29,544       29,258       29,022       29,075       29,303         Dank deposits (see page 34)       229,195       224,391       259,404       268,662       278,792         Investment contracts, insurance liabilities and insurance annuity benefits       30,227       30,198       30,405       29,854       30,363         Other liabilities       14,354       17,334       22,886       23,130       19,904         Deferred income taxes       7,268       7,052       4,440       2,759       4,864         Liabilities of businesses held for sole       305       345       1,813       527       550         Liabilities of discontinued operations       1,226       1,471       1,552       1,957       2,246         Capital stock       - <td>Liabilities and equity</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   | Liabilities and equity                                     |    |   |     |   |     |                    |                  |            |                   |
| Accounts payable         8,150         7,239         7,995         7,870         8,372           Non-recourse borrowings of consolidated securitization entities (see page 34)         29,554         29,258         29,022         29,075         29,300           Bonk deposits (see page 34)         41,106         43,115         41,515         41,548         39,397           Long-term borrowings (see page 34)         229,195         223,431         259,404         268,962         278,792           Investment contracts, insurance liabilities and insurance annuity benefits         30,227         30,198         30,405         298,854         30,365           Other liabilities         14,354         17,334         22,866         23,130         19,904           Deferred income taxes         7,268         7,052         4,440         2,759         4,864           Liabilities of discontinued operations         1,226         1,471         1,552         1,957         2,246           Total liabilities         493,403         506,736         525,898         529,325         524,391           Capital stock         -         -         -         -         -         -         -           Corpital stock         -         -         -         -         -<   |  | \$ | 132.028                                 | \$  | 136.333                                 | \$  | 126.866            | \$<br>123.643    | \$         | 110.603           |
| Non-recourse borrowings of consolidated securitization entities (see page 34)         29,544         29,258         29,022         29,075         29,300           Bank deposits (see page 34)         41,106         43,115         41,515         41,548         39,397           Long-term borrowings (see page 34)         229,195         234,391         259,404         268,962         278,792           Investment contracts, insurance liabilities and insurance annuity benefits         30,227         30,198         30,405         29,854         30,303           Other liabilities         14,354         17,334         22,886         23,130         19,904           Liabilities of businesses held for sole         305         345         1,813         527         550           Liabilities         493,403         506,736         525,898         529,325         524,391           Capital stock         -         -         -         -         -         -           Accumulated other comprehensive income - net         19,029         1(1,029)         1(1,011)         1(,588)         (436)         (827)           Currency translation adjustments         (274)         (399)         303         1,135         142           Currency translation adjustments         (10,029)   |  |    |   |     |   |     |                    |                  |            |                   |
| Bank deposits (see page 34)         41,106         43,115         41,515         41,548         39,397           Long-term borrowings (see page 34)         229,195         234,391         259,404         268,962         278,792           Investment contracts, insurance idobilities and insurance annuity benefits         30,227         30,188         30,405         228,86         23,130         19,904           Deferred income taxes         7,268         7,052         4,440         2,759         4,864           Liabilities of businesses held for sale         305         345         1,813         527         550           Liabilities         493,403         506,736         525,898         529,325         524,391           Capital stack         -         -         -         -         -         -           Accumulated other comprehensive income - net         -  |  |    |   |     |   |     |                    |                  |            |                   |
| Long-term borrowings (see page 34)         229,195         234,391         259,404         268,962         278,792           Investment contracts, insurance liabilities and insurance annuity benefits         30,227         30,198         30,405         29,854         30,363           Other liabilities         14,354         17,334         22,886         23,130         19,904           Deferred income taxes         7,268         7,052         4,440         2,759         4,864           Liabilities of businesses held for sale         305         345         1,813         527         550           Liabilities of discontinued operations         1,226         1,471         1,552         1,957         2,246           Capital stock         -   |  |    |   |     |   |     | 41,515             | 41.548           |            |                   |
| Investment contracts, insurance liabilities and insurance annuity benefits         30,227         30,198         30,405         29,854         30,363           Other liabilities         14,354         17,334         22,886         22,130         19,904           Deferred income taxes         7,268         7,052         4,440         2,759         4,864           Liabilities of businesses held for sale         305         345         1,813         527         550           Liabilities of discontinued operations         1,226         1,471         1,552         1,957         2,246           Total liabilities         493,403         506,736         525,898         529,325         524,391           Capital stock         -         -         -         -         -         -           Investment securities         298         (33)         (188)         (436)         (1827)           Capital stock         -  |  |    |   |     |   |     |                    |                  |            |                   |
| Other liabilities         14,354         17,334         22,886         23,130         19,904           Deferred income taxes         7,268         7,052         4,440         2,759         4,864           Liabilities of discontinued operations         1,226         1,471         1,552         1,957         2,246           Total liabilities         493,403         506,736         525,898         529,325         524,391           Capital stock         - </td <td></td>   |  |    |   |     |   |     |                    |                  |            |                   |
| Deferred income taxes         7,268         7,052         4,440         2,759         4,864           Liabilities of businesses held for sale         305         345         1,813         527         550           Liabilities of discontinued operations         1,226         1,471         1,552         1,957         2,246           Total liabilities         493,403         506,736         525,898         529,325         524,391           Capital stock         -   |  |    |   |     |   |     |                    |                  |            |                   |
| Liabilities of businesses held for sale       305       345       1,813       527       550         Liabilities of discontinued operations       1,226       1,471       1,552       1,957       2,246         Total liabilities       493,403       506,736       525,898       529,325       524,391         Capital stock       -       -       -       -       -         Accumulated other comprehensive income - net       -       -       -       -         Investment securities       298       (33)       (188)       (436)       (827)         Currency translation adjustments       (274)       (399)       303       1,135       142         Cash flow hedges       (1,029)       (1,101)       (1,588)       (1,541)       (1,351)         Benefit plans       (587)       (563)       (353)       (381)       (381)         Additional paid-in-capital       27,631       27,628       27,6   |  |    |   |     |   |     |                    |                  |            |                   |
| Liabilities of discontinued operations       1,226       1,471       1,552       1,957       2,246         Total liabilities       493,403       506,736       525,898       529,325       524,391         Capital stock       -       -       -       -       -       -         Accumulated other comprehensive income - net       298       (33)       (188)       (436)       (827)         Currency translation adjustments       (274)       (399)       303       1,135       142         Cash flow hedges       (1,029)       (1,101)       (1,588)       (1,541)       (1,351)         Benefit plans       (5677)       (563)       (333)       (381)       (381)         Additional paid-in-capital       27,631       27,628  |  |    |   |     |   |     |                    |                  |            |                   |
| Capital stock         -         <  | Liabilities of discontinued operations                     |    | 1,226                                   |     | 1,471                                   |     |                    | 1,957            |            |                   |
| Accumulated other comprehensive income - net       298       (33)       (188)       (436)       (827)         Currency translation adjustments       (274)       (399)       303       1,135       142         Cash flow hedges       (1,029)       (1,101)       (1,588)       (1,541)       (1,351)         Benefit plans       (587)       (6563)       (353)       (381)       (381)         Additional paid-in-capital       27,631       27,628       27,627       27,628       27,628         Retained earnings       53,153       51,578       50,158       48,703       46,893         Total GE Capital shareowner's equity       79,192       77,110       75,959       75,108       72,104         Noncontrolling interests       767       690       1,205       1,201       1,178         Total equity       79,959       77,800       77,164       76,309       73,282   | Total liabilities  | _  | 493,403                                 |     | 506,736                                 |     | 525,898            | <br>529,325      | . <u> </u> | 524,391           |
| Accumulated other comprehensive income - net       298       (33)       (188)       (436)       (827)         Currency translation adjustments       (274)       (399)       303       1,135       142         Cash flow hedges       (1,029)       (1,101)       (1,588)       (1,541)       (1,351)         Benefit plans       (587)       (563)       (353)       (381)       (381)         Additional paid-in-capital       27,631       27,628       27,627       27,628       27,628         Retained earnings       53,153       51,578       50,158       48,703       46,893         Total GE Capital shareowner's equity       79,192       77,110       75,959       75,108       72,104         Noncontrolling interests       767       690       1,205       1,201       1,178         Total equity       79,959       77,800       77,164       76,309       73,282  | Capital stock  |    | _                                       |     | _                                       |     | -                  | _                |            | -                 |
| Investment securities       298       (33)       (188)       (436)       (827)         Currency translation adjustments       (274)       (399)       303       1,135       142         Cash flow hedges       (1,029)       (1,101)       (1,588)       (1,541)       (1,351)         Benefit plans       (587)       (563)       (353)       (381)       (381)         Additional paid-in-capital       27,631       27,628       27,627       27,628       27,628         Retained earnings       53,153       51,578       50,158       48,703       46,893         Total GE Capital shareowner's equity       79,192       77,110       75,959       75,108       72,104         Noncontrolling interests       767       690       1,205       1,201       1,178         Total equity       79,959       77,800       77,164       76,309       73,282   | Accumulated other comprehensive income - net               |    |   |     |   |     |                    |                  |            |                   |
| Cash flow hedges       (1,029)       (1,101)       (1,588)       (1,541)       (1,351)         Benefit plans       (587)       (563)       (353)       (381)       (381)         Additional paid-in-capital       27,631       27,628       27,627       27,628       27,628         Retained earnings       53,153       51,578       50,158       48,703       46,893         Total GE Capital shareowner's equity       79,192       77,110       75,959       75,108       72,104         Noncontrolling interests       767       690       1,205       1,201       1,178         Total equity       79,959       77,800       77,164       76,309       73,282   |  |    | 298                                     |     | (33)                                    |     | (188)              | (436)            |            | (827)             |
| Cash flow hedges       (1,029)       (1,101)       (1,588)       (1,541)       (1,351)         Benefit plans       (587)       (563)       (353)       (381)       (381)         Additional paid-in-copital       27,631       27,628       27,627       27,628       27,628         Retained earnings       53,153       51,578       50,158       48,703       46,893         Total GE Capital shareowner's equity       79,192       77,110       75,959       75,108       72,104         Noncontrolling interests       767       690       1,205       1,201       1,178         Total equity       79,959       77,800       77,164       76,309       73,282   | Currency translation adjustments                           |    | (274)                                   |     | (399)                                   |     | 303                | 1,135            |            | 142               |
| Benefit plans         (587)         (563)         (353)         (381)         (381)           Additional paid-in-capital         27,631         27,628         27,627         27,628         27,628           Retained earnings         53,153         51,578         50,158         48,703         46,893           Total GE Capital shareowner's equity         79,192         77,110         75,959         75,108         72,104           Noncontrolling interests         767         690         1,205         1,201         1,178           Total equity         79,959         77,800         77,164         76,309         73,282  |  |    | (1.029)                                 |     | (1.101)                                 |     | (1.588)            | (1.541)          |            | (1.351)           |
| Additional paid-in-capital       27,631       27,628       27,627       27,628       27,628         Retained earnings       53,153       51,578       50,158       48,703       46,893         Total GE Capital shareowner's equity       79,192       77,110       75,959       75,108       72,104         Noncontrolling interests       767       690       1,205       1,201       1,178         Total equity       79,959       77,800       77,164       76,309       73,282  | •  |    | 1 A A A A A A A A A A A A A A A A A A A |     | 1 A A A A A A A A A A A A A A A A A A A |     |                    |                  |            |                   |
| Retained earnings         53,153         51,578         50,158         48,703         46,893           Total GE Capital shareowner's equity         79,192         77,110         75,959         75,108         72,104           Noncontrolling interests         767         690         1,205         1,201         1,178           Total equity         79,959         77,800         77,164         76,309         73,282  |  |    |   |     |   |     |                    |                  |            |                   |
| Noncontrolling interests         767         690         1,205         1,201         1,178           Total equity         79,959         77,800         77,164         76,309         73,282   |  |    |   |     |   |     |                    |                  |            |                   |
| Total equity 79,959 77,800 77,164 76,309 73,282  | Total GE Capital shareowner's equity                       |    | 79,192                                  |     | 77,110                                  |     | 75,959             | <br>75,108       |            | 72,104            |
|  | Noncontrolling interests                                   |    | 767                                     |     | 690                                     |     | 1,205              | 1,201            |            | 1,178             |
| Total liabilities and equity \$ 573,362 \$ 584,536 \$ 603,062 \$ 605,634 \$ 597,673  | Total equity   |    | 79,959                                  |     | 77,800                                  |     | 77,164             | <br>76,309       |            | 73,282            |
|  | Total liabilities and equity                               | \$ | 573,362                                 | \$  | 584,536                                 | \$  | 603,062            | \$<br>605,634    | \$         | 597,673           |

# GE Capital continuing operations (a)

|   |    |                   |    |                   | For three | months ending     | J                |         |    |                  |
|---|----|-------------------|----|-------------------|-----------|-------------------|------------------|---------|----|------------------|
| (In millions)   | M  | March 31,<br>2012 |    | ember 31,<br>2011 | -         | ember 30,<br>2011 | June 30,<br>2011 |         | M  | arch 31,<br>2011 |
| Revenues  | \$ | 11,442            | \$ | 11,577            | \$        | 12,015            | \$               | 12,440  | \$ | 13,036           |
| Less: Interest expense  |    | (3,196)           |    | (3,128)           |           | (3,556)           |                  | (3,598) |    | (3,584)          |
| Net revenues  |    | 8,246             |    | 8,449             |           | 8,459             |                  | 8,842   |    | 9,452            |
| Costs and expenses  |    |                   |    |                   |           |                   |                  |         |    |                  |
| Selling, general and administrative                                 |    | 2,739             |    | 2,876             |           | 2,811             |                  | 2,802   |    | 2,731            |
| Depreciation and amortization                                       |    | 1,695             |    | 1,712             |           | 1,837             |                  | 1,792   |    | 1,776            |
| Operating and other expenses  |    | 958               |    | 1,040             |           | 1,234             |                  | 1,475   |    | 1,555            |
| Total costs and expenses  |    | 5,392             |    | 5,628             |           | 5,882             |                  | 6,069   |    | 6,062            |
| Earnings before income taxes and provision for losses               |    | 2,854             |    | 2,821             |           | 2,577             |                  | 2,773   |    | 3,390            |
| Less: Provision for losses on financing receivables                 |    | (863)             |    | (1,058)           |           | (961)             |                  | (792)   |    | (1,140)          |
| Earnings before income taxes  |    | 1,991             |    | 1,763             |           | 1,616             |                  | 1,981   |    | 2,250            |
| Benefit (provision) for income taxes                                |    | (187)             |    | (65)              |           | (59)              |                  | (346)   |    | (429)            |
| Earnings from continuing operations before noncontrolling interests | \$ | 1,804             | \$ | 1,698             | \$        | 1,557             | \$               | 1,635   | \$ | 1,821            |
| Less: Net earnings (loss) attributable to noncontrolling interests  |    | 12                |    | 38                |           | 38                |                  | 20      |    | 31               |
| GE Capital segment profit   | \$ | 1,792             | \$ | 1,660             | \$        | 1,519             | \$               | 1,615   | \$ | 1,790            |

|   |    |          |      |           | For three | months ending | 3  |         |    |          |
|---|----|----------|------|-----------|-----------|---------------|----|---------|----|----------|
|   | M  | arch 31, | Dece | ember 31, | Sept      | ember 30,     | J  | une 30, | M  | arch 31, |
| (In millions)                               |    | 2012     |      | 2011      |           | 2011          |    | 2011    |    | 2011     |
| Segment profit                              |    |          |      |           |           |               |    |         |    |          |
| CLL   | \$ | 685      | \$   | 777       | \$        | 688           | \$ | 701     | \$ | 554      |
| Consumer                                    |    | 829      |      | 617       |           | 803           |    | 1,042   |    | 1,241    |
| Real Estate                                 |    | 56       |      | (153)     |           | (82)          |    | (335)   |    | (358)    |
| EFS   |    | 71       |      | 110       |           | 79            |    | 139     |    | 112      |
| GECAS                                       |    | 318      |      | 315       |           | 208           |    | 321     |    | 306      |
|   | \$ | 1,959    | \$   | 1,666     | \$        | 1,696         | \$ | 1,868   | \$ | 1,855    |
| GE Capital corporate items and eliminations |    | (167)    |      | (6)       |           | (177)         |    | (253)   |    | (65)     |
| GE Capital segment profit                   | \$ | 1,792    | \$   | 1,660     | \$        | 1,519         | \$ | 1,615   | \$ | 1,790    |



