



# GE second quarter 2023 performance

## Financial results & company highlights

July 25, 2023

### **CAUTION CONCERNING FORWARD-LOOKING STATEMENTS:**

This document contains "forward-looking statements" – that is, statements related to future events that by their nature address matters that are, to different degrees, uncertain. For details on the uncertainties that may cause our actual future results to be materially different than those expressed in our forward-looking statements, see <https://www.ge.com/investor-relations/important-forward-looking-statement-information> as well as our annual reports on Form 10-K and quarterly reports on Form 10-Q. We do not undertake to update our forward-looking statements. This document 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 document, 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 U.S. Securities and Exchange Commission 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 earnings release, our quarterly report on Form 10-Q, and the appendix of this presentation and prior earnings presentations, as applicable.

Amounts shown on subsequent pages may not add due to rounding. Forward projections for GE Aerospace and GE Vernova are shown on a current GE-defined basis, and do not reflect costs or other changes for standalone financials in connection with the planned spinoff.

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# Strong first half for GE



## GE

delivers strong 2Q & 1H  
due to market strength &  
lean transformation within  
more focused businesses

## GE Aerospace

growing rapidly with OE  
ramp & services strength ...  
defining flight for today,  
tomorrow & future

## GE Vernova

advancing towards  
spin as Renewable  
Energy improves &  
Power delivers

# 2Q'23 snapshot



	RESULTS	Y/Y <sup>a)</sup>
Orders	\$22.0B	+58%
Adjusted revenue*	\$15.9B	+19%
Adjusted EPS*	\$0.68	+\$0.32, +89%
Free cash flow*	\$0.4B	+\$0.2B, Favorable y/y

## DYNAMICS

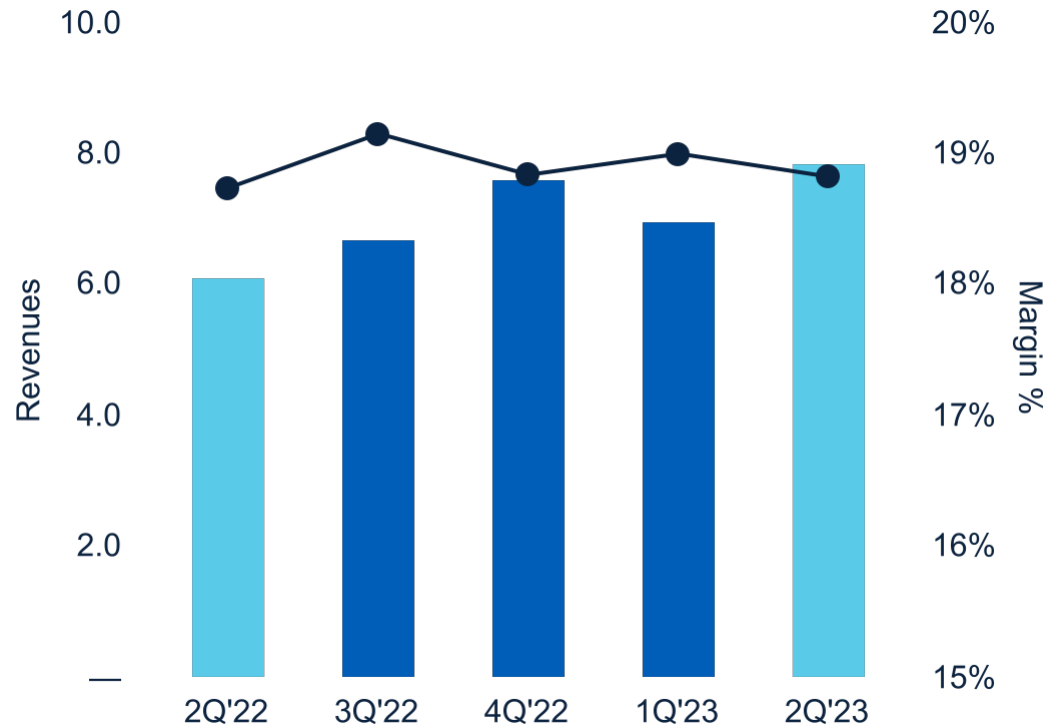
- **Services strength, robust demand & improving business execution continuing to drive profitable growth**
  - Orders up in all segments ... services +21%<sup>org</sup>, equipment favorable<sup>org</sup> y/y
  - Adjusted revenues\* ... services +13%<sup>org\*</sup>, equip. +28%<sup>org\*</sup>
  - Adjusted profit margin\* 8.8%, +160bps<sup>org\*</sup> ... volume, price & productivity more than offset mix, inflation & investments
  - Adjusted EPS\* driven by profit growth in all segments & deleveraging
- **Improving FCF\* generation, primarily driven by earnings**
- **Raising FY'23 guidance: +LDD organic revenue growth\*, \$2.10 - \$2.30 EPS\* & \$4.1B - \$4.6B FCF\***

