

# December 2011 Investor Update

January 10, 2012

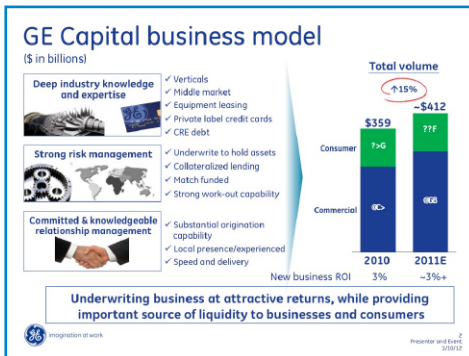
## To the Investment Community,

Best wishes for a happy and healthy new year from the GE Investor Communications team.

On December 6, Mike Neal, GE Vice Chairman and GE Capital CEO, and several members of the GE Capital leadership team hosted an investor meeting in Norwalk, Connecticut. As described in the slide to the right, Mr. Neal emphasized that the GE Capital businesses are stronger and more competitively positioned than in the past. GE Capital is expected to roughly double 2010 earnings in 2011 and have double-digit earnings growth in 2012, while continuing to shrink its balance sheet and strengthen capital and liquidity positions. You can listen to the replay of the webcast and download the related materials [here](#).

On December 7, Mark Vachon, Vice President of ecomagination<sup>SM</sup>, presented at the Bank of America Merrill Lynch 2011 Industrials Conference in New York. In his presentation, Mr. Vachon highlighted GE's ecomagination<sup>SM</sup> strategies that are driving innovation and growth. He provided an overview on GE's growing portfolio of 130 products and solutions that make GE the leading provider of eco-friendly infrastructure solutions. Please click [here](#) to access the presentation materials.

On December 9, the Board of Directors raised the Company's quarterly dividend \$0.02 from \$0.15 to \$0.17 per outstanding share of the Company's common stock. The Board declared that the dividend is payable January 25, 2012 to shareowners of record at the close of business on December 27, 2011. The ex-dividend date was December 22, 2011. "We are pleased to increase GE's quarterly dividend for the fourth time in two years as our financial performance continues to accelerate," GE Chairman and CEO Jeff Immelt said. Please click [here](#) to access the press release.



## Business Highlights

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# Investor Update CONTINUED

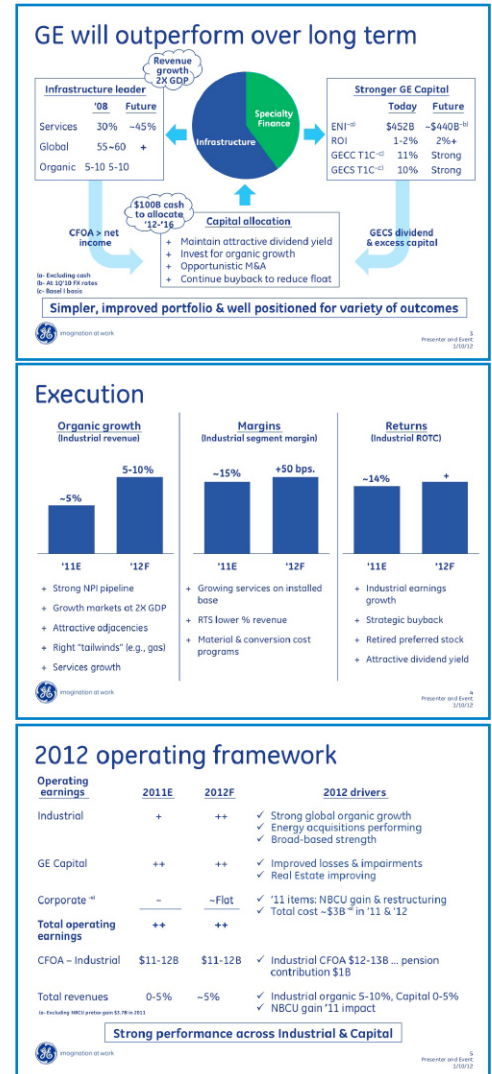
On December 13, Jeff Immelt, Chairman and CEO, hosted the GE Annual Outlook Investor Meeting in New York. Mr. Immelt presented a positive outlook for the Company, commenting on the strong and balanced business portfolio which is positioned to deliver double-digit earnings growth in 2011 and 2012. As illustrated in the top slide to the right, Mr. Immelt emphasized the strength across Industrial and GE Capital by building a diversified and fast growing Infrastructure company and a focused and valuable specialty finance franchise. The middle slide highlights GE's focus on organic revenue growth, margins, and returns for 2012. Mr. Immelt concluded his presentation with the bottom slide, which summarizes the GE 2012 operating framework. The webcast replay and other materials are posted on our website. Please click [here](#) to access the event.

