



GE 2020 third quarter performance

Financial results & company highlights

October 28, 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.

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.

3Q'20 snapshot

Results

GE Industrial organic revenue decline* Y/Y	(12)%
Adjusted GE Industrial organic margin contraction* Y/Y	(310) bps
Adjusted EPS*	\$0.06
GE Industrial free cash flow*	\$0.5B

Dynamics

- Top-line still pressured... actions improving profitability & cash
- Industrial margins* of 5.6% with organic expansion in Power, Renewable Energy & Healthcare
- Positive Industrial FCF* of \$0.5B... sequential improvement primarily due to better working capital & earnings
- Remains a business-by-business story:
 - Aviation & GECAS: sequential improvement despite challenged markets; operational & cash actions on track
 - Healthcare: strong margin & cash performance; delivering on COVID-19 demand & cost actions
 - Power & Renewable Energy: improved operational discipline & cost out starting to show in results

Building momentum... actions driving improved 3Q results



* Non-GAAP Financial Measure

Taking action

Continuing to strengthen our businesses

- Protecting safety, serving customers & communities
- Progress in operational execution... cost & cash actions 75% complete
- Actions driving improved results (margins, Industrial FCF*)... decrementals improved to 32%

Solidifying our financial position

- Strong liquidity & maintaining flexibility... \$39B of cash
- Continued balance sheet risk reduction
- Committed to reducing leverage over time

Driving long-term profitable growth

- Lean...more customer-focused, driving SQDC^a), pick up the pace
- More focused P&Ls with greater accountability & visibility
- Strategy... more impactful objectives; investing in innovation

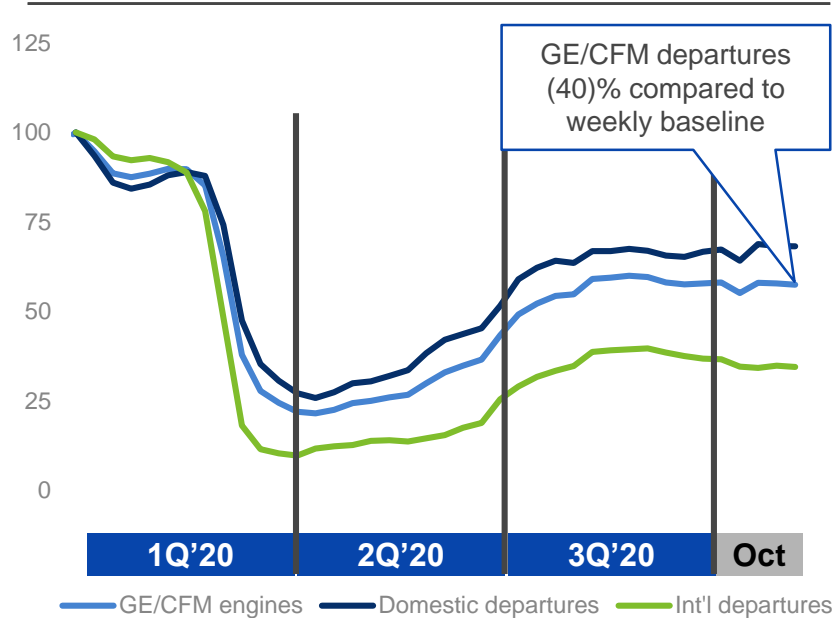
Managing through still-difficult environment with better operational execution across the businesses



* Non-GAAP Financial Measure
(a – Safety, Quality, Delivery, Cost)

Aviation & GECAS update: what we're seeing & doing

End market dynamics: departures^{a)}



- ~26% of GE/CFM fleet parked^{c)}
- Freight up ~18% vs. baseline^{d)}
- China now ~(4)%, Americas ~(41)% & Europe ~(52)% vs. baseline^{d)}

Aviation^{b)}

- **Commercial Engines:** installs & spares ~(45-50)% y/y; aligned to airframer production rates
- **Commercial Aftermarket:** shop visits trend ~(50)%, CSA billings ~(50)%
- **Military:** demand remains strong, +7% y/y ... stronger in 4Q
- **\$1B+ cost / \$2B+ cash actions on track:** down ~3,500 headcount in 3Q
- **Watching:** 1) travel restrictions, 2) carrier & passenger behavior, 3) government funding, 4) disease countermeasures, 5) freight

