



GE Digital

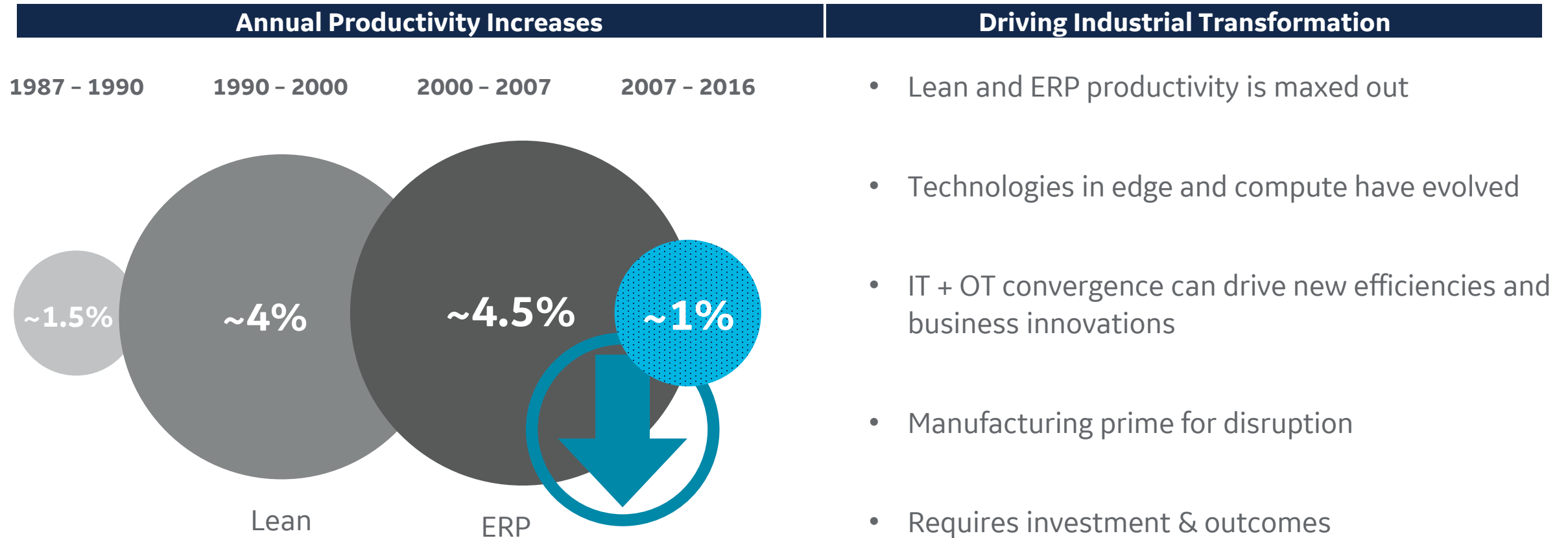
14 June 2017

CAUTION CONCERNING FORWARD-LOOKING STATEMENTS:

