ABBOTT

A Durable Growth & Income Investment

JP Morgan Healthcare Conference
January 12, 2015
Tom Freyman, EVP, Finance and CFO

Abbott

FORWARD LOOKING STATMENT

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 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

DURABLE GROWTH & INCOME INVESTMENT

- Top-tier growth and income
- Steady margin expansion
- Strong cash flow
- Increasing returns to shareholders

BROAD & BALANCED

A large-cap diversified healthcare company

LEADERSHIP

Leadership in businesses that are aligned with favorable long-term healthcare trends

EMERGING MARKET STRENGTH

Driving performance across a broad portfolio in both developed and emerging geographies

GROWTH & INCOME

Delivering top-tier growth and income

BROAD AND BALANCED PORTFOLIO



MEDICAL DEVICES
26%
of sales

ESTABLISHED PHARMACEUTICALS
18%
of sales

DIAGNOSTICS
23%
of sales

NUTRITION
33%
of sales

LEADING WITH SOLUTIONS ACROSS THE SPECTRUM OF HEALTH

- #1 worldwide in adult nutrition
- #1 in U.S. pediatric nutrition
- World's 1st bioresorbable scaffold
- World's 1st mitral valve repair device
- #1 in LASIK; #2 in cataract
- #1 Pharma Co. in India
- Top 10 Pharma Co. in Latin America
- #1 in immunoassay diagnostics
- #1 in blood screening
- Leading point-of-care platform



ALIGNED WITH TRENDS



Growth in emerging markets

Investing in health care

Emerging middle class

Aging population globally

MEETING GROWING HEALTH NEEDS IN DEVELOPED AND DEVELOPING MARKETS



NEW ABBOTT BRAND IDENTITY

- Building a well-recognized brand
- Customer base is more consumer-facing; live in emerging markets
- Launched first in Brazil, India, U.S.







