

GE Aviation

2013 Paris Air Show

19 June 2013

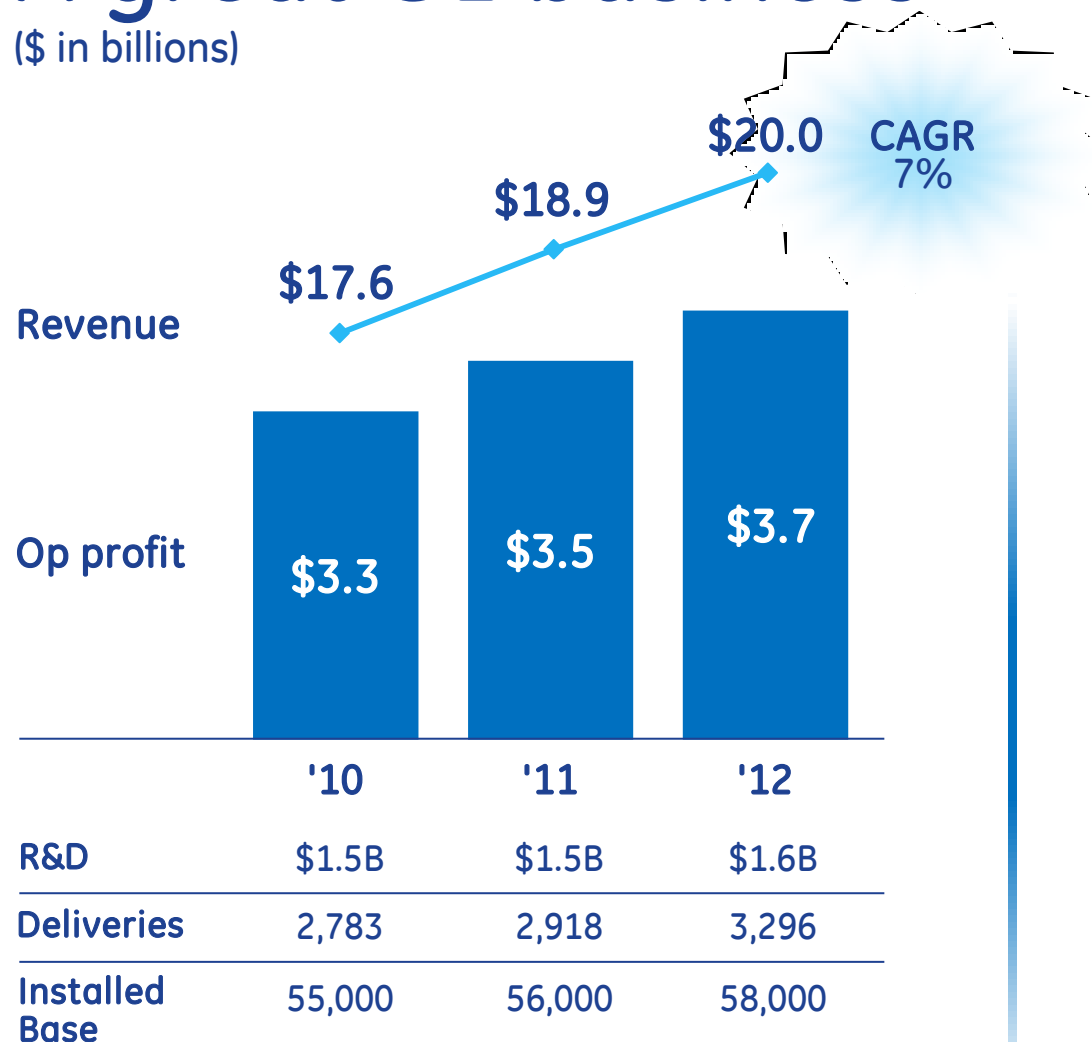


imagination at work

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: 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 conditions in the financial and credit markets on the availability and cost of General Electric Capital Corporation’s (GECC) funding and on our ability to reduce GECC’s asset levels 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 adequacy of our cash flow and earnings and other conditions which may affect our ability to pay our quarterly dividend at the planned 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 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.

