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

**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

<table>
<thead>
<tr>
<th>North America</th>
<th>South Africa</th>
<th>India</th>
<th>Kazakhstan</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ 16,000+ install base</td>
<td>✓ 233 locomotives</td>
<td>✓ 1,000 Locos</td>
<td>✓ Extended commercial framework ... 9 more years</td>
</tr>
<tr>
<td>✓ Successful tech innovation ... Tier 4</td>
<td>✓ Partnership for local assembly</td>
<td>✓ $2.5B backlog</td>
<td>✓ Deep partnership</td>
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<tr>
<td>✓ Driving increased digitization</td>
<td>✓ Modernizing fleets</td>
<td>✓ 10 year equipment &amp; service</td>
<td>✓ Entered 50/50 JV for local assembly</td>
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✓ 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