Investor Meeting
GE Oil & Gas
10 September 2014

Imagination at work
Forward-Looking Statements:
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,” “will,” or “would.” 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; potential market disruptions or other impacts arising in the United States or Europe from developments in sovereign debt situations; 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; pending and future mortgage securitization claims and litigation in connection with WMC, which may affect our estimates of liability, including possible loss estimates; 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 flows and earnings and other conditions which may affect our ability to pay our quarterly dividend at the planned level or to repurchase shares at planned levels; GECC’s ability to pay dividends to GE at the planned level, which may be affected by GECC’s cash flows and earnings, financial services regulation and oversight, and other factors; our ability to convert pre-order commitments/wins into orders; the price we realize on orders since commitments/wins are stated at list prices; the level of demand and financial performance of the major industries we serve, including, without limitation, air and rail transportation, power generation, oil and gas production, 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; our capital allocation plans, as such plans may change including with respect to the timing and size of share repurchases, acquisitions, joint ventures, dispositions and other strategic actions; our success in completing announced transactions and integrating acquired businesses; adverse market conditions, timing of and ability to obtain required bank regulatory approvals, or other factors relating to us or Synchrony Financial could prevent us from completing the Synchrony IPO and split-off as planned; our ability to complete the proposed transactions and alliances with Alstom and realize anticipated earnings and savings; the impact of potential information technology or data security breaches; 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.

This document includes certain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially.

“This document may also contain non-GAAP financial information. Management uses this information in its internal analysis of results and believes that this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons. For a reconciliation of non-GAAP measures presented in this document, see the accompanying supplemental information posted to the investor relations section of our website at www.ge.com.”

“In this document, “GE” refers to the Industrial businesses of the Company including GECC on an equity basis. “GE (ex-GECC)” and/or “Industrials” refer to GE excluding Financial Services.”

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.
GE Oil & Gas today

From extraction, to transportation, to end use ...

~45,000 employees  ~$17B revenues ’13

Drilling & Surface
$3.8B
BOPs and risers, onshore trees, Artificial lift

Subsea Systems
$2.9B
Subsea production systems

Turbomachinery Solutions
$4.8B
LNG, on- and offshore, pipeline

Downstream Technology Solutions
$1.4B
Refinery and gas distribution

Measurement & Control
$4.2B
Valves, controls, diagnostics

Delivering customer solutions by applying systems-level engineering across the value chain
Industry outlook

Strong fundamentals

Base case assumptions

Oil
~1.5% Demand Growth

Gas
~3.5% Demand Growth

Regional pricing continues

Total industry spend ($B)

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Industry Spend</th>
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<tbody>
<tr>
<td>'14</td>
<td>1,150</td>
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<tr>
<td>'17</td>
<td>1,370</td>
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+6% CAGR

Long-term fundamentals robust ... increasing technology intensity and cost focus

More complex resources

9% Annual growth In subsea capex 2014-17

9% Annual growth In unconventional oil & gas production 2013-18

8% Annual growth In LNG industry spend 2014-17

Source: GE O&G analysis based on Wood Mackenzie, Rystad, Barclays, IHS CERA, PFC Energy, IEA, GE Age of Gas 2013
Evolving customer needs

- **Capital efficiency**
  - Modularization and standardization
  - Relentless focus on execution and returns

- **Full lifecycle productivity**
  - Outcome-based service agreements
  - Sensing + data + analytics to increase performance

- **Complex resources**
  - Solutions for harsher and more remote environments
  - Building on GE's technological experience

Partnering with customers on their toughest challenges...
Bringing GE's experience from other industries
Strategic acquisitions position us to address these needs

Continuing to drive integration and synergies ... acquisition portfolio outperforming plan
The GE advantage ... a competitive differentiator

Drilling & Subsea

- Blow Out Preventers & drilling risers
- ~20 Subsea Trees & wellheads
- Production controls systems
- ~6 Manifolds