# GE Capital asset quality



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### GE Capital - Assets by region (a)

|                             |       |              |       |                |    |            |    | At          |     |             |    |            |    |             |
|-----------------------------|-------|--------------|-------|----------------|----|------------|----|-------------|-----|-------------|----|------------|----|-------------|
|                             |       |              |       | March 31,      |    |            | De | cember 31,  | Sep | otember 30, |    | June 30,   | N  | 1arch 31,   |
|                             |       |              |       | 2012           |    |            |    | 2011        |     | 2011        |    | 2011       |    | 2011        |
|                             | F     | inancing     | Prope | rty, plant and |    |            |    |             |     |             |    |            |    |             |
| (In millions)               | recei | vables (net) | equi  | ipment (net)   | To | tal assets | T  | otal assets | To  | otal assets | To | tal assets | To | otal assets |
| U.S. (b)                    | \$    | 138,235      | \$    | 10,808         | \$ | 327,085    | \$ | 331,967     | \$  | 337,868     | \$ | 326,441    | \$ | 318,284     |
| Europe (c)                  |       |              |       |                |    |            |    |             |     |             |    |            |    |             |
| Western (including U.K.)    |       | 72,242       |       | 4,645          |    | 96,735     |    | 98,651      |     | 103,999     |    | 109,310    |    | 108,302     |
| Eastern                     |       | 17,142       |       | 219            |    | 25,136     |    | 24,509      |     | 26,666      |    | 29,561     |    | 28,067      |
| Pacific Basin               |       | 24,134       |       | 2,628          |    | 45,733     |    | 46,749      |     | 47,997      |    | 48,023     |    | 46,516      |
| Americas (excluding U.S.)   |       | 17,792       |       | 1,361          |    | 26,981     |    | 30,400      |     | 31,814      |    | 32,141     |    | 32,751      |
| Other (d)                   |       | 11,838       |       | 31,859         |    | 50,360     |    | 50,591      |     | 52,663      |    | 53,119     |    | 53,012      |
| Total                       | \$    | 281,383      | \$    | 51,520         | \$ | 572,030    | \$ | 582,867     | \$  | 601,007     | \$ | 598,595    | \$ | 586,932     |
| Total at December 31, 2011  | \$    | 288,847      | \$    | 51,419         | \$ | 582,867    |    |             |     |             |    |            |    |             |
| Total at September 30, 2011 | \$    | 293,204      | \$    | 52,328         | \$ | 601,007    |    |             |     |             |    |            |    |             |
| Total at June 30, 2011      | \$    | 300,131      | \$    | 55,326         | \$ | 598,595    |    |             |     |             |    |            |    |             |

586,932

(a) Excludes assets of discontinued operations.

(b) Total assets include our global Treasury operations, including both U.S. and non U.S. cash and equivalents.

\$

302,737

\$

(c) Total assets include non-financing assets (cash, goodwill, and property, plant and equipment) of approximately \$11,300 million at March 31, 2012.

(d) Includes total assets of \$48,720 million at GECAS, approximately \$11,500 million of which relates to European airlines and other investments at March 31, 2012.

54,306

\$

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Total at March 31, 2011

# GE Capital - Assets in selected emerging markets

#### (In millions)

|                                       |          |           |             |          |          |           | A   | \t        |      |           |      |           |     |           |
|---------------------------------------|----------|-----------|-------------|----------|----------|-----------|-----|-----------|------|-----------|------|-----------|-----|-----------|
|                                       |          |           | March       | n 31,    |          |           |     | ember 31, | Sept | ember 30, | Ju   | ine 30,   | Mo  | arch 31,  |
|                                       |          |           | 201         |          |          |           |     | 2011      |      | 2011      | ;    | 2011      |     | 2011      |
|                                       | Finar    |           | Property, J |          |          |           |     |           |      |           |      |           |     |           |
| Selected emerging markets (a)         | receivab | les (net) | equipme     | nt (net) | Tot      | al assets | Tot | al assets | Tote | al assets | Tote | al assets | Tot | al assets |
| Eastern Europe                        |          |           |             |          |          |           |     |           |      |           |      |           |     |           |
| Poland                                | \$       | 8,214     | \$          | 112      | \$       | 11,367    | \$  | 10,942    | \$   | 12,376    | \$   | 13,689    | \$  | 13,202    |
| Czech Republic                        |          | 5,131     |             | 52       |          | 7,546     |     | 7,195     |      | 7,305     |      | 7,844     |     | 7,553     |
| Hungary                               |          | 2,822     |             | 38       |          | 4,016     |     | 4,043     |      | 4,497     |      | 4,817     |     | 4,576     |
| Total Eastern Europe                  |          | 16,167    |             | 202      |          | 22,929    |     | 22,180    |      | 24,178    |      | 26,350    |     | 25,331    |
| Pacific Basin and Other               |          |           |             |          |          |           |     |           |      |           |      |           |     |           |
|                                       |          | 1 1 4 4   |             | 17       |          | 1 501     |     | 1.405     |      | 1 602     |      | 1 000     |     | 1 700     |
| India                                 |          | 1,144     |             | 13       |          | 1,501     |     | 1,495     |      | 1,682     |      | 1,808     |     | 1,789     |
| Thailand                              |          | 93        |             | -        | -        | 1,699     |     | 1,619     |      | 1,636     |      | 1,618     |     | 1,636     |
| Total Pacific Basin and Other         |          | 1,237     |             | 13       |          | 3,200     |     | 3,114     |      | 3,318     |      | 3,426     |     | 3,425     |
| Americas                              |          |           |             |          |          |           |     |           |      |           |      |           |     |           |
| Mexico                                |          | 5,145     |             | 759      |          | 7,732     |     | 8,215     |      | 8,253     |      | 8,344     |     | 8,406     |
| Total Americas                        |          | 5,145     |             | 759      |          | 7,732     |     | 8,215     | -    | 8,253     | -    | 8,344     |     | 8,406     |
|                                       |          |           |             |          |          |           |     |           | -    |           |      |           |     |           |
| Total                                 | \$       | 22,549    | \$          | 974      | \$       | 33,861    | \$  | 33,509    | \$   | 35,749    | \$   | 38,120    | \$  | 37,162    |
|                                       |          |           |             |          |          |           |     |           |      |           |      |           |     |           |
| Total at December 31, 2011            | \$       | 22,209    | \$          | 999      | \$       | 33,509    |     |           |      |           |      |           |     |           |
| Total at Contambou 70, 2011           | \$       | 24.100    | *           | 002      | *        | 75 740    |     |           |      |           |      |           |     |           |
| Total at September 30, 2011           | \$       | 24,196    | \$          | 992      | \$       | 35,749    |     |           |      |           |      |           |     |           |
| Total at June 30, 2011                | \$       | 25,684    | \$          | 1,070    | \$       | 38,120    |     |           |      |           |      |           |     |           |
| · · · · · · · · · · · · · · · · · · · | <u> </u> |           | <u>.</u>    | ,        | <u>.</u> |           |     |           |      |           |      |           |     |           |
| Total at March 31, 2011               | \$       | 24,934    | \$          | 1,061    | \$       | 37,162    |     |           |      |           |      |           |     |           |
|                                       |          |           |             |          |          |           | -   |           |      |           |      |           |     |           |

(a) We have disclosed here selected emerging markets where our total assets at March 31, 2012 exceed \$1 billion. Assets of discontinued operations are excluded.



#### GE Capital - CLL portfolio overview (a) (b)

#### (In millions, unless otherwise noted)

| Balances |      |         |     |           | Financin | g receivables ( | c) |          |    |          |
|----------|------|---------|-----|-----------|----------|-----------------|----|----------|----|----------|
|          | Marc | h 31,   | Dec | ember 31, | Sept     | tember 30,      |    | June 30, | м  | arch 31, |
|          | 20   | 12      |     | 2011      |          | 2011            |    | 2011     |    | 2011     |
| CLL      |      |         |     |           |          |                 |    |          |    |          |
| Americas | \$   | 79,645  | \$  | 80,505    | \$       | 81,072          | \$ | 81,518   | \$ | 84,825   |
| Europe   |      | 35,613  |     | 36,899    |          | 37,130          |    | 37,897   |    | 37,093   |
| Asia     |      | 11,048  |     | 11,635    |          | 11,914          |    | 11,759   |    | 11,545   |
| Other    |      | 382     |     | 436       |          | 469             |    | 585      |    | 619      |
| Total    | \$   | 126,688 | \$  | 129,475   | \$       | 130,585         | \$ | 131,759  | \$ | 134,082  |

|          |               |                   | Nonearnin | g receivables     | (d) |                 |                  |
|----------|---------------|-------------------|-----------|-------------------|-----|-----------------|------------------|
|          | ch 31,<br>012 | ember 31,<br>2011 |           | ember 30,<br>2011 |     | une 30,<br>2011 | ırch 31,<br>2011 |
| CLL      |               |                   |           |                   |     |                 |                  |
| Americas | \$<br>1,664   | \$<br>1,862       | \$        | 1,967             | \$  | 2,060           | \$<br>2,397      |
| Europe   | 1,354         | 1,167             |           | 1,086             |     | 1,156           | 1,209            |
| Asia     | 245           | 269               |           | 230               |     | 266             | 346              |
| Other    | 9             | 11                |           | 16                |     | 6               | 6                |
| Total    | \$<br>3,272   | \$<br>3,309       | \$        | 3,299             | \$  | 3,488           | \$<br>3,958      |

|      |       |                 |  | Allowanc  | e for losses (e   | )   |   |  |  |
|------|-------|-----------------|--|---|---|---|---|--|--|
| Marc | h 31, | Decer           | mber 31,                               | Septe   | mber 30,  | Ju  | ine 30,   | M  | arch 31,   |
| 20   | 12    | 2               | 2011                                   | ;   | 2011  | i   | 2011  |  | 2011   |
|      |       |                 |  |   |   |   |   |  |  |
| \$   | 802   | \$              | 889                                    | \$  | 995   | \$  | 1,124   | \$   | 1,254  |
|      | 458   |                 | 400                                    |   | 403   |   | 433   |  | 443  |
|      | 112   |                 | 157                                    |   | 150   |   | 180   |  | 228  |
|      | 2     |                 | 4                                      |   | 5   |   | 6   |  | 6  |
| \$   | 1,374 | \$              | 1,450                                  | \$  | 1,553   | \$  | 1,743   | \$   | 1,931  |
|      |       | 458<br>112<br>2 | 2012 2<br>\$ 802 \$<br>458<br>112<br>2 | 2012         2011           \$         802         \$         889           458         400         112         157           2         4         4         4 | March 31,<br>2012         December 31,<br>2011         Septer<br>2           \$         802         \$         889         \$           458         400         112         157         2         4 | March 31,<br>2012         December 31,<br>2011         September 30,<br>2011           \$         802         \$         889         \$         995           458         400         403         112         157         150           2         4         5         5         5         5 | March 31,<br>2012         December 31,<br>2011         September 30,<br>2011         Ju           \$         802         \$         889         \$         995         \$           458         400         403         112         157         150         2         4         5 | March 31,<br>2012         December 31,<br>2011         September 30,<br>2011         June 30,<br>2011           \$         802         \$         889         \$         995         \$         1,124           \$         802         \$         889         \$         995         \$         1,124           \$         458         400         403         433         112         157         150         180           2         4         5         6         6         6         6 | 2012         2011         2011         2011           \$         802         \$         889         \$         995         \$         1,124         \$           458         400         403         433         112         157         150         180           2         4         5         6         6         6         6 |

|          | <br>Write-offs (net) - for three months ending |    |                  |    |                  |    |               |    |                 |  |  |
|----------|--|----|------------------|----|------------------|----|---------------|----|-----------------|--|--|
|          | ch 31,<br>012                                  |    | mber 31,<br>2011 |    | mber 30,<br>2011 |    | ne 30,<br>011 |    | rch 31,<br>2011 |  |  |
| CLL      |  |    |                  |    |                  |    |               |    |                 |  |  |
| Americas | \$<br>133                                      | \$ | 120              | \$ | 153              | \$ | 139           | \$ | 172             |  |  |
| Europe   | 26   |    | 50               |    | 70               |    | 64            |    | 35              |  |  |
| Asia     | 51   |    | 14               |    | 40               |    | 71            |    | 58              |  |  |
| Other    | 2  |    | 2                |    | -                |    | -             |    | -               |  |  |
| Total    | \$<br>212                                      | \$ | 186              | \$ | 263              | \$ | 274           | \$ | 265             |  |  |

(a) During the third quarter of 2011, we transferred our Railcar lending and leasing portfolio from CLL Other to CLL Americas. Prior-period amounts were reclassified to conform to the current-period presentation.

(b) Local currency exposure includes amounts payable to the Corporation by borrowers with a country of residence other than the one in which the credit is booked.

(c) Financing receivables include impaired loans of \$5,791 million at March 31, 2012.

(d) Nonearning receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under ASC 310, Receivables, these loans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning receivables exclude loa which are paying on a cash accounting basis, but classified as impaired. Recently restructured financing receivables are not considered delinquent when payments are brought current according to restructured terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are reasonably assured of collection.

(e) Losses on financing receivables are recognized when they are incurred, which requires us to make our best estimate of probable losses inherent in the portfolio. Such estimate requires consideration of historical loss experience, adjusted for current conditions, and judgments about the probable effects of relevant observable data, including present economic conditions such as delinquency rates, financial health of specific customers and market sectors, collateral values fincluding housing price indices as applicable), and the present and expected future levels of interest rates. Our risk management process includes standards and policies for reviewing major risk exposures and concentrations, and evaluates relevant data tither for individual loans or financing leases, on a portfolio basis, as appropriate. Effective January 1, 2009, loans acquiried in a business acquisition are recorded at fair value, which incorporates our estimate at the acquisition date of the credit losses over the remaining life of the portfolio. As a result, the allowance for loan losses is not carried over acquisition. This may result in lower reserve over equare ratios prospectively.



