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