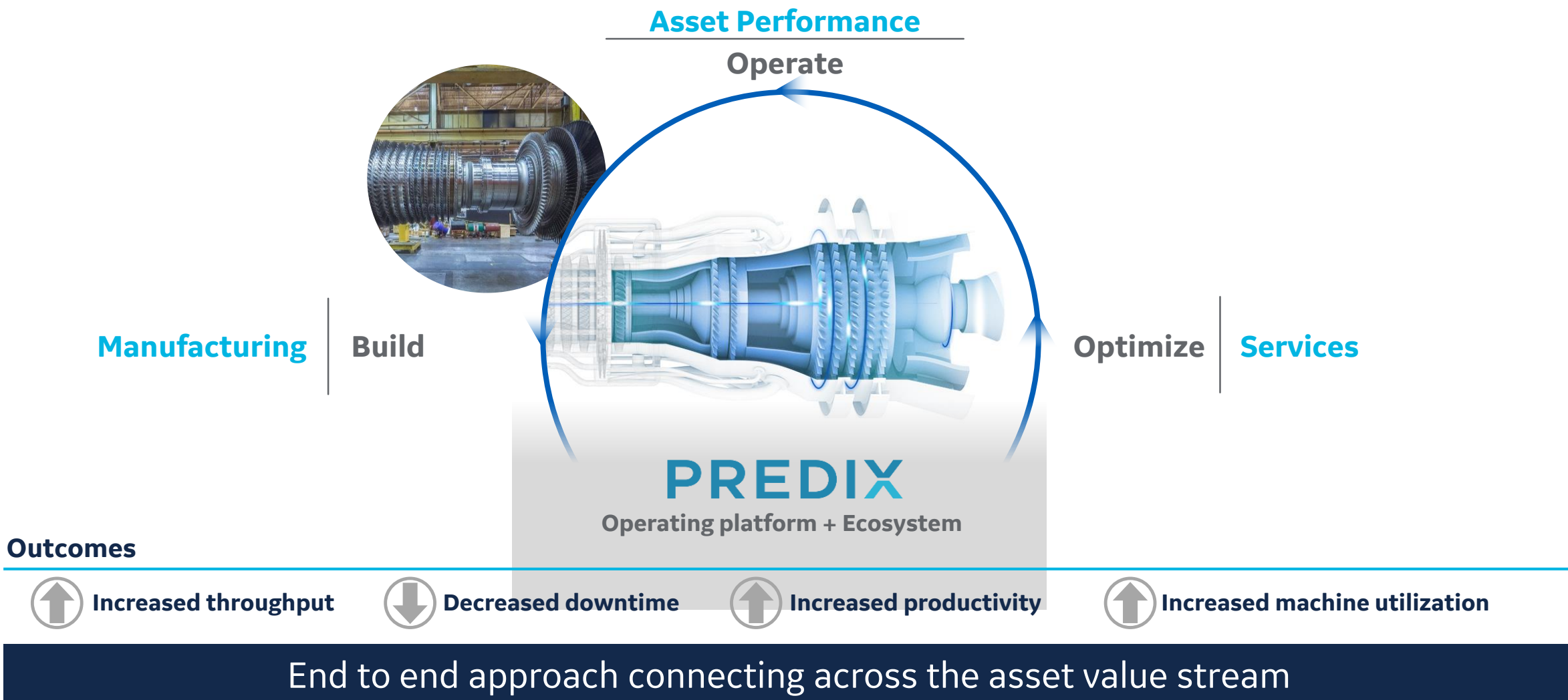
This document contains "forward-looking statements" – that is, statements related to future events that by their nature address matters that are, to different degrees, uncertain. For details on the uncertainties that may cause our actual future results to be materially different than those expressed in our forward-looking statements, see <http://www.ge.com/investor-relations/disclaimer-caution-concerning-forward-looking-statements> as well as our annual reports on Form 10-K and quarterly reports on Form 10-Q. We do not undertake to update our forward-looking statements. This document also includes certain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially.



Industrial productivity is under pressure



GE Digital enables productivity around industrial assets



Digitalization is a massive economic opportunity

**Total economic value created
in industrials from IIoT**

\$2T+

**Value capture for Digital
Industrial providers**

\$200B+

- 
1. operations optimization
 2. asset tracking and monitoring
 3. condition-based maintenance
 4. safety & security
 5. supply chain optimization /
inventory management



