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

Siemens Healthcare Diagnostics

Central Lab
- Immunoassay
- Clinical Chemistry
- Integrated Systems
- Hemostasis
- Hematology
- Microbiology
- Automation
- Informatics

Molecular
- Viral Load
- Genotyping
- Sequencing
- HIV resistance

Point of Care
- Urinalysis
- Blood Gas
- Diabetes
- Cardiac
- Informatics

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Point-of-Care Testing Value Proposition

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

Accurate & Actionable Information + Rapid TAT = Improve Outcomes
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
Blood Gas – Low Volume

RAPIDLab ® 248/348EX – Low volume blood gas analyzer
Urinalysis – High Volume

CLINITEK Novus™ Analyzer – High volume urine chemistry testing
Urinalysis – Mid Volume

CLINITEK Advantus ® Analyzer – Semi-automated urine chemistry testing
Urinalysis – Low Volume

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

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Diabetes HbA1c testing - Point-of-Care

DCA Vantage® Diabetes Care Analyzer
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.
Cardiac Troponin Testing - Central Lab

Siemens Dimension® EXL, Vista and ADVIA Centaur® Analyzers
Cardiac Troponin Testing - Point-of-Care

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

*Under development – not available for sale
End-to-End Solutions: Leveraging the portfolio strength of Siemens Diagnostics

<table>
<thead>
<tr>
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<tr>
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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

<table>
<thead>
<tr>
<th>Key customer needs</th>
<th>Key technological trends</th>
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<tbody>
<tr>
<td><strong>1</strong> Improved devices</td>
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<tr>
<td><strong>2</strong> Expanded menu</td>
<td><strong>2</strong> Multiplexing</td>
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<td><strong>3</strong> Connectivity</td>
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Assay concordance – getting the same result, no matter if it’s a central lab or point-of-care instrument

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Providing end-to-end solution to our customers
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

Surgical Suite

Recovery Room

Central Lab

Emergency Department

Endocrinology Clinic

Urology

Labor & Delivery Suite

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Personalized Education Plan

Competency-based education portal focused exclusively on the individual. We have over 3,000 operators that perform POC testing in our system. I spend 25-30% of my time each week on maintaining competency. Allows Point-of-Care coordinators to easily plan a wide variety of courses. Tracks each individual’s training path.

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