



GE 2020 first quarter performance

Financial results, company highlights & COVID-19 update

April 29, 2020

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 included in our quarterly report on Form 10-Q, and the appendix of this presentation, as applicable.

Our financial services business is operated by GE Capital Global Holdings LLC (GECGH). In this document, we refer to 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.

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COVID-19 immediate priorities

1 Protecting safety of employees & communities first

- Constant communications with governments & health organizations on rigorous policies & practices
- COVID-19 task force implemented safety protocols & medical response plans to protect employees in the field, in GE factories, & across the company
- New GE Employee Relief Fund contributing financial assistance to employees; GE Foundation supporting our communities

2 Serving customers in critical time of need

- Global Healthcare business helping clinicians & health systems diagnose, treat & manage COVID-19
 - Increasing equipment output e.g. Respiratory, CT, monitoring solutions, X-ray, Anesthesia, & Point of Care U/S; 2x ventilator production, 2x again by June
 - Digital/AI solutions helping automate tasks & elevate decisions so clinicians & systems can spend more time on life-saving work
- Implemented business continuity plans to deliver mission-critical equipment across all our businesses

3 Preserving GE's strength

- Liquidity is sound; ~\$20B net proceeds from BioPharma sale ... focused on solidifying GE's balance sheet
- Operating model: embrace reality, redefine winning & execute our plan
 - Further optimizing cost structure ... targeting \$2B+ cost actions & \$3B+ cash actions
 - Increasing operational intensity, driving lean culture & innovating to serve new customer needs

Managing the unexpected, controlling what we can ... redefining winning to emerge stronger

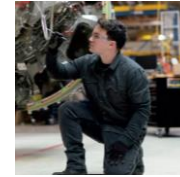


Overview

1Q'20 snapshot

Organic orders	(3)%
Backlog	\$401B
GE Industrial organic revenue*	(5)%
Adjusted GE Industrial organic profit margin*	(450) bps
GAAP Continuing EPS	\$0.72
Adjusted EPS*	\$0.05
GE Industrial free cash flow*	\$(2.2)B

COVID-19 impacts by business to date



Aviation & GECAS

- Airlines conserving cash ... future travel habits uncertain
- Expecting longer-term COVID-19 impact



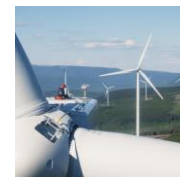
Healthcare

- Support clinicians on the frontlines ... deferred procedures at PDx, HCS
- Expecting faster rebound



Power

- Outage timing delays; field service mobility restrictions
- Monitoring new unit orders & services



Renewable Energy

- Supply chain constrained
- Project site execution

COVID-19 impacting all businesses with Aviation hardest hit



* Non-GAAP Financial Measure

Earnings performance

(\$ in billions – except EPS)

	<u>1Q'20</u>	<u>y/y</u>	<u>y/y (org.)</u>	<u>Adjusted EPS* walk</u>	<u>1Q'20</u>
Orders	\$19.5	(5)%	(3)%		
Backlog	401.1	14%			
Revenues	20.5	(8)%			
- GE Industrial	18.8	(7)%	(5)%*		
Adj. GE Industrial profit ^{*-a)}	1.1	(46)%	(47)%		
Adj. GE Industrial profit margin ^{*-a)}	5.8%	(410)bps	(450)bps		
GAAP Continuing EPS	0.72	F			
Adjusted EPS*	0.05	(62)%			
				GAAP Continuing EPS	\$0.72
				Less: Gains/MTM primarily for BP/BKR	0.75
				Less: Restructuring & other	(0.02)
				Less: Non-op. pension & other benefits	(0.06)
				Adjusted EPS*	\$0.05

1Q'20 earnings performance challenged primarily by deteriorating macro environment driven by COVID-19



* Non-GAAP Financial Measure

(a - Excludes interest & other financial charges, non-operating benefit costs, gains (losses), restructuring & other

Industrial free cash flow

(\$ in billions)

	<u>1Q'20</u>	<u>y/y</u>	<u>Commentary</u>
Net earnings (loss)^{-a)}	\$6.4	\$5.6	<ul style="list-style-type: none"> • Net earnings includes impact of BP gain & BKR MTM of \$6.4B after-tax • Working capital significantly negative driven by Aviation & PTC cycle in Renewable Energy: <ul style="list-style-type: none"> ○ Receivables inflow: primarily on lower quarterly volume ○ Payables outflow: lower volume in Aviation & higher disbursements for prior-year material buys in Renewable Energy ○ Inventory outflow: Onshore Wind volume ramp & shop output declines in Aviation ○ Progress collections: outflow greater than new progress inflows primarily in Power & Renewable Energy
Depreciation & amort.	0.8	(0.1)	
Working capital	(2.6)	(1.1)	
Contract assets	(0.0)	0.7	
Other CFOA ^{-b)}	(6.2)	(6.1)	
Gross CAPEX ^{-c)}	(0.6)	0.1	
GE Industrial FCF*	\$(2.2)	\$(1.0)	

FCF decline driven by Aviation due to a significant reduction in aftermarket demand & aircraft utilization



* Non-GAAP Financial Measure

(a - Aggregates the following: Net earnings (loss), (earnings) loss from discontinued operations, (earnings) loss from GE Capital continuing operations

