GE 2016 first quarter performance

Financial results & Company highlights
April 22, 2016

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.

NON-GAAP FINANCIAL MEASURES:
In this document, we sometimes use information derived from consolidated financial data but not presented in our financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered “non-GAAP financial measures” under the U.S. Securities and Exchange Commission rules. These non-GAAP financial measures supplement our GAAP disclosures and should not be considered an alternative to the GAAP measure. The reasons we use these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are posted to the investor relations section of our website at www.ge.com. We use non-GAAP financial measures including the following.

- Operating earnings and EPS, which is earnings from continuing operations excluding non-service-related pension costs of our principal pension plans.
- GE Industrial operating & Verticals earnings and EPS, which is operating earnings of our industrial businesses and the GE Capital businesses that we expect to retain.
- GE Industrial & Verticals revenues, which is revenue of our industrial businesses and the GE Capital businesses that we expect to retain.
- Industrial segment organic revenue, which is the sum of revenue from all of our industrial segments less the effects of acquisitions/dispositions and currency exchange.
- Industrial segment organic operating profit, which is the sum of segment profit from all of our industrial segments less the effects of acquisitions/dispositions and currency exchange.
- Industrial cash flows from operating activities (Industrial CFOA), which is GE’s cash flow from operating activities excluding dividends received from GE Capital.
- Capital ending net investment (ENI), excluding liquidity, which is a measure we use to measure the size of our Capital segment.
- GE Capital Tier 1 Common ratio estimate is a ratio of equity to total risk-weighted assets.

General Electric Capital Corporation (GECC) has been merged into GE and our financial services business is now operated by GE Capital Global Holdings LLC (GECGH). In this document, we refer to GECC and GECGH as “GE Capital”. We refer to the industrial businesses of the Company including GE Capital on an equity basis as “GE”. "GE (ex-GE Capital)” and/or “Industrial” refer to GE excluding GE Capital. Our financial services segment previously referred to as GE Capital is now referred to as Capital.

GE’s Investor Relations website at www.ge.com/investor and our corporate blog at www.gereports.com, as well as GE’s Facebook page and Twitter accounts, contain a significant amount of information about GE, including financial and other information for investors. GE encourages investors to visit these websites from time to time, as information is updated and new information is posted.
1Q’16 overview

Environment

✓ Slow growth and volatile environment
✓ GE Capital exit execution ... filed for SIFI de-designation on March 31st
GE executing well:
✓ Industrial operating + Verticals\(^{a}\) EPS $.21, +5%; Industrial segments include $(.02) total FX impact
✓ Industrial margins\(^{b}\) +30 bps. ex. Alstom
✓ Diversified portfolio offsetting a challenging Oil & Gas market
✓ CFOA $7.9B ... $7.5B Capital dividend
✓ Segment digital orders $1.2B, +29%

<table>
<thead>
<tr>
<th>Industrial</th>
<th>Reported</th>
<th>Organic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>1%</td>
<td>(7)%</td>
</tr>
<tr>
<td>Segment revenue</td>
<td>6%</td>
<td>(1)%</td>
</tr>
<tr>
<td>Segment op profit</td>
<td>(7)%</td>
<td>(4)%</td>
</tr>
<tr>
<td>Industrial op profit(^{b})</td>
<td>(3)%</td>
<td>0%</td>
</tr>
</tbody>
</table>

Execution versus goals

2016 Goals 1Q’16
Grow Industrial profit\(^{b}\) (3)%
Organic revenue growth (2-4%) (1)%
Margin expansion ex. Alstom +30 bps.
Alstom EPS ~$.05 $(.01)

Disciplined/balanced capital allocation
CFOA $30-32B\(^{c}\) $7.9B
Capital dividend ~$18B\(^{d}\) $7.5B
FCF + disp. $28-31B $7.1B
Cash to investors ~$26B $8.3B

Portfolio actions $166B Capital deals signed
SIFI de-designation filed
Appliances targeting 2Q close\(^{d}\)
GE Asset Management signed

Framework on track

\(^{a}\) Verticals include businesses expected to be retained including allocated corporate costs
\(^{b}\) Excluding gains and restructuring & other items
\(^{c}\) Deal taxes are excluded from CFOA and included in dispositions
\(^{d}\) Subject to regulatory approval
1Q'16 orders $23.5B, 1% ... (7)% organic