Example: a project scope

Topside & LNG

- ~5 130MW Fr-9 modularized GTs
- ~3 refrigerant trains ... 6 Fr-7 GTs
- ~6 CO2 sequestration trains
- ~22 year performance service agreement

Downstream + end use

- High-speed compressors
- Small LNG
- CNG
- Pipeline solutions
- Power generation

Great products & services

M&C – Bently Nevada, Controls, sensors ... enabling Industrial Internet

The GE advantage

- Aviation DNA & process excellence
- GE GRC technological edge
- Multi-year project management experience
- Global supply chain excellence

- Global scale & footprint
- Company wide focus on FastWorks
- Multimodal service capabilities
- Strong balance sheet/structuring capabilities

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Our focus

Operational Excellence
Laser-focused on safety and quality for customers; project execution and ↑ returns

Differentiated Products and Services
Next generation technology and lifecycle services

Local Empowerment and Capabilities
Expertise and decision-making located close to customers

Best People; Simple Structure
Investing in our people; simplifying to drive returns
Operational excellence: safety performance

Total Recordable Incident Rate (TRIR)
Incidents per 200,000 work hours

- Working with purpose to mitigate risk ... each employee empowered and responsible
- Instilling GE safety culture in acquisitions
- Driving simplification through standardization and lean
- Recognized with more than 14 awards for safety performance

Focused on customer priorities ... safety performance = ticket to play
Operational excellence: improving supply chain

Compressing lead times

- Cycle time reduction ... BOP lead time ↓ 40%
- Flow distribution model upgrade ... weeks → days
- Lean six sigma ... 2,000+ projects ... inventory ↓
- Vertical integration ... leveraging footprint

Expanding capacity

- N. America drilling capacity ↑
- FPSO Brazil localization
- UK/North Sea expansion
- Angola and Indonesia subsea production
- E. Europe COEs

Improving capabilities

- Investing in brilliant factories
- Streamlining strategic suppliers ... ↑ global footprint
- Advanced manufacturing
- FastWorks ... ERP simplification
- Reducing working capital

Taking best from GE & other high-tech industries ... new leaders from Aviation/P&W
Operational excellence: better project execution

Project management academy

- Comprehensive competency model
- Structured and tailored career path
- Certified and controlled roles in project management
- Improving capability of current project managers + building pipeline

Integrated planning and projects analytics

- Project planning integrated with ERP ... real-time project visibility
- Scalable and flexible ... ERP agnostic
- Building real time customer access
- ↓ working capital needs
- Better cycle time and lower costs

A competitive advantage ... first-time yield ↑ 2x in Subsea
Operational excellence: helping our customers drive capital efficiency

**DeepWater Vertical Xmas Tree - DVXT**

- Modular proven technology
- Targets global deep water regions and operators
- Flexible installation for optimal installed cost
- 3,000m depth rating, 30 year design life
  - API 17D 2nd Ed qualified valves and actuators
- 18 months cycle time ... 30% faster than industry norm ... ↓ working capital

Driving industry standardization
Differentiated technology: GE “store” for subsea

SOFTWARE CENTER
Smart BOP and advanced controls

MEASUREMENT & CONTROL
Leak detection and multiphase flow measurement

POWER & WATER
Water injection and processing

AVIATION
Valve coatings and advanced materials

TURBO MACHINERY
Pumps and compressor technology

HEALTHCARE
Diagnostic software imaging

ENERGY MANAGEMENT
Power transmission and distribution

GLOBAL RESEARCH CENTER
Flow assurance and advanced riser technology

SUBSEA SYSTEMS
Subsea production equipment and services

Using the entire company toolkit ... solutions for customers

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Differentiated technology: winning on the most advanced projects

Shell prelude
World's 1st offshore floating LNG

GE content
• First compressor trains for FLNG
• Innovative flexible riser design
• Customized offshore cryogenic valves

Applying proven GE technology and expertise to deliver transformational solutions
Differentiated technology and services: Innovation in deep water drilling

