

# 2024 INVESTOR DAY

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#### **Caution concerning forward-looking statements:**

This presentation contains "forward-looking statements" – that is, statements related to future events that by their nature address matters that are, to different degrees, uncertain. These forward-looking statements might be identified by words, and variations of words, such as "will," "expect," "may," "would," "could," "plan," believe," "anticipate," "intend," "estimate," "potential," "position," "forecast," "target," "outlook," and similar expressions. These forward-looking statements may include, but are not limited to, statements about GE Vernova's expected financial performance and financial condition, including revenue growth, profit, cash flows, and earnings per share and GE Vernova's outlook; taxes; the impacts of macroeconomic and market conditions and volatility on GE Vernova's business operations, financial results and financial position and on the global supply chain and world economy; GE Vernova's strategy, innovation and investments; GE Vernova's cost structure; and GE Vernova's funding and liquidity. These forward-looking statements involve risks and uncertainties, many of which are beyond GE Vernova's control.

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#### **Non-GAAP financial measures:**

In this presentation, we sometimes use information derived from consolidated financial data but not presented in our financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered "non-GAAP financial measures" under the SEC rules. These non-GAAP financial measures supplement our GAAP disclosures and should not be considered an alternative to the GAAP measure. The reasons we use these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are included in our Form 10 filed with the SEC and in the appendix of this presentation.

GE Vernova's Investor Relations website at https://www.gevernova.com/investors as well as GE Vernova's LinkedIn and other social media accounts, contain a significant amount of information about GE Vernova, including financial and other information for investors. GE Vernova encourages investors to visit these websites from time to time, as information is updated and new information is posted.

All references to the information published by the IEA refer to information contained in the International Energy Agency (IEA), World Energy Outlook 2023.

## **2024 INVESTOR DAY AGENDA**



7:00AM	BREAKFAST & TECHNOLOGY SHOWCASE		
8:00AM	Welcome	Michael Lapides	
	Safety Moment	Rob Cummings	
	Opening Remarks	Larry Culp & Steve Angel	
	Overview & Strategy	Scott Strazik	
	Power	Maví Zingoni	
	Wind	Vic Abate	
	Q&A	Michael Lapides <i>(moderator)</i> , Scott Strazik, Maví Zingoni, Vic Abate, Ken Parks	
	15 MINUTE BREAK		
	Electrification	Philippe Piron, Scott Reese	
	Innovation & Growth Panel	Jessica Uhl <i>(moderator)</i> , Dan Garceau, Pablo Koziner, Roger Martella	
	Financials & Outlook	Ken Parks	
	Q&A	Michael Lapides (moderator), Scott Strazik, Philippe Piron, Scott Reese, Ken Parks	
and the second	Closing Remarks	Scott Strazik	
11:45AM	INVESTOR LUNCH & TECHNOLOGY SHOWCASE		
1:00PM	PROGRAM ENDS		

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## Site safety

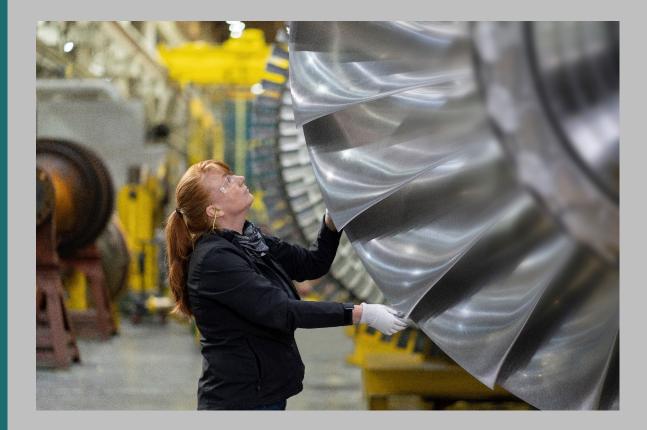


# **TODAY AT CENTER 415**

### In the event of an emergency:

- Please exit the building through same doors you entered
- Follow routes to emergency rally point

If you are unsure about anything, please ask.





# SAFETY MOMENT

### **Rob Cummings** GE Vernova Global Environmental, Health and Safety (EHS) Leader

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# SAFEGUARDING THE FUTURE

#### We live a safety culture that is:

- Enabled by Innovation
- Supported by Technology
  - **Driven** by Science-based programs

## We live a safety culture that delivers results:

- 90% reduction in severe injuries over 5 years
- **45% reduction** in injury & illness rate since 2018
- In line with our vision to be fatality free across all operations & all partners

We protect our people... so they can bring the energy to change the world



# **OPENING REMARKS**

Larry Culp GE Chairman & CEO & GE Aerospace CEO

Steve Angel GE Board member & GE Vernova Non-Executive Chair

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## **BOARD OF DIRECTORS WITH STRONG DOMAIN EXPERTISE**







**Committee Membership:** 

Committee chair

A Audit C Compensation N Nominating & Governance S Safety & Sustainability



# **OVERVIEW & STRATEGY**

**Scott Strazik** GE Vernova CEO



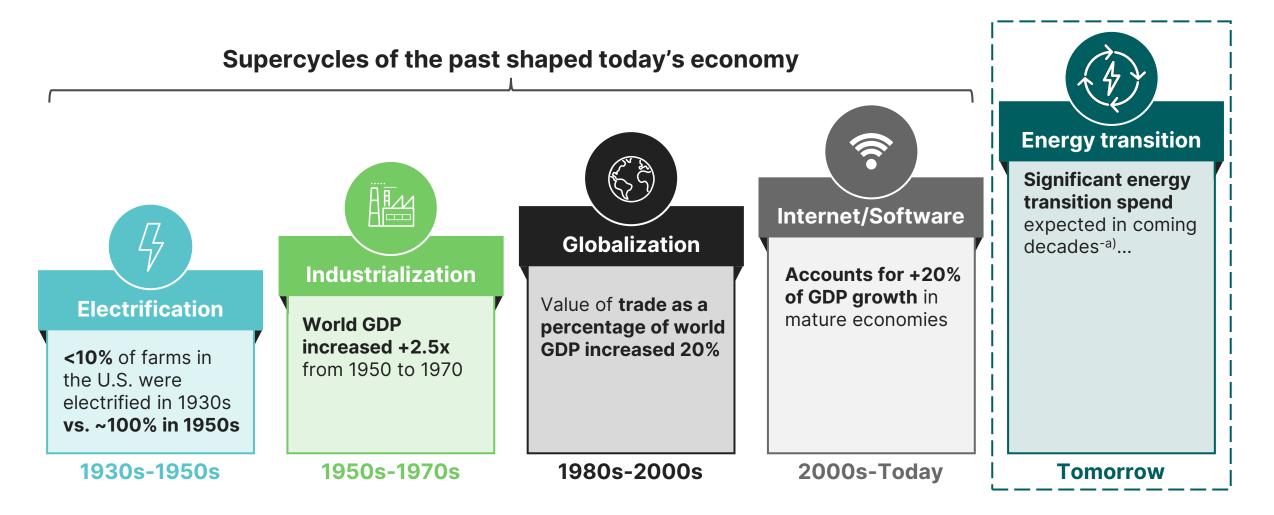
## **Purpose-Built to Electrify and Decarbonize**

Serving the vital energy transition market with **multi-decade growth**  Executing with sustainability, innovation & lean at our core

Delivering disciplined growth to drive margin expansion, higher free cash flow\* & effective capital allocation

## The energy transition – the next supercycle





#### Energy transition to play a meaningful role shaping global economies for decades to come

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# Increased electrification and decarbonization offer major opportunities

## ELECTRIFICATION

><mark>800 TW</mark>

of electricity used for data centers<sup>-a)</sup>, e.g. as large as at least Sweden or potentially Germany

>20%growth in electric vehicles sales through 2025<sup>-b)</sup>

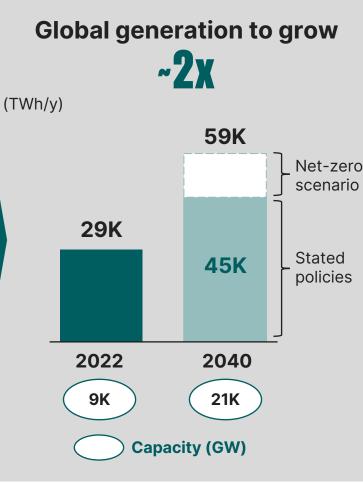
investment required to double clean power consumption in Southeast Asia<sup>-c)</sup> from 2023 levels

## ~750 MILLION

people lack access to electricity today

Source except as otherwise noted: IEA World Energy Outlook 2023 (a- also includes electricity used for artificial intelligence and cryptocurrency

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## DECARBONIZATION

## •800 GW

of coal capacity outside China and India ...

>\$41

of capital to replace coal GW<sup>-d)</sup>

•2x

potential increase in U.S. power demand from industrial electrification

-5%

of all MWh generated are lost due to grid inefficiency in the U.S.

