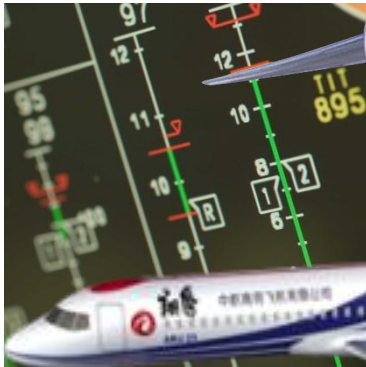


# GE Aviation in China

## 通用电气航空集团的中国情结

### 2011



Kathleen Palma  
Executive Counsel ITC, GE Aviation

Grace Peiyu Wang  
ITC Manager, GE Aviation China



imagination at work



# Powering the world's airline fleets

通用航空为世界舰队提供动力

Every 2 seconds, a GE or CFM-powered airplane takes off

At any moment, more than 2,200 of these aircraft are in-flight

That's more than 300,000 people ... right now ... who are depending on our engines



\*CFM International is a 50/50 joint venture with Snecma

# GE Aviation portfolio ... \$17.6B

## 2010 revenues 通用航空2010年营收176亿美金

### Commercial engines

\$4.4<sup>a)</sup>



### Commercial engine

Services \$6.5<sup>b)</sup>



### Military engines

& services \$4.1<sup>c)</sup>



### Systems \$2.4



### Business & General Aviation \$0.2



## A leading aviation technology business

a) Includes GE's share of revenue from CFM and EA engines  
CFM is a 50/50 JV between GE and Snecma  
EA is a 50/50 JV between GE and Pratt & Whitney  
GE Honda is a 50/50 JV between GE and Honda Aero, Inc.

# What China Is for GE Aviation

## 通用航空的中国事业

- Critical Customer for engines and beyond
- Production Location: Aviation Systems Suzhou
- Source of Technology: China Technology Center Shanghai
- Servicing Center: Xiamen On Wing Support
- Key Supplier

# GE Aviation in China 通用航空的中国情结: High Tech Success for China and for the US 中美双边高科技产业成功合作的试金石和风向标

## Sales

- Engines
- ARJ-21
- COMAC C919



GEEnx jet engine



LEAP-X engine

## Growth Opportunities

- GE-AVIC Avionics
- GE Suzhou production
- New platforms

GE Aviation business in China supports 1,800 US Jobs

# Building Strong Compliance

## 建立健全有序的合规体系

### GE Aviation China

- Full-Time ITC Manager
- Dedicated export focal network
- Customizing U.S. ICP (including policies, procedures, detailed processes as well as tools) for China operation
- TCP for Manufacturing and Engineering Facilities
- Compliance training deployed including US law/Chinese law classification training

### With our Partners

- Alignment on compliance perspectives and objectives for business success
- Establishing robust compliance mechanisms including TCP
- Dedicated compliance resource hire in plan

### With our Customers and Suppliers

- End Use Provisions
- Protection of GE Intellectual Property and Export Controlled Data
- Active Engagement on Compliance Issues

# Recommendations 建议与展望

- Continue open dialogue on key challenges
  - Restrictions on transfer for military end use
  - Co-mingled facilities
  - Transparent and instructive China control policy and licensing mechanism esp. for intangible export
- Encourage China Hi-Tech Industry Forum to work with both governments for export control policy reform and control list update
- Talk government-to-government, company-to-company
- Build the record of success for bilateral high-tech trade

**Business Success Requires Compliance Success**  
成功的事業离不开有效的合规体系