Meet the Management

Virtual edition

17 November 2020
Continuously innovating
and making new markets

Imaging

André Hartung
President Diagnostic Imaging
Imaging will continue outperforming and shaping the market

Recent highlights are substantial to ...

- **CT SOMATOM X.cite with myExam Companion**
  Intelligent user guidance, 90% of the cardiac scans are carried out with the settings suggested

- **AI-Rad Companion**
  Gaining commercial traction, >100k cases processed; 4 new Companions released

- **AI-Pathway Companion**
  Commercial successes in major U.S. accounts

... our Upgrading ambition

- **Intelligent Imaging**
  - YSIO X.pree
    A new era of X-ray imaging, recently received FDA clearance in U.S.

- **Streamlined Operations**
  - **syngo Virtual Cockpit**
    Enabling remote / safe scanning assistance and increased throughput, current roll-out in 16 countries with >160 connects

- **Teamplay digital health platform**
  New irresistible applications leading to >30,000 connected devices

- **Gain market share**

- **Steady service growth**

- **Expand and lead**
Digitalization is driving our innovation strategy and continuously creating value ...

Today

Tomorrow

... to informed decision making

Syngo Carbon
The connecting element that gives rise to knowledge

MAGNETOM Free.Max
Breaking Barriers in MRI

Photon Counting
Introducing a new era of Computed Tomography

AI-Rad Companion
Bringing AI into clinical routine

These products are partially still under development and not yet commercially available. Their future availability cannot be guaranteed.
MAGNETOM Free.Max
Breaking Barriers in MRI

Intelligent Imaging   Streamlined Operations   AI-Powered Clinical Decisions

• **Leveraging digitalization** to simplify MRI with myExam Companion: guidance and automation enable high-quality MR exams regardless of operator’s skill level

• **Making access affordable**: minimal siting requirements drastically reduce installation cost and virtually helium-free magnet reduces operating cost

• **World’s first 80cm bore** sets a new paradigm in patient comfort

• **Creating access to new markets for MRI** e.g. point of care such as urgent care centers, orthopedics or ICU

Breaking Barriers for MRI in affordability, in addressing new clinical fields and bringing it to spaces where it has never been before

The product is still under development and not yet commercially available. Its future availability cannot be guaranteed.
Syngo Carbon
The connecting element that gives rise to knowledge

Intelligent Imaging | Streamlined Operations | AI-Powered Clinical Decisions

• **Transforming reading and reporting** – integration from acquisition to final reporting over the entire radiology workflow

• **Driving efficiency** via data integration into one enterprise imaging solution to increase operational value and clinical quality

• **Upgrading potential** for >20k syngo sites worldwide

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Scalable deployment and consolidation of IT assets with recurring business streams

The product is still under development and not yet commercially available. Its future availability cannot be guaranteed.
Al-Rad Companion
Bringing AI into clinical routine

Intelligent Imaging  |  Streamlined Operations  |  AI-Powered Clinical Decisions

• **Supporting radiologists to handle steadily increased procedure volumes** while improving quality and speed of diagnosis

• **Speeding-up the workflow**, e.g. with Al-Rad Companion Organs RT (Radiation Therapy) drastically reduced organ contouring time from 20 to 2 minutes¹

• **Increasing quality**: ~97% of processed cases are confirmed without further physician correction²

• COVID-19 prototype “CT Pneumonia Analysis” with ≥80.000 processed case. Now commercially available with Al-Rad Companion Chest CT³⁴

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**Scalability** with new clinical extension expanding over the entire human anatomy, three new extension in FY21. Turning into **continuously increasing recurring revenue streams**

Some Al-Rad Companion products are not commercially available in all countries. Their future availability cannot be guaranteed.

1 Customer statement is based on results that were achieved in the customer’s unique setting. Because there is no “typical” hospital or laboratory and many variables exist (e.g., hospital size, samples mix, case mix, level of IT and/or automation adoption) there can be no guarantee that other customers will achieve the same results.

2 Data on file.

3 With feature Pulmonary Density

4 Prototype and Pulmonary Density feature without FDA clearance; results are not indicated for the diagnosis of COVID-19
Photon Counting: A quantum leap in innovation, introducing a new era of Computed Tomography

The product is still under development and not yet commercially available. Its future availability cannot be guaranteed.

Results are based on bench tests in our own lab; data on file.