20k psi BOP

Industry first ... access to 20K PSI and 350°F reservoirs

Asset lifecycle management

SeaONYX™ controls
Bringing GE Mark VIe to Drilling

SeaLytics BOP Advisor™
Troubleshooting and Maintenance Management

Data-enabled services
• Equipment baseline modeling
• Condition based maintenance
• Rig-based re-certification
• Digitized asset history

Increased reliability
Reduced downtime
Local empowerment: growing our footprint

Manufacturing and service shops

- Our global footprint speeds up and improves delivery of services, technologies and expertise
- Recent openings in Indonesia, Brazil, the UK and Vietnam

~45,000 employees worldwide ... 65% global
Local empowerment: in action

Brazil
- 2,200 employees
- Subsea, TMS and M&C manufacturing and service
- Pre-salt developments research center

Angola and Nigeria
- 900 employees
- Subsea and TMS service and manufacturing
- Expanding subsea capacity

Indonesia
- 300 employees
- Subsea and pressure control manufacturing localization
- Expanding capacity

Industry spend
- Brazil: ~$40B
- Angola and Nigeria: ~$50B
- Indonesia: ~$20B
Simple structures: cost competitiveness

SG&A savings

(% of sales)

'12

'14E

(~250)bps

Consolidating structure
✓ Down functional cost
✓ Investing in ERP infrastructure
✓ Further integrating acquisitions

Product cost savings

Compressor package

30-50% reduction in footprint and weight...

↑ performance cost ↓ 10%

Drilling risers manufacturing

Moved to best cost country & closer to customers

↓ logistics cost ↓ 10%

Beam pumps

Leveraging GE global supply chain capabilities

↑ volume cost ↓ 17%

Scaling programmatic approach across O&G:

✓ Engineering/design and sourcing focus
✓ Cross functional COEs driving cost ↓
✓ Multi-platform component strategy
Financial performance

($ in billions)

Orders

$20

$17

Revenue

$2.2

Op Profit

Revenue

Op Profit

++

+/++

2013

2014E

Current environment

• IOC focus on returns driving volatility in offshore award timing
• Onshore and LNG strong, M&C improving

Delivering for our shareholders

• Growing ahead of industry
  – Investing in technology and lifecycle services ... FastWorks
  – Building local capabilities

• Improving margins and returns
  – Driving operational excellence
  – ↓ working capital needs

Great long-term growth platform ... improving returns
Improving margin and returns

- Further integrating acquisitions
  - Well Performance Services ... Artificial Lift + Lufkin
  - Reciprocating compressors

- Driving product standardization

- Costs out program: Product, project, SG&A

- Simplifying IT systems ... ERP ↓ 25% + shared services ↑ 1.5x

- Improving capital efficiency
  - Project management
  - Supply chain capacity & localization
  - Supplier partnerships

Expect improvements to lead GE portfolio ... focused on delivering for shareholders
Deep industry expertise + GE knowledge base and experience
GE present across gas infrastructure landscape

**Industry**
- **Upstream onshore and offshore gas**: $5-20B
- **LNG**: $10-30B
- **FLNG**: $5-10B
- **Pipeline**: $1-5B
- **Downstream gas**: $0.1-0.3B

**Typical project Capex**
- **Upstream power and gas handling**
- **Liquefaction**
- **Compression stations**
- **Small LNG**
- **CNG**

**Customer Service Agreements + Monitoring and Controls**

**Compelling portfolio in gas**
Winning in LNG

Best-in-class and most referenced technology
- Integration capabilities ... complex rotor dynamics
- Gas turbines and compressors ... highest power density, ↓ 30% footprint
- eLNG ... driven by new electric motors ... ↓ 30% CAPEX

Partnering with customers
- Modular solutions ... ↓ 30% lead time
- Product co-development ... industry firsts
- Local field engineer and service shop infrastructure

Providing best life-cycle cost
- More efficiency, availability
- LNG Max Reliability ... Outcome-based services
- Maintenance extension and outage reduction

