

GE Works

Supplemental information

- GE Capital ending net investment
- Industrial CFOA from continuing operations
- GE Industrial segment organic revenue growth
- Operating earnings & EPS



imagination at work

GE Capital ending net investment

(\$ in billions)

	<u>4Q'08</u>	<u>4Q'09</u>	<u>4Q'10</u>	<u>4Q'11</u>
GECC assets (cont. ops.)	\$635.9	\$624.6	\$592.2	\$582.9
Subtract: non-debt liabilities	<u>85.5</u>	<u>75.2</u>	<u>61.0</u>	<u>61.5</u>
GE Capital ENI	550.4	549.4	531.2	521.4
Subtract: cash & equivalents	<u>37.7</u>	<u>62.5</u>	<u>60.3</u>	<u>76.7</u>
GE Capital ENI (ex. cash)	<u>\$512.7</u>	<u>\$486.9</u>	<u>\$470.9</u>	<u>\$444.7</u>
GECC disc. ops. ENI (ex. cash)	<u>\$23.7</u>	<u>\$22.0</u>	<u>\$10.5</u>	<u>\$0.1</u>
GECC ENI (ex. cash)	<u>\$536.4</u>	<u>\$508.9</u>	<u>\$481.4</u>	<u>\$444.8</u>

Industrial CFOA from continuing operations

(\$ in millions)

	<u>4Q'11 YTD</u>	<u>4Q'10 YTD</u>	<u>YTD V%</u>
Cash from GE's operating activities as reported	\$12,057	\$14,746	(18)%
Less GECS dividends	<u>—</u>	<u>—</u>	
Cash from GE's operating activities excluding dividends from GECS (Industrial CFOA)	<u>\$12,057</u>	<u>\$14,746</u>	(18)%

GE Industrial segment organic revenue growth

(\$ in millions)

	<u>1Q'12</u>	<u>1Q'11</u>	<u>V%</u>
Industrial segment revenue	\$23,720	\$20,799	14%
Less the effects of:			
Acquisitions, business dispositions (other than dispositions of businesses acquired for investment) & currency exchange rates	1,210	508	
Industrial revenues excluding the effects of acquisitions, business dispositions (other than dispositions of businesses acquired for investment), currency exchange rates	<u>\$22,510</u>	<u>\$20,291</u>	11%

Operating earnings & EPS

(\$ in millions except earnings per share)

	<u>TY'11</u>	<u>TY'10</u>	<u>V%</u>
Earnings from continuing operations attributable to GE ^{-a)}	\$14,227	\$12,613	13%
Less: non-operating pension costs/(income), net of tax	<u>688</u>	<u>(204)</u>	
Operating earnings	<u>\$14,915</u>	<u>\$12,409</u>	20%
<u>Earnings per share – diluted^{-b)}</u>			
Continuing earnings per share	\$1.24	\$1.15	8%
Less: non-operating pension costs/(income) after tax	<u>.06</u>	<u>(.02)</u>	
Operating earnings per share	<u>\$1.31</u>	<u>\$1.13</u>	16%
Less: preferred stock redemption	<u>.08</u>	<u>-</u>	
Operating earnings per share excluding the effect of the preferred stock redemption	<u>\$1.38</u>	<u>\$1.13</u>	22%

(a- After the recast of Consumer Ireland business as discontinued operations

(b- Earnings per share amounts are computed independently. As a result, the sum of per share amounts may not equal the total