



June 8, 2021

# GE Healthcare

## Goldman Sachs Virtual Healthcare Conference

### Kieran Murphy, CEO GE Healthcare

CAUTION CONCERNING FORWARD-LOOKING STATEMENTS: This document contains "forward-looking statements" – that is, statements related to future events that by their nature address matters that are, to different degrees, uncertain. For details on the uncertainties that may cause our actual future results to be materially different than those expressed in our forward-looking statements, see <http://www.ge.com/investor-relations/disclaimer-caution-concerning-forward-looking-statements> as well as our annual report on Form 10-K and quarterly reports on Form 10-Q. We do not undertake to update our forward-looking statements. This document also includes certain forward-looking projected financial information that is based on internal estimates and forecasts. Actual results could differ materially.

NON-GAAP FINANCIAL MEASURES: In this document, we sometimes use information derived from consolidated financial data but not presented in our financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered "non-GAAP financial measures" under the U.S. Securities and Exchange Commission rules. These non-GAAP financial measures supplement our GAAP disclosures and should not be considered an alternative to the GAAP measure. The reasons we use these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are included in our annual report on Form 10-K and our quarterly reports on Form 10-Q and our 2020 GE Investor Outlook presentation, as applicable..

ADDITIONAL INFORMATION ABOUT GE: GE's Investor Relations website at [www.ge.com/investor](http://www.ge.com/investor) and our corporate blog at [www.gereports.com](http://www.gereports.com), as well as GE's Facebook page and Twitter accounts, contain a significant amount of information about GE, including financial and other information for investors. GE encourages investors to visit these websites from time to time, as information is updated and new information is posted.

# Healthcare – summary



- Strong GE Healthcare franchise with global scale & reach ... leveraging breadth & installed base to grow equipment, digital & services
- Market fundamentals strong + improving ... partnering with customers to fulfill demand as procedure volumes ramp
- Driving operational improvements ... using lean and aligning strategic business units to drive accountability
- Growing & investing in Precision Health ... ramping R&D, prioritizing Digital & AI on our Edison™ platform, and targeted acquisitions



Recently-launched StarGuide\* SPECT/CT



Ultrasound: Pocket-sized V-Scan AIR



Digital – Mural Virtual Care Solution

Global healthcare franchise uniquely positioned to win in precision health

# GE Healthcare – a global leader in large, attractive markets



## Global markets

### Imaging

### Ultrasound

### Life Care Solutions (LCS)

### Pharmaceutical Diagnostics (PDx)

### Enterprise Digital Solutions

## Market size '20

\$19B<sup>-a)</sup>

\$6B<sup>-a)</sup>

\$11B<sup>-a)</sup>

\$8B<sup>-b)</sup>

\$5B<sup>-c)</sup>

## CAGR '21 - '24

4-5%

4%

2-3%

4%

10%

## Growth drivers

- Persistent need for better care, delivered more precisely and efficiently
- Growth of middle class & aging populations creates demand for more capacity
- Governments prioritizing healthcare investment driving demand
- Digital and AI application to healthcare challenges gaining momentum
- Growth in contrast use in developing markets, molecular imaging agents use expanding

**\$50B global healthcare market<sup>-d)</sup> with consistent mid-single digit growth expected**

(a) – Imaging, Ultrasound and LCS markets measured in equipment order \$; all others based on revenue \$; LCS excludes digital

(b) – X-Ray and MR contrast media and Nuclear Medicine (SPECT & PET)

(c) – ESS markets include Enterprise Imaging, Advanced Visualization and Care Area IT

(d) – Excluding Services

# Healthcare – outlook



	<b>2020</b> (excludes BP, organic)	<b>1Q'21A</b>	<b>2021F</b>	<b>2022F</b>
Revenue:	\$17.1B <sup>*-a)</sup>	7% <sup>*-a)</sup>	LSD/MSD <sup>*-a)</sup>	Growing <sup>*-a)</sup>
Segment margin:	15.8% <sup>*-a)</sup>	15.4% <sup>*-a)</sup> +270bps	+25 – 75bps <sup>*-a)</sup>	+25 – 75bps <sup>*-a)</sup>
Free cash flow*:	\$2.6B <sup>*</sup>	Up	Flat to slightly up	Flat to up

