



Merrill Lynch Banking & Financial Services Investor Conference

Joseph M. Leone
Vice Chairman & Chief Financial Officer
November 16, 2006

Notices

Forward Looking Statements

Certain statements made in these presentations that are not historical facts may constitute “forward-looking” statements under the Private Securities Litigation Reform Act of 1995, including those that are signified by words such as “anticipate”, “believe”, “expect”, “estimate”, “target”, and similar expressions. These forward-looking statements reflect the current views of CIT and its management and are subject to risks, uncertainties, and changes in circumstances. CIT’s actual results or performance may differ materially from those expressed in, or implied by, such forward-looking statements. Factors that could affect actual results and performance include, but are not limited to, potential changes in interest rates, competitive factors and general economic conditions, changes in funding markets, industry cycles and trends, uncertainties associated with risk management, risks associated with residual value of leased equipment, and other factors described in our Form 10-K for the year ended December 31, 2005 and our Form 10-Q for the quarter ended September 30, 2006. CIT does not undertake to update any forward-looking statements.

Non-GAAP Financial Measures

The data provided in these presentations have been modified from our previously reported periodic data, including, but not limited to, the exclusion of certain non-core transactions and nonrecurring events, because management believes that the data presented herein better reflects core operating results. As such, the data will vary from comparable data reported in CIT’s Forms 10-K & 10-Q. The data provided in these presentations have not been examined by independent accountants and is not presented in accordance with generally accepted accounting principles (“GAAP”).

These presentations include certain non-GAAP financial measures, as defined in Regulation G promulgated by the Securities and Exchange Commission. Any references to non-GAAP financial measures are intended to provide additional information and insight into CIT’s financial condition and operating results. These measures are not in accordance with, or a substitute for, GAAP and may be different from or inconsistent with non-GAAP financial measures used by other companies.

For a reconciliation of these non-GAAP measures to GAAP and a list of the transactions and events excluded from the data herein, please refer to the appendix within this presentation or access the reconciliations through CIT’s Investor Relations website at www.cit.com.

Data as of or for the period ended September 30, 2006 unless otherwise noted.



1995-2006: A Dramatically Changed Competitive Landscape

Banking



- Banks consolidating and moving up-market
- Disrupted client relationships
- Shifting middle market and industry strategies

Commercial Finance



1995-2006: A Dramatically Changed Competitive Landscape

Banking

Bank of America.



WACHOVIA



- Banks consolidating and moving up-market
- Disrupted client relationships
- Shifting middle market and industry strategies

Commercial Finance

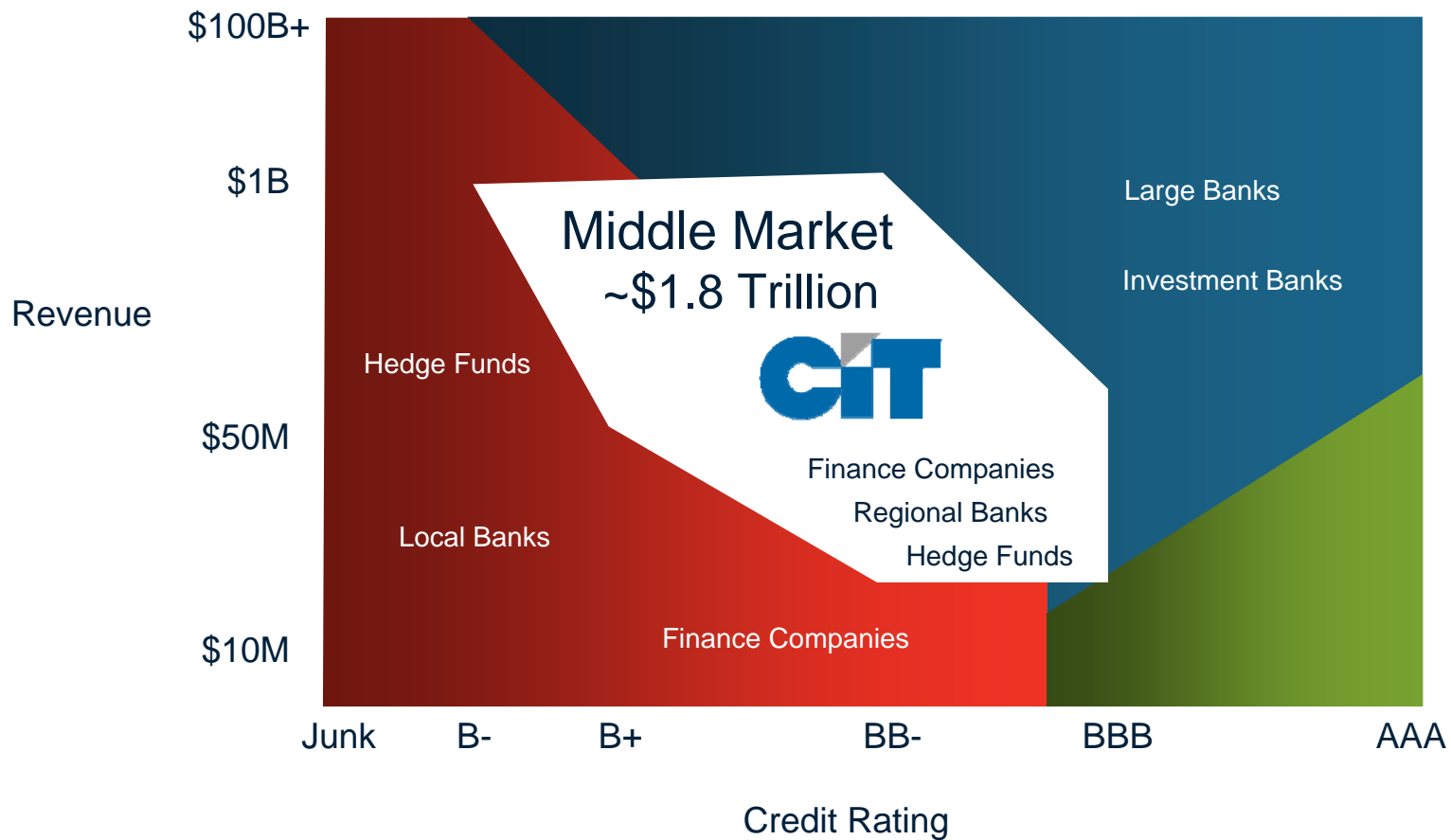
citicapital



Silverpoint



Where We Compete



Organized for Growth

Trade Finance

Factoring and other trade products to companies in retail supply chain, with increasing international focus

Transportation Finance

Longer-term, large ticket equipment leases and other secured financing to companies in rail, aerospace and defense industries

Corporate Finance

Lending, leasing and other services to middle market companies, with a focus on specific industries

Vendor Finance

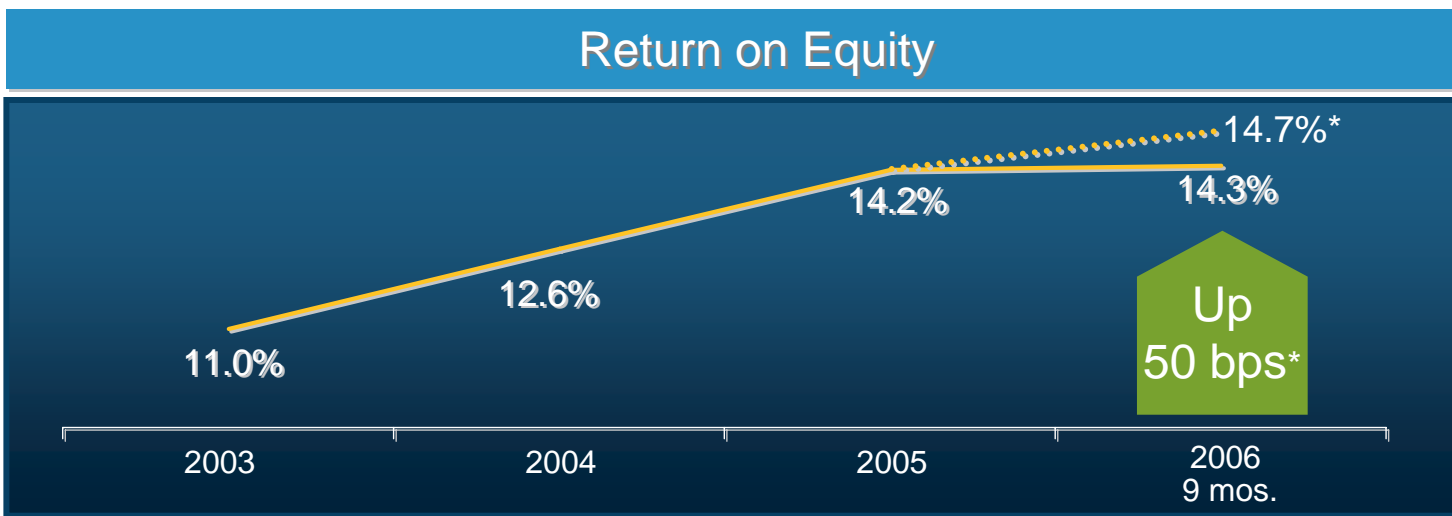
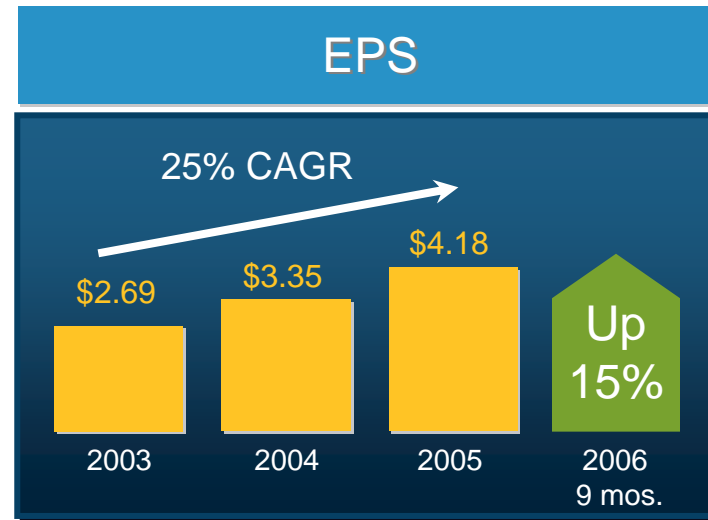
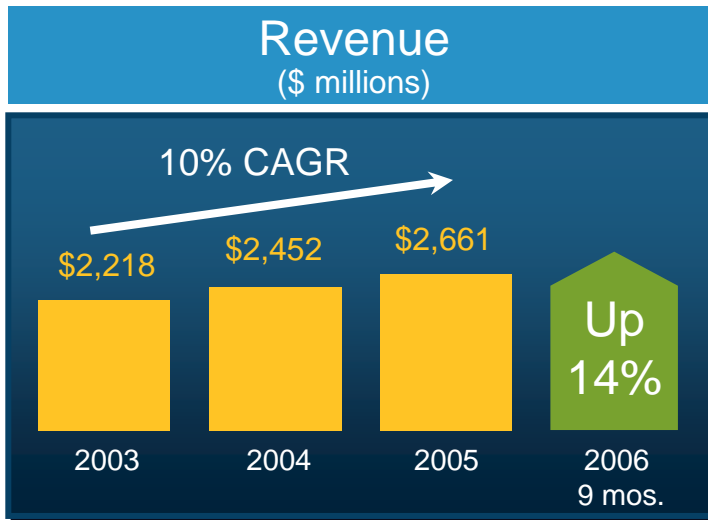
Financing solutions to manufacturers and distributors around the globe