The future of Intelligent Imaging for Computed Tomography

- **Significantly more details** with ultra-high spatial resolution (2x higher compared to current technology)\(^1\)
- **Drastically lower patient dose**, up to 50% less\(^1\)
- **Providing multi-energy information** with every scan
- **Clinical evaluation phase** with luminary customers to be started in FY21

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\(^1\) Results are based on bench tests in our own lab; data on file.
It’s time for your questions

Q&A
New levels of productivity and digitalization for the clinical lab

Diagnostics

Deepak Nath
President Laboratory Diagnostics
Global healthcare trends are shaping the evolution of Diagnostics market

**Increasing demand for diagnostic tests**

**Consolidation and industrialization**

**Increased clinical integration**

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**Customer pain points**
- Form factor/menu
- Holistic data management
- Time to informed action

**Customer pain points**
- Productivity
- Space efficiency
- Staff shortage

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1 POC = Point-of-Care, POL = Physician Office Lab
COVID-19 impacted performance – improvement expected in FY21

Delivering on the promise of Atellica

Performance in FY20 significantly impacted by COVID

- Severe decline in routine care testing, partial recovery in Q4
- Continued “investment” in service and maturing Atellica systems: foundational to margin improvement in FY21, high seeding rates for Atellica instruments

Outlook FY21: improvement expected in both top and bottom line

- Routine care recovers but remains below 2019 levels
- Good progress in maturing of Atellica platform
- Improved factory utilization
- Strengthened leadership team

We reacted adeptly to the crisis

- Robust portfolio of COVID tests → high quality COVID-19 antibody test
- Positioned to substantially participate if uptake of antibody testing materializes
- Potential upside with lateral flow antigen; lab based antigen testing Q2/Q3

1 This test has not been FDA cleared or approved. This test has been authorized by FDA under an EUA for use by authorized laboratories.
2 Not available for sale in the U.S. Product availability may vary from country to country and is subject to varying regulatory requirements.
Our portfolio innovations will deliver the lab of the future

Positioning ourselves for the future

• Deliver further Atellica innovations incl. Mid-Volume system (CI1900)
• Launch assays to continue menu enrichment

Innovating in workflow

• Enhance and expand Atellica Solution IT
• Strengthen laboratory automation offerings

1 In development. Future availability cannot be guaranteed.
It’s time for your questions

Q&A
Pushing the limits of image-guided procedures

Advanced Therapies

Michel Therin
President Advanced Therapies
Upgrading ambitions confirmed

Defining the next level of image-guidance by integrating robotics and imaging and improving clinical relevance

New generation of **Image-Guidance**
- **Connected and digital** interventional suite
- Maximize ROI with improved lab utilization and interdisciplinary usage
- Disruptive potential for stroke treatment

New generation of **Treatment Delivery**
- **Protection** for patients and staff
- **Improved** robotic procedural precision
- **Procedure intelligence** and automation
- Potential to enable **remote treatment**

Comparable revenue growth

- >5% revenue growth
- Gain market share
- Steady service growth
- Expand and lead

1 Y-o-y on a comparable basis, excluding translation and portfolio effects
ARTIS icono exceeds our and customer expectations with strong market acceptance

Excellent image quality to visualize smallest details and fine structures

Optimized device visualization
Visualization of hyperdense tumors

Penetration almost twice as fast as predecessor launch

Right image: Courtesy of Prof. Florian Wolf, MD, Prof. Christian Loewe, MD, Allgemeines Krankenhaus Wien – Medical University Vienna, Austria;
Left image: Courtesy of University Hospital Aalborg, Denmark
Corindus: Continued market creation in a tough environment reinforcing our value proposition

Expanding the value proposition

-20% Reduction in radiation exposure for patients in robotic PCI

Opportunity to reduce infectious disease exposure through “procedural distancing”

Customers addressed in robotic webcasts since pandemic

Pioneering new pathways

Transcontinental simulated telerobotic PCI over 5G, Fiber, public internet

Toronto performs first robotic-assisted aneurysm coiling in patient

Moving forward

Strategic vision re-confirmed

Continued commitment to pioneer the space of endovascular robotics

Performance within projected corridor

Integrated development of imaging and robotics

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Establishing the foundation to advance stroke treatment

20% Procedure growth\(^1\)

Only 10% of thrombectomy eligible population in the US receive mechanical thrombectomy\(^2\)

FY19
First in-human remote clinical case\(^3,4\)

FY20
First transcontinental remote simulated cases\(^5\)

FY21
First clinical trial on robotic neuro procedures

FY21
Begin of integrated development, e.g., joint user interface, guidance and tracking features

FY22
Initiate first REMOTE ROBOTIC CLINICAL TRIALS\(^3\)

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It’s time for your questions

Q&A
Thank you for your attention