#### GE Capital - CLL portfolio overview (a)

| Ratios       |                   | Nonearning receivab    | les as a percent of fina   | ncing receivables (b)  |                   |
|--------------|-------------------|------------------------|----------------------------|------------------------|-------------------|
|              | March 31,<br>2012 | December 31,<br>2011   | September 30,<br>2011      | June 30,<br>2011       | March 31,<br>2011 |
| сц           |                   |                        |                            |                        |                   |
| Americas     | 2.1 %             | 2.3 %                  | 2.4 %                      | 2.5 %                  | 2.8 %             |
| Europe       | 3.8               | 3.2                    | 2.9                        | 3.1                    | 3.3               |
| Asia         | 2.2               | 2.3                    | 1.9                        | 2.3                    | 3.0               |
| Other        | 2.4               | 2.5                    | 3.4                        | 1.0                    | 1.0               |
| Fotal        | 2.6               | 2.6                    | 2.5                        | 2.6                    | 3.0               |
|              |                   | Allowance for losses   | as a percent of nonear     | ning receivables (c)   |                   |
|              | March 31,         | December 31,           | September 30,              | June 30,               | March 31,         |
|              | 2012              | 2011                   | 2011                       | 2011                   | 2011              |
| CLL          |                   |                        |                            |                        |                   |
| Americas     | 48.2              | 47.7                   | 50.6                       | 54.6                   | 52.3 9            |
| Europe       | 33.8              | 34.3                   | 37.1                       | 37.5                   | 36.6              |
| Asia         | 45.7              | 58.4                   | 65.2                       | 67.7                   | 65.9              |
| Other        | 22.2              | 36.4                   | 31.3                       | 100.0                  | 100.0             |
| rotal        | 42.0              | 43.8                   | 47.1                       | 50.0                   | 48.8              |
|              |                   | Allowance for losses a | is a percent of total find | ancina receivables (c) |                   |
|              | March 31,         | December 31,           | September 30,              | June 30,               | March 31,         |
|              | 2012              | 2011                   | 2011                       | 2011                   | 2011              |
| CLL          |                   |                        |                            |                        |                   |
| Americas     | 1.0 %             | 1.1 %                  | 1.2 %                      | 1.4 %                  | 1.5 %             |
| Europe       | 1.3               | 1.1                    | 1.1                        | 1.1                    | 1.2               |
| Asia         | 1.0               | 1.3                    | 1.3                        | 1.5                    | 2.0               |
| Other        | 0.5               | 0.9                    | 1.1                        | 1.0                    | 1.0               |
| Fotal        | 1.1               | 1.1                    | 1.2                        | 1.3                    | 1.4               |
|              |                   | Write-offs as a        | a percent of financing re  | eceivables (d)         |                   |
|              | March 31,         | December 31,           | September 30,              | June 30,               | March 31,         |
|              | 2012              | 2011                   | 2011                       | 2011                   | 2011              |
|              | 0.7. %            | 0.5.%                  | 0.0.%                      | 07.00                  |                   |
| Americas     | 0.7 %             | 0.6 %                  | 0.8 %                      | 0.7 %                  | 0.8 %             |
| Europe       | 0.3               | 0.5                    | 0.7                        | 0.7                    | 0.4               |
| Asia         | 1.8               | 0.5                    | 1.4                        | 2.4                    | 2.0               |
| Other        | 2.0               | 1.8                    | <u> </u>                   |                        | -                 |
| <b>Fotal</b> | 0.7               | 0.6                    | 0.8                        | 0.8                    | 0.8               |
|              |                   |                        | CLL                        |                        |                   |
|              | March 31,         | December 31,           | September 30,              | June 30,               | March 31,         |
|              | 2012              | 2011                   | 2011                       | 2011                   | 2011              |
| Delinquency  | 2.05 %            | 1.99 %                 | 1.99 %                     | 1.94 %                 | 2.03 %            |

#### Delinguency

(a) During the third quarter of 2011, we transferred our Railcar lending and leasing portfolio from CLL Other to CLL Americas. Prior-period amounts were reclassified to conform to the current-period presentation.

(b) Nonearning receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under ASC 310, Receivables, these loans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning receivables exclude loans which are paying on a cash accounting basis, but classified as impaired. Recently restructured financing receivables are not considered delinquent when payments are brought current according to restructured terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are reasonably assured of collection.

(c) Losses on financing receivables are recognized when they are incurred, which requires us to make our best estimate of probable losses inherent in the portfolio. Such estimate requires consideration of historical loss experience, adjusted for current conditions, and judgmen probable effects of relevant observable data, including present economic conditions such as delinquency rates, financial health of specific customers and market sectors, collateral values (including housing price indices as applicable), and the present and expected future lev of interest rates. Our risk management process includes standards and policies for reviewing major risk exposures and concentrations, and evaluates relevant data either for individual loans or financing leases, on a portfolio basis, as appropriate. Effective January 1, 2009, loans acquired in a business acquisition are recorded at fair value, which incorporates our estimate at the acquisition date of the credit losses over the remaining life of the portfolio. As a result, the allowance for loan losses is not carried over at acquisition. This may result in lower reserve coverage ratios prospectively.

(d) Write-offs percent is calculated as the ratio of annualized write-offs for the guarter divided by average of financing receivables at the beginning and end of the period.



#### (In millions, unless otherwise noted)

| Balances | Financing receivables (a) |                      |                       |                  |                   |  |  |  |  |
|----------|---------------------------|----------------------|-----------------------|------------------|-------------------|--|--|--|--|
|          | March 31,<br>2012         | December 31,<br>2011 | September 30,<br>2011 | June 30,<br>2011 | March 31,<br>2011 |  |  |  |  |
| EFS      | 5,287                     | 5,912                | 5,977                 | 6,143            | 6,662             |  |  |  |  |
| GECAS    | 11,721                    | 11,901               | 11,841                | 11,952           | 12,104            |  |  |  |  |
| Other    | 681                       | 1,282                | 1,388                 | 1,517            | 1,640             |  |  |  |  |

|       | <br>Nonearning receivables (b) |    |                 |    |                 |    |               |    |                 |  |
|-------|--------------------------------|----|-----------------|----|-----------------|----|---------------|----|-----------------|--|
|       | ch 31,<br>)12                  |    | nber 31,<br>011 |    | mber 30,<br>011 |    | ne 30,<br>011 |    | rch 31,<br>2011 |  |
| EFS   | \$<br>29                       | \$ | 22              | \$ | 135             | \$ | 136           | \$ | 162             |  |
| GECAS | 17                             |    | 55              |    | 62              |    | 64            |    | 16              |  |
| Other | 42                             |    | 65              |    | 71              |    | 87            |    | 99              |  |

|       |                   | Allowance for losses (c) |                       |                  |                   |  |  |  |  |  |
|-------|-------------------|--------------------------|-----------------------|------------------|-------------------|--|--|--|--|--|
|       | March 31,<br>2012 | December 31,<br>2011     | September 30,<br>2011 | June 30,<br>2011 | March 31,<br>2011 |  |  |  |  |  |
| EFS   | 25                | 26                       | 36                    | 35               | 36                |  |  |  |  |  |
| GECAS | 14                | 17                       | 14                    | 15               | 12                |  |  |  |  |  |
| Other | 20                | 37                       | 43                    | 54               | 55                |  |  |  |  |  |

|       |                   | Write-offs (net) - for three months ending |                       |                  |                   |  |  |  |  |  |
|-------|-------------------|--|-----------------------|------------------|-------------------|--|--|--|--|--|
|       | March 31,<br>2012 | December 31,<br>2011                       | September 30,<br>2011 | June 30,<br>2011 | March 31,<br>2011 |  |  |  |  |  |
| EFS   |                   | (1)  | (1)                   | (7)              | 4                 |  |  |  |  |  |
| GECAS | -                 | 1  | (1)                   | 3                | -                 |  |  |  |  |  |
| Other | -                 | 16   | 12                    | 8                | 8                 |  |  |  |  |  |

(a) Financing receivables include \$21 million, \$14 million, and \$87 million of impaired loans at EFS, GECAS, and Other, respectively, at March 31, 2012.

(b) Nonearning receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under FASB ASC 310, Receivable these loans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning receivables exclude loan are paying on a cash accounting basis, but classified as impaired. Recently restructured financing receivables are not considered delinquent when payments are brought current according to restructure terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are reasonably assured of collection.

(c) Losses on financing receivables are recognized when they are incurred, which requires us to make our best estimate of probable losses inherent in the portfolio. Such estimate requires consideration of historical loss experience, adjusted for current conditions, and judgn about the probable effects of relevant observable data, including present economic conditions such as delinquency rates, financial health of specific customers and market sectors, collateral values (including housing price indices as applicable), and the present and expect future levels of interest rates. Our risk management process includes standards and policies for reviewing major risk exposures and concentrations, and evaluates relevant data either for individual loans or financing leases, on a portfolio basis, as appropriate. Effective January 1, 2009, loans acquired in a business acquisition are recorded at fair value, which incorporates our estimate at the acquisition date of the credit losses over the remaining life of the portfolio. As a result, the allowance for loan losses is not carried over at acquisition This may result in lower reserve coverage ratios prospectively.



| <u>Ratios</u> |                   | Nonearning receivables as a percent of financing receivables (a) |                       |                  |                   |  |  |  |  |  |  |
|---------------|-------------------|--|-----------------------|------------------|-------------------|--|--|--|--|--|--|
|               | March 31,<br>2012 | December 31,<br>2011   | September 30,<br>2011 | June 30,<br>2011 | March 31,<br>2011 |  |  |  |  |  |  |
| EFS           | 0.5 %             | 0.4 %  | 2.3 %                 | 2.2 %            | 2.4 %             |  |  |  |  |  |  |
| GECAS         | 0.1               | 0.5  | 0.5                   | 0.5              | 0.1               |  |  |  |  |  |  |
| Other         | 6.2               | 5.1  | 5.1                   | 5.7              | 6.0               |  |  |  |  |  |  |

|       |                   | Allowance for losses as a percent of nonearning receivables (b) |                       |                  |                   |  |  |  |  |  |  |
|-------|-------------------|---|-----------------------|------------------|-------------------|--|--|--|--|--|--|
| EFS   | March 31,<br>2012 | December 31,<br>2011  | September 30,<br>2011 | June 30,<br>2011 | March 31,<br>2011 |  |  |  |  |  |  |
|       | 86.2 %            | 118.2 %   | 26.7 %                | 25.7 %           | 22.2 %            |  |  |  |  |  |  |
| GECAS | 82.4              | 30.9  | 22.6                  | 23.4             | 75.0              |  |  |  |  |  |  |
| Other | 47.6              | 56.9  | 60.6                  | 62.1             | 55.6              |  |  |  |  |  |  |

|       |           | Allowance for losses as a percent of total financing receivables (b) |       |          |           |  |  |  |  |  |  |
|-------|-----------|--|-------|----------|-----------|--|--|--|--|--|--|
|       | March 31, | March 31, December 31, S   |       | June 30, | March 31, |  |  |  |  |  |  |
|       | 2012      | 2011   | 2011  | 2011     | 2011      |  |  |  |  |  |  |
| EFS   | 0.5 %     | 0.4 %  | 0.6 % | 0.6 %    | 0.5 %     |  |  |  |  |  |  |
| GECAS | 0.1       | 0.1  | 0.1   | 0.1      | 0.1       |  |  |  |  |  |  |
| Other | 2.9       | 2.9  | 3.1   | 3.6      | 3.4       |  |  |  |  |  |  |

|       |                   | Write-offs (net) as a percent of financing receivables (c) |                       |                  |                   |  |  |  |  |  |  |
|-------|-------------------|--|-----------------------|------------------|-------------------|--|--|--|--|--|--|
|       | March 31,<br>2012 | December 31,<br>2011                                       | September 30,<br>2011 | June 30,<br>2011 | March 31,<br>2011 |  |  |  |  |  |  |
| EFS   | - %               | (0.1) %  | (0.1) %               | (0.4) %          | 0.2 %             |  |  |  |  |  |  |
| GECAS | -                 | -  | -                     | 0.1              | -                 |  |  |  |  |  |  |
| Other | -                 | 4.8  | 3.3                   | 2.0              | 1.9               |  |  |  |  |  |  |

(a) Nonearning receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under FASB ASC 310, Receivables, these loans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning receivables exclude loans which are paying currently under a cash accounting basis, but classified as impaired. Recently restructured financing receivables are not considered delinquent when payments are brought current according to restructured terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are reasonably assured of collection.

(b) Losses on financina receivables are recoanized when they are incurred, which requires us to make our best estimate of probable losses inherent in the portfolio. Such estimate requires consideration of historical loss experience, adjusted for current conditions, and judgments about the probable effects of relevant observable data, including present economic conditions such as delinguency rates, financial health of specific customers and market sectors, collateral values (including housing price indices as applicable), and the present and expected future levels of interest rates. Our risk management process includes standards and policies for reviewing major risk exposures and concentrations, and evaluates relevant data either for individual loans or financing leases, on a portfolio basis, as appropriate. Effective January 1, 2009, loans acquired in a business acquisition are recorded at fair value, which incorporates our estimate at the acquisition date of the credit losses over the remaining life of the portfolio. As a result, the allowance for loan losses is not carried over at acquisition. This may result in lower reserve coverage ratios prospectively.

(c) Write-offs percent is calculated as the ratio of annualized write-offs for the quarter divided by average of financing receivables at the beginning and end of the period.



#### (In millions, unless otherwise noted)

| <u>Balances</u>     |    |                   |      |                      | Financing     | receivables (a   | )         |           |           |          |
|---------------------|----|-------------------|------|----------------------|---------------|------------------|-----------|-----------|-----------|----------|
|                     | Ma | March 31,<br>2012 |      | December 31,<br>2011 |               | ember 30,        | J         | une 30,   | M         | arch 31, |
|                     | 2  |                   |      |                      |               | 2011             | 2011      |           | 2011      |          |
| Real Estate         |    |                   |      |                      |               |                  |           |           |           |          |
| Debt (b)            | \$ | 23,518            | \$   | 24,501               | \$            | 25,748           | \$        | 27,750    | \$        | 29,474   |
| Business Properties |    | 8,013             |      | 8,248                |               | 8,630            |           | 9,057     |           | 9,548    |
| Total               | \$ | 31,531            | \$   | 32,749               | \$            | 34,378           | \$        | 36,807    | \$        | 39,022   |
|                     |    |                   |      | N                    | lonearning    | g receivables (  | c)        |           |           |          |
|                     | Ma | March 31,         |      | December 31,         |               | September 30,    |           | une 30,   | March 31, |          |
|                     | 2  | 012               |      | 2011                 |               | 2011             |           | 2011      |           | 2011     |
| Real Estate         |    |                   |      |                      |               |                  |           |           |           |          |
| Debt                | \$ | 522               | \$   | 541                  | \$            | 714              | \$        | 680       | \$        | 769      |
| Business Properties |    | 239               |      | 249                  |               | 314              |           | 323       |           | 368      |
| otal                | \$ | 761               | \$   | 790                  | \$            | 1,028            | \$        | 1,003     | \$        | 1,137    |
|                     |    |                   |      |                      | Allowanc      | e for losses (d) |           |           |           |          |
|                     | Ma | rch 31,           | Dece | ember 31,            |               | ember 30,        |           | une 30,   | M         | arch 31, |
|                     | 2  | 012               |      | 2011                 |               | 2011             |           | 2011      |           | 2011     |
| Real Estate         |    |                   |      |                      |               |                  |           |           |           |          |
| Debt                | \$ | 812               | \$   | 949                  | \$            | 978              | \$        | 1,092     | \$        | 1,118    |
| Business Properties |    | 117               |      | 140                  |               | 163              |           | 184       |           | 181      |
| Total               | \$ | 929               | \$   | 1,089                | \$            | 1,141            | \$        | 1,276     | \$        | 1,299    |
|                     |    |                   |      | Write-of             | fs (net) - fo | or three month   | ns ending |           |           |          |
|                     | Ma | rch 31,           | Dece | ember 31,            |               | ember 30,        |           | une 30,   | M         | arch 31, |
|                     | 2  | 012               |      | 2011                 |               | 2011             |           | 2011      |           | 2011     |
| Real Estate         |    |                   |      |                      |               |                  |           |           |           |          |
| Debt                | \$ | 153               | \$   | 105                  | \$            | 151              | \$        | 91        | \$        | 240      |
|                     |    |                   |      |                      |               |                  |           |           |           |          |
| Business Properties |    | 33<br>186         | \$   | 35<br>140            | \$            | 36<br>187        | \$        | 27<br>118 | \$        | 40       |

(a) Financing receivables include \$8,239 million of impaired loans at Real Estate at March 31, 2012.

(b) Financing receivables include \$61 million of construction loans at March 31, 2012.

(c) Nonearning receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under FASB ASC 310, Receivables, these loans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning receivables exclude loans which are paying on a cash accounting basis, but classified as impaired. Recently restructured financing receivables are not considered delinquent when payments are brought current according to restructured terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are reasonably assured of collection.

