

# GE Healthcare healthymagination Investor Update

John Dineen, President & CEO, GE Healthcare

June 24, 2010

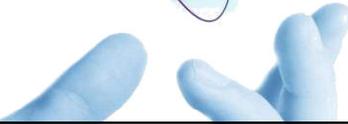
**\*Results are preliminary and unaudited.** This document contains "forward-looking statements" - that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance and financial condition, and often 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: the severity and duration of current economic and financial conditions, including volatility in interest and exchange rates, commodity and equity prices and the value of financial assets; the impact of U.S. and foreign government programs to restore liquidity and stimulate national and global economies; the impact of conditions in the financial and credit markets on the availability and cost of GE Capital's funding and on our ability to reduce GE Capital's asset levels and commercial paper exposure as planned; the impact of conditions in the housing market and unemployment rates on the level of commercial and consumer credit defaults; 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 soundness of other financial institutions with which GE Capital does business; the adequacy of our cash flow and earnings and other conditions which may affect our ability to maintain our quarterly dividend at the current level; the level of demand and financial performance of the major industries we serve, including, without limitation, air and rail transportation, energy generation, network television, real estate and healthcare; the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including the impact of proposed financial services regulation; strategic actions, including acquisitions and dispositions and our success in 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](http://www.ge.com).

**\*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.\***



imagination at work



## Broad expertise across healthcare

### Diagnostic & clinical technologies



Diagnostic imaging technologies



Clinical products



Medical diagnostics

### IT & Solutions



Global Performance Solutions



Electronic medical records



Picture Archiving System (PACS)

### Life Sciences



Biopharmaceutical solutions



Protein & cell sciences



Service

**Leadership technologies, global footprint, diverse portfolio**

## Global reach



- ✓ Moderate growth in traditional equipment markets
- ✓ High growth adjacent markets
- ✓ Strong services and solutions

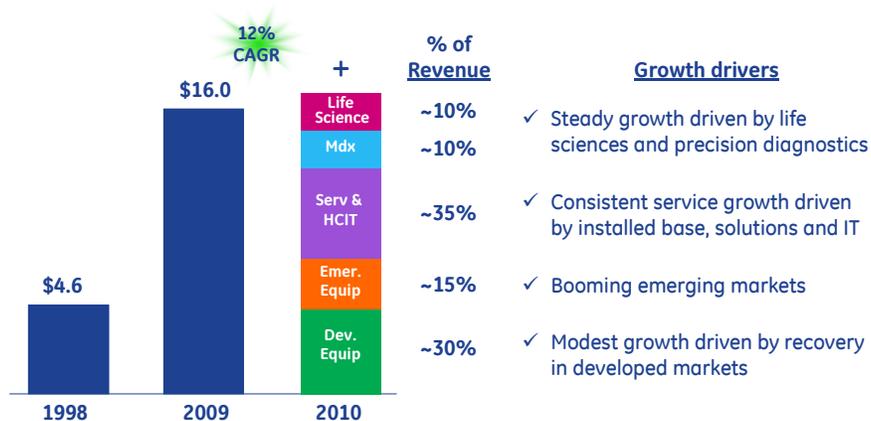
- ✓ Double-digit growth
- ✓ Healthcare build-out
- ✓ "In-country, for-country" footprint



3/GE Healthcare  
June 2010 Investor Meetings

## Growing GE Healthcare revenues

(\$ in billions)



4/GE Healthcare  
June 2010 Investor Meetings

## Elevating the business performance

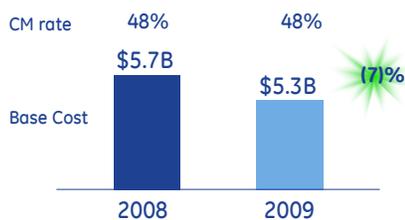
- ✓ Operational excellence: driving cash, cost and regulatory compliance
- ✓ More and better New Product Introductions
- ✓ Big investments in global footprint
- ✓ Changing our culture with **healthy**magination



5/GE Healthcare  
June 2010 Investor Meetings

## Operational excellence

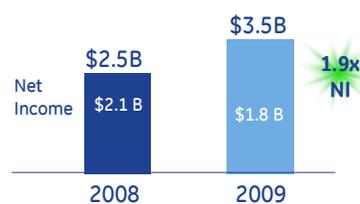
### Margins and Cost



### Actions

- Restructured ~7% of workforce ... ~\$400MM annual savings
- Eliminated ~100 rooftops ... ~12% reduction
- Indirect cost actions... ~\$420MM '09 savings
- ~4% deflation ... ~\$150MM benefit in 2009

