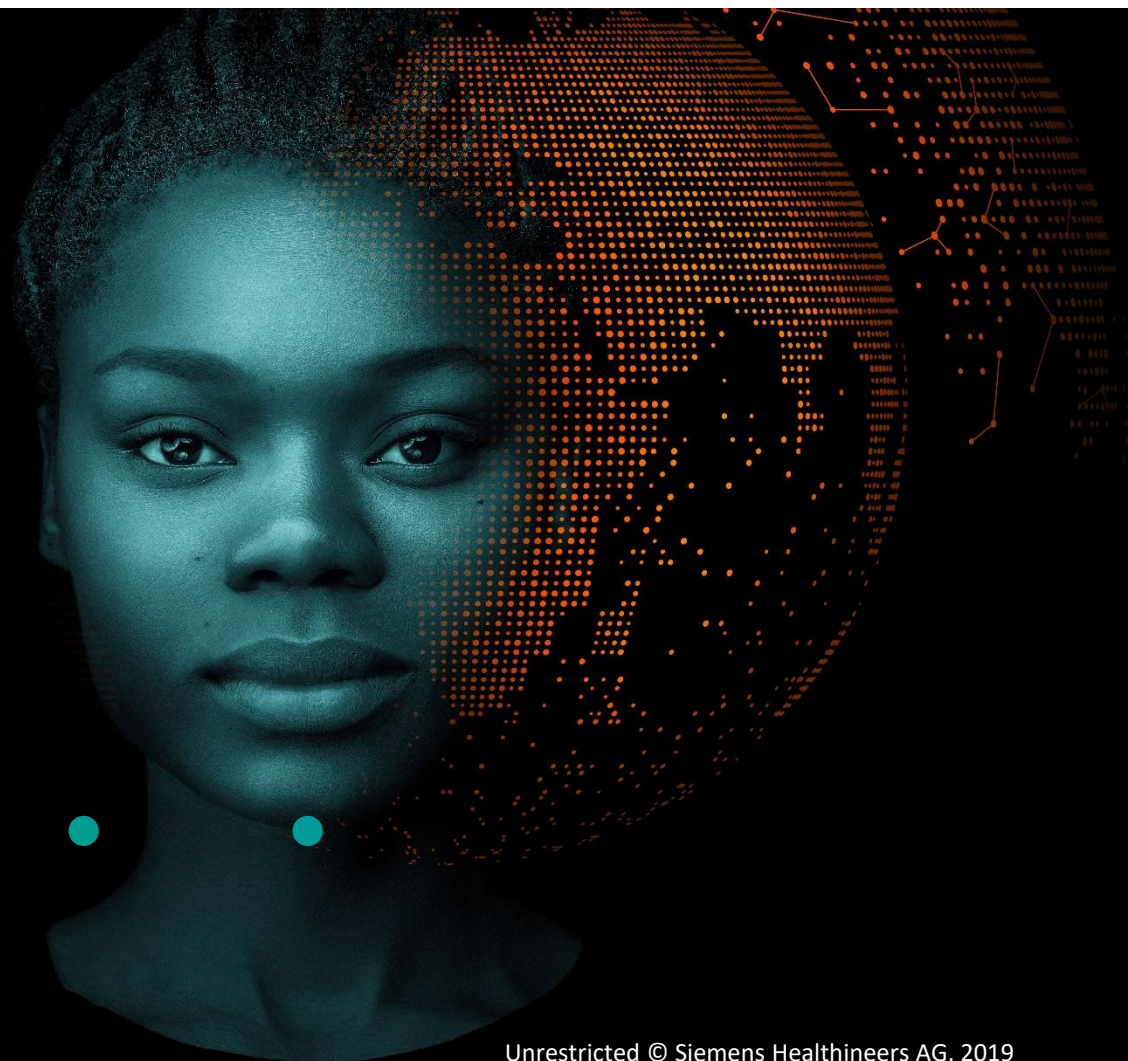


The next level of profitable growth

# Continuously innovating and making new markets

Segment Imaging

Meet the Management,  
December 10, 2019



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# Imaging – Global leader expediting growth

