Abbott Diagnostics
Durable Growth Business
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, 2013, 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.
The Global Leader in *In-vitro* Diagnostics

*Developing customer-focused solutions that enhance clinical decision-making, and ultimately, improve the lives of patients*
In Vitro Diagnostics
A Large and Growing Market

In Vitro Diagnostics Market*

- Large and growing market

- Favorable healthcare and market trends
  - Aging global population
  - Increasing emphasis on disease prevention
  - Emerging market investments in healthcare
  - Need for high-volume, standardized systems
  - Long, durable contract cycles

$27Bn

2013

CAGR 4%

$33Bn

2018

* In Vitro Diagnostics market in which Abbott competes. Excludes tissue and diabetes
Abbott is a Diagnostics Leader
Driving Durable Sales Growth

Abbott Diagnostics Sales: $4.5Bn

Leadership Positions

#1 Globally in Immunoassay and Blood Screening
Best-in-class Infectious Disease Molecular Tests
#1 Point of Care Platform (U.S.)

Growth Drivers

• Share capture globally
• Increasing penetration of systems & tests
• Capturing growth in emerging markets
• Next-generation systems in development
Abbott is a Diagnostics Leader
Well-positioned to Capitalize on Market Trends

- Increased testing volumes
- Budget constraints
- Personalized medicine
- Disease prevalence in emerging markets
Healthcare Trend
Increased Testing Volumes

Adults 60+ Globally

34 Million Uninsured Americans Will Gain Coverage Under Health Reform by 2021

Source: Congressional Budget Office
Healthcare Trend
Budget Constraints

Partnersing with Abbott can:

Reduce Lab Operating Costs

Reduce # of Instruments by > 50%

15%
Healthcare Trend
Personalized Medicine
Healthcare Trend
Disease Prevalence in Emerging Markets
Outpacing Market Growth

• Solutions to improve lab efficiencies

• New platforms – faster, smaller, more efficient
  – Immunoassay
  – Clinical Chemistry
  – Blood Screening
  – Hematology

• Capturing growth in emerging markets
  – China, Russia and Brazil
  – Growing above market in China
## Abbott Diagnostics Growth Drivers

Core Laboratory Expansion in Key Emerging Markets

### In Vitro Diagnostics Market

<table>
<thead>
<tr>
<th>Developed Markets</th>
<th>~$14Bn</th>
<th>0-2%</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>~$2Bn</td>
<td>&gt;15%</td>
</tr>
<tr>
<td>Brazil</td>
<td>~$600MM</td>
<td>6-7%</td>
</tr>
<tr>
<td>Russia</td>
<td>~$400MM</td>
<td>6-7%</td>
</tr>
</tbody>
</table>

Sources: External sources, McKinsey & Company and company estimates
Focused on Fast-Growing Infectious Disease Market

• Broadest, most precise infectious disease menu

• Significant growth in HCV and HIV testing

• Largest and fastest growing segment in emerging markets

• Collaborating with Pharma companies for companion diagnostics

• Next-generation platform in development
Abbott Diagnostics Growth Drivers

Point of Care Diagnostics

**Bedside testing in the ER**

- Hospitals seeking efficiency, fast turn-around
- Abbott i-STAT used in 1 in 3 ERs today

**Abbott Growth**

- Driving further penetration and adoption
- Expanding our footprint in key markets
- Menu expansion
- Developing next-generation system
The Right Model for Long-Term Growth
Consistently Delivering Both Sales and Margin Improvement

Abbott Diagnostics
Operational Sales Growth

2010 2011 2012 2013
4.5% 5.3% 7.3% 8.3%

Abbott Diagnostics
Operating Margin

2007 2008 2009 2010 2011 2012 2013
8.0% 10.5% 11.3% 14.7% 19.2% 19.2% 22.2%

Well-positioned to deliver long-term, durable growth
Innovation Driving Mid- to Long-Term Growth

Reinvesting in R&D to Accelerate Sales Growth

- Next-generation systems in development
- Informatics to help labs manage and retrieve vast amounts of data
- Enhancements of assay and detection systems
- New biomarkers and infectious disease diagnostics
- Gene-based oncology tests for targeted therapeutics
Abbott Diagnostics
Aligned with Abbott’s Investment Identity

 Balanced Portfolio
  Core Laboratory
  Molecular
  Point of Care

 Leadership
  #1 IA and Blood Screening
  #1 POC platform
  Industry leading infectious disease testing

 Innovation
  Next-gen system platforms
  New assays

 Emerging Markets
  ~36% of Sales
  Capturing growth in China, Russia, Brazil

 Margin Expansion
  >1400bps expansion (2008 – 2013)
  Exceeded 22% operating margin in 2013