

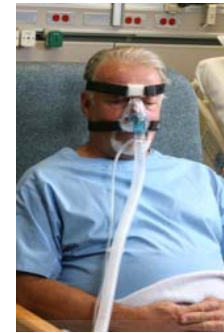
PHILIPS

sense **and** simplicity

Clinical Care Systems

Barbara Franciose
CEO Clinical Care Systems
May 16, 2008

Clinical Care Systems: Growth engine businesses



Resuscitation

**Diagnostic
ECG**

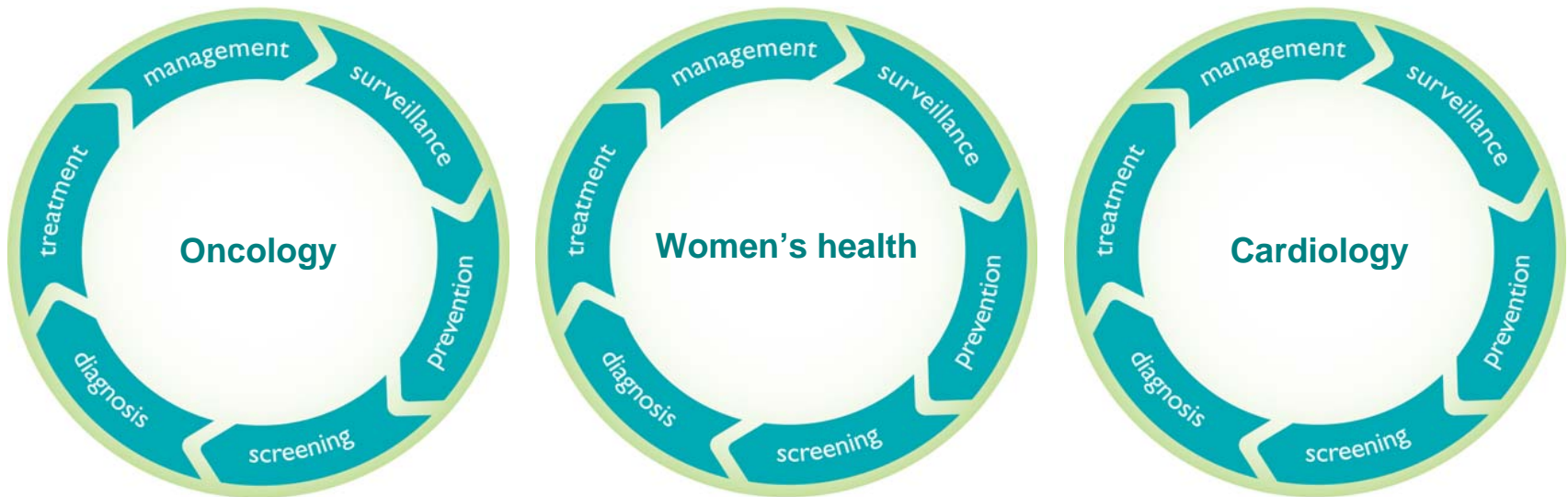
**Consumables
& Sensors**

**Respironics
Ventilation
and Children's
Medical
Ventures
Business**

**Ultrasound
Business**

Cardiac Care Business

Clinical Care Systems team drives Philips Care Cycle Programs



- Cross-business product creation
- White space expansion M&A / partnerships

Children's Medical Ventures (Respironics Hospital)

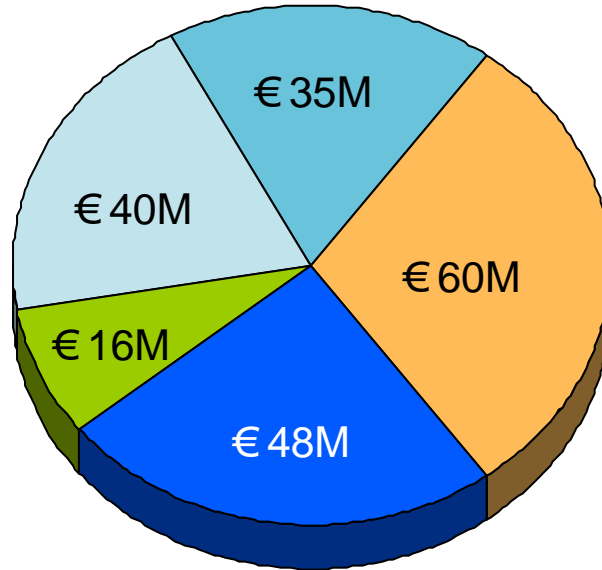
Market Segments (€M) & Market Share (%)