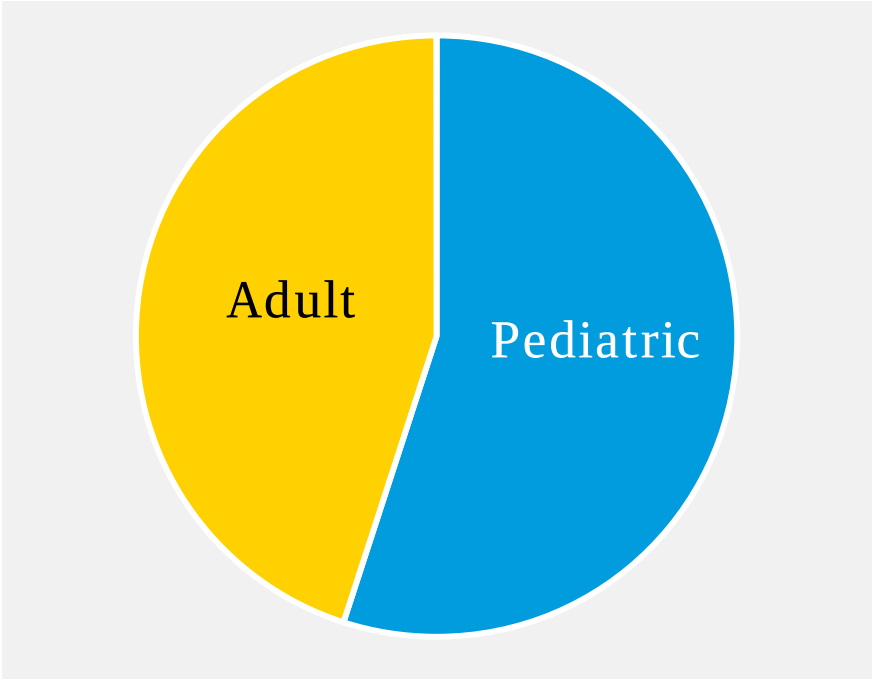
Nutrition

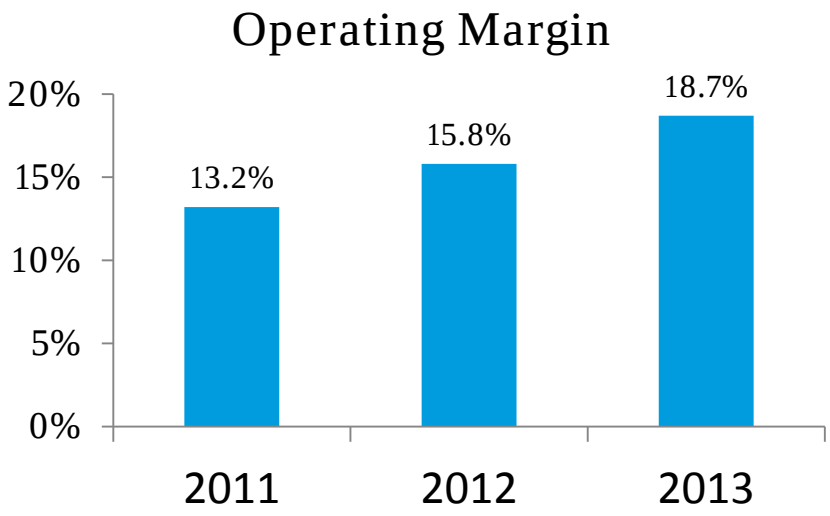
UNIQUELY BALANCED FOR GROWTH

- 45% Emerging; 55% Developed
- 45% Adult; 55% Pediatric
- #1 Adult Nutrition globally
- #1 Pediatric in U.S.; other geographies

STRATEGIC PRIORITIES

- Capture share with innovation
- Grow and shape markets
- Expand operating margin
- Invest for sustainable growth





Nutrition

BUILDING A DURABLE PRESENCE

CHINA

- Supply chain leadership with Fonterra strategic alliance
- R&D center in Shanghai
- New manufacturing facility opened June 2014 in Jiaxing



INDIA

- New manufacturing facility opened Oct. 2014 in Jhagadia
- R&D center in Bangalore







Medical Devices

INNOVATION DRIVING EXPANSION

Innovation-driven businesses

VASCULAR

- Driving uptake of MitraClip, Supera and Absorb

DIABETES CARE

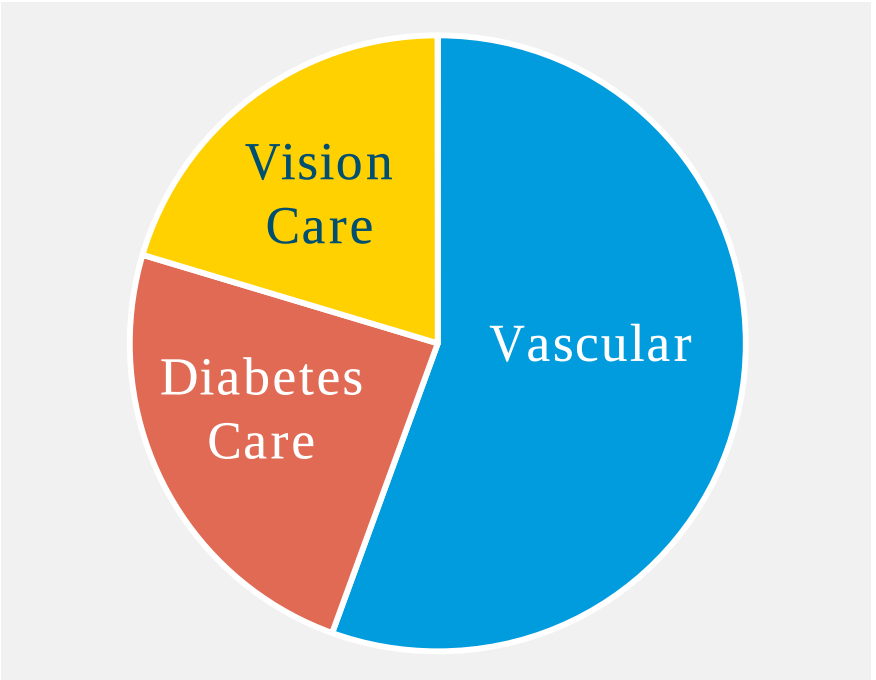
- Transition year in U.S.
- Launched FreeStyle Libre in EU