## Market position

**#1**

No. 1 Imaging company globally<sup>1</sup>

**>230 k**

Growing installed base<sup>3</sup>

**~1.5m**

Online Customer Interactions

## Financial profile

**>6%** since IPO

Revenue growth above market<sup>2</sup>

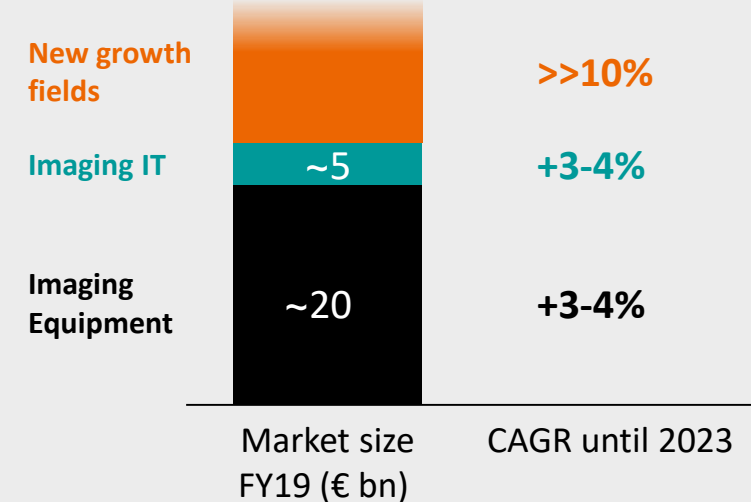
**20.5%** Adj. EBIT<sup>4</sup>

Industry Leading margins

**~40%**

High share of recurring revenue

## Markets<sup>1</sup> and growth fields



Most comprehensive and highly innovative portfolio across all relevant segments from value to high-end



Magnetic  
Resonance



Computed  
Tomography



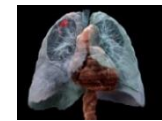
X-ray  
Products



Molecular  
Imaging



Ultra-  
sound



Digital  
solutions

## Services

<sup>1</sup> Total addressable market for Imaging with current portfolio (2019) in € billions |

<sup>2</sup> CAGR since IPO (FY2018 and FY2019, on a comparable basis, excluding translation and portfolio effects) |

<sup>3</sup> Installed Base for Imaging FY2019 | <sup>4</sup> Refers to FY2019, adjusted for PPA, severance charges and acquisition-related transaction costs

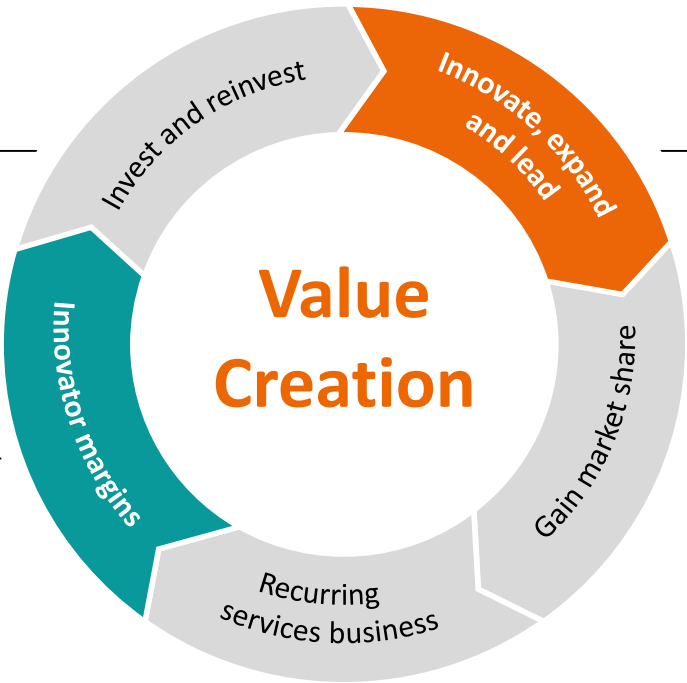
# Value creation is at the core of our business model

9.4% of revenue<sup>1</sup>

Industry leading **R&D intensity** ensuring **Innovation Pipeline** for future growth

