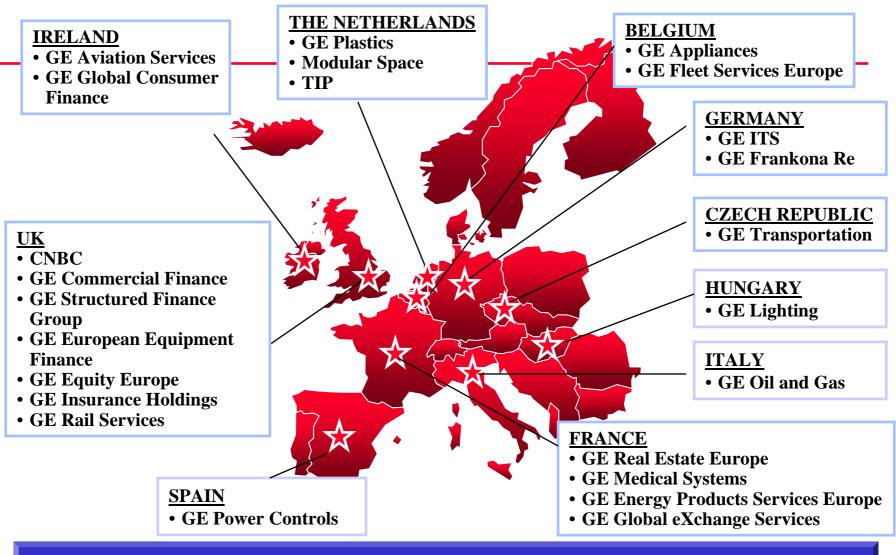


The World of GE Frankona Re

Toru Kumagai

Sarajevo, 8th May 2002

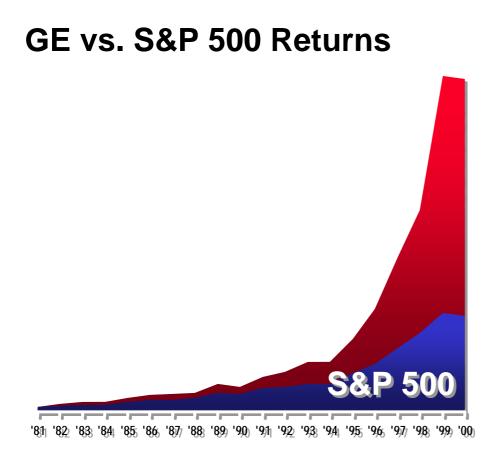
GE European Business HQ's



GE has 70,000 employees in Europe

GE Frankona Re

Consistent Performance

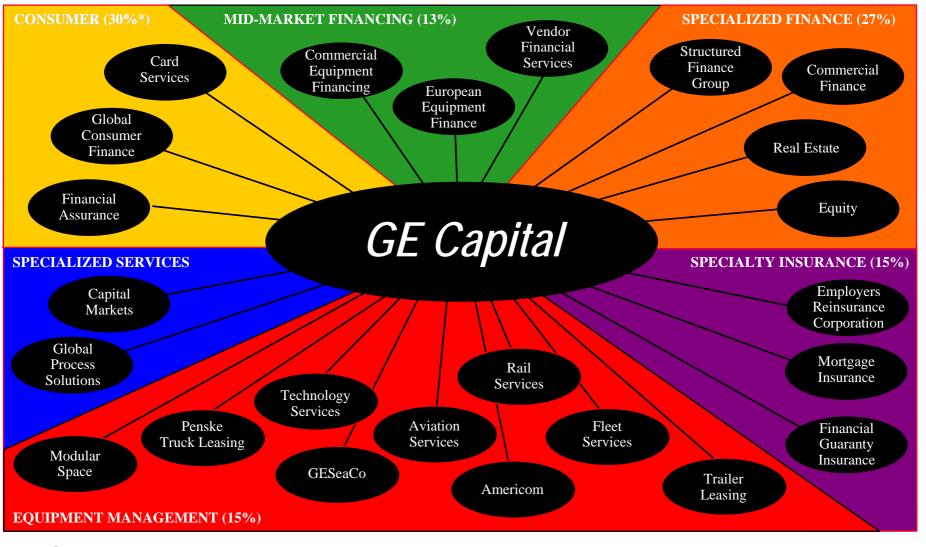


2001 Performance

RevenuesU\$126BNet IncomeU\$14.1B▲11%Market Capitalization399 BEmployees313,000Insurance
PremiumsU\$16B

