

Siemens Healthcare Diagnostics



A Global Industry Leader

€3.7bn in sales

More than 14,500 employees

Serving 30,000 customers in more than 120 countries

Approximately 244,000 instruments installed

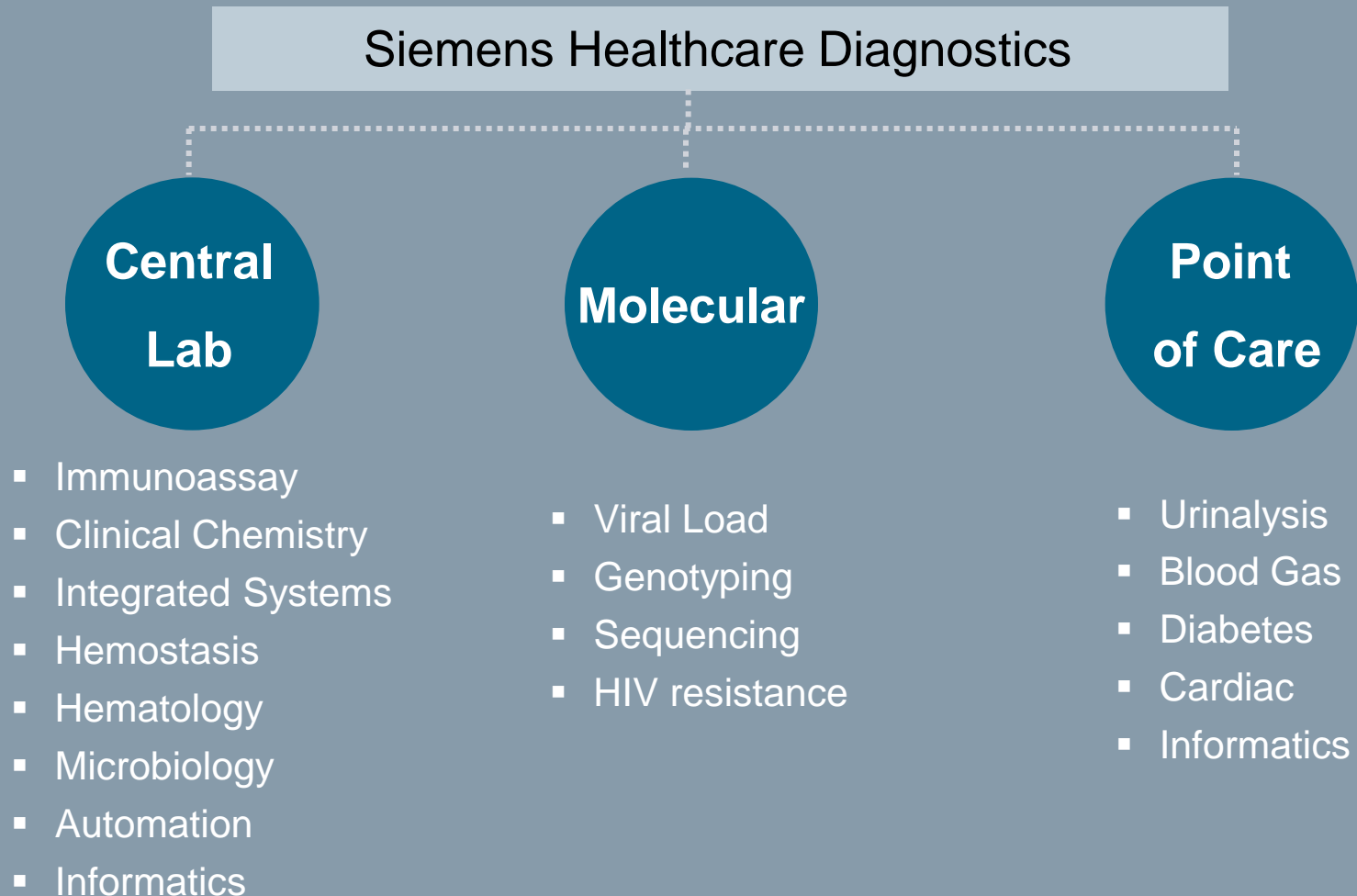
R&D spending >9% of sales

Fiscal year 2010 data

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An Expansive Portfolio



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Point-of-Care Testing Value Proposition