A great GE business

(\$ in billions)



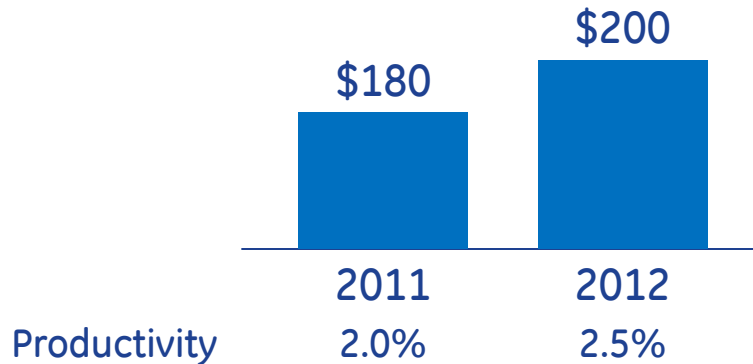
Strategic imperatives

- Grow installed base and services
- Lead in next-generation products
- Position supply chain for new product volume growth
- Build out digital services for customer productivity

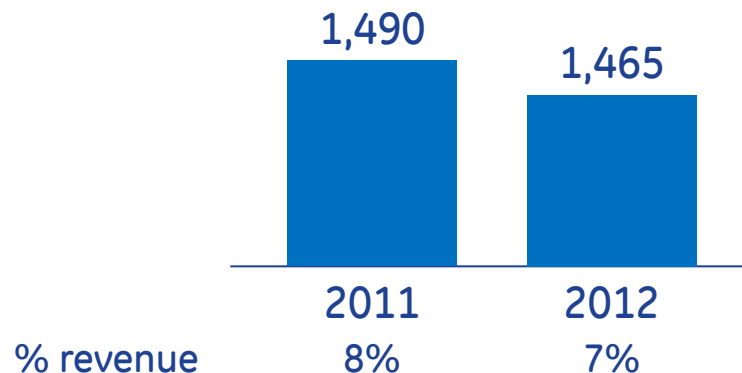
GE Aviation cost efficiency

(\$ in millions)

Product cost-out



SG&A cost



Simplification

- Delivering supply chain productivity
 - Global footprint
 - GE Advantage
- P&L delayering and consolidation
 - Disposition of 10+ sites since 2011
 - Global shared services

New since Farnborough

Selected as engine provider for 777X

GE and JV's crossed 58,000 installed engines ...
\$100B+ equipment plus services backlog

Won DoD Adaptive Engine Technology
Development program ... next-gen combat

Secured 5 applications for GE Aviation's Czech
Turboprops and delivered 1st Thrush 510G aircraft

Announced acquisitions of Avio*, RQM/Morris,
Austin Digital, and JV's with Parker*, Accenture
and NCK



* Pending regulatory approval.
Installed base includes GE and JV partners volume.
2012 Installed base: GE 40K, CFM 18K, EA .2K



5
Paris Airshow
6/18/2013

GE Aviation portfolio ... \$20B

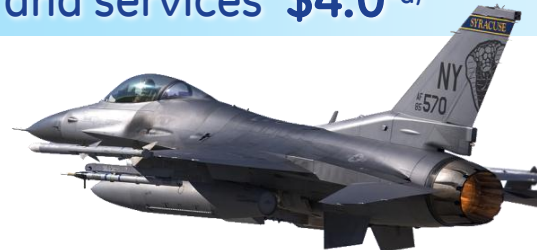
Commercial engines
\$6.4^{-a)}



Commercial engine
services \$6.9^{-a)}



Military engines
and services \$4.0^{-a)}



BGA and Integrated
Systems \$1.7



Avionics and Digital
Solutions \$1.0



A leading provider of
jet engines

- 40,000 employees
- 86 sites globally

AND ... 2H 2013:*

Avio Aero 
A GE Aviation Business

Commercial equipment growth

Environment



Passenger demand
(IATA, RPK % YoY)

5.3 → **5.3**
2012 → 2013E



Load factors
(%)

