

GE's Technology and Services

Analyst Meeting

May 4, 2006



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GE
Aviation

Services Overview

Brad Mottier
Vice President, Engine Services



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Aviation ... business model



Differentiate with technology

GE_{Enx} ... \$7B sold to-date



Win lifecycle service

OnPoint solutions ... \$30B+ backlog



System optimization

Used materials ... controls



Everywhere in the world

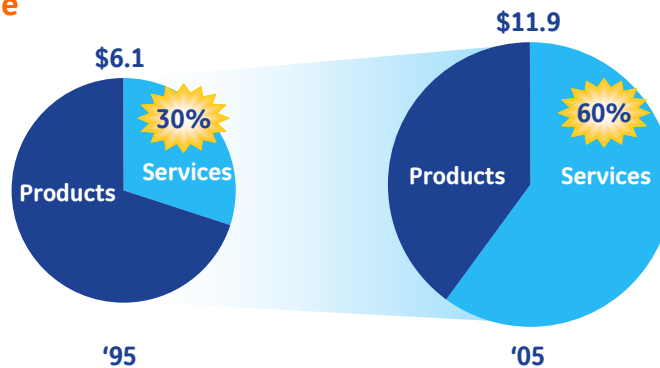
'05 global wins ~70%

Delivering for our customers and shareholders

Services evolution

Revenue

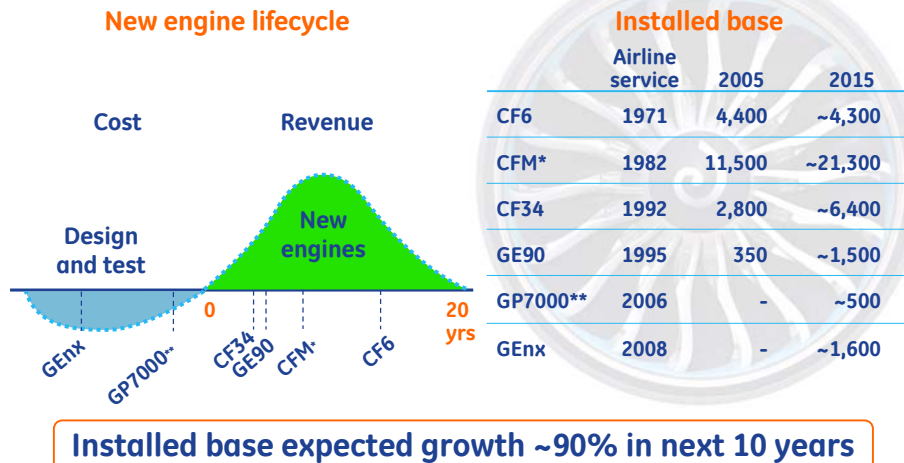
(\$ in billions)



- Build upon growing installed base ... up ~2X in 10 years
- Growing customized service agreement portfolio ... OnPoint
- Expanding into engine systems ... Unison