+100 bps

Margin improvement in FY19 vs. PY



Revenue from innovations<sup>2</sup> >2/3

Continuing the **track record** of **breakthrough innovations**

~33%<sup>3</sup>

+200bps market share gain since IPO<sup>3</sup>

~40%

service revenues

Approx. 5% growth p.a.  
delivering steady growth  
in recurring service business

<sup>1</sup> R&D for Imaging in % of revenue in FY2019 | <sup>2</sup> Refers to products <3 years |  
<sup>3</sup> Source: Siemens Healthineers market model. Based on FY2019 equipment orders (excl. Ultrasound); increase refers to FY2018 and FY2019

# We are in the transformation of healthcare

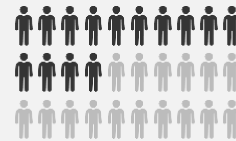
## Digital transformation



## Macroeconomic needs



Access  
to care



Population  
growth



Shortage  
of staff



**Industrialization  
of Healthcare**

Giant waste

Cost pressure  
on health  
systems

Value based  
care

## Customer development

### Integrated diagnostics



**University Hospitals**  
Cleveland Medical Center



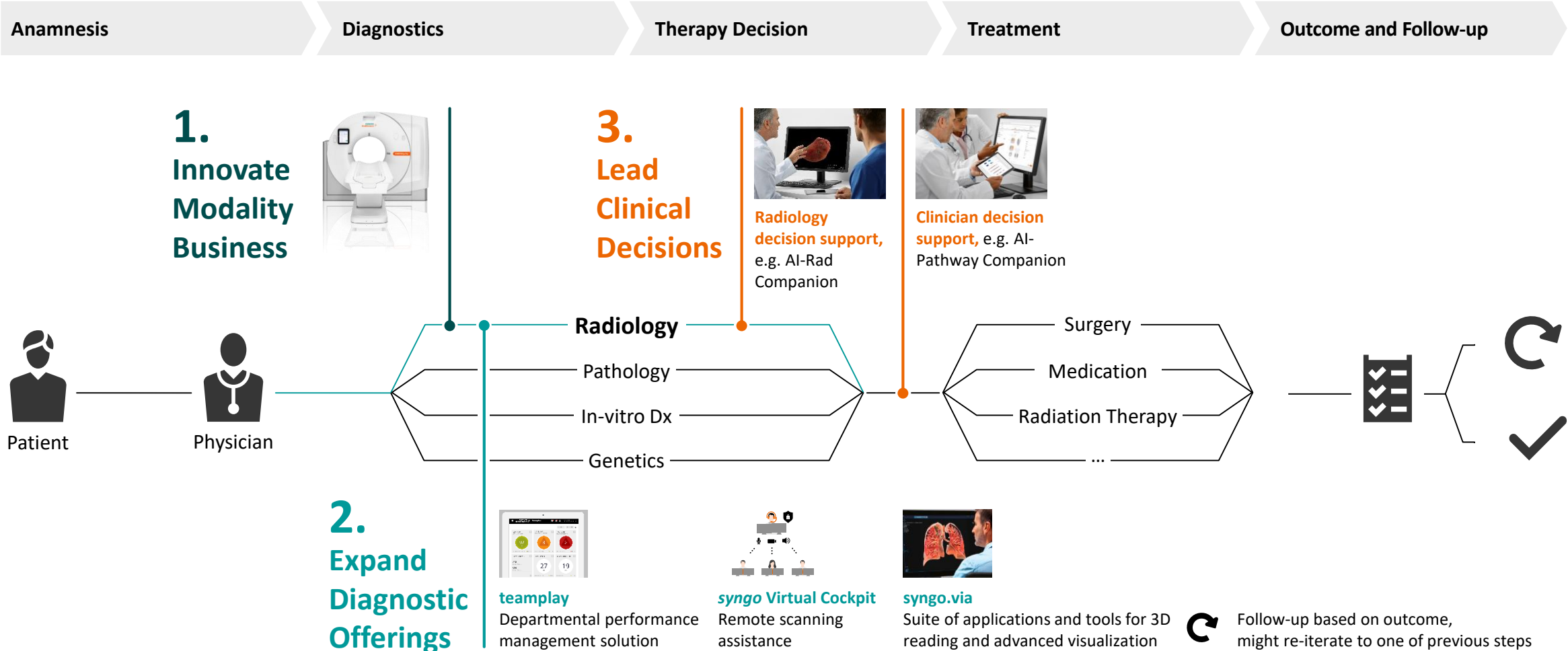
**Universitätsspital**  
Basel



**Maastricht UMC+**

Major collaboration partners  
starting **to integrate multiple  
diagnostic** service lines.