(b - Aggregates the following: Gains (losses) on sales of business interests, (Gains) losses on equity securities, principal pension plans (net), other post retirement benefit plans (net), income taxes (net), and all other operating activities; excludes deal taxes and GE Pension Plan contributions

(c - Includes additions to property, plant & equipment (PP&E) and internal use software

Liquidity & deleveraging update

(\$ in billions)

GE Industrial cash balance walk

Beginning balance 4Q'19	\$17.6
GE Industrial FCF*	(2.2)
Proceeds from BP disposition	20.3
Reduction in CP & other borrowings	(1.5)
All other	(0.4)
Ending balance 1Q'20	\$33.8
GE Capital cash 1Q'20 ^{a)}	\$13.5
Total	\$47.3

Recent actions

- Refinanced back-up credit facility ... new \$15B facility expires in April 2023
- Improved liquidity profile with recent debt issuance & tenders ... GE Industrial liability management actions will be leverage neutral
- Reduced debt:
 - **Industrial:** repaid \$7B of debt, (\$1.1B commercial paper in 1Q'20 & \$6B intercompany loan in April)
 - **GE Capital:** repaid \$10B of debt (\$4.7B of 1Q'20 debt & \$5.4B tender in April)
- Remain committed to financial policy & deleveraging targets

Closed BP ... continue to maintain strong focus on liquidity & achieving leverage targets over time



* Non-GAAP Financial Measure
(a - excludes \$0.4B of discontinued operations cash)

1Q'20 Industrial segments results

(\$ in billions)

	<u>Aviation</u>			<u>Healthcare</u>			<u>Power</u>			<u>Renewable Energy</u>		
	\$ / %	y/y	y/y (org.)*	\$ / %	y/y	y/y (org.)*	\$ / %	y/y	y/y (org.)*	\$ / %	y/y	y/y (org.)*
Orders	\$7.4	(14)%	(13)%	\$5.3	7%	9%	\$4.1	12%	14%	\$3.1	(13)%	(11)%
Revenue	\$6.9	(13)%	(11)%	\$4.7	1%	2%	\$4.0	(13)%	(12)%	\$3.2	26%	28%
Segment profit	\$1.0	(39)%	(39)%	\$0.9	15%	10%	\$(0.1)	U	U	\$(0.3)	(61)%	(66)%
Segment margin	14.6%	(630)bps	(650)bps	19.0%	230bps	140bps	(3.2)%	(560)bps	(570)bps	(9.5)%	(210)bps	(210)bps

Pressure across businesses with Aviation hit hardest ... Healthcare performed well



* Non-GAAP Financial Measure: organic revenue, organic segment profit, and organic segment margin in columns labeled y/y (org.)

1Q'20 GE Capital & Corporate results

(\$ in billions)

GE Capital

	\$	sequential
Adjusted continuing earnings* ^{-a)}	\$(0.1)	U
GE Capital cash ^{-b)}	\$13.5	\$(5.3)
Assets (ex-liquidity)*	\$100.7	\$(1.3)

- Adj. continuing earnings* \$(0.1)B due to lower gains, higher marks & impairments, & lower earnings from a smaller asset base
- Discontinued operations impact ... ~\$(0.1)B market rate impact on Polish mortgage book
- Strong focus on liquidity & risk management ... completed \$5.4B tender in April to accelerate debt reduction

Corporate

	\$	y/y
Functions & Operations	\$(0.3)	25%
Eliminations	\$(0.1)	U
EH&S ^{-c)} and other items	\$(0.0)	U
Adjusted Corporate costs*	\$(0.4)	(8)%

- Adjusted Corporate costs* higher in 1Q driven by intercompany profit eliminations & EH&S remedial costs
- Continued improvement in functional cost & Digital
- Taking additional actions to further reduce cost

GE Capital challenged by rates & end markets ... continuing to streamline Corporate



* Non-GAAP Financial Measure

(a - Excludes BP related tax benefit in 1Q'20 and U.S. tax reform adjustment in 1Q'19

(b - Excludes \$0.4B of discontinued operations cash

(c - Environmental, Health & Safety

Aviation: what we're seeing & doing today

Current trending^{a)}



Commercial services

- Shop visits down roughly (60)% y/y
- CSA billings down roughly (50)% y/y



Commercial engines

- Install engines down roughly (45)% y/y
- Spare engines down roughly (60)% y/y



Military

- Demand remains strong
- Utilizing excess capacity



Systems & other

- Influenced by commercial end market

Dynamics

- **China:** supply chain operations back, fleet utilization recovering ... down ~75% at trough to down ~50%
- **\$1.0B+ cost & \$2.0B+ cash actions:** reduction in force, furloughs, discretionary spend, working capital & capex
- **Supply chain:** managing COVID-19 disruptions, adjusting commercial capacity & rebalancing to support military
- **Partners:** proactive coordination with carriers, lessors, air framers and MRO partners
- **Tracking drivers:** 1) travel restrictions, 2) carrier behavior, 3) passenger behavior, 4) disease countermeasures, 5) freight demand