(d) Losses on financing receivables are recognized when they are incurred, which requires us to make our best estimate of probable losses inherent in the portfolio. Such estimate requires consideration of historical loss experience, adjusted for current conditions, and judgments about the probable effects of relevant observable data, including present economic conditions such as delinquency rates, financial health of specific customers and market sectors, collateral values (including housing price indices as applicable), and the present and expected future levels of interest rates. Our risk management process includes standards and policies for reviewing major risk exposures and concentrations, and evaluates relevant data either for individual loans or financing leases, on a portfolio basis, as appropriate. Effective January 1, 2009, loans acquired in a business acquisition are recorded at fair value, which incorporates our estimate at the acquisition date of the credit losses over the remaining life of the portfolio. As a result, the allowance for loan losses is not carried over at acquisition. This may result in lower reserve coverage ratios prospectively.



| Ratios              |           |                                      | les as a percent of financi                | ng receivables (a)             |           |  |
|---------------------|-----------|--------------------------------------|--|--------------------------------|-----------|--|
|                     | March 31, | December 31,                         | September 30,                              | June 30,                       | March 31, |  |
|                     | 2012      | 2011                                 | 2011                                       | 2011                           | 2011      |  |
| Real Estate         |           |                                      |  |                                |           |  |
| Debt                | 2.2 %     | 2.2 %                                | 2.8 %                                      | 2.5 %                          | 2.6 %     |  |
| Business Properties | 3.0       | 3.0                                  | 3.6  | 3.6                            | 3.9       |  |
| Total               | 2.4       | 2.4                                  | 3.0  | 2.7                            | 2.9       |  |
|                     |           |                                      | -  |                                |           |  |
|                     | March 31, | Allowance for losses<br>December 31, | as a percent of nonearnin<br>September 30, | ng receivables (b)<br>June 30, | March 31, |  |
|                     | 2012      | 2011                                 | 2011                                       | 2011                           | 2011      |  |
| Real Estate         |           |                                      |  |                                |           |  |
| Debt                | 155.6 %   | 175.4 %                              | 137.0 %                                    | 160.6 %                        | 145.4 %   |  |
| Business Properties | 49.0      | 56.2                                 | 51.9                                       | 57.0                           | 49.2      |  |
| Total               | 122.1     | 137.8                                | 111.0                                      | 127.2                          | 114.2     |  |
| Total               | 122.1     | 157.0                                |  | 127.2                          | 114.2     |  |
|                     |           | Allowance for losses of              | is a percent of total financ               | ing receivables (b)            |           |  |
|                     | March 31, | December 31,                         | September 30,                              | June 30,                       | March 31, |  |
|                     | 2012      | 2011                                 | 2011                                       | 2011                           | 2011      |  |
| Real Estate         |           |                                      |  |                                |           |  |
| Debt                | 3.5 %     | 3.9 %                                | 3.8 %                                      | 3.9 %                          | 3.8 %     |  |
| Business Properties | 1.5       | 1.7                                  | 1.9  | 2.0                            | 1.9       |  |
| Total               | 2.9       | 3.3                                  | 3.3  | 3.5                            | 3.3       |  |
|                     |           | Write offe as                        | a percent of financing rec                 | aiughlas (s)                   |           |  |
|                     | March 31, | December 31.                         | September 30,                              | June 30,                       | March 31, |  |
|                     | 2012      | 2011                                 | 2011                                       | 2011                           | 2011      |  |
|                     | 2012      | 2011                                 | 2011                                       | 2011                           | 2011      |  |
| Real Estate         |           |                                      |  |                                |           |  |
| Debt                | 2.5 %     | 1.7 %                                | 2.3 %                                      | 1.3 %                          | 3.2 %     |  |
| Business Properties | 1.6       | 1.7                                  | 1.6  | 1.2                            | 1.6       |  |
| Total               | 2.3       | 1.7                                  | 2.1  | 1.2                            | 2.8       |  |
|                     |           |                                      | Real Estate                                |                                |           |  |
|                     | March 31, | December 31,                         | September 30,                              | June 30,                       | March 31, |  |
|                     | 2012      | 2011                                 | 2011                                       | 2011                           | 2011      |  |
| Delinguency         | 3.08 %    | 2.76 %                               | 4.18 %                                     | 4.12 %                         | 4.08 %    |  |

(a) Nonearning receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under FASB ASC 310, Receivables, these loans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning receivables exclude loans which are paying on a cash accounting basis, but classified as impaired. Recently restructured financing receivables are not considered delinquent when payments are brought current according to restructured terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are reasonably assured of collection.

(b) Losses on financing receivables are recognized when they are incurred, which requires us to make our best estimate of probable losses inherent in the portfolio. Such estimate requires consideration of historical loss experience, adjusted for current conditions, and judgments about the probable effects of relevant observable data, including present economic conditions such as delinquency rates, financial health of specific customers and market sectors, collateral values (including housing price indices as applicable), and the present and expected future levels of interest rates. Our risk management process includes standards and policies for reviewing major risk exposures and concentrations, and evaluates relevant data either for individual loans or financing leases, on a portfolio basis, as appropriate. Effective January 1, 2009, loans acquired in a business acquisition are recorded at fair value, which incorporates our estimate at the acquisition dete of the credit losses over the remaining life of the portfolio. As a result, the allowance for loan losses is not carried over at acquisition. This may result in lower reserve coverage ratios prospectively.

(c) Write-offs percent is calculated as the ratio of annualized write-offs for the quarter divided by average of financing receivables at the beginning and end of the period.



#### **GE Capital - Consumer portfolio overview**

#### (In millions, unless otherwise noted)

| Balances                                    |    |                          |      |           |               | receivables (a                      |           |         |    |          |  |  |  |  |
|---|----|--------------------------|------|-----------|---------------|-------------------------------------|-----------|---------|----|----------|--|--|--|--|
|   | M  | arch 31,                 | Dece | ember 31, | Sept          | ember 30,                           | J         | une 30, | M  | arch 31, |  |  |  |  |
|   |    | 2012                     |      | 2011      |               | 2011                                |           | 2011    |    | 2011     |  |  |  |  |
| Consumer                                    |    |                          |      |           |               |                                     |           |         |    |          |  |  |  |  |
| Non - U.S. residential mortgages            | \$ | 35,257                   | s    | 35.550    | \$            | 38.018                              | \$        | 39,990  | \$ | 39,671   |  |  |  |  |
| Non - U.S. installment and revolving credit |    | 18,963                   |      | 18,544    |               | 19.801                              |           | 21.047  |    | 20,235   |  |  |  |  |
| J.S. installment and revolving credit       |    | 44,283                   |      | 46,689    |               | 43,249                              |           | 42,178  |    | 41,282   |  |  |  |  |
| Non - U.S. auto                             |    | 5,166                    |      | 5,691     |               | 6,462                               |           | 7,141   |    | 7,295    |  |  |  |  |
| Other                                       |    | 7,520                    |      | 7,244     |               | 8,017                               |           | 8,528   |    | 8,231    |  |  |  |  |
| Fotal                                       | \$ | 111,189                  | \$   | 113,718   | \$            | 115,547                             | \$        | 118,884 | \$ | 116,714  |  |  |  |  |
|   |    |                          |      |           |               |                                     |           |         |    |          |  |  |  |  |
|   |    | 1.74                     | _    |           |               | g receivables                       |           | -       |    | 1.74     |  |  |  |  |
|   | м  | arch 31,                 |      | ember 31, |               | ember 30,                           | J         | une 30, | M  | arch 31, |  |  |  |  |
|   |    | 2012                     |      | 2011      |               | 2011                                |           | 2011    |    | 2011     |  |  |  |  |
| Consumer                                    |    |                          |      |           |               |                                     |           |         |    |          |  |  |  |  |
| Non - U.S. residential mortgages            | \$ | 2,863                    | \$   | 2,870     | \$            | 3,098                               | \$        | 3,266   | \$ | 3,326    |  |  |  |  |
| Non - U.S. installment and revolving credit |    | 253                      |      | 263       |               | 299                                 |           | 308     |    | 295      |  |  |  |  |
| J.S. installment and revolving credit       |    | 876                      |      | 990       |               | 882                                 |           | 790     |    | 1,004    |  |  |  |  |
| Non - U.S. auto                             |    | 30                       |      | 43        |               | 35                                  |           | 39      |    | 41       |  |  |  |  |
| Other                                       |    | 381                      |      | 419       |               | 441                                 |           | 490     |    | 461      |  |  |  |  |
| Total                                       | \$ | 4,403                    | \$   | 4,585     | \$            | 4,755                               | \$        | 4,893   | \$ | 5,127    |  |  |  |  |
|   |    | Allowance for losses (c) |      |           |               |                                     |           |         |    |          |  |  |  |  |
|   | м  | arch 31,                 | Dece | ember 31, |               | <u>e for losses (c</u><br>ember 30, |           | une 30, | м  | arch 31, |  |  |  |  |
|   |    | 2012                     |      | 2011      |               | 2011                                | 5         | 2011    |    | 2011     |  |  |  |  |
| Consumer                                    |    |                          |      |           |               |                                     |           |         |    |          |  |  |  |  |
| Non - U.S. residential mortgages            | \$ | 498                      | \$   | 546       | \$            | 622                                 | \$        | 667     | \$ | 692      |  |  |  |  |
| Ion - U.S. installment and revolving credit |    | 726                      |      | 717       |               | 816                                 |           | 934     |    | 930      |  |  |  |  |
| J.S. installment and revolving credit       |    | 1,845                    |      | 2,008     |               | 1,953                               |           | 1,846   |    | 2,141    |  |  |  |  |
| Non - U.S. auto                             |    | 88                       |      | 101       |               | 123                                 |           | 143     |    | 152      |  |  |  |  |
| Other                                       |    | 195                      |      | 199       |               | 211                                 |           | 218     |    | 239      |  |  |  |  |
| Total                                       | \$ | 3,352                    | \$   | 3,571     | \$            | 3,725                               | \$        | 3,808   | \$ | 4,154    |  |  |  |  |
|   |    |                          |      | Write-of  | fs (net) - fi | or three mont                       | hs ending |         |    |          |  |  |  |  |
|   | м  | arch 31,                 | Dece | ember 31, |               | ember 30,                           |           | une 30, | м  | arch 31, |  |  |  |  |
|   |    | 2012                     |      | 2011      |               | 2011                                |           | 2011    |    | 2011     |  |  |  |  |
| Consumer                                    |    |                          |      |           |               |                                     |           |         |    |          |  |  |  |  |
| Non - U.S. residential mortgages            | \$ | 85                       | \$   | 116       | \$            | 47                                  | \$        | 45      | \$ | 39       |  |  |  |  |
| Non - U.S. installment and revolving credit |    | 143                      |      | 130       |               | 172                                 |           | 195     |    | 183      |  |  |  |  |
| J.S. installment and revolving credit       |    | 641                      |      | 601       |               | 537                                 |           | 652     |    | 777      |  |  |  |  |
| Non - U.S. auto                             |    | 17                       |      | 15        |               | 15                                  |           | 27      |    | 36       |  |  |  |  |
| Other                                       |    | 46                       |      | 33        |               | 45                                  |           | 43      |    | 61       |  |  |  |  |
| Total                                       | \$ | 932                      | \$   | 895       | \$            | 816                                 | \$        | 962     | \$ | 1,096    |  |  |  |  |

(a) Financing receivables include impaired loans of \$3,017 million at March 31, 2012.

(b) Nonearning receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under ASC 310, Receivables these loans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning receivables exclude which are proving on a cash accounting basis, but classified as impaired. Recently restructured financing receivables are not considered delinquent when payments are brought current according to restructured terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are reasonably assured of collection.

(c) Losses on financing receivables are recognized when they are incurred, which requires us to make our best estimate of probable losses inherent in the portfolio. Such estimate requires consideration of historical loss experience, adjusted for current conditions, and judgments about the probable effects of relevant observable data, including present economic conditions such as delinquency rates, financial health of specific customers and market sectors, collateral values (including housing price indices as applicable), and the present and expected future levels of interest rates. Our risk management process includes standards and policies for reviewing major risk exposures and concentrations, and evaluates relevant data either for individual loans or financing leases, on a portfolio basis, as appropriate. Effective January 1, 2009, loans acquired in a business acquisition are recorded at fair value, which incorporates our estimate at the acquisition date of the credit losses over the remaining life of the portfolio. As a result, the allowance for loan losses is not carried over at acquisition. This may result in lower reserve coverage ratios prospectively.



#### GE Capital - Consumer portfolio overview

| Ratios                                      |                   |                           |                |                                   |         |                             |                   |   |
|---|-------------------|---------------------------|----------------|-----------------------------------|---------|-----------------------------|-------------------|---|
| nuclos                                      |                   |                           |                | s a percent of fi                 |         |                             |                   |   |
|   | March 31,<br>2012 | December<br>2011          | 31, S          | eptember 30,<br>2011              |         | June 30,<br>2011            | March 31,<br>2011 |   |
|   |                   |                           |                |                                   |         |                             |                   | - |
| Consumer                                    |                   |                           |                |                                   |         |                             |                   |   |
| Non - U.S. residential mortgages            | 8.1               | %                         | 8.1 %          | 8.1                               | %       | 8.2 %                       | 8.4               |   |
| Non - U.S. installment and revolving credit | 1.3               |                           | 1.4            | 1.5                               |         | 1.5                         | 1.5               |   |
| J.S. installment and revolving credit       | 2.0               |                           | 2.1            | 2.0                               |         | 1.9                         | 2.4               |   |
| Non - U.S. auto                             | 0.6               |                           | 0.8            | 0.5                               |         | 0.5                         | 0.6               |   |
| Other                                       | 5.1               |                           | 5.8            | 5.5                               |         | 5.7                         | 5.6               |   |
| Total                                       | 4.0               |                           | 4.0            | 4.1                               |         | 4.1                         | 4.4               | - |
|   |                   | Allowanco f               | or loccor as a | percent of none                   | arninar | ocoiumblos (b)              |                   |   |
|   | March 31,         | December                  |                | eptember 30,                      |         | June 30,                    | March 31,         |   |
|   | 2012              | 2011                      | JI, J          | 2011                              |         | 2011                        | 2011              | _ |
| Consumer                                    |                   |                           |                |                                   |         |                             |                   |   |
| Ion - U.S. residential mortgages            | 17.4              | %                         | 19.0 %         | 20.1                              | %       | 20.4 %                      | 20.8              | % |
| Ion - U.S. installment and revolving credit | 287.0             |                           | 272.6          | 272.9                             |         | 303.2                       | 315.3             |   |
| J.S. installment and revolving credit       | 210.6             |                           | 202.8          | 221.4                             |         | 233.7                       | 213.2             |   |
| Non - U.S. auto                             | 293.3             |                           | 234.9          | 351.4                             |         | 366.7                       | 370.7             |   |
| Other                                       | 51.2              |                           | 47.5           | 47.8                              |         | 44.5                        | 51.8              |   |
| Total                                       | 76.1              |                           | 77.9           | 78.3                              |         | 77.8                        | 81.0              | - |
|   |                   |                           |                |                                   |         |                             |                   |   |
|   | March 31,         | Allowance for<br>December |                | ercent of total f<br>eptember 30, |         | receivables (b)<br>June 30, | March 31,         |   |
|   | 2012              | 2011                      |                | 2011                              |         | 2011                        | 2011              | _ |
| Consumer                                    |                   |                           |                |                                   |         |                             |                   |   |
| Non - U.S. residential mortgages            | 1.4               | %                         | 1.5 %          | 1.6                               | %       | 1.7 %                       | 1.7               | % |
| Ion - U.S. installment and revolving credit | 3.8               |                           | 3.9            | 4.1                               |         | 4.4                         | 4.6               |   |
| I.S. installment and revolving credit       | 4.2               |                           | 4.3            | 4.5                               |         | 4.4                         | 5.2               |   |
| Ion - U.S. auto                             | 1.7               |                           | 1.8            | 1.9                               |         | 2.0                         | 2.1               |   |
| Other                                       | 2.6               |                           | 2.7            | 2.6                               |         | 2.6                         | 2.9               |   |
| Total                                       | 3.0               |                           | 3.1            | 3.2                               |         | 3.2                         | 3.6               | - |
|   |                   |                           |                |                                   |         |                             |                   |   |
|   | March 31,         | Write<br>December         |                | cent of financin<br>eptember 30,  |         | ibles (c)<br>June 30.       | March 31,         |   |
|   | 2012              | 2011                      | JI, J          | 2011                              |         | 2011                        | 2011              | _ |
| Consumer                                    |                   |                           |                |                                   |         |                             |                   |   |
| lon - U.S. residential mortgages            | 1.0               | %                         | 1.3 %          | 0.5                               | %       | 0.5 %                       | 0.4               | % |
| Ion - U.S. installment and revolving credit | 3.1               |                           | 2.7            | 3.4                               |         | 3.8                         | 3.6               |   |
| .S. installment and revolving credit        | 5.6               |                           | 5.3            | 5.0                               |         | 6.2                         | 7.3               |   |
| Ion - U.S. auto                             | 1.3               |                           | 1.0            | 0.9                               |         | 1.5                         | 1.9               |   |
| ther  | 2.5               |                           | 1.7            | 2.2                               |         | 2.1                         | 3.0               |   |
| otal  | 3.3               |                           | 3.1            | 2.8                               | _       | 3.3                         | 3.7               |   |
|   |                   |                           |                | <u></u>                           |         |                             |                   |   |
|   |                   |                           |                |                                   |         |                             |                   |   |
|   | March 31          | Decomber                  | 71 6           | Consumer                          |         | luno 30                     | March 71          |   |
|   | March 31, 2012    | December<br>2011          | 31, S          | eptember 30,<br>2011              |         | June 30,<br>2011            | March 31,<br>2011 |   |

(a) Nonearning receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under ASC 310, Receivables, these hoans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning receivables are not considered delinquent when payments are brought current according to restructured terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are esonably assumed of collection.

