

Global Fact Sheet

By the Numbers

- > Employs 2,095 professionals
 - 648 client relationship managers
 - 340 asset managers
- > 45 offices across 31 markets
- > 5,000 customer relationships
- > \$87 billion in total assets
 - Portfolio of 49% equity investments and 51% debt financing
 - 438 million sq. ft. of global real estate
- > \$104 billion in served assets
- > More than tripled net income past 5 years
- > Net income originated outside the US increased to 72% ('07) from 22% ('99)
- > 15,000+ properties worldwide
- > \$39 billion closed transactions in '07
- > Average investment size: \$8.7 million
- > #1 commercial lender in Mexico
- > Largest single real estate loan (US\$900 million) in Latin America ('06)
- > Among top investors in Paris
- > Arden Realty- among top office owners on US west coast; leader in energy solutions
- > Approximately \$1 billion invested in retail assets across Poland
- > #1 Lender- *Real Estate Forum*, 2007
- > #2 Non Performing Loan investor in Italy

GE Real Estate (gerealestate.com) is one of the world's premier commercial real estate companies. With more than \$87 billion in assets and a presence in 31 markets throughout North America, Europe and Asia Pacific, it's backed by GE's AAA rating, and offers a comprehensive range of capital and investment solutions, including equity capital for acquisition or development, as well as fixed- and floating-rate mortgages for new acquisitions or re-capitalizations of commercial real estate.

With a 28% compound annual growth rate since 1993, GE Real Estate is one of the fastest growing and most profitable real estate enterprises. This extraordinary record of success grows out of a reputation for collaboration and partnership; a depth of knowledge and experience; and a history of building relationships, finding opportunities and opening doors for more than 5,000 owners, builders, borrowers and brokers worldwide.

GE Real Estate's four specialized divisions:

- > **North America Equity:** Actively sources and manages single property and portfolio acquisitions through principal investments and joint venture equity partnerships. North America Equity uses common and preferred equity to produce quality returns across office, multifamily, industrial, retail, hotel and parking asset classes with offices across the US, Mexico and Canada.
- > **North America Lending:** Structures all forms of debt financing in the US, Mexico, and Canada, including floating-rate and fixed-rate construction, permanent, and bridge financing. Also delivers customized financing solutions for the single-tenant, affordable housing, manufactured housing, hospitality, golf course and vacation ownership markets.
- > **Europe:** Provides equity investments to clients, including direct acquisitions of single assets or portfolios, joint venture equity partnerships, corporate outsourcing transactions, sale-leasebacks. Provides debt financing through acquisition of performing commercial property loans, across multiple jurisdictions.
- > **Asia Pacific:** Serves customers and partners in Japan, South Korea, China, India, Singapore, Thailand, Taiwan, Australia and New Zealand. Provides commercial, residential and multifamily equity investments, structured financing, sale-leasebacks and real estate services such as asset management, loan servicing and developing strategic joint ventures.



Timeline

- 1950s** First real estate transaction completed
- 1972** GE Real Estate formally established in US
- 1986** Enters UK market
- 1990s** Enters Canada, Nordic region, France, Japan and Mexico. Continues global expansion into Western and Central Europe, Asia, Australia and New Zealand
- 2000** With US \$21 billion in total assets, establishes position as one the largest global participants in the industry
- 2005** Enters India through joint venture with Ascendas
- 2006** Initial fund investment in China

Acquires Arden Realty, a leading US REIT, for \$4.8 billion

First investment in Turkey, a joint venture with Dogus Holdings

First investment in Singapore for \$75 million
- 2007** First Japanese REIT investment with LCP Investment Corporation

Enters Brazil, Thailand and Taiwan

First investment in Romania, a joint venture with Helios Phoenix

Enters Russia through investment in Heitman Russia Property Partners Fund

Inaugural UK debt transaction: acquisition of \$4.5 billion portfolio of performing real estate loans

Customer Focus

- > The company has invested \$51.4 million since 2002 in new technologies to improve reliability, speed, and customer satisfaction such as the Deal Center:
 - Shares documents electronically with our customers
 - Speeds processes by having information accessible at all times
 - Reduces customer touch points in North America Lending by 60%
- > GE Real Estate uses Net Promoter Score (NPS) as its primary growth indicator. NPS helps identify areas for improvement and measure customer loyalty based on customer feedback

Sample Joint Ventures

- > GE Real Estate has extended its' global reach through strategic joint ventures, including:
 - Greystar (multifamily-USA)
 - Kimco Realty Corp (retail-North America)
 - Lowe Enterprises (office and distribution acquisitions-USA)
 - Ascendas (IT Parks-India)
 - Whitehall and CDC (office-France)
 - Foncière des Régions (office-France)
 - Heitman Fund (retail-Central Europe)
 - London & Regional (warehouse-Sweden)
 - O&H (office properties-UK)
 - Capital & Regional (mixed office & leisure property-UK)

GE (NYSE: GE)

- > One of only five AAA-rated companies
- > Consistently ranked **World's Most Admired Company** by *Fortune*
- > Voted **#1 Company For Leaders** by *Fortune* and *Hewitt Associates* in 2007
- > GE volunteers gave more than one million hours of community service in 2007
- > Invests \$1 billion annually in employee training and development

GE Commercial Finance

- > GE Real Estate is one of the fastest growing units within GE Commercial Finance — the business-to-business finance unit of GE.
- > GE plays a key role in helping customers grow through lending, leasing and other financing.

Contact

GE Real Estate Headquarters
901 Main Avenue
Norwalk, CT 06851
203 750 2900 / 1 888 GE FIRST

Press

John Oliver
GE Real Estate
203 750 3089
john.oliver@ge.com

Richard Ringer
HLB Communications
312 649 0371
RRInger@hlbcomm.com