VISION CARE

- Winning in Cataract with new products and market expansion

ENTERING EP MARKET

- $3B market growing double-digits









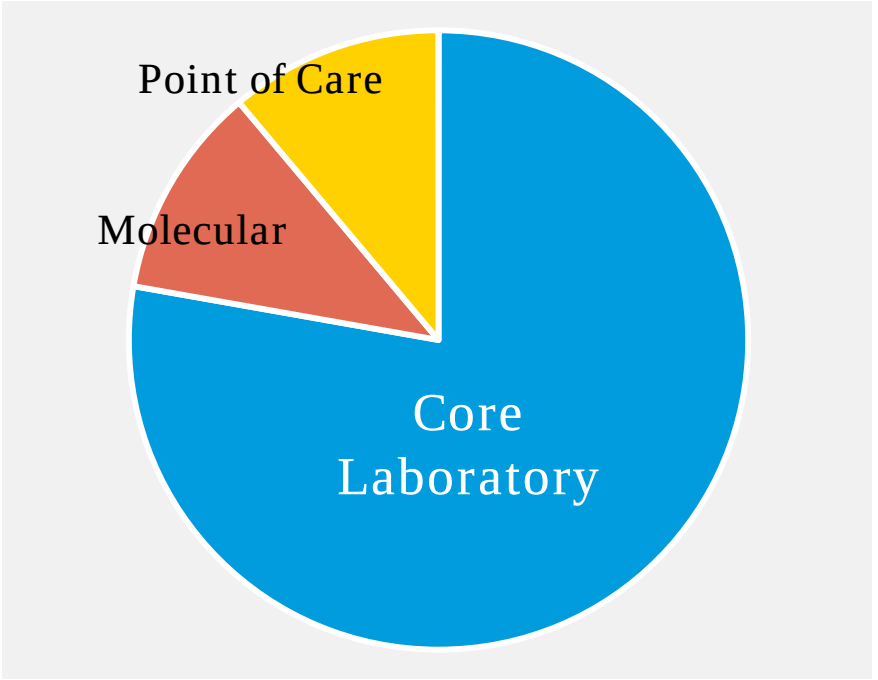
Diagnostics

DURABLE GROWTH BUSINESS

- #1 in immunoassay testing
- #1 in blood screening
- Leading point-of-care platform
- Best-in-class molecular tests

STRATEGIC PRIORITIES

- Execute Commercial Strategy
- Expand in priority emerging markets
- Improved margins
- Launch next-generation platforms