**Strong 2Q'23 & 1H'23 ... raising FY'23 guidance**

\* Non-GAAP Financial Measure  
(a – Year-over-year variances for orders and revenue are presented on an organic basis)



## 2Q'23 RESULTS



	2Q'22	3Q'22	4Q'22	1Q'23	2Q'23
<b>Rev. Growth<sup>org*</sup></b>	<b>27%</b>	<b>25%</b>	<b>26%</b>	<b>25%</b>	<b>28%</b>
<b>Profit \$</b>	<b>1.1</b>	<b>1.3</b>	<b>1.4</b>	<b>1.3</b>	<b>1.5</b>

## 2Q'23 DYNAMICS<sup>a)</sup>

- **Orders:** \$9.5B, +37% ... Commercial Services & Defense
- **Revenue:** \$7.9B, +28%\* ... equipment growth with deliveries +85% LEAP & +74% Defense y/y; +31% Commercial Services growth
- **Profit:** \$1.5B, +26%\* ... volume, price & productivity offsetting inflation & investments
- **Margin:** 18.8%, (30)bps\* ... volume, price (net of inflation) & productivity offset by mix, investments & '22 CMR

## FY'23 GUIDANCE

- **Organic revenue growth\*:** high teens to 20%
- **Operating profit:** \$5.6B - \$5.9B
- **FCF\*:** up; earnings & W/C partially offset by ~\$(0.5)B AD&A

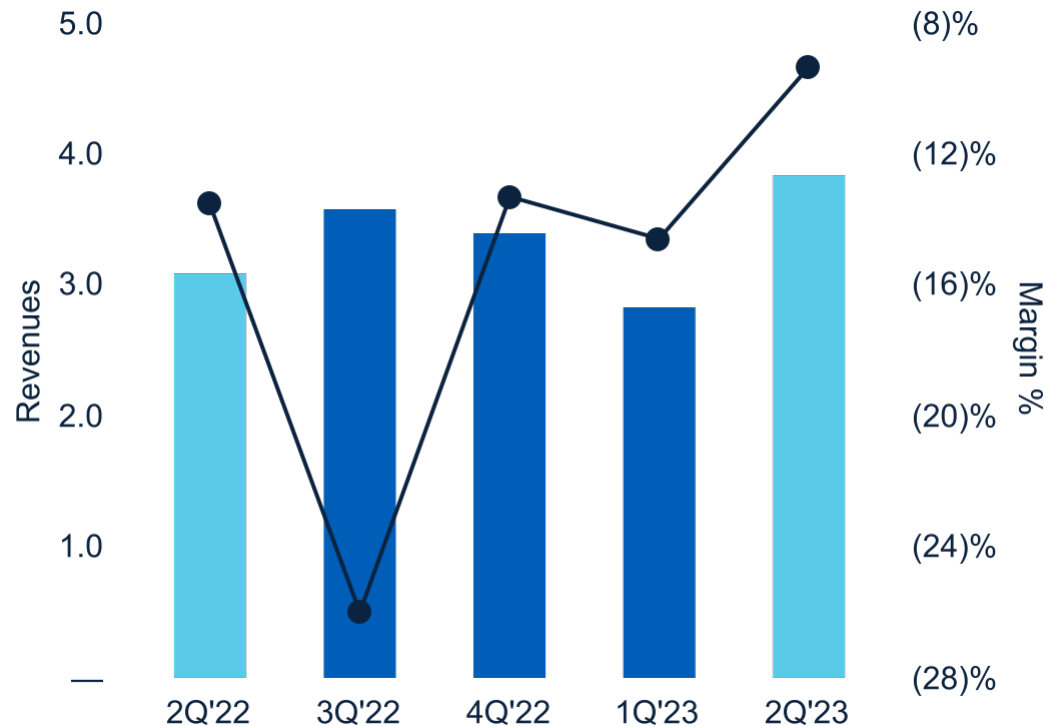
\* Non-GAAP Financial Measure  
(a – Year-over-year variances for orders, revenue, profit and margin are presented on an organic basis)