(b – According to Morgan Stanley Equity Research

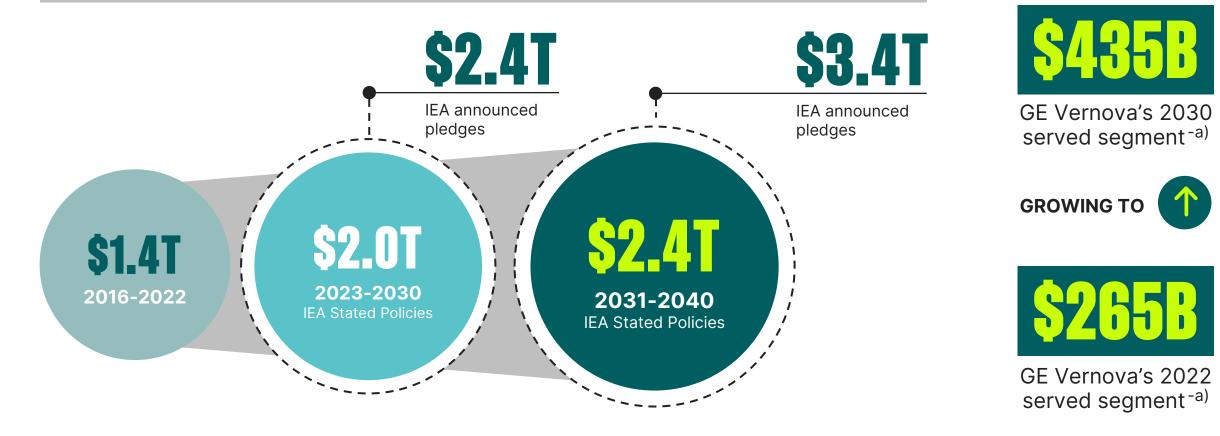
(c – According to Morgan Stanley Equity Research; clean power includes wind, solar, hydro, biomass, batteries, electric vehicle, and hydrogen market infrastructure

(d - Assumes GW replaced by equal parts wind, solar, gas based on average \$/kW from Lazard LCOE 2023

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## Large and growing sector with multi-decade tailwinds

IEA Global power sector and end-use average annual capital investment



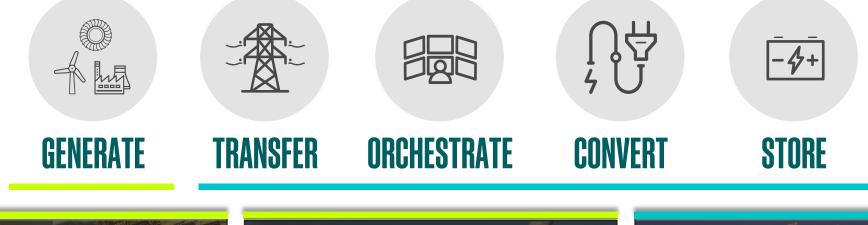
#### Annual electricity investment expected to reach \$2.4 - \$3.4T by 2040

**GE VERNOVA** 

## **Electrifying and decarbonizing the world**



## **GE VERNOVA TECHNOLOGIES**



### POWER

Gas, Steam, Hydro, Nuclear

**\$110B** served available segment<sup>-a)</sup>

### WIND

Onshore Wind, Offshore Wind, LM Wind Power

**\$80B** served available segment<sup>-a)</sup>

## ELECTRIFICATION

Grid Solutions, Power Conversion, Solar & Storage Solutions, Electrification Software

\$75B served available segment<sup>-a)</sup>

We provide essential products & services for the world's electricity systems

## Unique scope and scale needed to lead energy transition 🛞 GE VERNOVA



### Power

**~\$73B** backlog<sup>-a)</sup> (81% services) **~\$17B** revenue

### Strong, growing free cash flow\*

- Services
- Productivity
- Decarbonization technologies



Wind ~\$27B backlog<sup>-a)</sup> (49% services) ~\$10B revenue

## Significant margin expansion in sight

- Leading quality
- Workhorse products
- Improving Offshore Wind



#### 2023 financial metrics

## Electrification

~\$16B backlog<sup>-a)</sup> (19% services)

~\$6B revenue

## Profitable growth accelerating

- Growing backlog
- Electrify industrials
- Best-in-class software

### Well-positioned to deliver as demand accelerates

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# Delivering innovative technologies to create a more sustainable electric power system



**SUSTAINABILITY FRAMEWORK** 

Catalyze access to more secure, sustainable, reliable and affordable electricity to help drive global economic development

Innovate more while using less, safeguarding natural resources

Invent, deploy, and service technology to help decarbonize and electrify the world

Advance safe, responsible and equitable working conditions in our operations and across our value chain

## Proven and trusted long-term customer relationships



Serving the most impactful electricity providers in key markets

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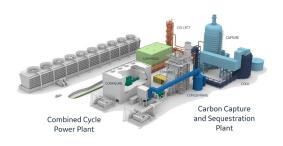
## **Building on over 140 years of innovation**







Small Modular Reactors (SMRs)



Carbon Capture and Sequestration



**GridOS**<sup>®</sup>



Hydrogen Enabled Gas Turbines



Haliade-X platform



High Voltage Direct Current (HVDC)

Investing ~\$1B in annual R&D to generate long-term value

## **EXPERIENCED LEADERSHIP TEAM**



**Scott Strazik** GE Vernova CEO



## **CORPORATE FUNCTIONS**



President



**Ken Parks Chief Financial Officer** 



**Rachel Gonzalez** General Counsel



**Steven Baert** Chief People Officer

#### **BUSINESS SEGMENTS** POWER



Maví Zingoni CEO

ELECTRIFICATION SYSTEMS



CEO

## WIND



Vic Abate CEO

ELECTRIFICATION

ELECTRIFICATION



**Scott Reese** CEO

### **BUSINESS ENABLING FUNCTIONS**



**Pablo Koziner Chief Commercial** Officer



**Kristin Carvell** Chief Communications Officer



**Roger Martella** Chief Sustainability Officer



**Dan Garceau Chief Supply Chain** Officer

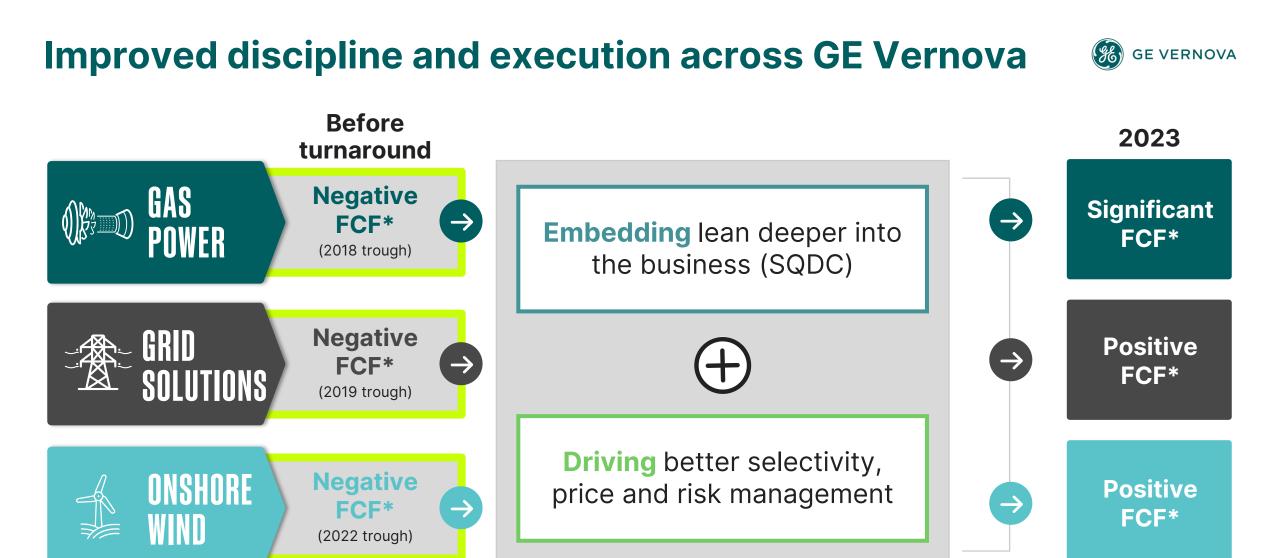
## **GE Vernova lean operating system**



## **APPLYING SAFETY, QUALITY, DELIVERY & COST EVERY DAY**

SAFETY	Drive <b>culture</b> of addressing potential severe events	<b>45% reduction</b> in injury and illness rate across GE Vernova since 2018
QUALITY	Eliminating defects & waste starting in the factory floor	<b>9 TO 5 reduction</b> of Onshore Wind nacelle variants from 2021 to 2024
DELIVERY	<b>Reducing cycle times</b> and improving <b>on-time delivery</b>	<b>3 MILES reduction</b> in distance travelled in the factory for Gas Power's blade manufacturing process
COST	Focus on structural <b>cost-out</b> & business <b>simplification</b>	<b>\$1.888</b>   reduction in fixed cost from major initiatives since 2018 across Gas Power, Onshore Wind and within Electrification

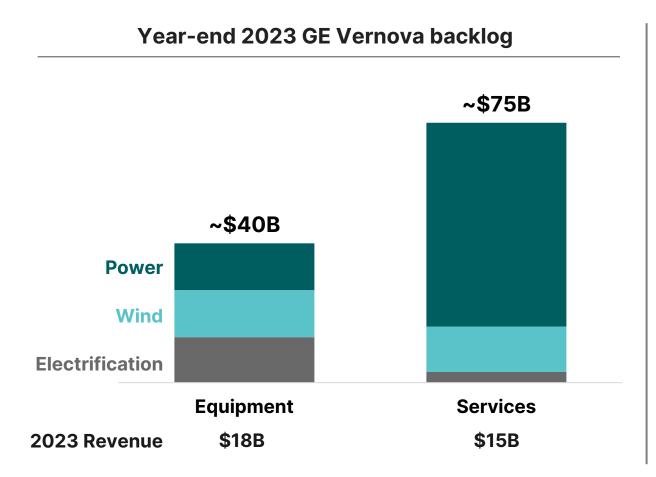
Driving culture of continuous improvement while investing in long-term breakthroughs



Delivering significantly better results now & confident in continued FCF\* growth moving forward

## Our \$116B backlog<sup>-a)</sup> enables profitable growth





#### Growing backlog at better margins

- Equipment backlog grew >\$8B y/y with average margins<sup>-b)</sup> in backlog increasing in 2023
  - Margins<sup>-b)</sup> up >10 points in Onshore & ~5 points in Electrification
  - Electrification backlog nearly doubled and Onshore grew >40% y/y
- Sizeable services backlog at attractive margins with steady LSD growth

#### Beginning 2024 with ~80% of 2024 revenue & ~50% of 2025 revenue in backlog

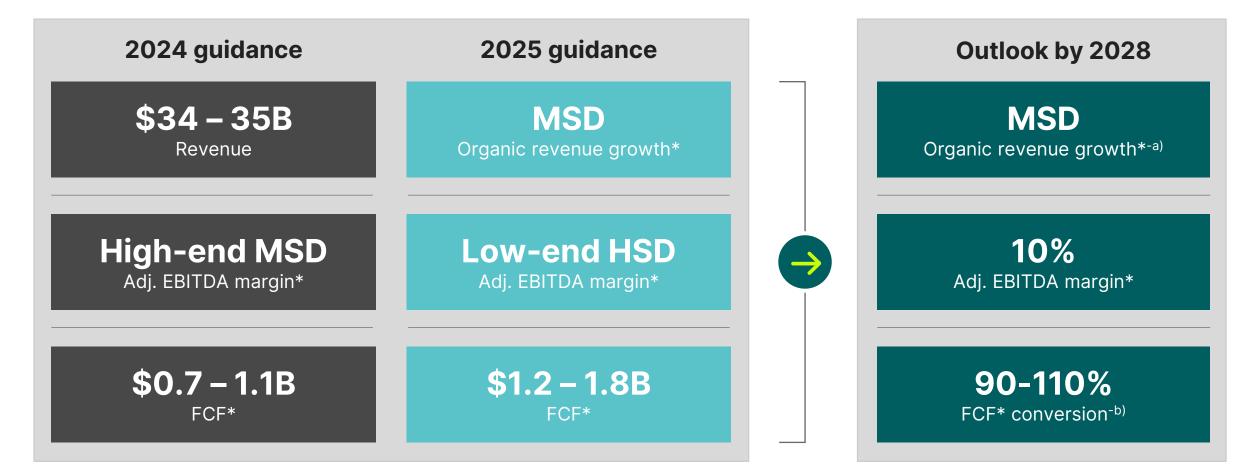
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(a - defined on a remaining performance obligation (RPO) basis

