

# GE Enterprise Solutions

## A business update for JPMorgan 3rd Annual Basics & Industrials Conference

Charlene Begley, President & CEO  
GE Industrial/Enterprise Solutions  
June 4, 2008

"Results are preliminary and unaudited. 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 often contain words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," or "will." Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, particular uncertainties which could adversely or positively affect our future results include: the behavior of financial markets, including fluctuations in interest rates and commodity prices; strategic actions, including dispositions; future integration of acquired businesses; future financial performance of major industries which we serve, including, without limitation, the air and rail transportation, energy generation, media, real estate and healthcare industries; unanticipated loss development in our insurance businesses; and numerous other matters of national, regional and global scale, including those of a political, economic, business, competitive and regulatory 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."



imagination at work

## Where we fit...

**Industrial**

Infrastructure

NBC  
Universal

Healthcare

Commercial  
Financial  
Services

GE Money



Consumer & Industrial



Enterprise Solutions

Sensing &  
Inspection  
Technologies



Security



GE Fanuc  
Intelligent  
Platforms



Digital  
Energy



## GE Enterprise Solutions ... high-tech, high growth, fast-paced

- Leading in Technology
- Growing Globally
- Driving Operational Excellence
- Leveraging GE domain expertise and ES portfolio to deliver customer productivity



2007	
Revenue	\$4.5B
Op Profit	+12%V



3 / GE /

## Sensing & Inspection Technology

### Key Verticals

- Oil & Gas
- Power Generation
- Aerospace
- Transportation
- Healthcare

### Competitors

- Emerson
- Olympus
- Krohne

\$1.1B '07 Revenue



- |                      |                  |
|----------------------|------------------|
| • Ultrasound         | • Pressure       |
| • Radiography        | • Flow           |
| • Remote Visual      | • Temperature    |
| • Eddy Current       | • Gas & Moisture |
| • Software Solutions | • Validation     |
|                      | • MEMS           |

\$10B Market  
6-8% CAGR

4 / GE /

# Security

## Key Verticals

- Banking/Retail
- Commercial
- Transportation
- Healthcare
- Education

## Competitors

- Honeywell
- UTC
- Tyco
- Bosch

\$1.8B '07 Revenue



- Fire & Life Safety
- Video Surveillance
- Intrusion
- Access Control
- Detection – Explosives, Chemical, Narcotics, Bio

\$18B Market  
6% CAGR

5 /  
GE /

# GE Fanuc Intelligent Platforms

## Key Verticals

- Aerospace/Defense
- Healthcare
- Transportation
- Water
- Food & Beverage
- Communications

## Competitors

- Rockwell
- Siemens
- Honeywell

\$1B '07 Revenue

### Embedded

- Single Board Computers
- Sensor & Signal Processing
- I/O Communications



### Automation

- Controllers
- Motion
- MES/HMI



\$24B Market  
6-10% CAGR

6 /  
GE /

# Digital Energy

## Key Verticals

- Energy
- Oil & Gas
- Healthcare
- Water
- Transportation

## Competitors

- Areva
- ABB
- Emerson
- Schneider
- Motorola

\$700MM '07 Revenue

### Protection & Control Communications



- Protection Relays
- Meters & Auxiliary equipment



- Wireless Radios
- Multiplexers, Ethernet switches

### Power Sensing



- Current & Voltage Transformers
- Switches and Terminal Blocks

### Power Quality

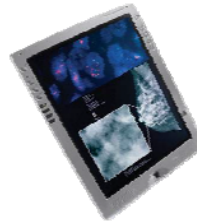


- Uninterruptible Power Supplies
- Automatic Transfer Switches

\$15B Market  
14% CAGR

7/  
GE/

## Focusing on key verticals



GE Domain Knowledge + ES Technology =  
Customer Productivity



imagination at work

# Water

## Meeting our water customer requirements for reporting and productivity improvements

- Intolerance for failures and forced outages
- Decentralized, aging systems
- Increasing need for environmental reporting and compliance
- Relentless desire to reduce costs

\$70M Revenue, Growing 20%



9 /  
GE /

# Water: Hosted Wireless Solutions

## Power of Enterprise Solutions



## Value Proposition

- Productivity
- Environmental Compliance
- Reliability & Availability



## GE Water & ES ... Simplify and Leverage



10 /  
GE /

# Oil & Gas

## Meeting our O&G customer needs for monitoring pipelines to compressors

- Over 2 million km of pipelines
- 60% over 20 years old
- 605 refineries with over 240K km of critical piping
- 6000 of offshore platforms with critical risers and sub sea pipelines

\$310M Revenue, Growing 30%



11 /  
GE /

# Corrosion Monitoring

From



To



## Value Proposition

- Eliminate the cost of inspection scaffolding
- Asset life extension
- Environmental protection
- Employee safety
- Field and plant optimization/flexibility



## Linking ES Technology

Sensors  
Sensing & Inspection  
Technologies



Wireless  
Digital  
Energy

Software & PLC  
Intelligent  
Platforms



12 /  
GE /

# Growth in emerging markets

## High double-digit growth

\$520MM '07 Revenue  
Growing 31%



China



India



Middle East & Africa



Latin America

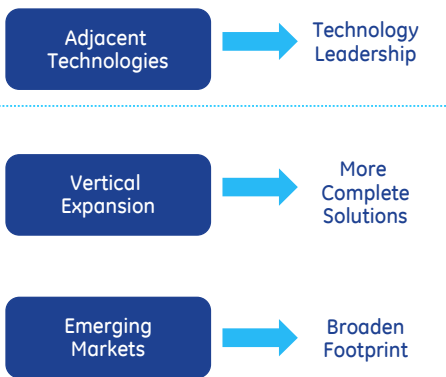
- Build on GE domain expertise
- Deliver vertical solutions ... O&G, Water, Energy & Healthcare
- Drive connected and scalable localization ...technology, marketing & manufacturing
- Improve ease of doing business ... opening customer application centers
- Consolidate backrooms



# Growth through acquisition

## Key Strategic Areas of Growth

## Benefits



## Examples in last 12 months

### Phoenix – 10/07

- 2D & 3D micro/nano focus X-ray/ CT
- Aviation, energy and semi-conductor industries



### Rheonik – 2/08

- Coriolis flowmeter technology -- measures mass flow
- Oil & Gas and energy industries



### Covi Technologies – 2/08

- Video management system & IP cameras



### MTL Open System Technologies – 5/08

- General purpose & intrinsically safe I/O, SafetyNet system & process control technology
- Oil & Gas, chem/petro, energy, water/wastewater, mining and metals



# GE Enterprise Solutions



Elevating Customer Productivity  
Around the World



imagination at work