Safety and Soothing Aids
ChMV share 10%



Monitoring
ChMV share 95%



Therapeutic Support
ChMV share >50%



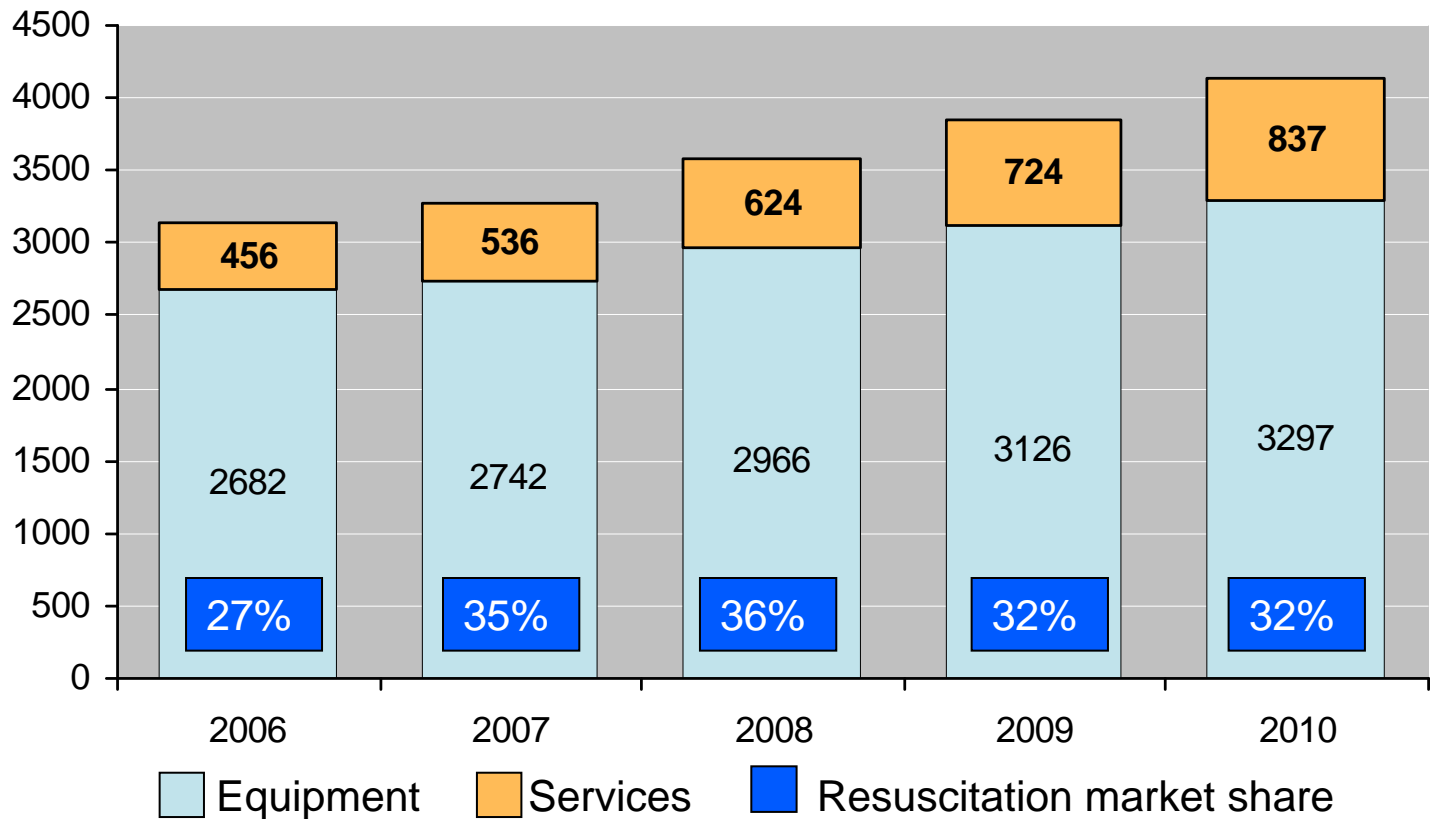
Non-Invasive Ventilation
ChMV share 1%



Jaundice Management
ChMV share 30%

Cardiac Care: Market grows 7% CAGR 2006-2010

Total Market: Equipment Revenue + Service Revenue (€M projected)
and Philips Resuscitation market share (% projected)