79 → **80+**
2012 → 2013E



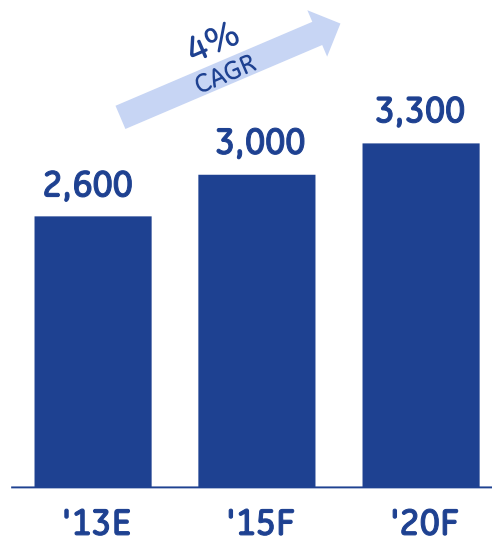
Jet fuel
(\$/gal)

3¹⁰ → **2⁹³**
2012 → 2013E

Source: IATA & GE analysis

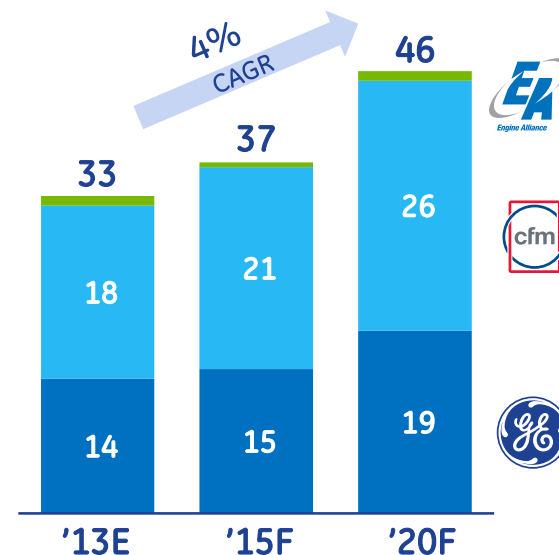
Production volume

of GE and JV engines



In-service fleet

of engines '000



New entrants



GE9X



LEAP



Passport



GE9X

Commercial services growth

Environment



Passenger demand
(IATA, RPK % YoY)

5.3 → **5.3**
2012 → 2013E



Utilization

Avg. cycles/ day, % YoY

-1% → **0.8%**
2012 → 2013YTD



Departures

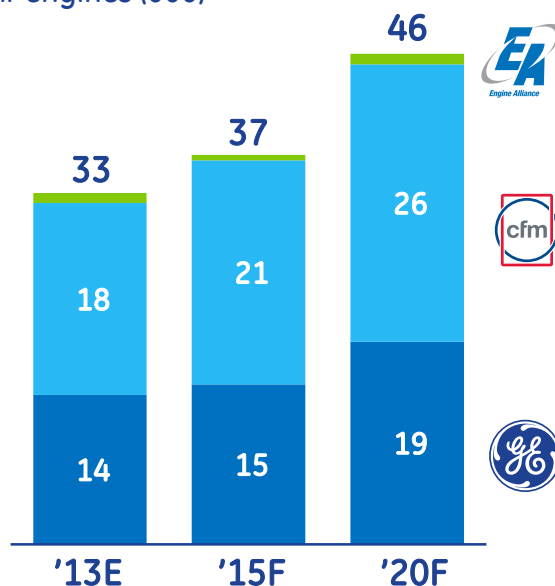
GE & JV-powered flights (MM)

20 → **21**
2012 → 2013E

Source: IATA & GE analysis

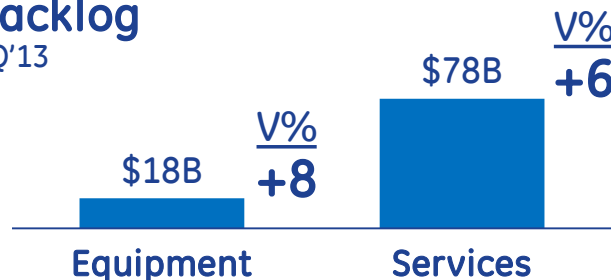
In-service fleet

engines (000)