GECAS

- **Current trending:**
 - ~\$0.4B deferral balance as of 3Q'20... customers paying with ~85% of invoices collected
 - Actively working restructurings, while optimizing economics...
 - 29 AOG... primarily driven by repossessions
- Actively managing skyline & monitoring customer credit quality
- Continuing to serve customers ... 777 cargo conversion launch customer, \$3B PIMCO venture

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



(a – Normalized rolling 7-day avg global departures vs. baseline global departures (baseline = avg of Jan 21-27)
 (b – 4Q trending as of October
 (c – as of October 22nd
 (d – Normalized rolling 7-day avg through October 22nd (baseline = avg of Jan 21-27)

Earnings performance

(\$ in billions – except EPS)

	<u>3Q'20</u>	<u>y/y</u>	<u>y/y (org.)</u>	<u>YTD</u>	<u>3Q'20 EPS walk</u>	
Orders	\$15.5	(31)%	(28)%	\$48.7		
Backlog	383.6	(1)%		383.6	GAAP Continuing EPS	\$(0.13)
Revenues	19.4	(17)%		57.7	Less: MTM primarily for BKR & Gains	(0.06)
- GE Industrial	17.9	(17)%	(12)%*	52.8	Less: Restructuring & other ^{-b)}	(0.04)
Adjusted GE Industrial profit ^{*-a)}	1.0	(53)%	(43)%	1.6	Less: Non-op. pension & other benefits	(0.05)
Adjusted GE Industrial profit margin ^{*-a)}	5.6%	(440)bps	(310)bps	3.0%	Less: Steam asset impairment	(0.04)
GAAP Continuing EPS	(0.13)	13%		0.32		
Adjusted EPS*	0.06	(60)%		(0.04)	Adjusted EPS*	\$0.06

Positive Industrial margins... actions driving improved profitability



* Non-GAAP Financial Measure

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

(b – Includes Restructuring & other (including legal reserves associated with the SEC investigation) and U.S. tax reform

Industrial free cash flow

(\$ in billions)

	3Q'20	Y/Y	YTD
Net earnings (loss)^{-a)}	\$(1.2)	\$(0.5)	\$4.4
Goodwill impairments	-	(0.7)	0.9
Depreciation & amort (D&A)	1.2	0.2	2.7
Working capital	(0.6)	1.1	(5.1)
Contract assets	0.1	(0.2)	0.6
Other CFOA ^{-b)}	1.4	(0.3)	(5.8)
Gross Capex ^{-c)}	(0.3)	0.2	(1.4)
GE Industrial FCF*	\$0.5	\$(0.1)	\$(3.8)

3Q'20 commentary

- **Net earnings & D&A:** all segments positive; includes non-cash BKR MTM of \$(0.6)B in net earnings offset in other CFOA^{-b)}
- **Working capital (W/C) negative, but improved sequentially:**
 - **Receivables \$(0.6)B:** billings outpaced collections on higher sequential sales
 - **Inventory \$0.5B:** modest progress in reducing inventory levels by better aligning material purchases to output
 - **Payables \$0.2B:** payment levels balancing with lower demand; some uptick in material inputs for 4Q volume
 - **Progress \$(0.7)B:** outflows from shipments outpaced inflows from new orders & milestone payments
- **Capex:** continue to rationalize spending across segments

Positive Industrial FCF* with \$0.2B y/y improvement ex-BP... decline in Aviation earnings more than offset by better working capital



* 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)

Industrial cash beginning balance 2Q'20	\$25.4
GE Industrial FCF*	0.5
BioPharma disposition related	(0.8)
Commercial paper reduction	(0.5)
All other	(0.3)
Industrial cash ending balance 3Q'20	\$24.3
GE Capital cash ending balance 3Q'20^{-a)}	\$14.8
Consolidated cash ending balance 3Q'20	\$39.2

