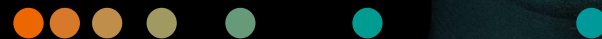


Meet the Management

Virtual edition

17 November 2020



1 Imaging

2 Diagnostics

3 Advanced Therapies


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

AI-Powered Clinical Decisions

Intelligent Imaging


 **YSIO X.free**
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

... our Upgrading ambition

 **>5% revenue growth¹**

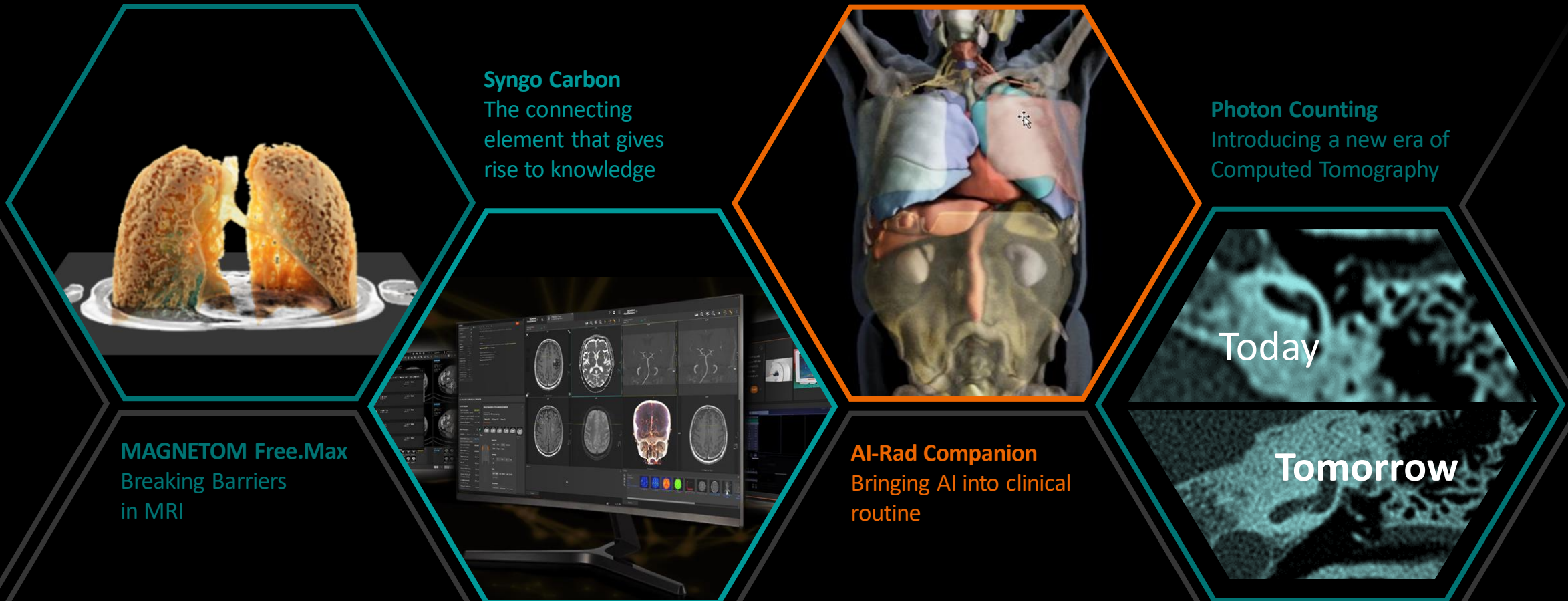
 **Gain market share**

 **Steady service growth**

 **Expand and lead**

¹ Y-o-y on a comparable basis, excluding translation and portfolio effects

Digitalization is driving our innovation strategy and continuously creating value ...