<table>
<thead>
<tr>
<th></th>
<th>Equipment $</th>
<th>V%</th>
<th>Services $</th>
<th>V%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Power</td>
<td>$1.8</td>
<td>F</td>
<td>$3.8</td>
<td>53%</td>
</tr>
<tr>
<td>Ren. Energy</td>
<td>1.8</td>
<td>F</td>
<td>0.2</td>
<td>80%</td>
</tr>
<tr>
<td>Oil &amp; Gas</td>
<td>0.7 (70)</td>
<td>1.8 (19)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Energy Conn.</td>
<td>2.0 37</td>
<td>0.6 3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aviation</td>
<td>2.6 (35)</td>
<td>4.0 13</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Healthcare</td>
<td>2.4 3</td>
<td>1.9 (1)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation</td>
<td>0.1 (89)</td>
<td>0.6 (18)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Organic</td>
<td>$11.0 (8)%</td>
<td>$12.4 12%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Core orders price 0.0%

Equipment orders (8)% driven by Oil & Gas market & Aviation 1Q'15 comparisons; strong orders in Power driven by the H turbine, Renewable Energy +94% ex. Alstom, Healthcare +6% organically

Service orders +12%, +4% organically ... Power Services +17% ex. Alstom, Aviation +13%

Alstom orders: Power $1.5B, Renewable Energy $0.2B, Grid Solutions $1.2B

Double-digit HCS U.S. equipment orders ... monitoring +20%, ultrasound +16%, CT +26%
Industrial segment execution

Revenue growth

- 1Q reported
- FX
- Disp.
- Alstom
- 1Q organic

6%
+2 pts.
+2 pts.
(11) pts.
(1)%

+ 1Q volume impacted by gas turbine profile; 1Q’15 Power organic growth was 21%
+ No change to 2-4% organic estimate for the year

GE Store is a competitive advantage ...
(2016E organic revenue growth)

“+” or better
- Power
- Renewables
- Aviation
- Healthcare

“−”
- Oil & Gas
- Transportation

Segment gross margins

- Core
- w/ Alstom

26.2%
25.4%

(80) bps.
(180) bps.

Segment OP margins

- Core
- w/ Alstom

14.5%
12.8%

(10) bps.
(180) bps.

Industrial OP margins

- Core
- w/ Alstom

12.8%
11.3%

+30 bps.
(120) bps.

Segment OP margins

1Q

- Mix
- Value gap (price/inflation)
- Cost productivity
- Gross Margins
- Simplification (SG&A)
- Base inflation/other
- Op Profit Margins
- Alstom
- Op Profit Margins

0.3 pts.
0.1 pts.
(0.4) pts.
0.2 pts.
(0.3) pts.
(0.1) pts.
(1.7)
(1.8) pts.

Will fund $.25 of restructuring & other items in 2016

(a- Excluding Alstom
(b- Industrial includes Corporate, excluding gains and restructuring
## Generating cash
($ in billions)

### 1Q CFOA

<table>
<thead>
<tr>
<th>Capital dividend</th>
<th>Industrial</th>
<th>FCF</th>
<th>Ind’l FCF</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2015</td>
<td>2016</td>
<td></td>
</tr>
<tr>
<td>$1.3</td>
<td>0.5</td>
<td>0.9</td>
<td>0.0</td>
</tr>
<tr>
<td>($0.4)</td>
<td>(60)%</td>
<td>F</td>
<td>U</td>
</tr>
</tbody>
</table>

### V%

- **F**: $7.9
- **U**: $1.3

### GE cash balance walk

<table>
<thead>
<tr>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning balance 1/1/16</td>
</tr>
<tr>
<td>CFOA</td>
</tr>
<tr>
<td>Dividends</td>
</tr>
<tr>
<td>P&amp;E</td>
</tr>
<tr>
<td>Acquisitions</td>
</tr>
<tr>
<td>Buyback</td>
</tr>
<tr>
<td>Change in debt/FX/other</td>
</tr>
<tr>
<td>March 2016</td>
</tr>
</tbody>
</table>

- **✓** 1Q Industrial cash flow $0.4B, (60)% as expected ... impacted by Alstom $(0.4) and working capital build for 2H shipments
- **✓** Received $7.5B Capital dividend ... filed for SIFI de-designation on March 31st

$8B cash returned to investors ... $6B in buyback & $2B in dividends
The value of GE

Value of diversified portfolio
+ Businesses expected to perform better than December outlook

