



# Insurance Update Supplemental Information

1. 2017 Operating framework: Industrial + Verticals\*
2. 2017 Operating framework: Industrial CFOA\*

\*Non-GAAP financial measures. See the following pages for reconciliations of these measures to the most directly comparable GAAP financial measures.

# 2017 Operating framework: Industrial + Verticals

2017E Industrial operating + Vertical EPS

\$1.05-1.10

Items not included in non-GAAP metric:

1. Non-operating pension costs, which we estimate to be approximately \$(0.16) – (0.17) on an EPS basis for the year
2. Capital Other continuing earnings (excluding the Verticals), which we estimate to be ~\$(0.06)-(0.09) on an EPS basis for the year. This amount is affected by, among other things:
  - The timing of when, and the amount by which, the Company pays down GE Capital's outstanding debt; and
  - The timing and magnitude of the costs associated with GE Capital's exit plan.
3. GE Capital Insurance-related charges
4. Impact of tax reform
5. Industrial portfolio-related charges including held-for-sale



Note: The company cannot provide an equivalent GAAP guidance range without unreasonable effort because of the uncertainty of the amount and timing of events affecting earnings as we execute the GE Capital Exit Plan. Although we have attempted to estimate GE Capital's Other continuing earnings for the purpose of explaining the probable significance of this component, as described under number 2, this calculation involves a number of unknown variables, resulting in a GAAP range that we believe is too large and variable to be meaningful.

# 2017 Operating framework: Industrial CFOA

(\$ in billions)

	<u>2017E</u>
GE CFOA	~\$9
Less: GE Capital dividend	4
<b>Industrial CFOA</b>	<b>~\$5</b>
Less: Pension & deal taxes	~(2)
<b>Industrial CFOA ex. deal taxes &amp; pension</b>	<b>~\$7</b>



