GE Healthcare
JP Morgan Conference

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Caution Concerning Forward-Looking Statements:
This document contains “forward-looking statements” – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance and financial condition, and often contain words such as “expect,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “see,” or “will.” Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, particular uncertainties that could cause our actual results to be materially different than those expressed in our forward-looking statements include:
current economic and financial conditions, including volatility in interest and exchange rates, commodity and equity prices and the value of financial assets; potential market disruptions or other impacts arising in the United States or Europe from developments in the European sovereign debt situation; the impact of conditions in the housing market and unemployment rates on the level of commercial and consumer credit defaults; changes in Japanese consumer behavior that may affect our estimates of liability for excess refund claims (Grey Zone); potential financial implications from the Japanese natural disaster; our ability to maintain our current credit rating and the impact on our funding costs and competitive position if we do not do so; the adequacy of our cash flow and earnings and other conditions which may affect our ability to pay our quarterly dividend at the planned level; our ability to convert customer wins (which represent pre-order commitments) into orders; the level of demand and financial performance of the major industries we serve, including, without limitation, air and rail transportation, energy generation, real estate and healthcare; the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including the impact of financial services regulation; strategic actions, including acquisitions, joint ventures and dispositions and our success in completing announced transactions and integrating acquired businesses; and numerous other matters of national, regional and global scale, including those of a political, economic, business and competitive nature. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements.

“This document may also contain non-GAAP financial information. Management uses this information in its internal analysis of results and believes that this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons. For a reconciliation of non-GAAP measures presented in this document, see the accompanying supplemental information posted to the investor relations section of our website at www.ge.com.”

“Effective January 1, 2011, we reorganized our segments. We have reclassified prior-period amounts to conform to the current-period’s presentation.”

“In this document, “GE” refers to the Industrial businesses of the Company including GECS on an equity basis. “GE (ex. GECS)” and/or “Industrial” refer to GE excluding Financial Services.”
$17B broad technology portfolio

**Diagnostic & Clinical Equipment**
~46% of revenue
- Diagnostic imaging
- Clinical products
- Home health

- $7.8B

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**Information Tech. and Services**
~34% of revenues
- Electronic medical records (EMR)
- Picture Archiving System (PACS)
- Clinical knowledge solutions
- Equipment service solutions

- $5.7B

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**Molecular Medicine**
~20% of revenues
- Bio-process
- Protein & cell sciences
- Contrast media
- Molecular diagnostics

- $3.3B

* Revenue represent 2010 results
A global business model ... 53% revenue non-U.S.

Global growth drivers:
- High-tech infrastructure spending
- Low protectionism
- Large regional competitors
- Low manufacturing capital investment
- Globally translatable technology

Industry characteristics:
- High technology and IP
- Highly regulated
- Domain expertise required

U.S./Can
Rev ~$8.3B
EE’s ~22,400

Europe
Rev ~$3.8B
EE’s ~13,900

China
Rev ~$1.1B
EE’s ~5,200

India
Rev ~$0.3B
EE’s ~2,900

LA
Rev ~$0.5B
EE’s ~1,800

EAGM
Rev ~$0.8B
EE’s ~1,200

Asia-Pacific
Rev ~$2.1B
EE’s ~3,500

* Revenue, Employees represent 2010 results
Demographic trends escalating demand

Populations aging

- 2030: the number of people over 65 will
  - Increase 140% in developing world
  - Increase 51% in developed world
- 48.6% relative lifetime healthcare expenditure is expended after age 65

...and demand is growing

- Global number of Alzheimer’s patients will grow from 36 million in 2009 to 66 million in 2030 and 115 million in 2050
- Global number of cancer patients is predicted to grow from 10.1 million in 2000 to 15.7 million in 2020
- US: chronic disease up 80% and spending up 260% over last 20 years. Spend to increase 2.5X by 2023

Healthcare expenditures outpacing GDP growth
GE strategy addresses macro trends in healthcare

1. Innovation that is clinically and economically relevant
   - Healthyagination and In-Country, for-Country (ICFC) products

2. The drive for quality healthcare
   - Technologies & Solutions to help hospitals run better

3. Diagnostics and therapy moving to the molecular level
   - Molecular diagnostics to detect disease and match the right drug
   - Life Sciences tools to enable the next generation of bio-therapeutics