# GE Vernova<sup>a)</sup>: Renewable Energy

(\$ in billions)



## 2Q'23 RESULTS



<b>Rev. Growth<sup>org*</sup></b>	<b>(20)%</b>	<b>(10)%</b>	<b>(13)%</b>	<b>5%</b>	<b>27%</b>
<b>Profit \$</b>	<b>(0.4)</b>	<b>(0.9)</b>	<b>(0.5)</b>	<b>(0.4)</b>	<b>(0.4)</b>

## 2Q'23 DYNAMICS<sup>b)</sup>



- **Orders:** \$8.3B, favorable y/y ... Grid, Offshore & Onshore equipment in North America
- **Revenue:** \$3.8B, +27%\* ... equipment growth across Onshore, Offshore & Grid
- **Profit:** \$(0.4)B, +35%\* ... price, productivity & volume at Onshore & Grid, partially offset by Offshore
- **Margin:** (9.3)%, +680bps\* ... price and productivity

## FY'23 GUIDANCE

- **Organic revenue growth\*:** +HSD
- **Operating profit:** significantly better
- **FCF\*:** flat to improving; earnings growth with flat W/C

\* Non-GAAP Financial Measure

(a – GE Vernova refers to the sum of our Renewable Energy & Power segments, without giving effect to eliminations & Corporate adjustments. On a stand-alone basis, GE Vernova will include GE's portfolio of energy businesses

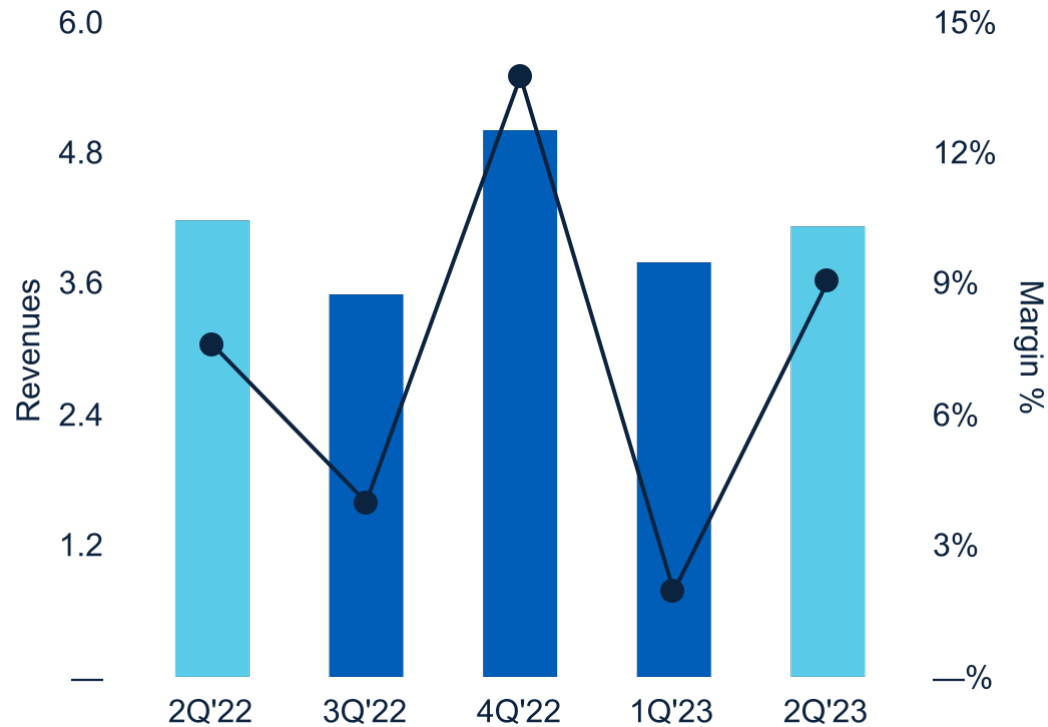
(b – Year-over-year variances for orders, revenue, profit and margin are presented on an organic basis

