# Driving growth in Connected Care & Health Informatics

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# Key takeaways

- Connecting consumers and care professionals for better health and economic outcomes
- Extending leading positions in Patient Care & Monitoring Solutions
- Transformed **Health Informatics** to profitable Softwareas-a-Service model
- Launched HealthSuite Digital Platform
- Building a **Population Health** ecosystem, by leveraging our assets in analytics, telehealth, and consumer health
- Driving growth at mid to high-single-digits and stepping up profitability to mid-teens

# **Connected Care and Health Informatics**

Connecting patients across the continuum: Actionable insights and better outcomes

Healthy	living	Prevention		Diagnos	is	Treatment	>	Home care	
Patient Care & Monitoring Soluti	ons					toring, ventilati tions for mana			
Health Informatic Solutions & Servio						gnostics for me , oncologists, ne	•		ogists,
Population Health Management				A CONTRACTOR OF	reventative upported by	, chronic, post a / eHealth	acute and	elderly care pr	ograms
Philips HealthSuit Digital Platform	° C	Philips Health	Suite		-	rm supporting of integration, An		•	rnet of

DHI



# Leveraging existing positions and building value

Through suites of systems, smart devices, software and data-enabled services

Improve	Grow	Build
<ul> <li>Quality programs for continuous improvement</li> <li>Productivity programs:         <ul> <li>DfX</li> <li>Optimization of manufacturing and R&amp;D footprint</li> <li>Reduction of overhead costs</li> </ul> </li> <li>Operating leverage</li> </ul>	<ul> <li>Entering invasive ventilation</li> <li>Expand patient monitoring across care settings, supported by clinical analytics</li> <li>Enterprise clinical informatics radiology and cardiology</li> <li>World class software capability with hubs in India, Brazil, Bay area and Boston</li> </ul>	<ul> <li>Oncology and neurology informatics</li> <li>Establishing Population Health, building on Wellcentive acquisition</li> <li>Transforming Personal Emergency Response into Aging Well services</li> <li>Opening HealthSuite to 3<sup>rd</sup> party propositions</li> </ul>
Financials Current <sup>1</sup> • CSG: Mid-single • Adi, EBITA mar	r <b>ation</b> to high-single-digit A margin: Mid-teens	

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## **Expanding strong market positions** Monitoring, Therapeutic Care and Defibrillators

#### Leading market positions



#### **Global leader in Patient Monitoring**

#### Portfolio expansion to accelerate growth

- Launching new generation portable monitors in 2017
- Grow services and medical consumables
- Innovative wearables and contactless monitoring for patients across care settings
- Launched transformative business models: Clinical analytics and monitoring-as-a-service



#### Leading positions in Therapeutic Care

North America market leader in AED Global leader in non-invasive ventilation

- Expand into invasive ventilation
- Connected AEDs
- Emergency care (ambulance) solutions



# Differentiating propositions using our deep clinical expertise Driving disease centric solutions in Health Informatics

#### Leading market positions



MDAnderson

Yale University School of Medicine

#### **Clinical Informatics for specialists**

- #1 in High-end Radiology Informatics
- Leading in Cardiology Informatics
- Best-in-KLAS Clinical Portal
- Co-creation with leading institutions

#### Portfolio expansion to accelerate growth

- Enterprise informatics **Software-as-a-Service** for definitive diagnosis and personalized treatment
- Clinically aware intelligence at the workstation
- Beyond radiology and cardiology into oncology and neurology



#### New products launched

- Digital pathology
- Genomics informatics for oncology and infectious diseases
- HealthSuite Digital Platform: 14 digital propositions launched

- Extend **digital pathology** with quantification (acquisition of PathXL)
- Artificial Intelligence platform for clinical decision support
- HealthSuite single platform for health innovation across Philips' portfolio and ecosystem partners

## Unified clinical experience focused on disease types Extending beyond Cardiology

#### Market leading cardiology solution

• Enabling definitive diagnosis for cardiologists, with 2,000+ deployments across the world



#### Expanding into oncology

- Enterprise oncology solution with integrated decision support
- Universal Data Management across data types and information systems



# HealthSuite: Building Health Ecosystems

Enabling market-specific solutions



#### Launched the platform

- **14 digital propositions** launched on HealthSuite in both consumer and professional health
- Crafting the HealthSuite ecosystem with partners (Amazon, Qualcomm) to build an infrastructure for Internet of Medical Things and Universal Data Management

#### Extending the platform

- Enabling faster time-to-market and connectivity of Philips propositions
- Open Platform-as-a-Service for ecosystem plays
- Integrated solutions for large customers

# Configurable health programs across population cohorts Nascent market with high growth

#### Leading market positions



#### **Health analytics**

• Acquired Wellcentive, a leader in population health

#### Portfolio expansion to accelerate value creation

- Drive better patient and economic **outcomes**
- Stratify patient populations and identify right care programs
- Engage payers on reimbursement models



#### Ambulatory programs

- #1 in ICU remote monitoring
- Hospital-to-home programs

- Configurable programs for chronic disease management
- Transitions in-out of hospitals
- Coaching programs to drive lifestyle changes



#### **Elderly care**

- #1 in Personal Emergency Response Service
- 600 thousand seniors using tele-health and emergency monitoring services
- Expanding into Aging Well solutions
- New propositions for remote sensing, chronic management



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