

GE Oil & Gas overview



From extraction, to transportation, to end use ...

Gas Storage
& Pipeline

On- and Offshore
Oil & Gas Production

Distributed
Gas

Power
Generation

Offshore

Drilling

LNG

Refining
& Petrochemical

Subsea

Services & Predictivity
Skills Development

Cutting edge technology & service
solutions across the value chain

Our technology solutions

Subsea Systems

- Subsea trees & wellheads
- Subsea power & processing
- Controls
- Manifolds
- Flexible risers
- Flow lines
- Specialty connectors & pipes



~45,000
employees

~\$17B
revenues '13

Drilling & Surface

- Drilling risers
- Blow-out preventers
- Electric submersible pumps
- Logging while drilling & wire line tools
- Surface wellheads & flow control
- Logging services
- Well Performance Services
 - > Lufkin
 - > Artificial lift: rod lift, gas lift, plunger lift, progressive cavity pumps, hydraulic pumping units
 - > Service & repair
 - > Engineered industrial gears
 - > Fluid film bearings



Measurement & Control

- Asset condition monitoring, control sensing & inspection solutions
- Optimization & diagnostic software
- Pipeline inspection and integrity services
- Control & safety relief valves
- Fuel dispensers & payment terminals
- Fuel control & retail systems

Turbomachinery Solutions

Turbomachinery equipment and services for the upstream, midstream and LNG segments including:

- Gas turbines
- Axial & centrifugal compressors
- Electric motor driven compressors
- Turn-key industrial modular solutions
- Turboexpanders & heat exchangers
- Contractual & maintenance services
- Upgrades & industrial applications
- Monitoring & diagnostics

Downstream Technology Solutions

Equipment & services for the refinery & petrochemical, distributed gas and industrial applications including:

- Steam turbines
- Reciprocating compressors
- Distributed gas solutions – small LNG & CNG
- Pumps, valves & distribution systems
- Blowers & compressors
- Maintenance services & remote monitoring & diagnostics

Delivering customer solutions by applying systems-level engineering across the portfolio





Turbomachinery Solutions to fuel the future



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Turbomachinery Solutions (TMS)

