



GE Transportation

October 24, 2017

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GE: An American Company, Winning Globally

Winning Globally Helps People Locally



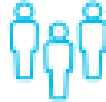
100,000+
U.S. EMPLOYEES



180+
U.S. MANUFACTURING
FACILITIES



15,000+
DIRECT U.S. SUPPLIER
COMPANIES



235,840
U.S. RETIREES



10,000
VETERANS
EMPLOYED



180
COUNTRIES BUY GE
PRODUCTS, SERVICES



\$20 B
ANNUAL U.S.
EXPORTS



60%
OF GE ORDERS CAME FROM
OUTSIDE THE US IN 2016



GE Transportation

An aerial photograph of a freight train winding through a dry, desert-like landscape. The train consists of a locomotive at the front, followed by several flatcars and a large stack of white-wrapped cargo. The terrain is arid with sparse, low-lying vegetation. The sky is clear and blue.

WHO WE ARE

Established over 100 years ago

Presence in more than 10 US sites

Multi-national team nearly
9,000 strong

Chicago-based headquarters

WHAT WE DO

Locomotives & Services

Driving high-tech change across rail industry

Mining & Digital Mining

Enabling safe mining practices & more efficient mining ecosystem

Marine Solutions

Applying technology expertise to marine, stationary, & drill motors

Digital Solutions

Combining decades of industrial leadership with data science

Unlocking opportunities in North America and globally

North America



- ✓ 16,000+ install base
- ✓ Successful tech innovation ... Tier 4
- ✓ Driving increased digitization
- ✓ Modernizing fleets



South Africa



- ✓ 233 locomotives
- ✓ Partnership for local assembly

India



- ✓ 1,000 Locos
- ✓ \$2.5B backlog
- ✓ 10 year equipment & service

Kazakhstan



- ✓ Extended commercial framework ... 9 more years
- ✓ Deep partnership
- ✓ Entered 50/50 JV for local assembly

- ✓ Developing offerings for global solutions
- ✓ GE Industrial Finance adding competitive advantage

What it takes to be Digital Industrial

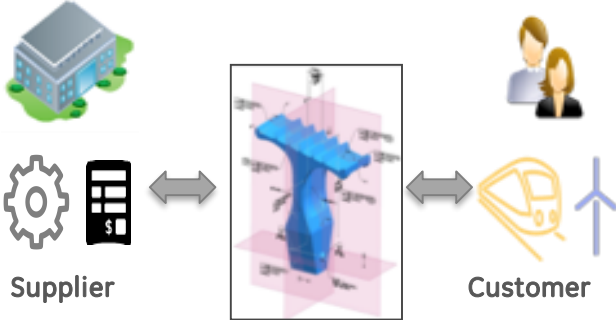
GE FOR GE



PRODUCTIVITY

- Digital thread
- Predix + data
- Digital twin

GE FOR CUSTOMERS



APPS

- GE's software business
- "Inside-out" strategy
- Outcomes for customers

GE FOR WORLD



PLATFORM

- Predix
- Secure
- Cloud for industry



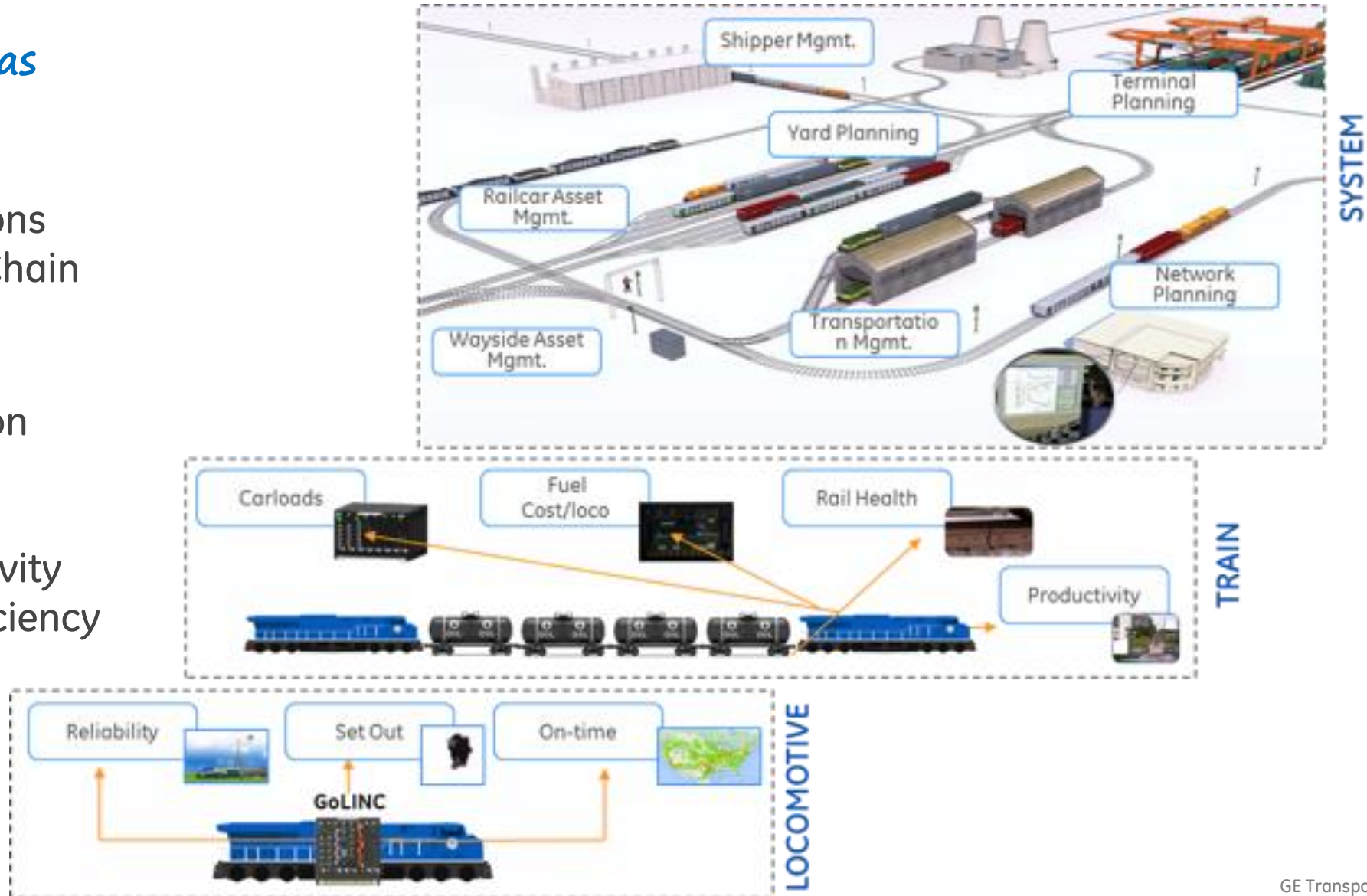
Connecting today's freight rail landscape

