

# 2024 INVESTOR UPDATE

**December 10, 2024** 

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

Certain statements contained in this presentation and certain other public communications and SEC filings of GE Vernova Inc. ("GE Vernova", the "Company", "we" and "us") may constitute "forward-looking statements" that involve risks and uncertainties. These statements by their nature address matters that are uncertain to different degrees. Forward-looking statements provide current expectations of future events based on certain assumptions and include any statement that does not directly relate to any historical or current fact. Words such as "anticipates," "believes," "expects," "estimates," "intends," "plans," "projects," and similar expressions, may identify such forward-looking statements. Any forward-looking statement in this presentation speaks only as of the date on which it is made. Although we believe that the forward-looking statements contained in this presentation are based on reasonable assumptions, you should be aware that many factors could affect our actual financial results, cash flows, or results of operations and could cause actual results to differ materially from those in such forward-looking statements. These factors may cause our actual future results to be materially different than those expressed in our forward-looking statements, and are more fully discussed in our most recent Form 10-Q and in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections included in our Information Statement dated March 8, 2024, as may be updated from time to under the immetial that could cause our actual results to differ materially from those projected in any forward-looking statement that we make. We do not undertake any obligation to update or revise our forward-looking statements except as required by applicable law or regulation. This presentation also includes certain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially.

#### **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 the Form 10-Q, the press release accompanying this presentation, and in the appendix of this presentation, as applicable. Refer to the appendix for supplemental information, including definitions, calculations and other concepts referenced in this presentation.

#### **Additional Information:**

GE Vernova's Investor Relations website at https://www.gevernova.com/investors, as well as our 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 this website from time to time, as information is updated and new information is posted. References herein to the Financial Supplement refers to the financial supplement posted on our website on April 2, 2024 under "Reports & Filings" and "Form 10 Registration Statement".





# STARTING WORK ONLY WHEN IT IS SAFE



Systemic Solution Implemented Root Cause Analysis

Read Across







## **Guided by our life saving rules**



# **OVERVIEW & STRATEGY**

**Scott Strazik** GE Vernova CEO

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# **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\* & strategic capital allocation

## **GE Vernova Investor Update**



Delivering on growing demand & executing better



Increasing financial outlook



# Framing our capital allocation strategy

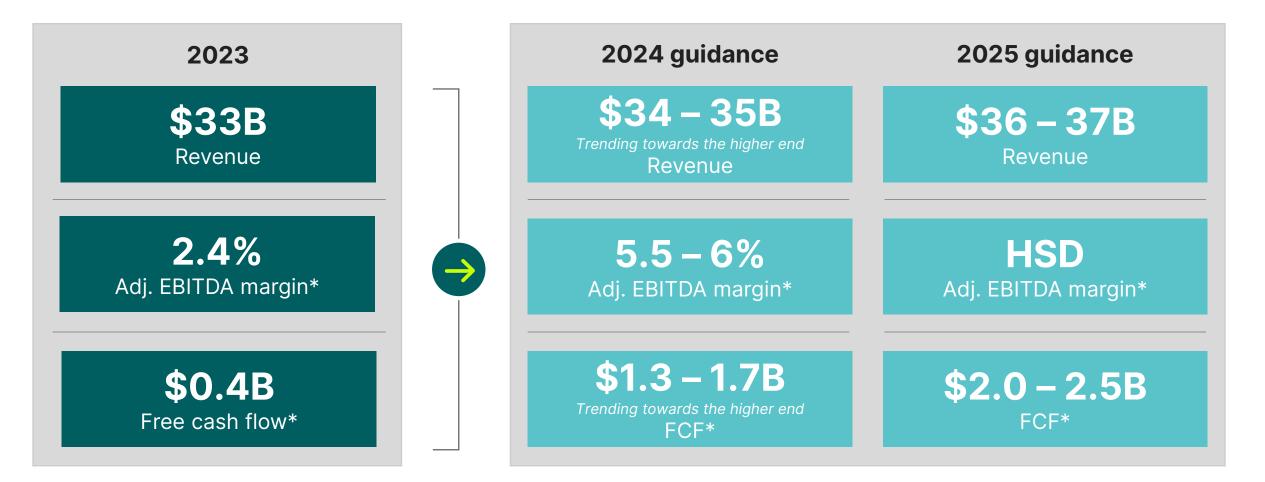
## **Updates since 3Q'24 Earnings**

- Generated ~\$0.6B of cash<sup>-a)</sup> by selling partial ownership stakes in India & China grid businesses
- Growing demand for gas, secured ~9GW of reservation agreements in the U.S. for 2025-2026 orders
- Increasing grid investment ... signed two HVDC orders in Korea and Germany
- Installing at both offshore wind projects; Wind on track for a modestly profitable 4Q'24, but remain cautious on timing of onshore orders inflection
- Accelerating interest in Nuclear & GridOS<sup>®</sup>, but will take time to materialize