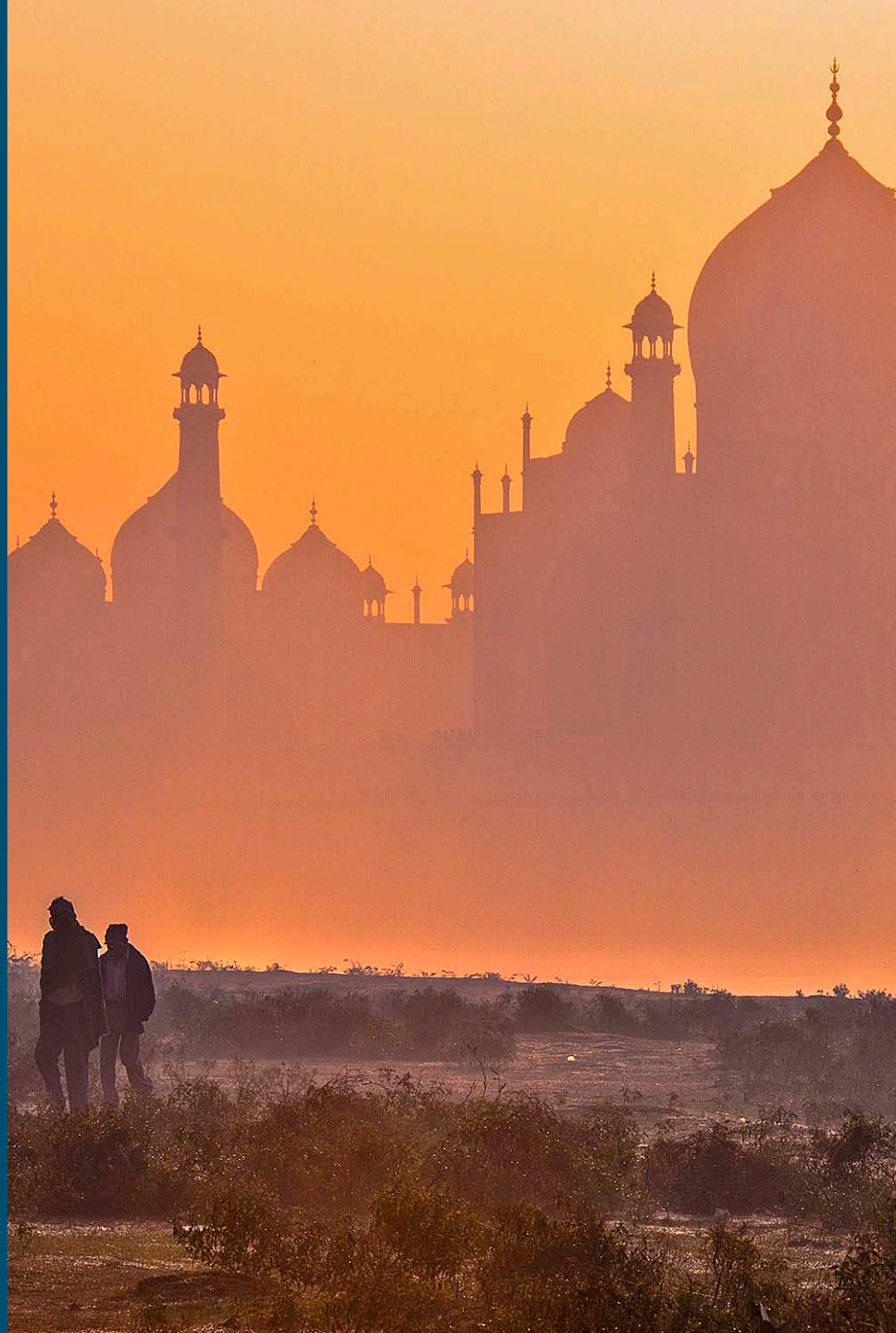






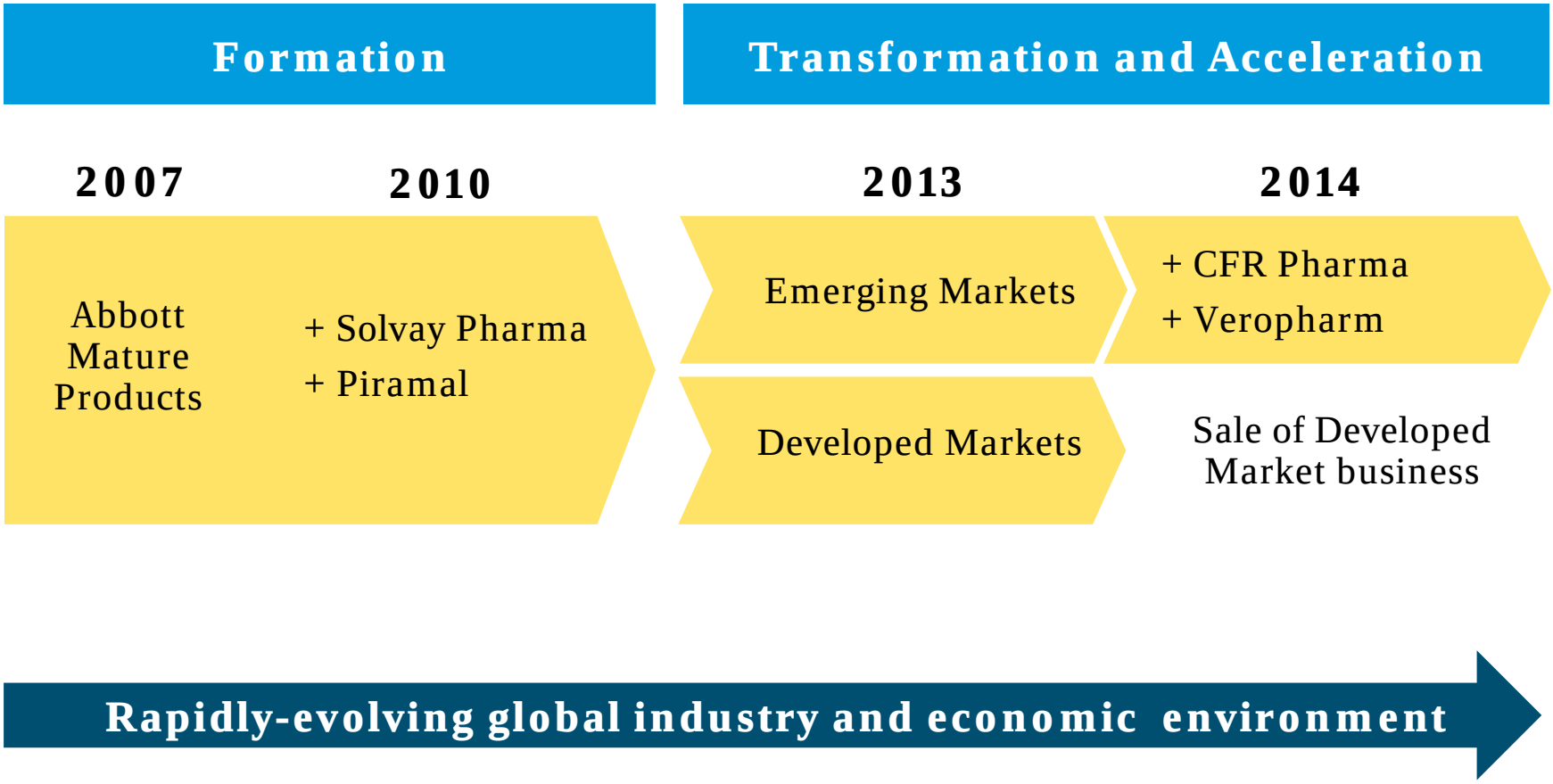
BRANDED GENERIC PHARMACEUTICALS

Mike Warmuth
EVP, Established Pharmaceuticals



Branded Generic Pharmaceuticals

POSITIONING FOR SUSTAINABLE GROWTH



Branded Generic Pharmaceuticals

ACQUISITION OF CFR PHARMACEUTICALS

A LEADING BRANDED GENERICS COMPANY IN LATIN AMERICA

- Establishes Abbott as a Top 10 Pharma company in Latin America
  - #1 Colombia
  - #1 Chile
  - #1 Peru
- Portfolio well-aligned with Abbott's therapeutic areas of focus
- World-class product development capabilities
- Manufacturing and R&D facilities in Chile, Colombia, Peru, and Argentina

CFR Pharmaceuticals®



Branded Generic Pharmaceuticals

ACQUISITION OF VEROPHARM

TOP 5 LOCAL RUSSIAN PHARMACEUTICAL COMPANY

- Positions Abbott to become Top 5 Branded Generics company in Russia
- Strong portfolio of products that is well-aligned to Abbott's therapeutic areas of focus
- Establishes Abbott with a manufacturing and R&D footprint in Russia



