



2020 Baxter

Jason Mantei
Baxter Center for Spectroscopy and Imaging
Round Lake, Illinois

Investor Conference

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Corporate Vice President and
Chief Scientific Officer

May 9, 2016

Baxter

R&D: Executive Summary

Focus On Execution And Leveraging World Class Capabilities To Advance Patient Care

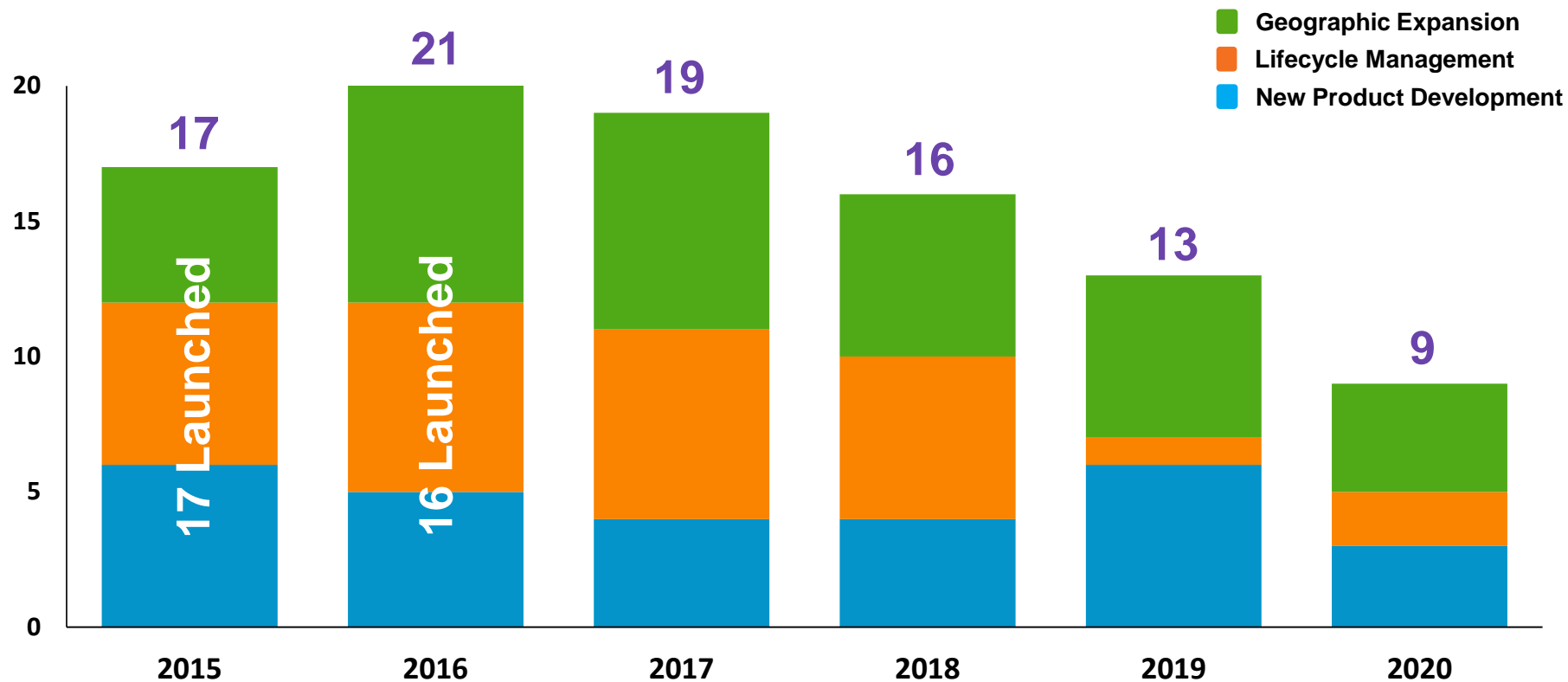
Increasing Sales From New Products

Optimizing Innovation To Be More Efficient And Effective



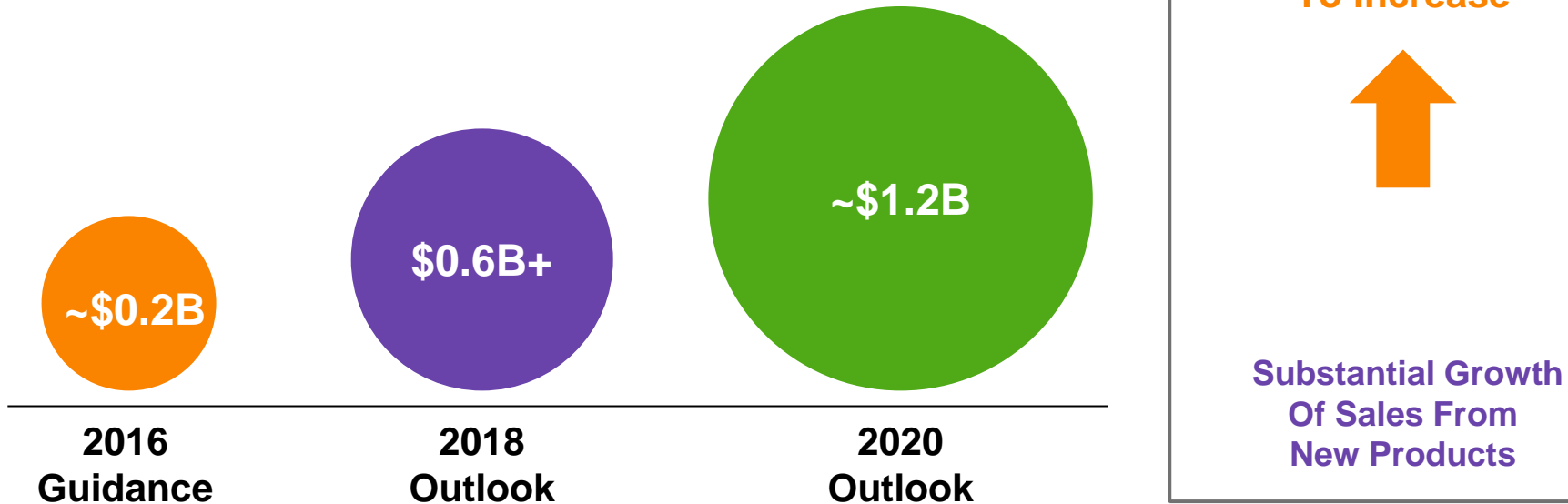
➤ Significant Progress Underway To Enhance R&D Productivity