2007 growth largely caused by competitor's FDA issues

Cardiac Care: #1 in Resuscitation Solutions

**% 2007
resuscitation
revenue**

1%

52%

Automated External Defibrillators (AED)

- Home: HAT trial; AED safely and effectively used to save lives of six patients in trial; neutral impact overall
- Professional market: Philips technology leadership with Quick Shock and SMART CPR



Advanced Life Support (ALS) - Pre-Hospital and Hospital

47%

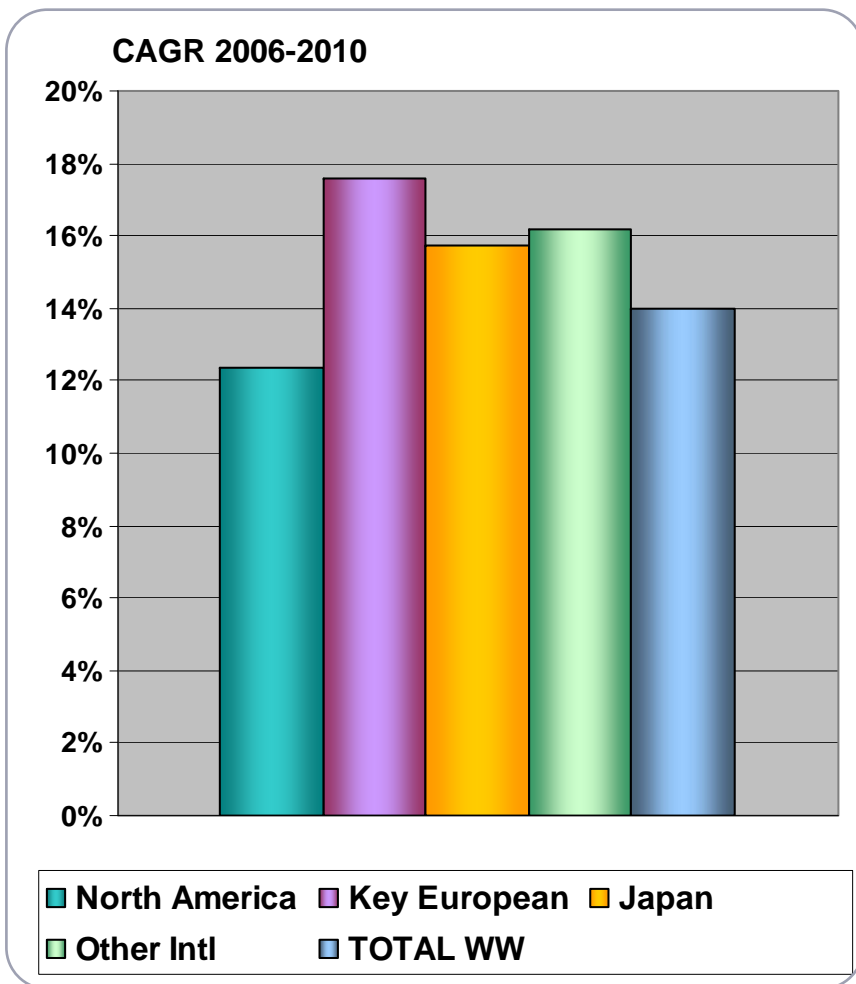
- HeartStart MRx: Reducing door-to-balloon time; includes 12-lead ECG transmission to hospital