# GE Vernova<sup>a)</sup>: Power

(\$ in billions)



## 2Q'23 RESULTS



	2Q'22	3Q'22	4Q'22	1Q'23	2Q'23
<b>Rev. Growth<sup>org*</sup></b>	4%	(5)%	12%	11%	(2)%
<b>Profit \$</b>	0.3	0.1	0.7	0.1	0.4

## 2Q'23 DYNAMICS<sup>b)</sup>



- **Orders:** \$4.3B, +7% ... Gas services strength
- **Revenue:** \$4.2B, (2)%\* ... services growth offset by lower Aeroderivative deliveries
- **Profit:** \$0.4B, +11%\* ... productivity, price & services volume, partially offset by inflation
- **Margin:** 9.1%, +120bps\* ... productivity, price & services mix, partially offset by inflation

## FY'23 GUIDANCE

- **Organic revenue growth\*:** +LSD
- **Operating profit:** better
- **FCF\*:** lower; earnings growth offset by disbursements

\* Non-GAAP Financial Measure

(a – GE Vernova refers to the sum of our Renewable Energy & Power segments, without giving effect to eliminations & Corporate adjustments. On a stand-alone basis, GE Vernova will include GE's portfolio of energy businesses

(b – Year-over-year variances for orders, revenue, profit and margin are presented on an organic basis

# Building a world that works



**We invent the future of flight,  
lift people up and  
bring them home safely.**



**We electrify and decarbonize the  
planet, and together, we have  
the energy to change the world.**

**High confidence in the path ahead**

# — Q&A

## GE Aerospace

Signed historic Memorandum of Understanding (MOU) with Hindustan Aeronautics Limited (HAL) to produce fighter jet engines for the Indian Air Force



*Indian Air force fighter jet*

## GE VERNOVA

Announced the commercial operation of Caithness Energy's 1,875-megawatt Guernsey Power Station to support grid stability and the coal-to-gas transition in Ohio



*Guernsey Power Station*





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# Appendix

10 Orders \$

11 Orders units

12 Revenue \$

13 FCF

14 FY'23 Guidance

# Orders - supplemental information

(\$ in billions)



	EQUIPMENT ORDERS				SERVICE ORDERS				TOTAL ORDERS			
	2Q'23	y/y (org.)	2Q'23 YTD	y/y (org.)	2Q'23	y/y (org.)	2Q'23 YTD	y/y (org.)	2Q'23	y/y (org.)	2Q'23 YTD	y/y (org.)
Aerospace	\$3.6	48%	\$6.1	24%	\$5.8	30%	\$11.6	26%	\$9.5	37%	\$17.7	25%
Renewable Energy	\$7.6	Fav	\$12.5	Fav	\$0.6	6%	\$1.1	(5)%	\$8.3	Fav	\$13.6	Fav
Power	\$1.1	5%	\$2.5	5%	\$3.3	8%	\$6.0	4%	\$4.3	7%	\$8.5	4%
<b>Total Company</b>	<b>\$12.1</b>	<b>Fav</b>	<b>\$20.7</b>	<b>76%</b>	<b>\$9.8</b>	<b>21%</b>	<b>\$18.8</b>	<b>17%</b>	<b>\$22.0</b>	<b>58%</b>	<b>\$39.6</b>	<b>42%</b>