GE technology is powering the production of ~300 MTPA of LNG

Industry growth rate
(Spend CAGR 2014-'17)
8%

Annual industry spend
(2014 $ in billions)
$42

GE O&G analysis based on Wood Mackenzie, Rystad, Barclays, IHS CERA, PFC Energy, IEA, GE Age of Gas 2013
Winning in offshore

Optimized topside solutions
- Designed for value ... SeaSmart™ ...
  - ↓ footprint >20%, ↑ durability & efficiency
- Differentiated value for floating LNG

Partnering with customers
- Product co-development ... advanced compression
- Localization in emerging markets

Predictivity-enabled services
- Predictive maintenance ... ↑ availability, reliability
- Digital outage management ... optimized cycle
- Unmanned operations ... remote tuning

Industry growth rate
(Spend CAGR 2014-’17)
7%

Annual industry spend
(2014 $ in billions)
$360

Source: GE O&G analysis based on Wood Mackenzie, Rystad, Barclays, IHS CERA, PFC Energy, IEA, GE Age of Gas 2013
Driving faster innovation in technology and services

Applying advanced OEM expertise throughout product life-cycle

Raising efficiency and reliability standards in 10-20MW power range

- **Industry’s most compelling portfolio** ... Serving an installed fleet of 24,000+ units ... 3 RM&D centers
- **Customer outcome-based services** ... driving production and cost optimization
- **Injecting new technology into mature fleets** ... Upgrades to improve asset life and performance
- **Broad applications** ... Expanding offering into a $5B+ annual market opportunity
- **FastWorks** ... conceptual design to production in 30 months
- **Best in class** efficiency, ↓ emissions
- **Innovative Maintenance Philosophy** ... ↑ availability through Predictivity solutions
GE brings valuable solutions to customers

**Oil & Gas**
- Main refrigeration compression trains, Bently Nevada vibration system
- World-class full-load testing
- Turn-key systems integration and project execution
- Integrated plant and power grid modelling

**Energy Management**
- Motors
- Generators

**Energy Financial Services**
- Debt
- Export credit

Freeport LNG ... North America’s 1st eLNG
Downstream: connecting gas supply & demand

Gas source
- Unconventional
- New finds
- Flared
- Stranded

Virtual pipeline
- Small-scale LNG
- LNG containerizing, transport, storage and fueling
- CNG system
- CNG transport, storage, and fueling

Flexible solutions for new gas to power networks
Small-scale LNG fueling new opportunities

Modular LNG plants

25K gal/day – 600K gal/day

- Full scope LNG plant
- Modular, factory-tested design
- Fast installation and ease of operation
- Integrated plant controls

Global Operating Installations

- 11 plants in operation
- U.S., China, Middle East, Russia, and Australia
- 13 plants under development
- enCryo JV in China

Indonesia Gas to Power

- Partnering with Pertamina & GE Distributed Power
- 2.5 GW & 3.5 MTPA
- Potentially 14-16 MMBtu delivered by sea

Leading development in North America ... positioned to scale globally
Partnering to fuel the future of industry

Gas monetization with CNG

- Technology
- Expertise
- Capital experience

ferus
Energy services, expertise in supply and delivery of cryogenic products

VNG.co
Experience in transport fueling infrastructure development

Statoil
Last Mile™ fueling solution

Fully-integrated natural gas fueling solution for diesel replacement in E&P

GE Capital Fleet Services

CNG refueling for GCFS fleet customers

CNG fueling infrastructure for light-duty NGV fleets

Oilfield operations

NGV fueling
Onshore and Unconventional Oilfield

Andrew Way
Onshore ... expanding in upstream value chain

Industry growth rate
(CAGR 2014-'17)
6%

Annual industry spend
(2014)
>$100B

Unconventionals
Focus to date
Growth 2015+

GE PORTFOLIO

DRILLING EQUIPMENT

SURFACE WELLHEADS

ARTIFICIAL LIFT

Exploration
Development
Production

↑ scope + scale + value of offering to operators

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GE O&G analysis based on Wood Mackenzie, Rystad, Barclays, IHS CERA, PFC Energy, IEA
Building a well performance platform