<sup>(</sup>b - refers to average contribution margin in backlog

## **GE Vernova financial outlook**





#### **Strong multi-year financial trajectory**

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## **Energy transition is a growing, exciting market**





**Power generates significant, growing FCF\*** 



Wind expected to experience multiple years of margin expansion



Electrification is a high growth segment with improving profitability



Lean operating system with sustainability & innovation at our core



**GE Vernova well positioned to lead** 

Substantial value creation opportunity ahead



# POWER Strong, growing free cash flow\*

**Maví Zingoni** Power CEO

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## GE Vernova's Power business enables the energy transition





### >800GW

2x installed base vs. nearest competitor

### Meeting baseload & peaking needs

Through HAs<sup>-a)</sup> & Aeroderivatives

### **Expanding margins**

Through lean culture

**Growing FCF\*** 

Through services strength

### Decarbonization

Investing in technology



**SMR technology** Design, commercialize, scale and execute **~3x** Electricity generation growth through 2050

~60GW Service & provide fuel for the installed base



Drive growth In services, volume, and margin

~350GW

~25% of all hydro-power generating capacity installed globally



Pumped storage Key enabler of the energy transition

~400GW<sup>-b)</sup> Servicing critical baseload power

**Simplify** To a higher margin, services business

### **Reliable & dispatchable electricity needed**

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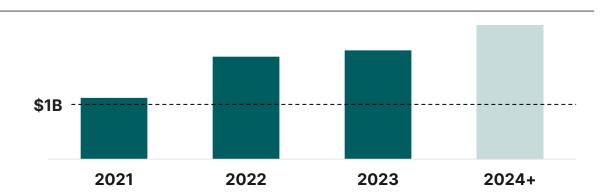
(a – high efficiency air-cooled (HA) gas turbine technology

## **Producing strong and reliable FCF\* now**



## Our playbook delivered significant business transformation

- Selectivity: disciplined underwriting leading to higher margins
- Services: expand services portfolio & offerings on a growing installed base
- **Price:** services escalation and list price increases to offset inflation
- Cost productivity: focused on product cost out and ongoing services productivity
- Lean culture: at the foundation of continuous improvement



#### **Power's significant FCF\* generation**





#### With large installed base of ~1,700 GW, expect to grow FCF\* for a long time

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<sup>(</sup>a - defined on a remaining performance obligation (RPO) basis

# Gas Power's services providing durable and recurring revenue



- 70%+ backlog with 10+ years remaining on HDGT
- ... with significant renewal rates

#### HDGT service agreement backlog by remaining contract length

- 0-5 years remaining
- 5-10 years remaining
- 10-15 years remaining
- 15+ years remaining



Operational flexibility upgrades to complement intermittent renewables

25%

Reduced

fuel burn

#### Strong services franchise creates consistent, long-term FCF\*

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## Upgrades improve plant performance and enhance competitiveness driving ~\$2B revenue / year



44%

Reduced

emissions

**3X** 

Faster

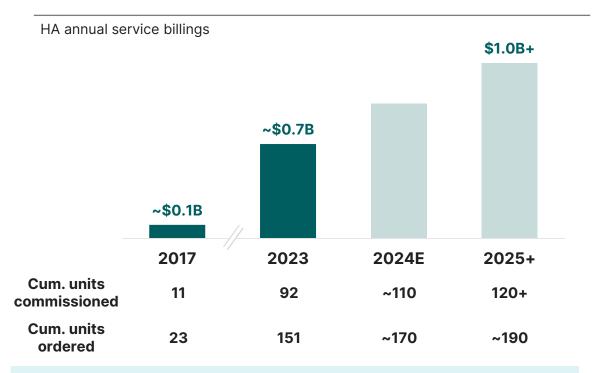
start time

**GE VERNOVA** 

# Adding more HA<sup>-a)</sup> gas turbines to the installed base grows future services backlog<sup>-b)</sup>



#### Growing HA installed base & service billings



Growing HA backlog to meet rising electricity demand

#### Fastest growing H class fleet ... driving high utilization



#### Total operating hours at the end of '23

Largest HA class fleet across OEMs<sup>-c)</sup> and is the leader on hours of commercial operation



#### **Baseload operating hours per year**

High plant efficiency driving ~30% more utilization than rest of the GE Vernova gas fleet



#### Margin expansion on HA services

Early in HA lifecycle ... productivity opportunities through scale and cost improvements.

#### Delivering differentiated technology to create long-term value for customers

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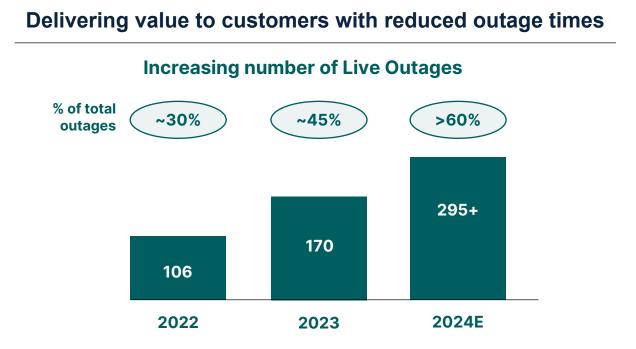
(a – high efficiency air-cooled (HA) technology

(b – defined on a remaining performance obligation (RPO) basis

(c - original equipment manufacturer

## Lean progress accelerating at Gas Power





- Save ~\$75M in services cost over the next three years by executing faster and completing more outages
- Reducing outage cycle time by ~22%, decreasing customer downtime

#### Improving manufacturing with lean lines

#### For every manufacturing hour that switches to a "lean line":



- Moved ~40% of total manufacturing hours to lean lines (+32% from 2019) ... ~2.5M hours saved
- Continued cost & cash flow improvement ... applying "lean lines" on the remaining ~60% of hours

Lean enables significant productivity benefits to customers & shareholders

## **Decarbonizing through multiple innovative solutions**



#### **Coal to gas switching**

25M tons of annual  $CO_2$  reduction enabled from gas units shipped in '23



#### Tampa Electric transition

Replaced coal-fired units with 7HA gas turbines, enabling reduction of  $CO_2$  emissions by 67%

#### Hydrogen

Reached 8.5 million operating hours on hydrogen



#### CS Energy LM2500XPRESS

12 aeroderivative units to provide400MW peaking power using35% green hydrogen

#### **Carbon Capture**

3 Direct Air Capture (DAC) hub awards using GE Vernova technology



Houston area DAC hub Leading feasibility study using GE Vernova SMR & DAC technology

### **Small Modular Reactor**

(SMR)

8 early works agreements to be signed over the next 3 years



#### **BWRX-300 standard design**

Jointly investing ~\$0.5B with three collaborators: Tennessee Valley Authority, Ontario Power Generation & Synthos Green Energy

#### Significant innovation opportunity in Power

## Nuclear SMR is a meaningful growth opportunity

#### Our launch project



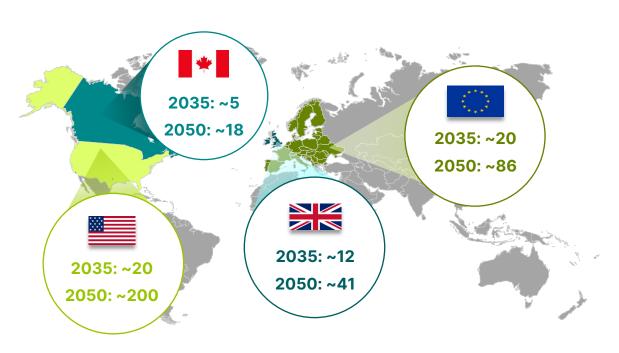
Planned BWRX-300 by Ontario Power Generation at Darlington

**1**ST North American commercial contract for an SMR with framework agreement for three more SMR units

## THE ONLY DESIGN

that leverages an existing licensed reactor design and fuel that is currently manufactured

#### **Priority regions for SMR growth (GW)**



Scaling SMR business to generate \$2B+ in annual revenue by the mid-2030s

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## **Power: expanding profitability in 2024**



Power	2023	2024E	Dynamics
Revenue	\$17.4B	MSD organic growth*	<ul> <li>Solid revenue growth driven by higher Gas services and equipment</li> <li>Greater productivity, services volume &amp; price</li> </ul>
EBITDA	\$1.7B	~100bps organic margin expansion*	<ul> <li>Oreater productivity, services volume a price more than offset inflation &amp; investments in decarbonization technologies</li> <li>Steam becoming a more profitable, services- focused business</li> </ul>
EBITDA margin	9.9%		<ul> <li>Beyond 2024: further margin expansion through price &amp; productivity; continued strong FCF* generation</li> </ul>

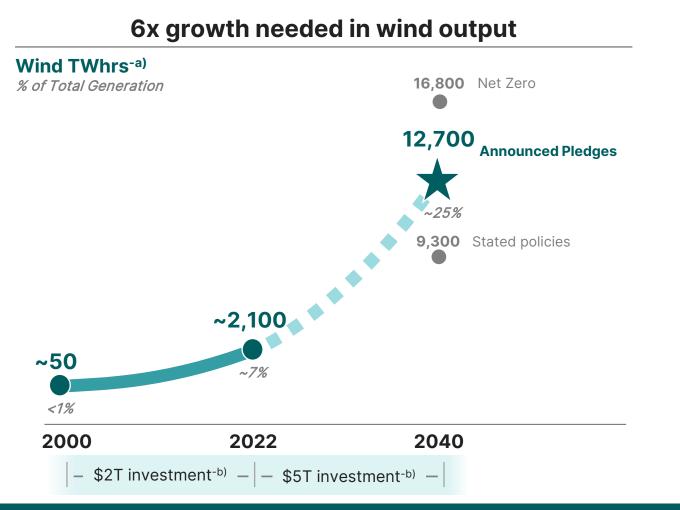
#### Growth & margin expansion led by Gas Power while investing in future opportunities



