

# Digital leadership and accelerating profitable growth in Connected Care & Health Informatics

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## Key takeaways

- **Connected Care & Health Informatics** play a critical role in growing our solutions across the health continuum
- **Strong, differentiating value proposition for value-based care** by:
  - Enabling superior data-driven clinical decisions
  - Improving staff and equipment productivity
  - Better patient outcomes and engagement
- **Growing with exciting new product** introductions and market capabilities
- Target to deliver **mid- to high-single-digit growth** and stepping up **profitability to 14-16%** by 2020, leveraging leadership positions and scaling our informatics business

# We support our customer's journey towards value-based care



## Asks of a Chief Medical Officer

As a CMO, I'm passionate about clinical outcomes

For my staff, it's all about patient safety, and better workflow

Systems need to be secure, connected and interoperable

We have to move our patients out of ICU faster

Homecare is great, I want to stay in contact with patients

## Our solutions

Superior data-driven clinical analytics

Improved workflow and productivity

IT enterprise solutions

Monitoring and Ventilation for ICU, general ward, nursing facilities and home health

Population Health Management

# CC&HI connecting patients across the Health Continuum

Informatics already accounts for more than 80% of CC&HI sales



*77% of sales, EUR 2.5 billion*

Global leader in  
Patient Monitoring, Non-  
invasive ventilation & AEDs



*16% of sales, EUR 0.5 billion*

#1 Global leader in  
Cardiology Informatics  
#1 in the US for Radiology



*7% of sales, EUR 0.2 billion*

#1 Home Care in the US  
Top rated Wellcentive

# Proven success to deliver clinical and economical value



## Solutions approach

## Proven healthcare expertise

## Digital innovation

Enabling efficient data-driven  
clinical decisions

Lakeland Health

**56%**

Reduction in cardiac and respiratory  
arrests

Better patient outcome  
& engagement

Ysbyty Gwynedd

**35%**

Reduction of severe adverse  
events

Improving staff and  
solution productivity

Emory

**USD 4.6m**

Medicare spending saved over  
15 months

# Exciting new product introductions in 2017/18 further accelerating growth

## Patient Care & Monitoring Solutions



Connected Biosensor

BiPAP Ventilator



Camera-based Contactless Monitor

High Flow Non-Invasive Ventilation Therapy

## Healthcare Informatics



IntelliSpace Enterprise Edition Software-as-a-Service



Illumeo Adaptive Intelligence

## Population Health Management



GoSafe



Population Management Outcomes Manager



# Investment in Clinical Analytics is paying off

Double-digit growth by moving continuous monitoring beyond ICU



## Customer benefits

- ✓ Improved mortality rate
- ✓ Better clinical outcomes
- ✓ Reduced length of stay
- ✓ Reduced costs by preventing expensive ICU stays
- ✓ Superior staff and patient experience
- ✓ Full clinical network and EMR integration

# Building an attractive Population Health Management business

## Our approach

### *Understand* your population

- Data aggregation and analytics
- Risk stratification
- Financial performance

### *Navigate* care for patients

- Care navigation
- Care gaps and pathways
- Care management and referrals

### *Activate* patients

- Patient engagement
- Provider activation
- Telehealth and Personal Emergency Response
- Medication management

## Our position

### Strong results at Banner Health <sup>1</sup>:

- 27% reduction in cost of care
- 45% reduction in hospitalizations
- 32% reduction in acute & long-term cost

KLAS ranked Philips **top Population Health Management vendor** for acting as a **long-term partner** to customers and meeting their **evolving needs**

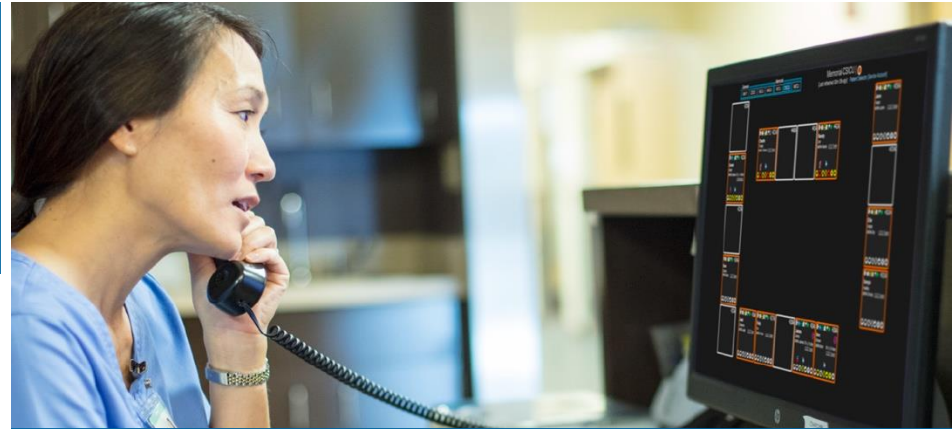
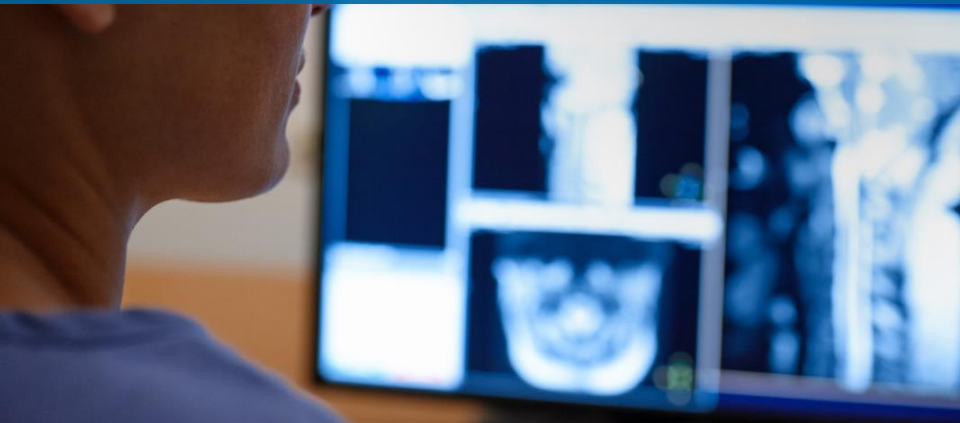




# Using Artificial Intelligence to improve clinical and economical outcome

## Data efficiency




Boost workflow efficiency with **Deep Learning** and **Machine Learning** techniques to extract meaning from noisy data



## Clinical insights

Monitor patterns and identify **subtle changes in patient data** more quickly, allowing earlier intervention and reduced length of stay

# Growth and performance drivers in Connected Care & Health Informatics

Focus on	Driven by	2020 targets
 <b>Growth in core businesses</b>	<ul style="list-style-type: none"><li>• Leverage installed base for services and consumables sales</li><li>• Scale Healthcare Informatics</li><li>• Grow Software-as-a-Service proposition</li></ul>	<b>Comparable sales growth</b>  Mid- to high-single-digit  <b>Adj. EBITA</b>  14-16%
 <b>Growth in adjacencies</b>	<ul style="list-style-type: none"><li>• Expand Patient Monitoring to low-acuity settings</li><li>• Enter invasive ventilation</li><li>• Scale Population Health Management</li></ul>	
 <b>Customer and operational excellence</b>	<ul style="list-style-type: none"><li>• Enhancing Quality System Compliance</li><li>• Productivity programs</li><li>• Grow e-commerce channel</li></ul>	



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