## 2021

- Imaging, Ultrasound & PDx markets rebounding and procedures stabilizing; services growth
- Targeted inorganic activity and increased R&D spend driven by digital & Edison apps
- Executing on pricing, productivity & structural cost out
- Lean improvements driving FCF conversion<sup>\*-b)</sup> >100%

## 2022+

- LSD to MSD market growth and continue to see movement towards Digital solutions
- Expanding R&D investment in Digital & AI
- Organic margin expansion driven by product & service cost out & G&A leverage
- FCF conversion<sup>\*-b)</sup> ~100% of net income

Significant opportunity for value creation with continued operational rigor, investment & innovation

\* Non-GAAP Financial Measure

(a – Organic basis

(b – FCF conversion\*: segment FCF\* / segment net income, adjusted to include non-GAAP restructuring expense

# Investing in Precision Health – Customer-driven innovation



## Ultrasound – Voluson SWIFT; V-Scan AIR



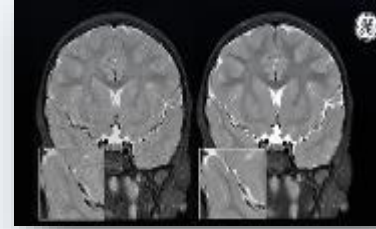
“Voluson Swift is **intuitive to use** and comes with many **options to personalize** the system to your preferences and auto-measurement tools that allow you to **focus on the examination rather than time-consuming adjustments**”

Dr. Ralf Menkhaus, Gynecologist Germany

“With this powerful tool in my pocket I can **perform a complete examination** on my patients and **make decisions quickly right at the bedside,**” Dr. Yale Tung-Chen, Internal Ultrasound, Spain



## MR – AIR Recon DL



“... **improves image quality while reducing scan times**, which directly impacts patient comfort. When you can improve the delivery of care and enhance the clinical efficiency of the team, **it's a win-win.**” Peter Ferrari, President, Shields Health Care Group – first site to scan with AIR Recon DL

## Edison™ – Command Center



“... guides our hospital along the path of **automating care delivery** ... our team gathered valuable patient insights from our command center which we've been able to apply to managing **reduced length of stay & better patient flow**” Dr. Peter Chang, VP for care transitions, Tampa General Hospital

## Life Care Solutions – Mural



“... allows us to execute our vision of **increasing the level of care in community hospitals**, allowing patients across the state of Oregon to receive **the care they need closer to home** ... optimizing ICU capacity in the area” Joe E. Ness, M.H.A., R.Ph Senior VP and COO of OHSU Healthcare

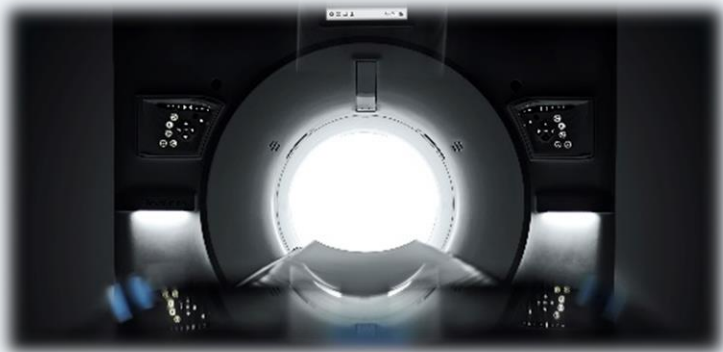
Innovating for customers ... providing more productive healthcare capacity and better patient outcomes

# Investing in Precision Health – Recent Acquisitions



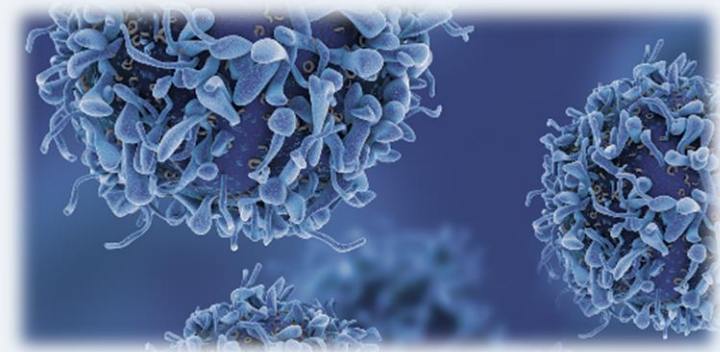
## Prismatic Sensors AB

- Pioneering photon counting technology using deep silicon-based detectors
- Has the promise to visualize minute details of organ structures, improved tissue characterization, more accurate density measurement & lower radiation dose<sup>a)</sup>
- CT equivalent of high-definition color vs black & white TV