For presentations, news and other helpful information please visit our investor website at <http://www.ge.com/investor>.

Please see "GE Reports" to keep informed about the latest company developments. We will update it daily to share information and our perspectives on GE activities around the world. Please visit our website at <http://www.gereports.com/>.

Regards,

*Jeff Immelt*



Results are preliminary and unaudited.

Caution Concerning Forward-Looking Statements: This document contains "forward-looking statements" - that is, statements related to future, not past, events. In this context, forward-looking statements often 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); potential financial implications from the Japanese natural disaster; 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 adequacy of our cash flow and earnings and other conditions which may affect our ability to pay our quarterly dividend at the planned level; our ability to convert customer wins (which represent pre-order commitments) into orders; the level of demand and financial performance of the major industries we serve, including, without limitation, air and rail transportation, energy generation, real estate and healthcare; the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including the impact of financial services regulation; strategic actions, 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 those of a political, economic, business and competitive nature. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements.

"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. For a reconciliation of non-GAAP measures presented in this document, see the accompanying supplemental information posted to the investor relations section of our website at [www.ge.com](http://www.ge.com)."

"Effective January 1, 2011, we reorganized our segments. We have reclassified prior-period amounts to conform to the current-period's presentation."

"In this document, "GE" refers to the Industrial businesses of the Company including GECS on an equity basis. "GE (ex. GECS)" and/or "Industrial" refer to GE excluding Financial Services."

# Industrial Businesses

## ENERGY INFRASTRUCTURE

- GE Oil & Gas has renewed an agreement with China Aviation Gas Turbine Ltd. (CAGT) to continue supplying GE10-1 gas turbine engines and control panels for use in power generation in oil and gas plants and coke oven gas applications in China and abroad through customers whose headquarters are in mainland China. The original agreement between GE and CAGT was signed in 2002 and renewed in 2007. Since 2002, GE has sold a significant number of these units to CAGT that now account for nearly one third of the global installed fleet of GE10-1 gas turbines. [Read the press release.](#)
- GE's LM6000 aeroderivative gas turbine technology has been selected for a power plant expansion that will help the local power system to meet the growing electricity and heating needs of the city of Yuzhno-Sakhalinsk on Sakhalin Island in eastern Russia. GE will supply three LM6000-PF Sprint aeroderivative gas turbines, each with an output of 46 megawatts, to Sakhalin Energy Company, a leading oil and gas energy source for the Asia-Pacific region. [Read the press release.](#)
- GE announced it will supply a 48-megawatt (MW) LM6000-PC Sprint aeroderivative gas turbine and related services to independent power producer Bis Enerji Elektrik Uretim AS for the expansion of one of Turkey's largest merchant power plants. The new LM6000-PC Sprint unit and an associated steam turbine-generator will increase the cogeneration plant's installed capacity from 410 MW to 495 MW, or enough to power approximately 200,000 more Turkish households, when it enters commercial operation in August 2012. [Read the press release.](#)
- GE Oil & Gas has signed a contract with Qatar Operating Company Limited (Qatargas) to supply advanced combustion technology that will reduce gas turbine emissions at the Qatargas 1 Utility complex to meet new regulations from the Qatari Ministry of Environment. GE will provide a Dry Low NOx (DLN) 1.0 combustion system designed to achieve low emissions levels of 25 parts per million (ppm) for nitrogen oxide. This technology will be used to upgrade six GE Frame 6B gas turbines that are providing the power for three onshore LNG trains at the Qatargas 1 site in Ras Laffan Industry City, 70 kilometers from Doha. [Read the press release.](#)
- GE Energy and Electricite de France SA will develop a 510-megawatt combined-cycle gas power generator in northern France. The new-generation GE model will be built at an existing plant at Bouchain by 2015, when an existing coal-fired thermal power plant is scheduled to be shut down, according to a statement from the Paris-based utility. The plant will cost 400 million euros (\$536 million), EDF Chief Executive Officer Henri Proglio said. The project is part of a "strategic partnership" with GE and aimed at modernizing EDF's thermal plants by 2023, EDF said. The new power plant will be able to reach maximum output within 30 minutes compared with about an hour for existing fossil-fuel plants, according to the utility. [Read the press release.](#)