... to informed decision making

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

MAGNETOM Free.Max

New launch



The connecting element that gives rise to knowledge

Meet the Management 2020 | IM

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



Scalable deployment and consolidation of IT assets with recurring business streams

Syngo Carbon

New launch



AI-Rad Companion

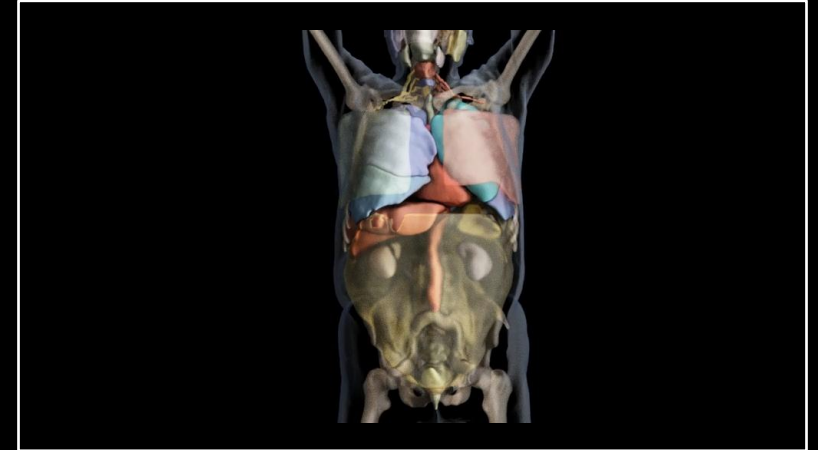
Bringing AI into clinical routine

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 AI-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 AI-Rad Companion Chest CT^{3 4}



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



Some AI-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

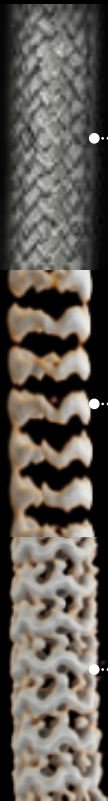
Intelligent Imaging

Streamlined Operations

AI-Powered Clinical Decisions

Photon Counting

Future



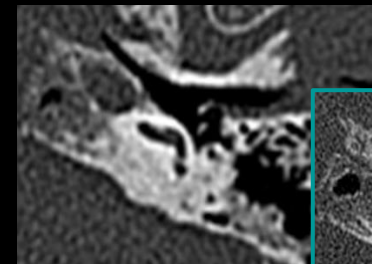
4 mm Stent

Current
Technology

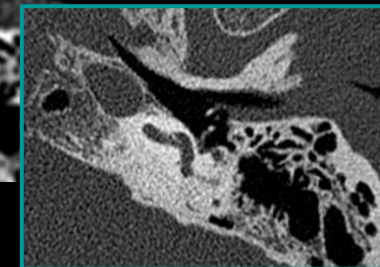
Photon
Counting CT

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% less¹
- **Providing multi-energy information** with every scan
- **Clinical evaluation phase** with luminary customers to be started in FY21



