Abbott

36TH ANNUAL J.P. MORGAN HEALTHCARE CONFERENCE

January 8, 2018
Brian Yoor, Executive Vice President, Finance and CFO
FORWARD LOOKING STATEMENT

Some statements in this presentation may be forward-looking statements for purposes of the Private Securities Litigation Reform Act of 1995. Abbott cautions that these forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those indicated in the forward-looking statements. Economic, competitive, governmental, technological and other factors that may affect Abbott’s operations are discussed in Item 1A, “Risk Factors,” to our Annual Report on Securities and Exchange Commission Form 10-K for the year ended Dec. 31, 2016, and in the interim reports filed on Form 10-Q for subsequent quarterly periods, and are incorporated by reference. Abbott undertakes no obligation to release publicly any revisions to forward-looking statements as a result of subsequent events or developments, except as required by law.
Abbott

EXCEPTIONAL TRACK RECORD OF CREATING SHAREHOLDER VALUE

130th anniversary

376 consecutive quarterly dividends since 1924

Increased dividend payout for 46 consecutive years

Recognized by Kiplinger as one of the 30 best stocks of all time
EXCEPTIONAL TRACK RECORD OF CREATING SHAREHOLDER VALUE

5 year anniversary

Market Capitalization ($ billion)

Prior to Separation Announcement  Current Combined

$82  ~$260
Abbott

STRATEGIC SHAPING FOR LONG-TERM SUCCESS

ST. JUDE ACQUISITION
creates a leading cardiovascular care business; entry into promising Neuromodulation area

ALERE ACQUISITION
adds rapid diagnostics to existing strong position; now #1 globally in Point-of-Care testing
UNIQUELY POSITIONED IN DEVELOPED AND EMERGING GEOGRAPHIES

- U.S. ~35% of Sales
- International Developed Markets ~25% of Sales
- International Emerging Markets ~40% of Sales
Abbott

BUILT TO GROW

BALANCED
in business mix, customer base and geographic presence

GLOBAL
presence in the world’s largest and fastest-growing markets

FOCUSED
innovation and strength in the areas of greatest need in healthcare

LEADING
brands, market positions and scale in virtually every market we serve
Medical Devices
Innovative technologies that enhance lives

Nutritionals
Science-based nutrition at every stage of life

Established Pharmaceuticals
High-quality, trusted medicines in emerging markets

Diagnostics
Accurate, timely information to manage health
Medical Devices

INNOVATIVE TECHNOLOGIES THAT ENHANCE LIVES

Global leader in Cardiovascular, Neuromodulation and Diabetes Care
Cardiovascular Care

KEEPING HEARTS HEALTHY

• #1 or #2 in attractive cardiac care areas
  – Rhythm Management, Electrophysiology, Heart Failure, Vascular, Structural Heart

• Unique portfolio breadth, depth and innovation

NEW PRODUCTS DRIVING GROWTH

• Full suite of MRI-safe CRM products
• Ensite Precision cardiac mapping system
• CONFIRM Rx implantable cardiac monitor
• HeartMate 3 ventricular assist system
• Xience Sierra drug-eluding stent system
Neuromodulation

**LIFE-CHANGING PRODUCTS FOR CHRONIC PAIN AND MOVEMENT DISORDERS**

- #1 global share for chronic pain
- #2 global share for movement disorders
- Rapid, innovation-driven market expansion

**NEW PRODUCTS DRIVING GROWTH**

- BurstDR™ for chronic pain
- DRG for pain in lower limbs
- DBS for movement disorders
RAPID GROWTH LED BY FREESTYLE LIBRE

• Revolutionary glucose monitoring system
• Highly unique value proposition:
  – The only factory-calibrated device
  – Replaces routine finger sticks
  – Compelling outcomes data
  – Longest wear time
  – Best-in-class form factor
  – Unparalleled affordability
• Rapid international growth
• Launched in U.S. late-4Q17
Strategically shaped to focus exclusively on rapidly growing emerging markets
Established Pharmaceuticals

RAPID GROWTH IN EMERGING MARKETS

• 100% focused on emerging markets

• Leading market positions:
  – #1 in Colombia, Chile, Peru
  – #2 in India
  – Top 5 in Russia

UNIQUELY POSITIONED FOR SUSTAINABLE GROWTH

• Globally powered, locally agile

• Strong local footprints and portfolios

• Highly productive innovation model

• Demographic & socio-economic trends provide tailwinds for growth
Nutrition

SCIENCE-BASED NUTRITION AT EVERY STAGE OF LIFE

Global leader in Infant, Pediatric and Adult Nutrition
Nutrition

UNIQUELY BALANCED PORTFOLIO FOR GROWTH

• #1 Pediatric Nutrition in U.S.
• #1 Adult Nutrition globally
• Balanced across segments & geographies

STRONG GLOBAL BRANDS & CAPABILITIES

• Well-known, trusted global brands
• World-class supply chain and new product development
• Expanding middle class in emerging markets and aging populations globally provide tailwinds for growth
Diagnostics

ACCURATE, TIMELY INFORMATION TO MANAGE HEALTH

Global leader in Core Laboratories, Molecular and Point-of-Care testing
Diagnostics

REVOLUTIONIZING DIAGNOSTIC TESTING

• Consistent above-market growth
• #2 global market share
  – #1 Blood Screening
  – #1 Point-of-Care testing

ALINITY: REVOLUTIONIZING THE LAB

• Integrated suite of next-gen systems
• Designed to run more tests in less space, generate test results faster and minimize human errors
• Simplified user experience
• Initiated launch in Europe in 2017
ABBOTT

RECOGNIZED FOR OUR POSITIVE IMPACT

Since 1984; #1 in Medical Products from 2014-2017

13 years in a row; Group Leader for 5 consecutive years

Healthcare sector leader

100 Best Companies for 17 years in a row

Science top employers for 14 years

Workplace Leadership in more than 25 countries

Top 50 Companies for Diversity for 14 consecutive years
TOP-TIER GROWTH AND INCOME INVESTMENT

- Market-leading positions in large and growing areas of healthcare
- Aligned with major trends in health and technology
- Highly differentiated innovation
- Strong global presence, scale and capabilities
- Exceptional track record of creating shareholder value