

GE Power & Water
Distributed Power

Credit Suisse Global Industrials Conference

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Caution Concerning 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,” 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; 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; changes in Japanese consumer behavior that may affect our estimates of liability for excess interest refund claims

(GE Money Japan); 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 flow and earnings and other conditions which may affect our ability to pay our quarterly dividend at the planned level or to repurchase shares at the planned level; GECC’s ability to pay dividends to GE at the planned level; our ability to convert pre-order commitments into orders; the level of demand and financial performance of the major industries we serve, including, without limitation, air and rail transportation, energy generation, 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 and affect planned share repurchases and strategic actions, including acquisitions, joint ventures and dispositions; our success in completing announced transactions and integrating acquired businesses; 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. We do not undertake to update our forward-looking statements.

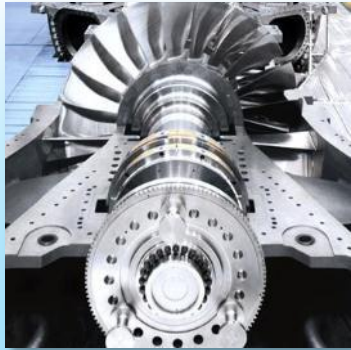
“This document may also contain non-GAAP financial information. Management uses this information in its internal analysis of results and believes that this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing 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 “Industrial” 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's portfolio ... structured for growth

GE's Energy Sector Businesses



Power & Water
~\$28B



Oil & Gas
~\$15B



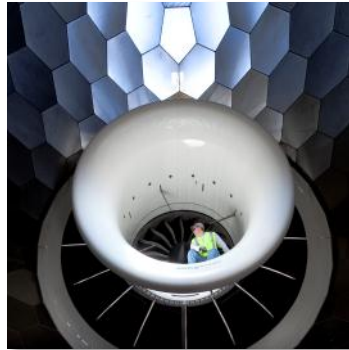
Energy Management
~\$8B



GE Capital
~\$46B



Healthcare
~\$18B



Aviation
~\$20B



Transportation
~\$6B



Home & Business
Solutions ~\$8B

- 8 businesses in more than 100 countries ... 125+ years
- >300,000 employees worldwide
- 2012 revenue ~\$147B

Power & Water ... largest industrial business



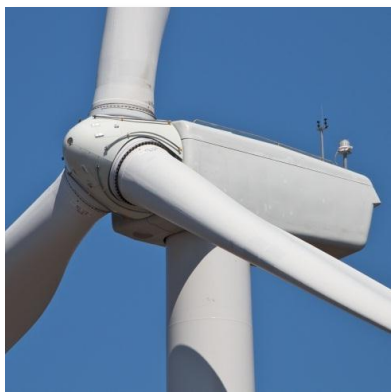
Power Generation Products



Power Generation Services



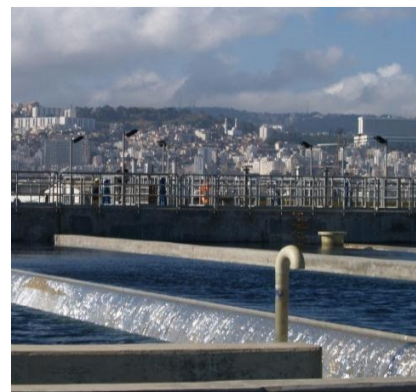
Distributed Power (DP)



Renewables



Nuclear



Water & Process Technologies

Distributed Power ... ~\$6B revenue, ~37.5K units installed



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Defining the distributed power space

Power generated at or near the point of use

Power Generation



Engine + GT
segment size

~\$37B

Key applications

- CHP
- Industrial power
- Peaking

Mechanical Drive



~\$13B

- Compression
- Drill rigs
- Pressure pumping

Propulsion



~\$60B

- Marine
- Locomotive
- Mining





Common technology platforms used across \$110B segment



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Source: EnginLink, McCoy, GE analysis

