



Digital Healthcare

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SVP, Digital Healthcare

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Forward-looking Statements

This presentation contains forward-looking statements, which address a variety of subjects including, for example, our statements regarding expected financial results, expected product development and technical advances, anticipated market trends and opportunities, market share gains and expected customer demand and order rates for our products, and ADI's financial goals and long-term financial model. Statements that are not historical facts, including statements about our beliefs, plans and expectations, are forward-looking statements. Such statements are based on our current expectations and are subject to a number of factors and uncertainties, which could cause actual results to differ materially from those described in the forward-looking statements. The following important factors and uncertainties, among others, could cause actual results to differ materially from those described in these forward-looking statements: the uncertainty as to the extent of the duration, scope and impacts of the COVID-19 pandemic, political and economic uncertainty, including any faltering in global economic conditions or the stability of credit and financial markets, erosion of consumer confidence and declines in customer spending, unavailability of raw materials, services, supplies or manufacturing capacity, changes in geographic, product or customer mix; changes in export classifications, import and export regulations or duties and tariffs; changes in our estimates of our expected tax rate based on current tax law; our ability to successfully integrate acquired businesses and technologies; the risk that expected benefits, synergies and growth prospects of acquisitions may not be fully achieved in a timely manner, or at all; adverse results in litigation matters; and the risk that we will be unable to retain and hire key personnel. For additional information about factors that could cause actual results to differ materially from those described in the forward-looking statements, please refer to our filings with the Securities and Exchange Commission ("SEC"), including the risk factors contained in our most recent Quarterly Report on Form 10-Q and Annual Report on Form 10-K. Forward-looking statements represent management's current expectations and are inherently uncertain. Except as required by law, we do not undertake any obligation to update forward-looking statements made by us to reflect subsequent events or circumstances.

Business Overview



Market leader in digital X-Ray, CT scanners & clinical vital signs monitoring



Evolving from a component supplier to a partner providing fully integrated system solutions



Track record of double-digit revenue growth supported by a strong margin profile



Increasing investments into digital health with a focus on remote vital signs monitoring & biosensing



Diverse customer base that continues to expand & evolve across a dynamic ecosystem

Revenue Profile

Vital Signs Monitoring (VSM)

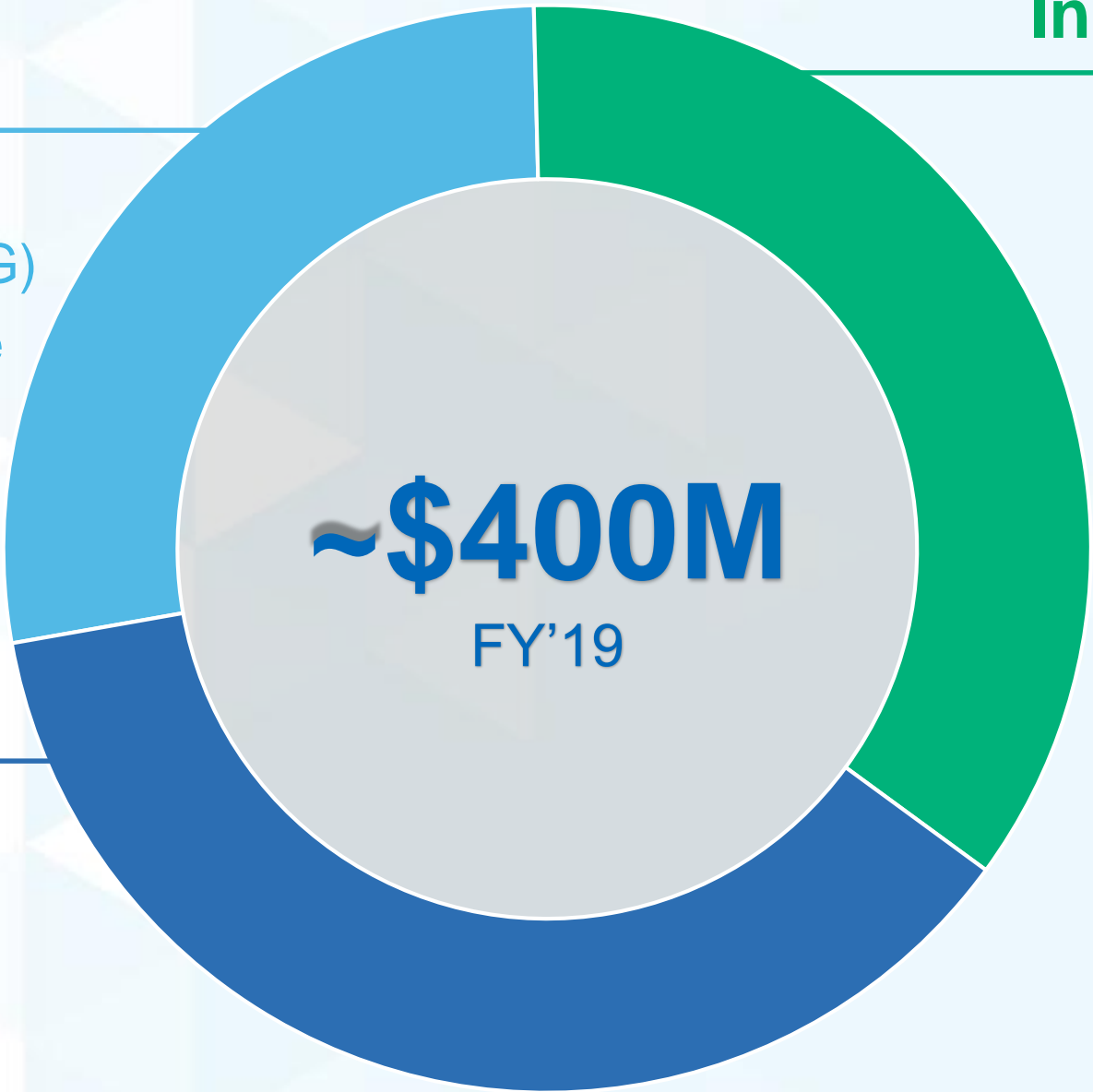
Electrocardiogram (ECG)
Photoplethysmography (PPG)
Non-invasive blood pressure
Biosensing

