

# Q4 Conference Call for Journalists

**Bernd Montag, CEO | Jochen Schmitz, CFO**

November 4, 2021



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Please find further explanations regarding our financial key performance indicators in chapter “A.2 Financial performance system” and in the notes to the consolidated financial statements note 29 “Segment information” in the Annual Report 2020 of Siemens Healthineers. Additional information is also included in the Quarterly Statement. These documents can be found under the following internet link <https://www.siemens-healthineers.com/investor-relations/presentations-financial-publications>. As of beginning of fiscal year 2020, Siemens Healthineers applies the accounting standard IFRS 16, Leases. Comparative figures for the preceding fiscal year were not adjusted. Instead, the overall insignificant transition effects were recognized in equity as of October 1, 2019.

Due to rounding, individual numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures to which they refer.

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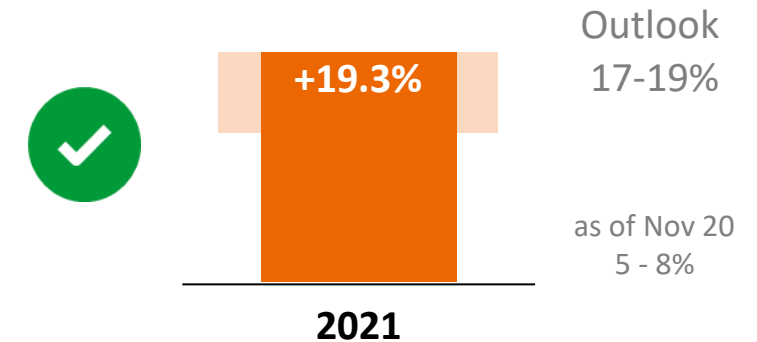
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## Key achievements in FY2021

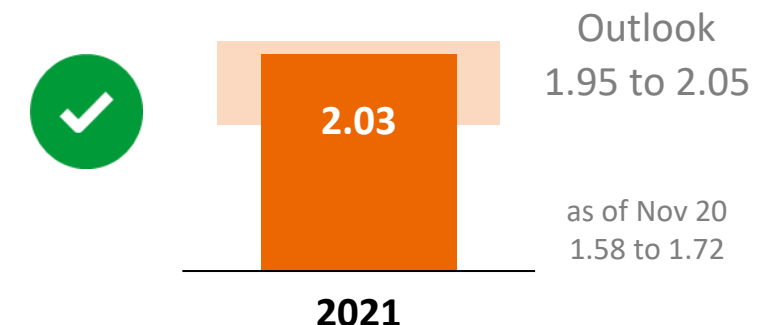
- **Outstanding performance:** gained market share, seized new opportunities, launched breakthrough innovations, embraced sustainability
- **Strong financials:** booked >€20bn of order intake, achieved record revenue growth<sup>1</sup> of 19%, generated excellent €2.3bn of free cash flow, dividend increase to €0.85 per share proposed
- **Combination with Varian:** completed \$16.4bn transaction, defined new ambition for the joint company
- **COVID-19 pandemic:** supported customers, managed challenges and responded quickly to changing circumstances

## A record year

### Comparable revenue growth<sup>1</sup>



### Adj. basic earnings per share (€)



<sup>1</sup> Year-over-year on a comparable basis, excluding currency translation and portfolio effects as well as effects in line with revaluation of contract liabilities from IFRS 3 PPA

