

Driving growth in Connected Care & Health Informatics

Jeroen Tas

Chief Business Leader Connected Care & Health Informatics

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 Software-as-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**



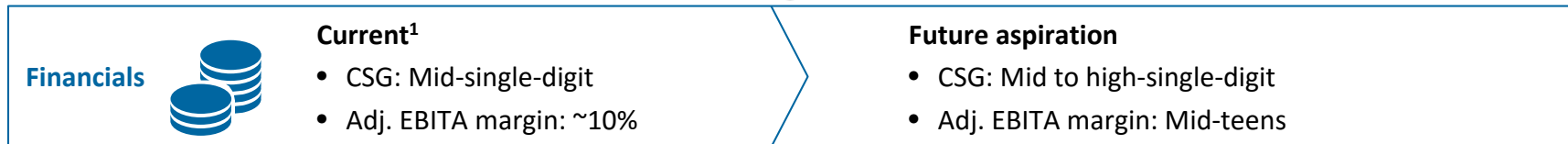
Connected Care and Health Informatics

Connecting patients across the continuum: Actionable insights and better outcomes



Leveraging existing positions and building value

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



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

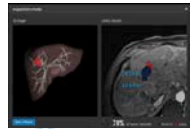


- Expand into **invasive ventilation**
- **Connected AEDs**
- **Emergency care** (ambulance) solutions

Differentiating propositions using our deep clinical expertise

Driving disease centric solutions in Health Informatics

Leading market positions



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



Ambulatory programs

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



Elderly care

- #1 in Personal Emergency Response Service
- 600 thousand seniors using tele-health and emergency monitoring services

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

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

- Expanding into **Ageing Well solutions**
- New propositions for remote sensing, chronic management

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 Software-as-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**