Medical Imaging

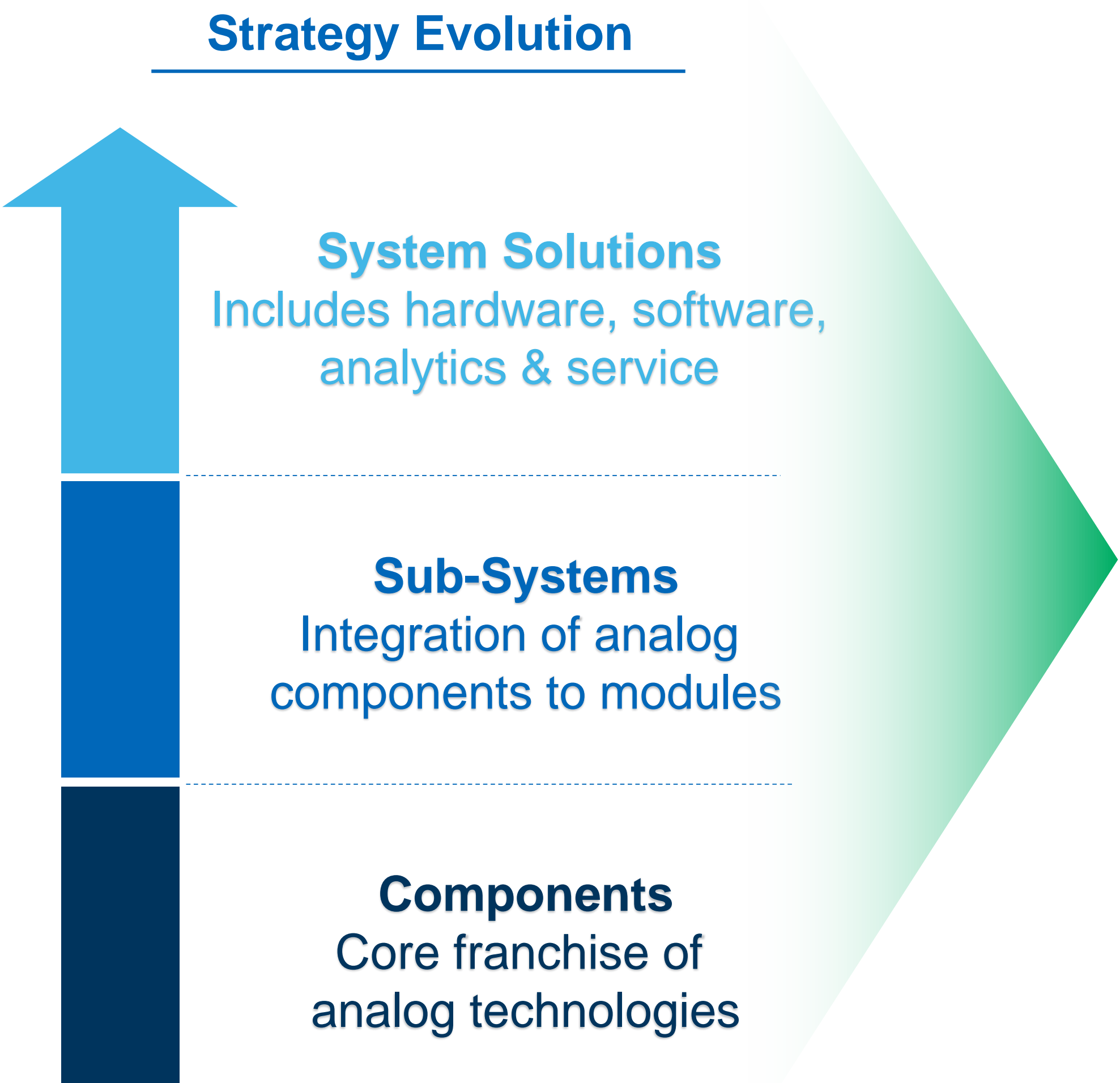
CT-Imaging
Digital X-Ray
Ultrasound

Medical Instrumentation

Patient support
Surgical tools
Implantables
In-vitro diagnostics