Market opportunity accelerating ... raising go-forward financial expectations

## A foundation to build upon





#### Solid start, but just that ... a start

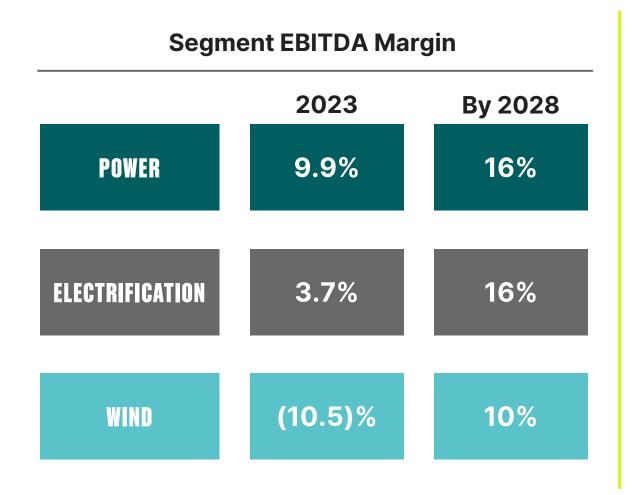
## A stronger outlook by 2028





## Significant margin expansion in all segments





#### **Outlook Assumptions**

- Annual Gas Power equipment orders of ~20GW with continued services growth
- Substantial growth in Electrification equipment backlog
- Onshore Wind revenue ~flat to 2024; both Offshore Wind projects in backlog complete
- Incremental R&D and operating expense to ramp capacity ... largely offset with G&A savings by 2028

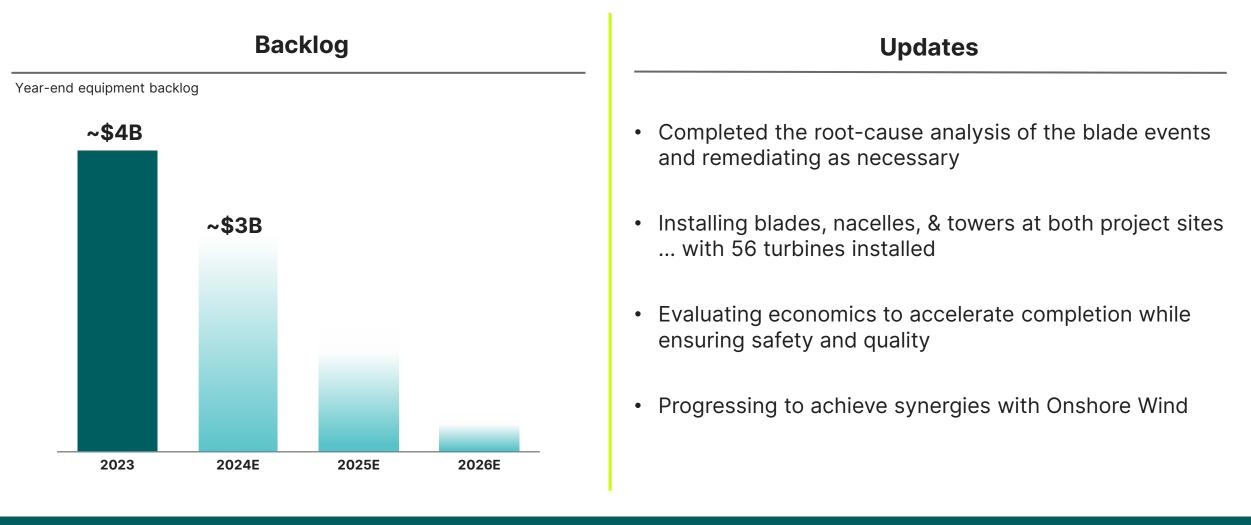
### **Potential Upside Drivers**

- Pricing improvement beyond recent order levels
- Accelerated capacity expansion at Grid & Gas Power
- Deliver backlog with variable cost productivity

### Setting a new financial baseline

## **Offshore Wind execution**





#### Stabilizing after a difficult year

## Lean culture enabling significant opportunity



#### At the installed base



Expanding Live Outage to more units to decrease outage time



### Inside the factory



Increasing gas services output while enabling HDGT capacity expansion

reduction in part travel on lean manufacturing lines



Decreasing aeroderivative packaging cycle time

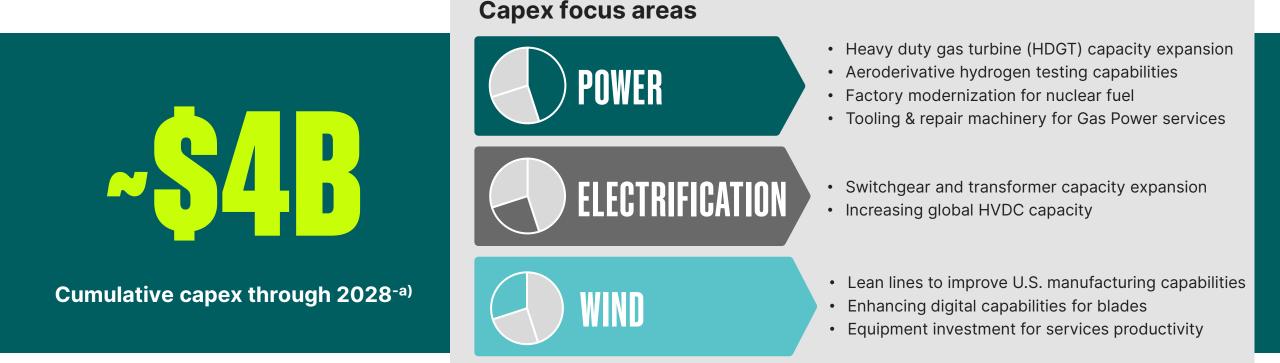


unit packages produced in 2024 vs. ~10 in 2020

#### Gas Power furthest in lean journey ... accelerating progress across GE Vernova

## Investing in capex ... lean supports strong returns





#### Disciplined investment approach, largely funded by downpayments

(a – planned cumulative capex investment from 2025 through 2028 © 2024 GE Vernova and/or its affiliates. All rights reserved.