# Orders - supplemental information, units

(in units)



	<u>2Q'23</u>	<u>2Q'22</u>	<u>2Q'23 YTD</u>	<u>2Q'22 YTD</u>
<b>Aerospace</b>				
Commercial Engines	914	569	1,433	1,122
LEAP Engines <sup>-a)</sup>	461	393	742	835
Defense Engines	355	14	511	33
<b>Renewable Energy</b>				
Wind Turbines <sup>-b)</sup>	547	261	1,076	564
Wind Turbine Gigawatts <sup>-b),-c)</sup>	2.9	0.9	4.5	2.0
Repower units	100	68	146	245
<b>Power</b>				
GE Gas Turbines	26	27	39	42
Heavy-Duty Gas Turbines <sup>-d)</sup>	14	4	20	11
HA-Turbines <sup>-e)</sup>	0	2	4	3
Aeroderivatives <sup>-d)</sup>	12	23	19	31
GE Gas Turbine Gigawatts <sup>-c)</sup>	2.1	2.5	4.4	4.2

(a – LEAP engines are a subset of Commercial Engines)

(b – Includes Onshore and Offshore units)

(c – Gigawatts reported associated with orders in the periods presented)

(d – Heavy-Duty Gas Turbines and Aeroderivatives are subsets of GE Gas Turbines)

(e – HA-Turbines are a subset of Heavy-Duty Gas Turbines)

# Revenues - supplemental information

(\$ in billions)



	EQUIPMENT REVENUES				SERVICE REVENUES				TOTAL REVENUES			
	2Q'23	y/y (org.)*	2Q'23 YTD	y/y (org.)*	2Q'23	y/y (org.)*	2Q'23 YTD	y/y (org.)*	2Q'23	y/y (org.)*	2Q'23 YTD	y/y (org.)*
Aerospace	\$2.5	44%	\$4.5	32%	\$5.3	22%	\$10.3	24%	\$7.9	28%	\$14.8	27%
Renewable Energy	\$3.2	35%	\$5.5	25%	\$0.6	(2)%	\$1.2	(12)%	\$3.8	27%	\$6.7	16%
Power	\$1.1	(12)%	\$2.2	1%	\$3.1	2%	\$5.8	5%	\$4.2	(2)%	\$8.0	4%
<b>Total Company</b>	<b>\$6.7</b>	<b>28%</b>	<b>\$12.0</b>	<b>24%</b>	<b>\$9.2</b>	<b>13%</b>	<b>\$17.6</b>	<b>14%</b>	<b>\$15.9<sup>-a)</sup></b>	<b>19%</b>	<b>\$29.5<sup>-a)</sup></b>	<b>18%</b>

\* Non-GAAP Financial Measure

(a – Adjusted revenues\* (Total revenues less Insurance)

# Free cash flow\* performance

(\$ in billions)



	<u>2Q'23</u>	<u>y/y</u>	<u>2Q'23</u> <u>YTD</u>	<u>y/y</u>
Net earnings (loss) <sup>-a)</sup>	1.1	2.2	7.3	9.6
Depreciation & amortization	0.5	(0.0)	1.0	(0.8)
Operating working capital	0.1	(0.1)	(0.4)	0.5
Current receivables	(0.5)	0.1	0.0	1.2
Inventory	(0.5)	0.6	(1.8)	0.1
Accounts payable	0.2	(1.2)	(0.0)	(1.1)
Progress collections	0.5	(0.0)	0.7	0.0
Current contract assets	0.4	0.5	0.7	0.3
Other CFOA <sup>-b)</sup>	(0.8)	(1.8)	(6.7)	(7.6)
Gross CAPEX	(0.4)	(0.1)	(0.7)	(0.1)
<b>FCF*</b>	<b>0.4</b>	<b>0.2</b>	<b>0.5</b>	<b>1.5</b>