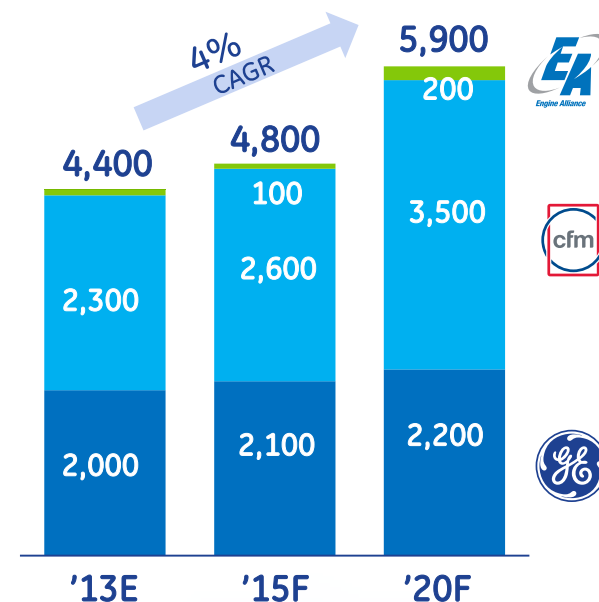


Backlog

1Q'13



Shop visits



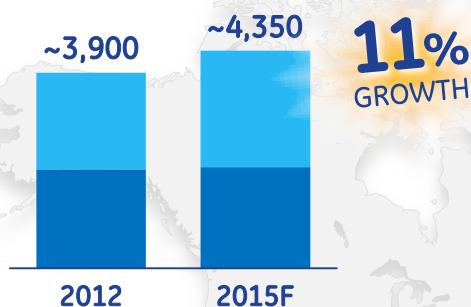
\$96B
BACKLOG

Growing globally

Aircraft fleet in service

North America

(Traffic growth ~ 3%)



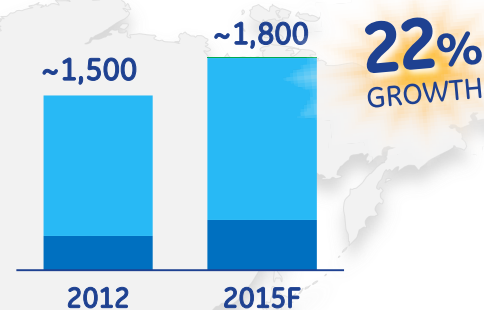
Europe

(Traffic Growth ~ 3.5%)



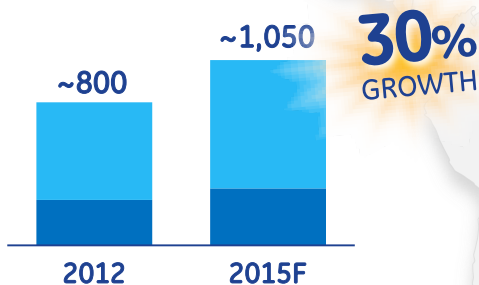
China

(Traffic Growth ~ 7.5%)



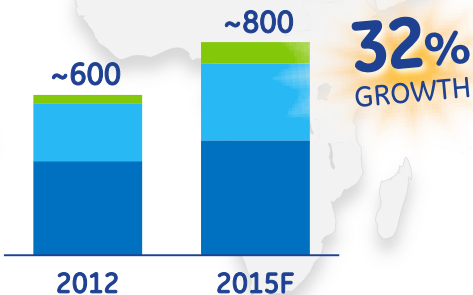
Latin America

(Traffic growth ~ 5%)



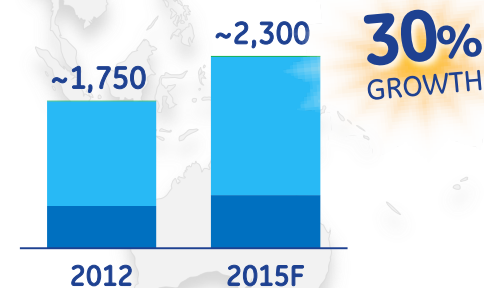
Middle East

(Traffic Growth ~ 6.3%)



Asia

(Traffic Growth ~ 4.8%)



Traffic growth is between '13-32. Source: GE Aviation Marketing



CFM is a 50/50 JV between GE and Snecma
EA is a 50/50 JV between GE and Pratt & Whitney

Commercial product positioning

Today's airline service

Installed base (2015F)

Regional/
Business



9,600

Narrowbody



20,700

Widebody



6,800

~12,700 engines (backlog + wins)