Well Performance Services

Offering full range of artificial lift
... increased customer + regional coverage, applying GE R&D

Integrating automation and production optimization software
... common platform across lift technologies

Refining GE's oilfield operating model
... closer to customers, service focus

Industry’s most compelling artificial lift portfolio ...
Wood Group ESPs + Lufkin + NPIs ... Foundation for continued growth
Focus on customer outcomes

Full well-lifecycle offering

Responding to customer needs

- Flexible lift solutions as flow changes
- Well optimization ... Zenith downhole sensing + ESP + Intelligent Platforms
- Flexible power and compression solutions
- Performance-based contracts
- Lease/rental models

Case study: Middle East Customer
- Field automation system ... Downhole sensing + ESP
- Manage equipment and adjust production rates

Value
- Targeting ↑ 5% production per well
- ↑ predictability and intervention planning
- ↓ exposure to production loss and cost

↑ Presence in upstream value chain

Bro widest lift portfolio + lifecycle offering

Utilizing decades of GE reliability experience

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Subsea
Rod Christie
GE Oil & Gas subsea systems

Industry fundamentals

>$30B
Customer spend
(2014: $ in billions)

>50%
Deepwater production
(of future IOC production)

9%
Industry growth rate
(CAGR 2014-’17)

Product portfolio

Trees | Manifolds | Controls | Power & Processing | Offshore | Flexibles | Services

Quest’s tree awards profile

Rest of the world

Brazil

‘12 | ‘13 | ‘14E | ‘15E | ‘17E

Industry fundamentals

Deepwater production

Customer spend

Industry growth rate

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GE O&G analysis based on McKinsey, Wood Mackenzie, Rystad, Barclays, Quest
Product structuring development

Trees
Structured deepwater VT & HT tree systems

Controls
World record offset control

Manifolds
Structured manifold systems

Processing
Power and Processing systems

- Modular proven building blocks
- Standard testing and documentation
- Supply chain optimization
- Drives cost and cycle
- Project technical and schedule risk reduction

20% cost and cycle reduction through standardization
Subsea power and processing

Bringing leading edge technologies ... ... Into standardized modules ...

Blue-CTM compressor

Compression  Cooling  Power  Pumping

... Simplifying system design

Benefits for our customers:
• Simplified design ... ↓ cost and cycle time
• Standard module sizes
• Reduced installation & intervention costs

Multi – Module Processing station

A $4B sector by 2020 ... enabling new services models
Life-of-field services expansion

- ~20% Lag in subsea well recovery
- ~4000 Wells/XTs >5 yrs. old
- 14% Intervention segment growth rate

CAPEX Driven: 2-3 yrs.
Annual Spend: >$20B

OPEX Driven: ~25 yrs.
Annual Spend: ~$10B

XT Install/Recovery
Well Intervention
Controls Upgrades
Equipment Repairs
Remote Monitoring
Well Abandonment

Enhancing customer recovery and productivity
Driving innovation for customers

Investing in technology ...

- ~$5B annual GE R&D spend
- 50,000 engineers
- 7 Global Research Centers, including the O&G-focused GTC
- 1 Advanced Manufacturing Center
- 13 O&G Technology Solutions Centers
- FastWorks approach

Delivering at scale ...

New enabling technologies
- Physics based models
- Imaging and sensing
- Next-gen compression

New product introductions
- Validate technologies
- Aviation rigor
- Co-develop w/customers

Large-scale customer projects
- Systems-level thinking
- Rigorous design process
- Integrating the GE Store
Advancing technology ... Transitioning research into new products

- Nano coatings
- Powder metallurgy
- Bridge alloy

**Materials for harsh environments**
- ↑ reliability
- ↑ recovery

**Advanced manufacturing**
- ↓ costs
- ↑ reliability

**Industrial internet**
- ↑ applications
- ↑ monitoring

**System modeling and simulation**
- ↑ performance
- ↓ cycle time

- Large eddy simulation
- Flow modelling
- Wireless testing

- Model-based enterprise
- 3D additive
- Virtual assembly

**The power of GE technology**
Advanced Manufacturing: Driving the future of performance

Coating and cladding
- Enabling operation in harsh environments
- Lead time reductions