# Our continuous growth in imaging fuels an expansion into new diagnostic offerings and leading clinical decisions



Source: Waite S, Scott J, Gale B et al. (2017)



# Digitalization is a core element of the innovation strategy of our modalities

## 1. Innovate Modality Business

Digital PET enhancing accuracy and speed of diagnosis



Market position<sup>1</sup> in MI reclaimed after Biograph Vision Launch

1



BioMatrix Technology (MR)  
automatically adjusting to patient biovariability



FAST 3D Camera (CT) for improved patient positioning

To improve precision medicine  
facilitating patient pathways

Digital at the core

Automated breast density measurement and AI-powered reading applications



+350 bps

global market share gained in Women's Health with the new MAMMOMAT Revelation since IPO



510K CLEARED<sup>2</sup>

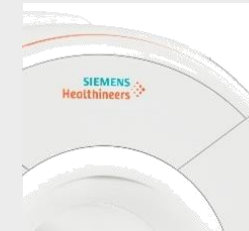
New high-end CT SOMATOM X.cite with myExam Companion<sup>2</sup>  
Intelligent user guidance and improved image consistency



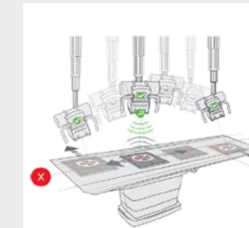
Unlocking the modalities full potential automatically regardless of user experience



## Future market expansion



Disruptive new platform in MR to expand into new markets



Next-gen Rad and Fluoro platform towards automated imaging and automated results (3D camera and AI)



Photon Counting technology upgrading CT imaging to the next level

<sup>1</sup> Siemens Healthineers market model. Based on FY2019 equipment orders |

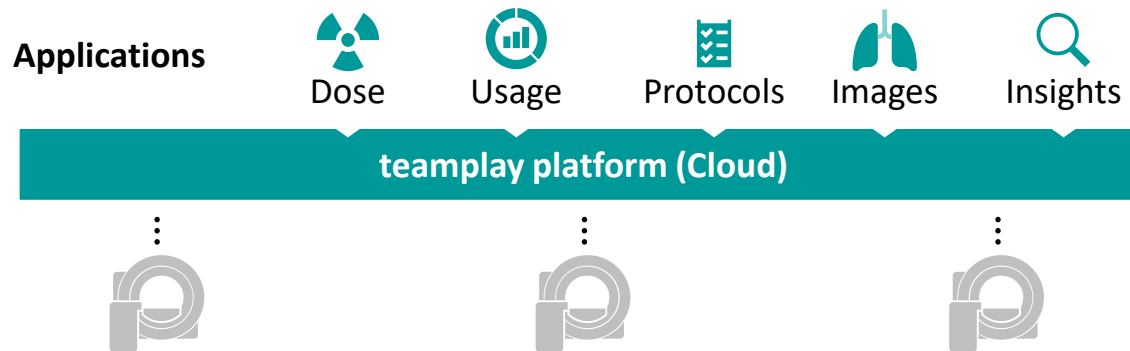
<sup>2</sup> 510k Clearance received

# Transforming radiology operations by connecting institutions and their imaging devices

## 2. Expand Diagnostic Offering

### teampay platform and applications

Departmental **performance management**  
solution to **optimize radiology operations**