# WIND SIGNIFICANT MARGIN EXPANSION IN SIGHT

Vic Abate Wind CEO

## Wind: a generational build-out to electrify and decarbonize



## **THE WORLD NEEDS WIND**

required to achieve net zero; 1 out of 4 electrons by 2040

## **HIGH-TECH INFRASTRUCTURE**

premium for reliability at scale

## **FIRST PRINCIPLES TO WIN**

- Workhorse Products
- Lead with Quality
- Focused & Lean

#### Wind is core to delivering the energy transition

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## Workhorse products... core to sustained success



#### **Reliability at scale**

**Reduced variants, more reliable fleets ...** 3 workhorse products

Repeatable operations & scale ...~55K installed base, ~4B operating hours

**Best project economics ...** 80% of U.S. zip codes

#1 U.S. turbine provider over last 2 decades<sup>-a)</sup>





## **MW CONSTRAINED**

Capacity factor leader U.S. manufactured



## **LAND CONSTRAINED**

Energy output leader U.S. manufactured



Capacity factor + energy output leader U.S. manufactured

OFFSHORE

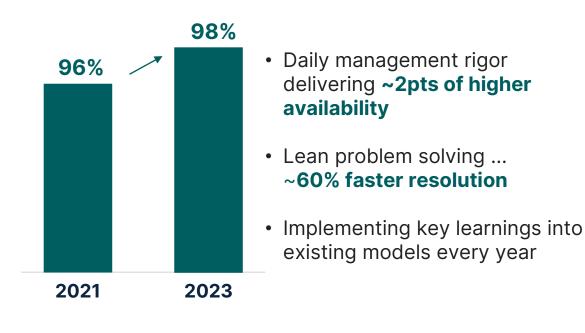
Uniquely positioned to deliver reliable workhorse products & services

## Leading with quality in Onshore

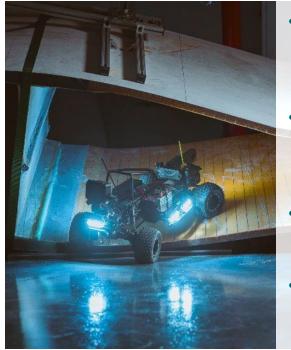


### Driving workhorse reliability

2.8MW-127m first-year availability



### Innovating for enhanced quality at scale



- **Design:** increase key component strength to extend useful life
- Validation: system & subsystem level testing & underwriting
- Manufacturing: Al-driven
   inspection & certification
- Projects & services: targeting minimum 98% availability at launch

### Availability matters ... +2pts = ~6% of the turbine price

**Raising the bar on all product launches** 

### Continuous improvement on quality... delivering with innovation

## Lean underpins Onshore improvement



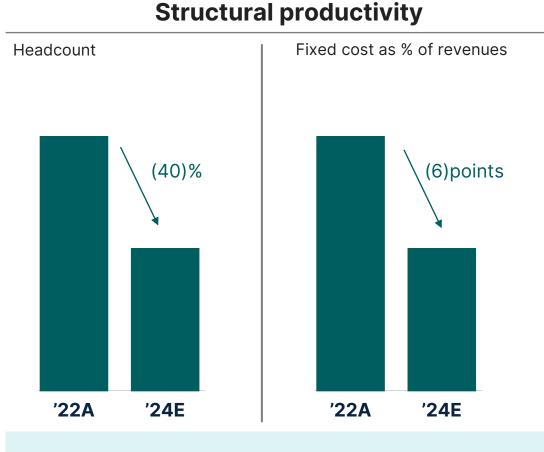
### **Enhanced capability**

**Reduced layers** to bring customers closer to the decision makers

**Refocused R&D** ... fewer design centers, bigger communities of practice

**Repositioned factory footprint** to allow for scalable capacity with minimal investment

**Deploying lean** ... supply chain network to improve safety, quality, delivery and cost

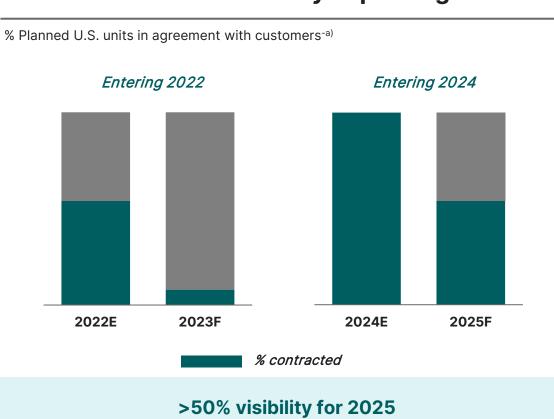


Onshore now breaks even at <1,000 units/yr

Strategically positioned to maintain commercial selectivity... enabling margin expansion

## **Onshore margin expansion secured in backlog**

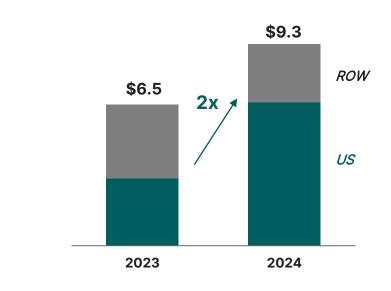




### **Demand visibility improving**

### Favorable mix shift

\$B opening equipment backlog-b)



**10pts higher margin in equipment backlog-c)** 

## Onshore turnaround succeeding... ~\$2B EBITDA swing from 2022 to 2024

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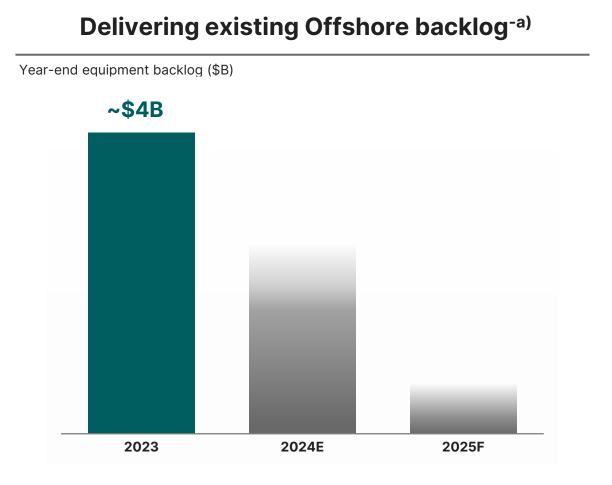
(a – in agreement with customers, secured orders plus tech selects contracted

(b – defined on a remaining performance obligation (RPO) basis

(c - refers to average contribution margin in backlog

## **Focused on improving Offshore results**





### **Key actions**

- Executing ~\$4B backlog ... building >4 million operating hours experience by end of 2026
- Deploying lean to reduce nacelle cycle time by >40% & product cost, while improving quality
- **Refocusing the team** with fewer layers, operating with intense spend discipline
- Positioned to build a better book of business ... applying price & selectivity rigor

### Driving better EBITDA each year... existing backlog largely complete over the next 2 years

## Applying lean and our playbook to Offshore





**Resetting Offshore... quality, price & structural costs** 

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## Wind: significant margin expansion in sight



Wind	2023	2024E	Dynamics
Revenue	\$9.8B	Flat*-a)	<ul> <li>Significant y/y EBITDA uplift in 2024 from price, productivity &amp; cost savings</li> <li>Higher US volume starting in 2H'24 leading to HSD Onshore EBITDA margins</li> </ul>
EBITDA	\$(1.0)B	Approaching	<ul> <li>Lower but more profitable International volume</li> <li>Slight EBITDA improvement in Offshore, delivering on existing backlog<sup>-b)</sup></li> </ul>
EBITDA margin	(10.5)%	profitability	<ul> <li>Profitable beginning in 2025: higher Onshore margin; meaningfully lower losses at Offshore on higher deliveries &amp; productivity</li> </ul>

## **Confident in continued financial improvement**

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(a – organic basis

(b - defined on a remaining performance obligation (RPO) basis



# Q&A

## Scott Strazik, Maví Zingoni, Vic Abate & Ken Parks

Moderated by Michael Lapides







# ELECTRIFICATION PROFITABLE GROWTH ACCELERATING

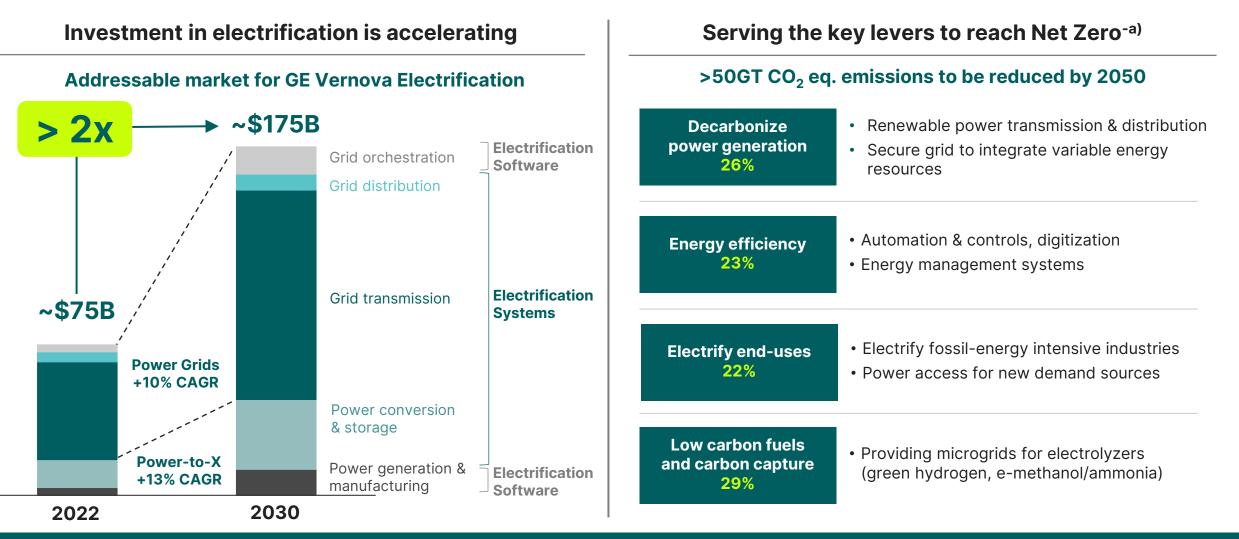
**Philippe Piron** Electrification Systems CEO