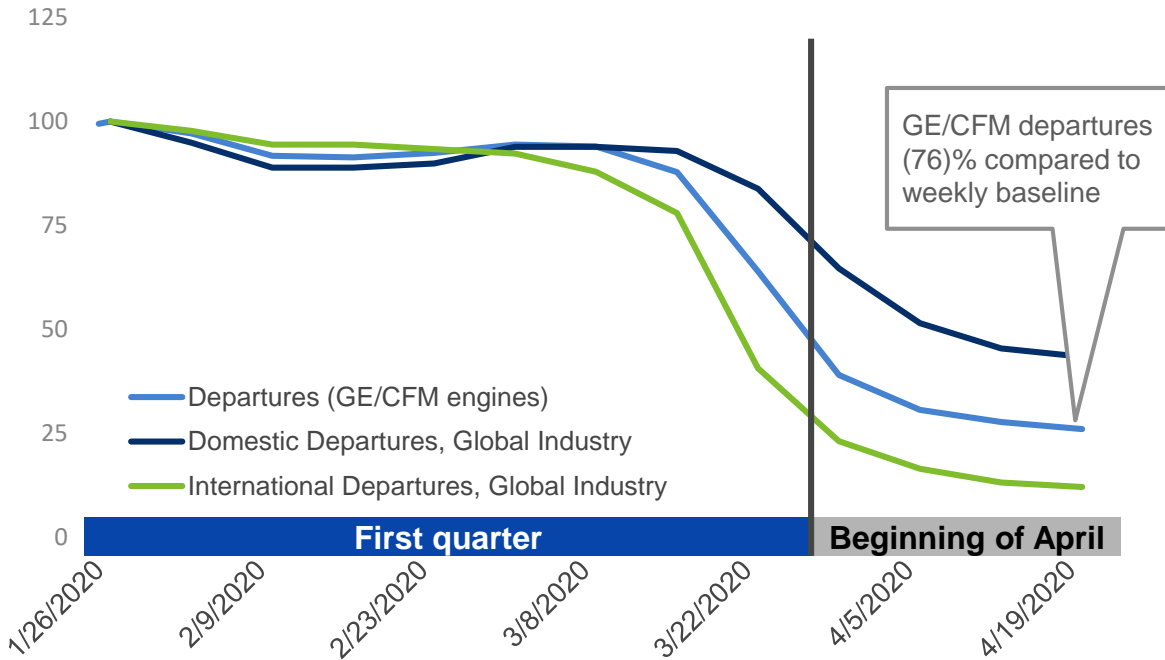
Unprecedented decline in 2020 ... likely slow recovery, taking action to navigate through industry volatility



(a - 2Q trending as of April)

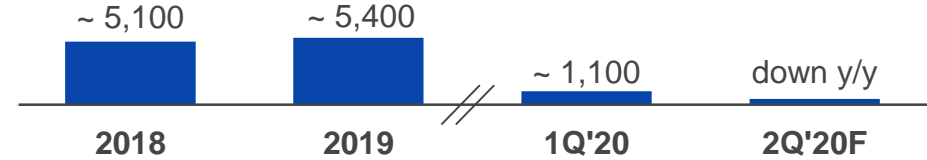
Aviation: Commercial Services

End market dynamics^{-a)}



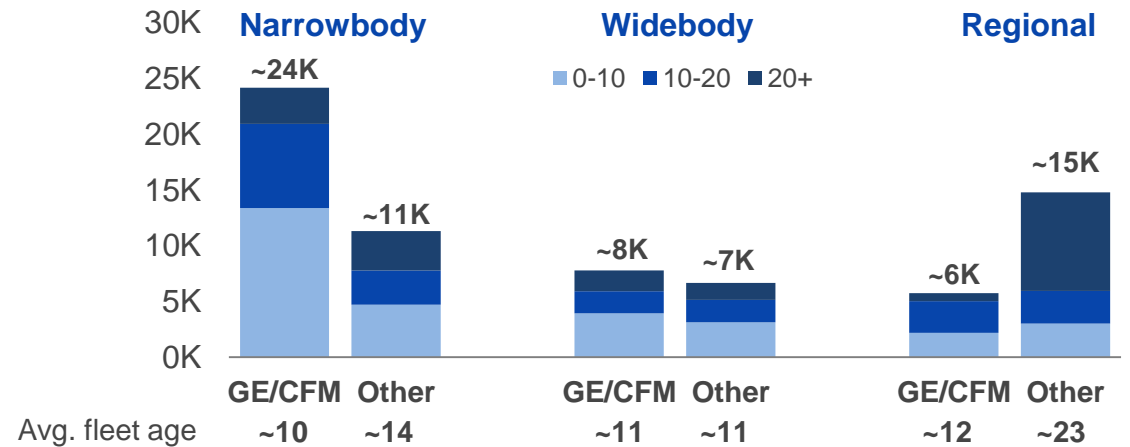
- ~63% of GE/CFM fleet parked^{-b)} ... operators cutting capacity
- Gov't airline support in key domestic markets (China, US)
- Freight departures up ~12% vs. baseline

Shop visits^{-c)}



- Headwinds: spare part sales, lower CSA billings / margins

Installed base by age cohorts



- Largest & youngest IB; ~62% of GE/CFM fleet ≤ one shop visit
- GE/CFM <10 yr. narrowbody IB, > rest of industry ... first to recover

Tough 1Q & expecting additional pressure in 2Q ... well positioned upon recovery



(a - Normalized rolling 7-day avg departures vs. baseline departures (baseline = avg of Jan 21-27)

(b - as of April 19th)