## 2Q'23 DYNAMICS

- Robust earnings delivered
- Solid working capital management given growth:
  - Receivables use from significant sequential revenue growth
  - Inventory use with seasonal inputs to meet 2H deliveries
  - Progress source from Power equipment milestones
  - Contract assets source from Aerospace utilization billings
- Other CFOA: includes \$(0.1)B AD&A use and annual employee incentive compensation payout

\* Non-GAAP Financial Measure

(a – Aggregates the following: Net earnings (loss) and (earnings) loss from discontinued operations

(b – Includes the following: (Gains) losses on sales of business interests, (Gains) losses on retained and sold ownership interests and other equity securities, principal pension plans (net), other post retirement benefit plans (net), income taxes (net), financial services derivatives and all other operating; excludes Insurance CFOA, separation cash expenditures, Corporate restructuring cash expenditures and deal taxes

# FY 2023 Guidance: as of July 25, 2023



## GE Aerospace

- High teens to 20% organic revenue growth\*
- \$5.6B - \$5.9B operating profit
- FCF\* up year-over-year



## GE VERNOVA<sup>-a)</sup>

- MSD organic revenue growth\*
- \$(0.4)B - \$(0.1)B operating profit
- FCF\* flat to slightly improved

## Total company

2023

Revenue growth<sup>\*-b)</sup>

+LDD  
prior: +HSD

Adjusted EPS\*

\$2.10 - \$2.30  
prior: \$1.70 - \$2.00

Free cash flow\*

\$4.1B - \$4.6B  
prior: \$3.6B - \$4.2B

**Confident in continued strength at GE Aerospace & improvement at GE Vernova**

\* Non-GAAP Financial Measure

(a – For purposes of 2023 guidance, GE Vernova refers to the sum of our Renewable Energy & Power segments, without giving effect to eliminations & Corporate adjustments. On a stand-alone basis, GE Vernova will include GE's portfolio of energy businesses and Digital

(b – Organic basis



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# Non-GAAP reconciliations

16 Equipment & service organic revenues

17 Organic revenues by sub segment

18 Adjusted earnings from continuing operations before income taxes

19 Free cash flows (FCF)

# Equipment & service organic revenues by segment



## EQUIPMENT AND SERVICES ORGANIC REVENUES (NON-GAAP)

(Dollars in millions)	EQUIPMENT						SERVICES					
	2Q'23	2Q'22	V%	2Q'23 YTD	2Q'22 YTD	V%	2Q'23	2Q'22	V%	2Q'23 YTD	2Q'22 YTD	V%
Aerospace revenues (GAAP)	\$ 2,533	\$ 1,757	44 %	\$ 4,507	\$ 3,411	32 %	\$ 5,327	\$ 4,370	22 %	\$ 10,334	\$ 8,319	24 %
Less: acquisitions	—	—		—	—		—	—		—	—	
Less: business dispositions	—	—		—	—		—	—		—	—	
Less: foreign currency effect	—	—		(2)	(1)		2	(2)		(2)	(3)	
<b>Aerospace organic revenues (Non-GAAP)</b>	<b>\$ 2,532</b>	<b>\$ 1,758</b>	<b>44 %</b>	<b>\$ 4,509</b>	<b>\$ 3,412</b>	<b>32 %</b>	<b>\$ 5,325</b>	<b>\$ 4,372</b>	<b>22 %</b>	<b>\$ 10,336</b>	<b>\$ 8,322</b>	<b>24 %</b>
Renewable Energy revenues (GAAP)	\$ 3,219	\$ 2,445	32 %	\$ 5,530	\$ 4,618	20 %	\$ 630	\$ 654	(4)%	\$ 1,157	\$ 1,352	(14)%
Less: acquisitions	—	—		—	—		—	—		—	—	
Less: business dispositions	—	—		—	—		—	—		—	—	
Less: foreign currency effect	(69)	3		(209)	10		(10)	1		(29)	1	
<b>Renewable Energy organic revenues (Non-GAAP)</b>	<b>\$ 3,288</b>	<b>\$ 2,442</b>	<b>35 %</b>	<b>\$ 5,739</b>	<b>\$ 4,608</b>	<b>25 %</b>	<b>\$ 640</b>	<b>\$ 653</b>	<b>(2)%</b>	<b>\$ 1,185</b>	<b>\$ 1,351</b>	<b>(12)%</b>
Power revenues (GAAP)	\$ 1,073	\$ 1,196	(10)%	\$ 2,175	\$ 2,162	1 %	\$ 3,078	\$ 3,006	2 %	\$ 5,796	\$ 5,542	5 %
Less: acquisitions	14	—		14	—		16	—		16	—	
Less: business dispositions	—	—		—	—		—	—		—	—	
Less: foreign currency effect	(5)	(8)		(30)	(15)		(15)	(8)		(57)	(16)	
<b>Power organic revenues (Non-GAAP)</b>	<b>\$ 1,064</b>	<b>\$ 1,204</b>	<b>(12)%</b>	<b>\$ 2,191</b>	<b>\$ 2,177</b>	<b>1 %</b>	<b>\$ 3,077</b>	<b>\$ 3,013</b>	<b>2 %</b>	<b>\$ 5,837</b>	<b>\$ 5,557</b>	<b>5 %</b>