## TRANSPORTATION

- GE Transportation announced it will spend \$35 million to build a new remanufacturing plant for its Evolution Series diesel engines for rail, marine and stationary power applications. The new plant will employ about 250 workers, including 150 new hires. This marks the GE total over 13,000 new U.S. jobs announced since 2009. The Company will invest another \$37 million to upgrade its existing diesel engine manufacturing plant. Hiring for the new jobs will start in mid-2012. [Read the press release.](#)

# Industrial Businesses CONTINUED

## AVIATION

- A large order of Boeing aircraft from Southwest Airlines will give additional thrust to GE Aviation's production in Wilmington. The total aircraft order is valued at approximately \$4.7 billion. Southwest will purchase 150 Boeing 737 MAX airplanes and will expand its fleet of Boeing Next-Generation 737-800s. CFM International, a joint venture between GE Aircraft and French company Snecma, produces engines for both jets. Rotating parts for the engines are produced at Wilmington's GE Aircraft facility, and Company officials say that the new Southwest orders will increase production rates at the plant for many years to come. [Read the press release.](#)
- GE Aviation received a \$900 million order from Abu Dhabi-based Etihad Airways for jet engines to power 10 Boeing 787 Dreamliners and two Boeing 777 freighters. The Dreamliners will be powered by GE's new fuel-efficient GEnx engine. The freighters will be powered by the GE90 engine. The new aircraft follow Etihad's order of 35 GEnx-powered 787 Dreamliners in 2009. [Read the press release.](#)
- FedEx Express has selected the CF6-80C2 engine to power an order for 27 new Boeing 767-300 Freighters. FedEx Express has also signed a multi-year OnPoint<sup>SM</sup> solution agreement with GE that covers the maintenance, repair and overhaul of the engines. [Read the press release.](#)
- GE Aviation will commence production of its new H80 turboprop engine intended for example for Aircraft Industries L410 transport planes in the Czech Republic. Next year the Company plans to manufacture more than 70 of these engines; production should subsequently increase to 150 units per year. [Read the press release.](#)

## HEALTHCARE

- GE's IT business and Microsoft Corp. (NASDAQ: MSFT) announced plans to create a joint venture aimed at helping healthcare organizations and professionals use real-time, system-wide intelligence to improve healthcare quality and the patient experience. Upon formation, the new company will develop and market an open, interoperable technology platform and innovative clinical applications focused on enabling better population health management to improve outcomes and the overall economics of health and wellness. [Read the press release.](#)
- GE Healthcare and M+W Group, a leading global engineering, construction and project management company, announced that they have formed a strategic alliance aimed at overcoming the lack of key biopharmaceuticals, especially in emerging nations. The alliance, which will combine GE Healthcare's expertise in technologies for biopharmaceutical manufacture with M+W Group's global capabilities in bio-engineering and construction, will assist countries worldwide to become self-sufficient in the manufacture of vital biopharmaceuticals such as vaccines, insulin and biosimilars. [Read the press release.](#)
- Clariant, Inc., a GE Healthcare company, and ACORN Research LLC announced their strategic collaboration around molecular testing of tumor samples. The agreement will establish a standardized testing protocol across the ACORN network of oncology community practices and hospitals with treatment guidelines and clinical trial opportunities. These processes have the potential to improve oncology treatment and research that aim to deliver targeted treatments based on the specific genetic markers for each patient. [Read the press release.](#)

## HOME & BUSINESS SOLUTIONS

- GE Home & Business Solutions announced that Charles (Chip) Blankenship has been named President and CEO of GE Appliances, a global industry leader in major appliances and home energy management products and services for residential use. Blankenship joins the Appliances team from his most recent role as Vice President and general manager for the Commercial Engines Operation for GE Aviation. Prior to GE Aviation, Chip was the general manager for Aero Energy, a division of GE Energy. [Read the press release.](#)

