

# Annual Shareholder Meeting

**January 28th, 2014** 

Vincent A. Forlenza Chairman, Chief Executive Officer and President



#### **Forward-Looking Statements**

 These materials include forward-looking statements and it's possible that actual results could differ from our expectations. Factors that could cause such differences appear in our fourth quarter earnings release and in our recent SEC filings.

#### **Non-GAAP Financial Measures**

These materials also include Non-GAAP financial measures. A reconciliation to the comparable GAAP
measures can be found in our fourth quarter fiscal year 2013 and 2012 earnings releases, the financial
schedules attached thereto and the related earnings call slides, all of which are posted on the "Investors"
section of the BD.com website.



## **Topics for Discussion**

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# **Strategic Focus**



# The Focus of Our Strategy Remains Consistent

BD's Strategy is to Apply Technology and Clinical Knowledge to Make Healthcare More Effective, Efficient and Safe.

#### **Our Areas of Focus Are:**

- 1 Enable safer, simpler and more effective parenteral drug delivery
- Improve clinical outcomes through more accurate, timely and efficient diagnostics
- Provide tools and technologies to the research community that facilitate the understanding of the cell, cellular diagnostics and cell therapy
- Enhance disease management in diabetes, women's health and cancer, and infection control
- 5 Improve clinical, laboratory and research practices in emerging markets



# Addressing today's most pressing healthcare needs in a rapidly changing environment

#### **Understanding Customer's Changing Needs**

- Improving patient outcomes and quality of care
- Lowering the cost of healthcare delivery
- Increasing healthcare access
- Optimizing patient and employee safety



**Delivering Effective Solutions for Sustainable Healthcare** 



# The Focus on Four Key Priority Areas Will Enable BD's Strategy to Drive Results

## **Build on Leading Position & Enhance Core**

- Building capabilities in emerging markets
- Rapid expansion

#### **Move into Adjacencies**

- Building more complete solutions for our customers
- Expanding addressable opportunities

# **Priority Areas**

## Reallocation of R&D Spending

- Increased spending on new product development
- Less spending on line extensions

#### **Plug-in Acquisitions**

- Accelerate moves into adjacent opportunities
- Continue to drive accelerated acquisition growth, above the Company average



## Fiscal Year 2013 Highlights



### **Our Strategy Delivered Results in 2013**

### **FY 2013: Investments Return Strong Performance**

- Investment in growth and innovation initiatives FY 2011 & FY 2012
- Delivered on 2013 financial commitments and growth targets
- Revenue growth of 5.4%, including 100 basis points of organic growth\*
- Launched 20 new products, double the prior year
- Sustained incremental investments in growth and innovation initiatives
- Operational effectiveness initiatives drove underlying margin expansion
- EPS growth of 11.9% marks a return to double-digit EPS growth for the first time since 2007, as anticipated (Ex-MDT)\*
- Maintained strong capital structure, committed to our dividend and share buyback programs, returning over 100% of FCF since 2012

<sup>9</sup> 



### **Driving Operational Effectiveness**

- Drive supply chain cost reduction strategies:
  - ReLoCo
  - ReLoCo II
  - Continuous Improvement
- Leverage global transaction hubs to drive toward worldclass G&A performance
- Reallocate strategic investments from low-growth to high-growth opportunities



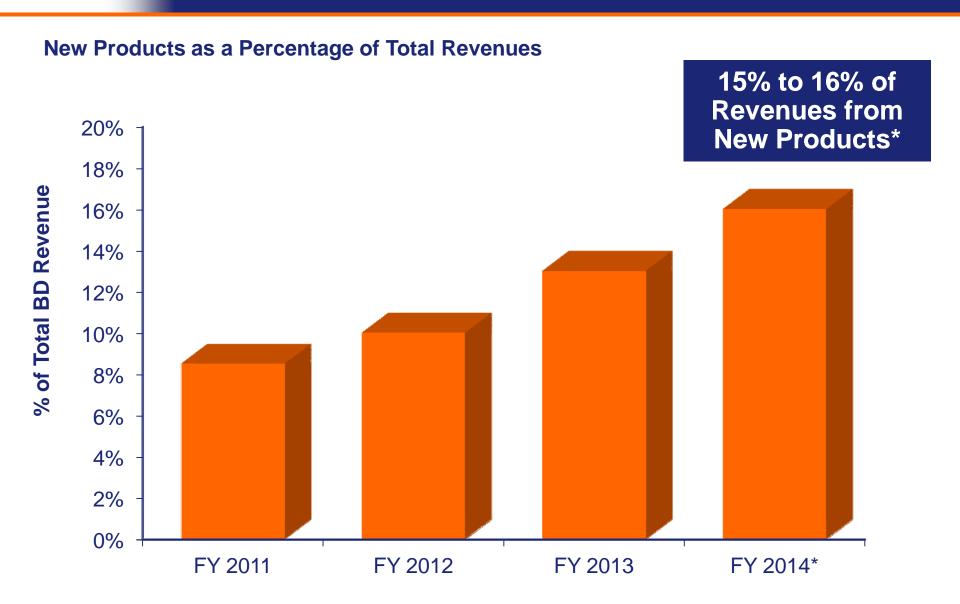
Cost reduction and continuous improvement initiatives are integral to our business



## **Growth Drivers**



# Revenue from New Products Continues to Increase





## **New Product Launches Across our Segments**

BD FACSCanto<sup>™</sup>



 $\mathsf{BD}\;\mathsf{Simplist}^{\mathsf{TM}}$ 



**BD** Diabetes Care Pen Needles



BD Emerald<sup>™</sup>





BD UltraSafe PLUS<sup>™</sup> (SSI)



BD Kiestra<sup>™</sup>



BD Veritor<sup>TM</sup> System

BD LSRFortessa<sup>™</sup> X-20



# Strong Continued Double-Digit Revenue Growth in Emerging Markets

- Emerging markets account for over 24% of revenue and serve as key growth opportunity
  - China
  - India
  - Latin America
- Geographic and demographic expansion
- Increasing R&D capabilities in Asia to better meet the needs of emerging countries
  - ◆ BD Emerald<sup>TM</sup> Syringe
  - BD Intima<sup>™</sup> II
- Driving solutions to increase healthcare access, improving patient outcomes and quality of care

Sustained strategic investments fueling growth



### Safety Sales Remain a Key Growth Driver



- BD has served as global leader in safety for two decades
- Safety sales account for 26% of total revenues
- Continued strong growth rates in developed and emerging countries







Strategic focus on medication assurance



# Summary



### **Awards and Recognitions**























### **Summary**



- Our strategy for growth and innovation is delivering results
- Focus on complete solutions to meet customer needs and improve clinical outcomes
- Many growth opportunities to address today's most pressing healthcare challenges
- We have built a strong platform for future growth for FY 2014 and beyond
- Committed to driving value for our customers and shareholders

**Driving Value with Complete Solutions** 





### Helping all people live healthy lives