

GE Healthcare

healthymagination Investor Update



Reduce Costs



Improve Quality



Increase Access



GE Healthcare

healthymagination Investor Update

John Dineen
President & CEO,
GE Healthcare
November 9th, 2010



Increase Access



Improve Quality



Reduce Costs



"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: 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 conditions in the financial and credit markets on the availability and cost of General Electric Capital Corporation's (GECC) funding and on our ability to reduce GECC's asset levels as planned; 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 Grey Zone claims; 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; 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 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."

"Effective January 1, 2010, 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."



Deep and broad healthcare portfolio

Diagnostic & Clinical Equipment ~45% of revenue



Diagnostic imaging



Clinical products



Home health

Information Technology ~8% of revenues



Electronic medical records (EMR)



Picture Archiving System (PACS)



Clinical knowledge solutions

Life Sciences ~10% of revenues



Bio-process



Protein & cell sciences



Consumables

Medical Diagnostics ~10% of revenues



Contrast media



Molecular imaging



Molecular diagnostics



Services and Solutions ~27% of revenues



A Global business model



Global growth drivers

- High-tech infrastructure spending
- Low protectionism
- Fragmented competition
- Low manufacturing capital investment
- Globally translatable technology

Industry characteristics

- High technology and IP
- Highly regulated
- Clinical domain required

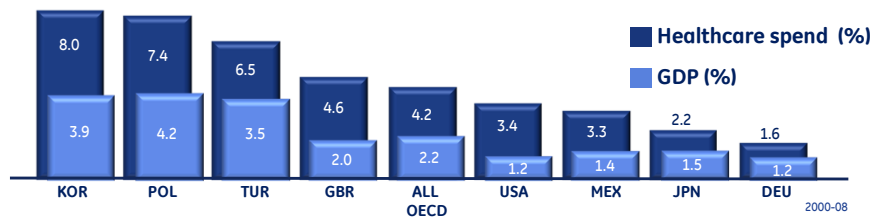
2010 Q3 YTD performance



- Developed markets improving, emerging booming ... equipment backlog +18%
- Adding 2000+ heads in emerging markets
- Contribution margin up 1.5 pts ... driven by cost actions and deflation
- Strong product portfolio in HCS ... NPIs driving growth in diagnostics and devices
- Investing for future, R&D +15% ... HCIT, molecular diagnostics, home health, cell therapies, performance solutions
- Great op profit leverage ... 3x revenue
- Intense focus on cash ... CFOA 1.2x net income, working capital turns up ½ pt




Demographic trends escalating

- | Populations aging | Chronic disease increasing | Costs spiraling |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • 2030: the number of people over 65 will <ul style="list-style-type: none"> – Increase 140% in developing world – Increase 51% in developed world • For the first time in history, people over 65 to outnumber children under 5 | <ul style="list-style-type: none"> • 2020: chronic disease to cause 75% of deaths worldwide-- up 15% from today • US: chronic disease up 80% and spending up 260% over last 20 years. Spend to increase 2.5X by 2023 • 33.8% of Americans obese: an increase of 100% in 30 years | <ul style="list-style-type: none"> • USA: cost of chronic disease to double by 2023 • Diabetes to rise 114% globally from 2010 to 2030: costs to rise 34% • China: loss of income due to chronic disease to increase 8-fold to \$132B (2005-15) |



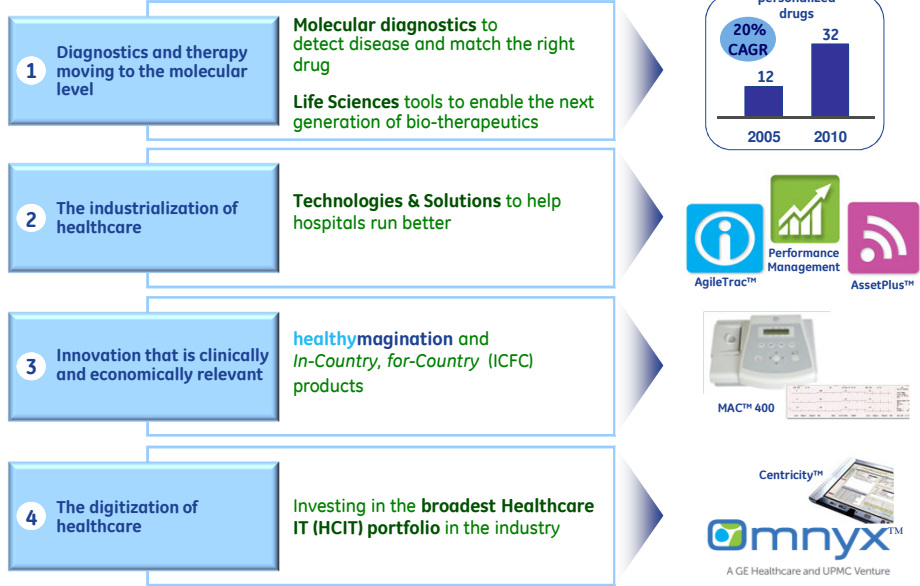
Healthcare expenditures outpacing GDP growth

Political challenges require new approaches and technologies

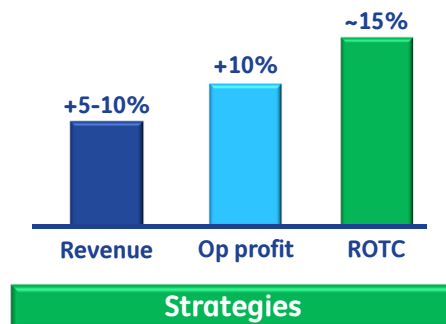
United States 	China 	United Kingdom 
<ul style="list-style-type: none"> • Healthcare debate continues ... costs rising • 32M insured expected to enter system • Hospitals more focused on productivity • Healthcare IT incentives launched: meaningful use defined 	<ul style="list-style-type: none"> • National healthcare spend: \$123B 2009-2011 • Expanding medical coverage ~500M rural population from '07-'10 • \$1B over 3 years: direct hospital investment in GE-served market 	<ul style="list-style-type: none"> • NHS: \$22.5B-\$30B efficiency savings required • GPs to control 80% (\$120B) of health budget • Primary care accountability for patient pathways • Plans for quality standards
Cost challenge	Access challenge	Quality challenge
<p>GEHC: relevant tools and technologies for each environment</p>		

Macro trends in healthcare technology

GE Delivering



GE Healthcare vision



1. **healthyagination** ... technologies that address today's healthcare challenges
2. Investing in our developing market footprint ... **to be the leader in tomorrow's biggest markets**
3. Adding growth platforms to our strong Services business ... **to help our customers run more efficiently**
4. Developing products with clinical & economic relevance ... **to lead in every product segment**
5. Investing in a comprehensive HCIT portfolio ... **to enable the digitization of healthcare**
6. Broadening our Life Sciences portfolio ... **to enable the next generation of bio-therapeutics**
7. Investing in molecular diagnostics ... **to be the leader in the next diagnostic frontier**

healthymagination

3 Macro Trend

The right strategy to drive innovation and win globally

Cost

Quality

Access

	Bottom line impact	Standard of care change	New patients get care
Developed World	<p>"I can treat 15% more patients with the same budget"</p> <p>Asset Management </p>	<p>"I can identify tumors 20% more accurately"</p> <p>Low Dose Compact CT </p>	<p>"Our village never had Dx capabilities"</p> <p>Value MR </p>
	<p>Low Cost Ultrasound </p>	<p>Dual Slice CT </p>	<p>Portable ECG </p>

Developed World

Developing World

Technologies that address today's healthcare challenges

Investing in our developing market footprint

3 Macro Trend

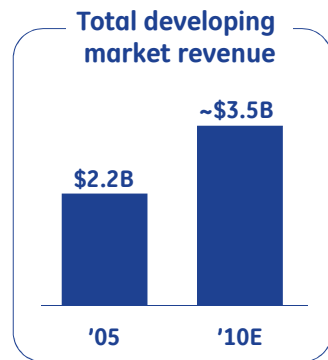
Investing and ...