Increased Healthcare Investment Has Accelerated Growth

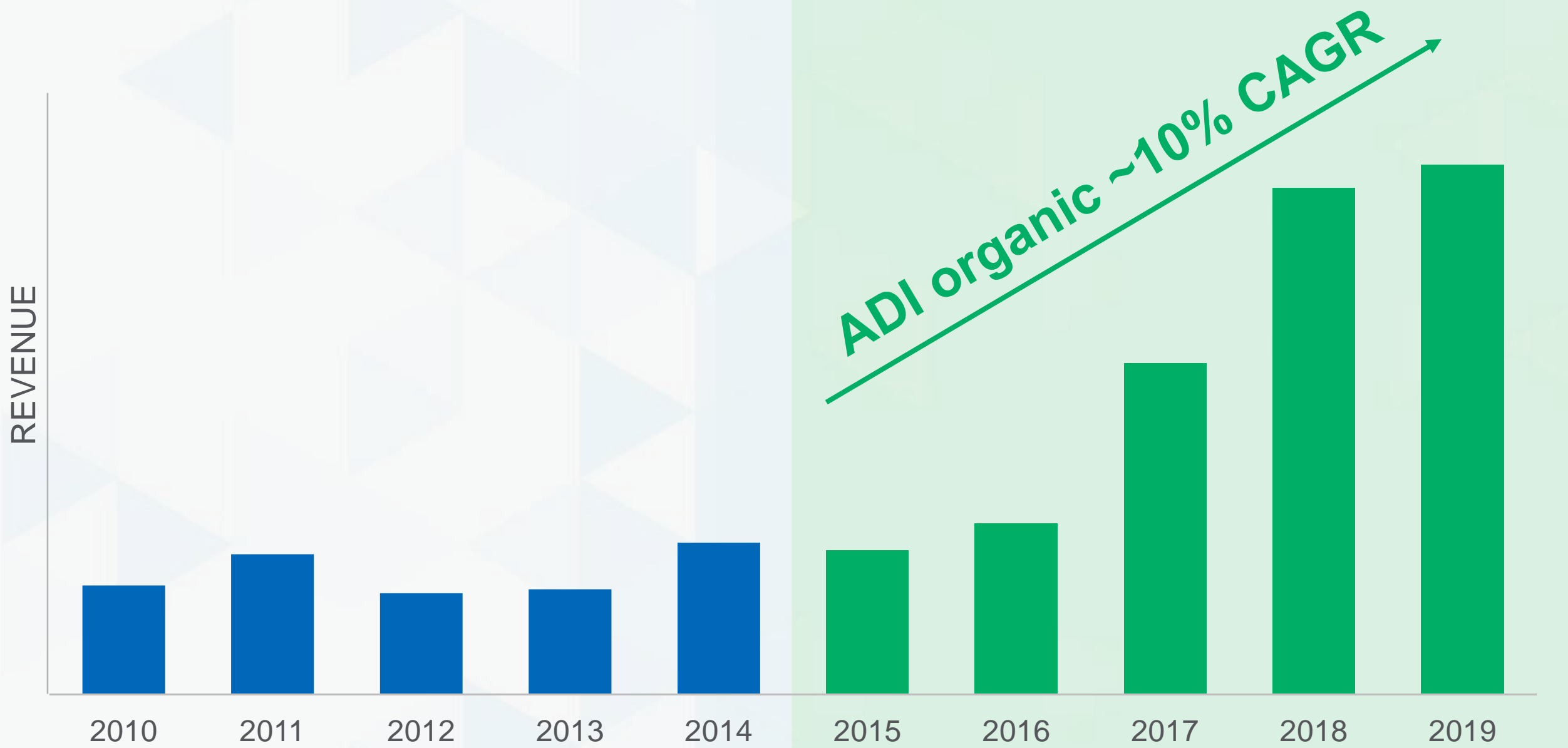


Doubled Investment

- ▶ Investments targeted at sub-systems from components
- ▶ Increased SKUs by ~50%
- ▶ 2x number of ASSP products