Branded Generic Pharmaceuticals

SALE OF DEVELOPED MARKETS BUSINESS

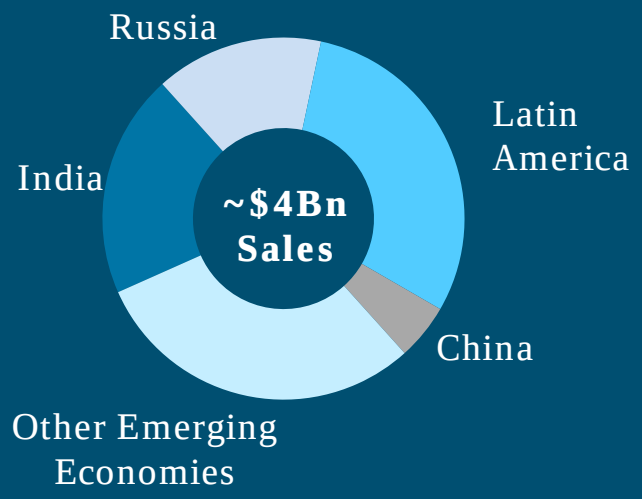
SALE OF DEVELOPED MARKETS TO MYLAN

- 40+ countries; primarily Europe, Japan, Canada, Australia/New Zealand
- Portfolio of 100+ branded generics and specialty products
- Transaction expected to close in 1Q'15

100% FOCUS ON EMERGING MARKETS

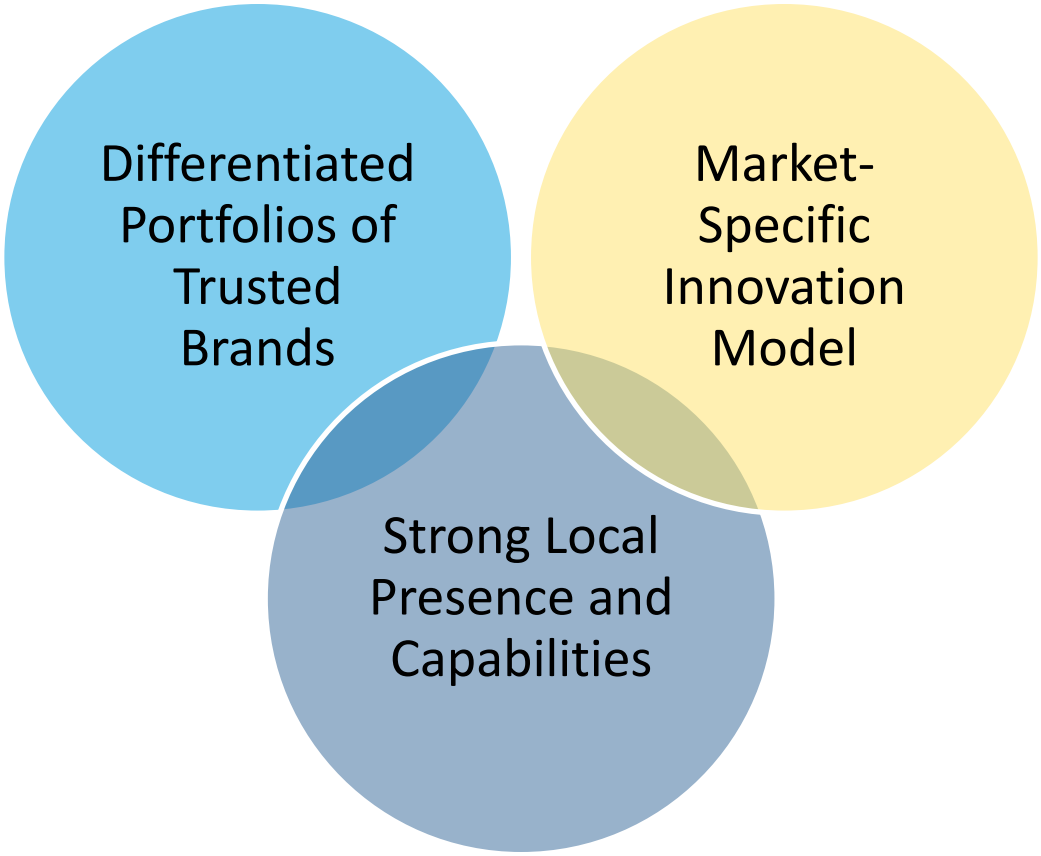
- #1 in India, Colombia, Chile, Peru
- Top-tier market positions in Latin America region and Russia