Consumer / SBL

Loans to consumers and small businesses, leveraging broker and intermediary relationships

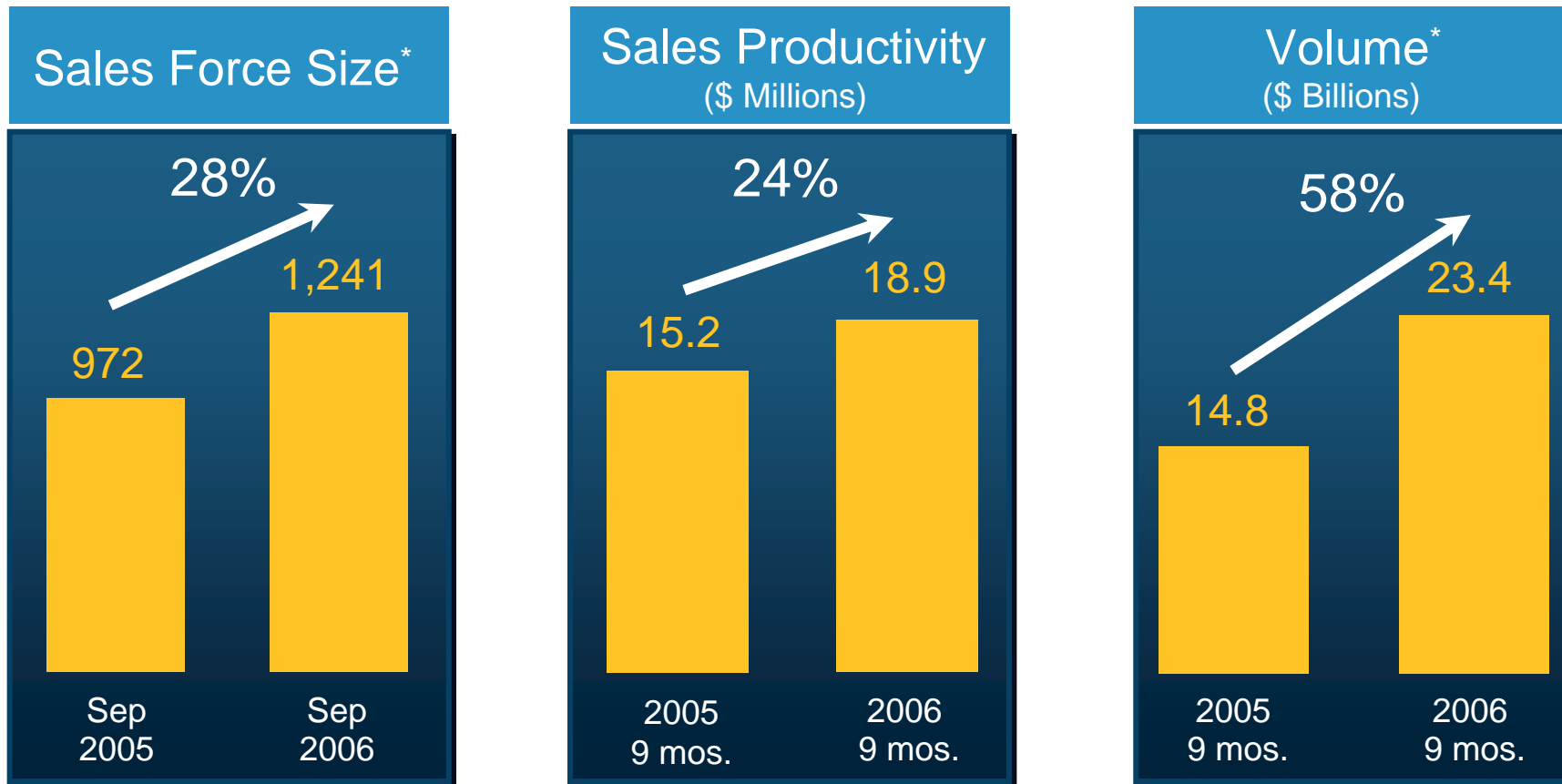
- Entered new markets and expanded our offerings
- Aligned around customer needs
- Developed industry focused teams
- Established sales culture
- Focused on back-office efficiencies
- Furthered credit and capital disciplines

Delivering Results



* Excludes options.

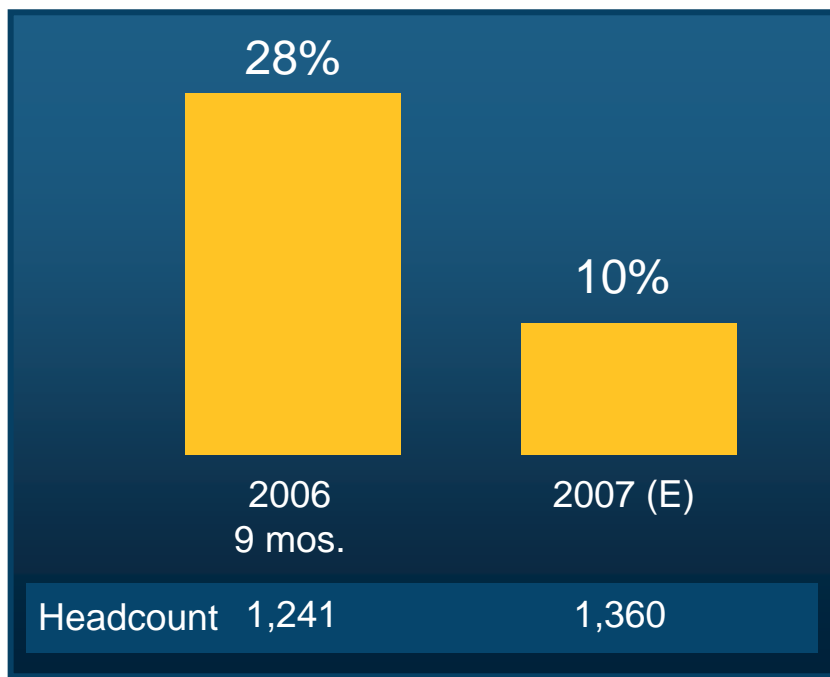
Delivering Strong Momentum in Top Line Growth



* Excludes Trade Finance, joint ventures and portfolio purchases.