\* Non-GAAP Financial Measure

We believe these measures provide management and investors with a more complete understanding of underlying operating results and trends of established, ongoing operations by excluding the effect of acquisitions, dispositions and foreign currency, which includes translational and transactional impacts, as these activities can obscure underlying trends.



# Organic revenues by sub segment



## ORGANIC REVENUES BY SUB SEGMENT (NON-GAAP)

(Dollars in millions)	2Q'23	2Q'22	V%	2Q'23 YTD	2Q'22 YTD	V%
Aerospace commercial services revenues (GAAP)	\$ 3,883	\$ 2,956	31 %	\$ 7,553	\$ 5,676	33 %
Less: acquisitions	—	—		—	—	
Less: business dispositions	—	—		—	—	
Less: foreign currency effect	—	—		—	—	
<b>Aerospace commercial services organic revenues (Non-GAAP)</b>	<b>\$ 3,883</b>	<b>\$ 2,956</b>	<b>31 %</b>	<b>\$ 7,553</b>	<b>\$ 5,676</b>	<b>33 %</b>
Aerospace commercial engines revenues (GAAP)	\$ 1,818	\$ 1,349	35 %	\$ 3,341	\$ 2,482	35 %
Less: acquisitions	—	—		—	—	
Less: business dispositions	—	—		—	—	
Less: foreign currency effect	—	—		—	—	
<b>Aerospace commercial engines organic revenues (Non-GAAP)</b>	<b>\$ 1,818</b>	<b>\$ 1,349</b>	<b>35 %</b>	<b>\$ 3,341</b>	<b>\$ 2,482</b>	<b>35 %</b>
Aerospace defense revenues (GAAP)	\$ 1,342	\$ 1,096	22 %	\$ 2,359	\$ 2,132	11 %
Less: acquisitions	—	—		—	—	
Less: business dispositions	—	—		—	—	
Less: foreign currency effect	—	—		—	—	
<b>Aerospace defense organic revenues (Non-GAAP)</b>	<b>\$ 1,342</b>	<b>\$ 1,096</b>	<b>22 %</b>	<b>\$ 2,359</b>	<b>\$ 2,132</b>	<b>11 %</b>

\* Non-GAAP Financial Measure

We believe these measures provide management and investors with a more complete understanding of underlying operating results and trends of established, ongoing operations by excluding the effect of acquisitions, dispositions and foreign currency, which includes translational and transactional impacts, as these activities can obscure underlying trends.