Aviation  +/-
Healthcare  +/-
Renewables  +
Power  +

- Expecting a tougher Oil & Gas market

Revenue ~15-20%
Op profit ~30%
✓ Will continue to restructure and win in the marketplace

No change to 2016 EPS framework

Alstom performance

• $3B orders ... strength in Power $1.5B with services $1B; Grid $1.2B; Renewables $0.2B

• $2.8B revenue ... Power $1.4B, Renewables $0.3B, Grid $1.1B

• Segment operating profit $(20)MM ... impacted by purchase accounting & FX

• Corporate $(183)MM ... investment in synergies, purchase accounting

• Synergy benefits ~$100MM ... will ramp up throughout the year

• 1Q EPS of $(.01) in line with expectations

On track for ~$.05 EPS for the year
Gas Power Systems overview
($ in billions)

**Key metrics**

<table>
<thead>
<tr>
<th>Revenue</th>
<th>'15</th>
<th>'16E</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$8</td>
<td></td>
</tr>
</tbody>
</table>

**Business imperatives**

1. **Utility/Industrial ... heavy-duty gas**
   - + Performance ... HA output & efficiency
   - = Execution ... 8X factory output vs. ’15

2. **Fast Power ... Aero engines**
   - + Speed ... Power to grid in ~3 months
   - = Timing ... “lumpy” demand

3. **Extended Scope ... Alstom synergy**
   - + Technology ... Steam tail performance
   - = Convertibility ... ’16 orders = ’17 revenue

**Market update**

- H-Class fastest growing segment
- North America & Asia strong
- Middle East & Africa mixed
- ↑ Argentina & Mexico opportunities

115+ heavy-duty shipments ... 1H ~40, 2H ~75

Delivering better customer outcomes & shareholder value
HA platform launch on-track

2016 Program overview

✓ ~24 unit shipments
✓ ~$2B revenue
✓ TY margin positive
✓ Margin dilutive vs. ‘15
✓ 2 models fully validated

Orders backlog

35 Gas turbines
16 Steam turbines
39 Generators
17 HRSGs

Differentiated technology

61.8% efficiency

• Record output: 432MW simple cycle & 603MW plant
• Flawless validation: zero fault testing (7HA.02)

World-class execution

1st 7HA.02 shipment

• Fulfillment on-track: 4 shipments with 20+ to go
• Integrated solutions ... GE/Alstom power island

2016 Program overview

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Driving product cost-out

**Make vs. buy: 3D Airfoils**
Latest HA designs vertically integrated 3D technology

From **5-57%** insourced

Increased capability drives **$12MM+** annual cost out

**Design: Rotor Material**
High-temp materials technology for F-Class fleet (GE + Alstom)

**70%** less expensive material

**$300-900K** per unit savings + services

**$30MM+** lower cost on 2017 volume

**In Source: Generators**
Utilize existing Alstom air-cooled technology

**50%** more GE volume

**$25MM+** margin from cost out & capacity utilization
Delivering accelerated HA returns

2016 Margin profile

Cost-out actions

Rest of Turbine
Hot Gas Path

30% in 1st year

2H’16+

Cost

Performance

Unit 12

1H’16

2016 Margin profile

Expanded scope opportunity

A

TVA

2014
20% scope

2 GT/GEN

$178/kw

A + B

PSEG

2016
60% scope

1 GT/1 GEN
1 ST/1 HRSG

Order
$/kw

$389/kw

+0.3 pt efficiency = $5MM value

Delivering higher $ value @ same MW sold
Integrated digital ecosystem

Design Validation
• Innovation speed
• ↑ Reliability

Robust testing
• 7,000+ data streams
• >500 TBs of data

Advanced Manufacturing
• New design spaces
• Tighter tolerances

e-Design Models
• Enables digital twin
• Lower cycle time

Performance Mapping
• Services upgrades
• Higher plant output

Continuous innovation delivering differentiated performance ... $35MM+ per GT
## 1Q’16 consolidated results

($ in billions – except EPS) | ($ in millions)
---|---
| **1Q’16** | **V%**
| Revenues | $27.8 | 6%
| – Industrial | 25.0 | 7%
| – Verticals\(^a\) | 2.6 | 3%
| – Other Capital\(^b\) | 0.2 | (21)%