Growth in global professional AED and Advanced Life Support

AED Global Market Growth 14% CAGR 2006-2010

Automatic External Defibrillators



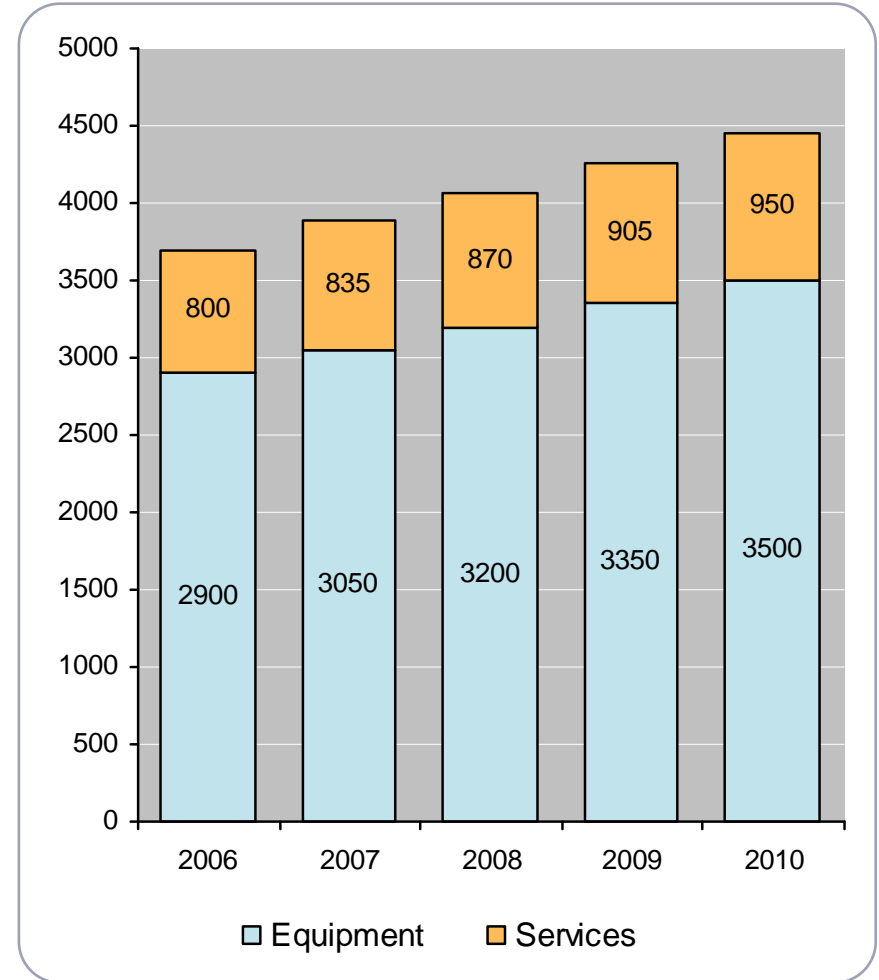
AED market potential continues to fuel revenue growth

- North America growth driven by Public Access Defibrillation (PAD) market
- Public Access Defibrillation legislation pending in several key European markets
- Explosive growth in Japan (>30 % in '06) will moderate, but demand remains strong

Ultrasound: Market grows 5% CAGR 2006 to 2010

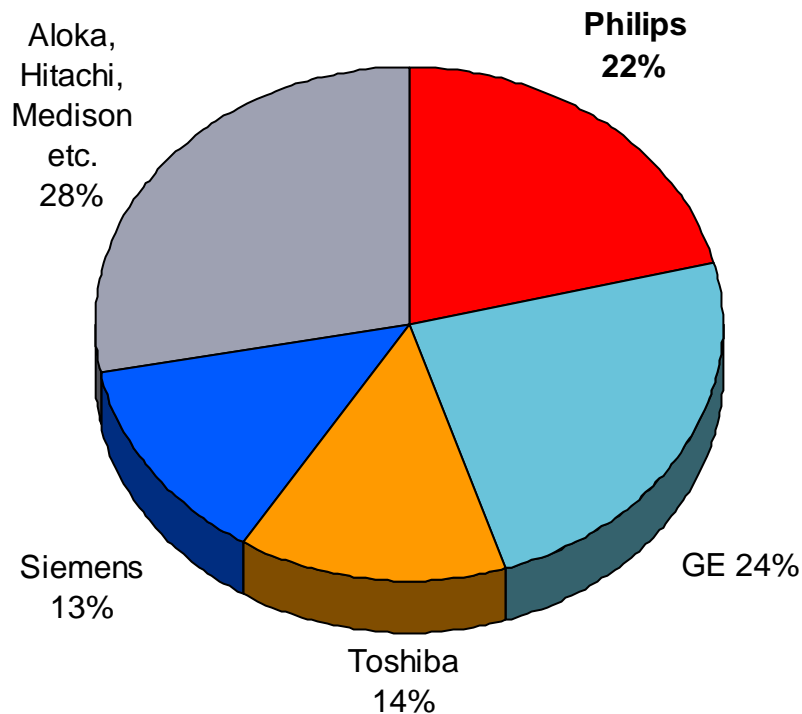
Equipment Revenue + Service Revenue (€M projected)