## Comparable revenue growth<sup>1, 2</sup>

Ex antigen: **5 to 7%**

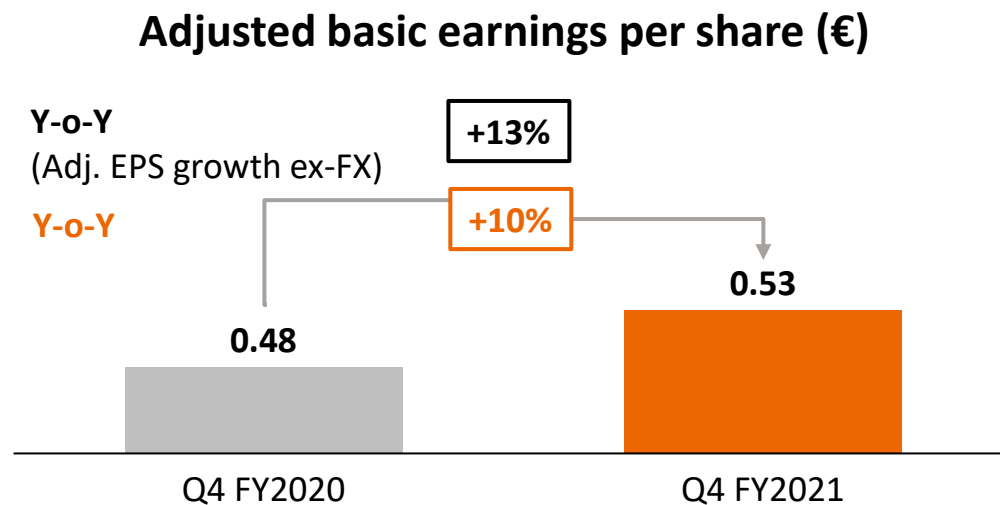
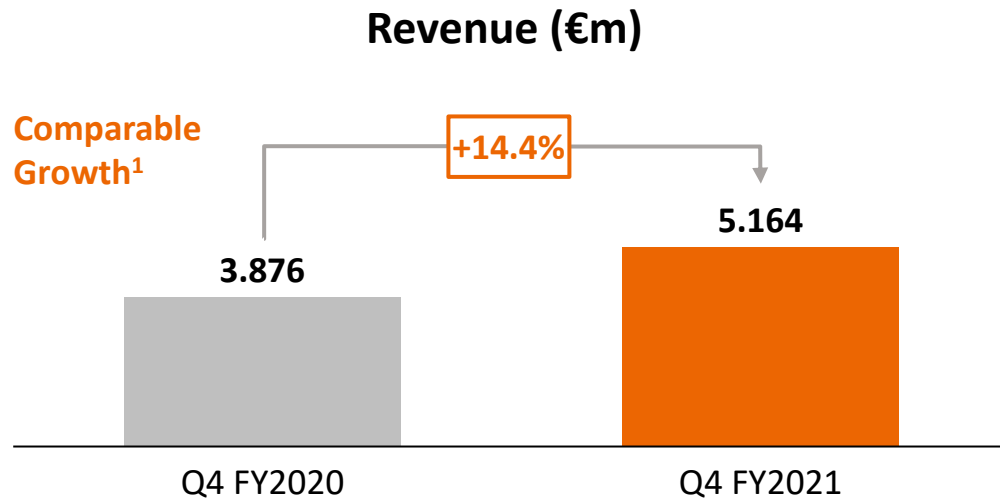
0 to 2%

## Adj. basic earnings per share<sup>2</sup>

Ex antigen: **+17 to +23%**

€2.08 to €2.20

# Q4 – a strong finish in a record year



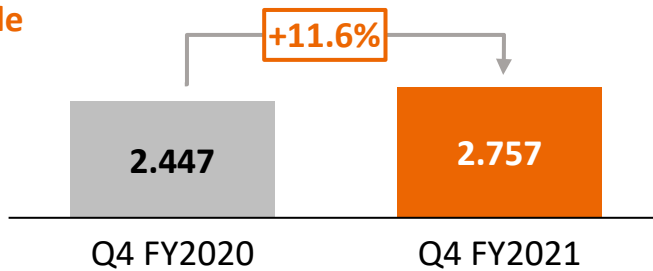
- **14% revenue growth<sup>1</sup> and 1.17<sup>2</sup> equipment book-to-bill**
- **Excellent 22% revenue growth<sup>1</sup> at Diagnostics;** therein ~€160m antigen test revenue
- **Continued strong growth<sup>1</sup> in Imaging (12%) and Advanced Therapies (14%)**
- **Accelerating order intake momentum with 1.59 equip. book-to-bill at Varian and €709m adjusted revenue<sup>3</sup>**
- **Adj. EBIT margin of 15.3%**, below PYQ due to special recognition bonus; **sum of segments profitability up** despite incentive provisions and headwind from FX
- **Adjusted basic EPS up 13% ex-FX** on higher share count