(b) Losses on financing receivables are recognized when they are incurred, which requires us to make our best estimate of probable losses inherent in the portfolio. Such estimate requires consideration of historical loss experience, adjusted for current conditions, and judgments about the probable effects of relevant observable data, including present economic conditions such as delinquency rates, financial health of specific customers and market sectors, collateral values (including housing price indices as applicable), and the present and expected future levels of interest rates. Our risk management process includes standards and policies for reviewing major risk exposures and concentrations, and evaluates relevant data either for individual loans or financing leases, on a portfolio basis, as appropriate. Effective January 1, 2009, loans acquired in a business acquisition are recorded at foir value, which incorporates our estimate at the acquisition date of the credit losses over the remaining life of the portfolio. As a result, the allowance for loan losses is not carried over at acquisition. This may result in lower reserve coverage ratios prospectively.

(c) Write-offs percent is calculated as the ratio of annualized write-offs for the quarter divided by average of financing receivables at the beginning and end of the period.



#### GE Capital - Nonearning and nonaccrual financing receivables

| (\$ millions)<br>March 31, 2012 | fin | Nonearning<br>financing<br>receivables (a) |    | Nonaccrual<br>financing<br>receivables (b) |  |  |
|---------------------------------|-----|--|----|--|--|--|
| Commercial                      |     |  |    |  |  |  |
| CLL                             | \$  | 3,272                                      | \$ | 4,806                                      |  |  |
| EFS                             |     | 29   |    | 29   |  |  |
| GECAS                           |     | 17   |    | 17   |  |  |
| Other                           |     | 42   |    | 87   |  |  |
| Total Commercial                |     | 3,360                                      |    | 4,939                                      |  |  |
| Real Estate                     |     | 761  |    | 6,551                                      |  |  |
| Consumer                        |     | 4,403                                      |    | 4,611                                      |  |  |
| Total                           | \$  | 8,524                                      | \$ | 16,101                                     |  |  |

(a) Nonearning financing receivables are those that are 90 days or more past due (or for which collection has otherwise become doubtful). Nonearning financing receivables exclude loans purchased at a discount (unless they have deteriorated post acquisition). Under FASB ASC 310, Receivables, these loans are initially recorded at fair value and accrete interest income over the estimated life of the loan based on reasonably estimable cash flows even if the underlying loans are contractually delinquent at acquisition. In addition, nonearning financing receivables exclude loans which are paying on a cash accounting basis, but classified as impaired. Recently restructured financing receivables are not considered delinquent when payments are brought current according to restructured terms but may remain classified as nonearning until there has been a period of satisfactory payment performance by the borrower and future payments are reasonably assured of collection.

(b) "Nonaccrual financing receivables" are those on which we have stopped accruing interest. We stop accruing interest at the earlier of the time at which collection of an account becomes doubtful or the account becomes 90 days past due. Total nonaccrual financing receivables of \$16.1 billion includes \$8.5 billion classified as nonearning financing receivables. Substantially all of this difference relates to loans which are classified as nonaccrual financing receivables but are paying on a cash basis, and therefore are excluded from nonearning financing receivables.



#### GE Capital - Consumer allowance for losses on financing receivables

| (In millions)                               | Jai | alance<br>nuary 1,<br>2012 | on charged<br>erations | Ot | her (a) | Gross<br>e-offs (b) | Recov | veries (b) | Ma | alance<br>Irch 31,<br>2012 |
|---|-----|----------------------------|------------------------|----|---------|---------------------|-------|------------|----|----------------------------|
| Consumer                                    |     |                            |                        |    |         |                     |       |            |    |                            |
| Non - U.S. residential mortgages            | \$  | 546                        | \$<br>29               | \$ | 8       | \$<br>(103)         | \$    | 18         | \$ | 498                        |
| Non - U.S. installment and revolving credit |     | 717                        | 124                    |    | 28      | (273)               |       | 130        |    | 726                        |
| U.S. installment and revolving credit       |     | 2,008                      | 478                    |    | -       | (772)               |       | 131        |    | 1,845                      |
| Non - U.S. auto                             |     | 101                        | 10                     |    | (6)     | (41)                |       | 24         |    | . 88                       |
| Other                                       |     | 199                        | 26                     |    | 16      | (66)                |       | 20         |    | 195                        |
| Total Consumer                              | \$  | 3,571                      | \$<br>667              | \$ | 46      | \$<br>(1,255)       | \$    | 323        | \$ | 3,352                      |

| (In millions)                         | Jai | alance<br>nuary 1,<br>2011 | on charged<br>erations | Ot | her (a) | Gross<br>e-offs (b) | Recov | veries (b) | Mo | alance<br>Irch 31,<br>2011 |
|---------------------------------------|-----|----------------------------|------------------------|----|---------|---------------------|-------|------------|----|----------------------------|
| Consumer                              |     |                            |                        |    |         |                     |       |            |    |                            |
| Non - U.S. residential mortgages      | \$  | 689                        | \$<br>21               | \$ | 21      | \$<br>(54)          | \$    | 15         | \$ | 692                        |
| credit                                |     | 937                        | 153                    |    | 23      | (327)               |       | 144        |    | 930                        |
| U.S. installment and revolving credit |     | 2,333                      | 585                    |    | -       | (913)               |       | 136        |    | 2,141                      |
| Non - U.S. auto                       |     | 168                        | 15                     |    | 5       | (68)                |       | 32         |    | 152                        |
| Other                                 |     | 259                        | 37                     |    | 4       | (86)                |       | 25         |    | 239                        |
| Total Consumer                        | \$  | 4,386                      | \$<br>811              | \$ | 53      | \$<br>(1,448)       | \$    | 352        | \$ | 4,154                      |

(a) Other primarily included the effects of currency exchange.

(b) Net write-offs (write-offs less recoveries) in certain portfolios may exceed the beginning allowance for losses as our revolving credit portfolios turn over more than once per year or, in all portfolios, can reflect losses that are incurred subsequent to the beginning of the fiscal year due to information becoming available during the current year, which may identify further deterioration on existing financing receivables.

imagination at work

#### GE Capital - Consumer financing receivables by region

| (In millions) |  |
|---------------|--|
|---------------|--|

| March 31, 2012          | Mortgag | es    | ment and<br>ing credit | <br>Auto    | 0  | ther (a) | <br>Total     | December 31, 2011          | Mo | rtgages | ment and<br>ing credit | <br>Auto    | Oth | ner (a) | Total         |
|-------------------------|---------|-------|------------------------|-------------|----|----------|---------------|----------------------------|----|---------|------------------------|-------------|-----|---------|---------------|
| U.S.<br>Europe          | \$      | -     | \$<br>44,283           | \$<br>-     | \$ | 828      | \$<br>45,111  | U.S.<br>Europe             | \$ | -       | \$<br>46,689           | \$<br>-     | \$  | 838     | \$<br>47,527  |
| Western                 | 2       | 7,242 | 6,769                  | 3,592       |    | 2,044    | 39,647        | Western                    |    | 27,539  | 6,850                  | 3,759       |     | 2,111   | 40,259        |
| Eastern                 |         | 7,493 | 4,803                  | 696         |    | 4,493    | 17,485        | Eastern                    |    | 7,497   | 4,658                  | 997         |     | 4,137   | 17,289        |
| Pacific Basin           |         | 208   | 7,253                  | 878         |    | 151      | 8,490         | Pacific Basin              |    | 205     | 6,884                  | 935         |     | 155     | 8,179         |
| Americas                |         | -     | 137                    | -           |    | 4        | 141           | Americas                   |    | -       | 149                    | -           |     | 3       | 152           |
| Other                   |         | 314   | 1                      | -           |    | -        | 315           | Other                      |    | 309     | 3                      | -           |     | -       | 312           |
| Total at March 31, 2012 | \$ 3    | 5,257 | \$<br>63,246           | \$<br>5,166 | \$ | 7,520    | \$<br>111,189 | Total at December 31, 2011 | \$ | 35,550  | \$<br>65,233           | \$<br>5,691 | \$  | 7,244   | \$<br>113,718 |

| September 30, 2011          | Mort | gages  | Ilment and<br>lving credit | <br>Auto    | Ot | ther (a) | <br>Total     | June 30, 2011          |
|-----------------------------|------|--------|----------------------------|-------------|----|----------|---------------|------------------------|
| U.S.                        | \$   | -      | \$<br>43,249               | \$<br>-     | \$ | 885      | \$<br>44,134  | U.S.                   |
| Europe                      |      |        |                            |             |    |          |               | Europe                 |
| Western                     |      | 29,031 | 7,438                      | 4,187       |    | 2,542    | 43,198        | Western                |
| Eastern                     |      | 8,363  | 5,154                      | 1,195       |    | 4,418    | 19,130        | Eastern                |
| Pacific Basin               |      | 225    | 7,033                      | 1,079       |    | 172      | 8,509         | Pacific Basin          |
| Americas                    |      | 34     | 171                        | -           |    | -        | 205           | Americas               |
| Other                       |      | 365    | 5                          | 1           |    | -        | 371           | Other                  |
| Total at September 30, 2011 | \$   | 38,018 | \$<br>63,050               | \$<br>6,462 | \$ | 8,017    | \$<br>115,547 | Total at June 30, 2011 |

| Mo | ortgages | Installment and<br>revolving credit |        | Auto |       | Ot | her (a) | <br>Total     |
|----|----------|-------------------------------------|--------|------|-------|----|---------|---------------|
| \$ | -        | \$                                  | 42,178 | \$   | -     | \$ | 889     | \$<br>43,067  |
|    | 30,499   |                                     | 7,782  |      | 4,547 |    | 2,755   | 45,583        |
|    | 8,783    |                                     | 5,675  |      | 1,326 |    | 4,677   | 20,461        |
|    | 245      |                                     | 7,384  |      | 1,267 |    | 207     | 9,103         |
|    | 51       |                                     | 196    |      | -     |    | -       | 247           |
|    | 412      |                                     | 10     |      | 1     |    | -       | 423           |
| \$ | 39,990   | \$                                  | 63,225 | \$   | 7,141 | \$ | 8,528   | \$<br>118,884 |

| March 31, 2011          | Mo | rtgages | Ilment and<br>lving credit | Auto |       | Other (a) |       | Total |         |
|-------------------------|----|---------|----------------------------|------|-------|-----------|-------|-------|---------|
| U.S.                    | \$ | -       | \$<br>41,282               | \$   | -     | \$        | 849   | \$    | 42,131  |
| Europe                  |    |         |                            |      |       |           |       |       |         |
| Western                 |    | 30,563  | 7,665                      |      | 4,645 |           | 2,736 |       | 45,609  |
| Eastern                 |    | 8,373   | 5,564                      |      | 1,328 |           | 4,432 |       | 19,697  |
| Pacific Basin           |    | 234     | 6,782                      |      | 1,320 |           | 214   |       | 8,550   |
| Americas                |    | 74      | 206                        |      |       |           | -     |       | 280     |
| Other                   |    | 427     | 18                         |      | 2     |           | -     |       | 447     |
| Total at March 31, 2011 | \$ | 39,671  | \$<br>61,517               | \$   | 7,295 | \$        | 8,231 | \$    | 116,714 |

#### (a) Represents mainly small and medium enterprise loans.



#### GE Capital - Consumer mortgage portfolio by country (a)

| (In millions)               |             |                 |             |                      |                            |     |          |                 |             |                      |
|-----------------------------|-------------|-----------------|-------------|----------------------|----------------------------|-----|----------|-----------------|-------------|----------------------|
|                             | Financing   |                 | Nonearning  | Delinquent more than |                            | Fir | nancing  |                 | Nonearning  | Delinquent more than |
| March 31, 2012              | receivables | As a % of total | receivables | 30 days              | December 31, 2011          | rec | eivables | As a % of total | receivables | 30 days              |
| U.K. (b) (d)                | \$ 16,768   | 47.6 %          | 12.7 %      | 19.1 %               | U.K.                       | s   | 16,898   | 47.5 %          | 12.5 %      | 20.0 %               |
| France (d)                  | 8,418       | 23.9            | 3.3         | 3.7                  | France                     |     | 8,520    | 24.0            | 3.4         | 3.6                  |
| Poland                      | 5,423       | 15.4            | 1.2         | 2.5                  | Poland                     |     | 5,396    | 15.2            | 1.2         | 2.5                  |
| Czech Republic              | 1,126       | 3.2             | 2.4         | 3.1                  | Czech Republic             |     | 1,095    | 3.1             | 2.1         | 3.0                  |
| Netherlands                 | 916         | 2.6             | 1.5         | 1.8                  | Netherlands                |     | 945      | 2.7             | 1.5         | 1.7                  |
| Hungary                     | 827         | 2.3             | 16.6        | 21.3                 | Hungary                    |     | 883      | 2.5             | 13.5        | 18.4                 |
| Spain                       | 894         | 2.5             | 14.7        | 27.0                 | Spain                      |     | 920      | 2.6             | 17.1        | 27.3                 |
| All other                   | 885         | 2.5             | 8.4         | 12.7                 | All other                  |     | 893      | 2.5             | 11.1        | 10.0                 |
| Total at March 31, 2012 (c) | \$ 35,257   | 100.0 %         | 8.1 %       | 12.0 %               | Total at December 31, 2011 | \$  | 35,550   | 100.0           | 8.1 %       | 12.3 %               |
|                             | Financing   |                 | Nonearning  | Delinquent more than |                            |     | ancing   |                 | Nonearning  | Delinquent more than |
| September 30, 2011          | receivables | As a % of total | receivables | 30 days              | June 30, 2011              | rec | eivables | As a % of total | receivables | 30 days              |
| U.K.                        | \$ 17,607   | 46.3 %          | 13.0 %      | 20.9 %               | U.K.                       | s   | 18,452   | 46.1 %          | 13.2 %      | 21.3 %               |
| France                      | 9,101       | 23.9            | 3.2         | 3.5                  | France                     |     | 9,581    | 24.0            | 3.2         | 3.6                  |
| Poland                      | 5,895       | 15.5            | 1.1         | 2.7                  | Poland                     |     | 6,189    | 15.5            | 1.1         | 2.2                  |

| Total at September 30, 2011 | \$ 38,018 | 100.0 % | 8.1 % | 12.6 % | Total at June |
|-----------------------------|-----------|---------|-------|--------|---------------|
| All other                   | 1,042     | 2.7     | 8.5   | 11.3   | All other     |
| Spain                       | 1,003     | 2.6     | 17.3  | 27.8   | Spain         |
| Hungary                     | 1,109     | 2.9     | 12.1  | 16.1   | Hungary       |
| Netherlands                 | 1,033     | 2.7     | 1.3   | 1.7    | Netherlands   |
| Czech Republic              | 1,228     | 3.2     | 2.0   | 2.7    | Czech Republi |
| Poland                      | 5,895     | 15.5    | 1.1   | 2.7    | Poland        |
|                             |           |         |       |        |               |