Delivering



Building footprint in Brazil, India, China

	2005	2010	
Engineers	942	1,859	↑ 97%
Manufacturing team	1,053	1,913	↑ 81%
Total heads	3,833	8,460	↑ 120%
Plants	5	10	↑ 100%
\$ Sourced in M	240	584	↑ 143%
ICFC products	2	32	↑ 1500%



... to be the leader in tomorrow's biggest markets

Adding growth platforms to strong services business

2 Macro Trend

Maintenance
~\$4B: 4% CAGR



Uptime

- Grew backlog 1.2x vs. '06
- Expanded CM 3 pts vs. '06

Asset Management
~\$1B: 8% CAGR



Optimize CAPEX/OPEX

- Extended services franchise ... new technology

New global P&L
"Performance Solutions"

Knowledge Solutions
~\$0.1B+: 40% CAGR



Efficiency, Quality & Safety

- Delivering optimized clinical care
- Becoming the next \$B platform

Waste reduction ... today a matter of survival
GE's Solutions strategy ... distinctive capabilities
Scalable success in forming market ... growth focus

... to help our customers run more efficiently

Note: CAGR '06-'09

Developing products with clinical & economic relevance

3 Macro Trend

Extending a broad portfolio



Driving to global leadership in every category

Winning in leadership segments

Optima™ MR450w



50%V Sales in '11

Investing in growth geographies

Brivo™ MR355



4x Sales in '11

Innovating disruptive technologies

Specialty MR



3x Sales in '11

... to lead in every product segment


%V are estimated '10 to '11 sales

Investing in a comprehensive HCIT portfolio 4 Macro Trend

Specialties

Imaging Pathology

Perioperative Perinatal




Clinical Business Solutions

EMR

Revenue Cycle


Group Management



Connectivity & Decision Support


Health Information Exchange

Qualibria™



Key growth products


Centricity™ Advance



SaaS-based EMR + Practice Management

\$1.5B segment potential


Omnyx™†



Digital Pathology

\$1B segment potential

Qualibria™



Next generation clinical decision support

\$2B segment potential

... to support the digitization of healthcare

† Omnyx™ not cleared or approved by U.S. FDA

Broadening our Life Sciences portfolio 1 Macro Trend

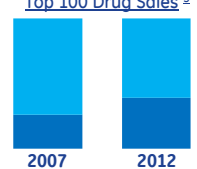
Big Pharma drug development is shifting towards bio-therapeutics

Pharma Sales 2006 - 2015²

Bio-therapeutics
12.4% CAGR

Traditional Pharmaceuticals
6.7% CAGR

Top 100 Drug Sales³



■ Bio-therapeutics ■ Traditional Pharmaceuticals

Where we play:

- Better research
- Efficacy improvements
- Manufacturing efficiencies

➤

Amgen

Genentech

GSK

Lilly

Merck

Pfizer

'GE inside' fastest growing segment of Big Pharma

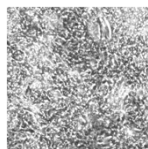
- 1 \$65B replacement therapy segment growing at ~5%**

 - Many chromatography unit operations worldwide use GE tools
- 2 \$45B monoclonal antibody segment growing at 15%**

 - Many of monoclonal antibodies launched since 2007 are purified with GE products

Next Biotherapy Wave: Cell therapy

- Pharma engaged: 400 therapies in development
- GE manufacturing for research today; segment growing at 10% CAGR
- Cell therapy segment could reach \$2.5B by 2015⁴



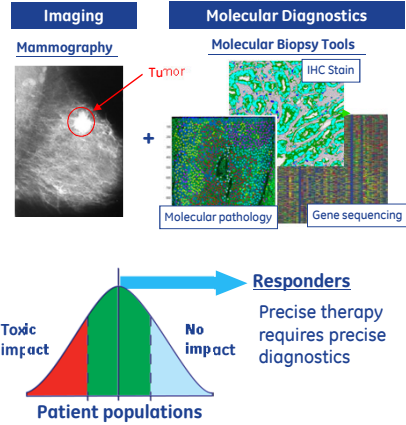
... to enable the next generation of bio-therapeutics

¹Company and investor analyst reports, ² CAGR 06-15 based on total market, ³ Parexel Bio/Pharma Statistical Sourcebook '08/'09

Investing in molecular diagnostics

1 Macro Trend

The way we look at disease is changing



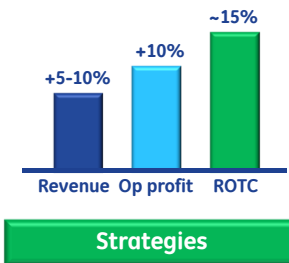
Assembling the necessary technologies to lead

- ✓ *in vivo* diagnostics → Molecular imaging agents & equipment
- ✓ GRC Molecular Pathology → Technology & content
- ✓ Digital Pathology → Enabling workflow
- ✓ Clariant → Operations & commercialization

... to be a leader in the next diagnostic frontier

Molecular profiling segment for cancer expected to grow from \$15B in 2009 to \$47B in 2015

GE Healthcare vision



1. **healthymagination** ...
2. Investing in our developing market footprint ...
3. Adding growth platforms to our strong Services business ...
4. Developing products with clinical & economic relevance ...
5. Investing in a comprehensive HCIT portfolio ...
6. Broadening our Life Sciences portfolio ...
7. Investing in molecular diagnostics ...