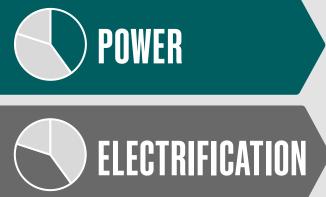
## Investing in innovation, R&D increasing ~20% in 2025





Cumulative R&D through 2028<sup>-a)</sup>

#### **R&D focus areas**





- HA services productivity
- Small modular reactor (SMR)
- Carbon capture & sequestration (CCUS) / Direct air capture (DAC)
- SF6-free switchgear products
- Next-generation HVDC
- GridOS<sup>®</sup> software applications
- Integrated digital substations with GridBeats™
- Quality enhancements for new blades
- Onshore Wind fleet improvement and workhorse product reliability for new units

### Driving near-mid- and long-term value creation

## Substantial capital available after growth investments





## **Strategic principles**

Incremental organic investments to drive profitable growth



#### **Return at least 1/3 of cash generation to shareholders**

- Declared \$0.25 per share quarterly dividend, payable 1Q'25
- Board approved initial \$6B share repurchase authorization



Targeted, bolt-on M&A including select next-generation technology investments

### **Disciplined capital allocation strategy**

\*Non-GAAP Financial Measure

(a – expected cumulative cash generation from 2Q'24 through 4Q'24

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Wrap-up





Market opportunity accelerating



Lean starting to impact our financials beyond Power



Financial strength and durability gaining momentum

## GE Vernova culture taking hold ... just the beginning with the best yet to come



# FINANCIALS & OUTLOOK

**Ken Parks** GE Vernova CFO

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# OUR FINANCIAL Strategy



## **Disciplined top line growth**



Driving adj. EBITDA\* growth and margin expansion



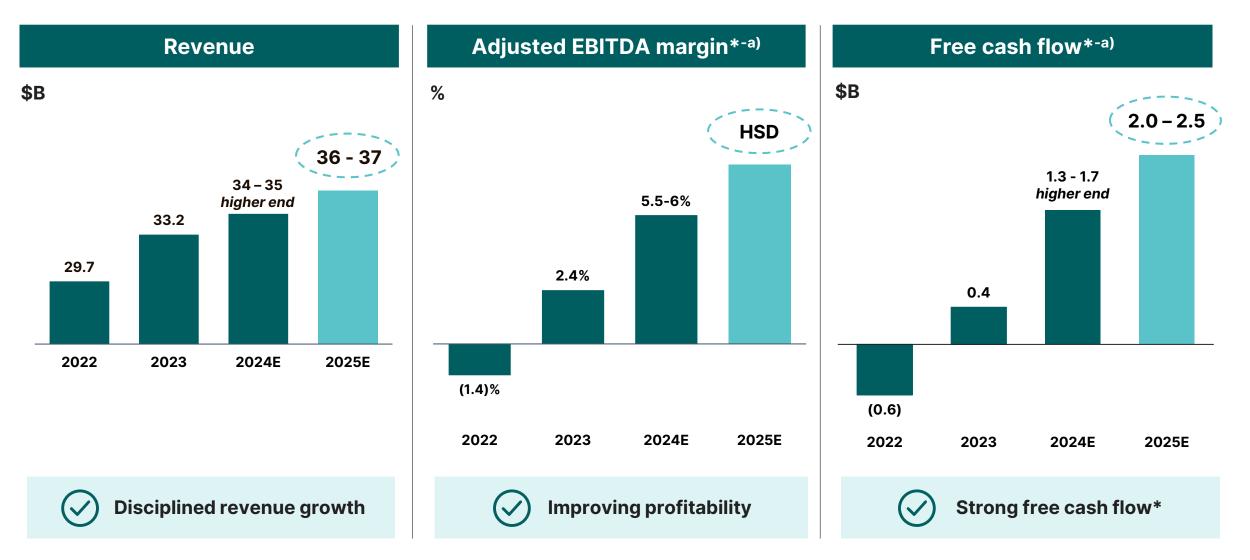
**Delivering strong FCF\* conversion** 



Investment grade balance sheet, continued innovation and strategic capital allocation

# **Building momentum into 2025**





\* Non-GAAP Financial Measure

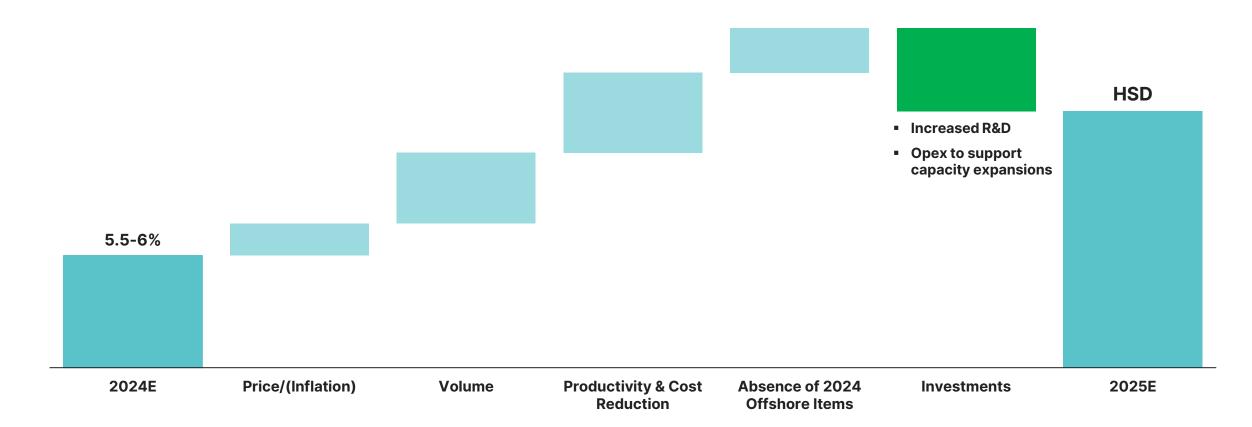
(a - 2022 and 2023 are presented on a historical carve-out basis, which does not include pro forma standalone costs and other adjustments