# Adjusted earnings from continuing operations before income taxes



## ADJUSTED EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES (NON-GAAP) (Dollars in millions)

	2Q'23	2Q'22	V%	2Q'23 YTD	2Q'22 YTD	V%
<b>Total revenues (GAAP)</b>	16,699	14,127	18 %	31,185	26,802	16 %
Less: Insurance revenues	847	766		1,639	1,530	
<b>Adjusted revenues (Non-GAAP)</b>	15,852	13,361	19 %	29,546	25,272	17 %
<b>Total costs and expenses (GAAP)</b>	16,001	13,866	15 %	30,076	27,770	8 %
Less: Insurance cost and expenses	784	709		1,505	1,368	
Less: interest and other financial charges	254	353		511	724	
Less: non-operating benefit cost (income)	(402)	(101)		(787)	(206)	
Less: restructuring & other	138	35		289	73	
Less: separation costs	226	148		431	247	
Less: Steam asset sale impairment	—	1		—	825	
Less: Russia and Ukraine charges	190	—		190	230	
Add: noncontrolling interests	4	7		(24)	21	
Add: EFS benefit from taxes	(60)	(61)		(111)	(108)	
<b>Adjusted costs (Non-GAAP)</b>	14,755	12,666	16 %	27,802	24,421	14 %
<b>Other income (loss) (GAAP)</b>	692	(1,227)	Fav	6,773	(1,178)	Fav
Less: gains (losses) on retained and sold ownership interests and other equity securities(a)	356	(1,552)		6,262	(1,770)	
Less: restructuring & other	—	—		—	3	
Less: gains (losses) on purchases and sales of business interests	36	2		(19)	6	
<b>Adjusted other income (loss) (Non-GAAP)</b>	300	323	(7)%	530	583	(9)%
<b>Profit (loss) (GAAP)</b>	1,390	(966)	Fav	7,882	(2,146)	Fav
<b>Adjusted profit (loss) (Non-GAAP)</b>	1,396	1,018	37 %	2,274	1,434	59 %
<b>Adjusted profit (loss) (Non-GAAP)</b>	1,396	1,018	37 %	2,274	1,434	59 %
Add: interest and other financial charges (ex EFS, ex Insurance)	(255)	(356)		(512)	(729)	
Less: noncontrolling interests	(4)	(7)		24	(21)	
Less: EFS benefit from taxes	60	61		111	108	
<b>Adjusted earnings (loss) from continuing operations before income taxes (Non-GAAP)</b>	1,085	608	78 %	1,627	617	Fav
Less: adjusted provision (benefit) for income taxes (Non-GAAP)	276	144		427	188	
Add: preferred stock dividends and other	(58)	(67)		(204)	(119)	
Add: noncontrolling interests	(4)	(7)		24	(21)	
Add: dilution	—	—		(7)	—	
Less: excise tax on preferred stock repurchase	—	—		(30)	—	
<b>Adjusted earnings (loss) (Non-GAAP)</b>	748	391	91 %	1,042	289	Fav

\* Non-GAAP Financial Measure

We believe that adjusting profit to exclude the effects of items that are not closely associated with ongoing operations before income taxes provides management and investors with a meaningful measure that increases the period-to-period comparability. Gains (losses) and restructuring and other items are impacted by the timing and magnitude of gains associated with dispositions, and the timing and magnitude of costs associated with restructuring and other activities.

# Free cash flows (FCF)



## FREE CASH FLOWS (FCF) (NON-GAAP)

(Dollars in millions)

		<b>3Q'22</b>
<b>CFOA (GAAP)</b>	\$	813
Less: Insurance CFOA		(7)
<b>CFOA excluding Insurance (Non-GAAP)</b>	\$	820
Add: gross additions to property, plant and equipment and internal-use software		(252)
Less: separation cash expenditures		(60)
Less: Corporate restructuring cash expenditures		—
Less: taxes related to business sales		(69)
<b>Free cash flows (Non-GAAP)</b>	\$	<b>697</b>

\* Non-GAAP Financial Measure

We believe investors may find it useful to compare free cash flows\* performance without the effects of CFOA related to our run-off Insurance business, separation cash expenditures, Corporate restructuring cash expenditures (associated with the separation-related program announced in October 2022) and taxes related to business sales. We believe this measure will better allow management and investors to evaluate the capacity of our operations to generate free cash flows.



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# Upcoming calendar

3Q'23 earnings

October 24, 2023

4Q'23 earnings

January 23, 2024