Today's speakers

1 Marcelo Mosci

Winning in China

2 Omar Ishrak

Winning products with clinical and economic value

3 Vishal Wanchoo

Investing in a comprehensive IT portfolio

4 Pascale Witz

Investing in molecular diagnostics

5 Jan De Witte

Growing services to solutions

Winning in China

Marcelo Mosci

President & CEO



Reduce Costs



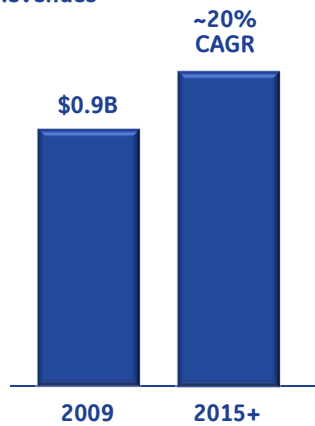
Improve Quality



Increase Access

Opportunity for China

Revenues



Q3'10 YTD V 16%

2011 market

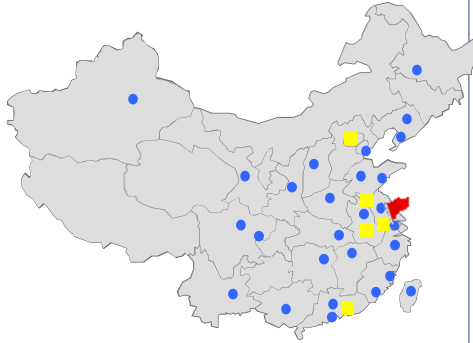
- ✓ High-end technology investments in urban hospitals continues
- ✓ \$123B healthcare reform '09-'11 ... impacting 80,000 hospitals in rural areas

Key strategies

- ✓ Global strength ... technology, processes, investments
- ✓ Local expertise ... people, factories, distribution, products

GE Healthcare China

- Plants
- Offices
- 📍 R&D center



- 4,800 employees ... 95%+ local leadership
- 1,100 GE R&D scientists
- 6 manufacturing centers
- 700 design engineers
- 3 design centers
- 166 products
- 22,600 installed base



\$1B global local company

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The China opportunity

Two
'Chinas'



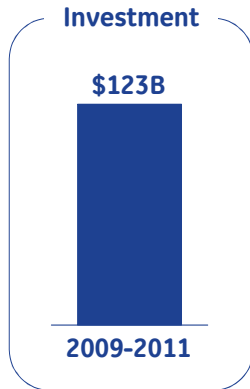
Two
'healthcare realities'



A country in transformation

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Government reforming healthcare



Provide insurance for rural

- New rural cooperative schemes
- Programs for less advantaged

Upgrade public health

- Center of disease control
- Training doctors

Create hospital infrastructure

- Construction
- Medical equipment

- Largest healthcare investment in the world
- GE opportunity ... no national champions



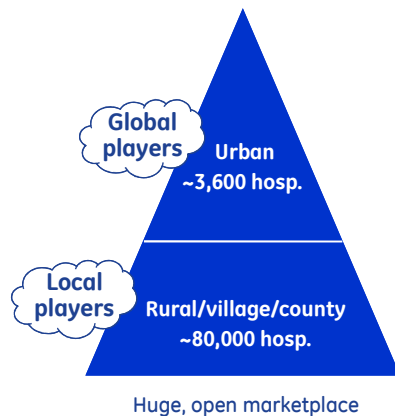
imagination at work

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11/9/2010

The GE strategy ... global and local

Market/competition

Investments



- 1 In-China, for-China products
- 2 Supply chain ... localization
- 3 Distribution ... direct and rural
- 4 Service ... customized solutions



imagination at work

We can win in both ... and profitably

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11/9/2010

1 In-China, for-China

- **Local design ...** 700 engineers leveraging global technology
- **Local manufacturing, global quality ...** LEAN for capacity
- **Working with Government ...** specs and clinical workflow
- **Local hardware for cost, global software for differentiation**

Key product launches



Brivo™ CT



Linglong™ X-Ray



LOGIQ™ C-Series



B30 Monitor



Expanding local portfolio

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GEHC
11/9/2010

2 Supply chain

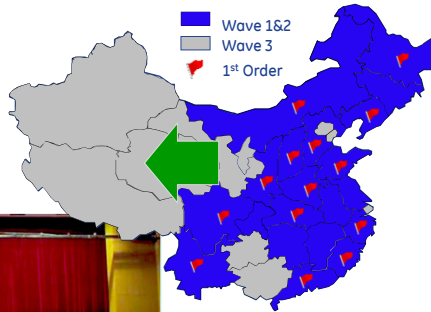
Plants	Products	People
 Beijing	CT, MR, X-ray, Nuclear, Surgery, Detector, Goldseal™	650
 Wuxi	Ultrasound, Patient Monitor, Electrocardiogram, Lunar, Probe, Magnet	394
 Shanghai	Omnipaque™, Visipaque™	325
 Tonglu	Medical filter paper	220
 Shenzhen	Anesthesia mask and accessories	380

Global expertise for local capacity & productivity

3 Distribution ... going rural

Recruiting and training 'machine'

- 400 additional sales force onboard, 500 by 12/31
- 12,000 new accounts ... 6,000 '1st visit'
- Wave 3 of recruiting to begin
- Bulk buy ... task force on provincial Government tenders



Graduation ceremony



Local presence ... at village level

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GEHC
11/9/2010

4 Localizing service

Segment offerings



- Extend service capabilities, become a solution provider
- Full service in high-end, flexible in mid/low

Local repair center



- Enhance productivity ... efficiency and quality driving cost down
- Real solutions for small ticket items

Cyber engineer for rural



- Remote diagnostics and repair
- Global quality at village level



Adapting model to local needs

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GEHC
11/9/2010

Winning products with clinical and economic value

Omar Ishrak

President & CEO,
GEHC, Healthcare Systems



Reduce Costs



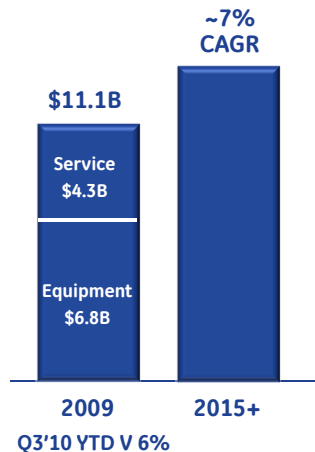
Improve Quality



Increase Access

GE Healthcare Systems outlook

Revenues



2011 market

- ++ India, China, Latin America ... solid growth
- + United States ... rebounding
- +/- EMEA, Asia Pacific ... fragmented rebound

Key strategies

- ✓ Product portfolio breadth, depth & technical excellence to compete in all global segments
- ✓ **healthymagination** as strategic shift of R&D allocation
- ✓ Four key growth platforms drive our business
- ✓ Superior growth vs. competition & markets

Winning on multiple fronts with breadth and excellence



Competitive strategies provide advantages across segments

%V are estimated '10 to '11 sales

healthymagination transforms R&D

Right strategy to guide capital allocation and increase ROTC

Innovation Strategies

1 Targeting clinical & economic value

Precise method prioritizes customer focus

- 15% healthymagination target

2 Increased clinical trial investments

Accelerate customer adoption rates

- From 7-to-4 year max share penetration

3 Optimizing R&D investments

Increased addressable market segments

- Sustained double digit profit growth

Applied to Growth Platforms

Leadership in Core Segments

Developing Emerging Growth Geographies

Adjacent Segment Entries









New Segment Creation

80 New Product Introductions '10-'11

400+ New Products in the pipeline

Solving problems for customers and society with new products








Core Global
Adjacent New Segment

MR 	CT 	PCS 	U/S 
			
Patient Access	Patient Safety	ICU Connected Care	Agile Diagnostics
Optima™ MR450w wide bore	Dose reduction product solutions	CARESCAPE™ Platform	LOGIQ™ E9
1.5T Product Excellence	Redefining Category	Enterprise Solutions	Leading Segments