Today's investment



H80



HF120



GE Passport



LEAP-1A



LEAP-1B



LEAP-1C



GEnx-1B



GEnx-2B



GE9X

~\$1.6B R&D per year

Preferred power for narrowbody

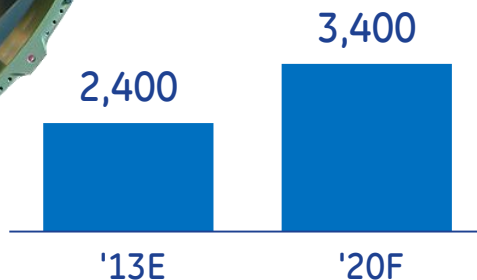


CFM56 ...



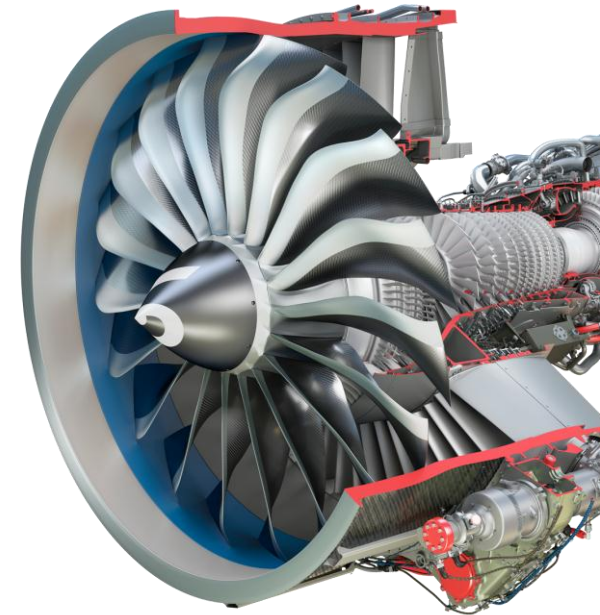
- 25,000 engines delivered
- 27+ years in service
- 34,000+ departures per day

Shop visits



LEAP ...

- 2016 service-entry
- Selected by Airbus, Boeing, COMAC
- 4,800 orders and commits
- 9,000 a/c opportunity



15%
LOWER
fuel consumption*

Superior Fuel Burn ... today and tomorrow

CF6 ...



- Best-selling widebody engine ever ... 7,360 delivered
- 382 million hours flown
- ~800 shop visits in '13
- 2,400 a/c in operation

NEW ENGINE
deliveries beyond

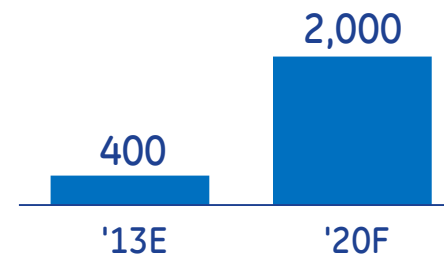
2020

GE_{nx} ...

- Fastest-selling GE widebody engine
- 655,000 hours flown
- 1,300 engines on order



Engines in service



60%

WIN RATE
Boeing 787

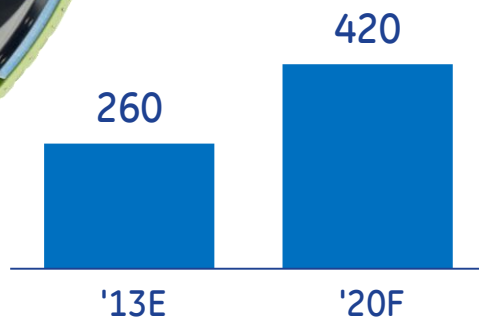
Technology leadership in big twins

GE90 ...



- 800 aircraft on order
- 1,600 engines in service
- With 61 operators

Shop visits

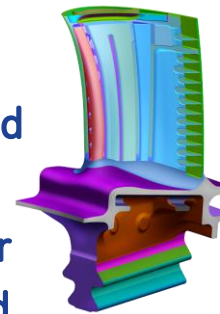


GE9X ...