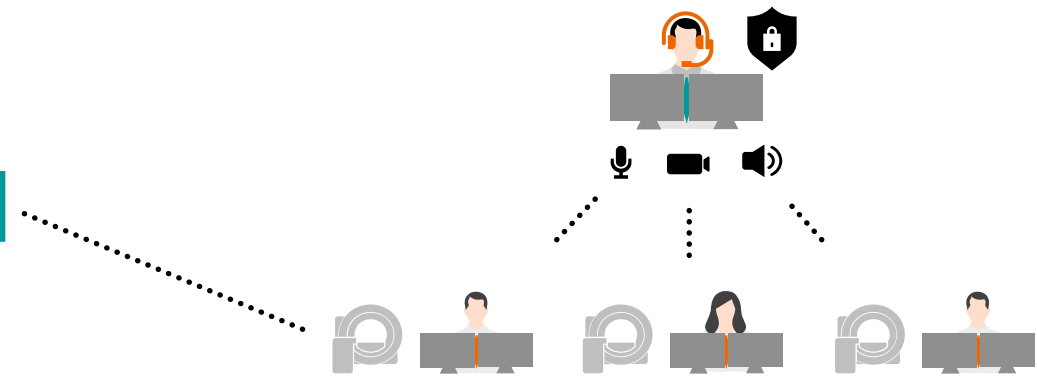


**>4,700** Institutions connected<sup>1</sup>

**>110m** Usage studies on cloud platform

### syngo Virtual Cockpit

Central operations center solution to assist scanning  
procedures from a **distance**



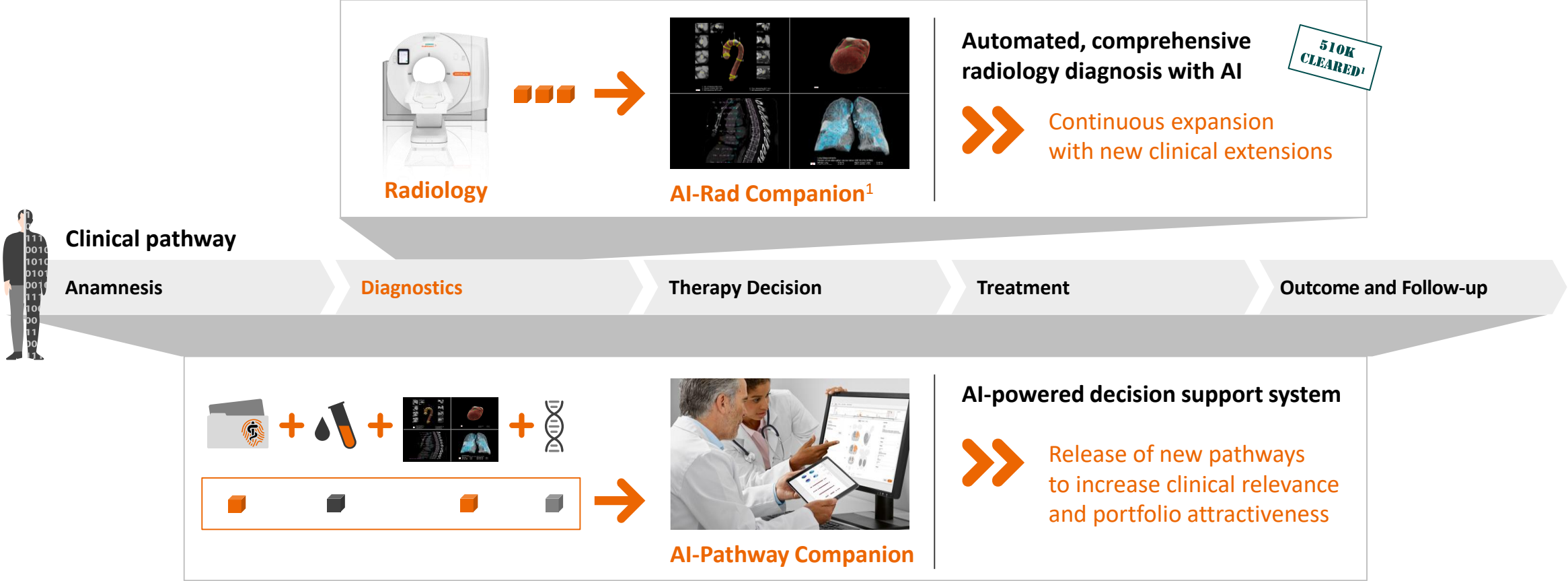
- Remote sharing of **expertise optimizes diagnostics** and **increase workforce productivity**
- Better **access to care** improves **patient satisfaction**
- Adding **recurring revenues** at **accretive margins**