Winning requires industrial expertise & technical capabilities

Technical + Industrial

Domain

- Vertical specific
- Regulatory
- Supply chain

Asset & equipment understanding

- Sub-assemblies
- Machine data
- Domain models

Industrial DNA

- Culture
- Mission critical
- Self-disruption

Vertical specific solutions

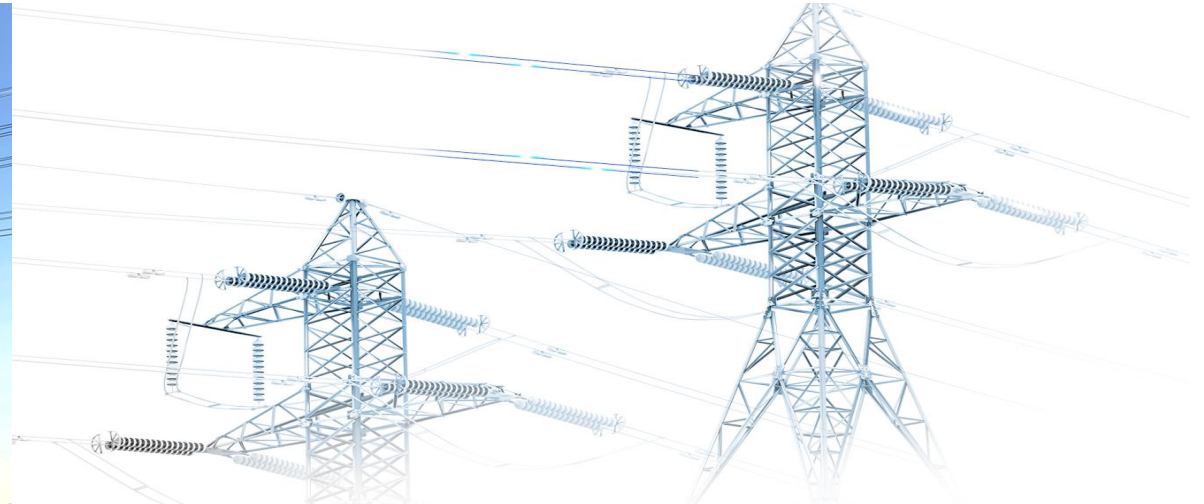
Tightly integrated into assets

Industrial grade platform

Machine learning, analytics, reliability, security

Industrial buyer relationships

Asset-led or asset-influenced sale



GE is uniquely positioned...

GE = 1st best customer

Parts supplier savings
\$25M duplicative part types
Connected sourcing + data

Horizontally adaptable services –
the GE Store
Aviation analytics applied to energy
business

FieldVision
\$100M+ savings in digitized services
reduced unplanned downtime

Large customer base

+500 Power generation customers
including 8 of the top 10 F500

+2,500 Heavy industry customers
(including discrete & electronics)
9 out of the top 10 F500

+1,000 F&B/CPG Customers
5 of the top 10 F500 use GE
Digital to optimize their
manufacturing