- 10% better Fuel Burn vs -115B
- EIS end of decade
- 3,000 a/c opportunity



Most
advanced
engine
GE's ever
designed



5%
BETTER
fuel efficiency
vs. ANY engine
I N C L A S S

Building on technology investment



E X P E R I E N C E

Delivering technology
with customer confidence

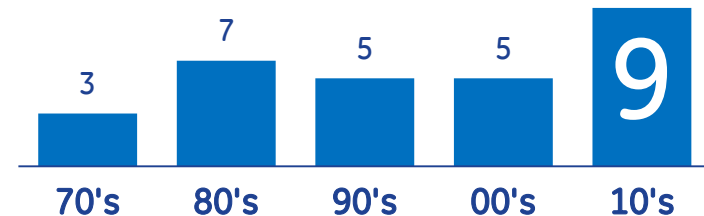
6000
E N G I N E S

60_M
H O U R S

Enabling ...

- Engineering productivity 10%+
- Manufacturing technology readiness
- Supply chain efficiencies

Commercial launches



Carbon-fiber composites ... improving performance, weight, durability

GE90-94B
777-200ER



- Wide chord design
- 22 blades**

GE90-115B
777-200LR, -300ER, 777F



- Swept aero
- 22 blades**

GENx
787, 747-8



- Improved efficiency
- 18 blades**

GE9X
Boeing 777X



- Improved materials
- 16 blades**

2020 fan blade
EXPERIENCE
100+
million flight hours

Extending to fan cases

- Integrated structure
- Saves 700+ lbs per aircraft on 787



Compression technology advancement ... a product of eCore

GENx
787, 747-8



2011
23-1
Compressor
pressure ratio

LEAP & Passport
737MAX, A320neo Global 7/8000

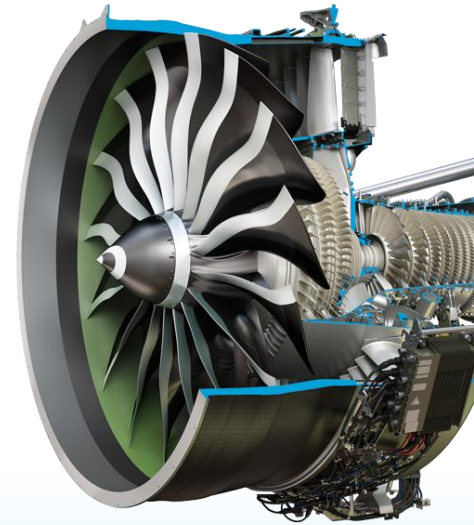


2015-2016
22-1

GE9X
777X



2018 Cert
27-1



1 technology platform ...
4 product applications





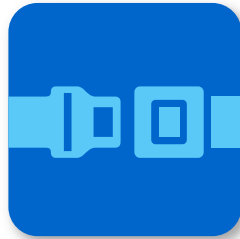
GE value ... productivity for our customers

Flight Efficiency Services

Improving the efficiency of how airlines fly their planes



Fuel Management



Flight Safety



Navigation Services



Fleet Synchronization



Intelligent Operations

Reducing operating costs and enhancing aircraft utilization



Just launched



Business and General Aviation ... a growth story

**Turboprops ... lowest cost,
best performance**

**Light jets ... expand GE
Honda franchise**

**Mid-size jets ... everything
but engines**

**Large cabin ... GE Passport
plus Flight Efficiency Services
and Power**

**Services ... synonymous
with support**



Turboprop platforms



Thrush 510G



LET L410



King Air C90 STC

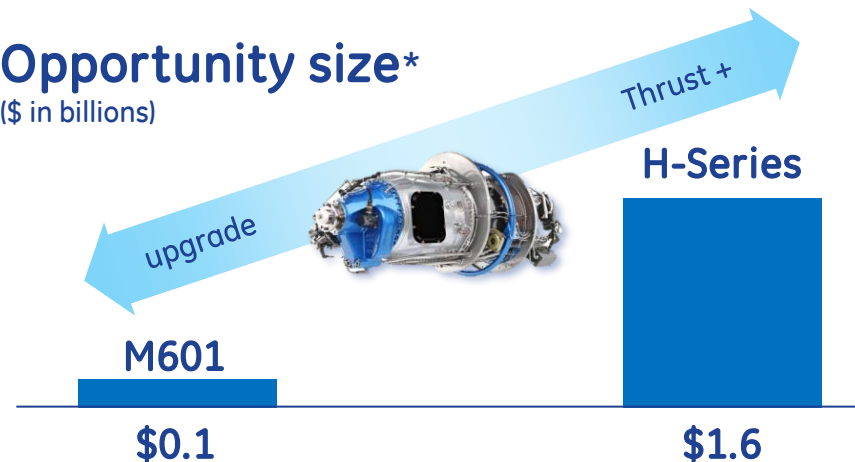


Primus 150



Technoavia Rysachok

Opportunity size* (\$ in billions)