\$540M in '10 and 28%V '10-'11

Leadership in growth geographies with new products

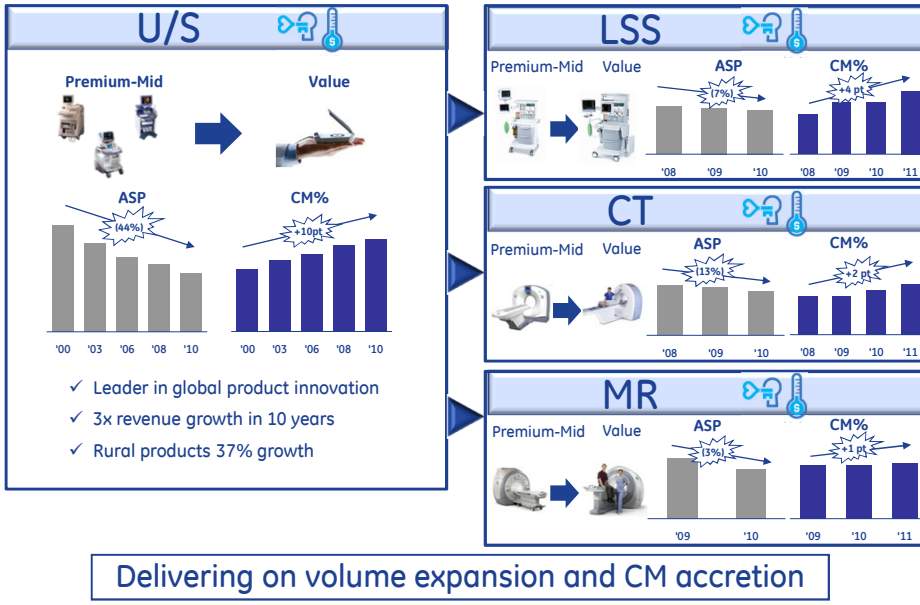
Core Global
Adjacent New Segment

MR 	CT 	PCS 	U/S 
			
Disruptive Cost	Disruptive Cost	Portable Quality	Ease of Use
Brivo™ MR355	Brivo™ CT315	MAC™ 400/600/800	LOGIQ™ C-Series
102 new orders 63% are new users	Quality image, low total cost of ownership	Creating new users	Ubiquitous imaging

\$80M in '10 sales and 109%V '10-'11

Great value products for new users

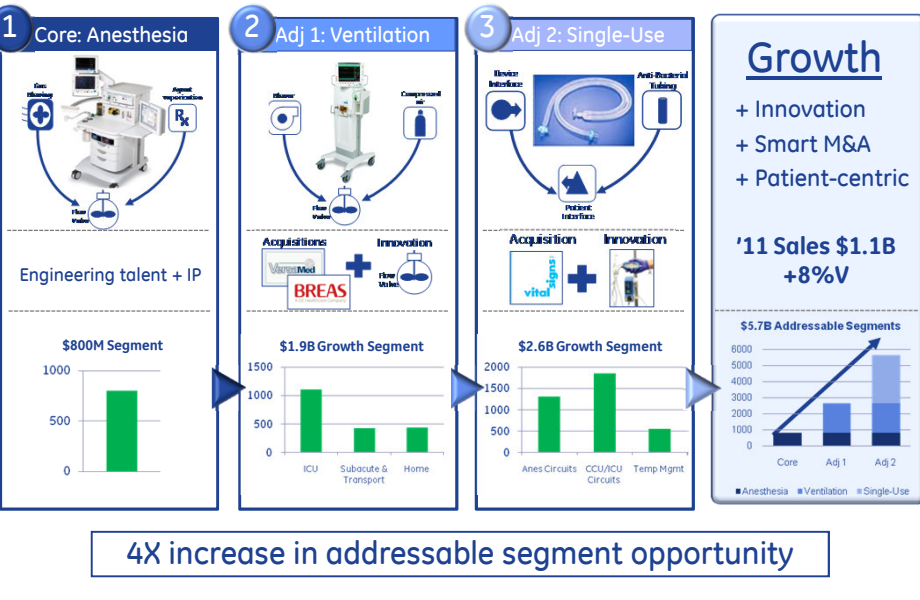
Core Global
Adjacent New Segment



Investing in adjacent expansions

Example: Life Support Solutions

Core Global
Adjacent New Segment



Disruptive technology & business models



Core: disrupting radiology dept.
Optima™ MR430s†



- Specialty imaging
- Grows existing core segment size
- More capacity, same real estate

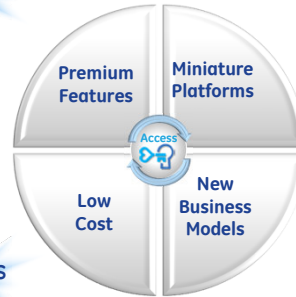
3x sales in '11

New users: creating new segment
Vscan™



- Referral quality
- Creates entirely new specialty uses
- Fast & low cost decision support

4x sales in '11



Smart innovation driving accelerated growth

†MR430s 510(K) Pending at U.S. FDA

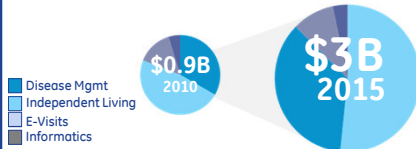
Creating new growth segments

Home health joint venture: GE + Intel™



Large future segments†

Legacy players leave large unmet customer needs—prime for disruption



Critical market creation factors

- Luminary providers create evidence
- Patients compliant with device use
- Payers & provider mass market adopt

Products to Suit Segments

- | | |
|---------------------------------------------|---------------------------|
| Independent Living | Disease Management |
| - Passive fall detection | - Intel Health Guide™ |
| - Home hub for cognitive health assessments | - Care management tools |



Competitive Advantage

- healthyagination evidence
- Provider research/sales relationships
- Scalable architecture & consumer-centric technology

\$3B new segment → QuietCare™ 200%V installed base '08 -'10

†Market segment sizes determined by internal GEHC estimates validated by 3rd party research note: GE Intel JV signed and pending completion