Today



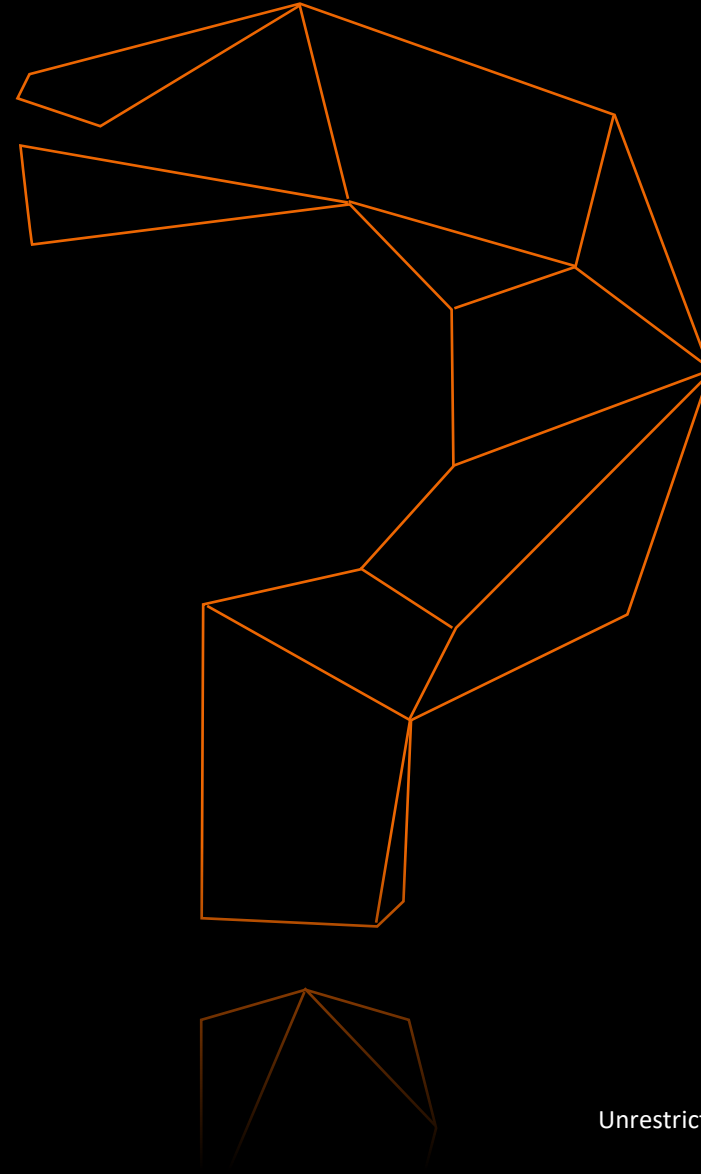
Tomorrow

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

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

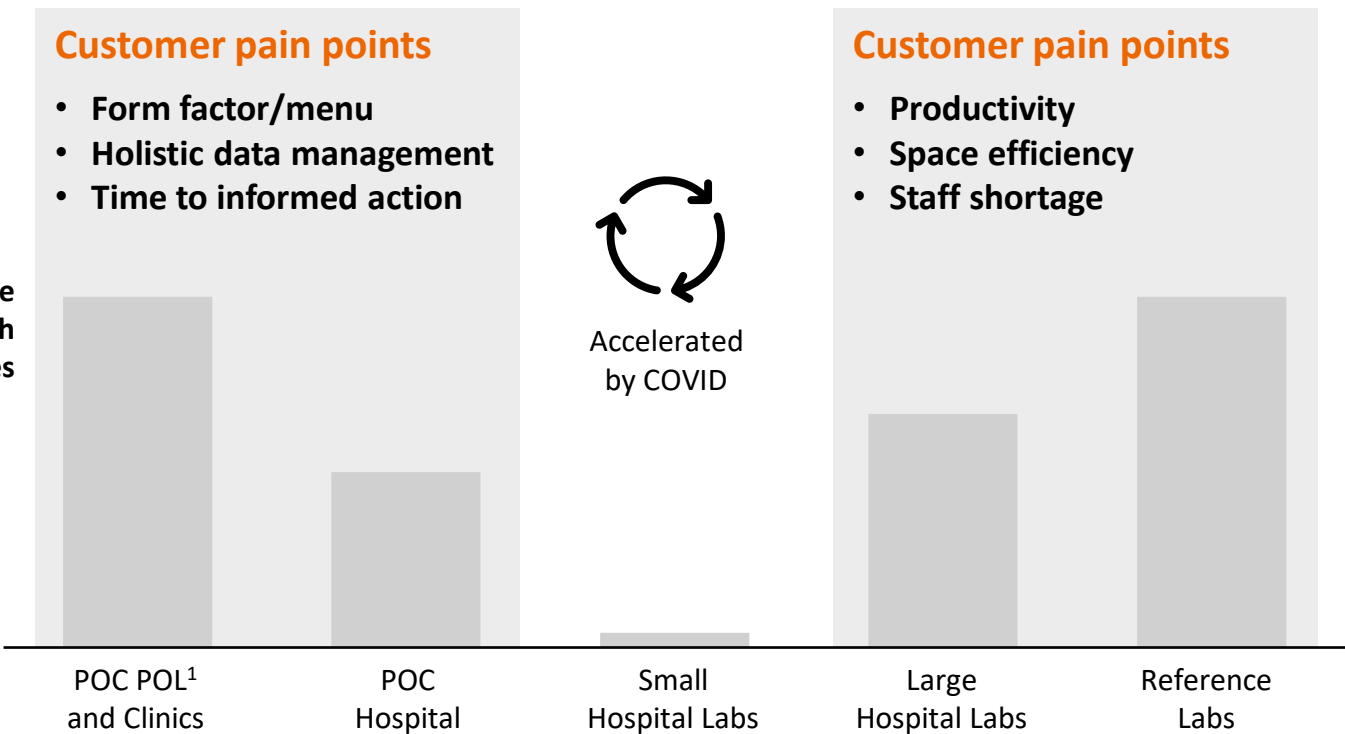
Global healthcare trends are shaping the evolution of Diagnostics market