6,000+ PEOPLE ACROSS 6 CONTINENTS

OUR PORTFOLIO

DRIVERS



Aeroderivative
Gas Turbines



Heavy Duty
Gas Turbines



Synchronous & Induction
Electric Motors

COMPRESSORS



Centrifugal & Axial



Direct Drive
High Speed



Integrated



Subsea



Turbo
expanders

TURN-KEY SOLUTIONS

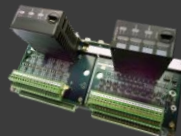


Industrial Modules

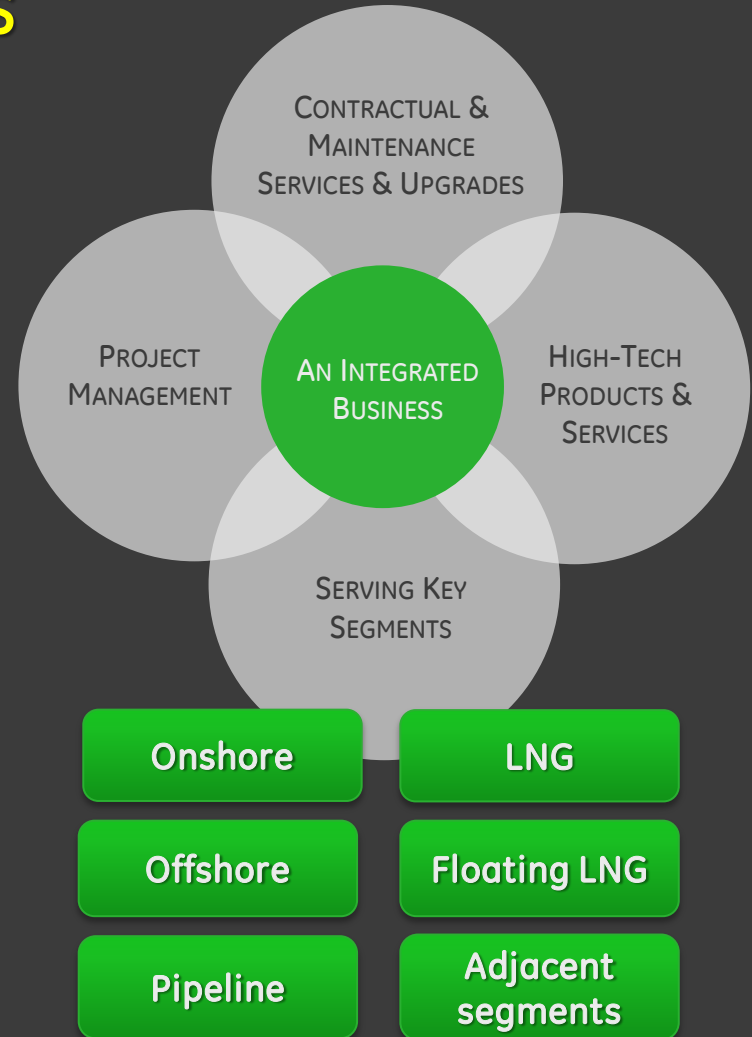


Waste Heat Recovery

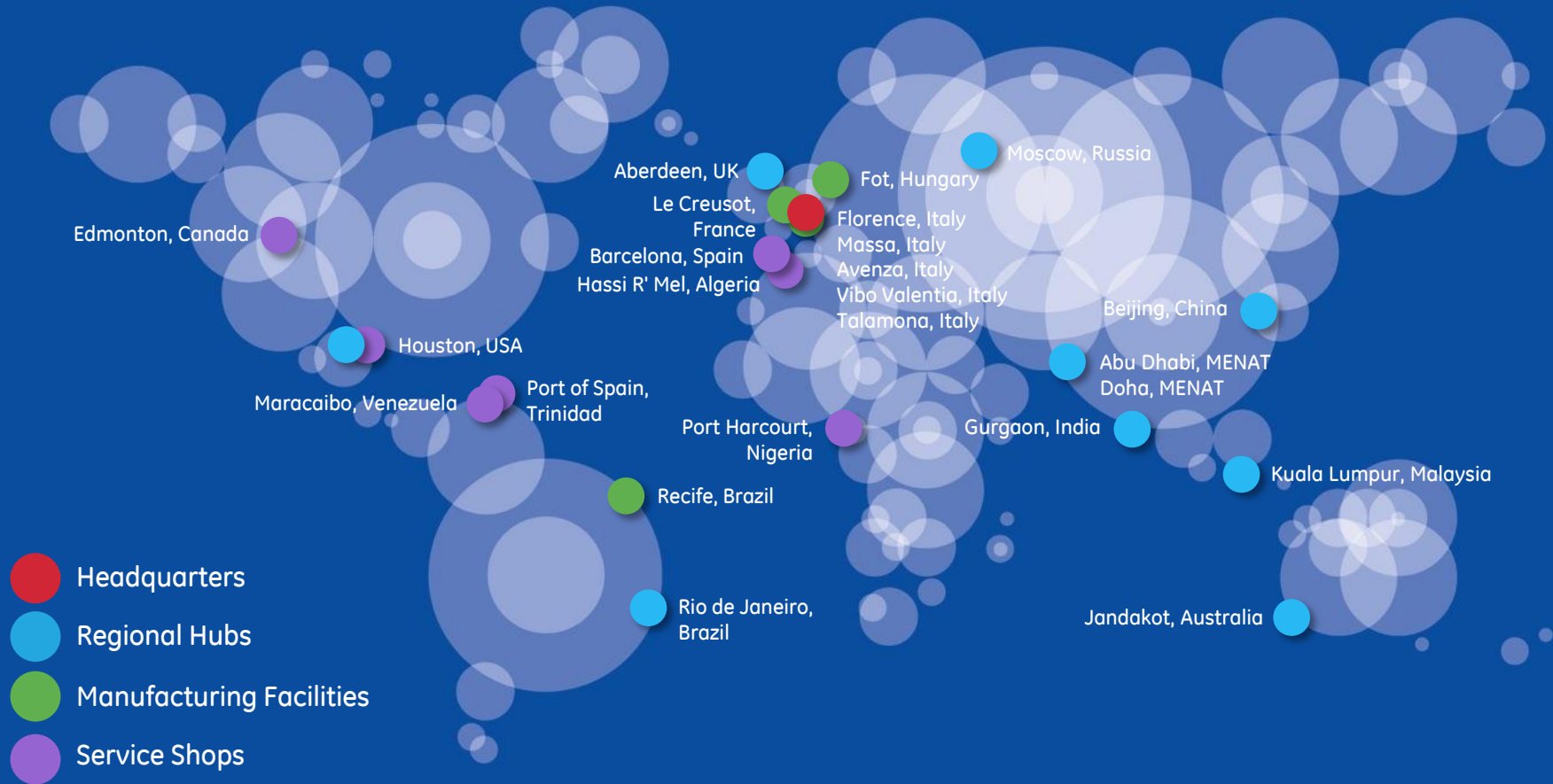
COMPACT CONTROL SYSTEMS



AIR COOLED HEAT EXCHANGERS



Where we are



Key Turbomachinery Solutions hubs



TMS Buy ... 1 of 3

Raw material ... \$260M



Open/Closed
die Forgings



Investment
casting



Steel
Castings



Iron
Castings

- CC Casting ... introduced Lost Foam Technology
- Forging ... wide product range impellers, shaft, casing, inner casing
- Forging ... big sized/weight item repeatability ... high for GT, low for CC
- Inv Castings ... Gas Turbine driven

Fabrication ... \$120M



Baseplates &
Enclosures



Steel
Structures



Plenums



Piping

- Long lead time items ..on critical path
- TRS impacted .. High Quality management
- Critical welding/machining activities
- Customer restriction ... need market references



GE imagination at work

TMS Buy ... 2 of 3

Engineered Systems... \$1400M



**Air Inlet
Filter Houses
& Ducts**



**Waste Heat
Recovery Units**



**Lube Oil
Systems**



**Pressure Vessels
& Heat
Exchangers**

- Functional specifications
- High level of customization