|              | -  | 55,550              | 200.0           |   | 0.1                       | ~    | 12.5                         |
|--------------|----|---------------------|-----------------|---|---------------------------|------|------------------------------|
| 2011         |    | nancing<br>eivables | As a % of total |   | Nonearning<br>receivables | Deli | inquent more than<br>30 days |
|              | s  | 18,452              | 46.1            | % | 13.2                      | %    | 21.3 %                       |
|              |    | 9,581               | 24.0            |   | 3.2                       |      | 3.6                          |
|              |    | 6,189               | 15.5            |   | 1.1                       |      | 2.2                          |
| oublic       |    | 1,295               | 3.2             |   | 2.0                       |      | 2.7                          |
| ds           |    | 1,098               | 2.7             |   | 1.5                       |      | 1.6                          |
|              |    | 1,160               | 2.9             |   | 10.8                      |      | 15.0                         |
|              |    | 1,059               | 2.6             |   | 16.8                      |      | 25.6                         |
|              |    | 1,156               | 2.9             |   | 10.7                      |      | 11.2                         |
| une 30, 2011 | \$ | 39,990              | 100.0           | % | 8.2                       | %    | 12.6 %                       |

| March 31, 2011          | Financing<br>receivables | As a % of total | Nonearning<br>receivables | Delinquent more than<br>30 days |
|-------------------------|--------------------------|-----------------|---------------------------|---------------------------------|
| U.K.                    | 18,574                   | 46.8 %          | 13.7 %                    | 20.3 %                          |
| France                  | 9,497                    | 23.9            | 3.1                       | 3.6                             |
| Poland                  | 5,854                    | 14.8            | 1.0                       | 2.1                             |
| Czech Republic          | 1,257                    | 3.2             | 1.9                       | 2.7                             |
| Netherlands             | 1,122                    | 2.8             | 1.2                       | 1.6                             |
| Hungary                 | 1,091                    | 2.8             | 10.0                      | 14.8                            |
| Spain                   | 1,061                    | 2.7             | 17.3                      | 28.1                            |
| All other               | 1,215                    | 3.1             | 8.6                       | 10.9                            |
| Total at March 31, 2011 | \$ 39,671                | 100.0 %         | 8.4 %                     | 12.3 %                          |

(a) Consumer loans secured by residential real estate (both revolving and closed-end loans) are written down to the fair value of collateral, less costs to sell, no later than when they become 360 days past due.

(b) At March 31, 2012, we had in repossession stock 488 houses in the U.K., which had a value of approximately \$0.1 billion.

(c) At March 31, 2012, net of credit insurance, approximately 25% of this portfolio comprised loans with introductory, below market rates that are scheduled to adjust at future dates; with high loan-to-value ratios at inception (greater than 90%); whose terms permitted interest-only payments; or whose terms resulted in negative amortization. At origination, we underwrite loans with an adjustable rate to the reset value. 82% of these loans are in our U.K. and France portfolios, which comprise mainly loans with interest-only payments; and introductory below market rates, have a delinquency rate of 15% and have a loan-to-value ratio at origination of 76%. At March 31, 2012, 7% (based on dollar values) of these loans in our U.K. and France portfolios have been restructured.

(d) Our U.K. and France portfolios have reindexed loan-to-value ratios of 84% and 56%, respectively.



#### GE Capital - Commercial allowance for losses on financing receivables

| (In millions)                              | ılance<br>ry 1, 2012         | Provision charged<br>to operation | <br>Other (a)  | Gross<br>te-offs (b)   | Recov                              | veries (b) | Balance<br>March 31, 2012 |    |                        |
|--|------------------------------|-----------------------------------|----------------|------------------------|------------------------------------|------------|---------------------------|----|------------------------|
| CLL<br>Americas<br>Europe<br>Asia<br>Other | \$<br>889<br>400<br>157<br>4 | \$                                | 66<br>83<br>11 | \$<br>(20)<br>1<br>(5) | \$<br>(156)<br>(45)<br>(56)<br>(2) | \$         | 23<br>19<br>5             | \$ | 802<br>458<br>112<br>2 |
| EFS  | 26                           |                                   | (1)            | -                      | -                                  |            | -                         |    | 25                     |
| GECAS                                      | 17                           |                                   | (3)            | -                      | -                                  |            | -                         |    | 14                     |
| Other                                      | 37                           |                                   | 2              | (19)                   | -                                  |            | -                         |    | 20                     |
| Total Commercial                           | \$<br>1,530                  | \$                                | 158            | \$<br>(43)             | \$<br>(259)                        | \$         | 47                        | \$ | 1,433                  |

| (In millions)    | alance<br>ary 1, 2011 | Provision charged<br>to operations |     | Other (a) |     | Gross<br>write-offs (b) |       | Recoveries (b) |    | Balance<br>March 31, 2011 |       |
|------------------|-----------------------|------------------------------------|-----|-----------|-----|-------------------------|-------|----------------|----|---------------------------|-------|
| CLL              |                       |                                    |     |           |     |                         |       |                |    |                           |       |
| Americas         | \$<br>1,288           | \$                                 | 139 | \$        | (1) | \$                      | (194) | \$             | 22 | \$                        | 1,254 |
| Europe           | 429                   |                                    | 30  |           | 19  |                         | (51)  |                | 16 |                           | 443   |
| Asia             | 222                   |                                    | 60  |           | 4   |                         | (69)  |                | 11 |                           | 228   |
| Other            | 6                     |                                    | -   |           | -   |                         | -     |                | -  |                           | 6     |
| EFS              | 22                    |                                    | 19  |           | (1) |                         | (4)   |                | -  |                           | 36    |
| GECAS            | 20                    |                                    | (8) |           | -   |                         | -     |                | -  |                           | 12    |
| Other            | 58                    |                                    | 4   |           | 1   |                         | (8)   |                | -  |                           | 55    |
| Total Commercial | \$<br>2,045           | \$                                 | 244 | \$        | 22  | \$                      | (326) | \$             | 49 | \$                        | 2,034 |

(a) Other primarily included transfers to held for sale and the effects of currency exchange.

(b) Net write-offs (write-offs less recoveries) in certain portfolios may exceed the beginning allowance for losses as our revolving credit portfolios turn over more than once per year or, in all portfolios, can reflect losses that are incurred subsequent to the beginning of the fiscal year due to information becoming available during the current year, which may identify further deterioration on existing financing receivables.



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# GE Capital - Real Estate allowance for losses on financing receivables

| (In millions)              | ılance<br>ry 1, 2012 | char | vision<br>ged to<br>ations | Oth | her (a) | iross<br>te-offs | Reco | veries | Ilance<br>1 31, 2012 |
|----------------------------|----------------------|------|----------------------------|-----|---------|------------------|------|--------|----------------------|
| <b>Real Estate</b><br>Debt | \$<br>949            | \$   | 28                         | \$  | (12)    | \$<br>(154)      | \$   | 1      | \$<br>812            |
| <b>Business Properties</b> | 140                  |      | 10                         |     | -       | (34)             |      | 1      | 117                  |
| Total Real Estate          | \$<br>1,089          | \$   | 38                         | \$  | (12)    | \$<br>(188)      | \$   | 2      | \$<br>929            |

| (In millions)       | alance<br>ary 1, 2011 | char | vision<br>ged to<br>ations | Oth | er (a) | iross<br>ite-offs | Reco | veries | alance<br>h 31, 2011 |
|---------------------|-----------------------|------|----------------------------|-----|--------|-------------------|------|--------|----------------------|
| Real Estate         |                       |      |                            |     |        |                   |      |        |                      |
| Debt                | \$<br>1,292           | \$   | 59                         | \$  | 7      | \$<br>(243)       | \$   | 3      | \$<br>1,118          |
| Business Properties | 196                   |      | 26                         |     | (1)    | (42)              |      | 2      | 181                  |
| Total Real Estate   | \$<br>1,488           | \$   | 85                         | \$  | 6      | \$<br>(285)       | \$   | 5      | \$<br>1,299          |

(a) Other primarily included the effects of currency exchange.



# GE Capital - Real Estate debt overview

#### (In millions)

|               | Financing receivables |    |                      |    |                       |    |                  |    |                  |  |  |  |  |
|---------------|-----------------------|----|----------------------|----|-----------------------|----|------------------|----|------------------|--|--|--|--|
| Region        | March 31,<br>2012     |    | December 31,<br>2011 |    | September 30,<br>2011 |    | June 30,<br>2011 |    | arch 31,<br>2011 |  |  |  |  |
| U.S.          | \$<br>19,779          | \$ | 20,622               | \$ | 21,335                | \$ | 22,724           | \$ | 24,778           |  |  |  |  |
| Europe        | 3,973                 |    | 4,073                |    | 4,392                 |    | 4,543            |    | 4,468            |  |  |  |  |
| Pacific Basin | 2,441                 |    | 2,686                |    | 2,953                 |    | 2,992            |    | 3,032            |  |  |  |  |
| Americas      | 5,338                 |    | 5,368                |    | 5,698                 |    | 6,548            |    | 6,744            |  |  |  |  |
| Total (a)     | \$<br>31,531          | \$ | 32,749               | \$ | 34,378                | \$ | 36,807           | \$ | 39,022           |  |  |  |  |

|                      | Financing receivables |        |    |                      |    |                       |    |                  |    |                  |  |  |  |
|----------------------|-----------------------|--------|----|----------------------|----|-----------------------|----|------------------|----|------------------|--|--|--|
| Property type        | March 31,<br>2012     |        |    | December 31,<br>2011 |    | September 30,<br>2011 |    | June 30,<br>2011 |    | arch 31,<br>2011 |  |  |  |
| Office buildings     | \$                    | 6,659  | \$ | 7,152                | \$ | 7,291                 | \$ | 8,459            | \$ | 9,210            |  |  |  |
| Owner occupied       |                       | 8,020  |    | 8,248                |    | 8,630                 |    | 9,057            |    | 9,548            |  |  |  |
| Apartment buildings  |                       | 4,315  |    | 4,466                |    | 4,820                 |    | 5,181            |    | 5,825            |  |  |  |
| Hotel properties     |                       | 3,603  |    | 3,752                |    | 3,853                 |    | 3,978            |    | 4,351            |  |  |  |
| Warehouse properties |                       | 3,091  |    | 3,156                |    | 3,317                 |    | 3,358            |    | 3,435            |  |  |  |
| Retail facilities    |                       | 3,247  |    | 3,246                |    | 3,458                 |    | 3,725            |    | 3,581            |  |  |  |
| Mixed use            |                       | 850    |    | 940                  |    | 1,082                 |    | 1,109            |    | 1,110            |  |  |  |
| Parking facilities   |                       | 134    |    | 139                  |    | 142                   |    | 144              |    | 123              |  |  |  |
| Other                |                       | 1,612  |    | 1,650                |    | 1,785                 |    | 1,796            |    | 1,839            |  |  |  |
| Total (a)            | \$                    | 31,531 | \$ | 32,749               | \$ | 34,378                | \$ | 36,807           | \$ | 39,022           |  |  |  |

| Vintage profile | arch 31,<br>2012 | Contractual<br>maturities | arch 31,<br>2012 |
|-----------------|------------------|---------------------------|------------------|
| Originated in   |                  | Due in                    |                  |
| pre-2009        | \$<br>28,173     | 2012 and prior (b)        | \$<br>9,159      |
| 2009            | 56               | 2013                      | 4,384            |
| 2010            | 497              | 2014                      | 4,979            |
| 2011            | 2,074            | 2015                      | 2,489            |
| 2012            | 731              | 2016 and later            | 10,520           |
| Total           | \$<br>31,531     | Total                     | \$<br>31,531     |

(a) Represents total gross financing receivables for Real Estate only.

(b) Includes \$452 million relating to loans with contractual maturities prior to March 31, 2012.



#### GE Capital - Real Estate equity overview (a)

#### (In millions, unless otherwise noted)

|               | Equity           |    |                   |    |                   |    |                 |    |                  |  |  |  |
|---------------|------------------|----|-------------------|----|-------------------|----|-----------------|----|------------------|--|--|--|
| Region        | arch 31,<br>2012 |    | ember 31,<br>2011 |    | ember 30,<br>2011 | J  | une 30,<br>2011 |    | ırch 31,<br>2011 |  |  |  |
| U.S.          | \$<br>7,060      | \$ | 7,268             | \$ | 7,889             | \$ | 8,120           | \$ | 9,138            |  |  |  |
| Europe        | 7,532            |    | 7,553             |    | 8,590             |    | 9,236           |    | 9,277            |  |  |  |
| Pacific Basin | 6,842            |    | 6,955             |    | 7,193             |    | 7,197           |    | 7,131            |  |  |  |
| Americas      | 2,709            |    | 2,635             |    | 2,756             |    | 2,865           |    | 2,940            |  |  |  |
| Total         | \$<br>24,143     | \$ | 24,411            | \$ | 26,428            | \$ | 27,418          | \$ | 28,486           |  |  |  |

|                      |    |          |     |           |      | Equity    |    |         |    |          |
|----------------------|----|----------|-----|-----------|------|-----------|----|---------|----|----------|
|                      | M  | arch 31, | Dec | ember 31, | Sept | ember 30, | J  | une 30, | M  | arch 31, |
| Property type        |    | 2012     |     | 2011      |      | 2011      | -  | 2011    | -  | 2011     |
| Office buildings     | \$ | 13,154   | \$  | 13,117    | \$   | 14,163    | \$ | 14,770  | \$ | 14,811   |
| Apartment buildings  |    | 3,428    |     | 3,644     |      | 4,168     |    | 4,215   |    | 4,259    |
| Warehouse properties |    | 2,929    |     | 2,949     |      | 3,091     |    | 3,265   |    | 3,409    |
| Retail facilities    |    | 2,066    |     | 2,110     |      | 2,222     |    | 2,322   |    | 2,308    |
| Mixed use            |    | 953      |     | 997       |      | 1,139     |    | 1,163   |    | 1,170    |
| Parking facilities   |    | 13       |     | 13        |      | 15        |    | 16      |    | 811      |
| Owner occupied       |    | 613      |     | 601       |      | 607       |    | 602     |    | 605      |
| Hotel properties     |    | 315      |     | 333       |      | 348       |    | 368     |    | 402      |
| Other                |    | 672      |     | 647       |      | 675       |    | 697     |    | 711      |
| Total                | \$ | 24,143   | \$  | 24,411    | \$   | 26,428    | \$ | 27,418  | \$ | 28,486   |

| Key metrics   | March 31,<br>2012 |              |         | December 31,<br>2011 |   | September 30,<br>2011 |              | June 30,<br>2011 |              | March 31,<br>2011 |                |
|---|-------------------|--------------|---------|----------------------|---|-----------------------|--------------|------------------|--------------|-------------------|----------------|
| Owned real estate (b)   | \$                | 20,664       | \$      | 21,007               |   | \$                    | 22,753       | \$               | 23,665       | \$                | 24,616         |
| Net operating income (annualized)<br>Net operating income yield (c) | \$                | 1,212<br>5.8 | \$<br>% | 1,238<br>5.7         |   | \$                    | 1,351<br>5.8 | \$<br>%          | 1,425<br>6.0 | \$<br>%           | 1,382<br>5.5 % |
| End of period vacancies (d)   |                   | 19.0         | %       | 18.9                 | % |                       | 19.5         | %                | 20.2         | %                 | 20.6 %         |
| Foreclosed properties (e)   | \$                | 734          | \$      | 692                  | : | \$                    | 745          | \$               | 606          | \$                | 601            |

| Vintage profile (f) | м  | arch 31,<br>2012 |
|---------------------|----|------------------|
| Originated in       |    |                  |
| pre-2009            | \$ | 22,864           |
| 2009                |    | 79               |
| 2010                |    | 163              |
| 2011                |    | 689              |
| 2012                |    | 348              |
| Total               | \$ | 24,143           |

(a) Includes real estate investments related to Real Estate only.