Focus Areas

- ✓ Asset
- ✓ Network
- ✓ Operations
- ✓ Supply Chain

Outcomes

- ✓ Utilization
- ✓ Velocity
- ✓ Dwell
- ✓ Productivity
- ✓ Fuel Efficiency
- ✓ Safety



Driving digital adjacencies

Deutsche Bahn Cargo



- ✓ Improving fleet reliability on non-GE locos
- ✓ 25% ↓ in service failures
- ✓ 1st European digital contract ... performance based contract

Port of Los Angeles



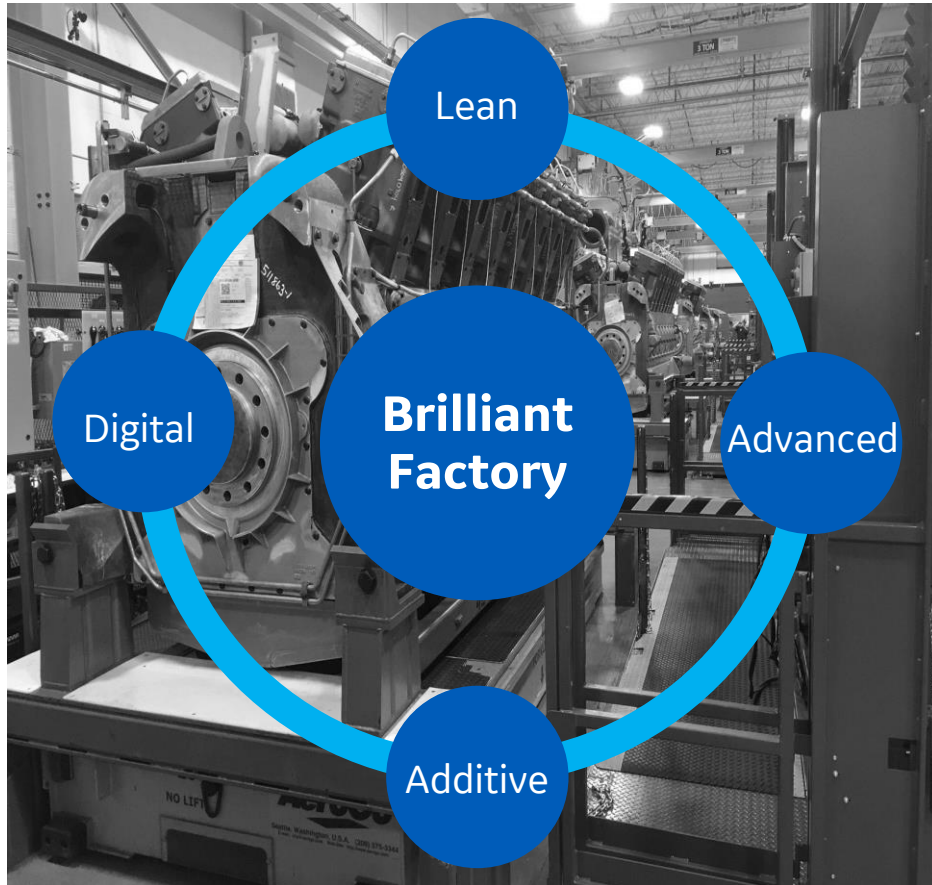
- ✓ Largest U.S. container port
- ✓ Launched with pilot at 1 terminal ... expanded to \$12MM deal for whole port
- ✓ Expecting 8-12% efficiency ↑ at port
- ✓ ↑ supply chain performance, planning, reliability, throughput



✓ Purposeful investment in customer value and GE position

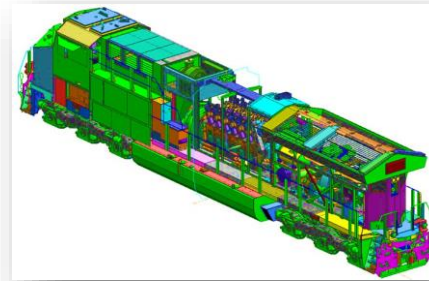
Next Generation Jobs

Brilliant factory solution



Additive opportunities

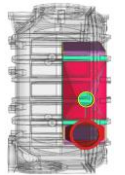
Heat exchange example



~2,000 parts → 1

~60% size reduction

Improved quality



- ✓ Optimized designs ... cost reduction in ACO + drive competitive advantage
- ✓ Improve reliability ... reductions in non-scheduled removals + reduce number of parts
- ✓ Improve efficiencies ... fuel consumption and NOx emissions