Accelerated Growth

- ▶ 1000s of customers, up >20% vs. previous five years
- ▶ Healthcare as a separate unit reporting to CEO in Sep. '19



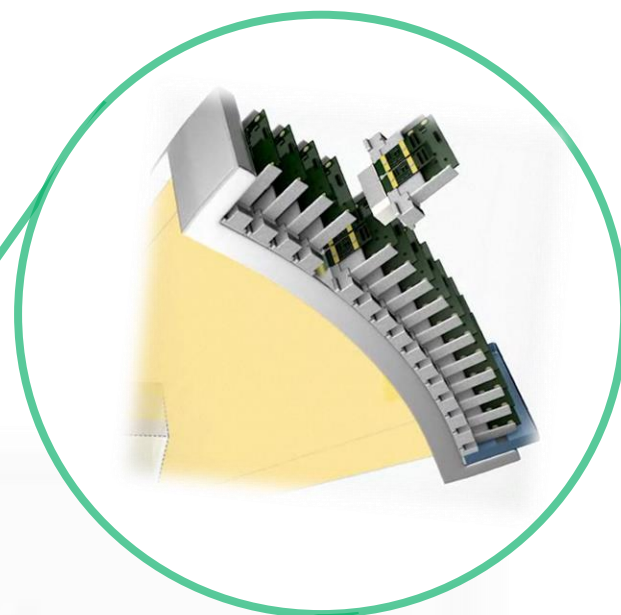
Doubling R&D investment in the coming years with goal to accelerate revenue growth above historical 10% rate

ADI's PtB Module Has Solidified Our Medical Imaging Leadership

Components to Sub-Systems

Photon-to-Bits (PtB)
Module

CT scanner



- ▶ **Market leader:** More than 50% market share in CT scanners
- ▶ **Pivoted investment:** Moved from components to sub-systems & developed PtB module
- ▶ **Capabilities:** Image capture, signal conversion & processing
- ▶ **Flexibility:** Supports systems from 32K to 320K channels