**Scott Reese** Electrification Software CEO

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## **Electrification vital to decarbonize the world**





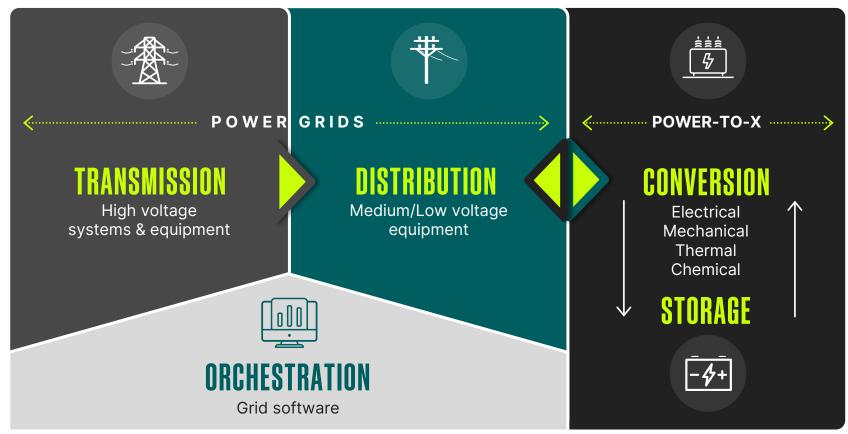
### Substituting technologies powered by fossil energy with technologies that use electricity

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## From point of generation to point of consumption



## GE VERNOVA'S ELECTRIFICATION FOCUS



### **Growth drivers**

### **Energy transition and security**

- Integrate renewables
- Decarbonize end-uses
- National security asset

### Grid stability and flexibility

- Reduce voltage instability / congestion
- Connect distributed energy resources
- Modernize aging infrastructure

### Increasing electricity demand

- Expanded development needs
- Digitization

### **GE Vernova leading across the electrification value chain**

## **Delivering mission-critical solutions for decarbonization (26) GE VERNOVA**

## LEADING-EDGE Power grid Technologies

for grid expansion, stability and sustainability

### **Bulk power transfer**



High-voltage direct current

Solutions to stabilize the grid



Flexible AC transmission systems

More sustainable switchgears and breakers



SF6-free switchgears

## DIFFERENTIATED POWER-TO-X TECHNOLOGIES offering competiti

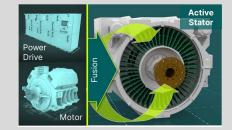
offering competitive advantage for the end-users

## Powering electric arc furnaces for green steel



Direct feed converter

## Fusing motor & power electronics to transform marine propulsion



Active stator

Multi-hour energy storage solution



Battery energy storage system

## Investing to create incremental value



## **Reducing lead-times**



Deploying lean in our US circuit breaker factory to improve delivery

- US customer demand accelerating
- 35% lead-time reduction
- '23 sales 1.5x & higher productivity

## **Expanding Capacity**

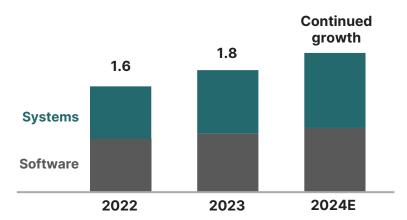


Investing in our UK HVDC transformer & valve factories to meet demand

- Investing to capture HVDC growth
- Doubling current factory capacity
- Building state-of-the-art test lab

## **Growing Services**

**Electrification services revenue (\$B)** 



Investments & lean deployment accelerating services growth

- Upgrading an aging installed base
- Investing in local repair centers
- Expanding service offering range

### Taking action to profitably scale this attractive business

## Our Electrification Software business accelerates the energy transition



## Electrification Software today

- Refocused on mission-critical software
- Industry-leading products driving growth
- Profitable in 2023, following significant cost reductions



Improve performance and reduce emissions in energy production



Modernize and orchestrate transmission, distribution and trading for a secure, sustainable, and reliable grid



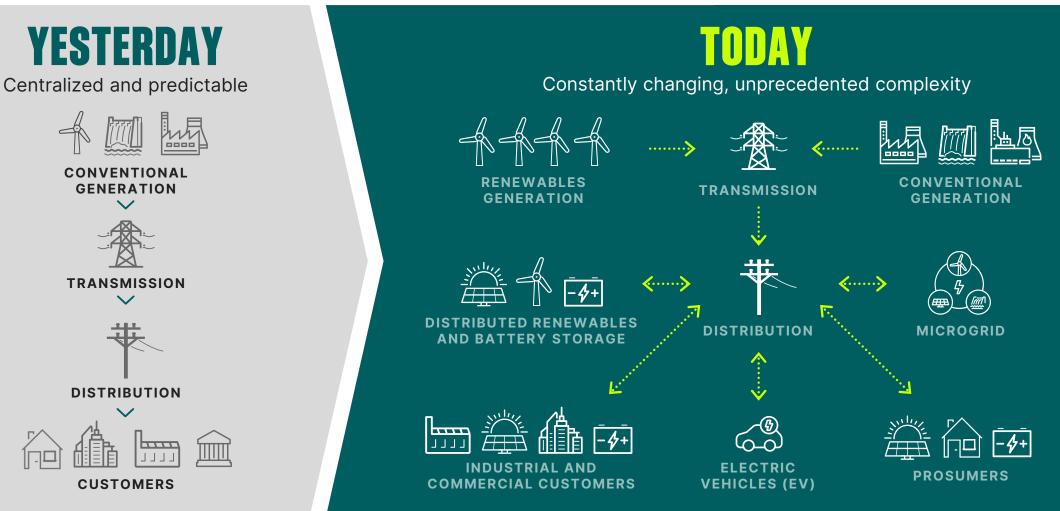
Optimize manufacturing plant efficiency and reduce waste

Customer outcome examples 30% reduced maintenance costs 14% reduction in NOx emissions 18% less network outages40% faster outage restoration times

10-15% YoY energy savings increase 35% product waste reduction

## Increasing grid complexity requires software





Energy transition growing our addressable software sector<sup>-a)</sup> from ~\$8B in 2022 to ~\$27B by 2030

## **GE Vernova leading grid modernization with GridOS®**

 $\rightarrow$ 



## **GE Vernova grid software:**

**75%+** of Fortune 500 utilities

**40%** °

of global transmission line length<sup>-a)</sup>

27%

of global distribution endpoints<sup>-b)</sup>

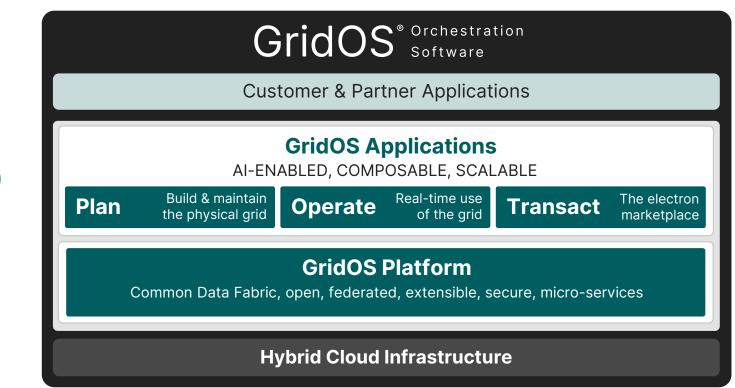
**60%** 

of U.S. electricity market trades

### We lead the industry in innovation

driven applications: forecasting, visual intelligence, autonomy, etc.

First portfolio designed to break down data silos and orchestrate a dynamic grid end-to-end in real-time



## Many large utilities are converting to GridOS® after our 2023 launch

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(a - transmission line length in kilometers (Global Transmission Report and Database, February 2022) in OECD countries

(b - distribution endpoints (Global Electricity DSO Profiles Report, November 2022) in OECD countries

#### (a - represented CAGR from 2022 - 2025

## **Electrification Software is delivering profitable growth**

## By 2025, we expect to be:

Software business

Leader in mission-critical software for energy transition



Annual recurring

revenue<sup>-b)</sup>

**10% CAGR**-a) ~20 percentage points of EBITDA margin expansion 2022-2025

Increasing recurring revenue

provides greater visibility

**Our long-term objectives:** 

 Best-in-class software business measured by profitable growth and margin (Rule of 40)



 Further advancement of GE Vernova's leadership in the energy transition

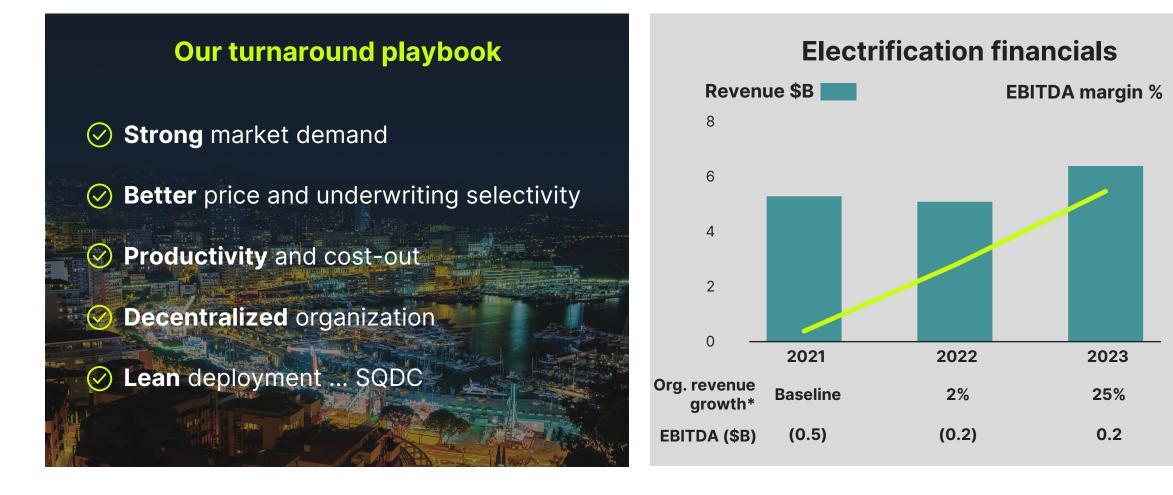
**Electricity software leader with growing recurring revenue** 

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(b - ARR includes Software-as-a-Service (SAAS)/subscription, managed services, maintenance & support revenues plus a portion of term license revenue that is ratably allocated over contract term