Commentary

- **Strong liquidity with \$39B of cash...** maintaining higher cash & flexibility amidst uncertainty
 - Maintained \$20B credit facilities including \$15B credit facility through April 2023
- **Debt reduced by ~\$25B since the beginning of 2019, \$11.7B YTD**
 - GE debt reduced by ~\$8.1B year to date, \$0.3B in quarter
 - GE Capital debt reduced by ~\$3.6B year to date, \$2.3B in quarter
- **Remain committed to financial policy & deleveraging targets** over time
 - GE Industrial **Net Debt* / EBITDA < 2.5X**
 - GE Capital **Debt / Equity <4X**

Strong liquidity while continuing to de-lever



* Non-GAAP Financial Measure
(a – excludes \$0.5B of discontinued operations cash

3Q'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	\$4.1	(54)%	(53)%	\$4.1	(20)%	(4)%	\$3.4	(12)%	(12)%	\$4.0	(21)%	(18)%
Revenue	\$4.9	(39)%	(39)%	\$4.6	(7)%	10%	\$4.0	3%	3%	\$4.5	2%	4%
Segment profit	\$0.4	(79)%	(79)%	\$0.8	(21)%	30%	\$0.1	F	F	\$0.0	F	F
Segment margin	7.2%	(1,400)bps	(1,410)bps	16.8%	(300)bps	260bps	3.7%	740bps	760bps	0.1%	230bps	230bps

Aviation remains challenging, other segments performing better with improved execution & cost-actions



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

3Q'20 GE Capital & Corporate results

(\$ in billions)

GE Capital

	\$	y/y / sequential
Adjusted continuing earnings ^{*-a)}	\$(0.1)	U y/y
GE Capital cash ^{-b)}	\$14.8	\$(1.2) sequential
Assets (ex-liquidity)*	\$101.0	\$(0.4) sequential

- Earnings* down y/y: lower gains, higher marks & impairments, & lower earnings due to asset sales, partially offset by tax
 - GECAS 3Q annual impairment test resulted in ~\$0.2B pre-tax charge
 - Insurance premium deficiency test... small positive margin; slightly favorable claims experience \$0.4B & premium rate increases \$0.2B more than offset discount rate headwind \$(0.2)B

Corporate

	\$	y/y
Functions & Operations	\$(0.2)	11%
EH&S ^{-c)} and other items	\$(0.0)	(5)%
Eliminations	\$(0.1)	7%
Adjusted Corporate costs*	\$(0.3)	9%

- Corporate costs* better driven by continued functional cost-out & GE Digital progress
- Corporate headcount down ~10% YTD
- Focus remains on decentralization across the organization

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



* Non-GAAP Financial Measure

(a – Excludes tax benefits of \$9M in 3Q'20 and LRT after-tax charge of \$768M in 3Q'19

(b – Excludes \$0.5B of discontinued operations cash

(c – Environmental, Health, and Safety

Transformation is accelerating

Rising to the challenge of building a world that works

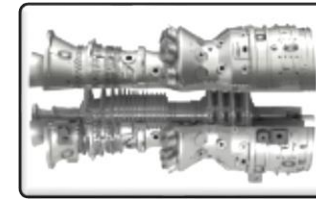
- **Innovating in precision health:** making care delivery more efficient & personalized... smart devices, AI, Edison-enabled ecosystem, seamless customer workflow
- **Enabling the safe return to flight:** serving our customers & preparing to emerge stronger... supply chain, engineering & operational readiness with OEs & airlines
- **Leading the energy transition:** GE operations, technologies to help customers meet their emissions reduction goals, & working with stakeholders across our industries
 - Pursuing an exit from new build coal power market^{a)}
 - Committed to carbon neutrality in our operations by 2030^{b)}

Building on fundamental strengths: team, technology & global reach

- **Team...** building out the right organization & culture; preserving what's great while driving change; humility, transparency, focus
- **Technology...** continued investment in technological advancements & breakthroughs



Haliade-X wind turbine
capable of powering 45%
more energy than any other
offshore wind turbine



7HA.03 gas turbine
world's largest, most efficient
conversion of gas to electricity



GE9X engine
10% better SFC^{c)} compared to
the GE90-115B & 5% better
SFC^{c)} than any other engine in
its class