Ecosystem Benefits

Customer: Lower cost, faster to market, smaller form factor

Care: Lower radiation & higher fidelity images

ADI: 4X content opportunity

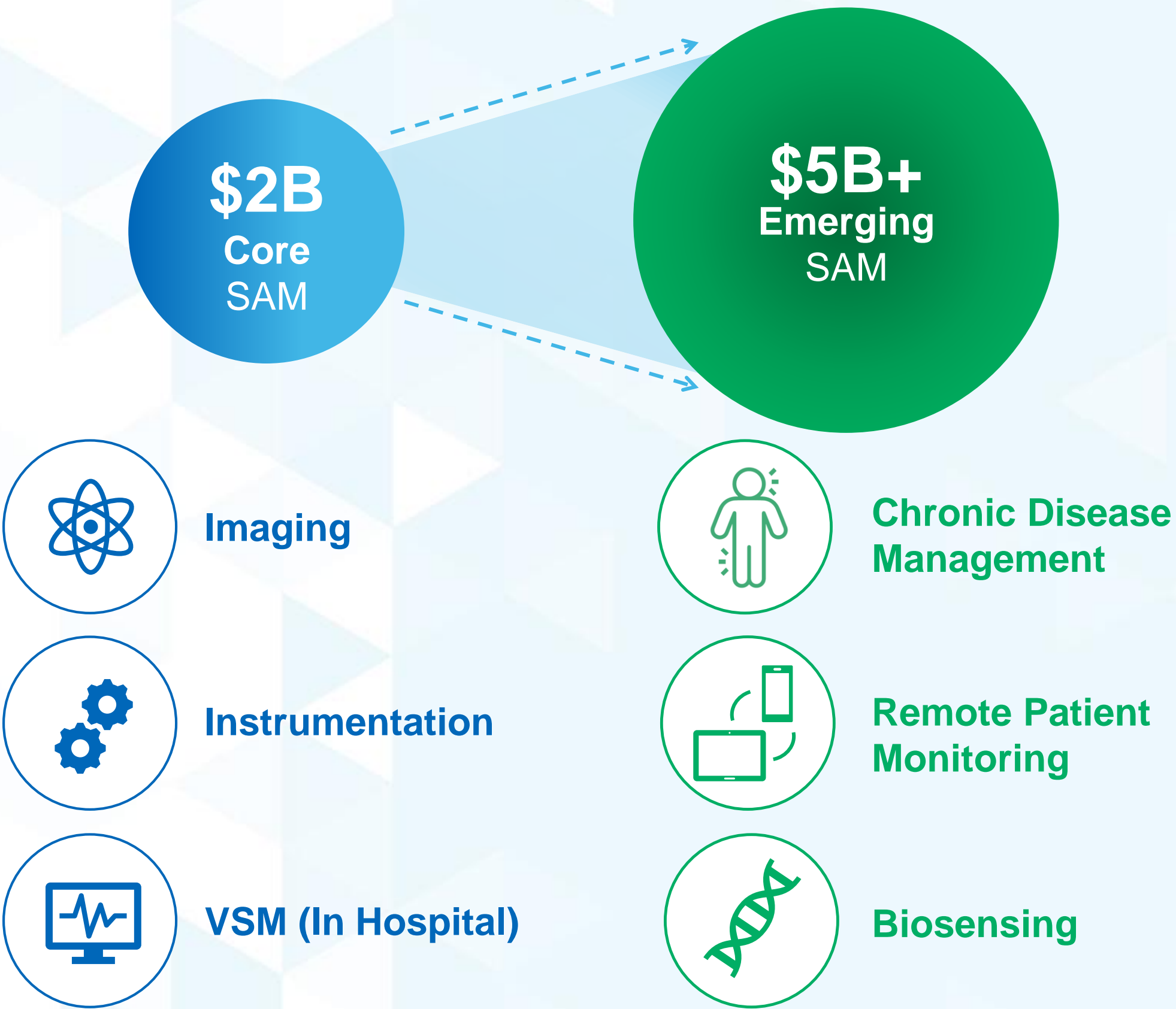
Capturing greater value with integrated sub-systems

Healthcare Market Dynamics Accelerating Digital Adoption

Healthcare Market Continues Evolving...

-  In 2018, U.S. consumers spent \$3.6T on medical services for diseases & conditions with majority concentrated in hospitals today¹
-  Digitalization of healthcare solutions, accelerated by COVID-19
-  Technology advancements to provide affordable clinical grade care remotely
-  Incentives by insurance companies & governments to subsidize remote patient monitoring
-  Remote patient monitoring, supporting mobility of patient care in both the hospital & the home

...Expanding SAM by >2x



Emerging digital health markets offer significant upside opportunities

ADI Bringing to Market FDA-Approved Remote VSM Devices

Current Landscape of Vital Signs Monitoring

Evolution of Consumer Wearables

More Sensors



Heartrate
Monitors



“Wellness”
Wearables

Evolution of Hospital Care

More Sensors & Connectivity



VSM



Wireless VSM

Clinical Wearables

FDA-approved
remote patient
monitoring
device for chronic
disease

Targeting
first product
launch in 2021

Opportunity to Improve Chronic Disease Management

40%

Americans living with greater than
one¹ chronic illness

90%+

U.S. healthcare spend¹ attributable to
chronic illness or behavioral conditions

>2x

Healthcare utilization is more than twice¹
as high among chronic disease patients