Executing On A Robust Pipeline



Enhancing Growth With New Product Development

Sales From New Products¹



➤ Increasing R&D Productivity Supports Top Line Growth

Key Product Launches

DEVICES



DRUGS



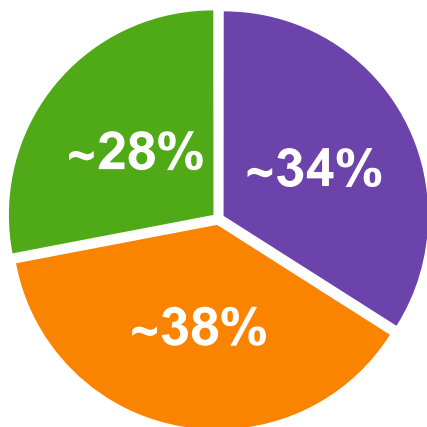
13 New Molecules



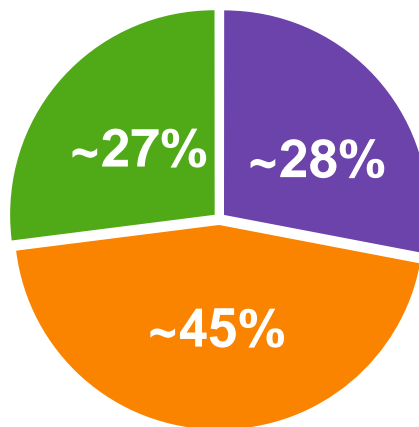
**Driving
Profitable
Innovation**

Shifting R&D Investment To New Product Development

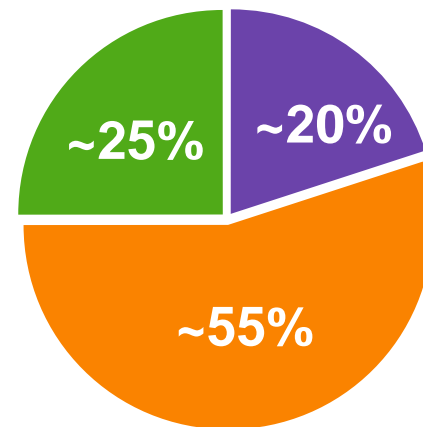
Historical Investment



2018 Outlook



2020 Outlook



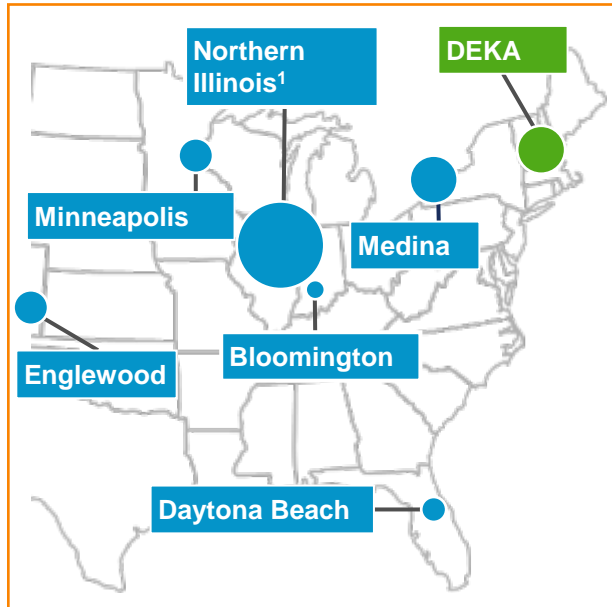
 Sustaining

 Infrastructure

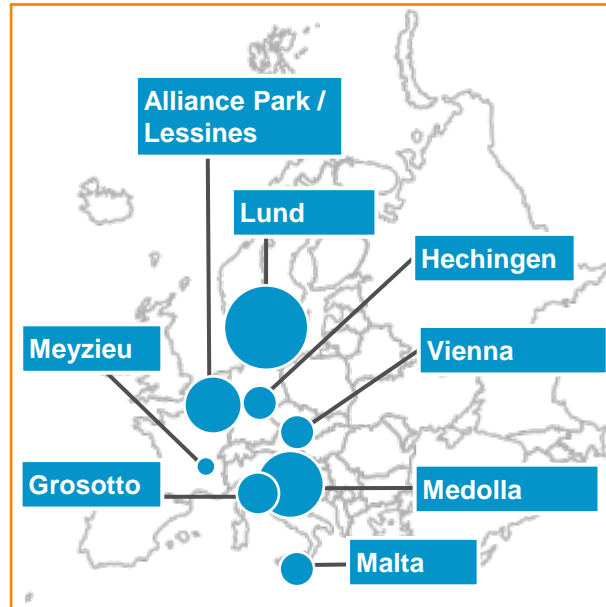
 New Product Development

Optimizing R&D Footprint

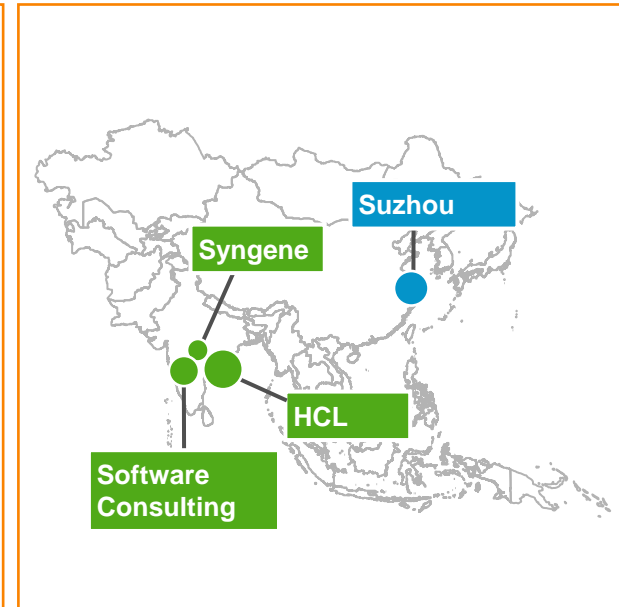
United States



Europe



Asia

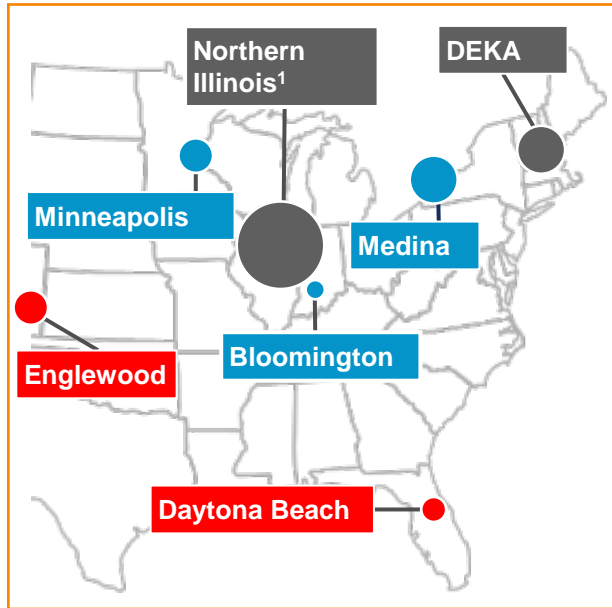


● Baxter Location ● External Service Provider

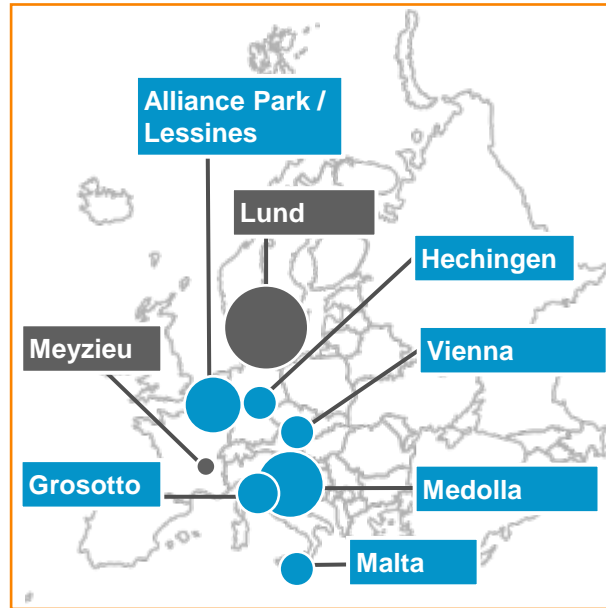