+500 O&G customers including 7
of the top 10 F500

+1,000 Chemical customers including
10 of the top 10 F500

Global footprint

✓ **180 countries**

✓ **400+ factories**

✓ **GGO**

✓ **GRC**

✓ **GE Store**



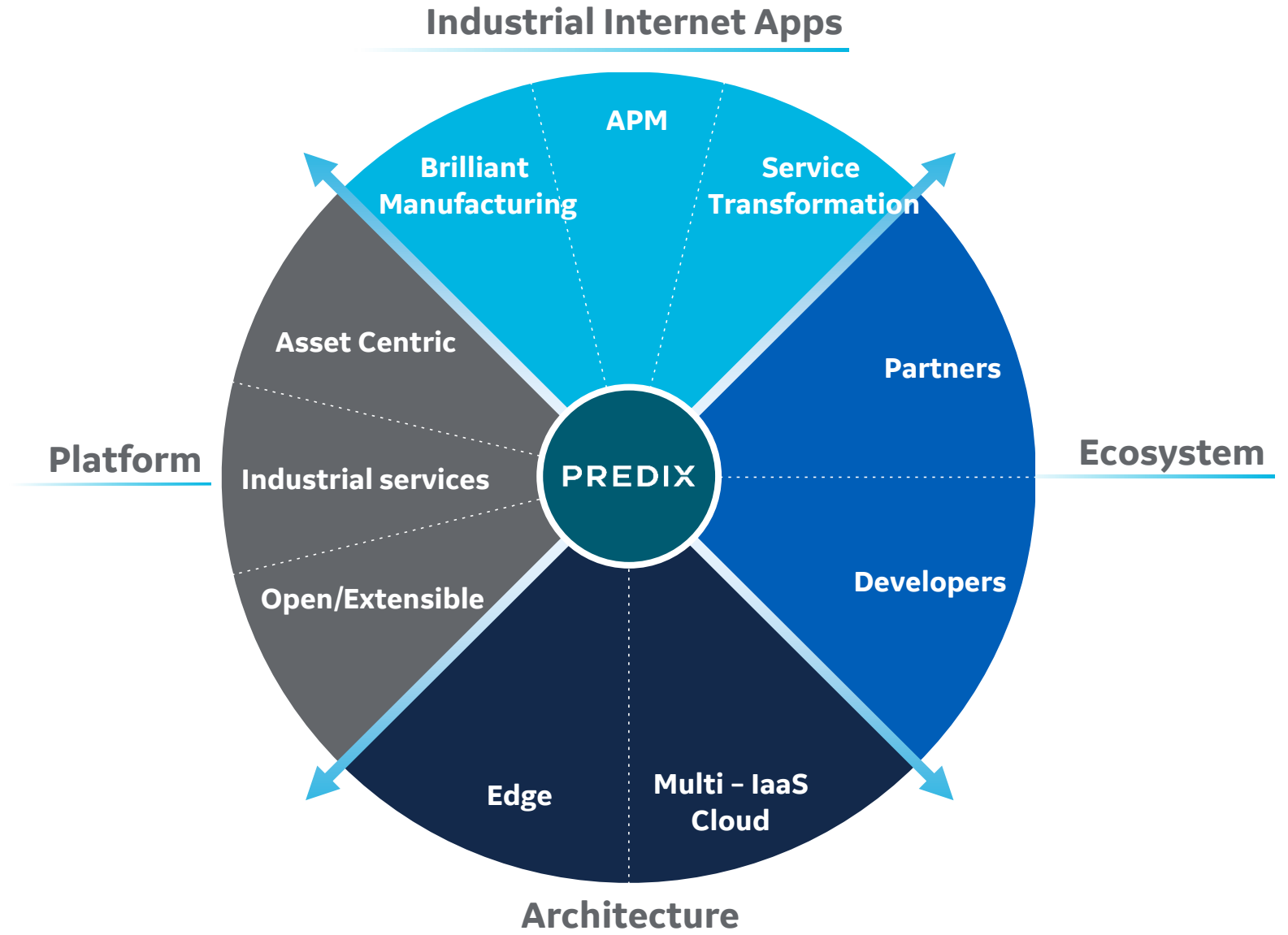
...Plus Predix

Industry leading apps for asset management & field services

Comprehensive ecosystem

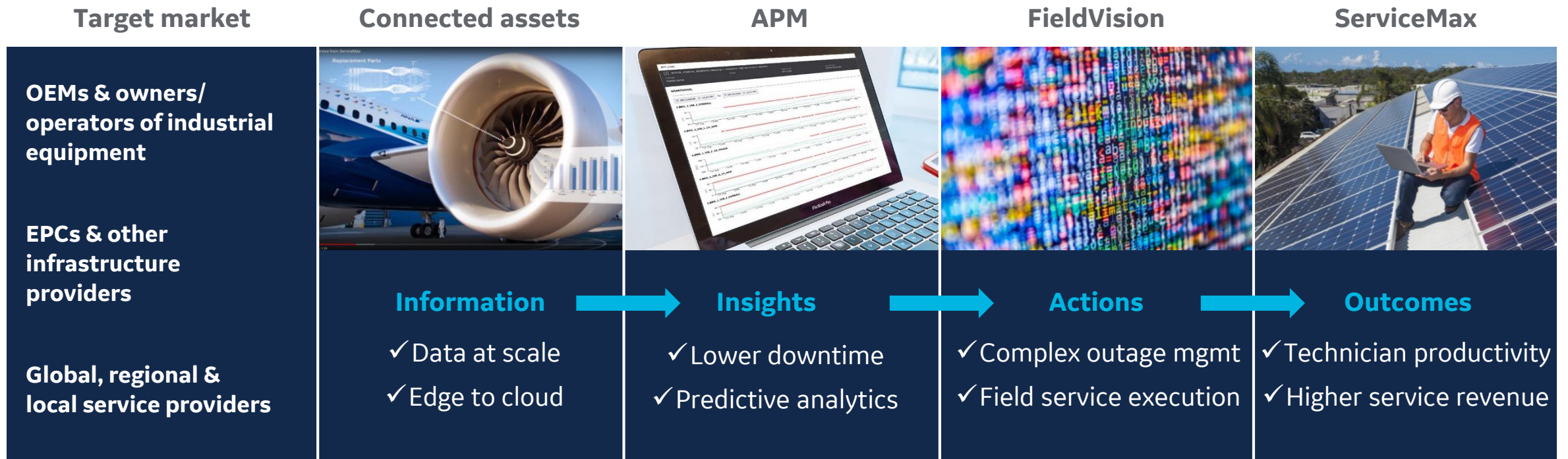
Agnostic platform; flexibility in architecture & deployment