Accurate & Actionable Information



Rapid TAT



Improve Outcomes

- Enable clinical decisions within 30 minutes
- Ensure optimized clinical actions
- Provide better patient flow and outcomes

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Blood Gas – High Volume

RAPIDLab[®] 1200 – High volume blood gas analyzer



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Blood Gas – Mid Volume

RAPIDPoint[®] 500 – Mid volume blood gas analyzer



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Blood Gas – Low Volume

RAPIDLab[®] 248/348EX – Low volume blood gas analyzer



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Urinalysis – High Volume

CLINITEK Novus™ Analyzer – High volume urine chemistry testing



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Urinalysis – Mid Volume

CLINITEK Advantus[®] Analyzer – Semi-automated urine chemistry testing



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Urinalysis – Low Volume

CLINITEK Status[®] Family of Analyzers– Instrument-read urine chemistry testing



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Diabetes HbA1c testing - Central Lab

Siemens Clinical Chemistry and Integrated Chemistry Systems



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Diabetes HbA1c testing - Point-of-Care

DCA Vantage[®] Diabetes Care Analyzer



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DCA Vantage® HbA1c Test Kit Gains CE Mark for Aid in Diagnosis

SIEMENS

Siemens Announces CE Mark for DCA HbA1c Test to Aid in Diabetes Diagnosis

Expanded claim now provides clinicians with a streamlined solution that delivers fast, actionable results to identify patients at risk for diabetes

Tarrytown, N.Y., September 2012 – The Siemens Healthcare Diagnostics DCA HbA1c test kit has achieved the CE mark as an aid to diagnose diabetes and identify patients at risk for developing the disease, which currently affects more than 55 million people throughout Europe.

Available for use on the company's DCA systems, including the DCA Vantage® Analyzer, the test kit now provides clinicians with a streamlined solution that delivers fast, actionable results for the diagnosis and management of diabetes in environments ranging from physicians offices to hospitals and clinics.



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Cardiac Troponin Testing - Central Lab

Siemens Dimension[®] EXL, Vista and ADVIA Centaur[®] Analyzers



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Cardiac Troponin Testing - Point-of-Care

Stratus[®] CS 200 Analyzer* - Cardiac solution for Point-of-Care



*Under development – not available for sale

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End-to-End Solutions: Leveraging the portfolio strength of Siemens Diagnostics



	Central lab testing	Point-of-care testing
Blood Gas		
Urinalysis		
Diabetes		
Cardiac / IA		

Siemens Diagnostics offers a strong portfolio of end-to-end solutions for major modalities

Stratus CS200 is under development and not available for sale

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Four key trends: Closer to the patient, connectivity, menu, and regulatory compliance



Key customer needs

1	Improved devices
2	Expanded menu
3	Connectivity
4	Regulatory compliance

Key technological trends

1	Miniaturization
2	Multiplexing
3	Digitization
4	Informatics

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Assay concordance – getting the same result, no matter if it's a central lab or point-of-care instrument



Central lab testing	Point-of-care testing
Blood Gas	
Urinalysis	
Cardiac	
Diabetes	
Coagulation	

Providing end-to-end solution to our customers

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Beyond Instruments & Reagents: Developing the full ecosystem