- 2010 projected market for Ultrasound equipment/service is approx. €4.5 B
- Market driven by new clinical usage, emerging market growth and compact
- Unit growth >15% with positive impact on service revenue

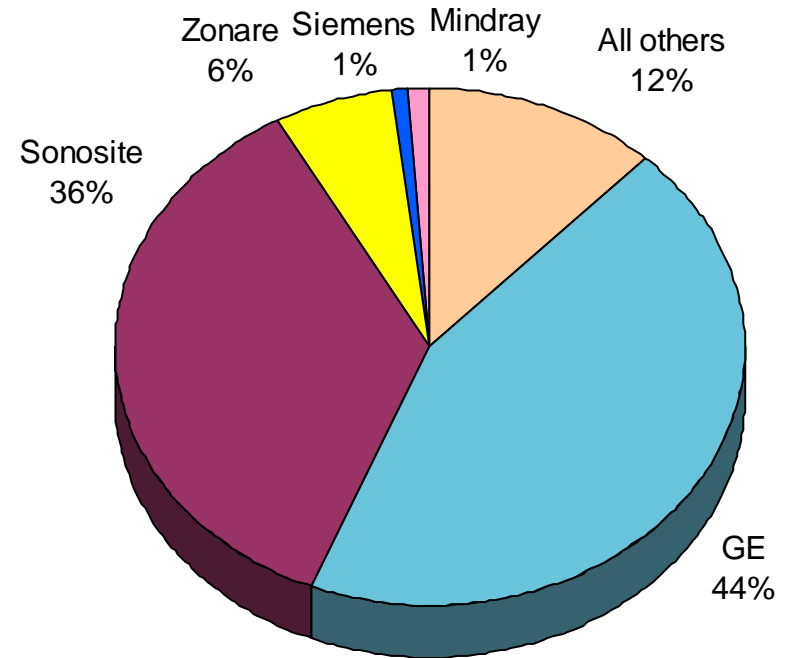


Ultrasound: 2007 Market Share

Total including Compact (€ 3.2 B)



Compact (€ 375 M)



Strong market share position prior to entering Compact market which grows 25%



Introducing the CX50 CompactXtreme from Philips*



* FDA 510(k) pending

CX50 compact ultrasound*

“While doing portable studies, I can’t always count on my compact system when encountering difficult patients...I need to be able to make quick and confident diagnoses at the bedside for all my patients.”



In the OR, at the bedside, and remote locations

CX50: Premium Class Performance

- Premium capabilities **unique** to the CX50
 - 128-channel digital beamformer
 - PureWave crystal technology



Compact Ultrasound: Extreme Mobility

Take ultrasound to the patient

Convenient form factor

- Portable laptop weighing @ 6.8kgs
- 15-inch LCD display
- Built-in handle, Integrated DVD
- Battery powered
- Optional cart, travel case



Live 3D transesophageal echo (TEE) is changing medicine and expanding beyond the echo lab

Cardiologist:

Yield more precise diagnoses

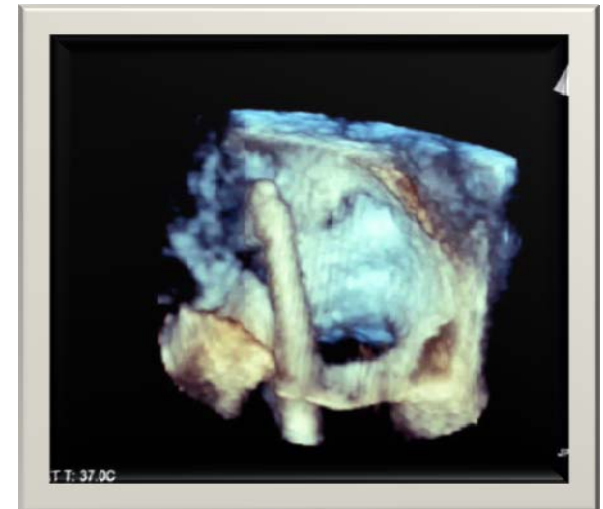
Surgeon:

Optimize surgical planning

Interventionalist:

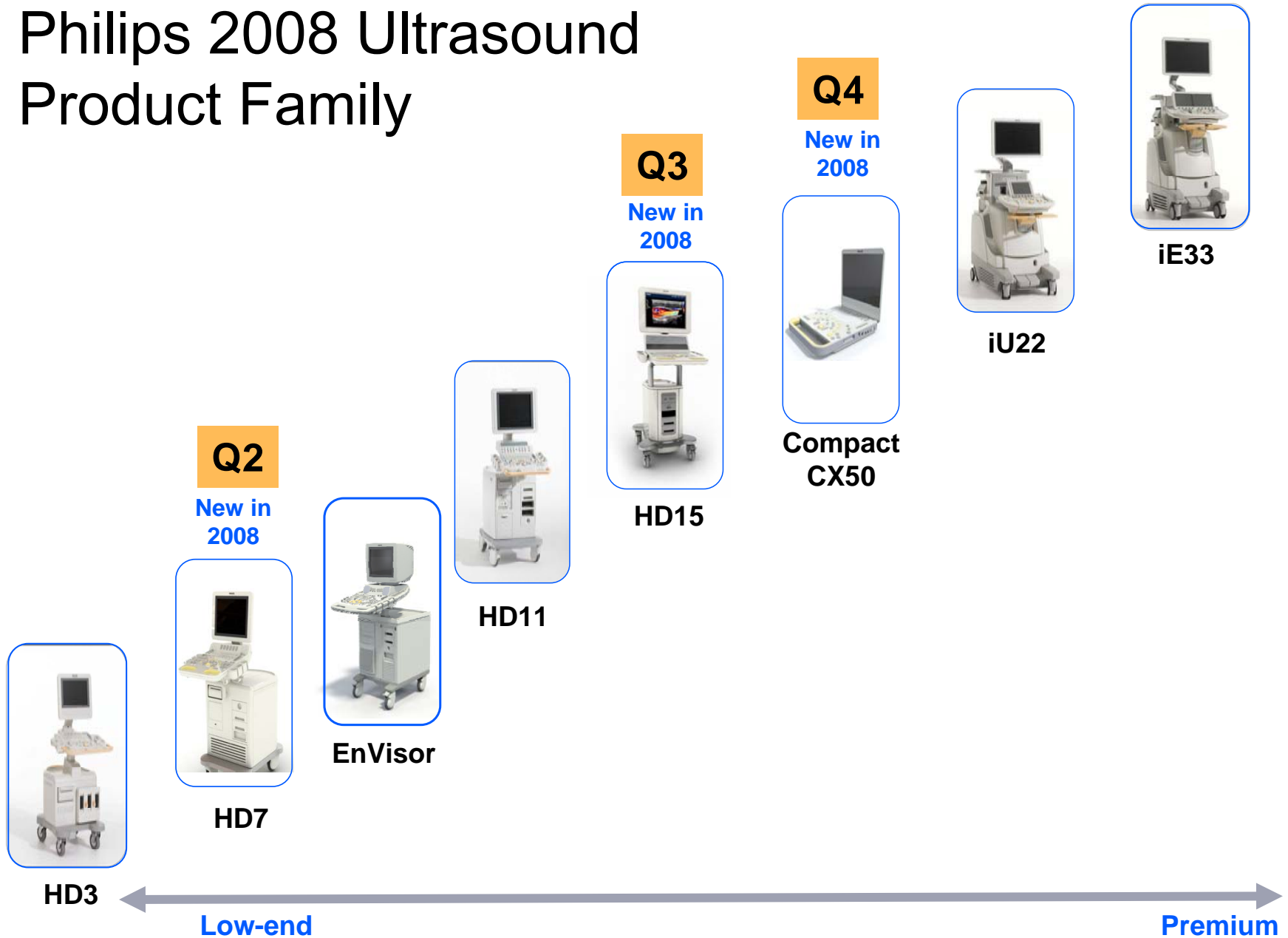
View devices in relationship to anatomy in real time

Closure device deployment



Innovation on the iE and Premium segment will grow this segment

Philips 2008 Ultrasound Product Family



Clinical Care Systems - Summary

- Philips enters Compact Ultrasound with unique level of image quality; modular platform allows future compact expansion and market segmentation prevents customer substitution
- Philips is the leader in fast-growing (14% CAGR) AED market
- Clinical Care Systems businesses all grow and contribute margins > average of Philips Healthcare; exploring new opportunities related to care-cycle strategies as part of Vision 2010