Technology investments speed time to value & differentiate



Digital transformation suite

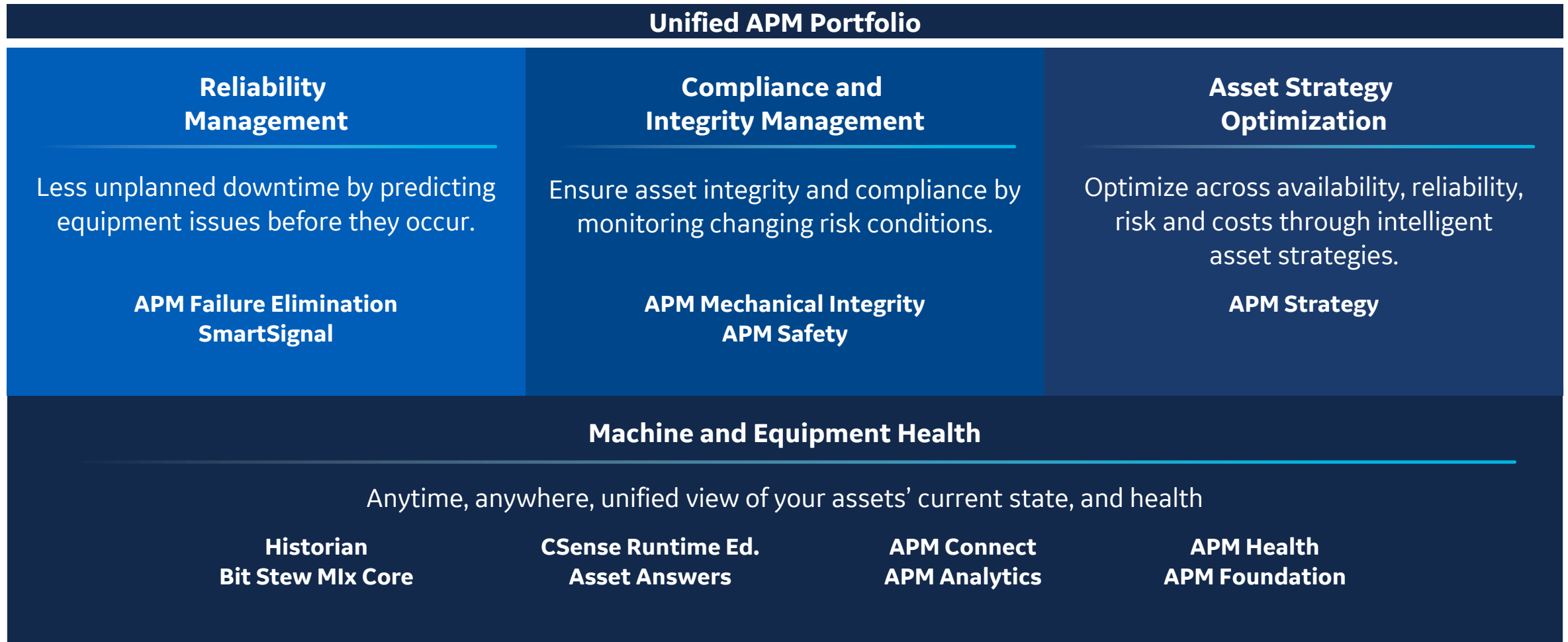
Killer set of applications to lead in industrial services



Lower operating cost ... extend asset lifetime ... optimize asset performance



GE Digital's APM solution is comprehensive ...









Our industrial verticals add to our competitive advantage

	Power	Renewables	O&G	Aviation	Transportation
M&D/assets	18k+ assets	30k+ turbines	30k+ assets	33k+ engines	21k+ locomotives
New vertical portfolio	<ul style="list-style-type: none"> - Operations Optimization - Business Optimization - Baseline Security Center - Digital Worker 	<ul style="list-style-type: none"> - PowerUp - Fleet Excellence - Market Intelligence - Cybersecurity 	<ul style="list-style-type: none"> - IntelliStream™ - Predictive Corrosion Mgmt - Enterprise Impact 	<ul style="list-style-type: none"> - Flight Pulse - Network Operations Insights 	<ul style="list-style-type: none"> - Smart Intermodal - Port Solutions - Enterprise APM - Loco Data Optimizer
New digital customers	<ul style="list-style-type: none"> - Exelon - Sonelgaz - Dynegy - CDT 	<ul style="list-style-type: none"> - Invenergy - ENEL - Panama - Fina - HECIC 	<ul style="list-style-type: none"> - BP - Saudi Aramco - Yamal LNG - HMEL 	<ul style="list-style-type: none"> - Gulfstream - Air New Zealand - Passur - FlyDubai 	<ul style="list-style-type: none"> - Vale (TO) - DB Cargo - Port of LA - South 32