Slowing Build-Out in 2007 and Focusing on Sales Productivity

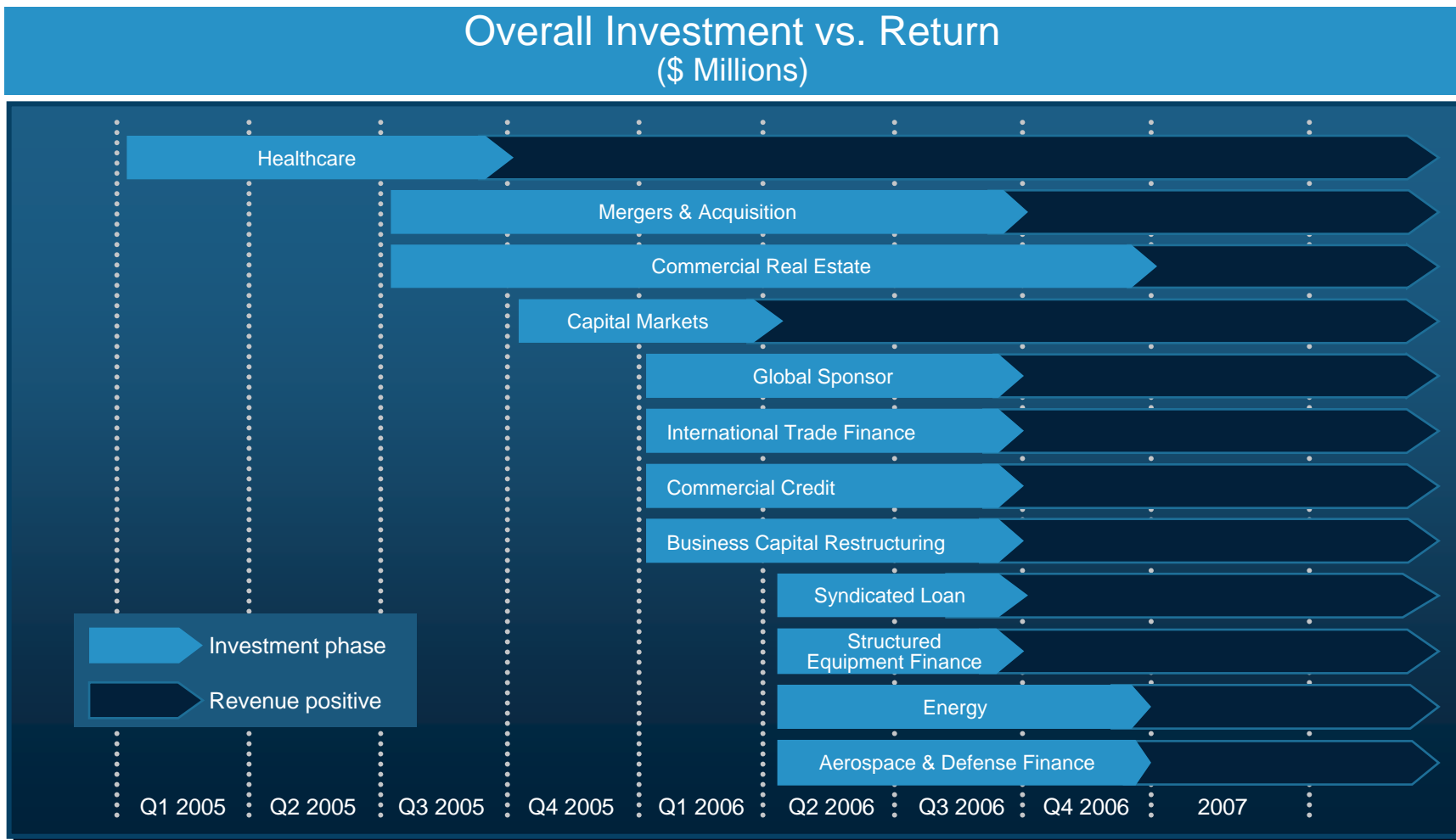
Percentage Increase in Sales Force Size*



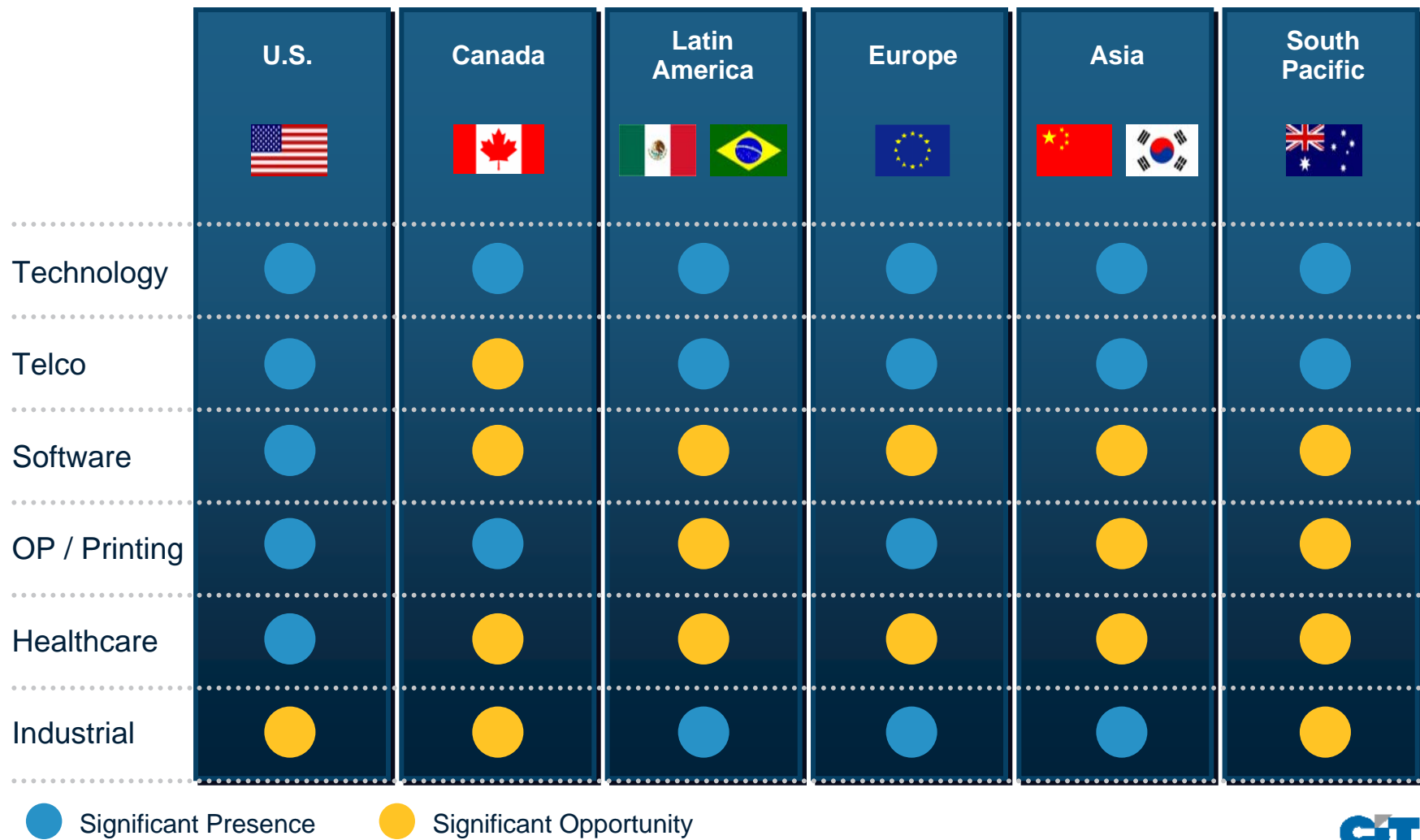
2007 Agenda

- Slow hiring pace
- Increase sales productivity over 20%
- Raise the sales performance bar
- Targeted training and development