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## **Continued margin expansion in 2025**



Adj. EBITDA margin\* (%)

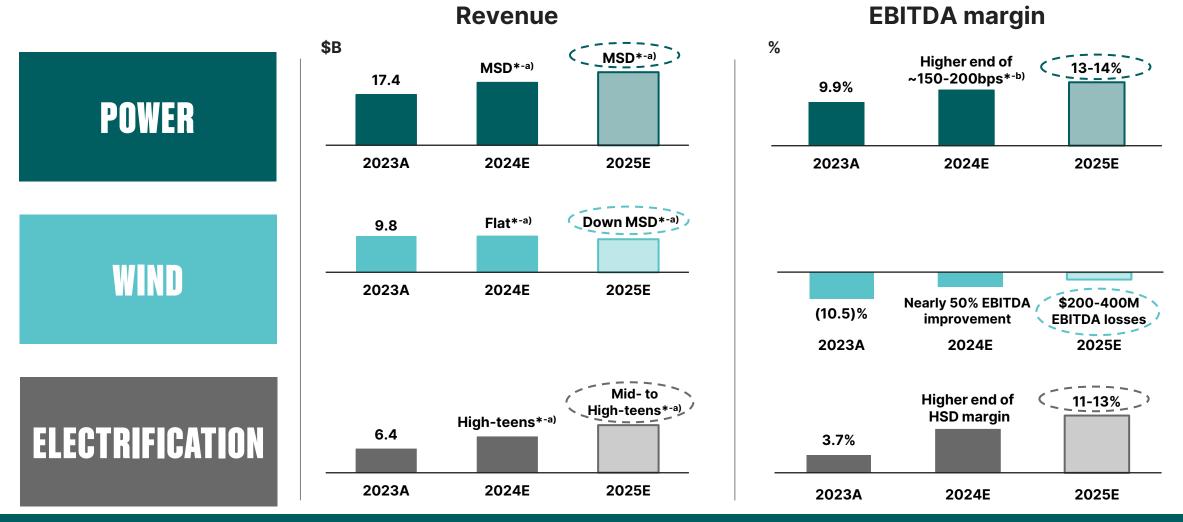


## Key levers remain in our control to drive higher margins

\* Non-GAAP Financial Measure © 2024 GE Vernova and/or its affiliates. All rights reserved.

## **Segment financial performance**





### Incremental strength in Power & Electrification with continued Wind improvement

\* Non-GAAP Financial Measure

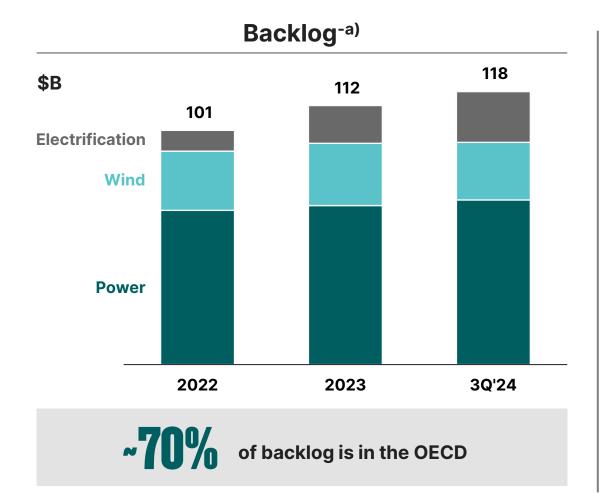
(a - year-over-year revenue variance presented on an organic basis

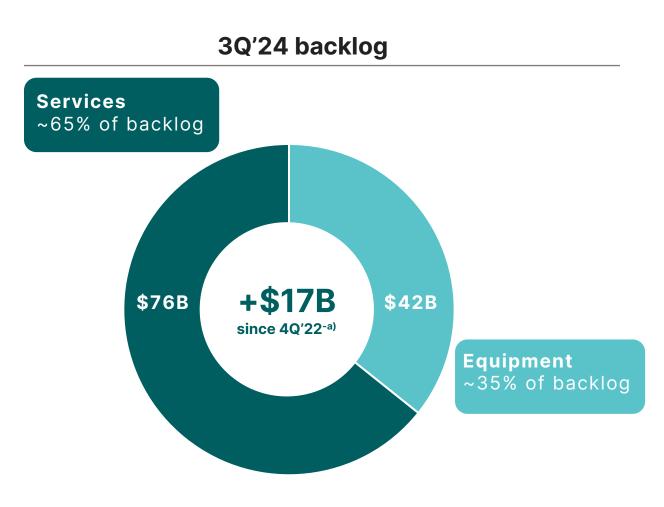
(b – year-over-year organic margin expansion

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## Our backlog will fuel multi-year profitable growth