**Industrial + Verticals EPS** | .21 | 5%

**Operating EPS** | .06 | F

**Continuing EPS** | .02 | F

**Net EPS** | (.01) | F

**CFOA YTD** | 7.9 | F

- **Industrial CFOA** | 0.4 | (60)%

<table>
<thead>
<tr>
<th><strong>1Q’16</strong></th>
<th><strong>1Q’15</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Consolidated tax rate</strong></td>
<td>(58)%</td>
</tr>
</tbody>
</table>
| – GE (ex. GE Capital) | 17 | 23%
| – GE Capital | 36 | U |

<table>
<thead>
<tr>
<th><strong>Revenues</strong></th>
<th><strong>$</strong></th>
<th><strong>V%</strong></th>
</tr>
</thead>
</table>
| Power | $5,204 | 13%
| Renewable Energy | 1,669 | 62%
| Oil & Gas | 3,314 | (18)%
| Energy Connections | 2,260 | 34%
| Aviation | 6,262 | 10%
| Healthcare | 4,183 | 3%
| Transportation | 981 | (25)%
| Appliances & Lighting | 1,996 | 3%

<table>
<thead>
<tr>
<th><strong>Op profit</strong></th>
<th><strong>$</strong></th>
<th><strong>V%</strong></th>
<th><strong>ex. Alstom</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Segments</td>
<td>$24,901</td>
<td>7%</td>
<td>$2,883 (3)%</td>
</tr>
<tr>
<td>Corporate ex. gains/restructuring</td>
<td>(968)</td>
<td>25%</td>
<td>(431)</td>
</tr>
<tr>
<td>Industrial ex. gain/restructuring</td>
<td></td>
<td></td>
<td>25%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Industrial + Verticals EPS</strong></th>
<th><strong>1Q’16</strong></th>
<th><strong>V%</strong></th>
<th><strong>Adj. V%(^c)</strong></th>
</tr>
</thead>
</table>
| Industrial operating | $.15 | (6)% | 5%
| Capital Verticals\(^a\) | .05 | 67% | 67%
| | **$ .21** | **5%** | **14%** |

---

\(a\)- Verticals include businesses expected to be retained including allocated corporate costs
\(b\)- Other Capital includes HQ run-off & exit-related items
\(c\)- Excluding Industrial gains and restructuring & other items
## 1Q’16 Industrial other items

<table>
<thead>
<tr>
<th></th>
<th>EPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restructuring &amp; other</td>
<td>$(.05)</td>
</tr>
<tr>
<td>items</td>
<td>✓ $(686)MM pre-tax, $(483)MM after-tax at Corporate including Alstom deal costs &amp; purchase accounting items of $(164)MM pre-tax</td>
</tr>
<tr>
<td>Gains</td>
<td>$-</td>
</tr>
<tr>
<td></td>
<td>✓ $59MM pre-tax, $38MM after-tax at Corporate related to the sale of 30 Rock floors</td>
</tr>
</tbody>
</table>

### Summary

<table>
<thead>
<tr>
<th></th>
<th>1Q</th>
<th>2QE</th>
<th>2HE</th>
<th>2016E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restructuring &amp; other</td>
<td>$(.05)</td>
<td>~$(.11)</td>
<td>~$(.09)</td>
<td>~$(.25)</td>
</tr>
<tr>
<td>items</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gains &amp; settlements-(^a)</td>
<td>$-</td>
<td>~$.20</td>
<td>~$.05</td>
<td>~$.25</td>
</tr>
<tr>
<td>Total</td>
<td>$(.05)</td>
<td>~$.09</td>
<td>~$(.04)</td>
<td>~$-</td>
</tr>
</tbody>
</table>

Gains = restructuring for the year but quarterly variability in timing

\(^a\)- After tax impact based on estimated transactional tax rates.
## Industrial segments
($ in millions)

### Power

<table>
<thead>
<tr>
<th>1Q’16</th>
<th>$</th>
<th>V%</th>
<th>V% ex. Alstom</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$5,204</td>
<td>13%</td>
<td>(18)%</td>
</tr>
<tr>
<td>Segment profit</td>
<td>$573</td>
<td>(24)%</td>
<td>(28)%</td>
</tr>
<tr>
<td>Op profit %</td>
<td>11.0%</td>
<td>(5.4) pts.</td>
<td>(2.0) pts.</td>
</tr>
</tbody>
</table>

**1Q dynamics**

- $5.6B orders, +66% ... core equipment +57% driven by GPS +2x with 25 GTs including 6 U.S. HA units; core services +11%
- Revenue ... core equipment (48)% driven by GPS (47)% on 26 less GT shipments; core services +5% driven by Power Services +7%
- Segment profit (28)% excluding Alstom driven by lower gas turbine volume and $(48) total FX