Service growth ... nearly 4X in last 10 years

Aviation business model ... starts with the installed base

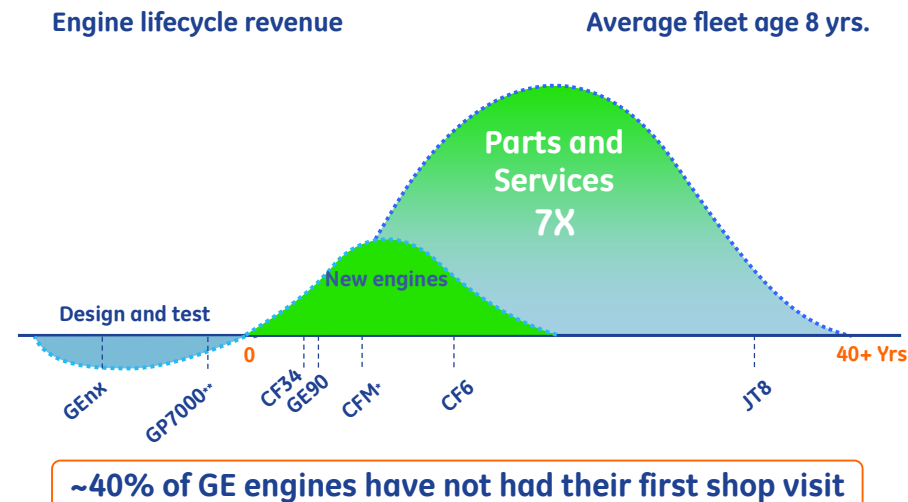


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*CFM International is 50/50 joint venture with Snecma
 ** GE/P&W Engine Alliance is a 50-50 JV between GE and Pratt & Whitney

5
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Grow services opportunities



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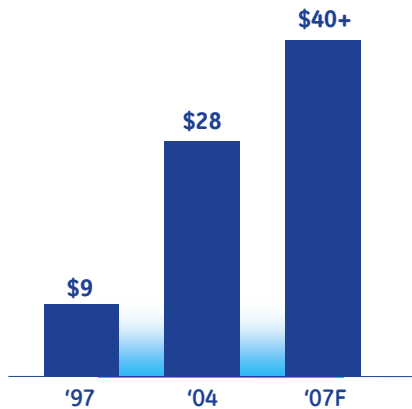
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6
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Customized Service Agreements ... growing with the installed base

(\$ in billions)

CSA backlog



Solid customer base



Win with growing carriers



Evolve with customer needs

- OnPoint ... new offerings
- Reduce customer cost



7
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Technology roadmap delivers customer value and service opportunity

Generations 1&2

Generation 3

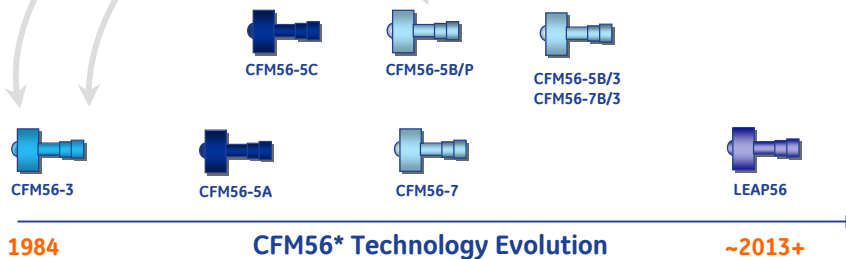
Generation 4

Tech Insertion

LEAP56

Infusing technology into previous generations via upgrade programs

- Improved fuel burn
- Lower maintenance costs
- Lower noise & emissions
- Rotating composites
- High stage loadings
- Low emissions
- Advanced acoustics

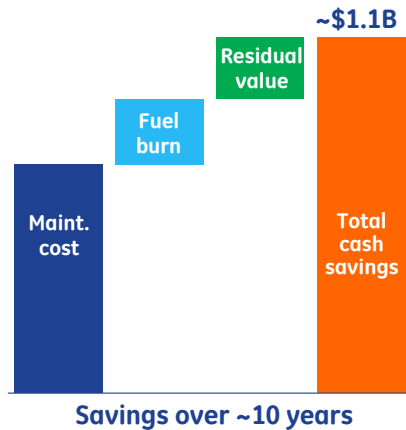


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8
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Helping customers win with technology

Upgrades impact ...
customer benefit



Chosen by the world's leading airlines



Continually developing new upgrades

- 1999 - GE90 3D aero kit
- 2000 - CF6-6 turbine upgrade
- 2002 - CFM56-3 TOW kit, CF6-50 turbine upgrade
- 2003 - CF6-80A/C2 turbine upgrade
- 2004 - CF34-3 set management, CFM56-5C/P kit
- 2005 - CF34-8 upgrade
- 2007 - CFM56-5/7 tech insertion, Tech CF6



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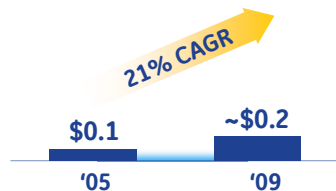
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9
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Growth ... used serviceable material and engine leasing