Key drivers

Increased competitive pressure in existing segments

Customers asking for complete solutions / peace of mind

Compliance and regulatory activities become ever more important

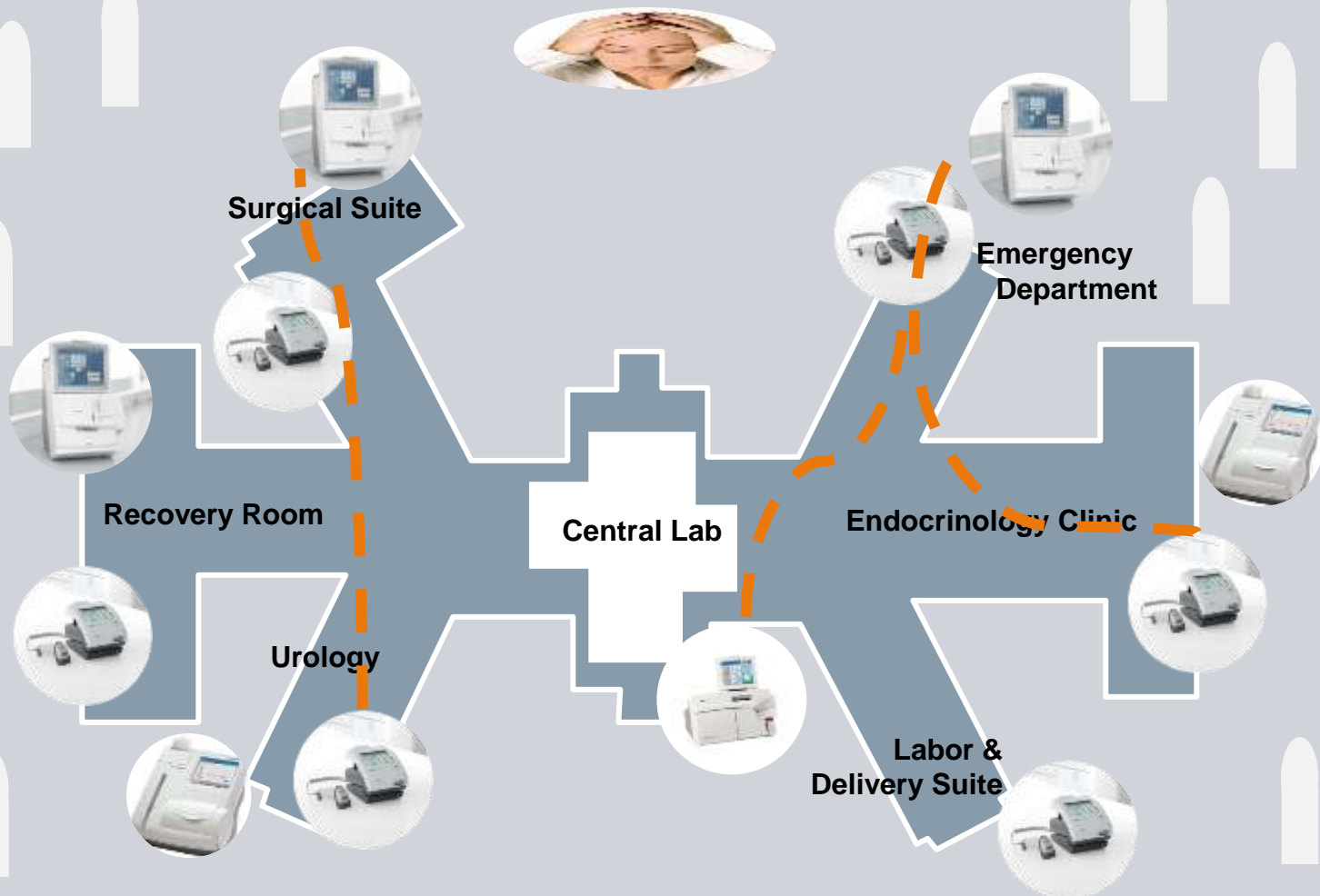


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POC Coordinators Face Tremendous Challenges