GE's distributed power businesses

	← GE DP →			← GET →
	Aero	Jenbacher	Waukesha	Transportation
				
Technology	Gas turbines (18-100 MW)	Gas engines (0.3-10 MW)	Gas engines (0.1-4 MW)	Diesel engines (2-5 MW)
Target segments	<ul style="list-style-type: none"> ✓ Power Gen ✓ Mech Drive 	<ul style="list-style-type: none"> ✓ Power Gen 	<ul style="list-style-type: none"> ✓ Mech Drive 	<ul style="list-style-type: none"> ✓ Propulsion ✓ Power Gen

The broadest gas-fired portfolio ... 100 kW to 100 MW

Evolution of GE Distributed Power

2002

2012

Platforms



Orders
(GW)

~3



~9

Installed
base (GW)

~40



~80

Building another great GE business



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Mega trends driving growth

Growth in emerging countries



Need for efficiency



Investments in O&G industry



Increased gas availability



Customers need fast, scalable & financeable solutions



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GE's capabilities are a differentiator



Aviation heritage

- >60,000 turbines installed¹
- Aerodynamics, adv. materials, reliability



Engines heritage

- >55,000 gas & diesel engines installed²
- Combustion, emissions, efficiency



Research centers

- 7 centers spread across 4 continents
- Investments in software & services



Global footprint

- Global Growth Organization (GGO)
- Global supply chain



Oil & Gas

- Partnering to grow faster
- ~40% of DP orders in segment in '12

Enabling Distributed Power's success



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¹ Includes Aviation & Aero turbines. For Aviation includes GE (40k), CFM (18k) & EA (0.2k). CFM is a 50/50 JV between GE & Snecma. EA is a 50/50 JV between GE and Pratt & Whitney ² Includes engines from GE Transportation & Distributed Power

Distributed Power strategy

Strategic imperatives

Actions

1	Invest in differentiated products	<ul style="list-style-type: none">• Doubling NPI investments• Entering new spaces ... >5 MW recipis, oilfield power
2	Grow services	<ul style="list-style-type: none">• Growing \$/installed base• Using data & analytics to create value
3	Win in emerging regions	<ul style="list-style-type: none">• Forming local partnerships ... Huadian, Navigat, Clarke• Shifting commercial resources to growth regions
4	Invest in fast growing segments	<ul style="list-style-type: none">• Targeting DP products & commercial resources• Focusing efforts across GE to grow faster

Positioning Distributed Power for long term, profitable growth



Invest in differentiated products

TM2500



Application

Fast Power

Our

Differentiator

Speed ...

Mobile power plant

*Customer
Outcome*

Order to kW in 10 days

J920



Flexible Power

Efficiency ...

1.5 pt advantage

~\$2M of savings / year¹

LM6000



Combined cycle & CHP

Efficiency ...

1 pt advantage

~\$8M of savings / year²

Improve customer outcomes ... make them more profitable



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¹ Ten unit plant operating 6k hours/yr, \$12/MMBTU gas price