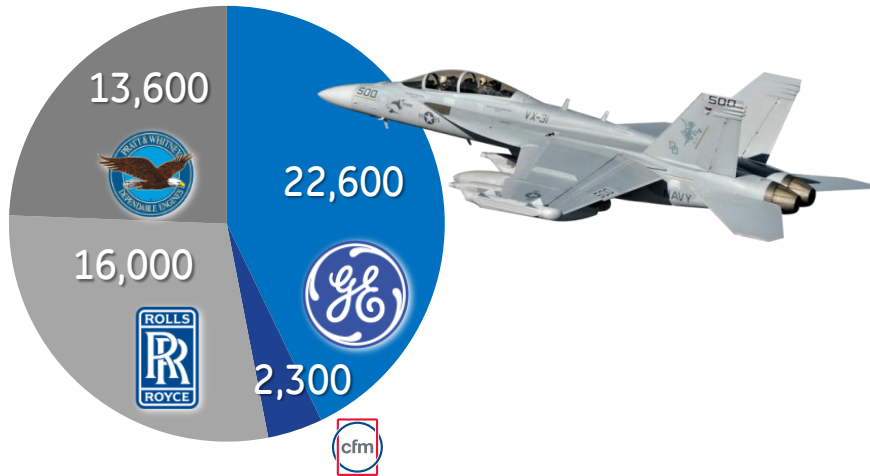


*Next 10 years

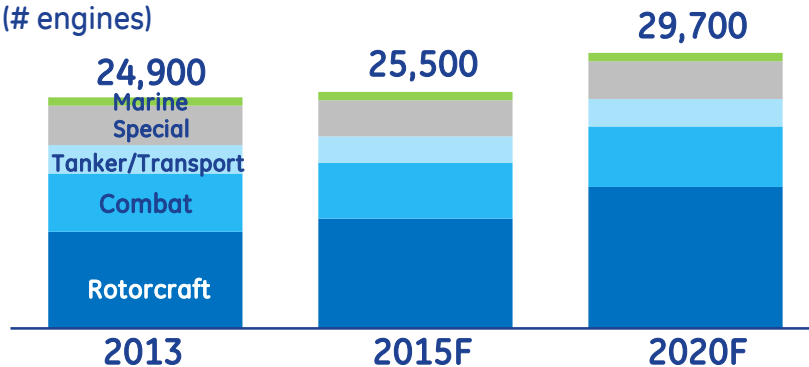
19
Paris Airshow
6/18/2013

Military ... the affordable alternative

Top military installed fleets (2013 # engines)



In-service fleet (# engines)



GE imperatives ... diversify portfolio

- Upgrades as cost-effective alternatives
- International sales to sustain production
- Marine growth ... military and commercial
- Science and technology readiness for NextGen

Sequestration ...

Least impacted

- Army helicopters
- Navy aircraft
- Science and technology programs



Source: Flight Global, GE Analysis

Helicopters ... diversified growth

GE-powered international military (installed engines)