4. The digitization of healthcare
   - Investing in the broad Healthcare IT (HCIT) portfolio in the industry

- FDA-valid genomic biomarkers in drug labels
  - 18% CAGR
  - 2005: 12, 2011: 33
GEHC—Enables Personalized Medicine

Personalized medicine multiple components—GE Healthcare makes it happen TODAY

Right drug to the right patient

Pathology, Biopsy analysis

Biomarker development

Integrated Dx/Rx R&D

Radiology as biomarker

New diagnostics assays
Radiology & pathology - enablers of personalized medicine

Early detection

Complete patient diagnostics

Personalized therapy

GP

Radiologist

Pathologist

Oncologist

Screening

Imaging

Biopsy analysis

Treatment decision and monitoring

Suspicion of cancer, more tests needed
Radiology imaging for mass confirmation, location
Therapy selection limited

Definitive diagnostic... tissue-based today
Advanced radiology... activity, molecular
Enables specific therapy selection
GE supports increased needs in pathology

Assets and capabilities positioned to answer trends in personalized medicine

- Acquired Clarient
  - Acquired Pathology service platform
  - Speed to market, menu of tests
  - Customer base

- Omnyx JV: Digital Pathology
  - Workflow & automation
  - High throughput

- Innovative Solutions in Pathology
  - Precision & efficiency
  - Software Analysis/Multiplexing
  - Advanced computational biology
Clarient: pathology tests services

Entry to the market via services

Clarient acquired Dec 2010
~ 450 employees, 300 tests for Cancer Diagnostics
Great reputation, customer base of >2,000 pathologists in the US
Ongoing globalization using GEHC infrastructure
Introduction of proprietary innovative technology for pathology

Genetic fingerprint

Genetic messages

Protein expression

Cell function
Digital Pathology

High throughput with slide digitization

From glass

Stain A ➔ Her 2
Stain B ➔ p53
Stain C ➔ Ki67

... to digital

Digitize, annotate

Share

Digitalization improves capacity; enables quick and accurate share of information
Oncology PET Imaging ...

.... Meeting clear unmet medical need

Tumor detection

Detection of metastatic prostate cancer

Therapy monitoring

Monitoring efficacy of anti-angiogenic therapy

Test to measure response of tumors to anti-angiogenic therapy

Scan  Treat (2 wks)  Scan

Analyse & report

The imaging agents described are still in development and not approved for use by the FDA or any other health regulatory authority.
GE innovations will create new insights

GE research center advances pathology

From 1 test/slice

Stain A → Stain B → Stain C → Her 2
Stain A → Stain B → Stain C → p53
Stain A → Stain B → Stain C → Ki67

...to 50+ tests/slice

With multiplexing capability

Stain A Inactivate
Stain B Inactivate
Stain C Inactivate

Groundbreaking technology in Pathology

GE imagination at work
GE continues to lead the integration of diagnostic solutions

- **INCREMENTAL**
  - Clariyet

- **BREAKTHROUGH**
  - Clarient, Omnyx, New tech

- **DISRUPTIVE**
  - Integrated pathology solution

- **REVOLUTIONARY**
  - Advanced Diagnostics: combined Radiology & Pathology

GE solutions resulting in better patient outcomes
Better companion diagnostics needed for Rx development

- Diagnostic deals lead pharma BD in 2011
- Recent FDA Rx+Dx approvals
- 2011-2016 IP cliff impact on sales
- Pharma R&D cost and attrition
- Biomarker in >80% of Pharma pipeline

Rx+Dx will drive pharma growth
Alzheimer’s Disease ...  
... an unmet need for complete Dx solution

Enabling First Generation of Disease Modifying Drugs

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Medical Diagnostics - Broad range of technologies with prominent global presence

- Leader in in-vivo imaging
- Clariant - molecular Dx & Pharma R&D hub
- Proprietary technology for R&D and clinical use
- Innovative digital solutions for pharma and clinical labs

>53,000 GEHC employees with WW infrastructure
GE – driving personalized medicine

Strategies

1. Be a global diagnostics leader, supporting Personalized Medicine growth
2. Be pharma’s partner of choice in personalized medicine
3. Invest in new platforms – streamline the radiology – pathology diagnostic workflow
4. Investing in pathology... to be a leader in companion diagnostics and pathology frontiers
5. Leading the way in healthcare digitalization
Thank you