(\$ in billions)

Sales



Used serviceable

- Optimize OEM material solutions ... new, used and repair ... competitive pricing
- Expand supply relationships with major MROs
- Expand in Asia and Europe

Net Assets



Engine leasing

- 500 engine portfolio ... 100 customers ... 40 countries
- Expanding offering to airframe rotatable parts
- Growing asset-backed loan portfolio



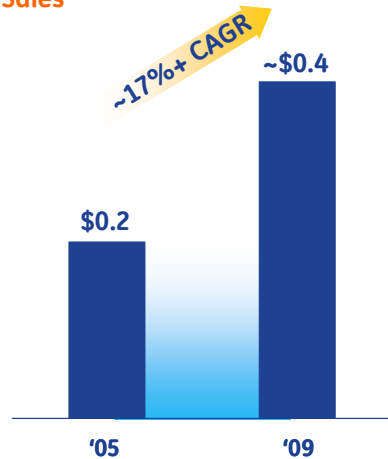
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10
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Growth ... component repair

(\$ in billions)

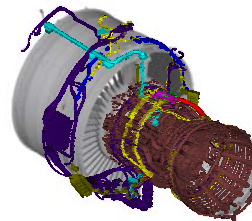
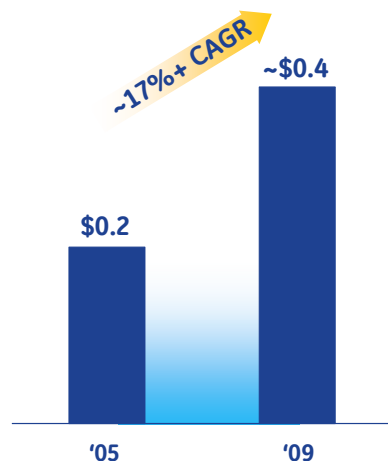
Sales



- Offering extensive portfolio ... 15,000+ repairs
 - 1,200+ new repairs in '05
 - 1,000 more coming in '06
- Invested \$20M+ in repair development in '06
- Shortening delivery times
- Developing more custom solutions ... OnPoint

Services ... expand to engines systems

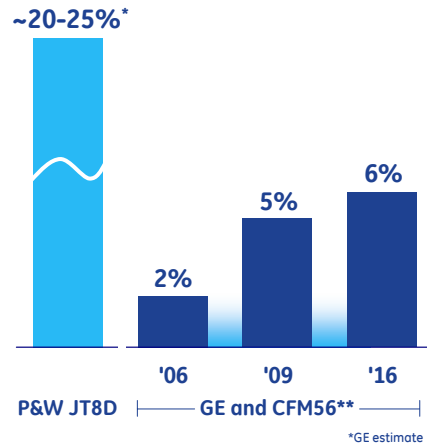
(\$ in billions)



- Electrical systems & components
- Mechanical systems & components
- Integrated systems provider to OEMs
- Global service opportunity

Approach on alternate material

% PMA part use



- Delivering customer value
 - OnPoint Solutions ... covers 30% of fleet & growing
- Technology upgrades
 - Brings fuel & operating savings
- Build upon diagnostics proprietary database
- Reducing cost of ownership
 - More repair & used material ... GEAM



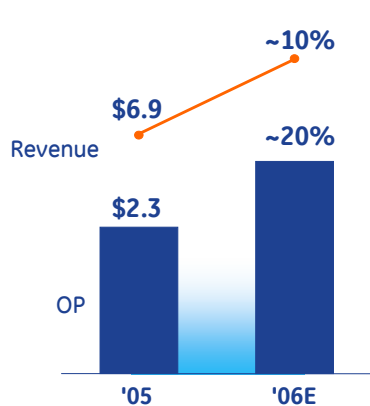
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13
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Aviation services

(\$ in billions)



Proven approach

- Growing customized service agreement portfolio via OnPoint
- Winning with leading carriers
- Delivering customer value with continued technology investment
- Expanding into engine systems

On track to deliver 2006 plan



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14
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