Investing in a comprehensive HCIT portfolio

Vishal Wanchoo

President & CEO,
GEHC, Healthcare IT



Reduce Costs



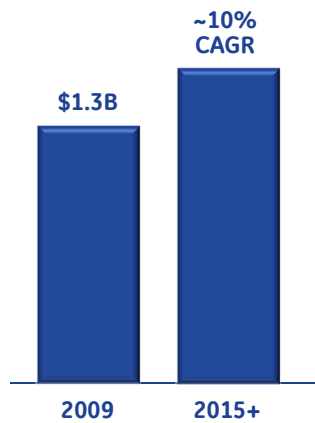
Improve Quality



Increase Access

Opportunity for HCIT

Revenues



Q3'10 YTD V (2)%



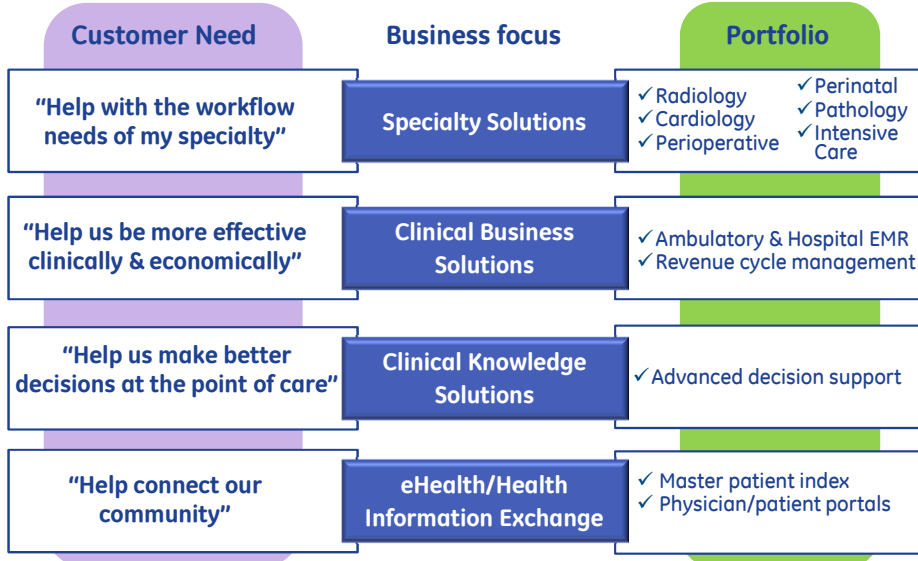
2011 market

- ✓ Meaningful use requirements finalized
- ✓ American Recovery & Reinvestment Act (ARRA) & resulting EMR adoption create opportunity
- ✓ Global governments investing in HCIT

Key strategies

- ✓ Furthering GE depth in specialized solutions ... pathology next
- ✓ Improving provider workflows through Clinical Business Solutions
- ✓ Well-positioned for future growth in advanced decision support and eHealth / Health Information Exchanges


GE addressing key needs in \$36B market



HCIT reduces cost & improves quality

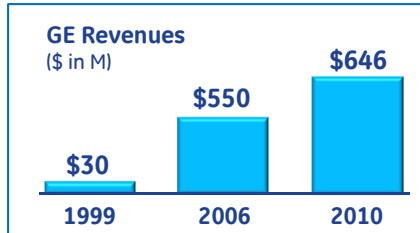
PACS Case Study

Value for providers ...

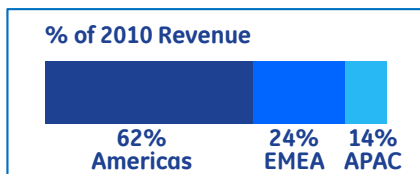



- 70% increase in productivity
- Cuts report turn-around-time in half

... an attractive proposition



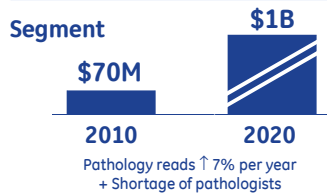
... with global reach



Running digital playbook in pathology



Significant opportunity



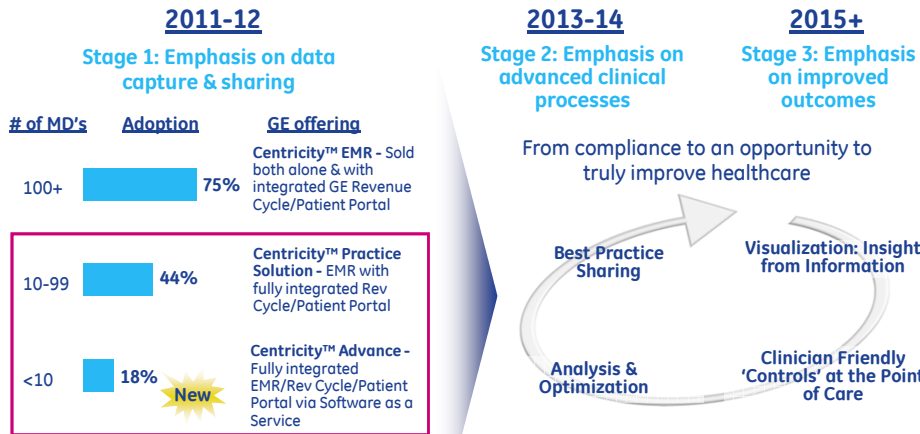
GE's advantage

- 50/50 GE and Univ of Pitt Med Ctr joint venture ... by pathologists for pathologists
- Innovative Enterprise pathology system ... utilizes patented GE digital pathology technology
- Product availability expected in 2011 ... ramping global commercial teams

Clinical domain + workflow efficiency ... playing to GE's strength

Not cleared or approved by U.S. FDA

Well-positioned for stimulus & evolution of meaningful use criteria



All products certified by the *Certification Commission for Health Information Technology (CCHIT)* ... targeting high-growth segments

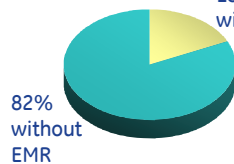


Building next generation capabilities ... Qualibria™

Centricity™ Advance: helping small practices achieve meaningful use

Opportunity

< 10 Doctor practices
18% with EMR



Call to action

- Incentives of \$44-63k per doctor
- First available May, 2010

Right platform

- Designed for the small practice: 75% of MDs
- EMR + Practice Management + Patient Portal
- Cloud architecture
- GE brand & distribution

Practices require ...

- “Improve my clinical workflows”
- “Don’t disrupt my practice”
- “Help me qualify for payment”
- “Make it affordable”
- “Help me not run an IT group”

... our offering

- ✓ Flexible out-of-box workflows
- ✓ SaaS - rapid implementation
- ✓ CCHIT Certified
- ✓ Low acquisition & operating cost
- ✓ Automatic updates via the web

Qualibria™: from ‘Meaningful Use’ to meaningful care...

EMR



Financials



Inventory



Clinicals



Connectivity

- Automate legacy workflows
- Improved patient safety
- Improved productivity

Qualibria™

Intermountain
Healthcare

+



+

Mayo

The only system built around embedding best practices and quality improvement directly into the point-of-care

- Extends existing EMR investments
- Drives better care – not automation of legacy care
- Accelerates the spread of discoveries

Uniting knowledge management, quality improvements and care delivery optimization

- Reduce unintentional clinical variability
- Improve patient outcomes
- Drive best-practice sharing

4 pilots 2011 ... \$2B opportunity

Investing in molecular diagnostics

Pascale Witz

President and CEO,
GEHC, Medical Diagnostics



Reduce Costs



Improve Quality



Increase Access

Clariant disclaimer:

Forward Looking Statements

Certain statements in this presentation regarding Clariant, Inc. and General Electric Company and the proposed transaction contain forward-looking statements that involve risks and uncertainty. Future events regarding the proposed transaction and both Clariant's and GE's actual results could differ materially from the forward-looking statements. Factors that might cause such a difference include, but are not limited to: delays in completing, or the failure to complete, the proposed transaction due to a failure to satisfy closing conditions or other reasons, Clariant's ability to continue to develop and expand its diagnostic services business, uncertainties inherent in Clariant's product development programs, Clariant's ability to attract and retain highly qualified managerial, technical, and sales and marketing personnel, uncertainty of success in identifying, developing and commercializing new diagnostic tests or novel markers including the Mammostrat(R) test, Clariant's ability to fund development of new diagnostic tests and novel markers, and to obtain adequate patent protection covering Clariant's use of these tests and markers including for the Mammostrat(R) test, and the amount of resources Clariant determines to apply to novel marker development and commercialization, the risk to Clariant of infringement claims and the possibility of the need to license intellectual property from third parties to avoid or settle such claims, failure to obtain regulatory approvals and clearances required to conduct clinical trials if/when required and/or to commercialize Clariant's services and underlying diagnostic applications, Clariant's ability to compete with other technologies and with emerging competitors in novel cancer diagnostics and dependence on third parties for collaboration in developing new tests, and risks detailed from time to time in Clariant's and GE's reports filed with the U.S. Securities and Exchange Commission ("SEC"), including quarterly reports on Form 10-Q, current reports on Form 8-K, and annual reports on Form 10-K. Recent experience with respect to laboratory services, net revenues and results of operations may not be indicative of future results for the reasons set forth above. Neither Clariant nor GE assumes any obligation to update any forward-looking statements or other information contained in this document.

