



GE EPG supplemental information

2018 operating framework: Adjusted EPS

2018 Adjusted EPS target

\$1.00-1.07

Items not included in this Non-GAAP metric:

1. Non operating benefit costs. This amount is affected by, among other things, the timing of and/or amount of any curtailment gains or losses as a result of dispositions.
2. Gains & restructuring net income/(loss). This amount is affected by, among other things:
 - The timing and magnitude of gains or losses associated with dispositions; and
 - The timing and magnitude of the costs associated with restructuring activities

Note: The company cannot provide an equivalent GAAP guidance range without unreasonable effort because of the uncertainty of the amount and timing of events affecting earnings as we execute on the restructuring actions and business portfolio changes we have announced since John Flannery became CEO. Although we have attempted to estimate the amount of gains and restructuring charges for the purpose of explaining the probable significance of this component, as described under number 2, this calculation involves a number of unknown variables, resulting in a GAAP range that we believe is too large and variable to be meaningful.



2018 operating framework: Adjusted GE Industrial Free Cash Flows

2018 Adjusted GE Industrial Free Cash Flows target

\$6-7B

Items not included in this Non-GAAP metric:

1. GE Principal Pension Plan funding
2. Deal taxes on completed dispositions
3. BHGE free cash flows (non-GAAP metric includes BHGE on a dividend basis)
4. Any dividends from GE Capital



Note: The company cannot provide an equivalent GAAP guidance range without unreasonable effort as throughout the year, we manage the individual segments on an adjusted free cash flow basis and do not manage to a reported GE CFOA metric. Furthermore, there is significant uncertainty on the timing and amount of events that could give rise to items included in the determination of this metric. As referenced above, Adjusted GE Industrial Free Cash Flows includes GE CFOA plus investments in property, plant and equipment and additions to internal-use software. This metric excludes the items noted above.