T700 military derivative: CT7 power of choice



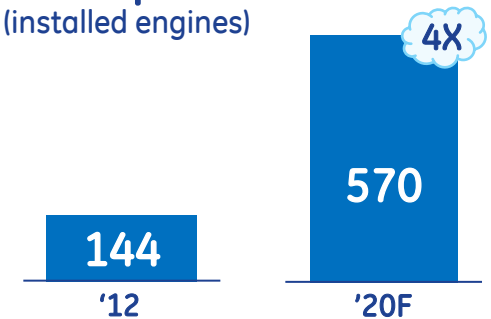
Sikorsky
A United Technologies Company



AgustaWestland
A Finmeccanica Company



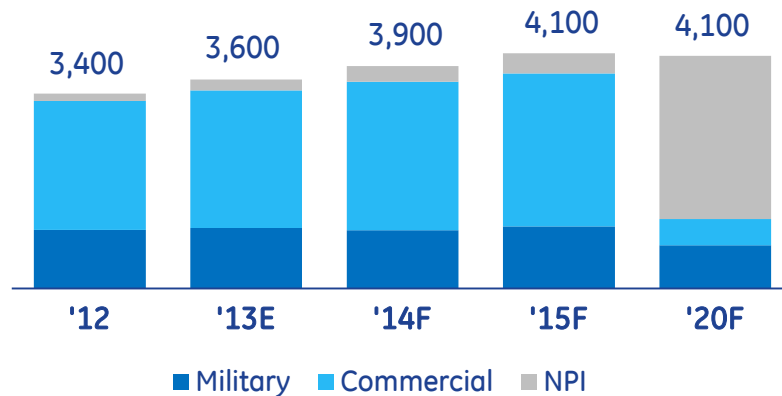
GE-powered oil & gas helicopters (installed engines)



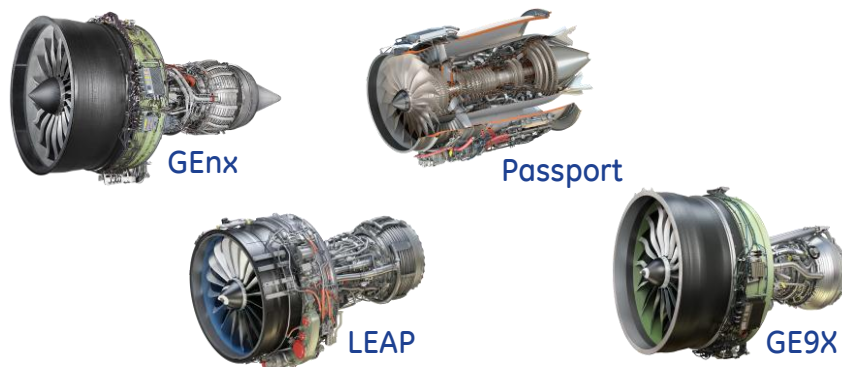
Supply chain execution

Production volume

(Commercial and military units)



New entrants



Vertical integration

Reenergize make vs. buy

Technology differentiation

- Ceramic-matrix composites
- Enabling technologies

Margin expansion

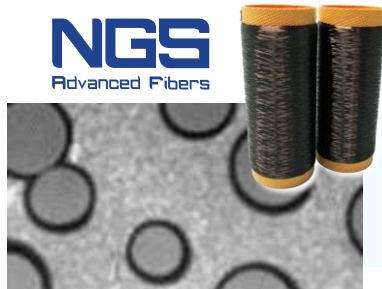
- FADEC JV
- Fuel nozzles JV
- Composites
- Advanced castings



Building new technology capabilities

Ceramic-matrix composites

Material ...



Parallel paths

- NGS joint venture
- GE R&D

Product ...



Lean labs

Production ...



Additive manufacturing

Application science ...



Scale ...



World's highest capacity manufacturer

Production ...



Clyde, NY



Additive location TBD

Avio ... a smart acquisition



Announced deal to buy Avio aerospace businesses in Dec-2012, \$4.3B deal @ 8.5X estimated EBITDA

Creates a center of excellence in transmissions and turbines

\$200MM synergies over 5 years ... relatively low execution risk

Awaiting regulatory approval ... targeting 2nd half close

Synergistic deal ...

- ✓ Complimentary technologies
- ✓ Engineering excellence
- ✓ Supply chain efficiencies
- ✓ Capacity for volume ramp
- ✓ Reduced dependencies on RSP's
- ✓ Expansion beyond Aviation ... marine, power, industrial

~50% of Avio supports GE



In summary

Unprecedented installed base ... and growing

- Leadership in commercial aviation
- Robust military growth opportunities

Production rates supporting services growth

GE invests for technology leadership

- Winning products on winning airplanes
- Manufacturing technologies enabling innovation

Digital offering enhancing customer productivity

Culture of simple, competitive cost structure





imagination at work