➤ Broad Network Offers Opportunities To Drive Efficiencies

Optimizing R&D Footprint

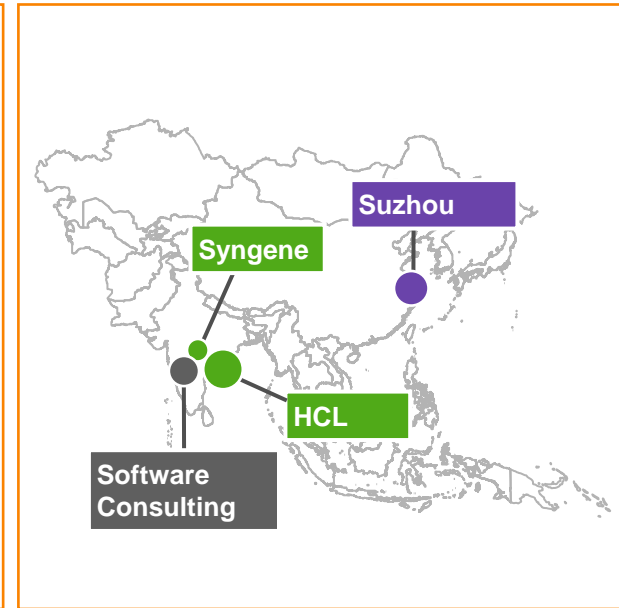
United States



Europe



Asia



● China Innovation ● Right-Sizing ● Facility Exit ● Baxter Location ● External Service Provider

➤ Broad Network Offers Opportunities To Drive Efficiencies

Emerging Technologies To Address Unmet Needs: Point Of Care Solutions For Peritoneal Dialysis

Point Of Care (POC) Solution For Peritoneal Dialysis (PD)
Reducing Solution Volume Through “On Demand” Preparation



**Removes Patient
Barrier To Adoption**



**Reduces Baxter's
Cost To Serve**



**Agile and Flexible Model
Enables Baxter To
Serve More Patients**

Emerging Technologies To Address Unmet Needs: Point Of Care Solutions For Peritoneal Dialysis

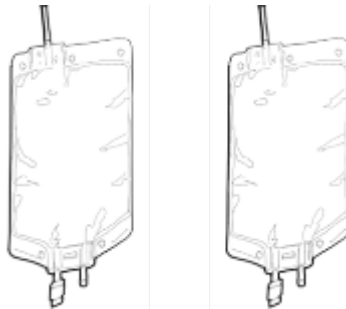
Amia Cycler

Dosing / Mixing



Concentrates

Glucose + Electrolytes



Water Generation

Water Preparation



Emerging Technologies To Address Unmet Needs: Point Of Care Solutions For Peritoneal Dialysis

Monthly PD Solution Supply

Current State



360L



Future State:
POC-APD



<36L

Annual Freight Impact



Reduction Of
~18,000 Truckloads

Emerging Technologies To Address Unmet Needs: Extracorporeal Therapies

Critical Care Growth: Extracorporeal Therapies
Use Existing CRRT Platform To Extend Lifesaving Therapies

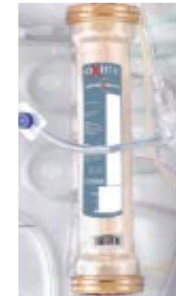
**CO₂
Removal**



Liver Support



Sepsis



R&D: Key Takeaways

Executing On Our Robust Pipeline And Increasing Focus On Disruptive Technologies

Driving Topline Sales Growth And Increasing Sales From New Products

Optimizing Work To Increase Focus On New Product Development





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