- Vessels critical for standard codes and tickness
- LOC Vendor List constraints for subcomponents
- Gas Turbine additional \$540M volume

Electrical & Controls ... \$440M



**Control
Panels/Rooms**



**Batteries &
Transformers**



**MV/LV
Motors &
VSDS**



**Electric
Generators**

- Control Panels/Rooms ... critical for drop shipment management
- Motors & Generators cost key to beat competition
- High level of customization
- VL restriction ... need market references

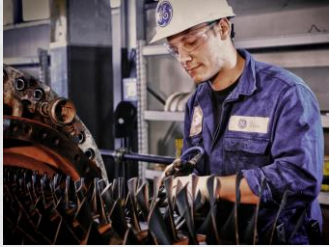


GE imagination at work

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TMS Buy ... 3 of 3

Other Commodities ... \$700M



Field Service
Manpower



C-Parts & Miscellaneous



MFG Shops Operations



Local Buy

- Service and Manufacturing Sites Support
- Local regulation and permit
- High fragmentation, low repitability
- Short cycle
- Small machined parts, hardware, gaskets
- Intellectual Property
- Customer Responsiveness
- OEM

\$3B Yearly Global Buy ... Growing Opportunities



GE imagination at work

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We need a “Reliable Partner”

1 Quality

... Basic customer expectation, NO escaping DEFECT

2 Cost

... Be competitive, drive productivity and cycle reduction

3 OTD / Fast execution

... Fulfillment excellence and Lean simplification

4 Flexibility

... Able to manage O&G biz dynamics/complexity

5 Investing to grow

... Global Customers - Strategic localization, technology, TR&S compliance, solution provider