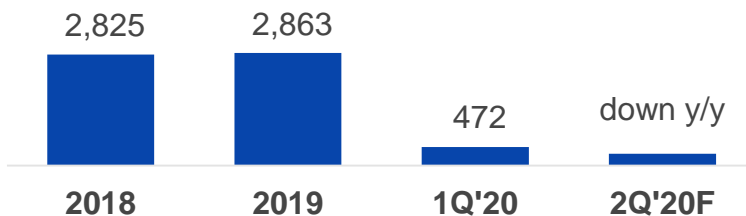
(c - World wide shop visits ex. LEAP)

Aviation: Commercial Engines

Dynamics & response

- Airframers producing at lower rate: 2nd qtr to date we see installs down roughly (45)% y/y & spares down roughly (60)% y/y
- Delivery deferral during demand downturn
- Right sizing GE capacity for near term production, actively managing supply base
- Strong airframer relationships ... attractive value-prop with multi-year backlog

Commercial engine deliveries



Commercial engine new entrants

LEAP



Sole source

On MAX and C919

59% win rate

On A320neo

- **18,500+** orders & commitments^{a)}
- **6%** higher utilization^{b)}



A320neo



737MAX



C919

GENx



65% win rate

On 787

- **2,500+** orders & commitments^{a)}
- **13%** better utilization^{b)}



787



747-8

GE9X



Sole source

On 777X

- **700+** orders & commitments^{a)}
- **5% better fuel efficiency** vs. any engine in class



777X

Pressured near-term demand profile ... strong win rates and multi-year backlog



(a - Cirium database plus spares
 (b - 6 month rolling average per UBS as of mid-April '19)

Healthcare: what we're seeing & doing today

Current trending^{a)}

Healthcare Systems (HCS)



Imaging



Ultrasound



Life Care Solutions



**Enterprise Software
& Solutions**

- **COVID-19 products^{-b)}**: demand up 1.5 - 2x representing more than 1/2 of HCS equipment orders
- **Other diagnostic products & services**: lower demand & deferrals; several products down as much as 50%



**Pharmaceutical
Diagnostics (PDx)**

- Impacted by procedure deferrals, down as much as 50%

Dynamics

- **China**: facilities back to '19 baseline operating levels; service teams delivering 24/7
- **Cost & cash actions**: headcount/fixed cost, discretionary spend, marketing spend, R&D prioritization, capex deferrals, working capital
- **Supply chain**: rebalancing for products with surge demand ... rapidly ramping output of COVID-19 products^{-b)}
- **Tracking**: 1) admission/occupancy rates, 2) non-COVID procedures, 3) hospital capex, 4) government spending, 5) tests/treatment/vaccines

Mixed impact in HCS & pressure in PDx ... well-positioned to win in precision health over the long-term



Power: what we're seeing & doing today

Current trending^{a)}



Gas Power Equipment

- Orders profile weaker with IPP pressures & low oil prices
- See path to ship 45-50 HDGTs in '20



Gas Power Services

- GE GT utilization up MSD in US, world down LDD; ~20% outages shifting 1H to 2H
- Upgrades pressured primarily from oil prices



Power Portfolio

- Primarily impacted in Steam; Wuhan running
- Seeing ~30% of outages shift out of 1H to 2H, ~10 - 15% pushing to '21

Dynamics

- **China:** impact focused on Wuhan site & suppliers ... global market: project & upgrade investments delayed due to budgetary constraints & economic uncertainty
- **Cost & cash actions:** accelerating restructuring of headcount & contractors; reducing indirect spend, field services, supply chain, & capex
- **Supply chain:** operating at ~80% capacity ... enhanced EH&S protocols, monitoring supplier risks
- **Tracking:** 1) timing of HDGT new order closure, 2) services outages & volume, 3) Gas Power fleet utilization, 4) impact on key suppliers, 5) project execution

Accelerating cost out countermeasures to offset forecasted demand changes



(a - 2Q trending as of April)

Renewable Energy: what we're seeing & doing today

Current trending^{a)}



Onshore Wind

- LM supply chain site disruption: 2 sites closed (India, NAM); 3 at 50% capacity
- Monitoring comm'l timing delays: permits, financing



Offshore Wind

- Haliade-X ... certification on track; monitoring financial closure of '20 deals
- EDF 6MW: on track for project fulfillment



Grid & Hydro

- 15 factories full utilization; 10 factories < 80%; 8 factories < 50%
- Impacted by book-to-bill order timing

Dynamics

- **China:** facilities operating at pre COVID-19 levels, Wuhan up & running after ~6 weeks shutdown; critical suppliers also operating normally
- **Cost & cash actions:** headcount/cost reductions, capital allocation prioritization (R&D/capex), working capital actions
- **Supply chain:** safely re-opening plants, optimizing workforce planning, balancing plant load levels, material deflation renegotiations
- **Tracking:** 1) Onshore Wind '20 - 21 demand & potential permit/site delays, 2) Offshore Wind deal closure timing, 3) Grid/Hydro project site delays & Grid backlog, 4) EPC/suppliers stability

Limited impact to-date, but monitoring ... intensifying cost-out actions as turnaround continues



Capital: what we're seeing & doing today

Current trending^{a)}



GECAS

- Industry-wide request for government financial assistance;
- 75% → 80% seeking short-term deferrals



Insurance

- Market & rate volatility impacting current value of investment portfolio & reinvestment yields