EPD Business Mix



Branded Generic Pharmaceuticals

CORE GROWTH DRIVERS



Branded Generic Pharmaceuticals

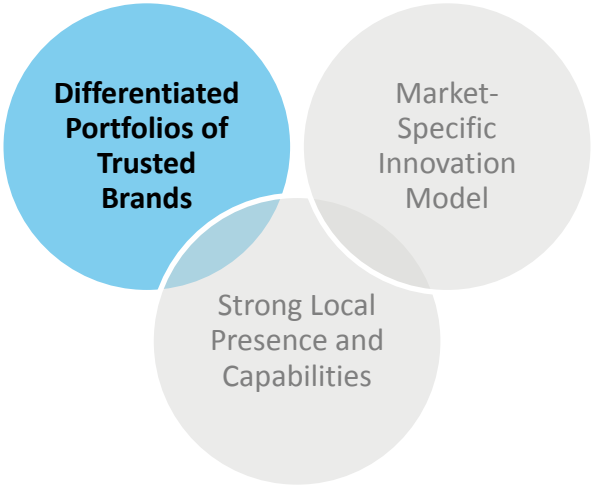
CORE GROWTH DRIVERS

Core Therapeutic Areas

- Gastroenterology
- Women's Health
- Cardio-Metabolic
- CNS/Pain
- Respiratory
- Influenza Vaccine

Locally-Relevant Portfolios

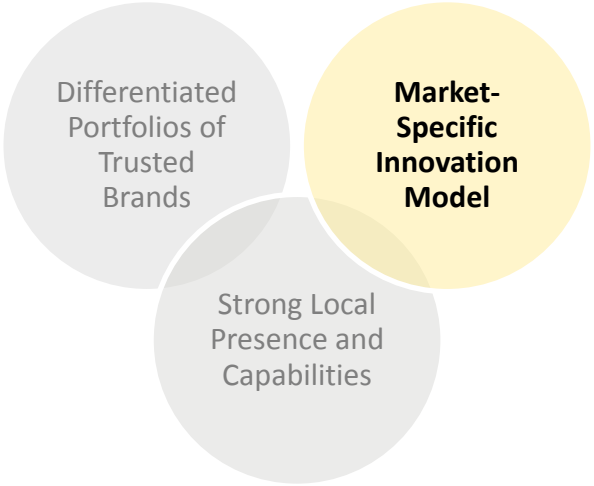
- Core global brands
- Complementary local brands





Branded Generic Pharmaceuticals

CORE GROWTH DRIVERS



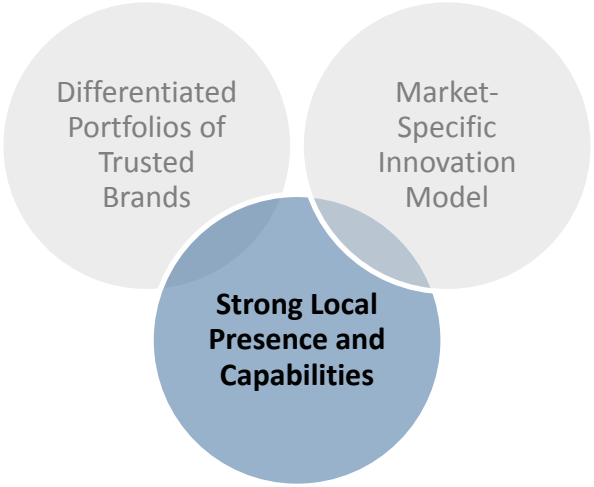
Locally-relevant innovation

- Rapid and incremental "development"
  - Indications
  - Data
  - Formulations
  - Packaging
  - Methods-of-administration
- Cross-register brands across geographies
- Local/regional L&A



Branded Generic Pharmaceuticals

CORE GROWTH DRIVERS



Local approach and reputation

- Local insights/market knowledge
- Integrated, multi-channel marketing
  - Physician
  - Pharmacist and point-of-sale
  - Patient
  - Trade/distribution
- Strong reputation for quality and supply chain
- Local manufacturing and R&D



Branded Generic Pharmaceuticals

POSITIONED FOR SUSTAINABLE GROWTH

100% EMERGING MARKET FOCUS

- Favorable demographic and healthcare trends
- Leadership positions in several key geographies
- Product portfolio of high-quality, trusted brands
- Robust new product development pipeline
- Strong reputation for quality and supply chain







life. to the fullest.