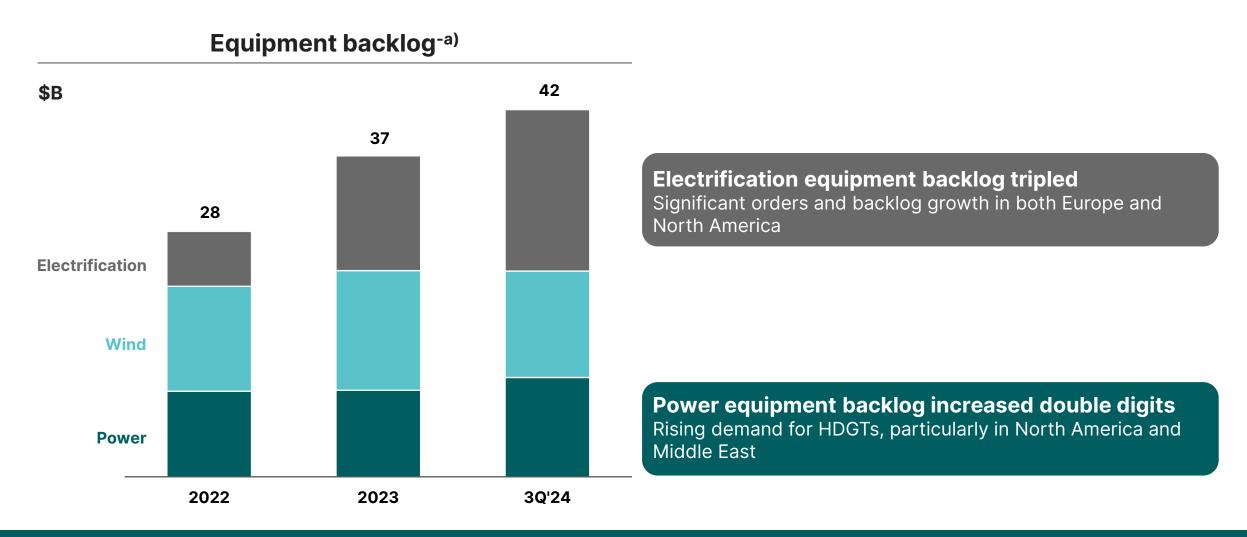




### Approximately 80% of 2025 revenue currently in backlog

(a – 2022 and 2023 represent adjusted backlog, a non-GAAP financial measure, which adjusts for the portion of Steam Power nuclear activities sold to Electricité de France S.A.. The sale was completed 2Q'24. © 2024 GE Vernova and/or its affiliates. All rights reserved.

## Stronger equipment backlog ... disciplined underwriting Bevernova



#### Well-positioned to deliver revenue and margin growth through the decade

#### \*Non-GAAP Financial Measure

(a – 2022 and 2023 represent adjusted equipment backlog, a non-GAAP financial measure, which adjusts for the portion of Steam Power nuclear activities sold to Electricité de France S.A.. The sale was completed 2Q'24. © 2024 GE Vernova and/or its affiliates. All rights reserved.

## Increasing G&A cost reduction target by \$100M





### **Key levers**

- Optimizing IT systems and processes
- Transforming finance, HR, and legal functions
- Reducing legal entities
- Exiting transition service agreements (TSAs)
- Decreasing facility footprint and cost

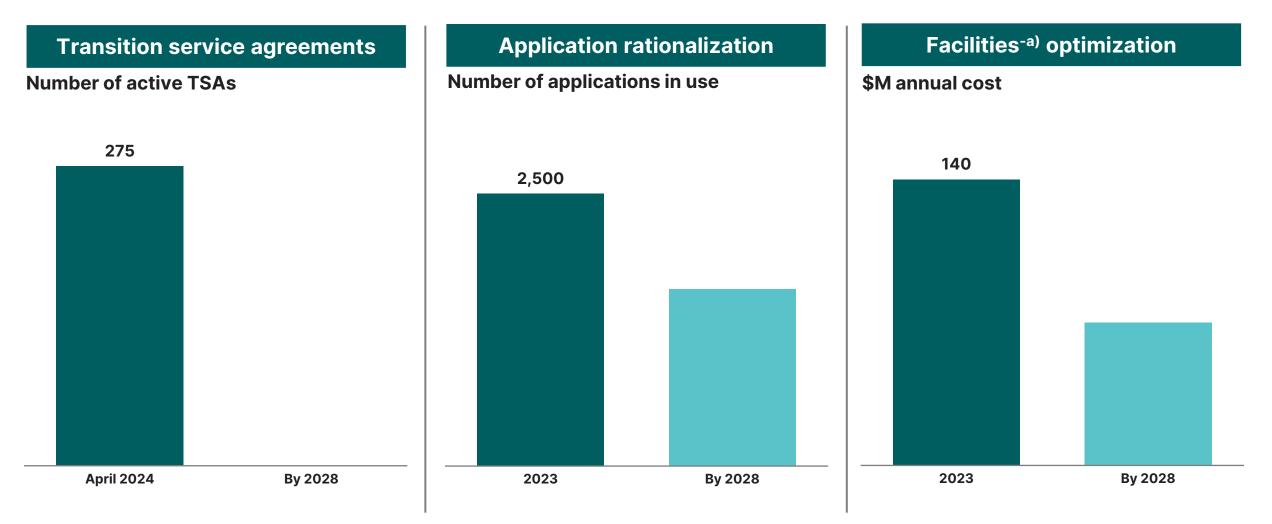
### Progressing on a solid roadmap

\*Non-GAAP Financial Measure (a – Includes ~\$200M of standalone costs and other adjustments