# GE Capital

- GE Capital announced that its wholly-owned bank affiliate, GE Capital Financial Inc. is acquiring MetLife's U.S. retail deposit business, consisting of ~\$7.5 billion in U.S. deposits and an established online banking platform. Financial terms of the transaction were not disclosed. "This acquisition fits with our plans to launch a U.S. deposit platform," Dan Henson, President and CEO of GE Capital - Americas, said. "It accelerates our timing, helps us build a stronger and more cost-efficient funding base, and allows us to better serve our middle-market commercial customers." "These new capabilities combined with the GE Capital brand and our financial services marketing expertise provide an excellent engine for future growth," Henson said. "And since we will be using the same service and support platforms, the customer transition will be seamless and the quality experience consistent." [Read the press release.](#)
- GE Capital, Franchise Finance recently provided a \$21.5 million credit facility to The Beekman Group's portfolio company, TBG Food Acquisition Corp. (TBG FAC), a Dunkin' Donuts franchisee operating company. The facilities include an \$18.5 million term loan and a \$3 million revolver. Part of the funding was provided through GE Capital's bank affiliate, GE Capital Financial Inc. [Read the press release.](#)
- GE Capital's Commercial Distribution Finance (CDF) business announced a \$20 million facility for Govplace, a Reston, VA-based provider of enterprise information technology (IT) solutions to public sector clients. This new facility will help Govplace accommodate the needs of its customers by providing a credit line that increases to accommodate federal business orders in the peak months of September and October, the ability to source product directly from a wider variety of manufacturers, and short-term accounts receivable (STAR) funding for handling existing large federal contracts without impacting its existing line of credit, thereby enabling them to better compete for new contracts. [Read the press release.](#)
- GE Capital, Healthcare Financial Services (HFS) announced that it was the sole lender on a \$10 million senior secured multi-draw term loan to InfraReDx, Inc., a medical device company committed to advancing the diagnosis and management of coronary artery and other vascular diseases. The financing will be used to help support product commercialization efforts. [Read the press release.](#)
- GE Capital Aviation Services Limited (GECAS), the commercial aircraft leasing and financing arm of GE, announced the delivery of a new Airbus A320 aircraft to Airphil Express to help the carrier expand its fleet. The aircraft is part of GECAS' existing order book with Airbus. Airphil Express operates a fleet of 16 aircraft to 29 destinations. [Read the press release.](#)



# Other Company News

## CITIZENSHIP, ECOMAGINATION<sup>SM</sup>, HEALTHYMAGINATION

- Year six pupils at Radyr Primary School together with Professor John Harries, chief scientific adviser for Wales, helped GE Healthcare to celebrate the fifth anniversary of its Education Zone at the Maynard Centre in Whitchurch, Cardiff. Since it opened in autumn 2006 more than 7,500 Key Stage 2 children from over 70 schools have benefitted from GE Healthcare's hands-on approach to science education. To celebrate the occasion and to thank Radyr Primary school for its ongoing support, GE Healthcare presented the school with £300 worth of science equipment, including an 'Understanding Electricity Kit' which provides everything children need to build their own electrical circuit to understand how electricity works and what it can do. [Read the press release.](#)
- GE Capital and GE Healthcare, the financial services and healthcare divisions of General Electric Company, announced an investment in C8 MediSensors, Inc., a privately held developer of non-invasive continuous glucose monitors for diabetic patients. The investment is being made through the GE healthymagination Fund, an equity fund that makes investments in highly promising healthcare technology companies. The investment is aligned with GE Healthcare's expanding focus on disease management solutions that can improve healthcare globally, as well as GE's broader healthymagination initiative, which focuses on reducing cost, increasing patient access and improving quality in healthcare. Financial terms of the transaction were not disclosed. [Read the press release.](#)

## RECENT INVESTOR EVENTS

Visit the [Events & Presentations](#) section of our investor website to view the presentations.

- December 6: GE Capital Investor Meeting
- December 7: Bank of America Merrill Lynch 2011 Industrials Conference
- December 13: GE Annual Outlook Meeting

## UPCOMING INVESTOR EVENTS (SUBJECT TO CHANGE)

- January 10, 2012<sup>\*\*</sup>: J.P. Morgan Healthcare Conference
- January 20, 2012<sup>\*\*</sup>: GE 4th Quarter and Total Year 2011 Earnings Webcast
- March 6-7, 2012: GE Global Growth Investor Meeting in Rio de Janeiro, Brazil

\* Webcast replays are retained on our website for a limited period of time. \*\*Meeting will be webcast.