New Strategic Initiatives are Growth Engines for the Future



Growth Across Specialty Finance Industries and Geographies

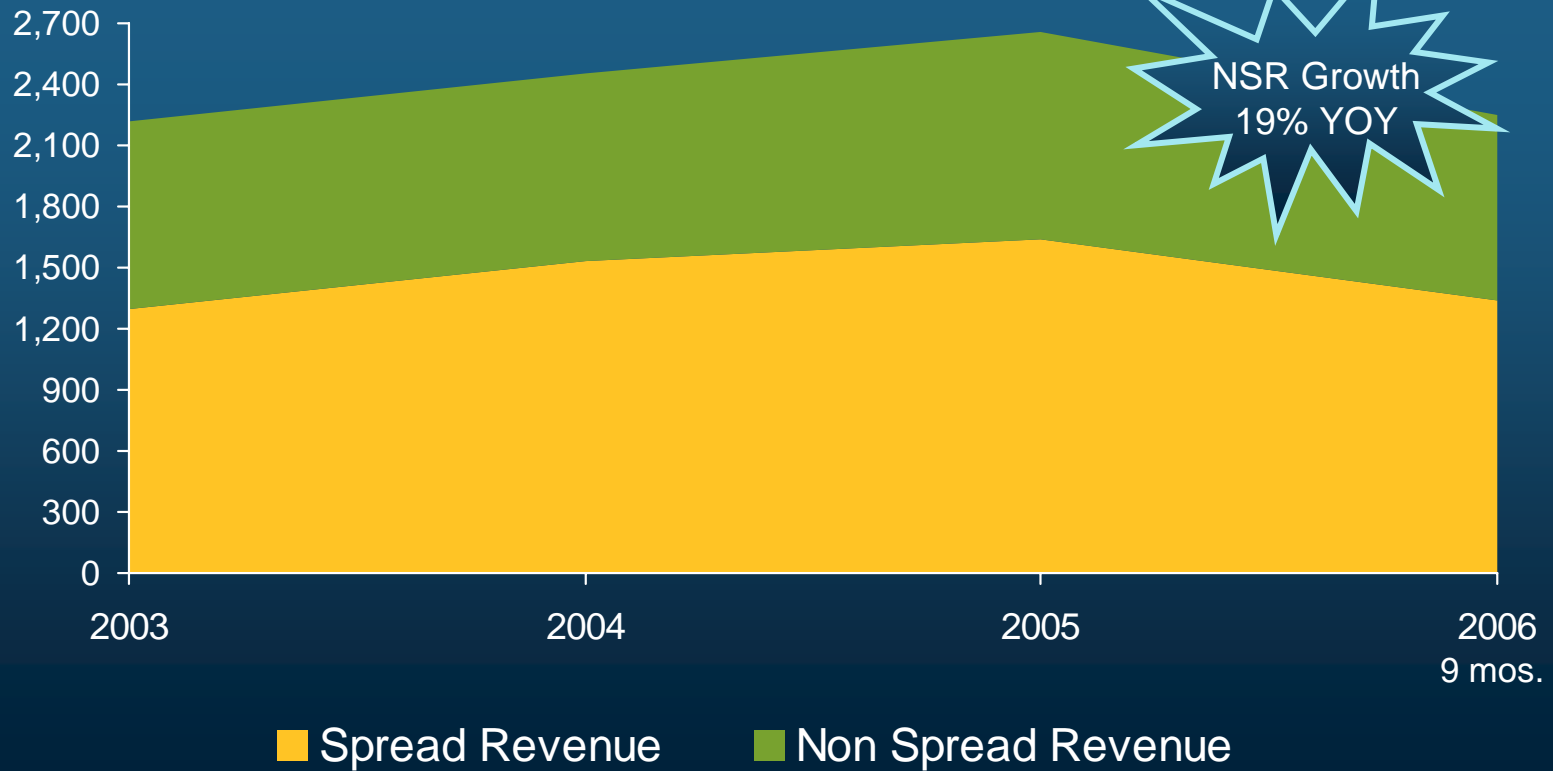


Managing Net Finance Revenue Dynamics

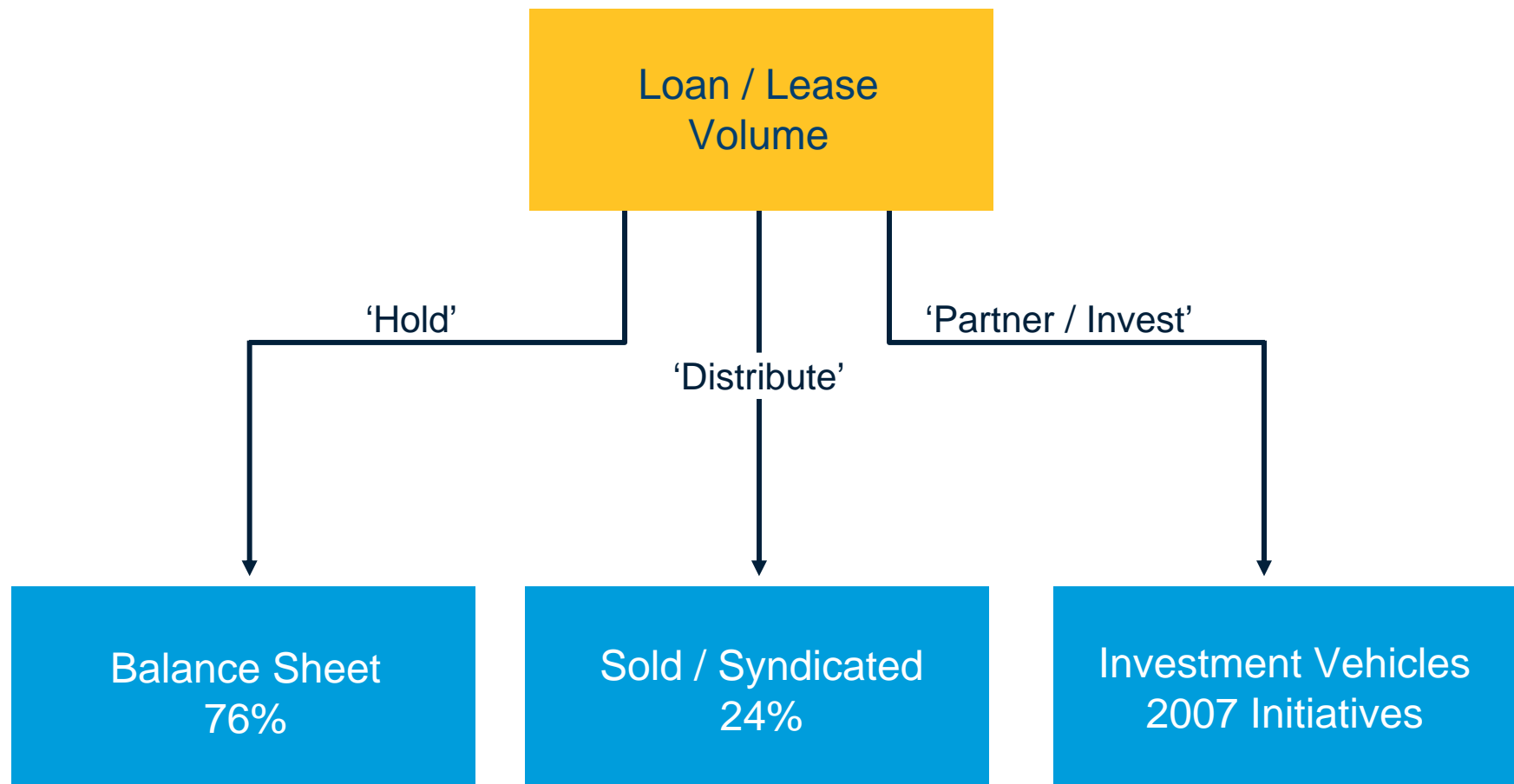
	Net Finance Margin	2007 Impact
2004	3.94%	
Portfolio Mix	(0.35%)	
Yield Curve	(0.17%)	
Funding Strategy	(0.11%)	
Leverage	(0.10%)	
Market Pricing	(0.10%)	
Fees and Other	(0.08%)	
Q3 2006	3.03%	

Driving Non-Spread Revenue and Improving Earnings Mix

Revenue Composition
(\$ in Millions)