## Zionexa

- Scaling biotech Zionexa's FDA-approved PET imaging agent, Cerianna (fluoroestradiol F-18) & pipeline agents
- Driving Cerianna to be available to 75% of metastatic breast cancer patients in the U.S. by 2023, up from 25%
- Builds GE's pipeline of oncology and neurology tracers to help physicians personalize treatment



Investing to improve treatment decision-making and clinical outcomes for patients

# Wrap

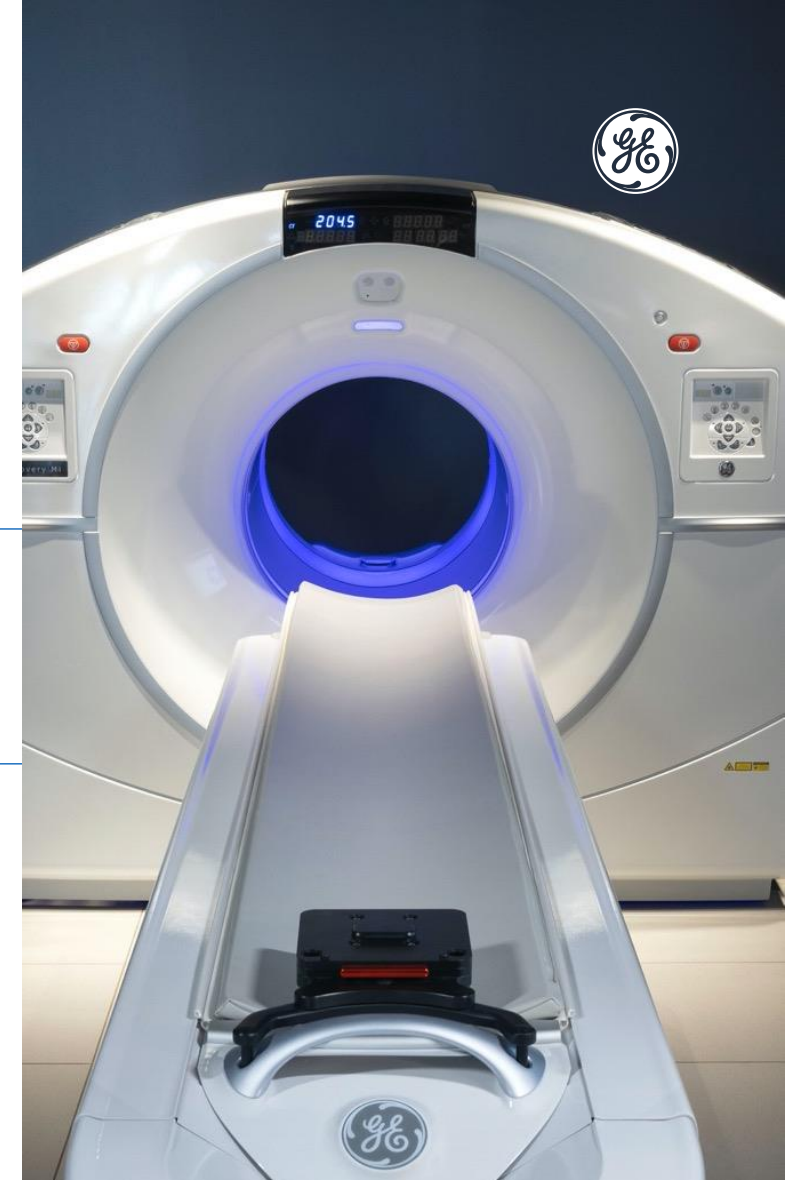
**Global Healthcare franchise winning in large, attractive markets**

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**Leveraging lean to drive improvements & deliver strong financials**

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**Leading the way in Precision Health in partnership with our customers**



Global healthcare franchise uniquely positioned to win in precision health