Important Additional Information

This presentation is neither an offer to purchase nor a solicitation of an offer to sell any securities. In connection with the proposed transaction, General Electric Company and Crane Merger Sub, Inc. have filed tender offer documents with the SEC. These documents have been mailed to all Clariant stockholders of record. These documents, as they may be amended from time to time, contain important information about the proposed transaction and Clariant stockholders are urged to read them carefully and in their entirety before any decision is made with respect to the proposed transaction. The tender offer materials may be obtained at no charge by directing a request by mail to Morrow & Co., LLC, 470 West Avenue - 3rd Floor, Stamford, CT 06902, or by calling toll-free at (800) 279-6413, and may also be obtained at no charge at the website maintained by the SEC at www.sec.gov.

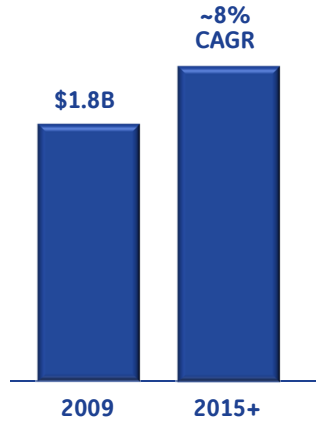


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Opportunity for MDx

Revenues



2011 market

- ✓ Contrast Media mature in developed markets
- ✓ Growth opportunities in developing markets
- ✓ New Molecular Imaging agents growing strongly (DaTSCAN†, 17%; AdreView, 13%)

Key strategies

- ✓ Expand contrast media to developing markets
- ✓ Launch Parkinson's and cardiology imaging agents in new markets
- ✓ Deliver PET/*in vivo* molecular imaging pipeline
- ✓ Establish leadership in molecular diagnostics

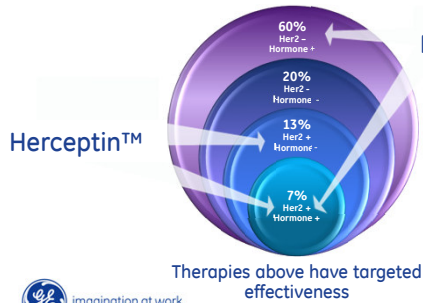
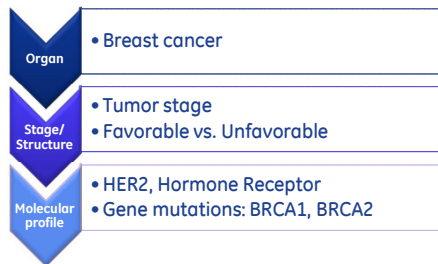
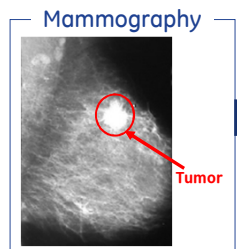


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†DaTSCAN not approved by U.S. FDA; currently at FDA for review

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The way we look at cancer is evolving



Femara™

- Tumor molecular profile determines treatment and prognosis
- The right therapy for the right patient
- Overall healthcare system costs reduced ... increased efficiency

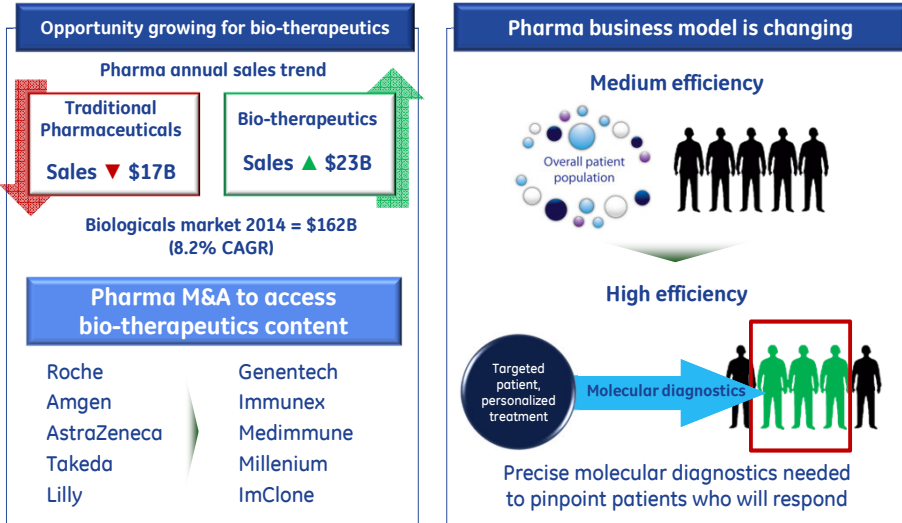


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<http://www.cancer.org/Cancer/BreastCancer/DetailsGuides/breast-cancer-treating-hormone-therapy>
<http://www.cancer.org/Cancer/BreastCancer/DetailsGuides/breast-cancer-treating-targeted-therapy>

Pharma's transition to bio-therapeutics

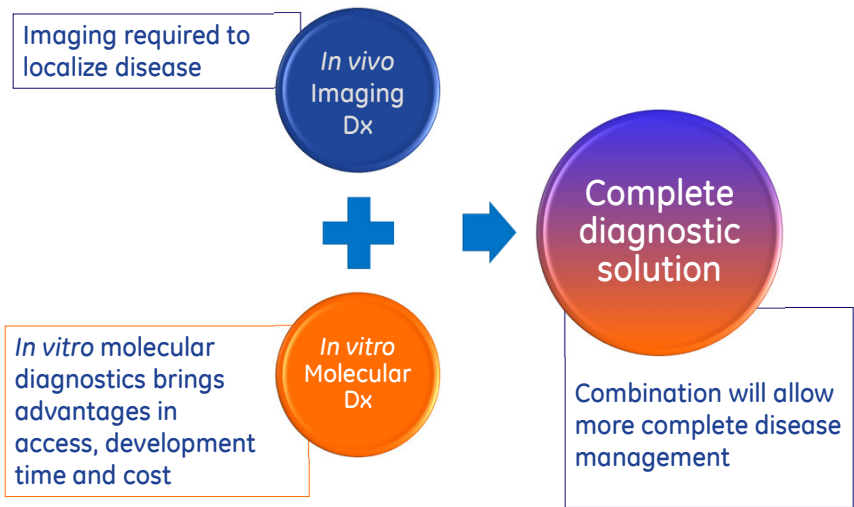
Bio-therapeutics address big unmet needs



