

GE Renewable Energy

Vic Abate

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Deutsche Bank Securities

2011 Alternative Energy, Utilities & Power Conference

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Global macro trends



Electricity demand ... 2X by 2030



Population ... 8 billion by 2030



Environment ... 40 countries have added renewable targets in last 5 yrs



Security ... heightened energy concerns

Changing energy needs driving new opportunities



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2

GE Power & Water portfolio

Part of GE's \$38B energy business



Gas Turbines



Steam



Biogas



Wind

Solar

Renewable Energy



Nuclear



Cleaner Coal



Water

Renewables – building on power generation technology & expertise

3

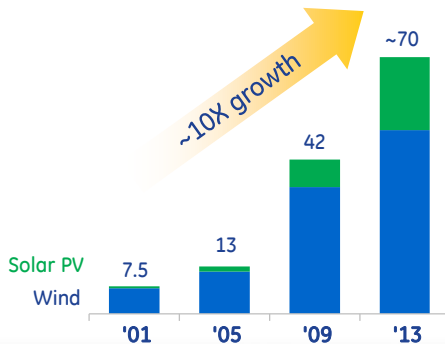
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The renewables revolution

Global Wind & Solar PV annual installations

(GWs)

~\$150B industry



Source: Navigant Consulting & Greentech media

Key growth drivers

Technology

- Reliability & efficiency ↑

Cost

- Wind: ↓ 80% last 25 years
- Solar: ↓ 70% last 3 years

Policy

- 85 countries have renewable portfolio targets

Opportunity ...

1% more renewables =

- ~40,000 more wind turbines
- ~600,000,000 more solar modules

~4% penetration today ... significant growth ahead

4

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GE Renewables ... last few years



Built efficient, reliable wind turbine fleet

- 17,000+ units ... 27GW+
- 98%+ availability ... ↑13 pts
- Energy capture ↑40%
- \$30B GE revenue since '03



Invested in solar to grow

- \$250MM R&D
- 300+ dedicated solar employees
- 250 scientists ... 100 PhDs
- 30MW pilot mfg. line ... 10 global test sites



Delivering lower cost of energy solutions

5

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Driving solar R&D into business results

Positioned for growth

- Highest recorded thin film solar efficiencies
- 400MW U.S. solar factory announced
- New commercial agreements for 100MW+ of solar thin film products
- Announced acquisition of PrimeStar & Conwerteam

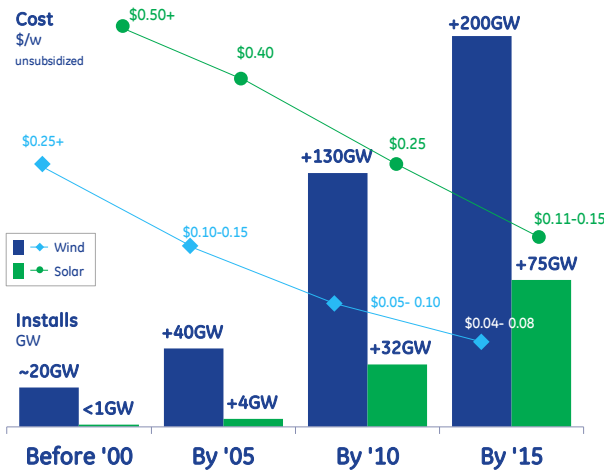
Solidifying GE's position of excellence in the Renewable Energy Industry



6

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Making renewable energy mainstream



Lowest LCOE wins

Wind drivers

- Advanced turbine platforms
- Reliability/efficiency
- Scale

Solar drivers

- Thin Film technology
- Reliability/efficiency
- Scale

GE technology innovations promote widespread adoption



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7

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Differentiating large scale solar

Utility scale solutions



- Thin film efficiency excellence
- Superior energy capture
- Smarter grid integration
- Proven power electronics
- Faster installation

Commercial rooftop solution



- Lightweight, high eff. thin film module
- Rugged system design with no roof penetration
- Modular and scalable; enhanced inverter portfolio

Building on 100+ years of power generation expertise



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8

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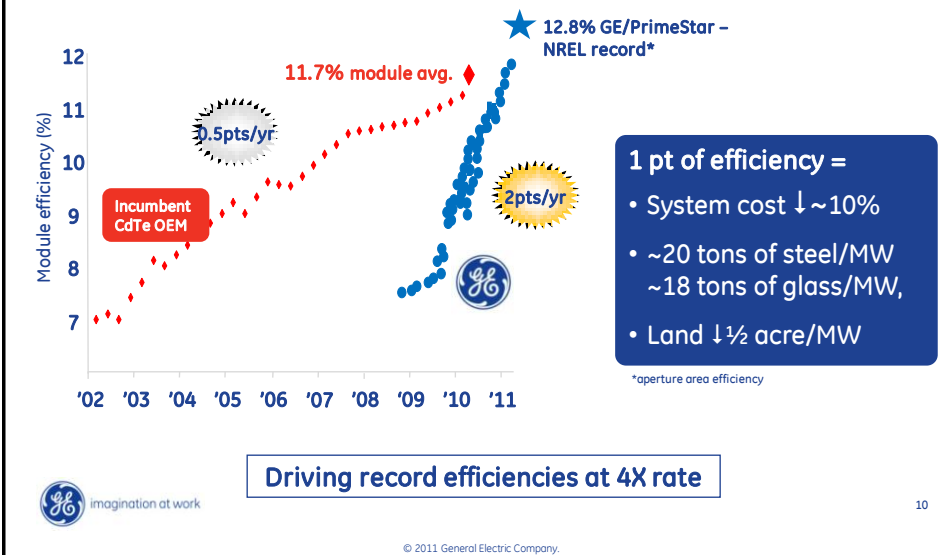
GE R&D drives faster solar growth

Material science	<ul style="list-style-type: none"> • Post-deposition chemical process • Surface preparation and interfaces
Power conversion	<ul style="list-style-type: none"> • SiC diodes and switches • Integrated controls and diagnostics
Device physics	<ul style="list-style-type: none"> • Grain boundary characterization • Thermo-mechanical structural modeling
Semiconductor processes	<ul style="list-style-type: none"> • First principles device modeling • Thin film deposition techniques

Innovating across GE portfolio enables solar success

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GE achieves highest recorded CdTe efficiency



First phase of multi GW build-out



By the numbers

- 700,000 sq-ft ... larger than 11 football fields
- Powering 80,000 homes/year
- Module will travel nearly 1/2 mile
- 400+ jobs

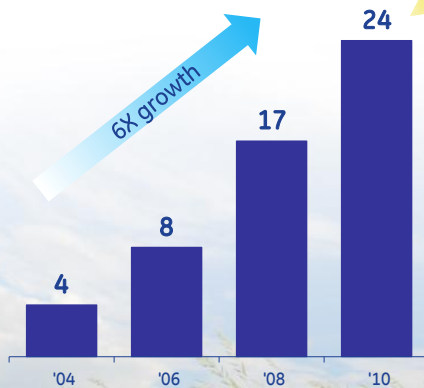
400MW factory ... production in 2013

11

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GE Renewables business journey continues

GE renewable installs
Wind (GW)

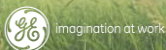


Solar opportunity
75GW potential over
next 5 years

GE's differentiation

- Product capabilities
 - Technology differentiation
 - Efficiency/reliability
 - Low cost of energy
- Global supply chain
 - High quality
 - Rapid response
- Flawless execution

GE's #1 ecomagination play



12

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Q & A

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