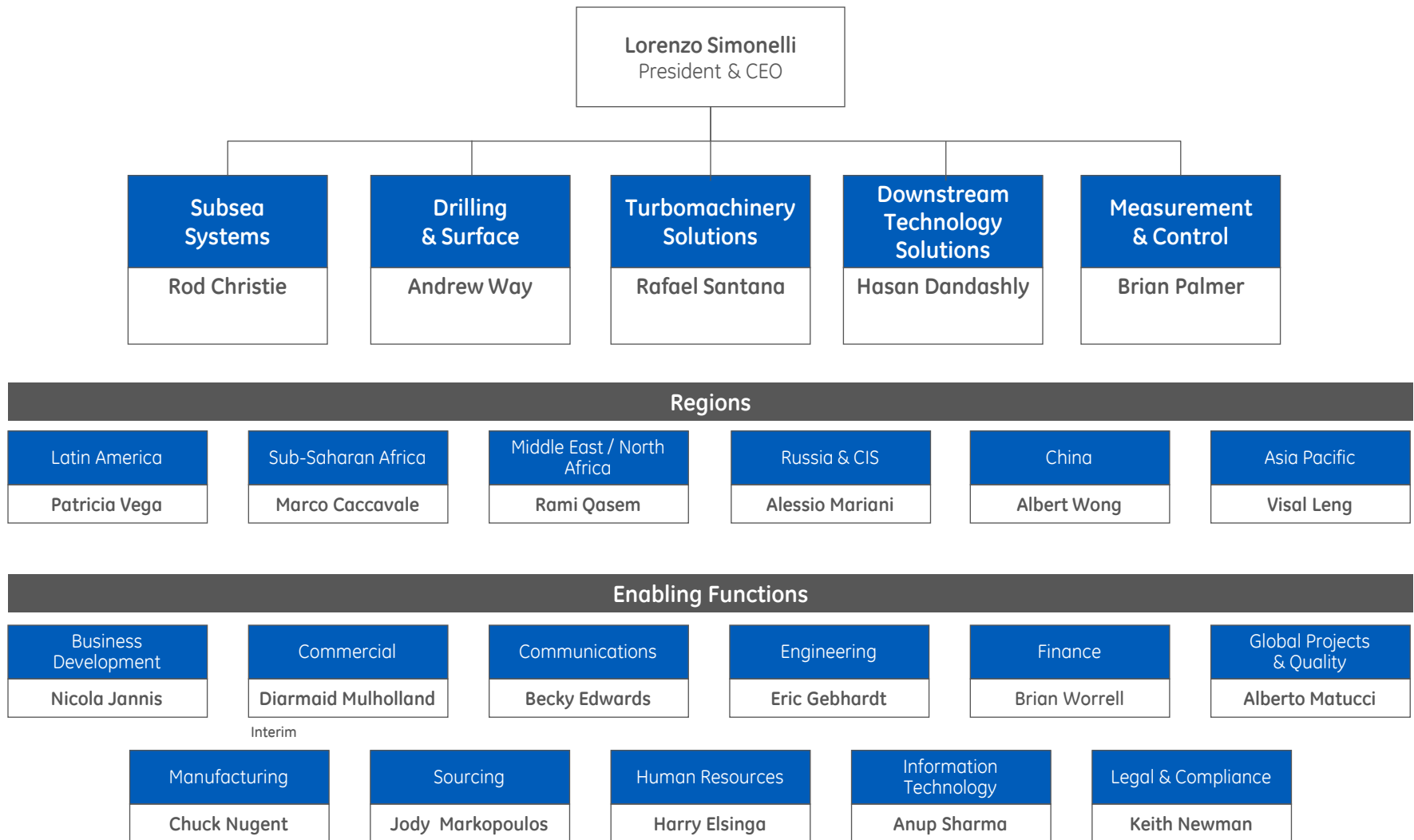
... Working on continuous improvement



GE imagination at work



GE Oil & Gas organization chart 2014



A new era for GE Oil & Gas

How we have built the company

ACQUISITION STRATEGY
FOCUSING ON
HIGH-GROWTH AREAS
ACROSS THE VALUE STREAM

Mudline

- VetcoGray (2007)
- Hydril (2007)
- Wellstream (2010)
- Naxys (2012)
- PRESENS (2012)

Topside

- Nuovo Pignone (1994)
- Salof (2013)
- PRESENS (2012)
- Cameron Reciprocating Compression Division (2014)

Well Equipment

- Sondex (2007)
- Wood Group – Pressure Control, ESP (2010)
- Dresser (2011)
- Salof (2013)
- Lufkin (2013)

Services

- Bently Nevada (2002)