# Excellent growth in all businesses, FX headwinds in margins for Imaging and Advanced Therapies

## Imaging (€m)

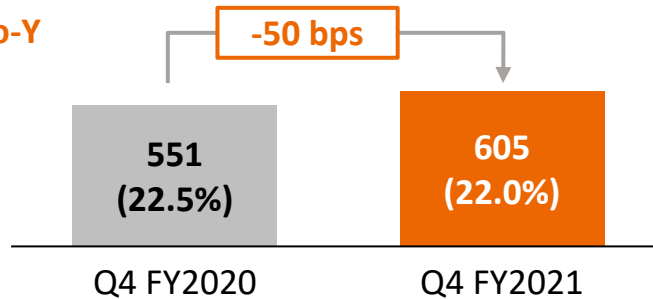
Comparable Growth<sup>1</sup>

Adjusted revenue



Margin Y-o-Y

Adj. EBIT (margin)



- Strong Q4 with double-digit growth in MI<sup>2</sup>, CT<sup>2</sup> and Ultrasound
- Healthy margin in Q4, down y-o-y due to ~-250 bps from incentive provisions and headwinds from FX

## Diagnostics (€m)

+22.3%

1.038

1.278

Q4 FY2020

Q4 FY2021

+650 bps

8 (0.7%)

93 (7.3%)

Q4 FY2020

Q4 FY2021

- Excellent Q4 revenue growth, therein antigen revenues of ~€160m; core business continues with solid growth
- Margin up y-o-y driven by antigen; core business sustains solid underlying profitability, incl. ~-170 bps net from incentive provisions and tailwind from FX

## Advanced Therapies (€m)

+14.5%

432

499

Q4 FY2020

Q4 FY2021

-300 bps

83 (19.3%)

82 (16.3%)

Q4 FY2020

Q4 FY2021

- Record growth benefiting from a healthy backlog and from easy comps
- Margin in Q4 down y-o-y due to ~-350 bps from incentive provisions and headwind from FX
- Ongoing invest in Corindus

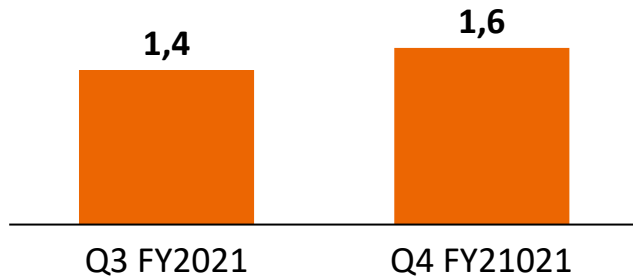
<sup>1</sup> Year-over-year on a comparable basis, excluding currency translation and portfolio effects as well as effects in line with revaluation of contract liabilities from IFRS 3 PPA |

<sup>2</sup> MI: Molecular Imaging, CT: Computed Tomography

# Recovery of the Varian business in full swing – equipment book-to-bill at 1.59

## Order intake

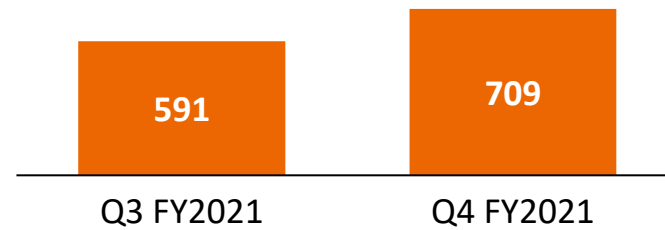
Equipment book-to-bill



- Recovery in full swing with excellent Q4 equipment book-to-bill of 1.59
- Strong orders performance in Q4 resulting in record backlog
- Booked 100<sup>th</sup> Ethos system in the quarter

## Revenue (€m)

Adjusted Revenue<sup>1</sup>



- Revenue contribution in Q4 according to plan
- Strong performance in China and in EMEA, U.S. continues to stabilize