Expanding Biosensing Capabilities & Customer Pipeline



Point of Care Capabilities

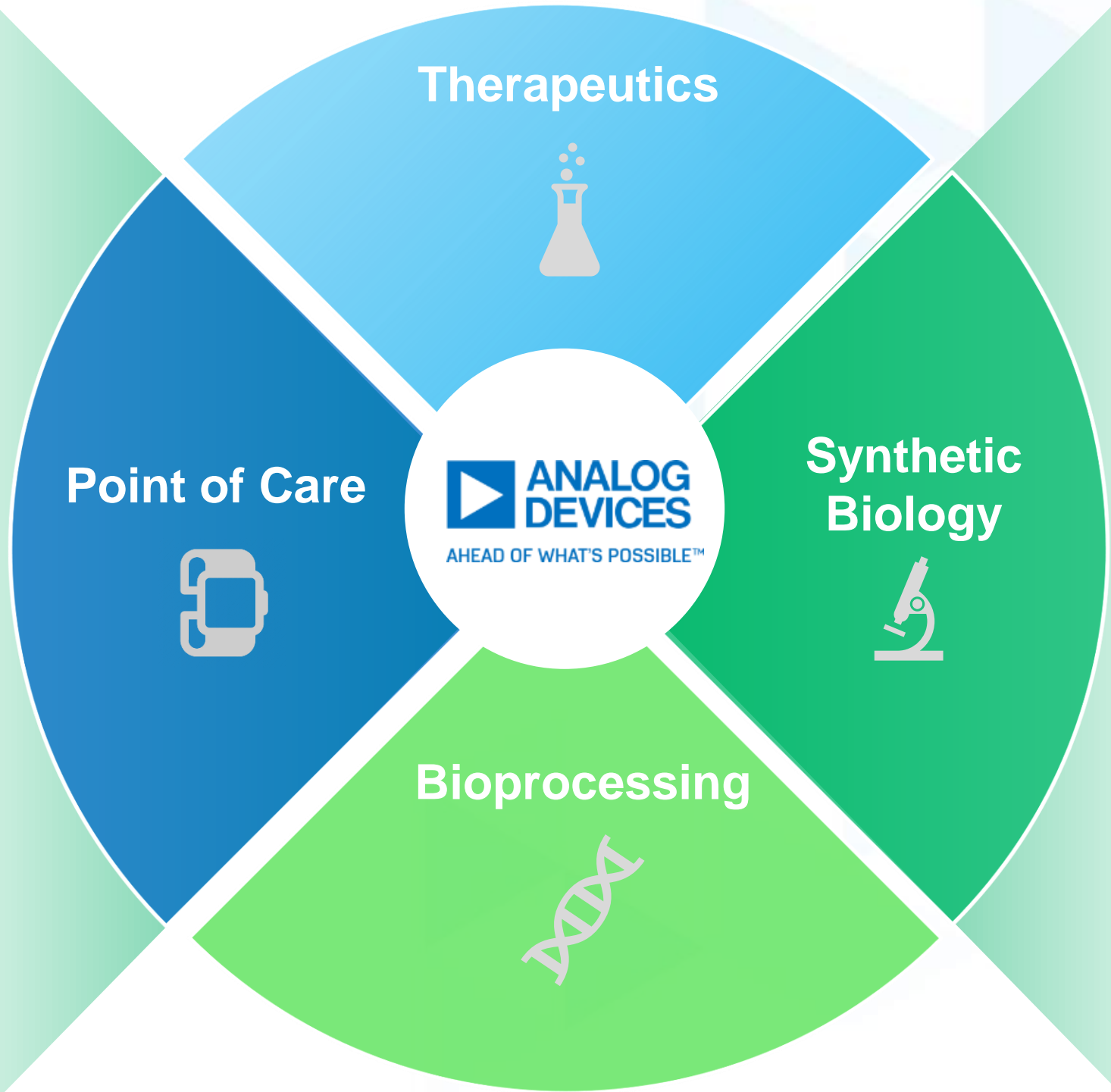
- ▶ Miniaturization of diagnostic equipment
- ▶ Mass market production
- ▶ More affordable for patients & hospitals
- ▶ Leverages ADI's precision & measurement technologies

Partnership Highlight



Point-of-Care
Diagnostics

Partnering to develop a **30-second COVID-19 test** in addition to other pathogen targets... validation with hospital groups & labs



Synthetic Biology Capabilities

- ▶ Synthesizing long-chain DNA at unprecedented accuracy, scale & cost
- ▶ Enable new healthcare treatments with extensions to industrial biotech, agriculture & food industries