## Demonstrating operational and financial improvement



### Profitable in 2023 with significant EBITDA growth opportunity ahead

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10%

5%

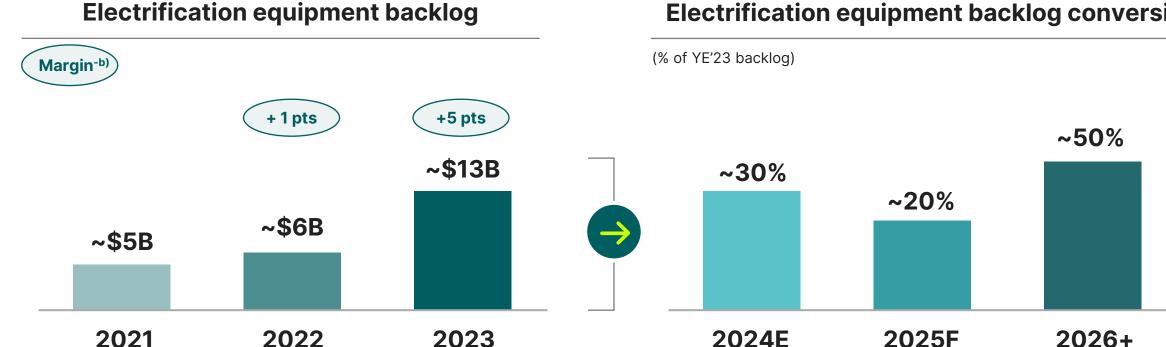
0%

-5%

-10%

## Building a healthy, multi-year backlog<sup>-a)</sup>





- Growing backlog with accretive margins
- Strong demand ... orders > revenue •
- **Selective underwriting** + pricing actions

### **Electrification equipment backlog conversion**

- ~50% of backlog to convert over next 2 years
- Delivery milestones aligned to customer need
- Capacity investments + lean should yield upside ۲

### Sizeable long-term revenue & margin visibility

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<sup>(</sup>a – defined on a remaining performance obligation (RPO) basis

## **Electrification: profitable growth accelerating**



Electrification	2023	2024E	Dynamics
Revenue	\$6.4B	LDD organic growth*	<ul> <li>Delivering growth across Electrification to meet higher demand</li> <li>Increasing backlog<sup>-a)</sup> at higher margins led by Grid Solutions</li> </ul>
EBITDA	\$0.2B	MSD marging	<ul> <li>Volume and price driving margin expansion, more than offsetting growth investments</li> <li>Growing recurring software revenue</li> </ul>
EBITDA margin	3.7%	— MSD margins	<ul> <li>Beyond 2024: strong revenue growth; continued margin expansion from volume, price &amp; productivity</li> </ul>

## Delivering long-term value with a stronger business in an expanding market

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# INNOVATION & GROWTH PANEL DISCUSSION

**Jessica Uhl** GE Vernova President

## **Innovation and Growth panel discussion**







Jessica Uhl President

Oversees Technology, Innovation and Growth at GE Vernova Pablo Koziner Chief Commercial Officer

Leads enterprise commercial strategy



**Roger Martella** Chief Sustainability Officer

Aligns GE Vernova's innovation with the planet's most pressing challenges



**Dan Garceau** Chief Supply Chain Officer

Drives supply chain strategy and GE Vernova's lean transformation



# FINANCIALS & OUTLOOK

Ken Parks GE Vernova CFO

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## **Our financial strategy**





Disciplined, selective top line growth



Driving adj. EBITDA\* growth and continued margin expansion



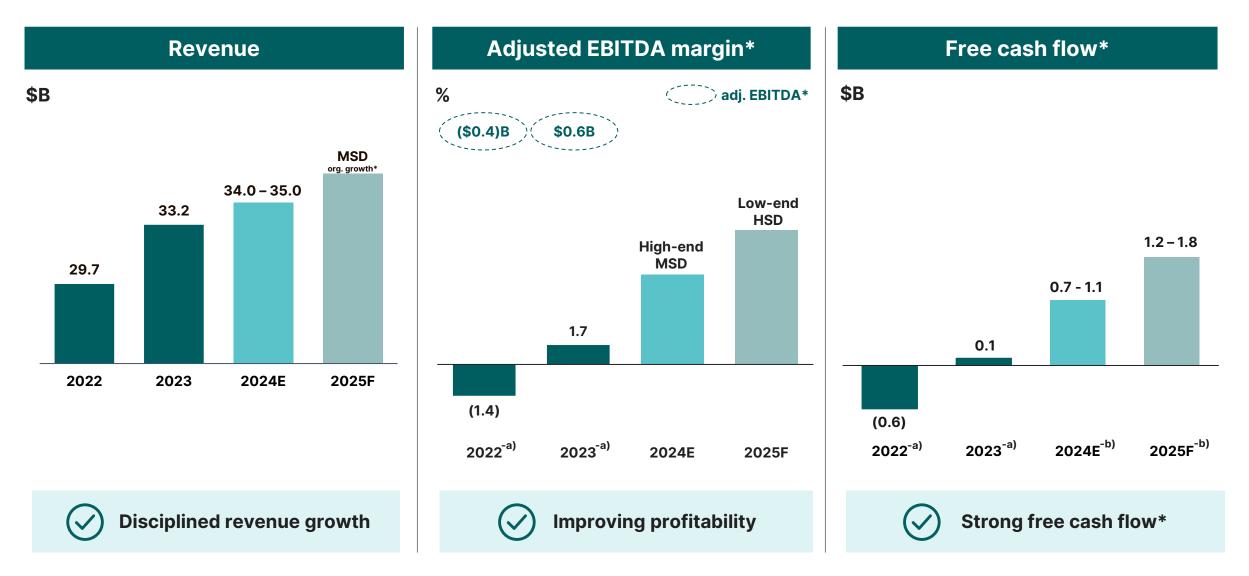
**Delivering strong FCF\* conversion** 



Investment grade rating, continued innovation & strategic capital deployment

## **Building financial momentum to deliver for investors**





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\* Non-GAAP Financial Measure

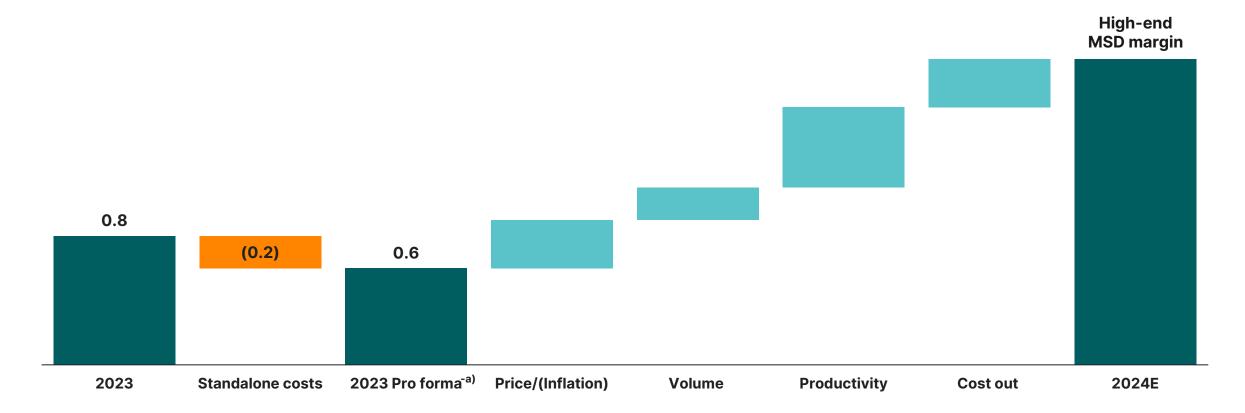
(a – 2022 financials presented on a historical carve-out basis; 2023 financials presented on a pro forma basis after management adjustments

(b - includes ~\$0.1B - \$0.2B expected annual separation cost through 2025; separation cost not included in GE Vernova adjusted EBITDA margin\*

## Significant EBITDA\* growth



GE Vernova adj. EBITDA\* (\$B)



### Key levers in our control to drive adj. EBITDA\* improvement

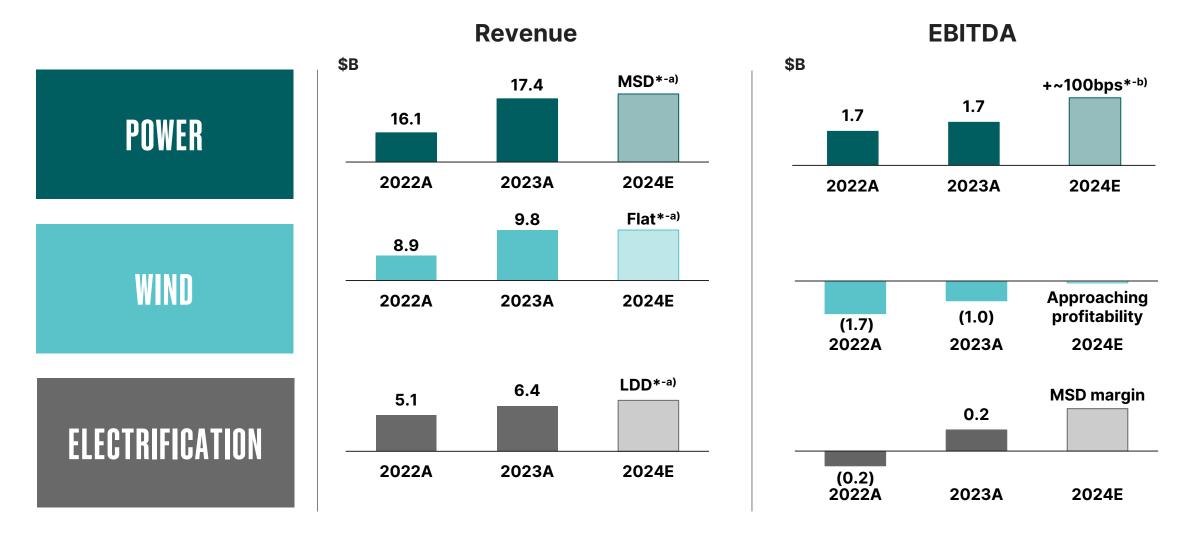
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\* Non-GAAP Financial Measure

(a - 2023 adj. EBITDA\* presented on a pro forma basis after management adjustments