Working Capital Solutions

- Reduced investor appetite for aviation receivables



EFS

- Limited impact to date ... continuing to support Industrials

Dynamics

- **GECAS: better positioned today versus prior downturns in asset quality, customer concentration, geographic diversity**
 - Managing deferrals & preparing for lease restructurings, repossessions, & redeployments
 - Expecting large number of customers to receive government support
 - 737 MAX orderbook rebalancing agreed with Boeing
- **Insurance:** deploying capital to capture market dislocation investment opportunities; monitoring rates
- **Cost/cash actions:** identified & implementing incremental actions across all businesses

Negative marks & impairments in 1Q at Insurance & GECAS ... seasoned teams working with customers to navigate crisis



(a - 2Q trending as of April)

Wrap-up

Priorities are clear

- **COVID-19 response** ... protecting safety of employees & communities, serving customers, preserving GE's strength
- **Strategic priorities remain intact** ... building on progress solidifying our financial position, strengthening our businesses, driving long-term profitable growth

Facing into near-term reality, while managing GE for the long term

- **Humility, transparency, focus** ... team is rising to the challenge
- **Mitigating financial impact** ... while maximizing flexibility and maintaining strong liquidity
- **Installed base & services mix + team, technology, global reach & capabilities** ... bedrock of strengths

Accelerating our multi-year transformation ... confident we will emerge stronger on the other side



Q&A



Appendix

- Earnings performance ex-BioPharma
- Improved liquidity profile
- GECAS supplemental information
- GE Capital assets excluding liquidity



Earnings performance ex-BioPharma

(\$ in billions)

	<u>1Q'20</u>	<u>y/y</u>	<u>y/y (org.)</u>
Orders	\$18.3	(7)%	(4)%
Backlog	401.1	14%	
Revenues*	19.7	(8)%	
- GE Industrial*	18.0	(8)%	(6)%
Adj. GE Industrial profit ^{*-a)}	0.7	(58)%	(59)%
Adj. GE Industrial profit margin ^{*-a)}	4.0%	(470)bps	(510)bps
Industrial FCF*	(2.5)	(1.0)	



* Non-GAAP Financial Measure

(a - Excludes interest & other financial charges, non-operating benefit costs, gains (losses), restructuring & other, goodwill impairment)

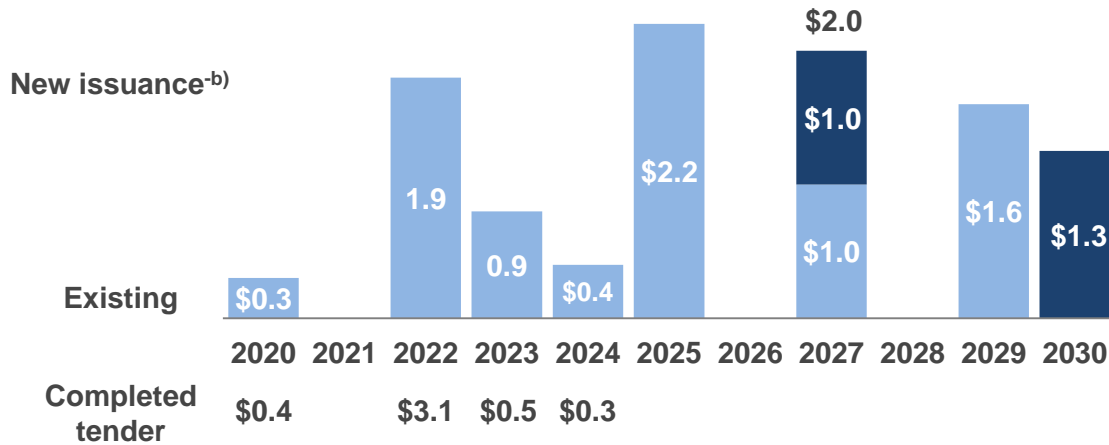
Improved liquidity profile

(\$ in billions)

GE Industrial

- Improved GE Industrial liquidity profile with recent \$6B debt issuance & \$4.2B '20 - '24 debt tenders
- Liability management actions will be leverage neutral

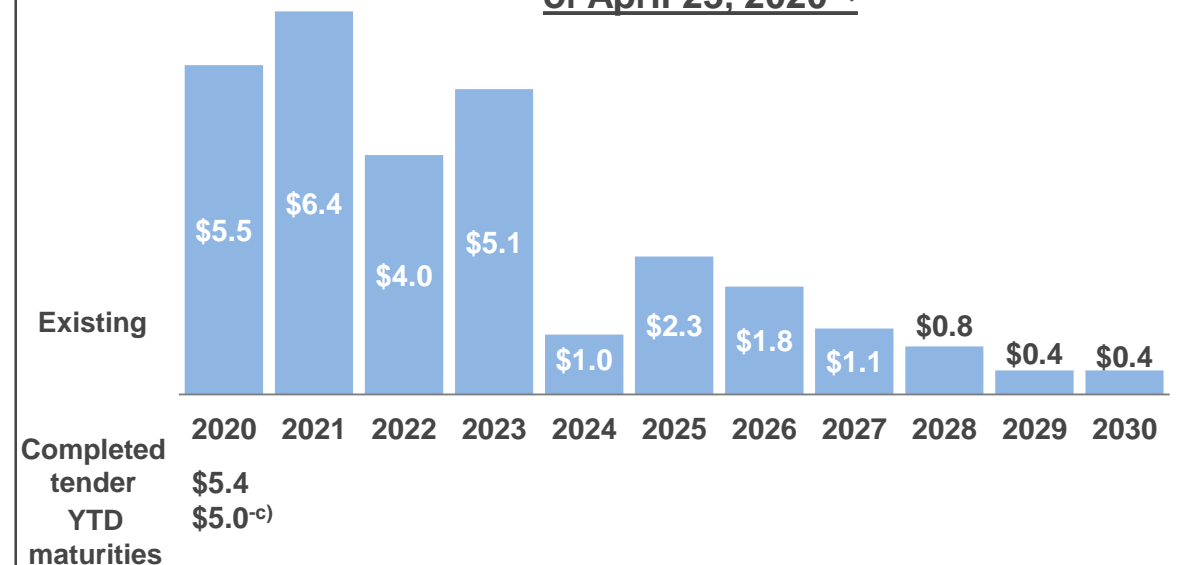
\$17.3B debt maturities outstanding as of April 23, 2020^{a)}



