

GE Healthcare China Morgan Stanley Industrials Conference

Growth through localization



Increase Access

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Beijing, China



imagination at work



Reduce Costs



Improve Quality

"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 financial condition, and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," or "will." Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, particular uncertainties that could cause our actual results to be materially different than those expressed in our forward-looking statements include: the severity and duration of current economic and financial conditions, including volatility in interest and exchange rates, commodity and equity prices and the value of financial assets; the impact of U.S. and foreign government programs to restore liquidity and stimulate national and global economies; the impact of conditions in the financial and credit markets on the availability and cost of GE Capital's funding and on our ability to reduce GE Capital's asset levels and commercial paper exposure as planned; the impact of conditions in the housing market and unemployment rates on the level of commercial and consumer credit defaults; our ability to maintain our current credit rating and the impact on our funding costs and competitive position if we do not do so; the soundness of other financial institutions with which GE Capital does business; the adequacy of our cash flow and earnings and other conditions which may affect our ability to maintain our quarterly dividend at the current level; the level of demand and financial performance of the major industries we serve, including, without limitation, air and rail transportation, energy generation, network television, real estate and healthcare; the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including the impact of proposed financial services regulation; strategic actions, including acquisitions and dispositions and our success in integrating acquired businesses; and numerous other matters of national, regional and global scale, including those of a political, economic, business and competitive 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."

"This document may also contain non-GAAP financial information. Management uses this information in its internal analysis of results and believes that this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons. For a reconciliation of non-GAAP measures presented in this document, see the accompanying supplemental information posted to the investor relations section of our website at www.ge.com."

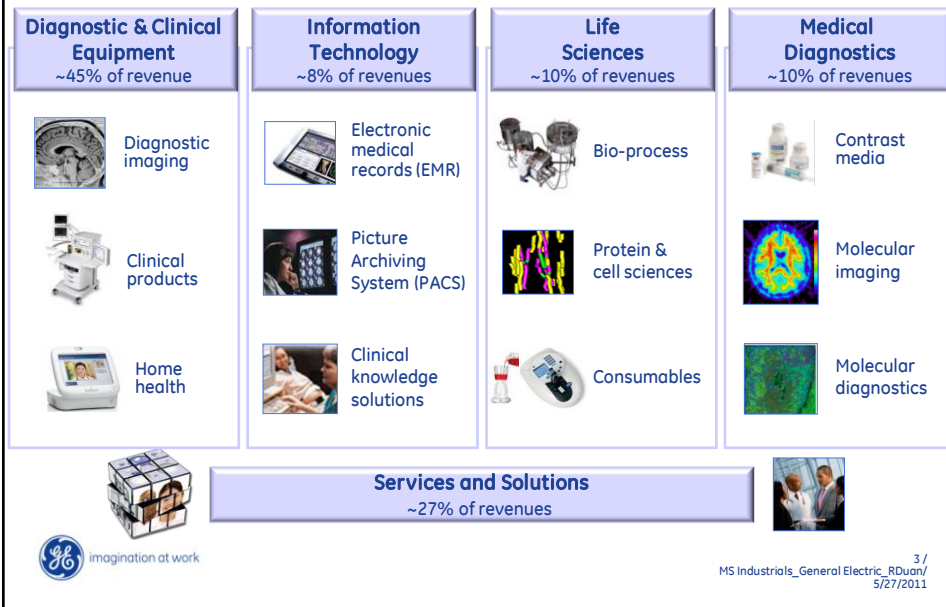
"In this document, "GE" refers to the Industrial businesses of the Company including GECS on an equity basis. "GE (ex. GECS)" and/or "Industrial" refer to GE excluding Financial Services."



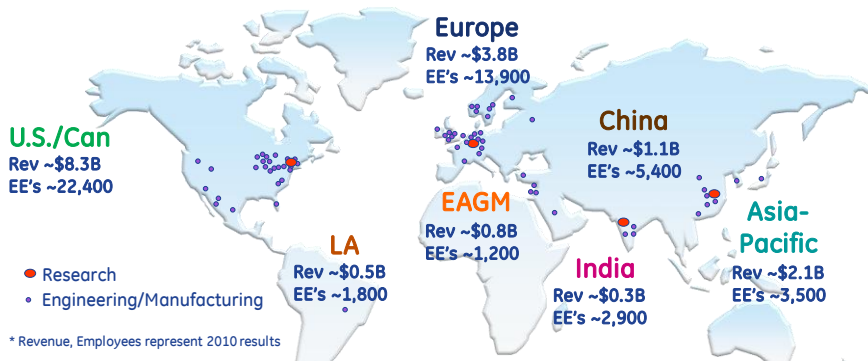
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Deep and broad healthcare portfolio



A Global business model



Global growth drivers

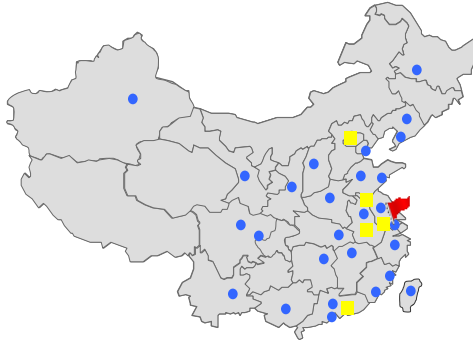
- High-tech infrastructure spending
- Low protectionism
- Fragmented competition
- Low manufacturing capital investment
- Globally translatable technology

Industry characteristics

- High technology and IP
- Highly regulated
- Clinical domain required

GE Healthcare China at a glance

- Plants
- Offices
- ◆ R&D center



- ✓ 5,400 employees ... 95%+ local leadership
- ✓ 6 manufacturing, 3 design centers
- ✓ 700 design engineers
- ✓ 166 product portfolio
- ✓ 22,600 installed base