## **Segment financial performance**





**Delivering stronger results in 2024** 

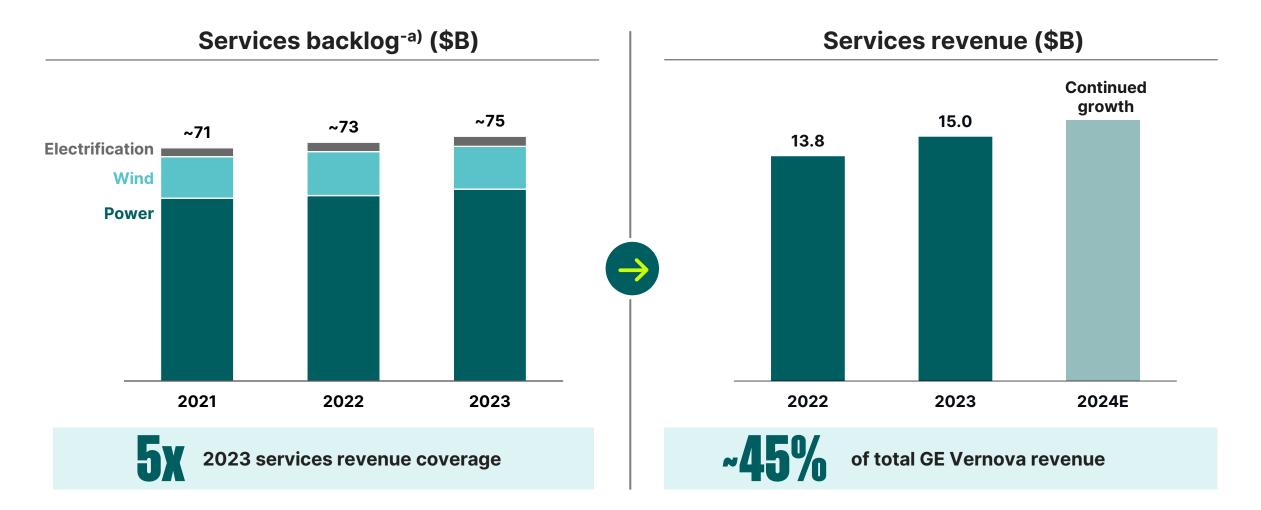
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(a – organic revenue growth

(b – organic margin expansion

## **Increasing recurring revenue from services**





### Services generate healthy margins & strong free cash flow\*

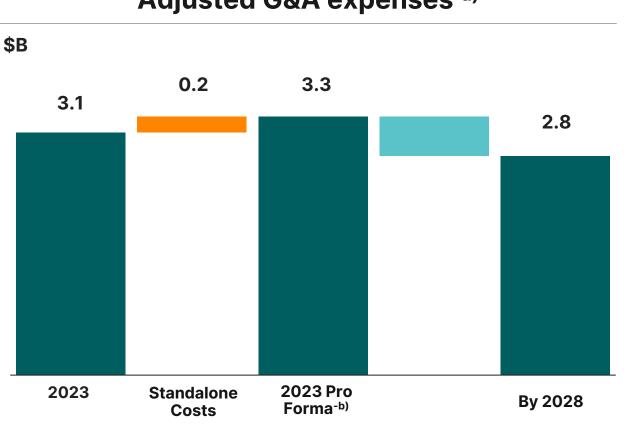
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\* Non-GAAP Financial Measure

(a - defined on a remaining performance obligation (RPO) basis

## Improving our cost structure





### Adjusted G&A expenses<sup>-a)</sup>

### **Key levers**

- Using lean to simplify processes
- Leveraging support functions
- Outsourcing certain 'non-core' activities
- Optimizing **IT systems**
- Reducing legal entities

### ~\$500M in lower adj. G&A<sup>-a)</sup> through our multi-year cost out efforts

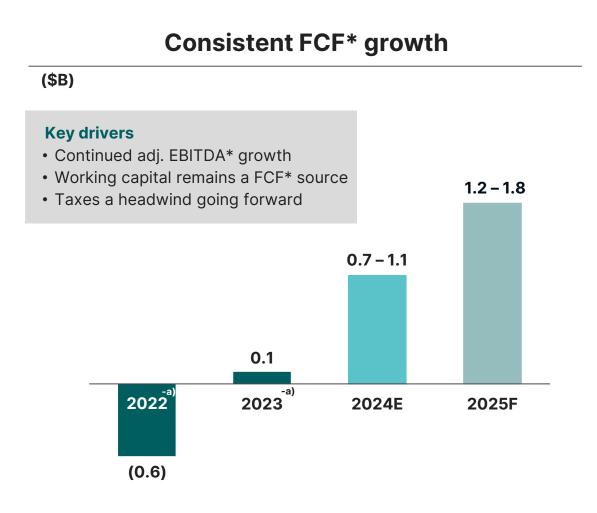
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(a - non-GAAP Financial Measure, G&A component of selling, general & administrative expenses, excluding impact of non-GAAP items and depreciation & amortization

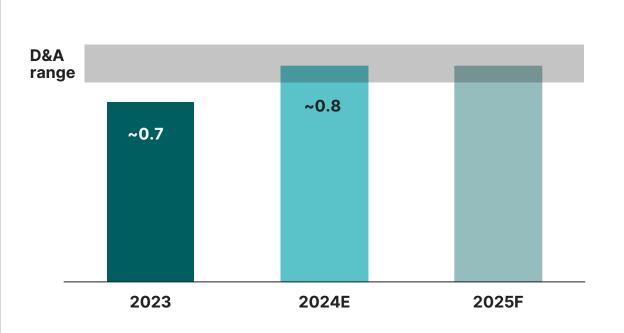
(b - presented on a pro forma basis after management adjustments

## **Substantial FCF\* improvement**





### **Balanced capex supporting growth**



### We expect to deliver increasing FCF\*

Capex spend (\$B)

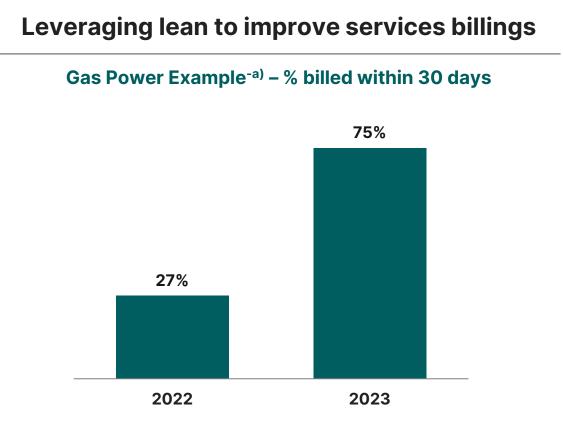
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\* Non-GAAP Financial Measure

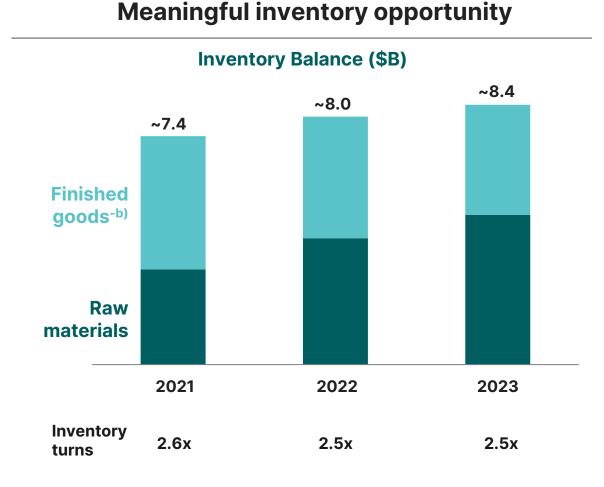
(a - 2022 FCF\* presented on a historical carve-out basis; 2023 FCF\* presented on a pro forma basis after management adjustments

## **Driving further FCF\* growth with lean**





- Avg. bills outstanding decreased 126 days y/y
- Accelerated ~\$250M services cash conversion



## Working capital velocity remains an opportunity to improve FCF\*

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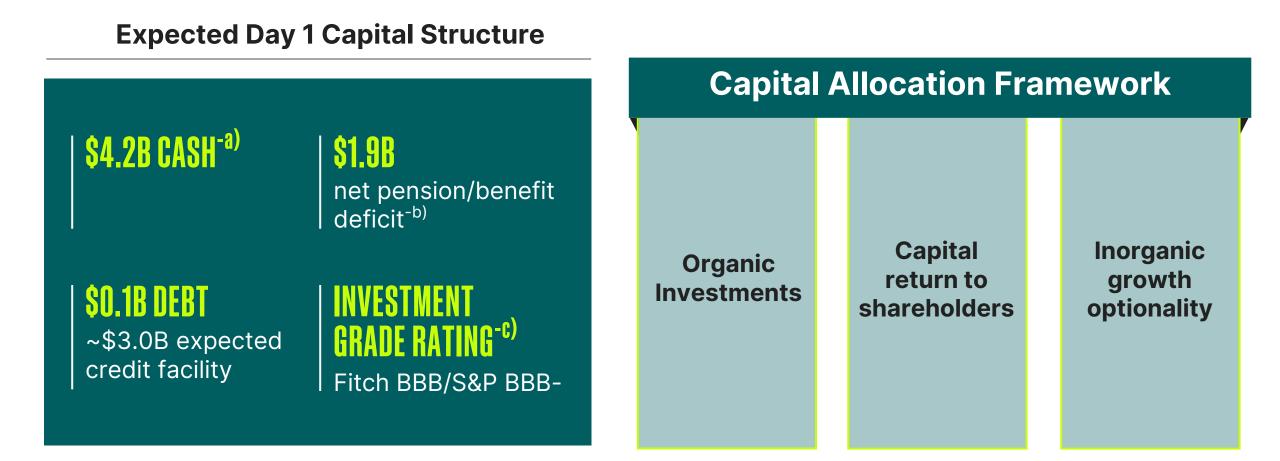
\* Non-GAAP Financial Measure

(a - includes Gas Power contractual services extra work & multi-year maintenance programs

(b - includes Finished Goods and Deferred Inventory Costs

## **Commitment to investment grade credit rating**





### Well-positioned for strategic capital deployment

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(a - includes approximately \$1.2B of cash held in countries with currency control restrictions and \$0.4B expected to be restricted use cash

(b - includes principal and other pension as well as principal retiree benefit plans

(c - refers to expected Fitch credit rating published on February 15<sup>th</sup> 2024 and preliminary S&P credit rating published on February 16<sup>th</sup> 2024

