

## GE Healthcare

**UBS Healthcare Conference | May 24, 2022** 

## **Enabling precision health focused on patient and customer**



Leading innovator enabling personalized and precision health through integrated clinical care, connected technology, and data across patient journey

Improving lives in the moments that matter, for both patient and caregiver

## Health system efficiency & access

- Demand for efficiency & flexibility where care is delivered
- Cost-effective products to increase access

### MARKET NEEDS

#### Improved outcomes

- Specific data insights to make informed decisions
- Advancements in diagnostics, monitoring, & therapeutics

### **Digitization of health**

- More precise diagnostics, better interoperability, improved workflow
- Seamless integration of artificial intelligence to improve outcomes

Underpinned by more resilient, sustainable practices and products, while growing access to care

# Industry leader in \$75B+ global healthcare sector with strong secular tailwinds



Business Segments

FY21 Revenue<sup>-a)</sup>



Enterprise Digital Solutions<sup>-b)</sup>
\$1B

Service & Repair<sup>-c)</sup> \$6B

<sup>(</sup>a – Healthcare Systems includes Imaging, Ultrasound and Life Care Solutions (LCS)

<sup>(</sup>b - Represents total Digital revenue included in HCS Imaging, Ultrasound and Life Care Solutions figures above.

#### Where we deliver care along the patient journey Home Care Cardiology **Ambulatory Service Centers Operating Room** Cath Lab Intensive Care Unit OB/GYN Clinic **Neonatal Intensive Care Affiliate Hospital** Breast Health Center Orthopedics Labor & Delivery Reproductive Medicine Surgery Children's Hospital **Imaging Center** Perinatology Vascular Lab Radiology Anesthesia Women's Health **Emergency Department Pediatrics** Lab Outpatient Lab Virtual Care Oncology Medical Records Urology **Nuclear Medicine Outpatient Center** Neurology Commercial Lab Primary Care/Family Medicine **Urgent Care**

## **GE's unique strengths**

#### **Unrivaled customer access**

- Major dept's in & out of hospital
- Addressing major disease states
- Deep engagement with KOLs

#### **Technology leader**

- A leader across modalities
- Digital/Al integration

#### **Strong growing franchise**

- Long-term partnerships
- Best-in-class service

#### **Tackling major care areas**

- Cardiology
- Oncology
- Neurology

In Hospital

Community

## **GE Healthcare: 2021 by the numbers**







**Patients** served



**Employees** 



\$18B

Revenue 50% recurring



Countries served



55%

Revenue from outside U.S.



Installed



16.7% Reported margins

>100% FCF conversion\*-b)



R&D

<sup>\*</sup> Non-GAAP Financial Measure: See GE IR website for reconciliations (a- Service, PDx and Digital

## Outlook: Accelerating growth across continuum of care





Healthcare plans to deliver MSD revenue growth\*-a) over the long term while expanding margins

## **Healthcare: Spin plans**





#### **OPERATING APPROACH**

- 95% of company 100% focused on day-to-day business performance
- Dedicated Separation Management Office driving workstreams ... Transforming what makes sense

- Key decisions to be made during process: Operating model, operational separation, capital structure, brand, corporate governance ...
- Business and regional segment details, stand-alone costs and capital structure available closer to spin

## **Healthcare: Key messages**





#### GLOBAL FRANCHISE DRIVING PRECISION HEALTH INNOVATION

- At nexus of care pathways ... integrated tech, solutions, data complemented by higher-margin services
- Powerful secular growth drivers: aging population, chronic disease, emerging markets
- Trusted partner with strong global presence

#### DRIVING OPERATIONAL PERFORMANCE USING LEAN

- Focus on fundamentals to accelerate top & bottom-line growth
- Increased investment in pipeline and R&D productivity
- Margin expansion leveraging lean and continued strong FCF\* generation

## PLANNED SPIN-OFF ENABLES GROWTH ACCELERATION ON BOTH TOP AND BOTTOM LINE

- Optimized organization ... enables speed, agility, customer focus
- Focused investments in markets where we lead with expansion into higher-value franchises
- Strong global franchise, favorable market fundamentals, tuck-in M&A