GE Capital

- Executed \$5.4B of 2020 maturities to accelerate debt reduction

\$56.6B debt maturities outstanding as of April 23, 2020^{a)}



Prudent actions to enhance and extend liquidity



(a - as of 4/23, includes only publicly traded debt
 (b - total \$6B includes additional \$1.5B maturing in 2040 and \$2.25B in 2050
 (c - 1Q'20 maturities \$4.7B; 4/15 maturity \$0.3B

GECAS supplemental information

(\$ in billions)

<u>Collateral type</u>	<u>Loans and leases</u>		
	<u>1Q'20</u>	<u>4Q'19</u>	<u>1Q'19</u>
Narrow-body aircraft	\$14.3	\$14.0	\$16.8
Wide-body aircraft	6.4	6.8	8.0
Cargo	1.3	1.4	1.5
Regional jets	1.6	1.7	2.2
Helicopters	5.0	5.0	4.9
Engines	3.6	3.4	3.0
Total by collateral type^{-a)}	\$32.2	\$32.2	\$36.5
<u>Airline region</u>			
U.S.	\$7.2	\$6.8	\$7.2
Europe	6.1	6.1	6.9
Pacific Basin	6.3	6.5	8.3
Americas	2.9	3.0	3.0
Other	4.7	4.8	6.1
Total by airline region^{-b)}	\$27.2	\$27.2	\$31.5
<u>Aircraft vintage profile</u>			
0 - 5 years	\$11.4	\$11.4	\$11.4
6 - 10 years	3.2	3.3	4.1
11 - 15 years	4.9	5.0	5.5
15+ years	3.8	3.8	3.8
Total by aircraft vintage profile^{-c)}	\$23.3	\$23.5	\$24.8



(a - Includes loans and financing leases of \$2.6 billion, \$2.8 billion and \$6.6 billion (less non-aircraft loans and financing leases of \$0.0 billion, \$0.0 billion and \$0.1 billion) and ELTO of \$29.6 billion, \$29.4 billion and \$29.9 billion at March 31, 2020, December 31, 2019 and March 31, 2019 respectively, related to commercial aircraft at GECAS

(b - Excludes helicopters

(c - Includes aircraft owned by GECAS and leased to others; excludes engines, loans and helicopters

GE Capital assets excluding liquidity

(\$ in billions)

Segment assets	1Q'20	4Q'19	y/y
GECAS	\$37.3	\$ 38.0	(2)%
EFS	1.8	1.8	(1)%
WCS ^{-a)}	7.8	9.0	(14)%
Insurance	46.8	46.3	1%
Other continuing ^{-a)}	17.5	22.5	(22)%
Total segment assets	\$111.1	\$117.5	(5)%
Plus: assets of discontinued operations	3.5	3.9	(10)%
Less: discontinued operations cash	0.4	0.6	(31)%
Less: GE Capital cash	13.5	18.8	(28)%
Assets ex-liquidity*	\$100.7	\$102.0	(1)%



* Non-GAAP Financial Measure

(a - In the first quarter of 2020, the remaining Industrial Finance assets of \$0.3 billion were transferred to Other continuing operations.

Non-GAAP reconciliations

- Healthcare Systems organic revenues
- Life Science organic revenues
- Gas Power & Power Portfolio organic revenues
- Gas Power equipment & service organic revenues
- Gas Power fixed costs
- Aviation equipment & service organic revenues
- Consolidated revenues excluding BioPharma
- GE Industrial revenues excluding BioPharma
- Adjusted GE Industrial profit & profit margin excluding BioPharma
- Adjusted GE Industrial organic profit excluding BioPharma
- GE Industrial free cash flow (FCF) and GE Industrial excluding BioPharma FCF



Non-GAAP reconciliation: Healthcare Systems organic revenues

HEALTHCARE SYSTEMS ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Healthcare Systems revenues (GAAP)	\$ 3,430	\$ 3,412	1%
Adjustments:			
Less: acquisitions	-	-	
Less: business dispositions	-	-	
Less: foreign currency effect	(36)	-	
Healthcare Systems organic revenues (Non-GAAP)	\$ 3,466	\$ 3,412	2%

HEALTHCARE SYSTEMS EQUIPMENT REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Healthcare Systems equipment revenues (GAAP)	\$ 1,938	\$ 1,954	(1%)
Adjustments:			
Less: acquisitions	-	-	
Less: business dispositions	-	-	
Less: foreign currency effect	(23)	-	
Healthcare Systems organic equipment revenues (Non-GAAP)	\$ 1,961	\$ 1,954	0%

HEALTHCARE SYSTEMS ORGANIC SERVICES REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Healthcare Systems services revenues (GAAP)	\$ 1,491	\$ 1,458	2%
Adjustments:			
Less: acquisitions	-	-	
Less: business dispositions	-	-	
Less: foreign currency effect	(13)	-	
Healthcare Systems organic services revenues (Non-GAAP)	\$ 1,504	\$ 1,458	3%



We believe that these measures provides management and investors with a more complete understanding of underlying operating results and trends of established, ongoing operations by excluding the effect of acquisitions, dispositions and foreign currency, as these activities can obscure underlying trends. We also believe that presenting organic revenues and organic profit separately for our industrial businesses provides management and investors with useful information about the trends of our industrial businesses and enables a more direct comparison to other non-financial companies.