(b) Excludes joint ventures, equity investment securities, and foreclosed properties.

(c) Net operating income yield is calculated as annualized net operating income for the relevant quarter as a percentage of the average owned real estate.

(d) Excludes hotel properties, apartment buildings and parking facilities.

(e) Excludes foreclosed properties related to loans acquired at a discount with an expectation to foreclose.

(f) Includes foreclosed properties based on date of foreclosure.



#### GE Capital - Equipment leased to others (ELTO), net of depreciation and amortization overview

#### (In millions)

| March 31, 2012<br>Collateral type | <br>CLL      | <br>GECAS    | <br>EFS   | Con | sumer | <br>Total    |
|-----------------------------------|--------------|--------------|-----------|-----|-------|--------------|
| Aircraft                          | \$<br>2,935  | \$<br>31,557 | \$<br>_   | \$  | 1.1   | \$<br>34,492 |
| Vehicles                          | 8,656        | -            | -         |     | 2     | 8,658        |
| Railroad rolling stock            | 2,822        | -            | -         |     |       | 2,822        |
| Construction and manufacturing    | 1,688        | -            | -         |     |       | 1,688        |
| All other                         | 1,768        | -            | 851       |     | 5     | 2,624        |
| Total at March 31, 2012           | \$<br>17,869 | \$<br>31,557 | \$<br>851 | \$  | 7     | \$<br>50,284 |
| September 30, 2011                |              |              |           |     |       |              |
| Collateral type                   | <br>CLL      | <br>GECAS    | <br>EFS   | Con | sumer | <br>Total    |
| Aircraft                          | \$<br>3,083  | \$<br>31,846 | \$<br>-   | \$  | -     | \$<br>34,929 |
| Vehicles                          | 8,970        | - 14 M       | -         |     | 3     | 8,973        |
| Railroad rolling stock            | 2,892        | -            | -         |     |       | 2,892        |
| Construction and manufacturing    | 1,674        | -            | -         |     | 2     | 1,676        |
| All other                         | 1,415        | -            | 867       |     | 6     | 2,288        |
| Total at September 30, 2011       | \$<br>18,034 | \$<br>31,846 | \$<br>867 | \$  | 11    | \$<br>50,758 |
| March 31, 2011                    |              |              |           |     |       |              |
| Collateral type                   | <br>CLL      | <br>GECAS    | <br>EFS   | Con | sumer | <br>Total    |
| Aircraft                          | \$<br>3,141  | \$<br>32,144 | \$<br>-   | \$  |       | \$<br>35,285 |
| Vehicles                          | 9,246        | -            | -         |     | 5     | 9,251        |
| Railroad rolling stock            | 2,917        | -            | -         |     | -     | 2,917        |
| Construction and manufacturing    | 1,434        | -            | -         |     | 2     | 1,436        |
| All other                         | 3,153        | -            | 886       |     | 6     | 4,045        |
| Total at March 31, 2011           | \$<br>19,891 | \$<br>32,144 | \$<br>886 | \$  | 13    | \$<br>52,934 |

| Collateral type  |          | CLL                            |          | GECAS           |          | EFS | Con      | sumer                |          | Total                             |
|--|----------|--------------------------------|----------|-----------------|----------|-----|----------|----------------------|----------|-----------------------------------|
| Aircraft   | \$       | 3,125                          | \$       | 31,146          | \$       | -   | \$       | 1.1                  | \$       | 34,271                            |
| Vehicles   |          | 8,769                          |          |                 |          |     |          | 3                    |          | 8,772                             |
| Railroad rolling stock   |          | 2,853                          |          |                 |          |     |          |                      |          | 2,853                             |
| Construction and manufacturing   |          | 1,669                          |          |                 |          |     |          | 1                    |          | 1,670                             |
| All other  |          | 1,492                          |          | -               |          | 857 |          | 5                    |          | 2,354                             |
| Total at December 31, 2011   | \$       | 17,908                         | \$       | 31,146          | \$       | 857 | \$       | 9                    | \$       | 49,920                            |
|  | -        | 17,500                         | -        | 51,140          | <u> </u> |     | <u> </u> |                      | <u> </u> |                                   |
| June 30, 2011  | <u> </u> | 17,500                         | <u> </u> | 51,140          | <u> </u> |     | <u> </u> |                      | <u> </u> |                                   |
| June 30, 2011  | <u> </u> | CLL                            | <u> </u> | GECAS           |          | EFS | <u> </u> | sumer                |          | Total                             |
| June 30, 2011<br>Collateral type   | \$       |                                | <u> </u> |                 |          |     | <u> </u> |                      | \$       | Total                             |
| June 30, 2011<br>Collateral type   |          | CLL                            |          | GECAS           |          |     | Con      |                      | \$       | <b>Total</b><br>35,888            |
| June 30, 2011<br>Collateral type<br>Aircraft<br>Vehicles                           |          | CLL<br>3,003                   |          | GECAS<br>32,885 |          |     | Con      | sumer                | \$       |                                   |
| June 30, 2011<br>Collateral type<br>Aircraft<br>Vehicles<br>Railroad rolling stock |          | CLL<br>3,003<br>9,324          |          | GECAS<br>32,885 |          |     | Con      | sumer                | \$       | Total<br>35,888<br>9,329<br>2,932 |
|  |          | CLL<br>3,003<br>9,324<br>2,932 |          | GECAS<br>32,885 |          |     | Con      | sumer<br>-<br>5<br>- | \$       | Total<br>35,888<br>9,329          |



### GE Capital - Commercial aircraft asset details

|                               | Loans and leases  |    |                   |    |                   |    |                 |    |                  |  |  |  |
|-------------------------------|-------------------|----|-------------------|----|-------------------|----|-----------------|----|------------------|--|--|--|
| Collateral type (In millions) | March 31,<br>2012 |    | ember 31,<br>2011 |    | ember 30,<br>2011 | ſ  | une 30,<br>2011 |    | arch 31,<br>2011 |  |  |  |
| Narrow-body aircraft          | \$<br>25,335      | \$ | 24,878            | \$ | 23,848            | \$ | 25,565          | \$ | 24,959           |  |  |  |
| Wide-body aircraft            | 7,392             |    | 7,388             |    | 8,830             |    | 8,725           |    | 8,399            |  |  |  |
| Cargo                         | 3,622             |    | 3,691             |    | 3,656             |    | 3,228           |    | 3,287            |  |  |  |
| Regional jets                 | 4,847             |    | 4,934             |    | 5,025             |    | 5,102           |    | 5,166            |  |  |  |
| Engines                       | 1,970             |    | 2,044             |    | 2,209             |    | 2,093           |    | 2,317            |  |  |  |
| Total (a)                     | \$<br>43,166      | \$ | 42,935            | \$ | 43,568            | \$ | 44,713          | \$ | 44,128           |  |  |  |

|                               |    | Loans and leases  |    |                   |      |                   |    |                 |    |                  |  |  |  |
|-------------------------------|----|-------------------|----|-------------------|------|-------------------|----|-----------------|----|------------------|--|--|--|
| Airline regions (In millions) | M  | March 31,<br>2012 |    | ember 31,<br>2011 | Sept | ember 30,<br>2011 |    | une 30,<br>2011 |    | arch 31,<br>2011 |  |  |  |
| U.S.                          | \$ | 11,871            | \$ | 11,313            | \$   | 12,684            | \$ | 13,580          | \$ | 14,573           |  |  |  |
| Europe                        |    | 10,230            |    | 10,303            |      | 10,075            |    | 10,010          |    | 9,484            |  |  |  |
| Pacific Basin                 |    | 9,051             |    | 9,009             |      | 8,723             |    | 8,938           |    | 8,278            |  |  |  |
| Americas                      |    | 5,455             |    | 5,536             |      | 5,499             |    | 5,655           |    | 5,507            |  |  |  |
| Other                         |    | 6,559             |    | 6,774             |      | 6,587             |    | 6,530           |    | 6,286            |  |  |  |
| Total (a)                     | \$ | 43,166            | \$ | 42,935            | \$   | 43,568            | \$ | 44,713          | \$ | 44,128           |  |  |  |

| Aircraft vintage profile (In millions) | March 31,<br>2012 |        |  |  |  |  |
|--|-------------------|--------|--|--|--|--|
| 0-5 years                              | \$                | 15,998 |  |  |  |  |
| 6-10 years                             |                   | 10,431 |  |  |  |  |
| 11 - 15 years                          |                   | 10,992 |  |  |  |  |
| 15+ years                              |                   | 3,775  |  |  |  |  |
| Total (b)                              | \$                | 41,196 |  |  |  |  |

(a) Includes loans and financing leases of \$11,721 million, \$11,901 million, \$11,841 million, \$11,952 million, and \$12,104 million (less non-aircraft loans and financing leases of \$112 million, \$112 million, \$119 million, \$124 million and \$120 million, and \$12,104 million, at March 31, 2012, December 31, 2011, September 30, 2011, June 30, 2011 and March 31, 2011 respectively, related to commercial aircraft at GECAS.

(b) Excludes aircraft engine loans and leases of \$1,970 million at March 31, 2012.



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# **GE Capital other key areas**



imagination at work

### **GE Capital - Investment securities**

|                                    |    |   |    | At March     | n 31, 20 | 12   |    |        | At December 31, 2011 |        |    |            |    |                    |    |                               |  |            |  |  |                      |
|------------------------------------|----|---|----|--------------|----------|--|----|--------|----------------------|--------|----|------------|----|--------------------|----|-------------------------------|--|------------|--|--|----------------------|
| (In millions)                      | Ar | Gross<br>Amortized unrealized<br>cost gains |    | ed unrealize |          | Gross<br>unrealized Estimated<br>losses fair value |    |        |                      |        |    | unrealized |    | mortized unrealize |    | Gross<br>unrealized<br>losses |  | unrealized |  |  | timated<br>iir value |
| Debt                               |    |   |    |              |          |  |    |        |                      |        |    |            |    |                    |    |                               |  |            |  |  |                      |
| U.S. corporate                     | \$ | 20,758                                      | \$ | 3,236        | \$       | (279)  | \$ | 23,715 | \$                   | 20,748 | \$ | 3,432      | \$ | (410)              | \$ | 23,770                        |  |            |  |  |                      |
| State and municipal                |    | 3,179                                       |    | 385          |          | (120)  |    | 3,444  |                      | 3,027  |    | 350        |    | (143)              |    | 3,234                         |  |            |  |  |                      |
| Residential mortgage-backed (a)    |    | 2,555                                       |    | 175          |          | (220)  |    | 2,510  |                      | 2,711  |    | 184        |    | (286)              |    | 2,609                         |  |            |  |  |                      |
| Commercial mortgage-backed         |    | 2,989                                       |    | 169          |          | (177)  |    | 2,981  |                      | 2,913  |    | 162        |    | (247)              |    | 2,828                         |  |            |  |  |                      |
| Asset-backed                       |    | 5,376                                       |    | 76           |          | (133)  |    | 5,319  |                      | 5,102  |    | 32         |    | (164)              |    | 4,970                         |  |            |  |  |                      |
| Corporate - non-U.S.               |    | 2,514                                       |    | 142          |          | (136)  |    | 2,520  |                      | 2,414  |    | 126        |    | (207)              |    | 2,333                         |  |            |  |  |                      |
| Government - non-U.S.              |    | 2,171                                       |    | 125          |          | (23)   |    | 2,273  |                      | 2,488  |    | 129        |    | (86)               |    | 2,531                         |  |            |  |  |                      |
| U.S. government and federal agency |    | 4,073                                       |    | 77           |          | (1)  |    | 4,149  |                      | 3,974  |    | 84         |    | -                  |    | 4,058                         |  |            |  |  |                      |
| Retained interests                 |    | 28  |    | 6            |          | -  |    | 34     |                      | 25     |    | 10         |    | -                  |    | 35                            |  |            |  |  |                      |
| Equity                             |    |   |    |              |          |  |    |        |                      |        |    |            |    |                    |    |                               |  |            |  |  |                      |
| Available-for-sale                 |    | 530   |    | 105          |          | (16)   |    | 619    |                      | 713    |    | 75         |    | (38)               |    | 750                           |  |            |  |  |                      |
| Trading                            |    | 250   |    | -            |          | -  |    | 250    |                      | 241    |    | -          |    | -                  |    | 241                           |  |            |  |  |                      |
| Total                              | \$ | 44,423                                      | \$ | 4,496        | \$       | (1,105)  | \$ | 47,814 | \$                   | 44,356 | \$ | 4,584      | \$ | (1,581)            | \$ | 47,359                        |  |            |  |  |                      |

|                                    | At March 31, 2012 - In loss position for |           |                       |            |     |                       |          |            | At December 31, 2011 - In loss position for |            |         |            |    |          |          |          |  |  |
|------------------------------------|--|-----------|-----------------------|------------|-----|-----------------------|----------|------------|---|------------|---------|------------|----|----------|----------|----------|--|--|
|                                    |  | Less than | 12 mont               | ths        |     | 12 month              | ns or mo | ore        |   | Less than  | 12 mont | ths        |    | 12 month | is or mo | ore      |  |  |
|                                    |  |           | G                     | iross      |     |                       | (        | Gross      |   |            | G       | ross       |    |          |          | Gross    |  |  |
|                                    | Est                                      | imated    | unr                   | unrealized |     | Estimated             |          | unrealized |   | Estimated  |         | unrealized |    | imated   | un       | realized |  |  |
| (In millions)                      | fair value losses (b)                    |           | fair value losses (b) |            | fai | fair value losses (b) |          | fair value |   | losses (b) |         |            |    |          |          |          |  |  |
| Debt                               |  |           |                       |            |     |                       |          |            |   |            |         |            |    |          |          |          |  |  |
| U.S. corporate                     | \$                                       | 922       | \$                    | (155)      | \$  | 732                   | \$       | (124)      | \$  | 1,435      | \$      | (241)      | \$ | 836      | \$       | (169)    |  |  |
| State and municipal                |  | 136       |                       | (2)        |     | 252                   |          | (118)      |   | 87         |         | (1)        |    | 307      |          | (142)    |  |  |
| Residential mortgage-backed        |  | 68        |                       | -          |     | 804                   |          | (220)      |   | 219        |         | (9)        |    | 825      |          | (277)    |  |  |
| Commercial mortgage-backed         |  | 165       |                       | (11)       |     | 1,111                 |          | (166)      |   | 244        |         | (23)       |    | 1,320    |          | (224)    |  |  |
| Asset-backed                       |  | 70        |                       | (2)        |     | 795                   |          | (131)      |   | 100        |         | (7)        |    | 850      |          | (157)    |  |  |
| Corporate - non-U.S.               |  | 255       |                       | (10)       |     | 621                   |          | (126)      |   | 330        |         | (28)       |    | 607      |          | (179)    |  |  |
| Government - non-U.S.              |  | 508       |                       | (2)        |     | 184                   |          | (21)       |   | 906        |         | (5)        |    | 203      |          | (81)     |  |  |
| U.S. government and federal agency |  | 231       |                       | (1)        |     | -                     |          | -          |   | 502        |         | -          |    | -        |          | -        |  |  |
| Retained interests                 |  | 5         |                       | -          |     | -                     |          | -          |   | -          |         | -          |    | -        |          | -        |  |  |
| Equity                             |  | 87        |                       | (15)       |     | 7                     |          | (1)        |   | 440        |         | (38)       |    | -        |          | -        |  |  |
| Total                              | \$                                       | 2,447     | \$                    | (198)      | \$  | 4,506                 | \$       | (907)      | \$  | 4,263      | \$      | (352)      | \$ | 4,948    | \$       | (1,229)  |  |  |

(a) Substantially collateralized by U.S. mortgages. Of our total residential mortgage-backed securities (RMBS) portfolio at March 31, 2012, \$1,607 million relates to securities issued by government sponsored entities and \$903 million relates to securities of private label issuers. Securities issued by private label issuers are collateralized primarily by pools of individual direct mortgage loans of financial institutions.