- **Global reach...** valuable installed base & large backlog; customer relationships, local presence, brand

Unlocking GE's upside potential for the long-term



(a – subject to appropriate consultations
(b – scope 1+2 emission target
(c – specific fuel consumption

Q&A



Appendix

- Healthcare: what we're seeing & doing
- Power & Renewable Energy: what we're seeing & doing
- Long-term debt maturities
- Debt walk - 4Q'19 to 3Q'20
- GE Capital assets excluding liquidity
- GECAS supplemental information

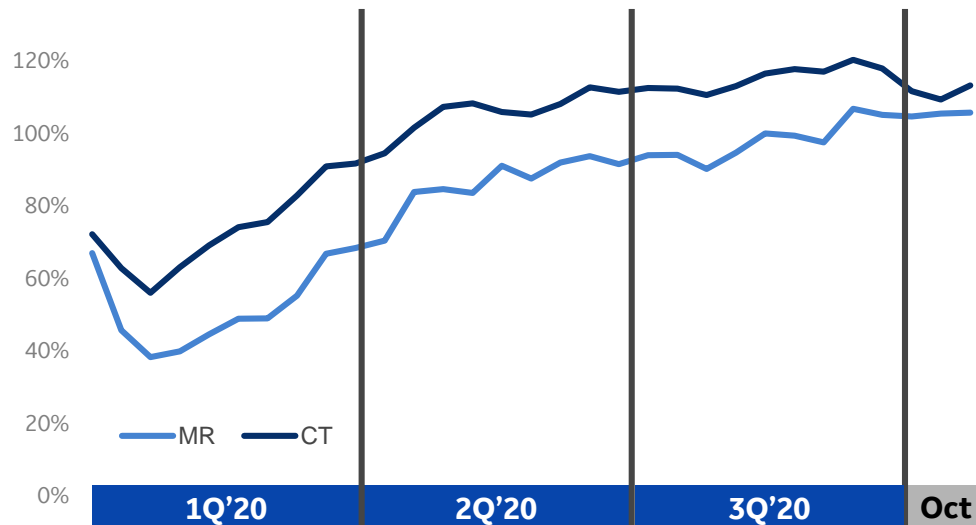


Healthcare: what we're seeing & doing

End market dynamics

- **Hospital capex pressured** (private healthcare)... HCS equipment orders pressured until full recovery, planning cautiously
- **Scans recovered to 4Q baseline**... positive indicator for elective procedures... supports PDx outlook

Scans / system / week vs. 4Q baseline^{a)}



Current trending^{b)}

- **Healthcare systems (HCS):** orders down MSD in 4Q; COVID-19 product^{c)} demand normalized
- **PDx:** exited 3Q at 95%+ of '19 levels; expecting 4Q ~flat to '19
- **Cost & cash actions:** reduced headcount ~600 in 3Q; Momentum on discretionary spend, capex & working capital
- **R&D:** Continue to prioritize investments for future growth
- **Supply Chain:** Continuing to manage mix shift ... record 3Q for monitors & ventilators ... normalizing in 4Q
- **HCS region sales:** Europe & China up, US down, continued weakness in LATAM/India
- **Tracking:** 1) admission/occupancy rates, 2) non COVID-19 procedures, 3) hospital capex, 4) government spending, 5) tests, treatment, vaccines

Strong performance... HCS orders pressured near term on hospital capex, PDx recovery on track



(a – Global scans, through 10/18/20
 (b – 4Q trending as of October
 (c – Ventilators, monitoring solutions, X-ray, Anesthesia, and Point of Care Ultrasound

Power & Renewable Energy: what we're seeing & doing

Power: current trending^{a)}

- **Orders:** expect FY'20 service orders down driven by upgrades/discretionary; 4Q HDGT new unit pipeline encouraging
- **Shipments:** remain on track to deliver 45-50 HDGT new units for FY'20
- **Outages:** Still targeting to complete ~95% of '20 planned outages in both Gas & Steam services
- **GT fleet utilization:** up MSD in 3Q... US up, EUR down
- **Cost & cash actions:** reduced headcount ~600 in 3Q: \$1B Gas Power fixed-cost* out to \$2.5B by '21^{b)}
- **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