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## Lean culture beyond the factory floor

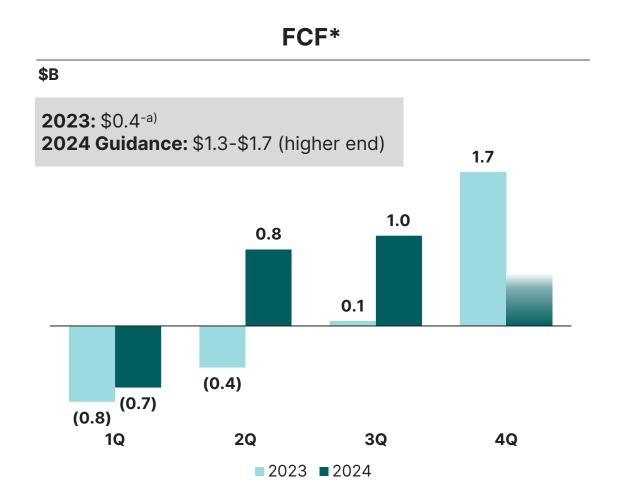




### **Driving continuous improvement**

## Substantial FCF\* growth, better linearity





#### **Key levers**

- Robust demand enabling orders and related down payments
- Accelerating cash collection cycle & reducing past due invoices
- More effective inventory management, yielding better inventory turns
- Better alignment of disbursements and collections through lean and effective underwriting

## Significant flexibility for capital allocation

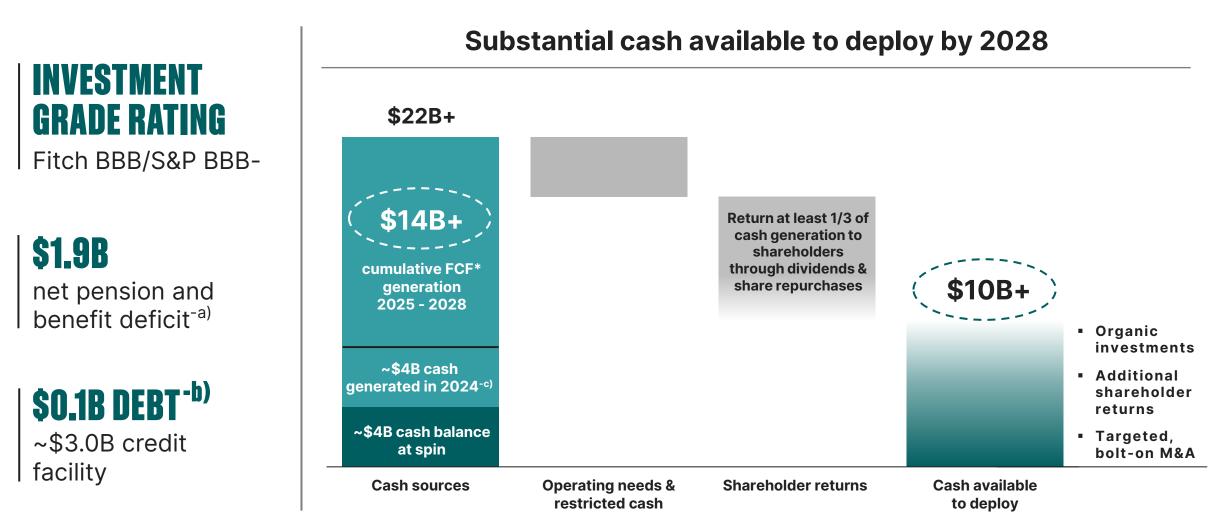
\* Non-GAAP Financial Measure

(a - presented on a historical carve-out basis, which does not include pro forma standalone costs and other adjustments

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## **Disciplined capital allocation strategy**





#### Funding profitable growth & shareholder returns while maintaining investment grade balance sheet

\*Non-GAAP Financial Measure

(a - includes principal and other pension as well as principal retiree benefit plans. As of 3Q'24.

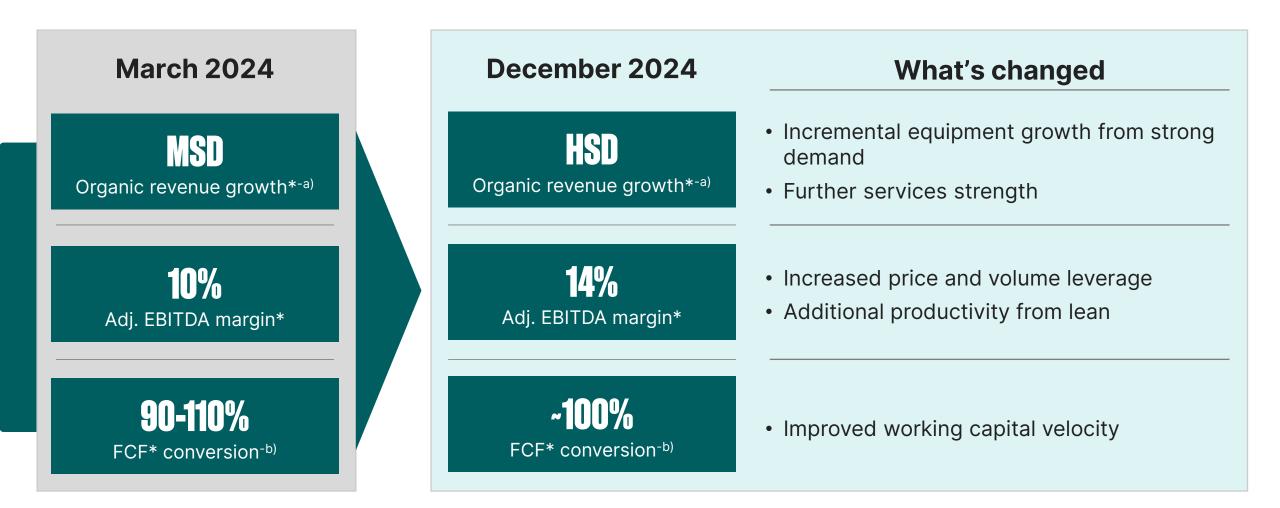
(b - excludes finance leases. As of 3Q'24.