(b) Includes gross unrealized losses at March 31, 2012 of \$(195) million related to securities that had other-than-temporary impairments recognized in a prior period.



# GE Capital - Investments measured at fair value in earnings (a)

|  | <br>Asset ba     |    |                   |          |  |
|--|------------------|----|-------------------|----------|--|
| Investment type (In millions)              | arch 31,<br>2012 |    | ember 31,<br>2011 | three mo | gs impact for<br>nths ending<br>31, 2012 |
| Equities - trading                         | \$<br>250        | \$ | 241               | \$       | (4)                                      |
| Assets held for sale (LOCOM)               | 3,966            |    | 4,525             |          | 2  |
| Assets of businesses held for sale (LOCOM) | 640              |    | 711               |          | (2)                                      |
| Other (Investment companies and loans)     | 390              |    | 388               |          | 2  |
| Total                                      | \$<br>5,246      | \$ | 5,865             | \$       | (2)                                      |

(a) Excludes derivatives portfolio.



# GE Capital - Ending Net Investment (ENI)

| (In billions)                                  | ırch 31,<br>2012 | mber 31,<br>2011 | •  | ember 30,<br>2011 | ine 30,<br>2011 | March 31,<br>2011 |        |
|--|------------------|------------------|----|-------------------|-----------------|-------------------|--------|
| GE Capital total assets                        | \$<br>573.4      | \$<br>584.5      | \$ | 603.1             | \$<br>605.6     | \$                | 597.7  |
| Less: assets of discontinued operations        | (1.3)            | (1.7)            |    | (2.1)             | (7.0)           |                   | (10.7) |
| Less: non-interest bearing liabilities         | (60.1)           | (61.4)           |    | (65.3)            | (62.9)          |                   | (62.7) |
| GE Capital ENI                                 | \$<br>512.0      | \$<br>521.4      | \$ | 535.7             | \$<br>535.7     | \$                | 524.3  |
| Less: cash and equivalents                     | (76.2)           | (76.7)           |    | (83.3)            | (78.0)          |                   | (67.3) |
| GE Capital ENI, excluding cash and equivalents | \$<br>435.8      | \$<br>444.7      | \$ | 452.4             | \$<br>457.7     | \$                | 457.0  |





# GE Capital - Net interest margin (a)

|  |    |                | For twelve mont<br>ending |                   |   |    |                 |          |
|--|----|----------------|---------------------------|-------------------|---|----|-----------------|----------|
| (In billions)  |    | rch 31,<br>012 |                           | March 31,<br>2011 | - |    | mber 31,<br>011 |          |
| Interest income from Loans and Leases                  |    | 6.0            | %                         | 6.0               | % |    | 6.0             | %        |
| Yield Adjustors (Fees, Tax equivalency adjustment) (b) |    | 0.8            | %                         | 0.7               | % |    | 0.8             | %        |
| Investment Income (c)                                  |    | 0.2            | %                         | 0.1               | % |    | -               | %        |
| Operating Lease Income (net of depreciation)           |    | 1.4            | %                         | 1.3               | % |    | 1.4             | %        |
| Total Interest Income                                  |    | 8.4            | %                         | 8.1               | % |    | 8.1             | <b>%</b> |
| Total Interest Expense (d)                             |    | 3.6            | %                         | 3.7               | % |    | 3.7             | %        |
| Net Interest Margin (e)                                |    | 4.8            | %                         | 4.4               | % |    | 4.4             | %        |
| Average Gross Financing Receivables                    | \$ | 291            |                           | \$ 315            |   | \$ | 306             |          |
| Average Investment Securities (f)                      |    | 17             |                           | 17                |   |    | 17              |          |
| Average ELTO (net of depreciation)                     |    | 50             |                           | 52                |   |    | 52              |          |
| Average Earning Assets (AEA) (g)                       | \$ | 358            | · -                       | \$ 384            | - | \$ | 375             | _        |
| Average Total Assets (f)                               | \$ | 542            |                           | \$ 557            |   | \$ | 559             |          |
| AEA / Average Total Assets                             |    | 66             | %                         | 69                | % |    | 67              | %        |

(a) YTD net interest margin % annualized (annualized net interest margin = 1Q + 4, 2Q YTD + 2, 3Q YTD + 4/3, 4Q YTD + 1); average asset balances calculated using average of quarter end balances (1Q = 2-point average, 2Q = 3-point average, 3Q = 4-point average, 4Q = 5-point average) (b) Excludes non-yield fees

(c) Excludes legacy insurance business, income on cash, realized gains and losses on sale of investment securities

(d) Includes total GECC interest expense

(e) Excludes items in footnotes (b) and (c) and income from associated companies, Real Estate investment income, sale of goods, intercompany income with GE and other income

(f) Excludes legacy insurance business

(g) Excludes Real Estate Owned, investments in associated companies, cash, goodwill and other assets



# GE Capital - Ratios (a)

| Leverage ratio<br>(In billions)                                  | rch 31,<br>2012       |          | mber 31,<br>2011 | 5  | September 30,<br>2011 | J  | une 30,<br>2011 |    | rch 31,<br>2011 |
|--|-----------------------|----------|------------------|----|-----------------------|----|-----------------|----|-----------------|
| Debt   | \$<br>432.1           | \$       | 443.4            | \$ | 458.4                 | \$ | 463.2           | \$ | 458.1           |
| Equity (b)   | 79.2                  |          | 77.1             |    | 76.0                  |    | 75.1            |    | 72.1            |
| Leverage ratio   | <br>5.5:1             |          | 5.7:1            |    | 6.0:1                 |    | 6.2:1           |    | 6.4:1           |
| Debt   | \$<br>432.1           | \$       | 443.4            | \$ | 458.4                 | \$ | 463.2           | \$ | 458.1           |
| Less: hybrid debt  | (7.7)                 |          | (7.7)            |    | (7.7)                 |    | (7.7)           |    | (7.7)           |
| Less: cash and equivalents                                       | <br>(76.4)            |          | (77.0)           |    | (83.6)                |    | (78.1)          |    | (67.4)          |
| Adjusted debt  | <br>348.0             |          | 358.7            |    | 367.1                 |    | 377.4           |    | 383.0           |
| Equity (b)   | 79.2                  |          | 77.1             |    | 76.0                  |    | 75.1            |    | 72.1            |
| Add: hybrid debt   | 7.7                   |          | 7.7              |    | 7.7                   |    | 7.7             |    | 7.7             |
| Adjusted equity  | <br>86.9              |          | 84.8             |    | 83.7                  |    | 82.8            |    | 79.8            |
| Adjusted leverage ratio  | <br>4.0:1             |          | 4.2:1            |    | 4.4:1                 |    | 4.6:1           |    | 4.8:1           |
| Tangible common equity to tangible assets ratio<br>(In billions) | rch 31,<br>2012       |          | mber 31,<br>2011 | 5  | September 30,<br>2011 | J  | une 30,<br>2011 |    | rch 31,<br>2011 |
| Total equity (b)<br>Less: Goodwill and other intangibles         | \$<br>79.2<br>(28.8)  | \$       | 77.1<br>(28.8)   | \$ | 76.0<br>(29.4)        | \$ | 75.1<br>(30.0)  | \$ | 72.1<br>(29.6)  |
| Tangible common equity   | \$<br>50.4            | \$       | 48.3             | \$ | 46.6                  | \$ | 45.1            | \$ | 42.5            |
| Total assets<br>Less: Goodwill and other intangibles             | \$<br>573.4<br>(28.8) | \$       | 584.5<br>(28.8)  | \$ | 603.1<br>(29.4)       | \$ | 605.6<br>(30.0) | \$ | 597.7<br>(29.6) |
| Tangible assets  | \$<br>544.6           | \$       | 555.7            | \$ |                       | \$ | 575.6           | \$ | 568.1           |
| Tangible common equity to tangible assets                        | <br>9.3               | <u> </u> | 8.7              | %  | 8.1                   | %  | 7.8             | %  | 7.5 %           |
| Tier 1 common ratio (c)  | <br>10.4 %            | /6       | 9.9              | %  | 9.6                   | %  | 9.1             | %  | 8.6 %           |

(a) Includes discontinued operations.

(b) Equity represents amounts available to GE Capital shareholders, excluding noncontrolling interests.

(c) Based on Basel One RWA estimates.



# **GE Capital - Funding**

| (In billions)   | ırch 31,<br>2012 | De | cember 31,<br>2011 | Sep | tember 30,<br>2011 |    | June 30,<br>2011 |    | March 31,<br>2011 |   |
|---|------------------|----|--------------------|-----|--------------------|----|------------------|----|-------------------|---|
| Commercial paper  | \$<br>43.1       | \$ | 44.2               | \$  | 40.7               | \$ | 40.7             | \$ | 40.6              |   |
| Long-term debt (a)  | 294.2            |    | 302.8              |     | 321.6              |    | 326.5            |    | 324.1             |   |
| Deposits / CD's   | 41.1             |    | 43.1               |     | 41.5               |    | 41.5             |    | 39.4              |   |
| Alternate funding / other                                       | 24.0             |    | 23.7               |     | 24.0               |    | 25.4             |    | 24.7              |   |
| Non-recourse borrowings of consolidated securitization entities | 29.5             |    | 29.3               |     | 29.0               |    | 29.1             |    | 29.3              |   |
| Total debt  | \$<br>431.9      | \$ | 443.1              | \$  | 456.8              | \$ | 463.2            | \$ | 458.1             |   |
| Metrics   |                  |    |                    |     |                    |    |                  |    |                   |   |
| Bank lines  | \$<br>51.6       | \$ | 52.4               | \$  | 53.6               | \$ | 53.7             | \$ | 53.0              | ٦ |
| Commercial paper coverage (b):                                  |                  |    |                    |     |                    |    |                  |    |                   |   |
| Bank lines  | 120              | %  | 119                | %   | 132                | %  | 132              | %  | 130 %             | 6 |
| Bank lines and cash and equivalents                             | 297              | %  | 292                | %   | 336                | %  | 323              | %  | 296 %             | 6 |
| Cash and equivalents  | \$<br>76.2       | \$ | 76.7               | \$  | 83.3               | \$ | 78.0             | \$ | 67.3              |   |
| LT debt < 1 year  | \$<br>79.3       | \$ | 82.7               | \$  | 76.4               | \$ | 72.9             | \$ | 59.2              |   |

(a) Includes \$28 billion, \$35 billion, \$45 billion, \$45 billion, and \$45 billion of long term debt issued under the TLGP program at March 31, 2012, December 31, 2011, September 30, 2011, June 30, 2011, and March 31, 2011, respectively.

(b) Commercial paper coverage represents bank lines, both excluding and including cash and equivalents, as a percentage of the commercial paper balance as of the end of the relevant period.



# Appendix



# Glossary

| Term                        | Definition   |
|-----------------------------|--|
| Borrowing                   | Financial liability (short or long-term) that obligates us to repay cash or another financial asset to another entity.   |
| Cash and equivalents        | Highly liquid debt instruments with original maturities of three months or less, such as commercial paper. Typically included with cash for reporting purposes, unless designated as available-for-sale and included with investment securities.   |
| Commercial paper            | Unsecured, unregistered promise to repay borrowed funds in a specified period ranging from overnight to 270 days.  |
| Derivative instrument       | A financial instrument or contract with another party (counterparty) that is designed to meet any of a variety of risk management objectives, including those related to fluctuations in interest rates, currency exchange rates or commodity prices. Options, forwards and swaps are the most common derivative instruments we employ. See "Hedge."   |
| Discontinued operations     | Certain businesses we have sold or committed to sell within the next year and therefore will no longer be part of our ongoing operations.<br>The net earnings, assets and liabilities, and cash flows of such businesses are separately classified on our Statement of Earnings,<br>Statement of Financial Position and Statement of Cash Flows, respectively, for all periods presented.              |
| Ending Net Investment (ENI) | The total capital we have invested in the financial services business. It is the sum of short-term borrowings, long-term borrowings and equity (excluding noncontrolling interests) adjusted for unrealized gains and losses on investment securities and hedging instruments. Alternatively, it is the amount of assets of continuing operations less the amount of non-interest bearing liabilities. |
| Equipment leased to others  | Rental equipment we own that is available to rent and is stated at cost less accumulated depreciation.   |
| Fair value hedge            | Qualifying derivative instruments that we use to reduce the risk of changes in the fair value of assets, liabilities or certain types of firm commitments. Changes in the fair values of derivative instruments that are designated and effective as fair value hedges are recorded in earnings, but are offset by corresponding changes in the fair values of the hedged items. See "Hedge."          |
| Financing receivables       | Investment in contractual loans and leases due from customers (not investment securities).   |
| Goodwill                    | The premium paid for acquisition of a business. Calculated as the purchase price less the fair value of net assets acquired (net assets are identified tangible and intangible assets, less liabilities assumed).  |
| Hedge                       | A technique designed to eliminate risk. Often refers to the use of derivative financial instruments to offset changes in interest rates,<br>currency exchange rates or commodity prices, although many business positions are "naturally hedged" - for example, funding a U.S.<br>fixed-rate investment with U.S. fixed-rate borrowings is a natural interest rate hedge.                              |



# Glossary

| Term                           | Definition  |
|--------------------------------|---|
| Intangible asset               | A non-financial asset lacking physical substance, such as goodwill, patents, licenses, trademarks and customer relationships.   |
| Interest rate swap             | Agreement under which two counterparties agree to exchange one type of interest rate cash flow for another. In a typical arrangement,<br>one party periodically will pay a fixed amount of interest, in exchange for which that party will receive variable payments computed using<br>a published index. See "Hedge."  |
| nvestment securities           | Generally, an instrument that provides an ownership position in a corporation (a stock), a creditor relationship with a corporation or<br>governmental body (a bond), rights to contractual cash flows backed by pools of financial assets or rights to ownership such as those<br>represented by options, subscription rights and subscription warrants.   |
| Net interest margin            | A measure of the yield on interest earning assets relative to total interest expense. It is the amount of interest income less interest expense, divided by average interest earning assets.  |
| Net operating income           | Represents operating income less operating expenses for owned real estate properties.   |
| Other comprehensive income     | Changes in assets and liabilities that do not result from transactions with shareowners and are not included in net income but are recognized in a separate component of shareowner's equity. Other comprehensive income includes the following components:<br>- Investment securities - unrealized gains and losses on securities classified as available for sale<br>- Currency translation adjustments - the result of translating into U.S. dollars those amounts denominated or measured in a different currency<br>- Cash flow hedges - the effective portion of the fair value of cash flow hedges. Such hedges relate to an exposure to variability in the cash flows of recognized assets, liabilities or forecasted transactions that are attributable to a specific risk<br>- Benefit plans - unamortized prior service costs and net actuarial losses (gains) related to pension and retiree health and life benefits |
| Retained interest              | A portion of a transferred financial asset retained by the transferor that provides rights to receive portions of the cash inflows from that asset.   |
| Securitization                 | A process whereby loans or other receivables are packaged, underwritten and sold to investors. In a typical transaction, assets are sold to a special purpose entity, which purchases the assets with cash raised through issuance of beneficial interests (usually debt instruments) to third-party investors. Whether or not credit risk associated with the securitized assets is retained by the seller depends on the structure of the securitization. See "Variable interest entity."   |
| Variable interest entity (VIE) | An entity that must be consolidated by its primary beneficiary, the party that holds a controlling financial interest. A variable interest entity has one or both of the following characteristics: (1) its equity at risk is not sufficient to permit the entity to finance its activities without additional subordinated financial support from other parties, or (2) as a group, the equity investors lack one or more of the following characteristics: (a) the power to direct the activities that most significantly affect the economic performance of the entity, (b) obligation to obasorb expected losses, or (c) right to receive expected residual returns.  |