Renewable Energy: current trending^{a)}

- **ONW:** tracking to deliver >1,100 global new unit/repower kits in 4Q... encouraging 4Q orders pipeline
- **OFW:** Launched 13MW Haliade-X with Dogger Bank, product certification in 4Q
- **Grid / Hydro:** still working through execution challenges... low margin, legacy project run-off on track, making progress on restructuring & cost out efforts
- **Cost & cash actions:** reduced headcount ~900 in 3Q, momentum on discretionary spend, capex & working capital
- **Tracking:** 1) Onshore demand & potential permit/site delays; Offshore deals, 2) Grid/Hydro project site delays & Grid backlog, 3) EPC/suppliers, 4) Green stimulus

Continued progress on turnarounds... further cost actions & operational improvements underway



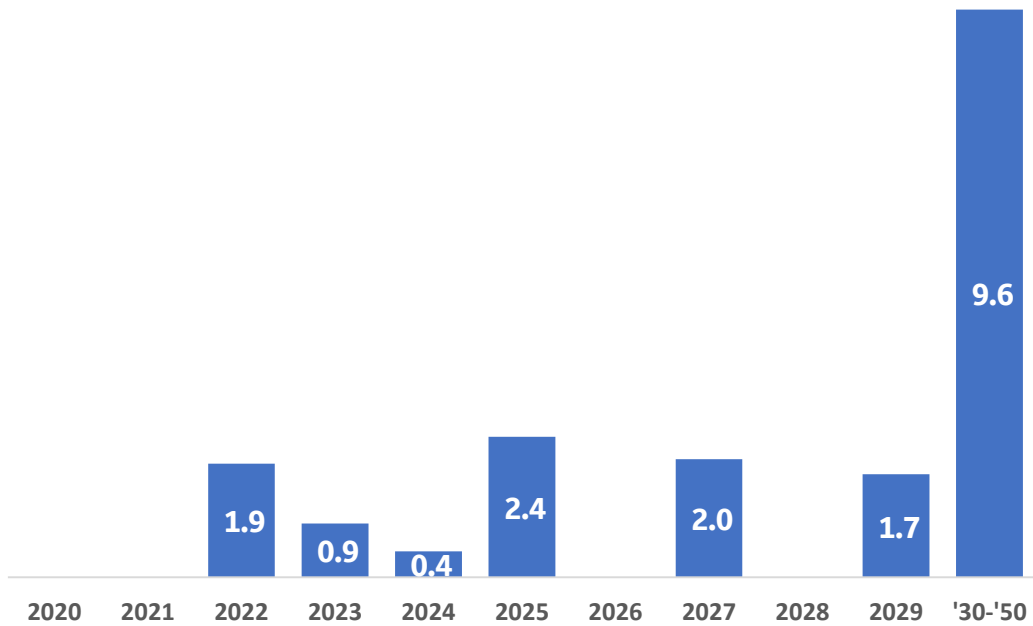
* Non-GAAP Financial Measure
(a – 4Q trending as of October
(b – vs. '18 baseline of \$3.5B

Long-term debt maturities

(\$ in billions)