## **Outlook by 2028**



## **Revenue growth**\*-a)

## Adj. EBITDA margin\*

## FCF\* conversion-b)

## Disciplined equipment growth on rising demand

Continued services growth



- Productivity with lean
- G&A cost reduction

## 90-110%

- Strong earnings quality
- Improving working capital velocity
- Managing capex

### Strong multi-year financial trajectory

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Q&A

## Scott Strazik, Philippe Piron, Scott Reese & Ken Parks Moderated by Michael Lapides

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# **CLOSING REMARKS**

**Scott Strazik** GE Vernova CEO

## At the center of this industry's transformation





Driving critical breakthroughs in energy transition

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## **Energy transition is a growing, exciting market**





**Power generates significant, growing FCF\*** 



Wind expected to experience multiple years of margin expansion



Electrification is a high growth segment with improving profitability



Lean Operating System with sustainability & innovation at our core



**GE Vernova well positioned to lead** 

Substantial value creation opportunity ahead



# APPENDIX

## **Non-GAAP reconciliations:**

- Power Organic EBITDA margin expansion
- <u>Electrification Organic Revenues</u>
- Adjusted EBITDA and Adjusted EBITDA Margin
- Pro Forma Adjusted EBITDA
- 2028 Adjusted EBITDA margin
- Adjusted General & Administrative (G&A) expense
- Free cash flow and Free cash flow conversion
- Pro Forma Free cash flow

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## **Power – Organic EBITDA margin expansion\***

### **Power Organic EBITDA margin expansion\***

We cannot provide a reconciliation of the differences between non-GAAP expectations and the corresponding GAAP measure for Organic margin expansion\* in the 2024 outlook without unreasonable effort due to the uncertainty of foreign exchange rates.



## **Electrification – Organic Revenues\***



### **Organic Revenues\***

For the years ended December 31, (\$ in millions)	2023	2022	2023/2022 V%	2022	2021	2022/2021 V%
Electrification (GAAP)	\$ 6,378	\$ 5,076	26%	\$ 5,076	\$ 5,292	(4)%
Less: Acquisitions	2	-		2	-	
Less: Business dispositions	-	-		-	-	
Less: Foreign currency effect	50	(4)		(335)	2	
Electrification organic (Non-GAAP)	\$ 6,326	\$ 5,080	25%	\$ 5,409	\$ 5,290	2%

## **Adjusted EBITDA & Adjusted EBITDA margin\***



### Adjusted EBITDA\* and Adjusted EBITDA margin\*

For the years ended December 31, (\$ in millions)	2023	2022
Net income (loss) (GAAP)	\$ (474)	\$ (2,722)
Add: Restructuring and other charges(a)	433	288
Add: Steam Power asset sale impairment(b)	-	824
Add: Purchases and sales of business interests(c)	(92)	(55)
Add: Russia and Ukraine charges(d)	95	188
Add: Non-operating benefit income(e)	(567)	(188)
Add: Depreciation and amortization(f)	847	893
Add: Interest and other financial charges – net(g)	53	97
Add: Provision (benefit) for income taxes(g)	512	247
Adjusted EBITDA (Non-GAAP)	\$ 807	\$ (428)
Net income (loss) margin (GAAP)	(1.4)%	(9.2)%
Adjusted EBITDA margin (Non-GAAP)	2.4%	(1.4)%

(a) Consists of severance, facility closures, acquisition and disposition, and other charges associated with major restructuring programs.

(b) Represents non-cash, pre-tax impairment charge related to our remaining Steam Power business.

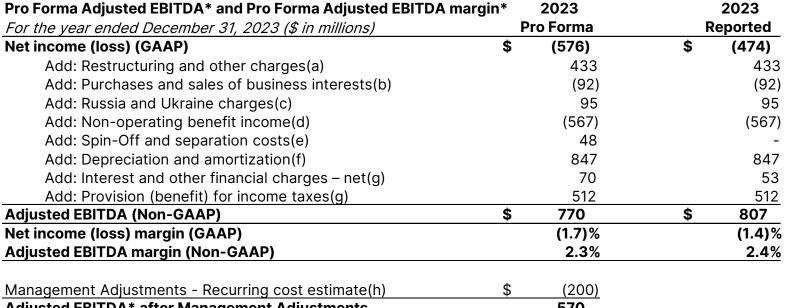
(c) Consists of gains and losses resulting from purchases and sales of business interests and assets.

(d) Related to recoverability of asset charges recorded in connection with the ongoing conflict between Russia and Ukraine and resulting sanctions.

(e) Primarily related to the expected return on plan assets, partially offset by interest cost.

(f) Excludes depreciation and amortization expense included in Restructuring and other charges, the Steam Power asset sale impairment and Russia and Ukraine (g) Excludes interest expense of \$45 million and \$54 million and a benefit for income taxes of \$195 million and \$257 million, offset by a change in valuation allowance of \$27 million and \$258 million, for the years ended December 31, 2023 and 2022, respectively, related to our Financial Services business which, because of the nature of its investments, is measured on an after-tax basis due to its strategic investments in renewable energy tax equity investments. The change in the valuation allowance recorded for the year is driven by the absence of a valuation allowance on production tax credits earned during 2023 given our ability to transfer such credits.

## **Pro Forma Adjusted EBITDA\***



Management Aujustments - Recurring Cost estimate(n)	Ψ	(200)
Adjusted EBITDA* after Management Adjustments		570
Adjusted EBITDA margin* after Management Adjustments		1.7%

(a) Consists of severance, facility closures, acquisition and disposition, and other charges associated with major restructuring programs.

(b) Consists of gains and losses resulting from purchases and sales of business interests and assets.

(c) Related to recoverability of asset charges recorded in connection with the ongoing conflict between Russia and Ukraine and resulting sanctions.

(d) Primarily related to the expected return on plan assets, partially offset by interest cost.

(e) Consists of non-cash non-recurring expenses to be incurred during the twelve months following the Spin-Off for the development of advanced research and other technological infrastructure.

(f) Excludes depreciation and amortization expense included in Restructuring and other charges, the Steam Power asset sale impairment and Russia and Ukraine charges.

(g) Given the nature of certain strategic investments in renewable energy tax equity investments, our Financial Services business has historically been measured on an after-tax basis. While the pro forma adjustments give effect to the removal of these investments, including associated interest expense of \$44 million and production tax

credit benefits of \$183 million, we have maintained an after-tax measurement of the Financial Services business for purposes of presenting Pro Forma Adjusted EBITDA\* for 2023, which includes interest expense of \$1 million and provision for income taxes of \$15 million after adjusting for the transfer of investments to GE.

(h) Includes recurring and on-going costs expected to be incurred during the twelve months following the Spin-Off to operate new functions required for a public company. © 2024 GE Vernova and/or its affiliates. All rights reserved. \* Non-GAAP Financial Measure



## **Adjusted EBITDA margin\***



### Adjusted EBITDA margin\*

We cannot provide a reconciliation of the differences between non-GAAP expectations and the corresponding GAAP measure for Adjusted EBITDA margin\* in the 2028 outlook without unreasonable effort due to the uncertainty of the costs and timing associated with potential restructuring actions and the impacts of depreciation & amortization.

## Adjusted General & Administrative (G&A) expense\*



### Adjusted General & Administrative (G&A) expense\*

For the years ended December 31, (\$ in millions)	2023			
Selling, General & Administrative expense (GAAP)	\$	4,845		
Less: Selling & Marketing expense		1,155		
Less: Restructuring and other charges(a)		265		
Less: Russia and Ukraine charges(b)		78		
Less: Depreciation and amortization(c)		258		
Adjusted G&A expense (Non-GAAP)		3,088		
Add: Management Adjustments - Recurring cost estimate(d)	\$	200		
Adjusted G&A expense* after Management Adjustments	\$	3,288		

(a) Consists of severance, facility closures, acquisition and disposition, and other charges associated with major restructuring programs.

(b) Related to recoverability of asset charges recorded in connection with the ongoing conflict between Russia and Ukraine and resulting sanctions.

(c) Excludes depreciation and amortization expense included in Restructuring and other charges, and Russia and Ukraine charges.

(d) Includes recurring and on-going costs expected to be incurred during the twelve months following the Spin-Off to operate new functions required for a public company.

## Adjusted General & Administrative (G&A) expense\*

### Adjusted General & Administrative (G&A) expense\*

We cannot provide a reconciliation of the differences between non-GAAP expectations and the corresponding GAAP measure for Adjusted General & Administrative expense\* in the 2028 outlook without unreasonable effort due to the uncertainty of the costs and timing associated with potential restructuring actions and the impacts of depreciation & amortization.

## Free cash flow\*



### Free cash flow\*

For the years ended December 31, (\$ in millions)	2022	2023	2024E	2025E
Cash from (used for) operating activities (GAAP)	\$ (114)	\$ 1,186	\$ 1,500-1,900	\$ 2,000-2,600
Add: gross additions to property, plant and equipment and internal-use software	(513)	(744)	(800)	(800)
Free cash flow (Non-GAAP)	\$ (627)	\$ 442	\$ 700-1,100	\$ 1,200-1,800

### **Free cash flow\* conversion**

#### Free cash flow\* conversion

We cannot provide a reconciliation of the differences between the non-GAAP expectations and the corresponding GAAP measure for Free cash flow\* conversion in the 2028 outlook without unreasonable effort due to the uncertainty of the costs and timing associated with potential restructuring actions and the impacts of depreciation & amortization.

## **Pro Forma Free cash flow\***



Pro Forma Free cash flow*	2023	2023
For the year ended December 31, 2023 (\$ in millions)	Pro Forma	Reported
Cash from (used for) operating activities (GAAP)	\$ 1,186	\$ 1,186
Add: gross additions to property, plant and equipment and internal-use software	(744)	(744)
Add: impact of pro forma adjustments(a)	(168)	-
Free cash flow (Non-GAAP)	\$ 274	\$ 442
Add: Management Adjustments - Recurring cost estimate(b)	\$ (200)	
Free cash flow* after Management Adjustments	\$ 74	

(a) Includes the impact of the deemed cash settlement of certain transaction accounting and autonomous entity adjustments recorded in accordance with Article 11 of Regulation S-X in the unaudited pro forma condensed combined financial statements included in the Information Statement which was included as Exhibit 99.1 to our registration statement on Form 10 filed with the Securities and Exchange Commission on February 15, 2024, primarily related to the removal of benefits from production tax credits generated by renewable energy tax equity investments to be transferred to GE.

(b) Includes recurring and on-going costs expected to be incurred during the twelve months following the Spin-Off to operate new functions required for a public company.