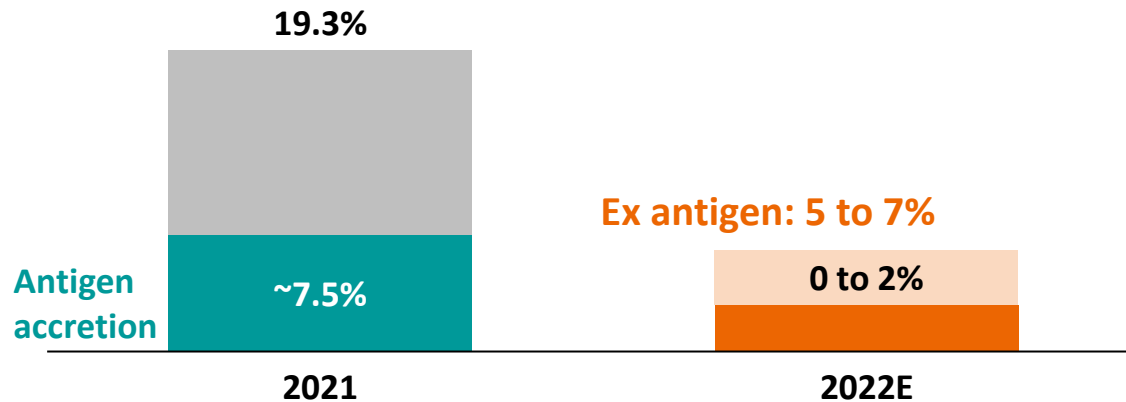
## Profitability (€m)

Adj. EBIT (margin)



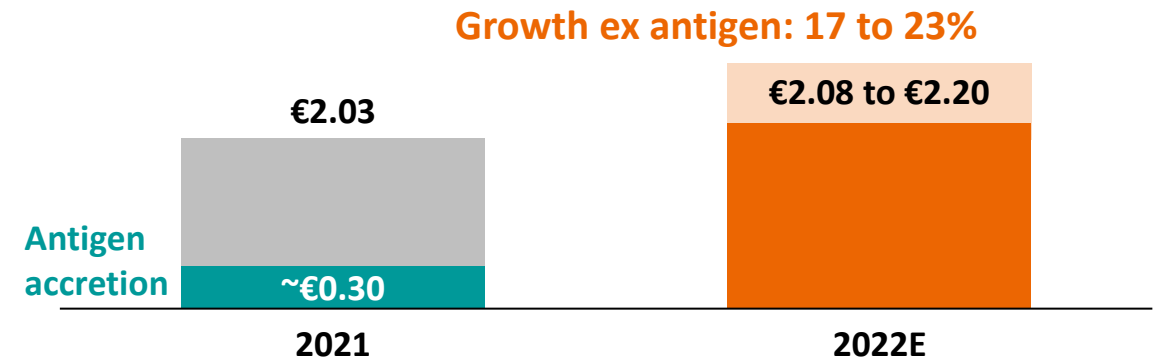
- Q4 margin impacted by positive one-time effects from risk provisions
- Excluding positive effects from intra-month closing in Q3 and from risk provisions in Q4, margin in H2 FY21 at ~15%
- Historically margin in H1 ~150 bps below H2 on average due to business seasonality

## Comparable revenue growth<sup>1, 2</sup>



- **Imaging** growth at 5 to 8%
- **Diagnostics** growth down to mid-teens negative growth with antigen revenue assumed at €~200m in FY22, growth ex antigen at 2 to 4%
- **Varian adjusted revenue<sup>3</sup>** at €2.9 to €3.1bn in FY22, growth<sup>1</sup> at low teens, contributing to comparable growth in H2 only
- **Advanced Therapies** growth at 5 to 8%

## Adj. basic earnings per share<sup>2</sup>



- **Imaging** margin at 22 to 23%
- **Diagnostics** margin in the high-single digits, margin ex antigen in the mid- to high-single digits
- **Varian** margin at 15 to 17%
- **Advanced Therapies** margin at 14 to 17%
- **Financial income, net** at €-50m to €-70m
- **Tax rate** at 27 to 29%

<sup>1</sup> Year-over-year on a comparable basis, excluding currency translation and portfolio effects as well as effects in line with revaluation of contract liabilities from IFRS 3 purchase price allocations | <sup>2</sup> The outlook is based on current foreign exchange rate assumptions and on the current portfolio |

<sup>3</sup> Adjusted for effects in line with revaluation of contract liabilities from IFRS 3 PPA



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