Partnership Highlight

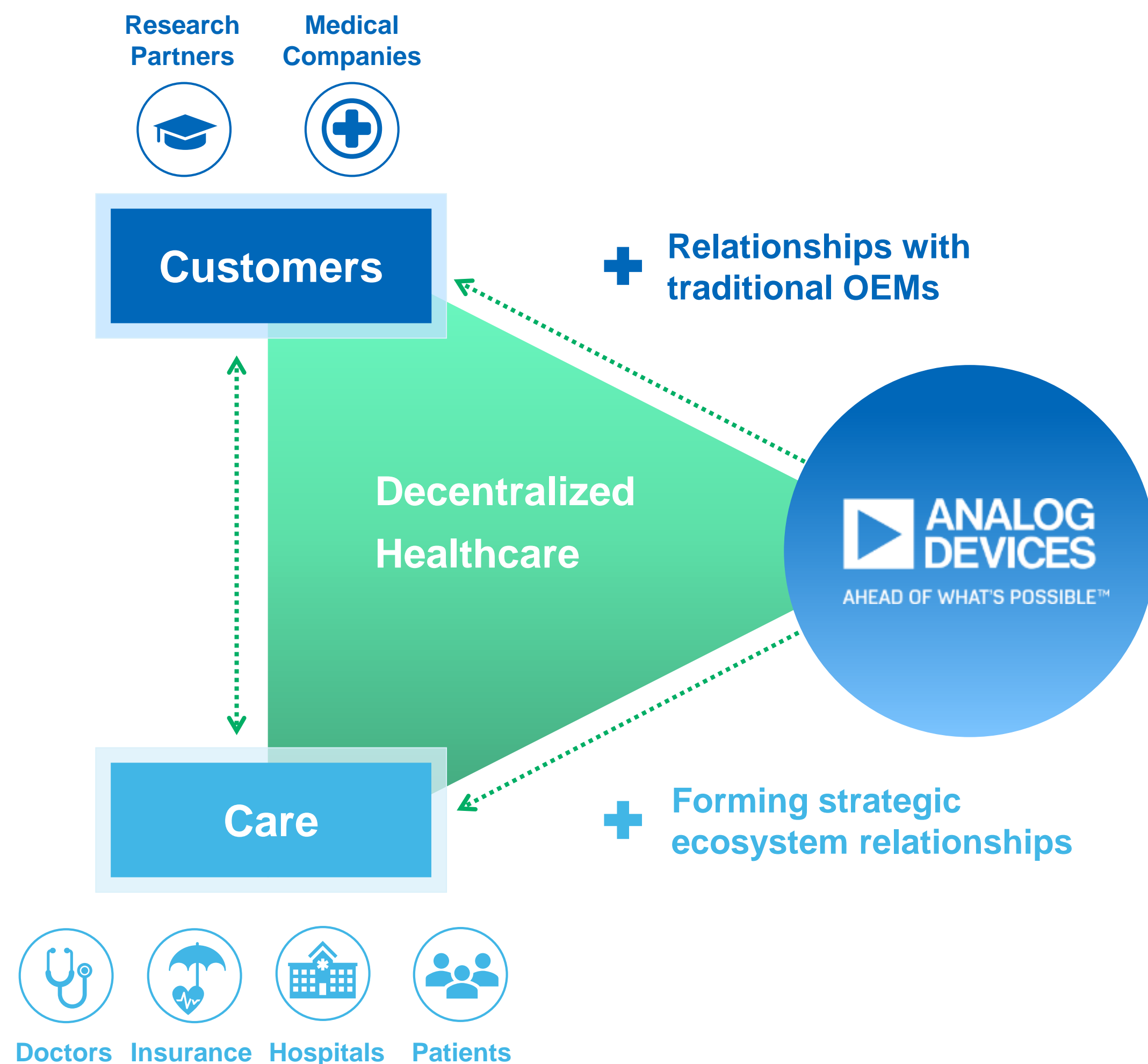


Synthetic Biology
Company

Partnering to **co-develop a DNA desktop writer** prototype with a path to commercialization

Combining biosensing domain expertise with ADI's core sensing, measurement & More-than-Moore capabilities