### Renewable Energy

<table>
<thead>
<tr>
<th>1Q’16</th>
<th>$</th>
<th>V%</th>
<th>V% ex. Alstom</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$1,669</td>
<td>62%</td>
<td>34%</td>
</tr>
<tr>
<td>Segment profit</td>
<td>$83</td>
<td>46%</td>
<td>60%</td>
</tr>
<tr>
<td>Op profit %</td>
<td>5.0%</td>
<td>(0.5) pts.</td>
<td>1.1 pts.</td>
</tr>
</tbody>
</table>

**1Q dynamics**

- $2.0B orders, +110% ... core +86% on higher wind units, +335 from prior year driven by higher U.S. volume; Alstom orders $0.2B
- Revenue ... core +34% driven by higher wind turbine shipments and mix shift to larger MW units
- Segment profit +60% excluding Alstom primarily driven by higher volume

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Power impacted by quarterly gas turbine profile; strong Renewables performance
## Industrial segments
($ in millions)

### Aviation

<table>
<thead>
<tr>
<th>1Q’16</th>
<th>$</th>
<th>V%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$6,262</td>
<td>10%</td>
</tr>
<tr>
<td>Segment profit</td>
<td>$1,524</td>
<td>16%</td>
</tr>
<tr>
<td>Op profit %</td>
<td>24.3%</td>
<td>1.1 pts.</td>
</tr>
</tbody>
</table>

**1Q dynamics**

- $6.6B orders, (12)% ... equipment (35)% on fewer commercial engines; services +13% with spares +2% ... $153B backlog, +9% VPY
- Revenue ... equipment +2% driven by Military +8% partially offset by Commercial (4)%; services +17%
- Segment profit +16% on higher service volume and cost productivity ... margins +110 bps.

### Oil & Gas

<table>
<thead>
<tr>
<th>1Q’16</th>
<th>$</th>
<th>V%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$3,314</td>
<td>(18)%</td>
</tr>
<tr>
<td>Segment profit</td>
<td>$308</td>
<td>(37)%</td>
</tr>
<tr>
<td>Op profit %</td>
<td>9.3%</td>
<td>(2.8) pts.</td>
</tr>
</tbody>
</table>

**1Q dynamics**

- $2.4B orders, (44)% with pressure across all segments ... D&S (74)%, TMS (48)%, Surface (37)%, DTS (18)%, Digital Solutions (5)%
- Revenue (18)% ... Surface (41)%, Subsea & Drilling (28)%, TMS (10)%, DS (10)%; DTS +3%
- Segment profit margin (280) bps. as cost-out actions were more than offset by volume decline; total FX headwind of $(95)MM

---

**Strong execution**

**Market pressure continues**
## Industrial segments

($ in millions)

<table>
<thead>
<tr>
<th>Healthcare</th>
<th>Transportation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1Q’16</strong></td>
<td><strong>1Q’16</strong></td>
</tr>
<tr>
<td>Revenues</td>
<td>Revenues</td>
</tr>
<tr>
<td>$4,183</td>
<td>$981</td>
</tr>
<tr>
<td>Segment profit</td>
<td>$631</td>
</tr>
<tr>
<td>7%</td>
<td>(27)%</td>
</tr>
<tr>
<td>Op profit %</td>
<td>$164</td>
</tr>
<tr>
<td>15.1%</td>
<td>(0.5) pts.</td>
</tr>
</tbody>
</table>

**1Q dynamics**

- $4.2B orders, +1%, +5% organically ... U.S. +3%, Europe (3)% and +4% organically, China +11% and +14% organically
- Revenue +3%, +6% organically with HCS +4% and Life Sciences +13%
- Segment profit +7% reported, +10% organic driven by strong volume growth and cost productivity ... margins +70 bps.