Apps delivering outcomes in Power

		Customer KPI	Current Potential	2H '17	2018+	
Operations Optimization	Gas	↓ Startup fuel	-10%	-20%	-30%	 60% ↑ operating hours and starts
		↓ Heat rate	-1.0%	-1.5%	-2.0+%	 Achieved top quartile in heat rate and ↑ production costs
		↑ Capacity	+3-4%	+4-5%	+5-6%	 ~3% ↑ output * \$5M Revenue /32K hrs*
	Steam	↓ Heat rate	-0.75%	-1.0%	-1.25%	 10-17% ↓ NOx 0.5% ↓ heat rate
		↓ Emissions	-10%	-15%	-20%	
Asset Performance Management	Gas / Steam	Starting reliability	+5%	+7%	+10%	 €2.28M cost reduction & avoidance per year
		Total plant reliability	+1%	+2%	+3%	 Early detection failures > £3M per year

Digital Twin

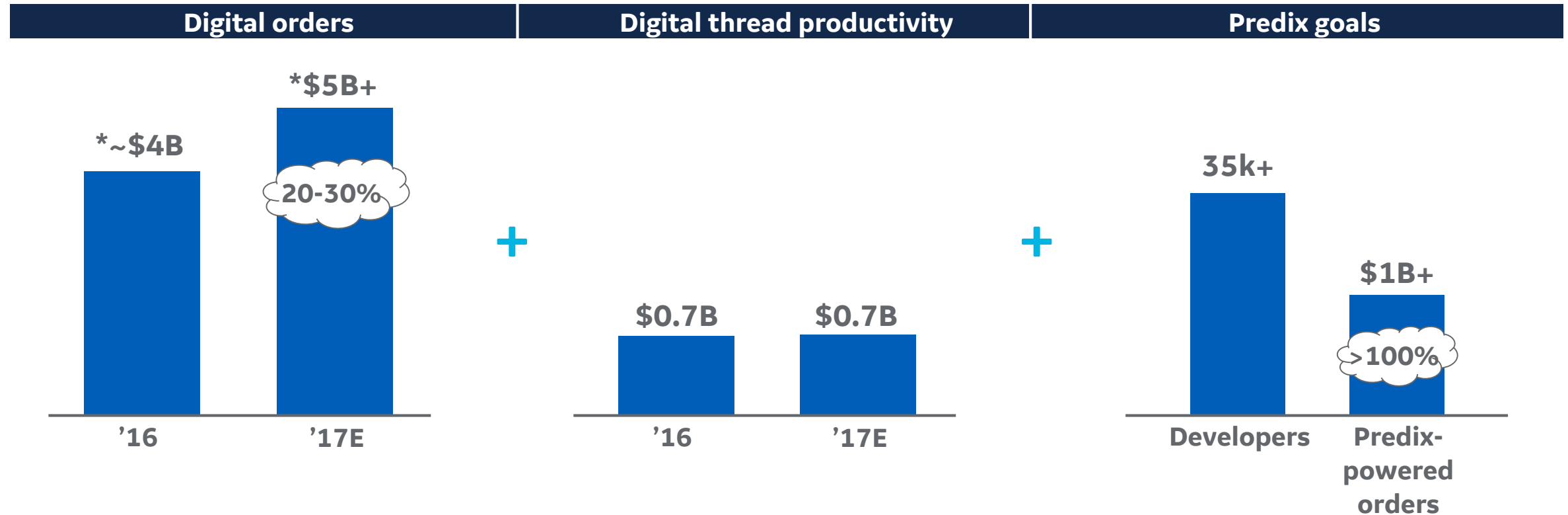
+

Analytics catalog



* Projected estimates based on GE modeling and historical PJM energy pricing.

Digital industrial: 2017



2017 priorities: accelerate Predix adoption, grow APM & ServiceMax, generate productivity for GE & customers



*AGPs removed from Digital orders

Investment & scaling

(\$ in billions)

+\$1.6B M&A

✓ ServiceMax, Meridium, BitStew, Wise.io

~\$1.4

Vertical
+
horizontal

- ✓ Launched & hardened Predix
- ✓ Launched APM
- ✓ Deployed cloud in multiple locations
- ✓ Architected full edge to cloud stack
- ✓ Built industry vertical app extensions