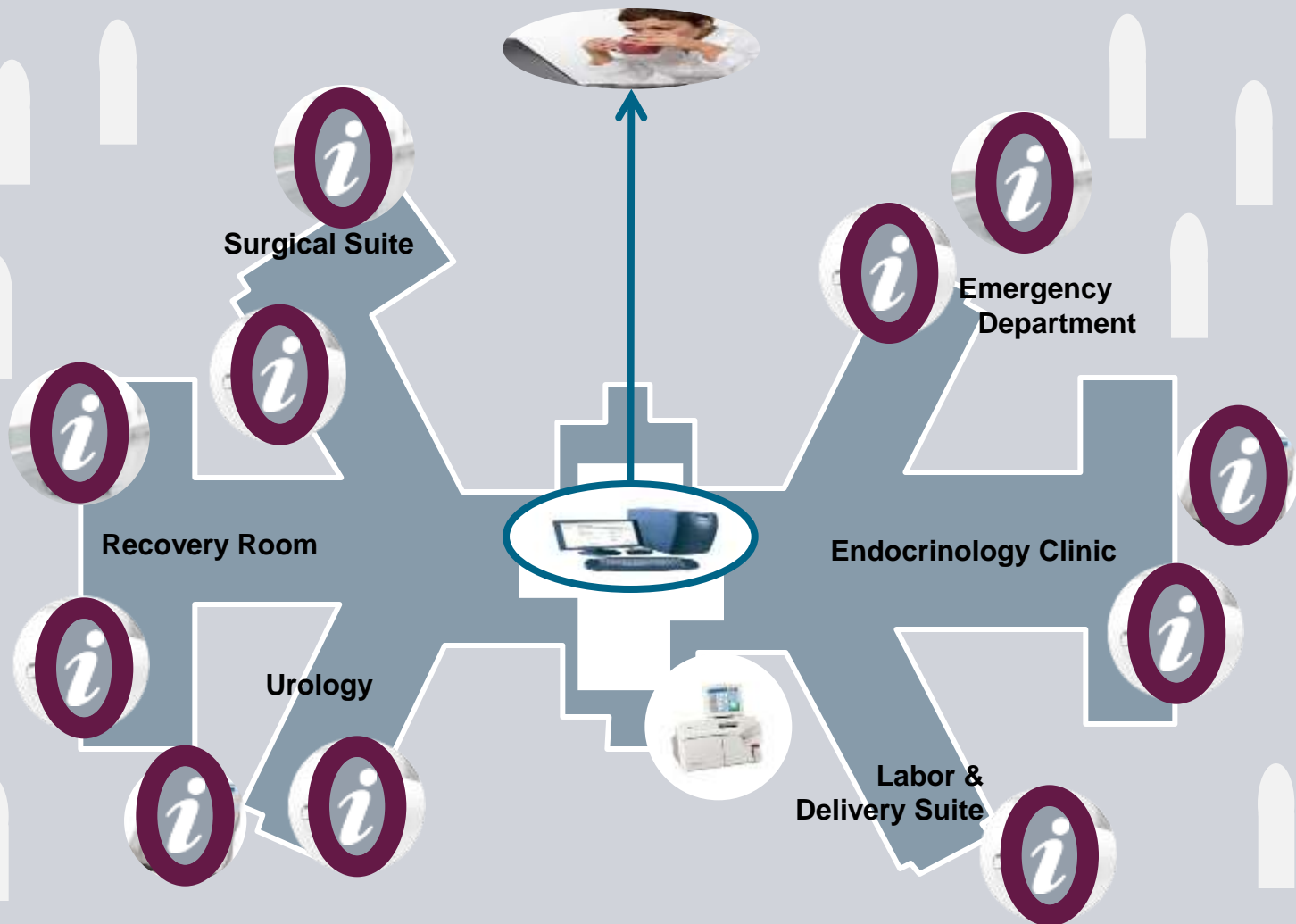
- “In my system, ... analyzers can be separated by 45 miles. In the days of networked computers, [the] “sneaker net” approach is unacceptable from any vendor!”
 - “The operators are filling out log sheets for QC results. But, it is hard to pull these together for an inspection.”
- “Nurses have a different mind-set compared to us lab personnel. We are arguing with them, but we need them to work with us to do our job well.”

POC Coordinator's Dilemma



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With Siemens POC Connectivity



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Siemens POC Portfolio

Blood Gas



Urinalysis



Diabetes



RAPIDComm® Data Management System

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Personalized Education Plan

Competency-based education portal focused exclusively on the individual.

"We have over 3,000 operators that perform. Allows Point-of-Care coordinators to easily plan a variety of courses system. I spend 25-30% of my time each week on maintaining competency."

Tracks each individual's training path.



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