### CFOA



### Actions

- Intensified focus on working capital
- DSO down ~15 days
- ~1pt increase in inventory turns
- Increased A/P days by ~4 days

Stronger focus on margins and cash

# Healthcare growth through NPI

## R&D Spend



~10,000+ GE & GEHC researchers, scientists and engineers



Strongest portfolio in years....more coming

# Globalization through localization

## China + India



## Growth drivers

- ✓ Reorganized business ... local leaders reporting to CEO
- ✓ Building out commercial reach ... adding ~1000+ resources
- ✓ Building local supply chain capability...10 factories
- ✓ Launching new, unique products for local market

## Products developed In-country, for-country



Booming healthcare markets

# Changing the culture: **healthymagination**

Reducing cost, touching more people, and delivering better quality



Cost savings

- Greater efficiency
- Therapy decision-support
- Managing chronic diseases

15% ↓

Products with clinical & economic value propositions



Access improvement

- Screening for life-threatening conditions
- Technology to extend reach (remote access and portability)

15% ↑

New products for underserved markets



Quality improvement

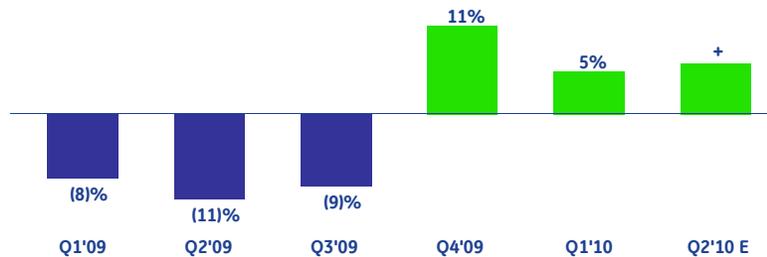
- Reducing medical errors
- Improving diagnostic precision
- Remote medicine/monitoring

15% ↑

Strong demand for healthcare IT and solutions

GE knows how to win in this environment

## Healthcare quarterly order V%



- **HCS equipment:** recovery in developed markets, developing markets up double-digit
- **HCS service:** growth continues at 3-5%, ramping solutions business
- **Life Sciences:** backlog up 40% ... bioprocess rebound
- **HCI:** orders up 7% ... "meaningful use" and stimulus

Stronger markets, better products, improved cost position



# Looking ahead ... healthcare trends

## Reality

## GEHC Opportunities

**Demand drivers remain strong despite economic pressure**

- Chronic disease and aging of society
- Emerging market build-out
- Newly-insured in the USA

**Biology + Life Sciences transforming diagnosis and therapy**

- Pipeline of precision molecular diagnostics in development for neurology, cardiology and oncology applications
- Life sciences portfolio enabling monoclonal antibody and cell therapies

**Payors & providers want clinical quality + efficiency**

- IT solutions to provide clinical decision support & productivity
- Performance Solutions business to help healthcare organizations boost quality + efficiency

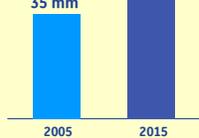
**Care moving outside of hospitals to save cost**

- GEHC developing mobile, easy-to-use, affordable products
- Remote monitoring technologies to support home health and assisted living

# Healthcare trends create opportunities

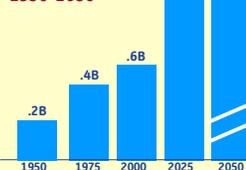
## Demographic challenges

**Projected chronic disease deaths worldwide 2005-2015\***



Heart disease + stroke leading cause of death

**World Population: aged 60+ in billions 1950-2050\*\***



## China and India build-out



**China: \$123B HC reform**

- Expanding public health
- Increased rural insurance
- Relatively open and accessible market
- Attractive market for Life Sciences



**India: rising consumer, government spend**

- 16% of world pop, 20% of world disease
- Government health & personal spend growing (7% to 9% in 5 years)

## US Healthcare reform

- 32MM newly insured
- Worst case is neutral impact ... tax offset by volume
- ↑ Demand for cost-reducing technologies & solutions
- Healthcare IT stimulus
- Massachusetts experience: increased volumes and capacity constraints