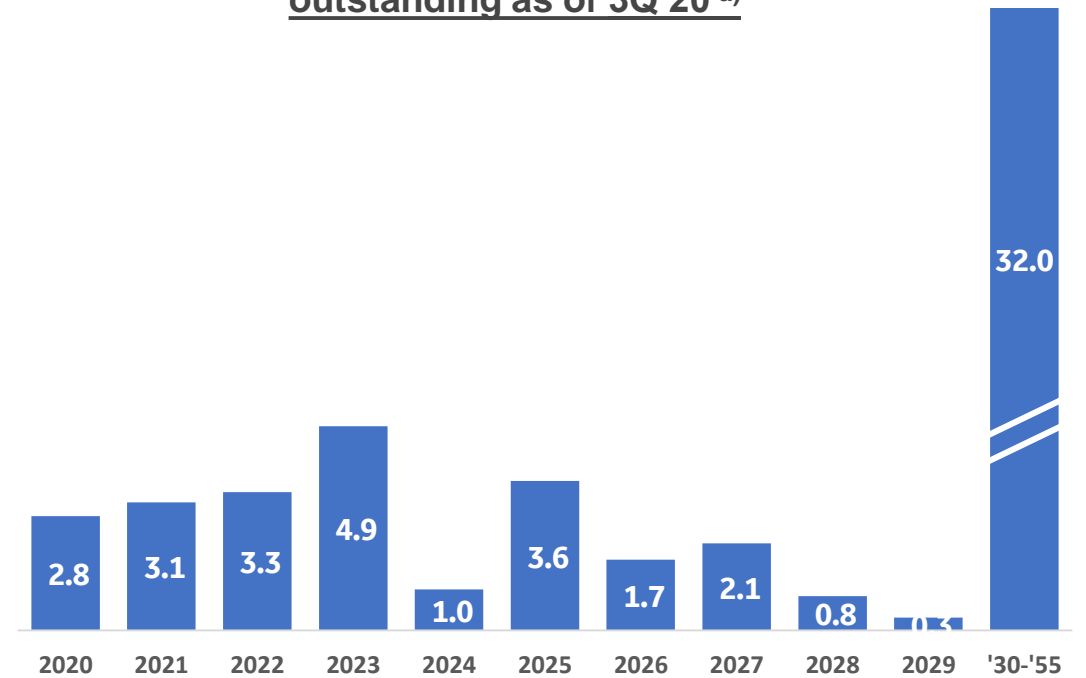
GE Industrial

\$19.0B long term debt maturities
outstanding as of 3Q'20^{-a)}



GE Capital

\$55.5B long term debt maturities
outstanding as of 3Q'20^{-a)}



YTD maturities \$0.3

YTD maturities \$7.8^{-b)}



(a – Principal amount outstanding on publicly traded long-term debt based on original issuing entity
(b – 1Q'20 maturities \$4.7B; 2Q'20 maturities \$0.8B; 3Q'20 maturities \$2.3B)

Debt walk - 4Q'19 to 3Q'20^{-a)}

(\$ in billions)

GE Industrial

Beginning balance YE'19	\$32.9	
Debt issuance	7.5	\$6 in April, \$1.5 in June
Intercompany debt repayment	(7.5)	\$6 in April (w/ BP proceeds), \$1.5 June
Debt tender	(4.2)	'20 - '24 maturities
Commercial paper reduction	(3.0)	
Other	(0.8)	Other borrowings \$(0.9), Maturity \$(0.3), FX \$0.4
Ending balance 3Q'20	\$24.9	
Variance	\$(8.1)	

3Q activity: Commercial paper reduction (\$0.5B), Foreign Exchange/other \$0.2B

GE Capital

Beginning balance YE'19	\$59.0	
Debt issuance	6.0	\$4.5 in May, \$1.5 in June
Intercompany debt repayment	7.5	\$6 in April (w/ BP proceeds), \$1.5 June
Debt tender	(9.8)	April \$5.4B, May \$4.4B
Contractual debt maturities	(7.7)	
Other	0.4	MTM \$2.3B & Alt funding \$(1.9B)
Ending balance 3Q'20	\$55.4	
Variance	\$(3.6)	

3Q activity: \$2.2B contractual debt maturities, \$0.1B callable



(a – Consolidated debt of \$90.9B in 4Q'19 and \$79.5B in 3Q'20, after intercompany eliminations of \$(1.0)B at 4Q'19 and \$(0.8)B at 3Q'20

GE Capital assets excluding liquidity*

(\$ in billions)

<u>Segment assets</u>	<u>3Q'20</u>	<u>2Q'20</u>	<u>Seq.</u>
GECAS	\$35.8	\$36.0	(0)%
EFS	1.6	1.8	(9)%
WCS	6.8	6.8	(1)%
Insurance	50.0	49.6	1%
Other continuing	18.7	20.2	(8)%
Total segment assets	\$112.9	\$114.5	(1)%
Plus: assets of discontinued operations	3.4	3.5	(1)%
Less: discontinued operations cash	0.5	0.5	6%
Less: GE Capital cash	14.8	16.0	(7)%
Assets ex-liquidity*	\$101.0	\$101.4	(0)%