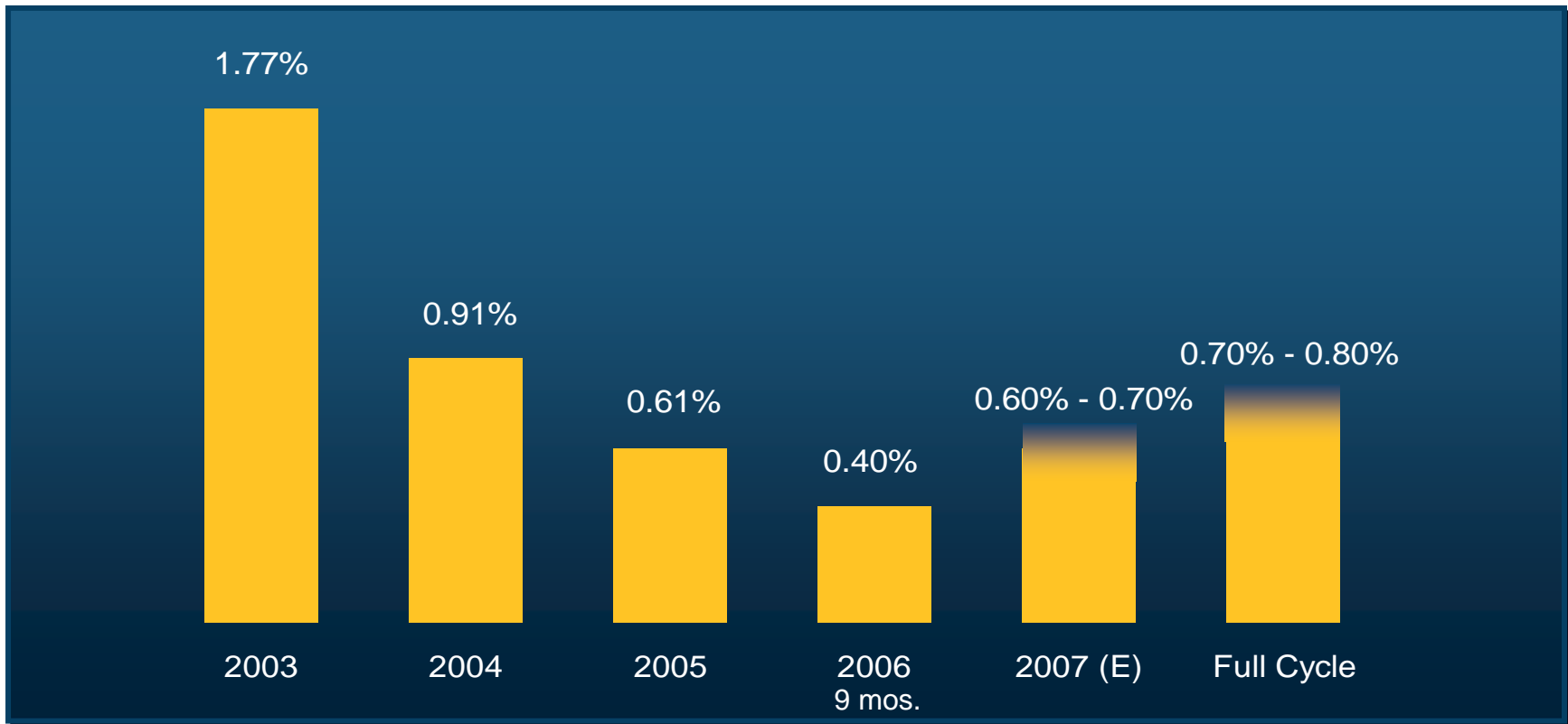


Leveraging Originations



Historic Credit Losses

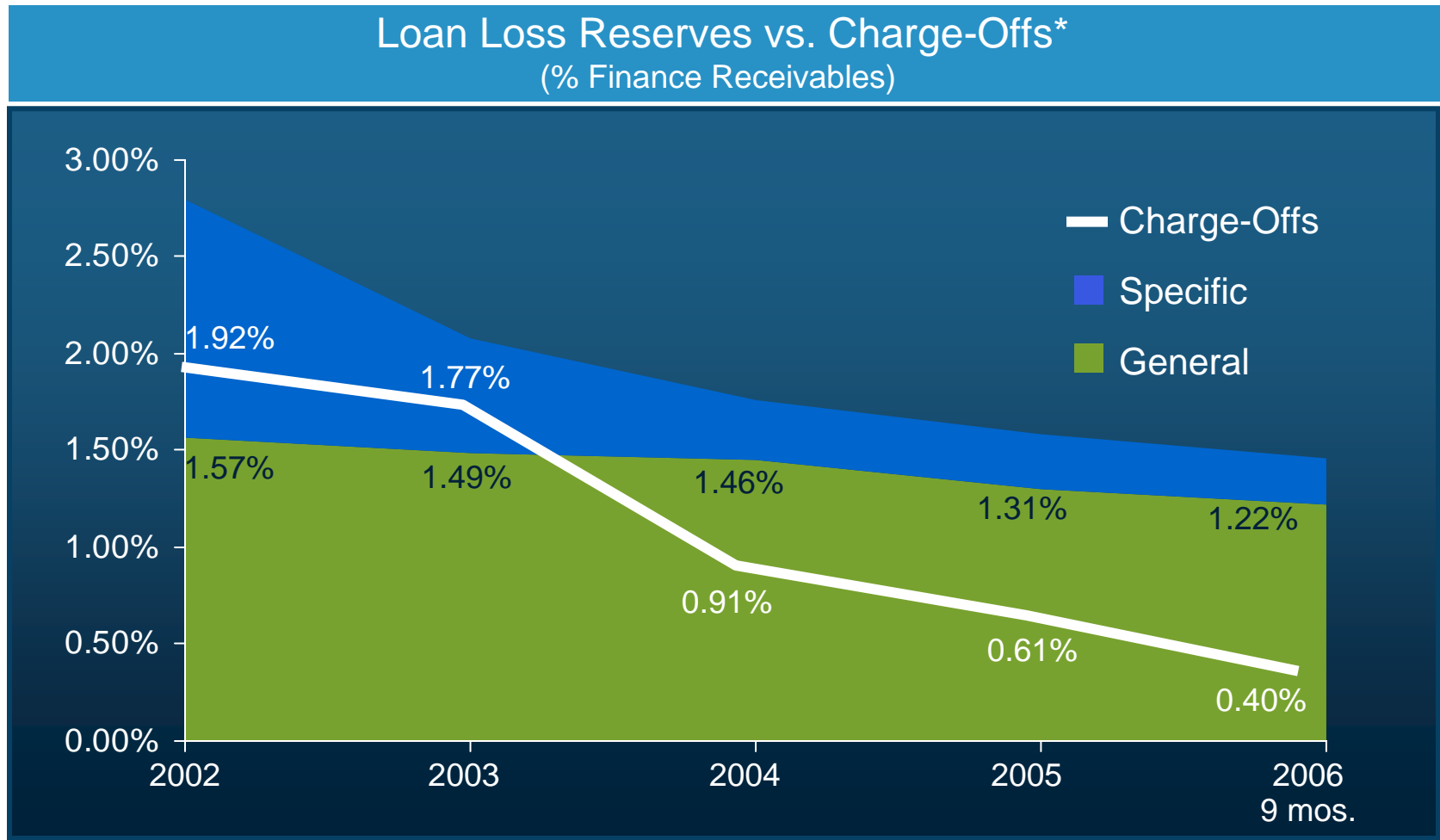
Charge-Off History
(% Average Finance Receivables)



Expect 2007 to remain below full cycle credit losses








Consistent Reserve Coverage



* Excludes Student Loan Xpress finance receivables.

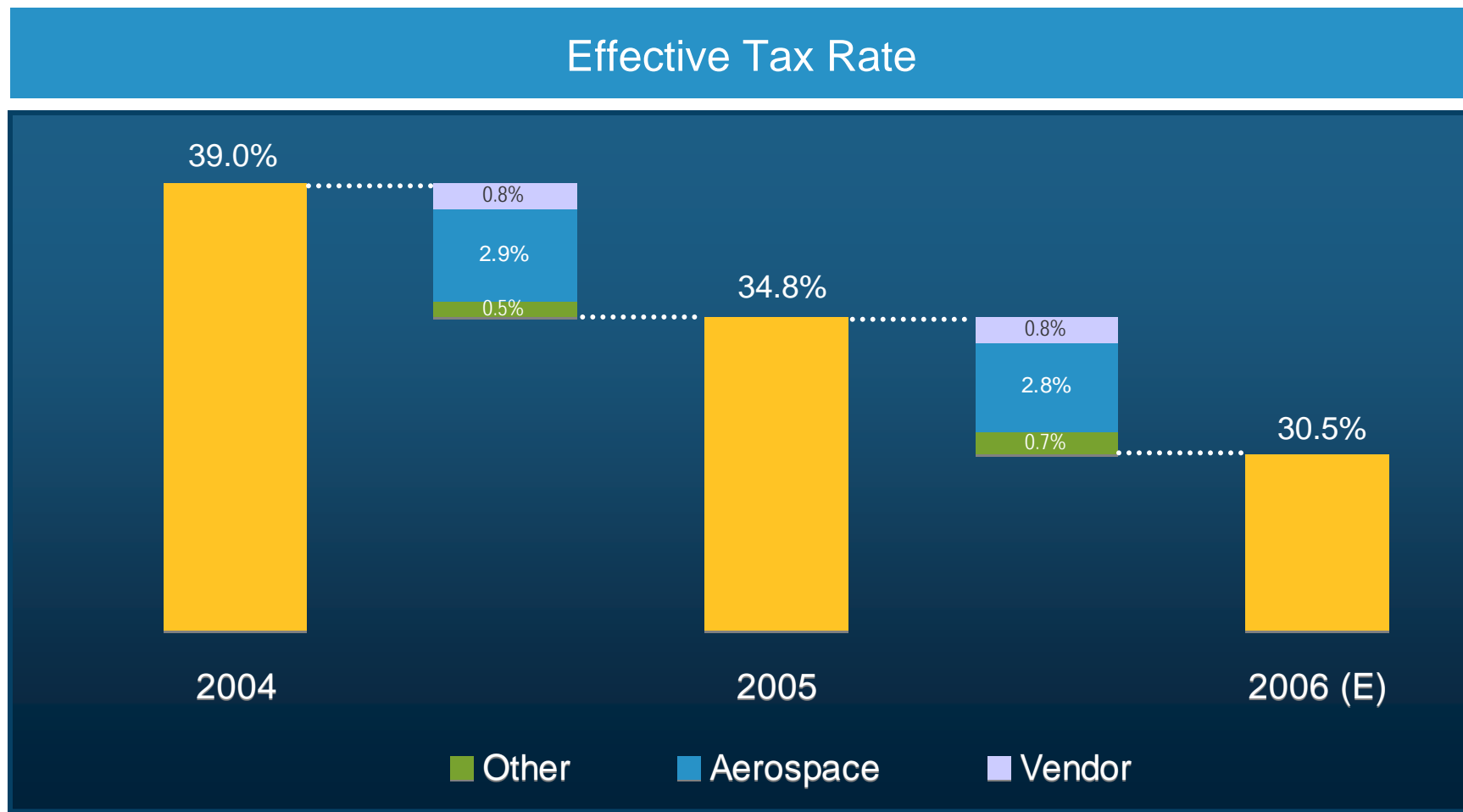
Targeting Productivity

	Efficiency Ratio (%)	Operating Expense (\$ Millions)	Net Revenue (\$ Millions)	2007 Impact
Q3 2004 (annualized)	40%	\$1,000	\$2,475	
New businesses	2.4%	\$190	\$300	
Business expansion	1.1%	\$200	\$400	
Expense take-outs	(1.6%)	(\$50)	---	
Options	1.0%	\$30	---	
Other	1.3%	\$40	---	
Q3 2006 (annualized)	44%	\$1,410	\$3,175	