Insurance & Reinsurance = 12.5% of GE Revenues

24 Businesses in Europe

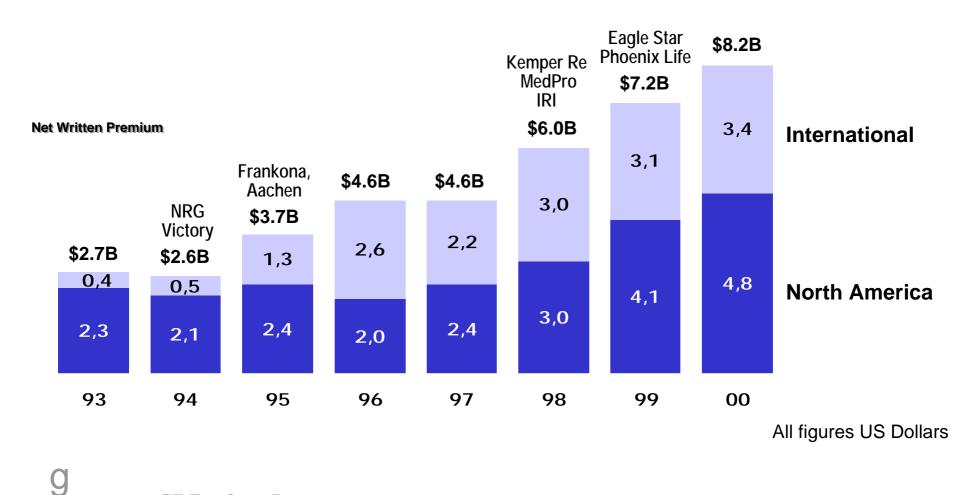


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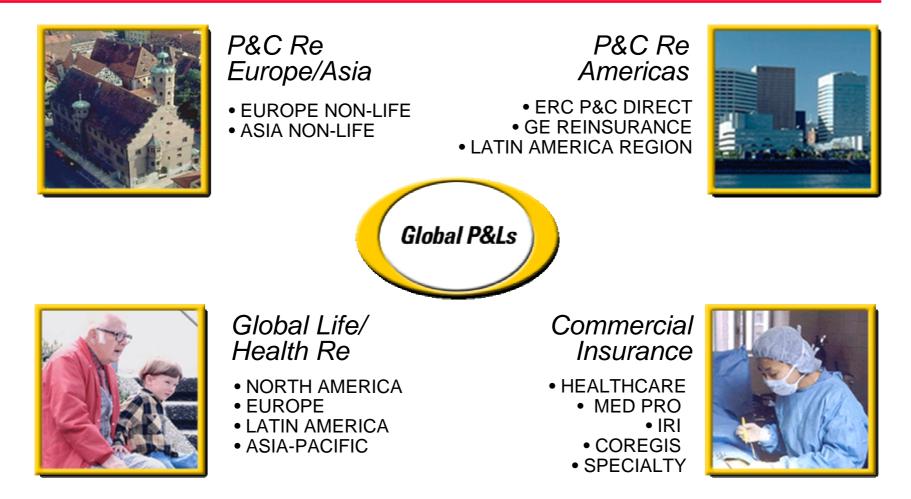
* Represents % Of Total GECS 2000 Net Income (Pre Corporate/Other)

GE ERC History

Mid to Late 90s



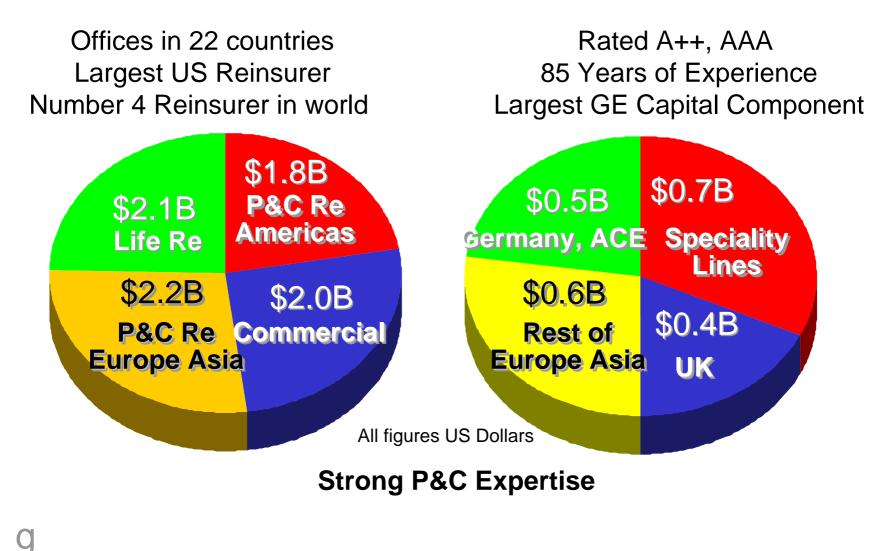
GE ERC Until Today



P&Ls Built Around Customers & Products

<u>GE</u> Frankona Re

GE ERC Today



GE Frankona Re

European Reinsurance Market

Market situation:

- Property Intensive
- Small Shares Common
- More Proportional than Excess of Loss
- Quality (Rating) not fully recognized in price/share
- Performance issues slow to surface



Our Response to the market

- Define and Target Key Customers
- Achieve Higher Shares
- Fewer transactions allow for more intensive underwriting
- Require differential pricing or share for our AAA rating
- More focus and time with Key Customers
- Increase productivity



<u>GE</u> Frankona Re