* Non-GAAP Financial Measure

GECAS supplemental information

(\$ in billions)

<u>Collateral type</u>	<u>Loans and leases</u>		
	<u>3Q'20</u>	<u>2Q'20</u>	<u>3Q'19</u>
Narrow-body aircraft	\$13.9	\$14.1	\$14.0
Wide-body aircraft	6.3	6.5	6.8
Cargo	1.6	1.5	1.4
Regional jets	1.5	1.6	1.8
Helicopters	4.9	5.0	4.9
Engines	3.7	3.6	3.1
Total by collateral type^{-a)}	\$31.8	\$32.2	\$31.9
<u>Airline region</u>			
U.S.	\$7.7	\$7.3	\$6.8
Europe	5.8	6.1	5.9
Pacific Basin	6.5	6.5	6.8
Americas	2.6	2.8	2.9
Other	4.2	4.6	4.6
Total by airline region^{-b)}	\$26.9	\$27.3	\$27.0
<u>Aircraft vintage profile</u>			
0 - 5 years	\$11.3	\$11.4	\$11.0
6 - 10 years	3.2	3.3	3.6
11 - 15 years	4.4	4.6	5.4
15+ years	4.0	4.0	3.6
Total by aircraft vintage profile^{-c)}	\$22.8	\$23.3	\$23.6



(a – Includes loans and financing leases of \$2.7 billion, \$2.8 billion and \$2.8 billion (less non-aircraft loans and financing leases of \$0.0 billion, \$0.0 billion and \$0.0 billion) and ELTO of \$29.1 billion, \$29.5 billion and \$29.1 billion at September 30, 2020, June 30, 2020, and September 30, 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

Non-GAAP reconciliations

- GE Industrial free cash flow (FCF) and GE Industrial excluding BioPharma FCF
- Gas Power equipment & service organic revenues
- Healthcare Systems & PDx organic revenues
- Gas Power fixed costs
- Aviation Commercial Services & Military organic revenues
- GE Industrial free cash flow (FCF) forecast



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)	3Q'20	3Q'19	V\$	3Q'20YTD	3Q'19YTD	V\$
GE CFOA (GAAP)	\$ 90	\$ 1,144	\$ (1,054)	\$ (3,175)	\$ 77	\$ (3,252)
Add: gross additions to property, plant and equipment	(300)	(480)		(1,302)	(1,596)	
Add: gross additions to internal-use software	(26)	(66)		(121)	(203)	
Less: taxes related to business sales	(749)	(52)		(837)	(160)	
GE Industrial free cash flow (Non-GAAP)	\$ 514	\$ 650	\$ (136)	\$ (3,761)	\$ (1,562)	\$ (2,199)
Less: BioPharma CFOA	-	327		315	1,012	
Less: BioPharma gross additions to property, plant and equipment	-	(31)		(17)	(86)	
Less: BioPharma gross additions to internal-use software	-	(2)		(2)	(8)	
GE Industrial excluding BioPharma free cash flow (Non-GAAP)	\$ 514	\$ 357	\$ 157	\$ (4,057)	\$ (2,481)	\$ (1,576)



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.

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

GAS POWER ORGANIC EQUIPMENT REVENUES (NON-GAAP)

(Dollars in millions)	3Q'20	3Q'19	V%	3Q'20YTD	3Q'YTD	V%
Gas Power equipment revenues (GAAP)	\$ 1,160	912	27%	\$ 3,360	2,854	18%
Adjustments:						
Less: acquisitions	-	-		-	-	
Less: business dispositions	-	1		-	3	
Less: foreign currency effect	10	-		(11)	-	
Gas Power organic equipment revenues (Non-GAAP)	\$ 1,150	\$ 912	26%	\$ 3,372	\$ 2,851	18%

GAS POWER ORGANIC SERVICE REVENUES (NON-GAAP)

