



2019 Electrical Products Group Conference Supplemental Information

TABLE OF CONTENTS

	Page
2018 FREE CASH FLOWS (FCF) BY SEGMENT (NON-GAAP)	2
2019F ADJUSTED GE INDUSTRIAL FREE CASH FLOWS (NON-GAAP)	2
2017 AND 2018 ADJUSTED TOTAL CORPORATE COSTS (OPERATING) (NON-GAAP)	3
2019F ADJUSTED TOTAL CORPORATE COSTS (OPERATING) (NON-GAAP)	3
2021F ADJUSTED TOTAL CORPORATE COSTS (OPERATING) (NON-GAAP)	3
2019F ADJUSTED EARNINGS (LOSS) PER SHARE (NON-GAAP)	3

NON-GAAP SUPPLEMENTAL INFORMATION

In the materials for the 2019 Electrical Products Group Conference, we sometimes use information derived from consolidated financial data but not presented in our financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered “non-GAAP financial measures” under the U.S. Securities and Exchange Commission rules. These non-GAAP financial measures supplement our GAAP disclosures and should not be considered an alternative to the GAAP measure. The reasons we use these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are included in the 2019 Electrical Products Group Conference supplemental information package posted to the investor relations section of our website at www.ge.com.

Note: Individual amounts are rounded. As a result, the sum of the parts presented may not add to the total.

2018 FREE CASH FLOWS (FCF) BY SEGMENT

<i>(In millions)</i>	<i>Power</i>	<i>Renewable Energy</i>	<i>Aviation</i>	<i>Healthcare</i>	<i>Corp and Elims</i>
CFOA (GAAP)	\$ (2,210)	\$ 770	\$ 5,373	\$ 3,485	\$ (7,204)
Add: gross additions to property, plant and equipment	(378)	(279)	(1,070)	(378)	(129)
Add: gross additions to internal-use software	(72)	(5)	(73)	(90)	(67)
Less: GE Pension Plan funding	—	—	—	—	(6,000)
Less: taxes related to business sales	—	—	—	—	(180)
Free Cash Flows (Non-GAAP)	\$ (2,660)	\$ 486	\$ 4,230	\$ 3,018	\$ (1,219)

Note: Corporate Items and Eliminations includes the results of our Lighting segment.

In 2018, GE transitioned from reporting an Adjusted GE Industrial CFOA metric to measuring itself on a GE Industrial Free Cash Flows basis*. This metric includes GE CFOA plus investments in property, plant and equipment and additions to internal-use software; this metric excludes any dividends received from GE Capital and any cash received from dispositions of property, plant and equipment.

We believe that investors may also find it useful to compare GE's Industrial free cash flows* performance without the effects of cash used for taxes related to business sales and contributions to the GE Pension Plan. We believe that this measure will better allow management and investors to evaluate the capacity of our industrial operations to generate free cash flows.

Management recognizes that the term free cash flows may be interpreted differently by other companies and under different circumstances. Although this may have an effect on comparability of absolute percentage growth from company to company, we believe that these measures are useful in assessing trends of the respective businesses or companies and may therefore be a useful tool in assessing period-to-period performance trends.

2019F ADJUSTED GE INDUSTRIAL FREE CASH FLOWS (NON-GAAP)

We cannot provide a reconciliation of the differences between the non-GAAP expectations and corresponding GAAP measure for Adjusted GE Industrial Free Cash Flows* in 2019 without unreasonable effort due to the uncertainty of timing of deal taxes related to business sales and in particular the timing of the planned orderly separation of BHGE. The variability of the excluded items may have a significant, and potentially unpredictable, impact on our future GAAP results.

2017 AND 2018 ADJUSTED TOTAL CORPORATE COSTS (OPERATING) (NON-GAAP)

<i>(In millions)</i>	2018	2017
Operating profit (cost)		
Gains (losses) on disposals(a)	\$ 1,370	\$ 926
Restructuring and other charges(b)	(2,893)	(3,190)
Goodwill impairments	(22,136)	(1,165)
Eliminations and other	(1,118)	(1,609)
Total Corporate Items and Eliminations	\$ (24,777)	\$ (5,037)
Less: restructuring & other charges	(2,893)	(3,190)
Less: gains (losses) on disposals	1,370	926
Less: Goodwill impairments	(22,136)	(1,165)
Adjusted total Corporate costs (operating) (Non-GAAP)	\$ (1,118)	\$ (1,609)

Note: Corporate Items and Eliminations includes the results of our Lighting segment.

(a) Includes gains (losses) on disposed or held for sale businesses. The total amount realized in the second half of 2018 amounted to \$161 million related to the sale of our Pivotal software equity investment. Any fair value adjustments recorded through the date of sale were considered unrealized.

(b) Subsequent to the Baker Hughes transaction, restructuring and other charges are included in the determination of segment profit for our Oil & Gas segment.

2019F ADJUSTED TOTAL CORPORATE COSTS (OPERATING) (NON-GAAP)

<i>(In billions)</i>	2019
Operating profit (cost)	
Restructuring	\$ (2.4)-(2.7)
Eliminations and other	(1.2)-(1.3)
Total Corporate Items and Eliminations	\$ (3.6)-(4.0)
Less: restructuring	(2.4)-(2.7)
Adjusted total Corporate costs (operating) (Non-GAAP)	\$ (1.2)-(1.3)

We believe that adjusted operating corporate costs* which excludes the effects of items that are not closely associated with ongoing corporate operations, such as earnings of previously divested businesses, gains and losses on disposed and held for sale businesses and restructuring & other charges provides management and investors with a meaningful measure that increases the period-to-period comparability of our ongoing corporate costs.

2021F ADJUSTED TOTAL CORPORATE COSTS (OPERATING) (NON-GAAP)

We cannot provide a reconciliation of the differences between the non-GAAP expectations and corresponding GAAP measure for adjusted total Corporate costs* in 2021 without unreasonable effort due to the uncertainty of timing of any gains or losses related to acquisitions & dispositions and the timing and magnitude of restructuring expense. We believe that it is impractical to provide a reconciliation to the equivalent GAAP measure for the forward-looking targets as they involve a number of unknown variables, including the effects of future acquisitions and dispositions.

2019F ADJUSTED EARNINGS PER SHARE (LOSS) (NON-GAAP)

We cannot provide a reconciliation of the differences between the non-GAAP expectations and corresponding GAAP measure for Adjusted EPS* in 2019 without unreasonable effort due to the uncertainty of timing of any gains or losses related to acquisitions & dispositions, the timing and magnitude of financial impacts related to our planned orderly separation of BHGE, the timing and magnitude of the mark-to-market of our investment in Wabtec, and the timing and magnitude of restructuring expenses. Although we have attempted to estimate the amount of gains and restructuring charges for the purpose of explaining the probable significance of these components, this calculation involves a number of unknown variables, resulting in a GAAP range that we believe is too large and variable to be meaningful.