² Base loaded plant, \$12/MMBTU gas price

Grow services

● Jenbacher gas engines
12,200 units

● Waukesha gas engines
22,900 units

● Aeroderivative gas turbines
2,400 units



Increase \$/installed base by +15% by 2016

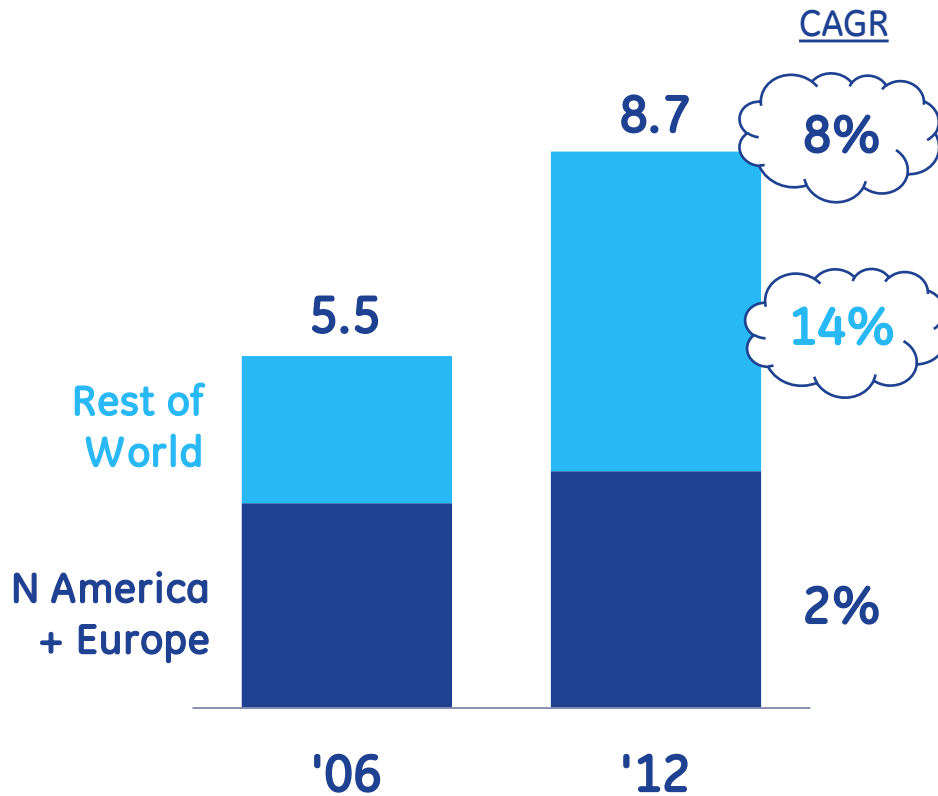


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Win in emerging regions

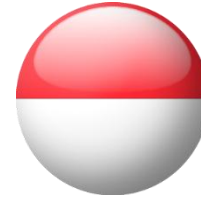
New unit orders

Engines and turbines (GW)



Key countries

Indonesia



Nigeria



China



Russia



Mexico



Algeria



Turkmenistan



Libya



Mozambique



Capturing the growth ... building local capabilities

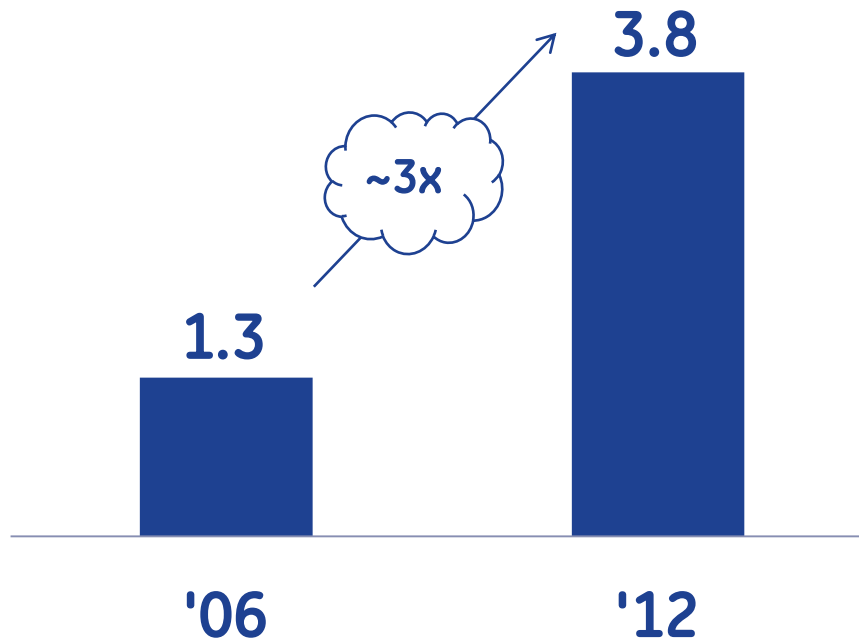


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Invest in fast growing segments

Orders in Oil & Gas segment

GE Dist Power engines & turbines (GW)



Key segments

Outlook

PG (OECD)



PG (non-OECD)



Oil & gas



Rentals



Virtual pipelines



Finding the growth ... continue to grow faster than GDP



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GE Distributed Power

In a big, growing and high tech segment
... a great space for GE to invest

GE's core capabilities are a differentiator
... will enable our success

Positioned for profitable growth
... differentiated products & services, growth regions & segments