(c - expected cumulative cash generation since spin from 2Q'24 through 4Q'24

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## Updated financial outlook by 2028





#### Significant improvement with potential for upside

\*Non-GAAP Financial Measure

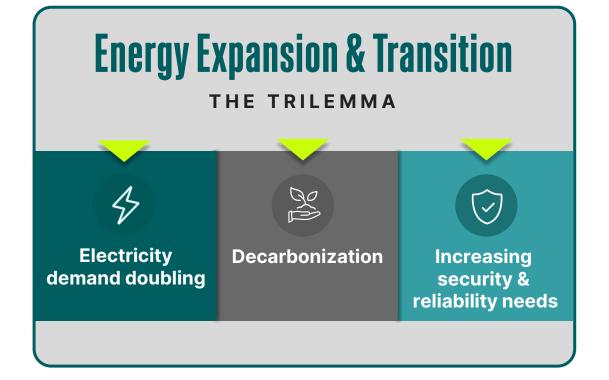
(a - compound annual growth rate through 2028; 2025 is the base year

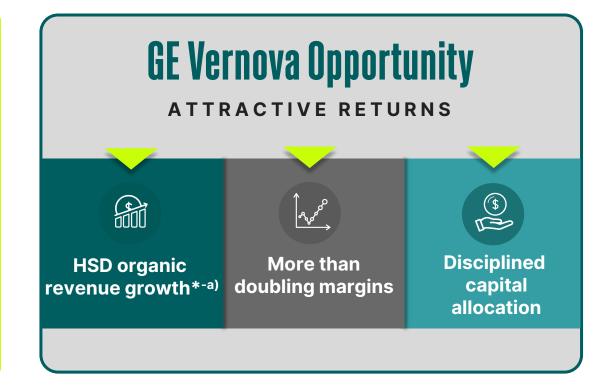
(b - represents the expected FCF\* conversion by 2028

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#### An investment supercycle accelerating ... GE Vernova well-positioned to lead

\* Non-GAAP Financial Measure

(a – compound annual growth rate through 2028; 2025 is the base year



# APPENDIX ...

Supplements Non-GAAP reconciliations

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## **Guidance Supplement**



This Supplement provides additional information, including assumptions and calculations, related to the guidance and outlook covered by this presentation.

2025 Corporate and other costs	Relatively flat to 2024, consists of our Financial Services business, Advanced Research Center, and other general corporate expenses, including costs required to operate as a standalone public company
Depreciation and amortization	~\$850M - \$950M annually
Interest income	Positive annually, net of interest expense
Effective tax rate	Mid-20s rate
Non-operating benefit income	~\$0.5B benefit annually (note – excluded from adj. EBITDA*)
FCF* conversion calculation	FCF* divided by net income

# **Definition Supplement**



Free cash flow*	Abbreviated as FCF*
Heavy duty gas turbine	Abbreviated as HDGT
High voltage direct current	Abbreviated as HVDC
Transition service agreement	Abbreviated as TSA
Backlog	Defined on a remaining performance obligation (RPO) basis
OECD	Refers to the Organization for Economic Cooperation and Development
Adj. G&A expenses*	Defined as the G&A component of selling, general & administrative expenses, excluding impact of certain items (Non-GAAP reconciliation provided on slide 35)
Standalone costs	Estimated and ongoing costs that Management expected to be incurred during the applicable periods following the Spin-Off to operate new functions required for a public company

## Adjusted backlog\* and Adjusted equipment backlog\*



#### ADJUSTED BACKLOG 2022 2023 Sep-24 As of, (\$ in millions) **Remaining Performance Obligations (RPO) (GAAP)** 104,899 115,598 117,746 \$ \$ \$ Less: RPO related to the portion of Steam Power nuclear activities sold to Electricité de France S.A.<sup>-a</sup> 4,120 4.084 117,746 Adjusted Backlog\* (Non-GAAP) 100.779 111,514 \$ \$ \$ ADJUSTED EQUIPMENT BACKLOG 2022 2023 As of, (\$ in millions) Sep-24 Equipment Remaining Performance Obligations (RPO) (GAAP) 31.902 40,478 42.069 \$ \$ \$ Less: Equipment RPO related to the portion of Steam Power nuclear activities sold to Electricité de France S.A.<sup>-a)</sup> 3,771 3,708 Adjusted Equipment Backlog\* (Non-GAAP) 28,131 36.770 42.069 \$ \$ \$

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



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

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

(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) Consists of interest and other financial charges, net of interest income, other than financial interest related to our normal business operations primarily with customers.

(h) 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.