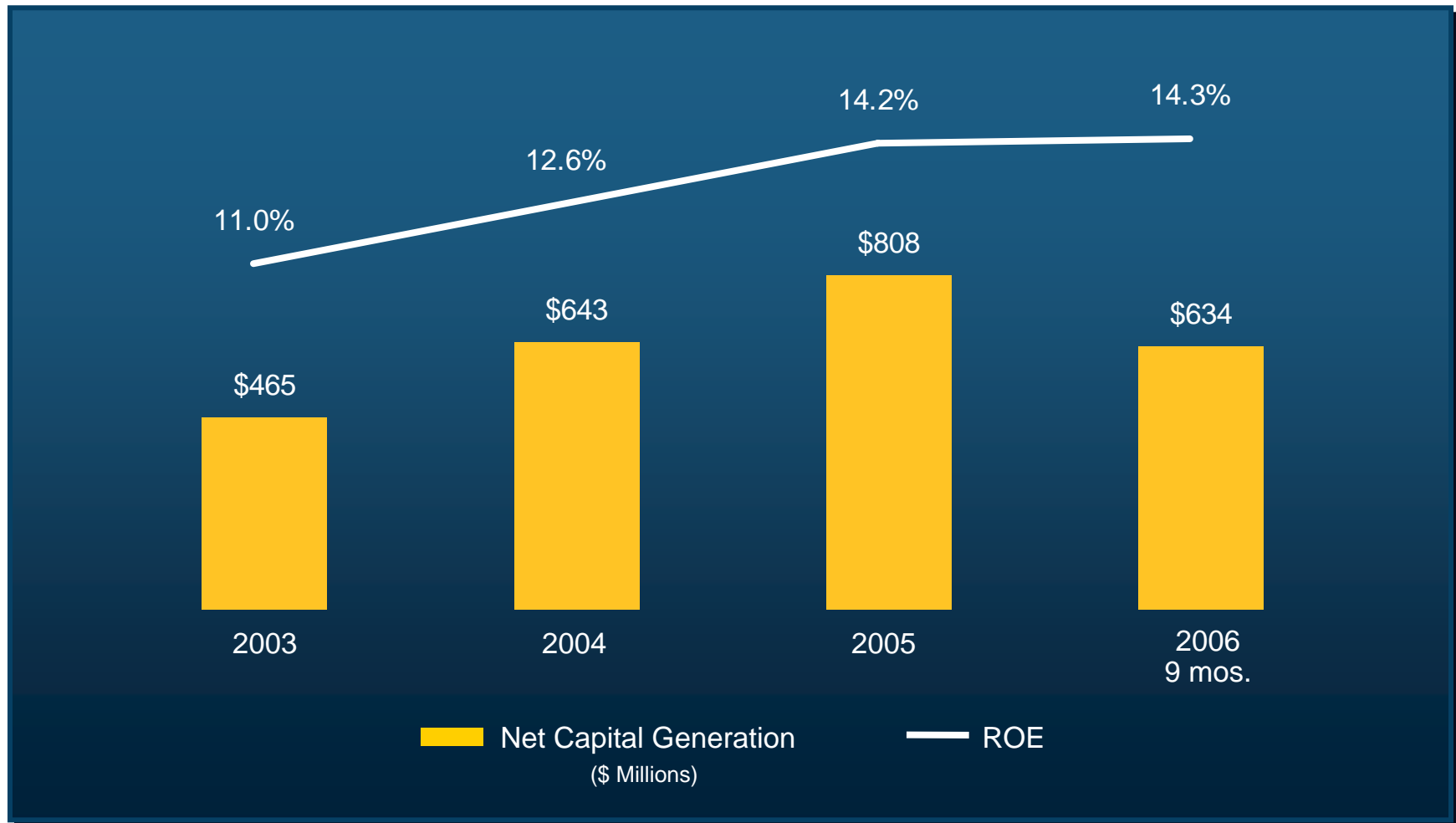
Efficiency ratio improvement expected



Prudent Tax Planning



Strong Capital Generation



2007 Segment Performance Expectations

Corporate Finance	<ul style="list-style-type: none">▪ Strong originations▪ Higher fees▪ Improved productivity
Trade Finance	<ul style="list-style-type: none">▪ Modest growth▪ Expanding breadth▪ Stable credit
Transportation Finance	<ul style="list-style-type: none">▪ Consistent expansion▪ Solid utilization▪ Efficient tax structure
Vendor Finance	<ul style="list-style-type: none">▪ Strong global volume▪ Increased productivity▪ Stable credit
Consumer / SBL	<ul style="list-style-type: none">▪ Focused growth▪ Strong fees▪ Seasoning portfolio

2007 Earnings Guidance

	Target
EPS	\$5.30 – \$5.40
.....	
ROE	15%



*Guidance as presented on November 7, 2006. Reproduction of this slide should not be construed as an affirmation or update of that guidance.