Virtual manufacturing
- Validating “manufacturability”
- Virtual reality for field and service training

Additive manufacturing
- Rapid design and prototyping
- Removing design constraints

Coating of compressor casing
Assembly process simulation
Fuel nozzle swirler prototyping

Capitalizing on breakthroughs and investments across GE
Oil & gas industry is faced with expanding challenges
And customers need our help

$800B+
Annual industry CAPEX (6-8% growth per year)

$150M
Average annual cost for mid-size LNG facility due to unplanned downtime

5-10%
Range of O&G industry’s estimated downtime

Customer challenges
- Increasing complex operations
- Tighter regulations
- Skills gap
- Machines with data potential

Industrial Internet ... turning data into actionable information
Enable no unplanned downtime

Measurement & Control
An enabler for Oil & Gas

**DOWNSTREAM**
Valve diagnostics

**ONSHORE**
Remote diagnostic
Decision support
Systems Integration
Valve Diagnostics
Modeling

**UMBILICAL**
Insulation testing

**SUBSEA CONDITION MONITORING**

**TOPSIDE**
Integrity Management
Prognostics
Motor Monitoring
Corrosion Inspection
NDT Solutions Center

**DRILLING & COMPLETION**
Drilling Drive CM
Drilling BOP CM
BOP Sensor
RM&D
Early Kick Detection

**TREE/JUMPER/FLOW-LINE**
Ultrasonic Sensing
Connector
Acoustic Sensing

**SUBSEA INSPECTION**
Subsea DDA
Acoustic Monitoring
Pressure Sensing

**RISER**
Fiber Optic Sensing
Riser Monitoring
Multi-phase Flow

**WELL/DOWNHOLE**
Pressure Sensing
Multi-phase Flow

**GE INVESTMENTS**
Condition Monitoring
Inspection & Monitoring
Flow Assurance
Data/Communications

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Predix™ … enabling production optimization

FastWorks: Customer outcome driven

- Engage early
- Empowered teams
- Implement fast
- Experiment - Iterate
- Learn, Pivot/Persevere

Safire™ Multiphase Flow Meter

- Co-development effort ... Chevron | GE | Los Alamos
- Optimized production = improved customer revenue
- Data feeds customer portal
- Leveraging GRC’s technology
- Staged development - FastWorks

Oilfield Production Optimization

Unified Customer Portal

Improves outcomes + Accelerates commercialization
Predix™ ... better, safer outcomes for the pipeline industry

Customer outcomes & opportunities

Enhanced safety
Proactive versus reactive decisions.

Technology information
Complete geospatial view and situational awareness for pipeline management, integrity and operations.

Efficient O&M spend
Prioritize spending for assets and resources.

Delivering optimized operations
Allocate resources more effectively, based on integrated data.

First customer

- 5 year service contract
- Setting the industry standards for pipelines real-time intelligence

Moving to predictive solutions with our customers

2TB of data for every 30K miles of pipeline

3-4% annual growth

$40B invested by pipeline companies per year

2MM miles of pipelines globally

Source: 2TB - Average data volume based on GE internal analysis of multiple pipeline customers. Rest - GE O&G analysis based on Douglas Westwood, IHS CERA, FERC, CIA World Factbook, PII Pipeline Database (Summary of Infield Systems, Global Data DOT databases)
Summary

Lorenzo Simonelli
Summary

($ in billions)

Orders

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<thead>
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Delivering for shareholders

- Strong long-term industry fundamentals ... planning growth ahead of industry
- Built compelling portfolio, great global presence
- Technology differentiator ... all of GE’s expertise
- New solutions in a changing energy landscape
- Driving operational excellence to increase margins and returns

We fuel the future
We push the boundaries of technology to bring energy to the world