# Driving innovative diagnosis & therapy

## Precision molecular diagnostics enable new & more targeted treatments

### Clinical and economic needs

- Precision molecular diagnostics detect disease before the onset of symptoms
- Better diagnostics help determine right treatments, which reduce side-effects and improve cost + safety

### GEHC precision diagnostics

- Focus on neurology, cardiology, oncology
- Flutemetamol\* (amyloid plaque in the brain) 
- DaTSCAN™ (Parkinson's, dementia with Lewy bodies)\*
- AdreView™ (proposed indication: heart failure)\*
- Fluciclatide (proposed indication: angiogenesis)\*
- Collaboration with Eli Lilly in molecular pathology for cancer

\* Products and indications are not approved by the US Food & Drug Administration

## GEHC techs enabling new monoclonal antibody & cell-based therapies

### Monoclonal antibody (MAB) growth

#### BioPharma Sales (\$B)\*\*

MABs – CAGR '02-'10E – 31%



### Cell therapy: Blockbuster potential

#### Cell Manufacturing opportunity (\$B)\*\*

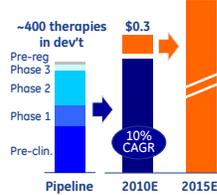
- Pharma engaged

Translational Research Cell Therapy

- GE manufacturing for researchers today

- GE can scale as therapy market matures

- GE wins as market grows



\*\* Company and investor analyst reports

# Improving healthcare efficiency & quality

## Qualibria™: enabling best-practice, higher quality care resulting in lower costs

### Clinical and economic need

**\$123 billion** spent on patients could have been **reduced by \$40 billion** using **Intermountain Healthcare's standards\*\***

### Qualibria™ driving better clinical outcomes

**Qualibria™**

- Real time clinical decision support within workflow

 + 

**Traditional EMR**

- Automation & documentation of clinical activities



\*\*Dartmouth Atlas of Healthcare, 2006

## Technology + advisory capability driving system-wide optimization

### New GE Business: Performance Solutions

#### Enabling customers to:

- **Reduce clinical variability**  
Change management, pathway design, analytics, quality improvement systems ... leverage Qualibria™
- **Liberate hidden capacity & reduce waste & error**  
Advisory/Change mgt + Process Technology
- **Optimize Healthcare systems** Cost & clinical best practices across care continuum

### GE Unique Position

**AssetPlus™**  
Asset tracking/management

**BlockOptimizer™**  
OR scheduling optimization



**LeanSixSigma**  
Process Optimization  
Change Acceleration



**AgileTrac™**  
Patient flow/scheduler

- ✓ Advisory/ change management
- ✓ Process Technology/ HCIT
- ✓ Clinical depth/ informatics



**AGILITY**

# Care moving out of hospitals to save costs

## Mobile/Affordable

Easy to Use for non-MDs

Extremity MR  
Optima™ MR 380s



90% lighter and 55% smaller  
60% lower total cost of ownership

Handheld Ultrasound  
Vscan™



Immediate, non-invasive info.  
during physical exam

Portable ECG  
MAC® 400



Light weight, one-touch,  
requires minimal training

Portable Ultrasound  
Venue™ 40



Easy to use for immediate decisions

## Remote Monitoring

Home Monitoring  
QuietCare®



Enable care in lower cost settings such as  
home or assisted living

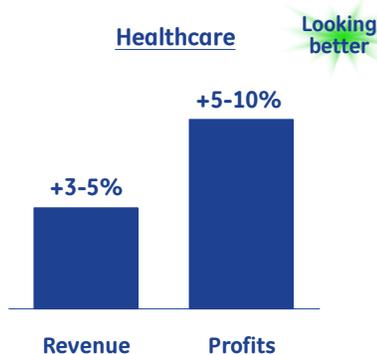
Intel Home Health Partnership



Partnering with Intel for suite of Home Health®  
solutions

## Summary

### Consistent financial performance



### Stronger business model

- ✓ Better products at every price point
- ✓ Big emerging markets
- ✓ Broader IT & services portfolio for customers
- ✓ Leader in advanced diagnostics
- ✓ Building out Life Sciences, HCIT & Home Health adjacencies
- ✓ Better margins & cash performance

Improved outlook & performance

GE leads: cost + quality + access





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