Appendix

98 Years of Success...



Customized Financial Solutions

Global Servicing Capabilities

Premium Brand

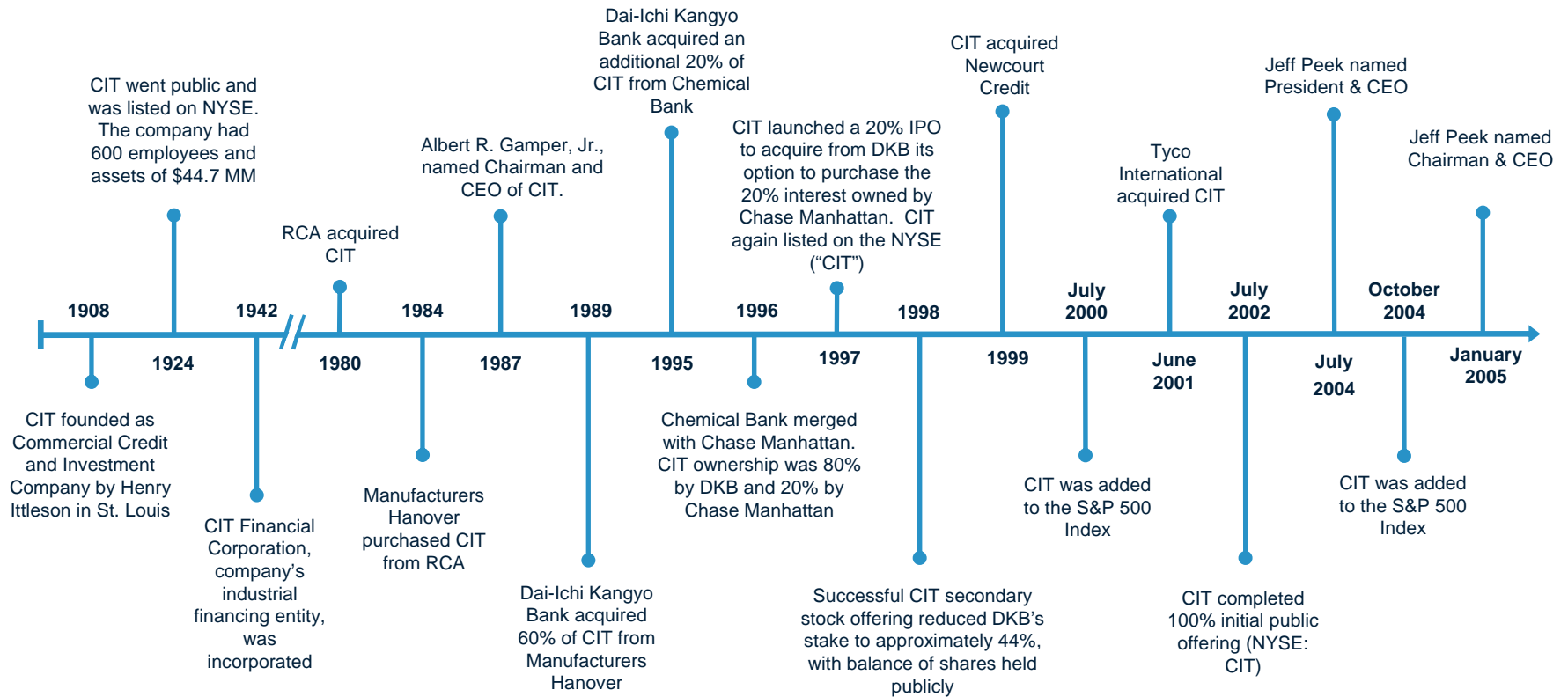
Managed Assets \$72 Billion

\$10 Billion Market Capitalization

Diverse Portfolio

Strong Credit Culture

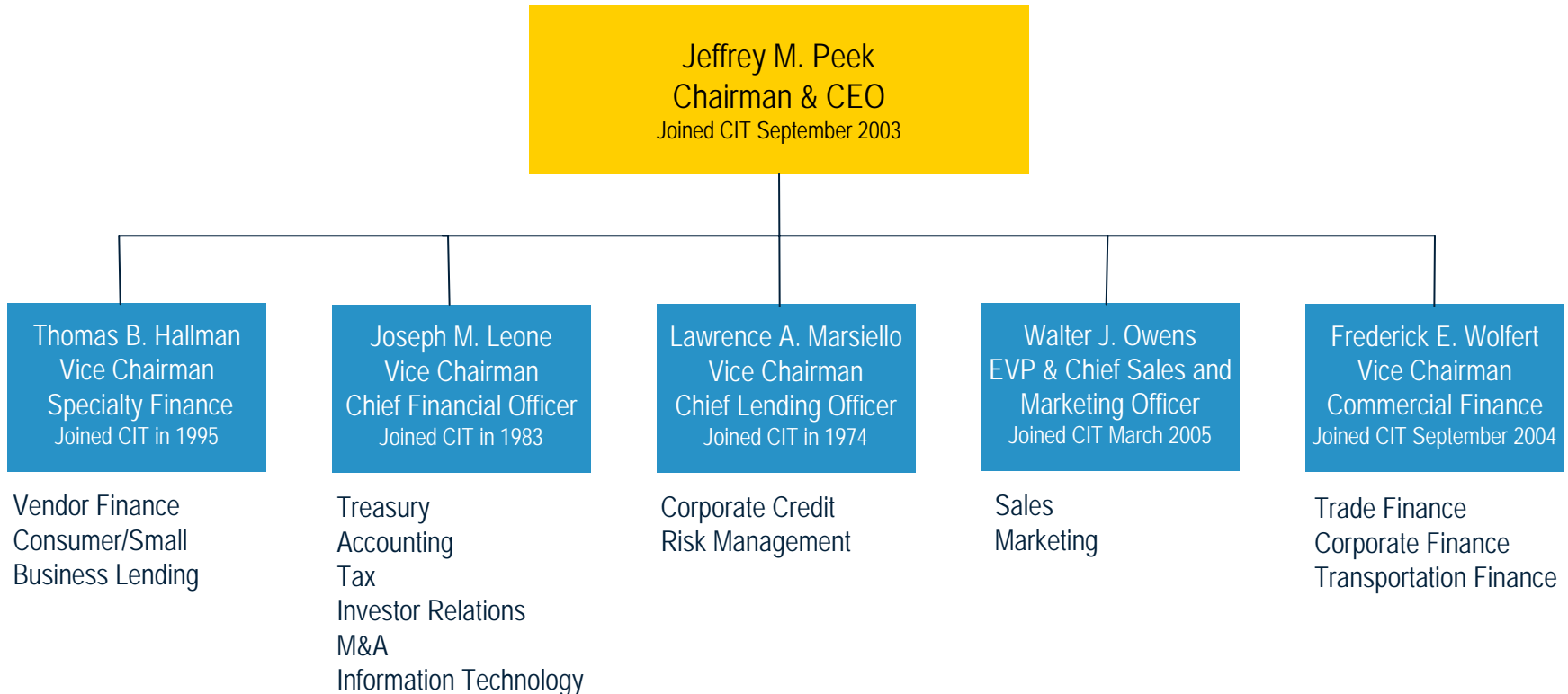
Corporate History



Board of Directors

Board Member	Member Since	Independent Directors	Board Committees		
			Audit	Compensation	Nominating & Governance
Jeffery M. Peek	2003				
Thomas H. Kean	2002	▲		Chair	
Peter J. Tobin	2002	Lead	Chair		
William M. Freeman	2003	▲		▲	
Susan Lyne	2006			▲	
Marianne Miller Parrs	2003	▲	▲		
John R. Ryan	2003	▲			Chair
Lois M. Van Deusen	2003	▲			▲
Gary Butler	2004	▲			▲
Timothy M. Ring	2005	▲		▲	
Seymour Sternberg	2005	▲	▲		

Executive Leadership



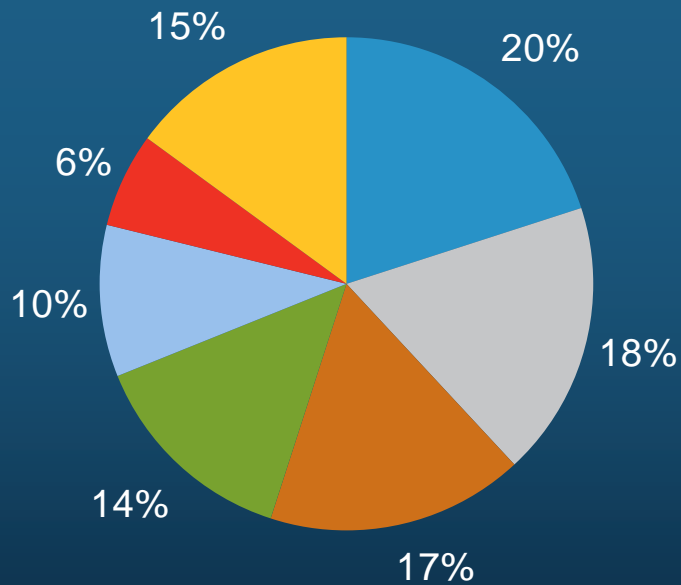
Seasoned, balanced management team



Broad and Diverse Portfolio

Geographic

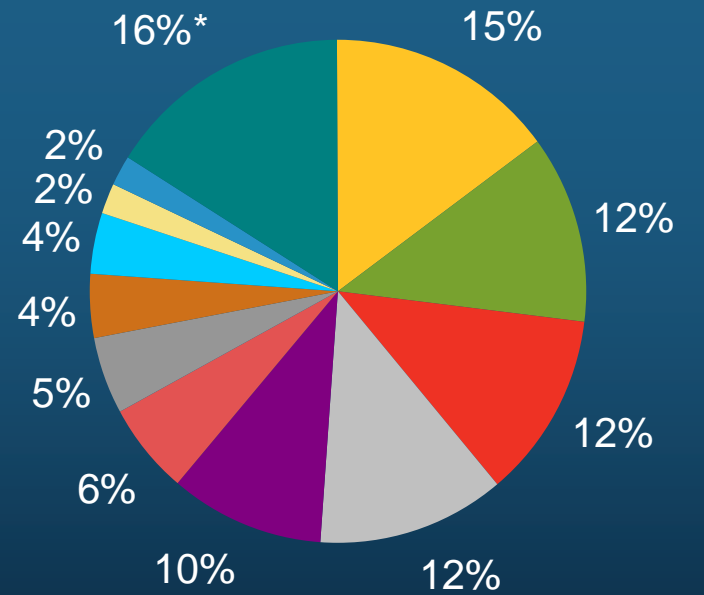
(% Financing and Leasing Assets)



- Northeast
- West
- Midwest
- Southeast
- Southwest
- Canada
- Europe, Latin America and Asia

Industry

(% Financing and Leasing Assets)



- Other*
- Home Lending
- Manufacturing
- Educational Lending
- Retail
- Commercial Air
- Services
- Healthcare
- Transportation
- Wholesale
- Consumer Other
- Communications



Data as of September 30, 2006.

*No other industry served greater than 2%

Student Loan Xpress

Business Highlights

- Government guaranteed FFELP collateral
- Ninth largest FFELP consolidation loan originator
- Sixteenth largest FFELP Stafford/PLUS loan originator
- Seasoned senior management team with 15+ years average experience
- Product acceptance at additional 1,300 schools

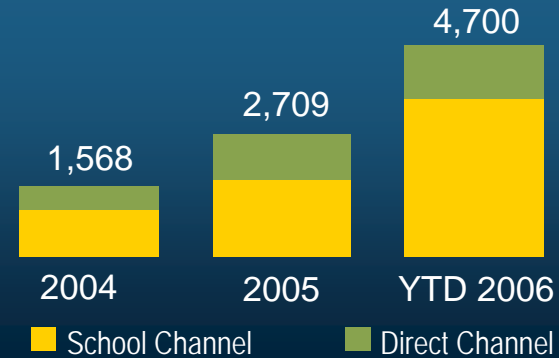
Business Update

- School channel volume doubled versus Q3 05
- Accretive ahead of forecast
- On target to achieve return requirements
- Preferred lender at nearly 1,200 schools
- Servicing over \$3.5 billion of loans in-house

Portfolio

	<u>9/30/06</u>
Consolidation Loans	\$6,868
Other Guaranteed Loans	\$919
Private Loans	\$207
Portfolio (\$MM)	<u>\$7,994</u>

Volume (\$ millions)



Commercial Aerospace

Portfolio Statistics

Category	Grouping	%
Body type	Narrow	77.4%
	Intermediate	19.6%
	Wide	2.8%
	Other	0.3%
Manufacturer	Boeing	44.6%
	Airbus	55.2%
	Other	0.3%
Geographic diversity	Europe	43.4%
	Asia Pacific	23.5%
	North America	14.0%
	Latin America	13.4%
	Africa / Middle East	5.7%
Weighted average age	Years	6
Aircraft on the ground	Planes	0
Top exposure	Millions	291.6
Top US exposure	Millions	197.2

Portfolio Composition

	Net Investment		Aircraft	
	\$ millions	%	Number	%
Operating Leases	5,883.0	92.5%	189	90.0%
Leveraged Leases	148.2	2.3%	5	2.4%
Loans	102.2	1.6%	8	3.8%
Tax-Op. Leveraged Leases	68.2	1.1%	2	1.0%
Capital Leases	155.6	2.4%	6	2.9%
	6357.2	100.0%	210	100.0%

Remaining Order Book

Year	Amt (\$B)	Number	Placed
2006	0.4	8	8
2007	1.3	26	17
2008	1.4	24	8
2009+	1.7	21	0
Total \$	4.9	79	33

Non-Core Items

				Impact on Income		EPS	
<u>Item Description</u>				<u>P&L Line Item</u>	<u>Segment</u>	<u>Impact</u>	
				<u>Pre-Tax</u>	<u>After-Tax</u>		
2003	Q4	Gain on call of PINEs debt	Gain on redemption of debt	Corporate	50.4	31.2	0.15
2003	Q4	Loss on venture capital investments	Other revenue	Corporate	(60.5)	(37.5)	(0.17)
2004	Q1	Gain on call of PINEs debt	Gain on redemption of debt	Corporate	41.8	25.9	0.12
2004	Q4	Release of telecom reserves	Provision for credit losses	Corporate	43.3	26.8	0.12
2004	Q4	(Loss) on venture capital investments	Other revenue	Corporate	(14.0)	(8.7)	(0.04)
2004	Q4	(Loss) on sale of manufactured housing	Other revenue	Vendor Finance	(15.7)	(9.3)	(0.04)
2005	Q1	Gain on restatement of select derivative transactions	Other revenue	Corporate	27.7	14.7	0.07
2005	Q1	Other minor restatements (timing difference)	Operating margin	Corporate	4.2	2.5	0.01
2005	Q2	Gain on sale of business aircraft	Other revenue	Transportation Finance	22.0	14.4	0.07
2005	Q2	Provision for restructuring	Provision for restructuring	Corporate	(25.2)	(16.5)	(0.08)
2005	Q2	Gain on Restatement of select derivative transactions	Other revenue	Corporate	52.4	30.9	0.14
2005	Q2	Other minor restatements (timing difference)	Operating margin	Corporate	(4.2)	(2.5)	(0.01)
2005	Q3	Reserves for hurricanes Katrina and Rita	Provision for credit losses	Corporate	(35.9)	(23.3)	(0.11)
2005	Q3	Retained interest impairment from hurricanes Katrina and Rita	Other revenue	Corporate	(6.8)	(4.4)	(0.02)
2005	Q3	Gain on sale of real estate investment	Other revenue	Corporate	115.0	69.7	0.34
2005	Q3	(Loss) on sale of commercial and business aircraft	Other revenue	Transportation Finance	(86.6)	(52.9)	(0.25)
2005	Q3	(Loss) on sale of manufactured housing	Other revenue	Vendor Finance	(20.0)	(11.9)	(0.06)
2005	Q3	Release of international tax reserves	Provision for income taxes	Transportation Finance	0.0	17.6	0.08
2005	Q3	Loss on Restatement of select derivative transactions	Other revenue	Corporate	(14.3)	(8.1)	(0.04)
2005	Q4	Gain on sale of micro-ticket leasing point of sale unit	Other revenue	Vendor Finance	44.3	26.8	0.13
2005	Q4	Early termination fee on NYC lease / Legal Settlement	Operating expenses	Corporate	(11.0)	(6.7)	(0.03)
2005	Q4	Loss on select derivative transactions	Other revenue	Corporate	(22.7)	(12.9)	(0.06)
2005	Q4	Reversal of deferred tax liability	Provision for income taxes	Commercial	0.0	17.0	0.08
2006	Q1	Provision for restructuring	Provision for restructuring	Corporate	(11.1)	(7.4)	(0.04)
2006	Q1	Tax adjustment on planned NOL utilization	Provision for income taxes	Corporate	0.0	6.5	0.03
2006	Q3	Release of deferred tax liabilities	Provision for income taxes	Transportation Finance	0.0	55.6	0.28
2006	Q3	(Loss) on debt termination	Interest expense	Transportation Finance	(5.8)	(3.6)	(0.02)
2006	Q3	(Loss) on sale of non-strategic assets	Other revenue	Transportation Finance	(15.0)	(9.2)	(0.04)
2006	Q3	Provision for restructuring	Provision for restructuring	Corporate	(8.5)	(5.5)	(0.03)