- $0.7B orders, (56)% with equipment (89)% driven by locomotives; service orders (3)% organically
- Revenue (25)%, (20)% organically with equipment (41)% on lower locomotive deliveries, services flat organically
- Segment profit (27)% driven by lower locomotive volume

✓ Healthcare ... strong volume & cost productivity
✓ Transportation ... challenging market
# Industrial segments
($ in millions)

## Energy Connections

<table>
<thead>
<tr>
<th>1Q’16</th>
<th>$</th>
<th>V%</th>
<th>V% Organic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$2,260</td>
<td>34%</td>
<td>(6)%</td>
</tr>
<tr>
<td>Segment profit</td>
<td>$(85)</td>
<td>U</td>
<td>U</td>
</tr>
<tr>
<td>Op profit %</td>
<td>(3.8)%</td>
<td>(5.5) pts.</td>
<td>(4.3) pts.</td>
</tr>
</tbody>
</table>

**1Q dynamics**
- $2.7B orders, +27% ... Alstom $1.2B; core (13)% organically with Power Conversion (20)% on softer oil & gas and Industrial Solutions (7)%
- Revenue +34%, (6)% organically with Power Conversion (5)%, Industrial Solutions (7)%
- Segment profit of $(85)MM with core $(47)MM driven by lower volume, digital investment, and disposition impacts

## Appliances & Lighting

<table>
<thead>
<tr>
<th>1Q’16</th>
<th>$</th>
<th>V%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$1,996</td>
<td>3%</td>
</tr>
<tr>
<td>Segment profit</td>
<td>$115</td>
<td>13%</td>
</tr>
<tr>
<td>Op profit %</td>
<td>5.8%</td>
<td>0.5 pts.</td>
</tr>
</tbody>
</table>

**1Q dynamics**
- Appliances revenue +8% ... industry strength and favorable product mix offset by price
- Lighting revenue (9)% with LED +19% and traditional (23)% ... LED 39% of total revenues
- Segment profit +13% driven by strong deflation & cost productivity; margins +50 bps.

- Energy Connections ... expect better 2Q performance
- Appliances targeting 2Q close\(^a\)

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\(^a\)- Subject to regulatory approval
### GE Capital ($ in millions)

#### 1Q’16 performance

<table>
<thead>
<tr>
<th>Earnings</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Verticals</td>
<td>$496</td>
</tr>
<tr>
<td>Other Continuing</td>
<td>(1,389)</td>
</tr>
<tr>
<td>Capital</td>
<td>$(893)</td>
</tr>
<tr>
<td>Disc. Ops.</td>
<td>(308)</td>
</tr>
<tr>
<td>GE Capital</td>
<td>$(1,201)</td>
</tr>
</tbody>
</table>

- $81B of ENI ex. liq. ... $127B incl. Disc. Ops.
- $106B of liquidity ... CP constant at $5B
- Basel 3 T1C at 14.5%, flat VPQ after $7.5B dividend in the quarter

#### GE Capital update

<table>
<thead>
<tr>
<th>Asset sales-d)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Signings</td>
<td>~$166B Complete</td>
</tr>
<tr>
<td>Closings</td>
<td>~$146B Complete</td>
</tr>
</tbody>
</table>

- Other Continuing includes excess interest expense, preferreds, hybrid tender, restructuring, opex
- Returned $7.5B of capital in 1Q’16, targeting ~$18B in 2016 ... on track for $35B-e)
- Applied for SIFI de-designation on March 31st

Capital transformation ~80% complete ... continuing strong momentum in 2016

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[a] Verticals include businesses expected to be retained including allocated corporate costs
[b] Liquidity includes cash & equivalents (including discontinued operations and held for sale balances) and high quality interest bearing deposits
[c] Basel 3 Tier 1 Common ratio estimated based on U.S. standardized transitional basis
[d] ENI ex liquidity as of 4Q’14
[e] Subject to regulatory approval

Note: Individual amounts are rounded. As a result, the sum of the parts presented may not add to the total.
2016 operating framework

1. Operating EPS\(^{a)}\) $1.45-1.55
   - Organic growth of 2-4%
   - Core margin expansion
   - O&G \(\downarrow\) ~30% offset by Aviation, Healthcare, Renewables, Power
   - Corporate @ $2.0-2.2B
   - Alstom ~$.05; Appliances gain ~$.20\(^{c)}\)
   - Restructuring = gains
   - Total FX impact ~$(.02) at today’s rates

2. Free cash flow + dispositions $28-31B
   - CFOA of $30-32B\(^{b)}\); ~$18B Capital dividend\(^{c)}\)
   - Dispositions of $2-3B\(^{b)}\)
   - Net P&E of ~$4B

3. Cash returned to investors ~$26B
   - Dividend of ~$8B
   - Buyback of ~$18B

\(^{a)}\) Industrial + Verticals
\(^{b)}\) Deal taxes are excluded from CFOA and included in dispositions
\(^{c)}\) Subject to regulatory approval