A '\$1 billion' local business



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China ... healthcare opportunity

Two
'Chinas'



Two
'healthcare'
realities



A country in transformation

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Government reforming healthcare

Investment



- 
 ✓ Cost
- 
 ✓ Quality
- 
 ✓ Access

Areas

- Basic health insurance 
- Essential drug system 
- Primary care infrastructure 
- Public health services 
- Public hospital reform 

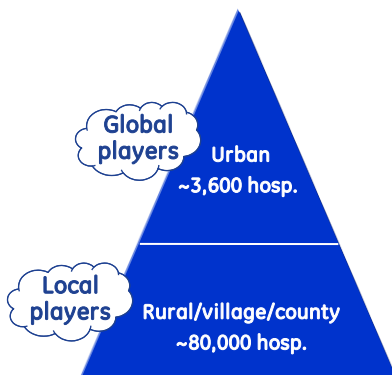
- ✓ Largest healthcare investment in the world
- ✓ GE opportunity ... no national champions



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Our strategy ... global and local

Market/competition



Strategy

- 1 In-China-for-China (ICFC) products
- 2 Distribution ... direct and rural
- 3 Service ... customized solutions
- 4 Supply chain ... localization

We can win in both ... and profitably



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1 ICFC

- ✓ **Local design** ... 700 engineers leveraging global technology
- ✓ **Capability** ... mature in CT, U/S, X-ray, MS, DCAR and Life support. Growing on Interventional, MR and Mammo
- ✓ **Local hardware** for cost, **global software** for differentiation
- ✓ **Healthmagination framework** to drive investment discipline

Key product launches

Logic C-series U/S



Starlight X-ray



Brivo CT 315/325



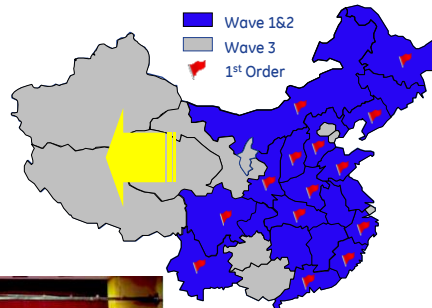
Expanding local portfolio

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2 Distribution ... going rural

Recruiting and training 'machine'

- 500 additional sales force onboard
- 535 counties, 13,000+ new accounts
- Total primary care solution
- Bulk buy ... task force on provincial Government tenders



Graduation ceremony



Local presence ... at village level

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3 Localizing service

Segment offerings



- Extend service capabilities, become a solution provider
- Full service in high-end, flexible in mid/low

Local repair center



- Enhance productivity ... efficiency and quality driving cost down
- Real solutions for small ticket items

Cyber engineer for rural

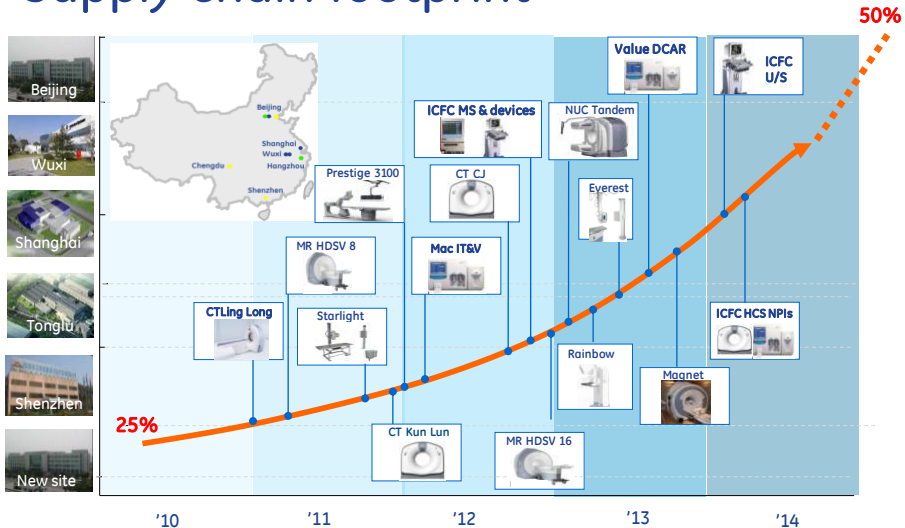


- Remote diagnostics and repair
- Global quality at village level

Adapting model to local needs



4 Supply chain footprint



Double local make in five years



Wuxi – Logic C

Localized supply chain



- ✓ 100% China design
- ✓ 100% China buy ... 50% China sale
- ✓ Service ... 75% cost savings
- ✓ Suppliers < 2 hours
- ✓ GE production cycle time < 3 hours
- ✓ Mfg space from 300 to 100 sqm

ICFC + supply chain = localization at work



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Healthcare ... winning in China

(\$ in billions)

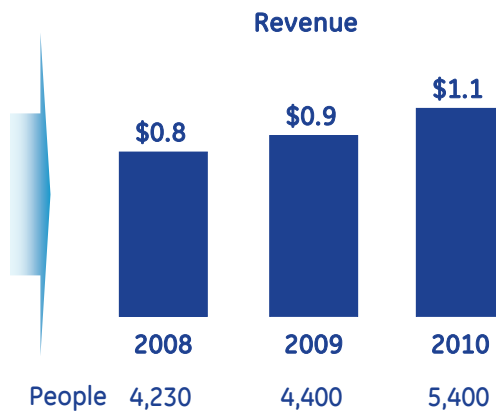
Global strength ...

- ✓ Technology
- ✓ Processes
- ✓ Investments



Local expertise ...

- ✓ People
- ✓ Distribution
- ✓ Products
- ✓ Factories



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