ADI's Positioned to Deliver Ecosystem Benefits



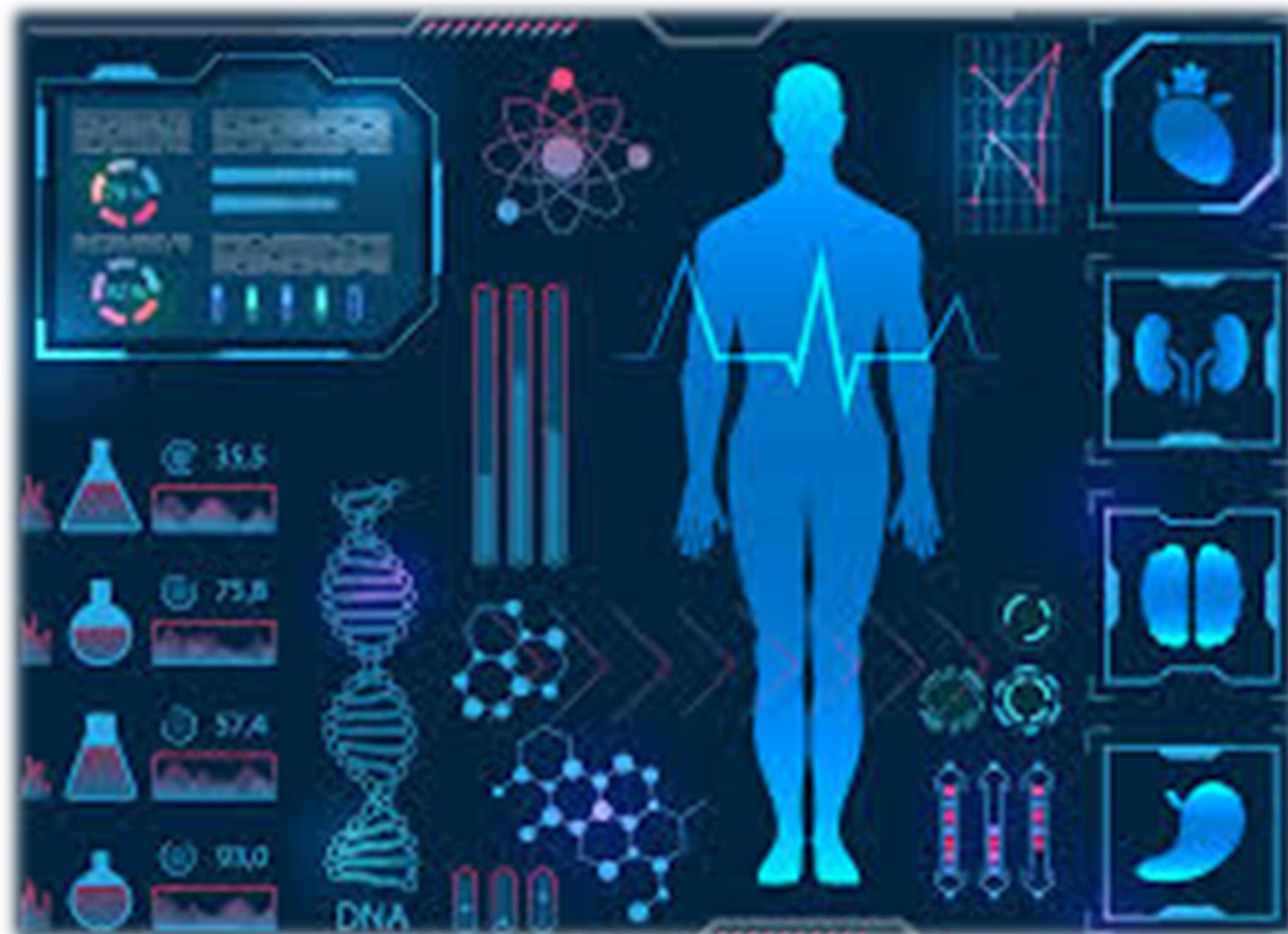
ADI value to OEMs

- ▶ Domain expertise & tacit knowledge gained through our decades of serving the healthcare market
- ▶ Comprehensive portfolio across analog-mixed signal, power, & RF address current & emerging technology needs
- ▶ More-than-Moore manufacturing enables new product breakthroughs in miniaturization, energy efficiency & reliability at scale

ADI value to ecosystem

- ▶ Lower cost of care across all stakeholders... insurance, physicians & patients
- ▶ Mobility of care within the hospital & home... more informed physicians to enable a new dimension of efficiency
- ▶ Population based healthcare & less burdened hospitals

System level support & scalable hardware & software platforms make ADI a trusted partner



Customer

- ▶ Diversified customer based today... continuing to expand & evolve with the emergence of digital health
- ▶ Forming partnerships across healthcare ecosystem... from traditional to emerging medical companies

Content

- ▶ Moving from components to sub-systems creates additional content opportunity & maximizes customer value
- ▶ Digital health opportunities doubles addressable market through new technology & revenue streams

Deployment

- ▶ Technology advancements, efficiency benefits & COVID-19 accelerating move to clinical remote care
- ▶ Transition to population-based healthcare requires upgrades across patient monitoring systems

Key Takeaways

SVP, Digital Healthcare

Pat O'Doherty is Senior Vice President of Digital Healthcare, with responsibility for shaping our strategy to enable global advances in healthcare with a combination of high-performance silicon and highly integrated system-critical products and services. From 2014, Mr. O'Doherty served as vice president of the Emerging Business & Technology group, where he built and led our Analog Garage corporate incubator and venture program.

Mr. O'Doherty joined Analog Devices in 1981 and since that time has held a number of engineering, manufacturing, marketing and product line leadership positions, including five years as vice president and general manager of the healthcare segment.

Mr. O'Doherty holds a Bachelor of Engineering degree from University College Cork and a Master of Business Administration from Northeastern University. He also holds an advisory board position at BOLT LP and manages ADI's relationships with other incubator organizations including MassChallenge, SkyDeck, Alchemist and Greentown Labs.