Non-GAAP reconciliation: Life Science organic revenues

LIFE SCIENCE ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Life Science revenues (GAAP)	\$ 1,280	\$ 1,250	2%
Adjustments:			
Less: acquisitions	(4)	-	
Less: business dispositions	-	3	
Less: foreign currency effect	(16)	-	
Life Science organic revenues (Non-GAAP)	\$ 1,300	\$ 1,247	4%



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Non-GAAP reconciliation: Gas Power & Power Portfolio organic revenues

GAS POWER ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Gas Power revenues (GAAP)	\$ 2,859	\$ 3,263	(12%)
Adjustments:			
Less: acquisitions	-	-	
Less: business dispositions	-	2	
Less: foreign currency effect	(16)	-	
Gas Power organic revenues (Non-GAAP)	\$ 2,875	\$ 3,261	(12%)

POWER PORTFOLIO ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Power Portfolio revenues (GAAP)	\$ 1,165	\$ 1,354	(14%)
Adjustments:			
Less: acquisitions	16	-	
Less: business dispositions	15	32	
Less: foreign currency effect	(30)	-	
Power Portfolio organic revenues (Non-GAAP)	\$ 1,165	\$ 1,322	(12%)



We believe that these measures provides management and investors with a more complete understanding of underlying operating results and trends of established, ongoing operations by excluding the effect of acquisitions, dispositions and foreign currency, as these activities can obscure underlying trends. We also believe that presenting organic revenues and organic profit separately for our industrial businesses provides management and investors with useful information about the trends of our industrial businesses and enables a more direct comparison to other non-financial companies.

Non-GAAP reconciliation: Gas Power equipment & service organic revenues

GAS POWER ORGANIC EQUIPMENT REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Gas Power equipment revenues (GAAP)	\$ 1,095	\$ 1,068	3%
Adjustments:			
Less: acquisitions	-	-	
Less: business dispositions	-	2	
Less: foreign currency effect	(12)	-	
Gas Power organic equipment revenues (Non-GAAP)	\$ 1,107	\$ 1,066	4%

GAS POWER ORGANIC SERVICE REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Gas Power service revenues (GAAP)	\$ 1,764	\$ 2,194	(20%)
Adjustments:			
Less: acquisitions	-	-	
Less: business dispositions	-	-	
Less: foreign currency effect	(4)	-	
Gas Power organic service revenues (Non-GAAP)	\$ 1,768	\$ 2,194	(19%)



We believe that these measures provides management and investors with a more complete understanding of underlying operating results and trends of established, ongoing operations by excluding the effect of acquisitions, dispositions and foreign currency, as these activities can obscure underlying trends. We also believe that presenting organic revenues and organic profit separately for our industrial businesses provides management and investors with useful information about the trends of our industrial businesses and enables a more direct comparison to other non-financial companies.

Non-GAAP reconciliation: Gas Power fixed costs

(Dollars in millions)		1Q'20		1Q'19	V%
Gas Power total costs and expenses (GAAP)	\$	2,887	\$	3,170	(9%)
Less: Gas Power variable costs (Non-GAAP)		2,201		2,348	
Gas Power fixed costs (Non-GAAP)	\$	686	\$	821	(16%)



We believe that fixed costs is a meaningful measure as it is broader than selling, general and administrative costs and represents the costs in the segments that generally do not vary with volume. Segment variable costs are those costs within our industrial segments that vary with volume. The most significant variable costs would be material and direct labor costs incurred to produce our products and deliver our services that are recorded in the Statement of Earnings line items of cost of goods and cost of services sold.

Non-GAAP reconciliation: Aviation equipment & service organic revenues

AVIATION ORGANIC EQUIPMENT REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Aviation equipment revenues (GAAP)	\$ 2,444	\$ 3,113	(22%)
Adjustments:			
Less: acquisitions	-	-	
Less: business dispositions	11	175	
Less: foreign currency effect	(1)	-	
Aviation organic equipment revenues (Non-GAAP)	\$ 2,434	\$ 2,939	(17%)

AVIATION ORGANIC SERVICES REVENUES (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Aviation services revenues (GAAP)	\$ 4,449	\$ 4,841	(8%)
Adjustments:			
Less: acquisitions	-	-	
Less: business dispositions	2	6	
Less: foreign currency effect	(2)	-	
Aviation organic services revenues (Non-GAAP)	\$ 4,448	\$ 4,835	(8%)



We believe that these measures provides management and investors with a more complete understanding of underlying operating results and trends of established, ongoing operations by excluding the effect of acquisitions, dispositions and foreign currency, as these activities can obscure underlying trends. We also believe that presenting organic revenues and organic profit separately for our industrial businesses provides management and investors with useful information about the trends of our industrial businesses and enables a more direct comparison to other non-financial companies.