We believe that Adjusted EBITDA\* and Adjusted EBITDA margin\*, which are adjusted to exclude the effects of unique and/or non-cash items that are not closely associated with ongoing operations provide management and investors with meaningful measures of our performance that increase the period-to-period comparability by highlighting the results from ongoing operations and the underlying profitability factors. We believe these measures provide additional insight into how our businesses are performing, on a normalized basis. However, Adjusted EBITDA\* and Adjusted EBITDA margin\*, should not be construed as inferring that our future results will be unaffected by the items for which the measures adjust.

# **Adjusted EBITDA margin\***



#### 2024 Guidance and Outlook by 2028: Adjusted EBITDA margin\*

We cannot provide a reconciliation of the differences between the non-GAAP financial measures expectations and the corresponding GAAP financial measures for Adjusted EBITDA margin\* in the 2024 guidance and outlook by 2028 without unreasonable effort due to the uncertainty of the costs and timing associated with potential restructuring actions and the impacts of depreciation and amortization.

## **Power segment organic EBITDA margin\* expansion**

#### 2024 Guidance: Power segment organic EBITDA margin\* expansion

We cannot provide a reconciliation of the differences between the non-GAAP financial measures expectations and the corresponding GAAP financial measure for Power segment organic EBITDA margin\* expansion in the 2024 guidance without unreasonable effort due to the uncertainty of foreign exchange rates.

We believe that Adjusted EBITDA\* and Adjusted EBITDA margin\*, which are adjusted to exclude the effects of unique and/or non-cash items that are not closely associated with ongoing operations provide management and investors with meaningful measures of our performance that increase the period-to-period comparability by highlighting the results from ongoing operations and the underlying profitability factors. We believe these measures provide additional insight into how our businesses are performing, on a normalized basis. However, Adjusted EBITDA\* and Adjusted EBITDA margin\*, should not be construed as inferring that our future results will be unaffected by the items for which the measures adjust.

## Adjusted general and administrative expenses\*



#### ADJUSTED GENERAL AND ADMINISTRATIVE (G&A) EXPENSES

Year ended December 31, (\$ in millions)	2023
Selling, general, and administrative expenses (GAAP)	\$ 4,845
Less: Restructuring and other charges(a)	265
Less: Russia and Ukraine charges(b)	78
Less: Depreciation and amortization(c)	258
Less: Selling and marketing expenses	1,155
Adjusted G&A expenses* (Non-GAAP)	\$ 3,088
Add: Management Adjustments - Cost estimate(d)	200
Adjusted G&A expenses* (Non-GAAP) 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 primarily related to our Power business. (c) Excludes depreciation and amortization expense included in Restructuring and other charges, and Russia and Ukraine charges.

(d) Refers to estimated and ongoing costs that management expected to be incurred during the applicable periods following the Spin-Off to operate new functions required for a public company. The estimated costs have been applied on a straight-line basis for the 2023 periods and do not represent actual expense amounts that we incurred during such periods.

#### Outlook by 2028: Adjusted general and administrative expenses\*

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

We believe Adjusted general and administrative expenses\* provides investors with improved comparability of underlying operating results and a further understanding and additional transparency regarding how we evaluate our business. Adjusted general and administrative expenses\* also provides management and investors with additional perspective regarding the impact of certain significant items on our expenses. Adjusted general and administrative expenses\* excludes unique and/or non-cash items that can have a material impact on our results. However, Adjusted general and administrative as inferring that our future results will be unaffected by the items for which the measure adjusts.

Non-GAAP Financial Measure
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## Free cash flow\*



#### Free cash flow\*

For the years ended December 31, (\$ in millions)		2022	2023		
Cash from (used for) operating activities (GAAP)		(114)	\$ 1,186		
Add: gross additions to property, plant and equipment and internal-use software		(513)	(744)		
Free cash flow* (Non-GAAP)	\$	(627)	\$ 442		
Free cash flow*					
Three months ended, (\$ in millions)		Mar-23	Jun-23	Sep-23	Dec-23
Cash from (used for) operating activities (GAAP)	\$	(690)	\$ (288)	\$ 233	\$ 1,931
Add: gross additions to property, plant and equipment and internal-use software		(124)	(159)	(180)	(281)
Free cash flow* (Non-GAAP)	\$	(814)	\$ (447)	\$ 52	\$ 1,651
Free cash flow*					
Three months ended, (\$ in millions)		Mar-24	Jun-24	Sep-24	
Cash from (used for) operating activities (GAAP)	\$	(444)	\$ 978	\$ 1,127	
Add: gross additions to property, plant and equipment and internal-use software		(217)	(157)	(159)	
Free cash flow* (Non-GAAP)	\$	(661)	\$ 821	\$ 968	

#### 2024 and 2025 Guidance: Free cash flow\*

We cannot provide a reconciliation of the differences between the non-GAAP financial measures expectations and the corresponding GAAP financial measure for free cash flow\* in the 2024 and 2025 guidance without unreasonable effort due to the uncertainty of timing for capital expenditures.

## **Cumulative free cash flow\***

#### 2025-2028 Outlook: Cumulative free cash flow\*

We cannot provide a reconciliation of the differences between the non-GAAP financial measures expectations and the corresponding GAAP financial measure for cumulative free cash flow\* for 2025 through 2028 without unreasonable effort due to the uncertainty of timing for capital expenditures.

We believe that free cash flow\* provides management and investors with an important measure of our ability to generate cash on a normalized basis. Free cash flow\* also provides insight into our ability to produce cash subsequent to fulfilling our capital obligations; however, free cash flow\* does not delineate funds available for discretionary uses as it does not deduct the payments required for certain investing and financing activities.