Non-GAAP Reconciliation

	9/30/2006	12/31/2005	12/31/2004	12/31/2003
Managed assets:				
Finance receivables	\$ 53,161.0	\$ 44,294.5	\$ 44,294.5	\$ 42,685.2
Operating lease equipment, net	10,472.5	9,635.7	9,635.7	9,184.4
Finance receivables held for sale	1,768.5	1,620.3	1,620.3	1,848.4
Equity and venture capital investments (included in other assets)	28.0	30.2	30.2	31.1
Total financing and leasing portfolio assets	65,430.0	55,580.7	55,580.7	53,749.1
Securitized assets	6,510.6	7,285.7	7,285.7	7,539.4
Managed assets	<u>\$ 71,940.6</u>	<u>\$ 62,866.4</u>	<u>\$ 62,866.4</u>	<u>\$ 61,288.5</u>
Earning assets:				
Total financing and leasing portfolio assets	\$ 65,430.0	\$ 55,580.7	\$ 55,580.7	\$ 53,749.1
Credit balances of factoring clients	(4,318.7)	(4,187.8)	(4,187.8)	(4,267.1)
Earning assets	<u>\$ 61,111.3</u>	<u>\$ 51,392.9</u>	<u>\$ 51,392.9</u>	<u>\$ 49,482.0</u>
Total Tangible stockholders' equity:				
Total common stockholders' equity	\$ 7,059.2	\$ 6,462.7	\$ 6,462.7	\$ 6,111.8
Other comprehensive loss relating to derivative financial instruments	(30.1)	(27.6)	27.1	41.3
Unrealized (gain) loss on securitization investments	(15.2)	(17.0)	(8.5)	(7.7)
Goodwill and intangible assets	(1,028.0)	(1,011.5)	(1,011.5)	(1,003.8)
Tangible common stockholders' equity	5,985.9	5,406.6	5,469.8	5,141.6
Preferred Stock	500.0	500.0	500.0	500.0
Preferred capital securities	250.7	252.0	252.0	252.5
Total Tangible stockholders' equity	<u>\$ 6,736.6</u>	<u>\$ 6,158.6</u>	<u>\$ 6,221.8</u>	<u>\$ 5,894.1</u>
Debt, net of overnight deposits:				
Total debt	\$ 56,484.5	\$ 47,864.5	\$ 47,864.5	\$ 44,899.3
Overnight deposits	(2,349.7)	(2,703.1)	(1,507.3)	(1,529.4)
Preferred capital securities	(250.7)	(252.0)	(252.0)	(252.5)
Debt, net of overnight deposits	<u>\$ 53,884.1</u>	<u>\$ 44,909.4</u>	<u>\$ 46,105.2</u>	<u>\$ 43,117.4</u>

Non-GAAP financial measures disclosed by management are meant to provide additional information and insight relative to trends in the business to investors and, in certain cases, to present financial information as measured by rating agencies and other users of financial information. These measures are not in accordance with, or a substitute for, GAAP and may be different from, or inconsistent with, non-GAAP financial measures used by other companies.

Financial Statements

Balance Sheet

	9/30/2006	12/31/2005	9/30/2005
Assets			
Finance Receivables	\$ 53,161.0	\$ 44,294.5	\$ 42,685.2
Reserve for Credit Losses	(658.8)	(621.7)	(652.8)
Net Finance Receivables	52,502.2	43,672.8	42,032.4
Operating Lease Equipment, Net	10,472.5	9,635.7	9,184.4
Financing and Leasing Assets Held for Sale	1,768.5	1,620.3	1,848.4
Cash and Cash Equivalents	3,344.3	3,658.6	1,935.4
Retained Interest in Securitizations and Other Investments	1,146.1	1,152.7	1,180.9
Goodwill and Intangible Assets, Net	1,028.0	1,011.5	1,003.8
Other Assets	2,928.0	2,635.0	2,964.9
Total Assets	\$ 73,189.6	\$ 63,386.6	\$ 60,150.2
Liabilities			
Commercial Paper	\$ 4,662.5	\$ 5,225.0	\$ 5,185.1
Deposits	2,210.3	261.9	248.2
Variable-Rate Senior Unsecured Notes	18,376.0	15,485.1	14,318.1
Fixed-Rate Senior Unsecured Notes	26,802.1	22,591.7	21,157.7
Non-recourse Secured Borrowings - Student Lending	4,182.9	4,048.8	3,737.7
Preferred Capital Securities	250.7	252.0	252.5
Total Debt	56,484.5	47,864.5	44,899.3
Notes and Payables to Tyco Affiliates	-	-	-
Credit Balance of Factoring Clients	4,318.7	4,187.8	4,267.1
Accrued Liabilities & Payables	4,788.8	4,321.8	4,322.2
Total Liabilities	65,592.0	56,374.1	53,488.6
Minority Interest	38.4	49.8	49.8
Stockholders' Equity			
Preferred Stock	500.0	500.0	500.0
Common Stock	2.1	2.1	2.1
Paid-in Capital	10,656.4	10,632.9	10,598.7
Contributed Capital	-	-	-
Accumulated (Deficit) Earnings	(3,057.2)	(3,691.4)	(3,905.7)
Accumulated Other Comprehensive (Loss)/Inc.	165.5	115.2	(50.6)
Treasury Stock, at Cost	(707.6)	(596.1)	(532.7)
Total Common Stockholders' Equity	7,059.2	6,462.7	6,111.8
Total Stockholders' Equity	7,559.2	6,962.7	6,611.8
Total Liabilities and Stockholders' Equity	\$ 73,189.6	\$ 63,386.6	\$ 60,150.2

Income Statement

	9/30/2006	12/31/2005	9/30/2005
Finance Income	\$ 1,471.5	\$ 1,232.8	\$ 1,153.7
Interest Expense	768.8	557.3	495.4
Net Finance Income	702.7	675.5	658.3
Depreciation on Operating Lease Equipment	256.5	246.6	242.6
Net Finance Margin	446.2	428.9	415.7
Provision for Credit Losses	72.5	54.6	69.9
Net Finance Margin after Provision	373.7	374.3	345.8
Other Revenue	324.7	288.8	239.5
Operating Margin	698.4	663.1	585.3
Salaries & General Operating Expenses	351.7	299.9	281.1
Provision for Restructuring	8.5	-	-
Operating Expenses	360.2	299.9	281.1
Gain on Redemption of Debt	-	-	-
Income (Loss) Before Income Taxes	338.2	363.2	304.2
Provision for Income Taxes	39.7	106.9	86.8
Minority Interest	0.2	0.5	0.8
Dividends on Preferred Capital Securities, After Tax	-	-	-
Preferred stock dividends	7.5	7.5	5.2
Net Income (Loss)	\$ 290.8	\$ 248.3	\$ 211.4
Diluted Earnings per common share	\$ 1.44	\$ 1.21	\$ 1.02
(1) Other Revenue			
Fees and Other Income	\$ 140.1	\$ 115.2	\$ 110.3
Factoring Commissions	61.3	61.1	63.5
Gains on receivable sales and syndication fees	88.8	54.8	39.3
Gains on Securitizations	13.6	4.9	11.3
Gains on Sales of Leasing Equipment	36.1	27.7	20.7
Gain on Sale of Real Estate Investment	-	-	115.0
(Loss)/Gain on Sale of micro-ticket leasing	-	44.3	-
(Loss)/Gain on Sale of Aircraft	(15.0)	-	(86.6)
(Loss) on Sale of Manufactured Housing Assets	-	-	(20.0)
(Loss)/Gain on derivatives	-	(22.7)	(14.3)
Gain on Venture Capital Investments	(0.2)	3.5	0.3
Total Other Revenue	\$ 324.7	\$ 288.8	\$ 239.5