Non-GAAP reconciliation: Consolidated revenues excluding BioPharma

CONSOLIDATED REVENUES (GAAP)

(Dollars in millions)

	1Q'20	1Q'19	V%
Consolidated revenues (GAAP)	\$ 20,524	\$ 22,202	(8%)
Adjustments:			
Less: BioPharma revenues (GAAP)	830	765	
Consolidated revenues excluding BioPharma (Non-GAAP)	19,694	21,437	(8%)



Non-GAAP reconciliation: GE Industrial revenues excluding BioPharma

GE INDUSTRIAL REVENUES (GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
GE Industrial revenues (GAAP)	\$ 18,844	\$ 20,324	(7%)
Adjustments:			
Less: BioPharma revenues (GAAP)	830	765	
GE Industrial revenues excluding BioPharma (Non-GAAP)	18,015	19,560	(8%)



Non-GAAP reconciliation: Adjusted GE Industrial profit & profit margin excluding BioPharma

(Dollars in millions)	1Q'20	1Q'19	V%
GE total revenues (GAAP)	\$ 18,844	\$ 20,324	(7%)
GE total costs and expenses (GAAP)	19,133	20,101	(5%)
Less: GE interest and other financial charges	370	520	
Less: non-operating benefit costs	616	564	
Less: restructuring & other	207	267	
Add: noncontrolling interests	36	23	
Adjusted GE Industrial costs (Non-GAAP)	17,976	18,773	(4%)
GE other income (GAAP)	6,874	852	F
Less: unrealized gains (losses)	(5,794)	13	
Less: restructuring & other	-	9	
Less: gains (losses) and impairments for disposed or held for sale businesses	12,439	365	
Adjusted GE other income (Non-GAAP)	228	465	(51%)
GE Industrial profit (GAAP)	\$ 6,585	\$ 1,076	F
GE Industrial profit margin (GAAP)	34.9%	5.3%	29.6pts
Adjusted GE Industrial profit (Non-GAAP)	\$ 1,096	\$ 2,017	(46%)
Adjusted GE Industrial profit margin (Non-GAAP)	5.8%	9.9%	(4.1)pts
Less: BioPharma profit (GAAP)	382	312	
Adjusted GE Industrial profit excluding BioPharma profit (Non-GAAP)	\$ 715	\$ 1,704	(58%)
Adjusted GE Industrial profit margin excluding BioPharma profit margin (Non-GAAP)	4.0%	8.7%	(4.7)pts



Non-GAAP reconciliation: Adjusted GE Industrial organic profit excluding BioPharma

ADJUSTED GE INDUSTRIAL ORGANIC PROFIT (NON-GAAP)

(Dollars in millions)	1Q'20	1Q'19	V%
Adjusted GE Industrial profit (Non-GAAP)	\$ 1,096	\$ 2,017	(46%)
Adjustments:			
Less: acquisitions	2	(4)	
Less: business dispositions	(1)	(21)	
Less: foreign currency effect	11	-	
Adjusted GE Industrial organic profit (Non-GAAP)	\$ 1,084	\$ 2,041	(47%)
Adjusted GE Industrial organic profit margin (Non-GAAP)	5.7%	10.2%	(4.5)pts
BioPharma organic profit (Non-GAAP)	380	311	
Adjusted GE Industrial organic profit excluding BioPharma organic profit (Non-GAAP)	\$ 704	\$ 1,730	(59%)
Adjusted GE Industrial organic profit margin excluding BioPharma organic profit margin (Non-GAAP)	3.9%	9.0%	(5.1)pts



We believe that these measures provides management and investors with a more complete understanding of underlying operating results and trends of established, ongoing operations by excluding the effect of acquisitions, dispositions and foreign currency, as these activities can obscure underlying trends. We also believe that presenting organic revenues and organic profit separately for our industrial businesses provides management and investors with useful information about the trends of our industrial businesses and enables a more direct comparison to other non-financial companies.

Non-GAAP reconciliation: GE Industrial free cash flow (FCF) and GE Industrial excluding BioPharma FCF

GE INDUSTRIAL FREE CASH FLOW (FCF) (NON-GAAP)

(Dollars in millions)

	1Q'20	1Q'19	V\$
GE CFOA (GAAP)	\$ (1,662)	\$ (607)	\$ (1,054)
Add: gross additions to property, plant and equipment	(504)	(552)	
Add: gross additions to internal-use software	(58)	(66)	
Less: taxes related to business sales	(17)	(8)	
GE Industrial free cash flow (Non-GAAP)	\$ (2,207)	\$ (1,216)	\$ (991)
Less: BioPharma CFOA	315	333	
Less: BioPharma gross additions to property, plant and equipment	(17)	(22)	
Less: BioPharma gross additions to internal-use software	(2)	(3)	
GE Industrial excluding BioPharma free cash flow (Non-GAAP)	\$ (2,503)	\$ (1,524)	\$ (979)



We believe investors may find it useful to compare GE's Industrial free cash flow performance without the effects of cash used for taxes related to business sales and contributions to the GE Pension Plan. We believe this measure will better allow management and investors to evaluate the capacity of our industrial operations to generate free cash flows.

Upcoming calendar

Annual Shareholders Meeting May 5, 2020

2Q'20 earnings July 29, 2020

3Q'20 earnings October 28, 2020