(Dollars in millions)	3Q'20	3Q'19	V%	3Q'20YTD	3Q'19YTD	V%
Gas Power service revenues (GAAP)	\$ 1,780	1,820	(2%)	\$ 5,516	6,388	(14%)
Adjustments:						
Less: acquisitions	-	-		-	-	
Less: business dispositions	-	-		-	-	
Less: foreign currency effect	(5)	-		(14)	-	
Gas Power organic service revenues (Non-GAAP)	\$ 1,785	\$ 1,820	(2%)	\$ 5,530	\$ 6,388	(13%)



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: Healthcare Systems & PDx organic revenues

HEALTHCARE SYSTEMS ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	3Q'20	3Q'19	V%	3Q'20YTD	3Q'19YTD	V%
Healthcare Systems revenues (GAAP)	\$ 4,085	3,643	12%	11,056	10,664	4%
Adjustments:						
Less: acquisitions	-	-		18	21	
Less: business dispositions	-	-		-	-	
Less: foreign currency effect	13	-		(86)	-	
Healthcare Systems organic revenues (Non-GAAP)	\$ 4,072	\$ 3,643	12%	\$ 11,124	\$ 10,644	5%

PDx ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	3Q'20	3Q'19	V%	3Q'20YTD	3Q'19YTD	V%
PDx revenues (GAAP)	\$ 480	495	(3%)	1,300	1,497	(13%)
Adjustments:						
Less: acquisitions	14	-		18	-	
Less: business dispositions	21	39		21	39	
Less: foreign currency effect	(2)	-		(19)	-	
PDx organic revenues (Non-GAAP)	\$ 447	\$ 456	(2%)	\$ 1,280	\$ 1,458	(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 fixed costs

GAS POWER FIXED COSTS (NON-GAAP)

(Dollars in millions)

	2021F	3Q'20 YTD	2018
Gas Power total costs and expenses (GAAP)	11,000 - 12,000	8,723	\$ 14,205
Less: Gas Power variable costs (Non-GAAP)	8,500 - 9,500	6,722	10,745
Gas Power fixed costs (Non-GAAP)	\$ 2,500	\$ 2,001	\$ 3,460

GAS POWER FIXED COSTS (NON-GAAP)

(Dollars in millions)

	3Q'20	3Q'19	VPY%	3Q'20	2Q'20	VPQ%
Gas Power total costs and expenses (GAAP)	\$ 2,807	\$ 2,820	(0%)	\$ 2,807	\$ 3,027	(7%)
Less: Gas Power variable costs (Non-GAAP)	2,166	2,058		2,166	2,353	
Gas Power fixed costs (Non-GAAP)	\$ 641	\$ 761	(16%)	\$ 641	\$ 674	(5%)



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 Commercial Services & Military organic revenues

AVIATION COMMERCIAL SERVICES ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	3Q'20	3Q'19	V%	3Q'20YTD	3Q'19YTD	V%
Aviation commercial services revenues (GAAP)	\$ 1,631	3,801	(57%)	\$ 6,095	11,156	(45%)
Adjustments:						
Less: acquisitions	-	-		-	-	
Less: business dispositions	-	-		-	-	
Less: foreign currency effect	-	-		-	-	
Aviation commercial services organic revenues (Non-GAAP)	\$ 1,631	\$ 3,801	(57%)	\$ 6,095	\$ 11,156	(45%)

AVIATION MILITARY ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	3Q'20	3Q'19	V%	3Q'20YTD	3Q'19YTD	V%
Aviation military revenues (GAAP)	1,137	1,061	7%	3,258	3,073	6%
Adjustments:						
Less: acquisitions	-	-		-	-	
Less: business dispositions	-	-		-	-	
Less: foreign currency effect	-	-		(1)	-	
Aviation military organic revenues (Non-GAAP)	\$ 1,137	\$ 1,061	7%	\$ 3,259	\$ 3,073	6%



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) forecast

GE INDUSTRIAL FREE CASH FLOW (FCF) (NON-GAAP)	
(Dollars in millions)	4Q'20F
GE CFOA (GAAP)	\$ 2,500+
Add: gross additions to property, plant and equipment	~ (300)
Add: gross additions to internal-use software	-
Less: taxes related to business sales	~ (300)
GE Industrial free cash flow (Non-GAAP)	\$ 2,500+



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

4Q'20 earnings

January 26, 2021