'16

~\$2-2.2

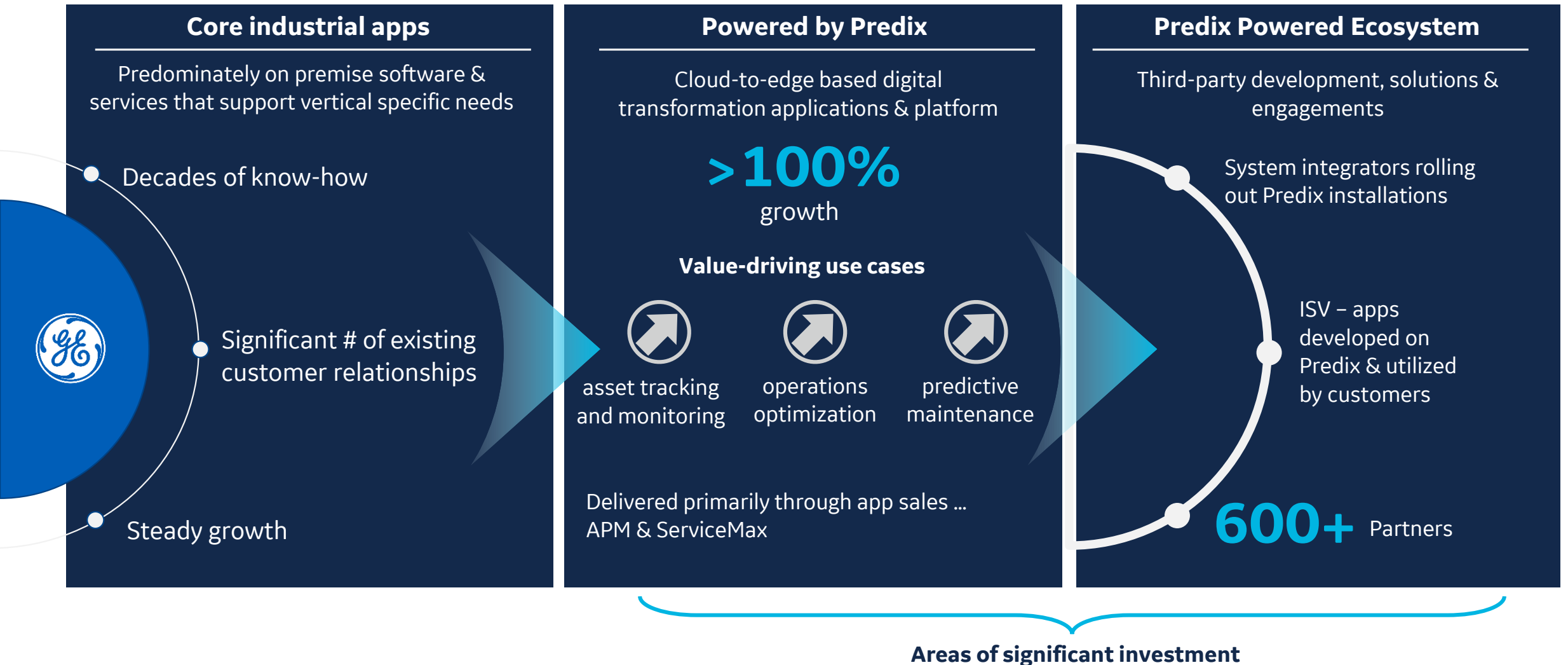
- ✓ Seamless integration of APM suite
- ✓ Scale & expand ServiceMax
- ✓ Digital twin framework
- ✓ Analytics & machine learning
- ✓ Full-scale partner program/infra

'17E









'16/'17 years of significant investment as we launched GE Digital ... expecting further benefits of scale '18+



GE Digital's strategy is monetized in three ways



We have impactful partners that contribute to our long-term growth

Independent Software Vendors (ISVs)	Strategic Systems Integrators	Industrial Representatives/Resellers	Technology Partners
<ul style="list-style-type: none"> Revenue & renewal Customer transformation ... horizontal & vertical 	<ul style="list-style-type: none"> Influence, relationships Industry expertise & global scale 	<ul style="list-style-type: none"> Local customer relationships Go-to-market on mid-market accounts 	<ul style="list-style-type: none"> Joint research & development Joint go-to-market partnerships
 Platform Adoption & Proliferation	 Mindshare, Pipeline, Top Accounts, Customer Stories	 Accelerate Mid Market, Industrial Insight	 Accelerate Product Roadmap, Source, Influence
			



Winning in the market ... selection of early customers