<sup>1</sup> With 1,700 customer installations



# AI-powered solutions for patient-centric diagnosis and treatment decisions along pathways

## 3. Lead Clinical Decisions



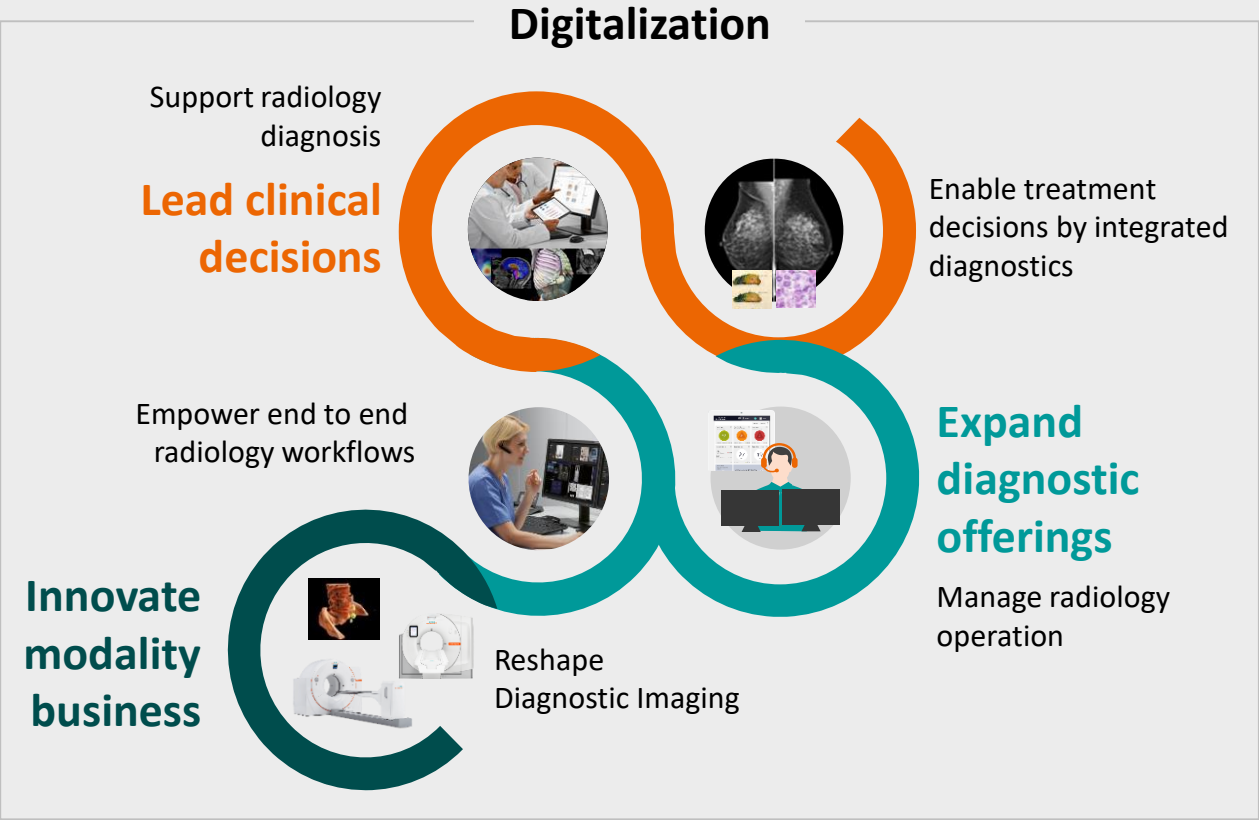
<sup>1</sup> 510k clearance for AI-Rad Companion for engine and pulmonary and cardiovascular modules

Source: Waite S, Scott J, Gale B et al. (2017)

# Imaging will continue outperforming and shaping the market

An integrated portfolio  
best positioned for growth

Comparable  
revenue growth<sup>1</sup>



>5% p.a.



Gain market share



Steady service growth



Expand and Lead

<sup>1</sup> Y-o-y on a comparable basis, excluding translation and portfolio effects



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