Targeted drugs need powerful diagnostics

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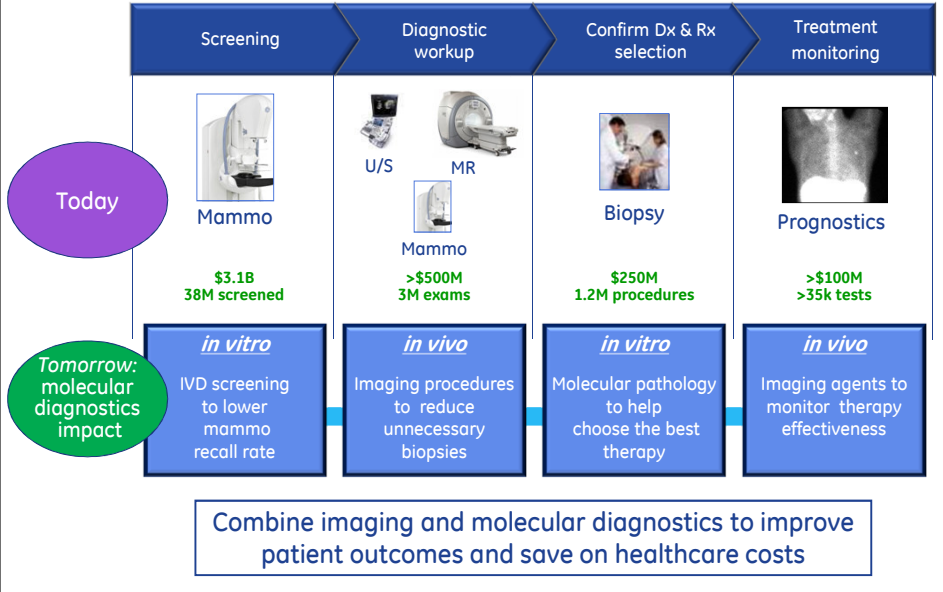
Broader GEHC diagnostic offering



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Example ... breast cancer care

250,000+ new breast cancer diagnoses in the US per annum



In vivo diagnostics to help monitor therapy

GE combines PET expertise with proprietary imaging agents

GEHC oncology PET imaging portfolio

- **Fluciclovine**† for detecting presence of tumor metabolic activity
- **Fluciclatide**† for measuring tumor growth


Targeted therapies effective in 'right patients'

Oncology drugs		Sales 2009
Avastin™ (bevacizumab)	Roche	\$6B
Sutent™ (sunitinib)	Pfizer	\$1B
Nexavar™ (sorafenib)	Bayer	\$0.6B


Targeted therapeutics need targeted diagnostics to be cost-effective

GEHC can deliver an integrated approach

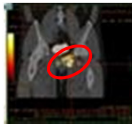
GE Healthcare can combine imaging information for increased diagnostic confidence

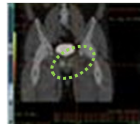
Fluciclatide† molecular marker of therapy response 

+

PET VCAR precise pre and post-treatment comparison 

Increased accuracy


Baseline before treatment


Follow-up: quantitative proof of drug efficacy

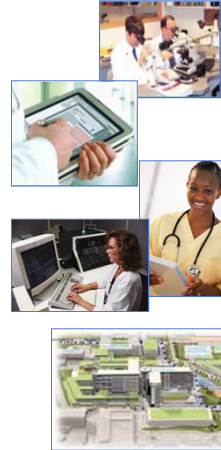
Therapy monitoring: rapid assessment of patient response saving costs, improving care

† Limited by U.S. law to investigational use only

In vitro diagnostics help choose therapy

Why Clariant?

- 1 Advanced oncology diagnostics services with broad menu of ~350 tests to assess & characterize cancer
- 2 Strong pipeline of 20+ proprietary molecular diagnostic tests for breast, lung, prostate & colon cancer
- 3 Strong distribution channel with US-wide coverage ... strong pathology customer base
- 4 Integration capabilities for new molecular diagnostics tests
- 5 On-going pharma biomarker collaborations



Strong service operations & distribution channel for proprietary *in vitro* content ... scalable & growing at 68% CAGR

Molecular diagnostics pipeline

Range of products to guide therapy decisions

Molecular Diagnostic	Clinical relevance	Opportunity	Estimated Launch
Pulmotype[†] (<i>in vitro</i>)	Lung cancer therapy choice	Differentiate Lung Cancer. Integrate GRC technology for better sample handling	Q1, 2010
Mammostrat[†] (<i>in vitro</i>)	Risk of breast cancer recurrence	Market primed for tests driving therapy selection	Q4, 2010
Flutemetamol^{††} (<i>in vivo</i> PET)	Alzheimer's disease marker	Detect and locate amyloid plaque	2012
Fluciclatide^{††} (<i>in vivo</i> PET)	Therapy monitoring	Measure angiogenesis (tumor growth) activity	2013
Taxane[†] (<i>in vitro</i>)	Identify taxane responders	Utility in lung, breast, ovarian cancer	2013

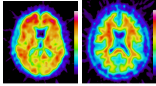
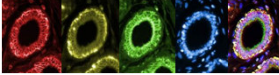


Strong *in vivo* and *in vitro* coverage across oncology & neurology

[†] Assumes completion of the Clariant transaction

^{††} Limited by U.S. law to investigational use only

Investing to become a leader in Molecular Diagnostics

GE Healthcare competencies

- in vivo diagnostics** → **Molecular imaging agents & equipment**  *in vivo molecular imaging*
Medical Diagnostics
- GRC Molecular Pathology** → **Technology & content**  Multiplexed signatures, small samples
- Digital Pathology** → **Enabling workflow**  Digitizing the pathology Workflow ... *Omnyx™ /HCIT*
- Clariant** → **Operations & commercialization**  Assays, operations & commercialization



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Growing Services to Solutions

Jan De Witte

President & CEO,
GEHC, Performance Solutions



Reduce Costs

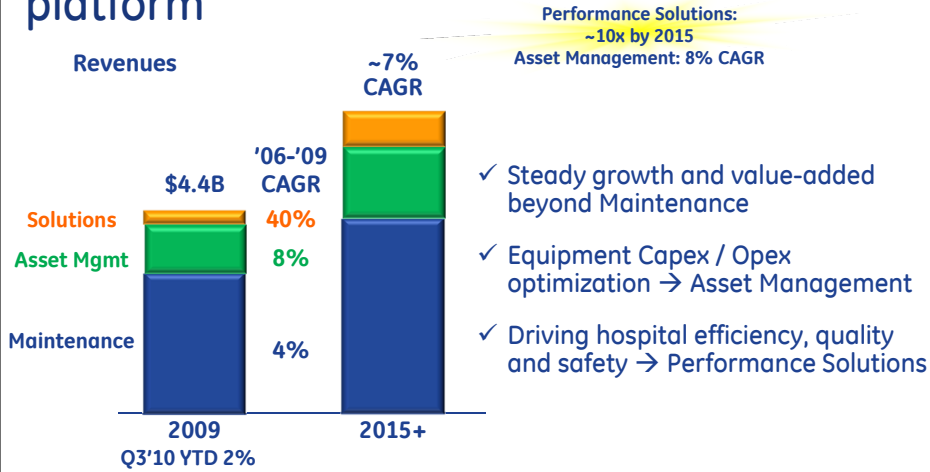


Improve Quality



Increase Access

Growing services ... Solutions next growth platform



Continuously extending capabilities ... helping customers run more efficiently

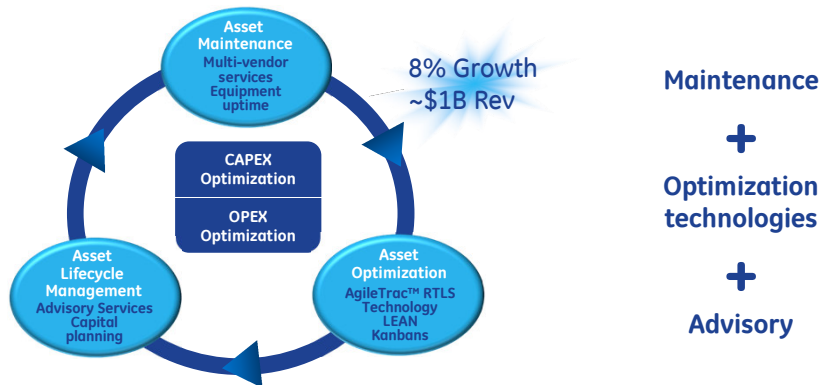


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Growing services via asset management

Immediate asset availability above 70% utilization



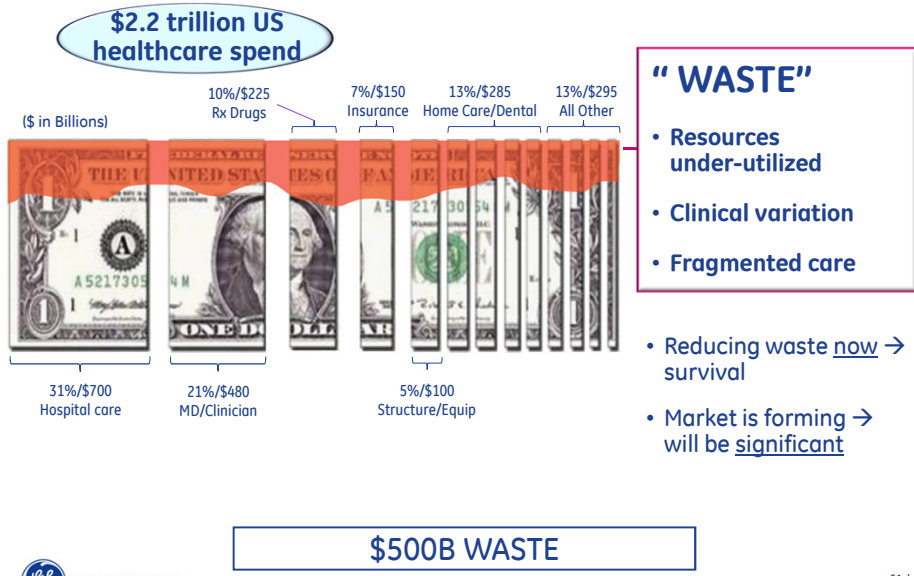
Bend cost curve ... increase quality of care



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The big Solutions opportunity



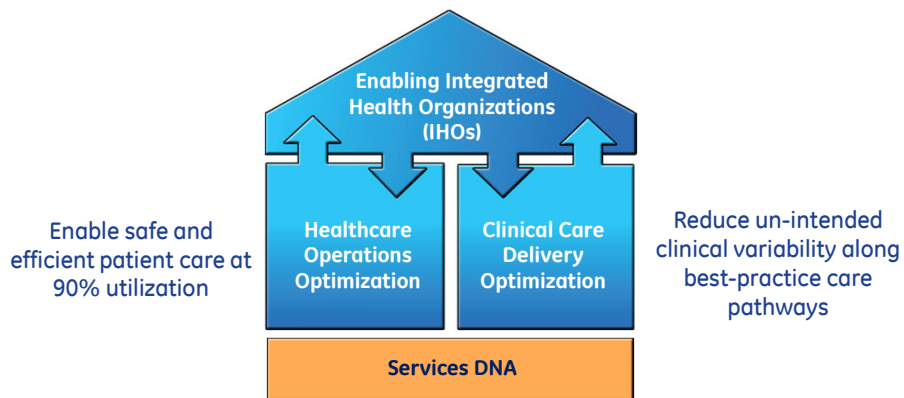
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Source: Centers for Medicare and Medicaid Services and PricewaterhouseCoopers Health Research Institute

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Performance Solutions strategy

Enable cost and outcomes improvement through coordination across care continuum



Dedicated P&L ... driving efficiency & quality at hospital and system level



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Our distinctiveness and success

Moffitt Cancer Center

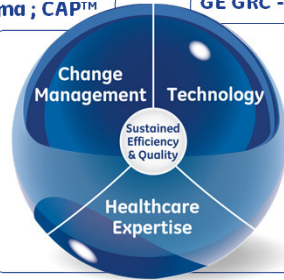
- **BlockOptimizer™** redesign: block schedule, OR processes
- Freed up ~1,000 procedures/yr
- ↑ 15% inpatient ... \$8M/yr

Ochsner Health System

- Strategic planning & leadership systems
- \$80M OM improvement past 2 yrs
- Future pilots: RN clinical transformation, patient safety 'Smart Room'

GE Business ops models
LEAN/Six Sigma ; CAP™

IT enabled workflow
GE GRC - algorithms



Healthcare advisory and data models
Unique partnerships and market access



GE's capabilities match healthcare's toughest challenges

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Wrap-up



Increase Access



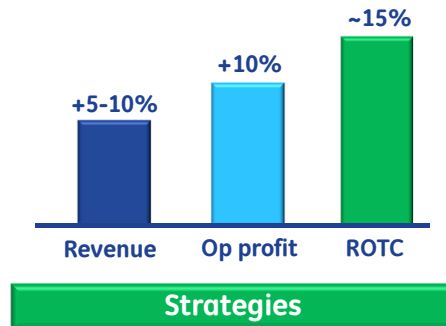
Improve Quality



Reduce Costs



GE Healthcare vision



1. **healthymagination** ... technologies that address today's healthcare challenges
2. Investing in our developing market footprint ... **to be the leader in tomorrow's biggest markets**
3. Adding growth platforms to our strong Services business ... **to help our customers run more efficiently**
4. Developing products with clinical & economic relevance ... **to lead in every product segment**
5. Investing in a comprehensive HCIT portfolio ... **to enable the digitization of healthcare**
6. Broadening our Life Sciences portfolio ... **to enable the next generation of bio-therapeutics**
7. Investing in molecular diagnostics ... **to be the leader in the next diagnostic frontier**

Questions



GE Healthcare

healthymagination Investor Update



Reduce Costs



Improve Quality



Increase Access



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