Bifurcation of the market

-  Increasing demand for diagnostic tests
-  Consolidation and industrialization
-  Increased clinical integration



Relative growth rates

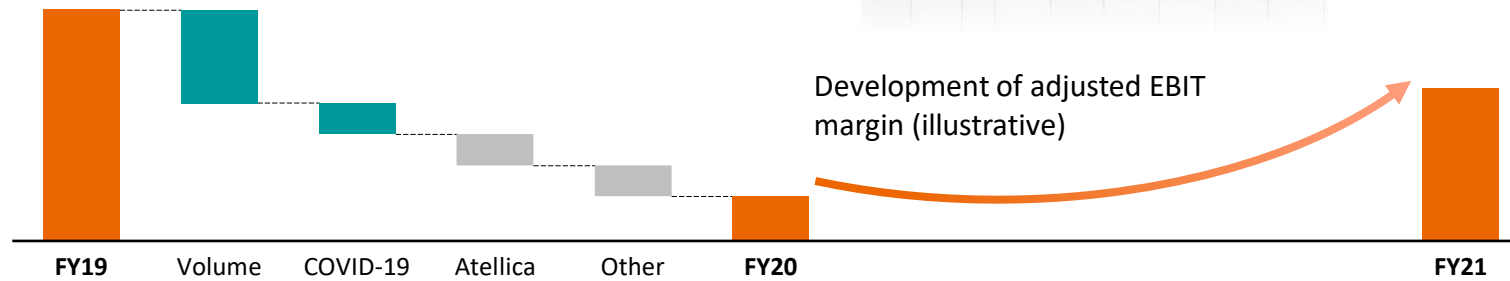


¹ POC = Point-of-Care, POL = Physician Office Lab

COVID-19 impacted performance – improvement expected in FY21

Grow | Expand | Elevate

Delivering on the promise of Atellica

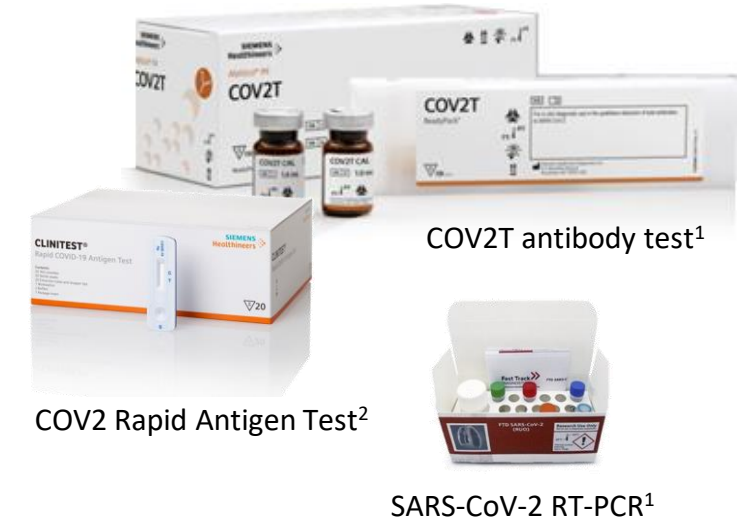


Performance in FY20 significantly impacted by COVID

- 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

Grow | **Expand** | **Elevate**



Lead in workflow and
achieve clinical excellence

Positioning ourselves for the **future**

- Deliver further **Atellica innovations** incl. Mid-Volume system (CI1900¹)
- Launch assays to continue **menu enrichment**



Innovating in **workflow**

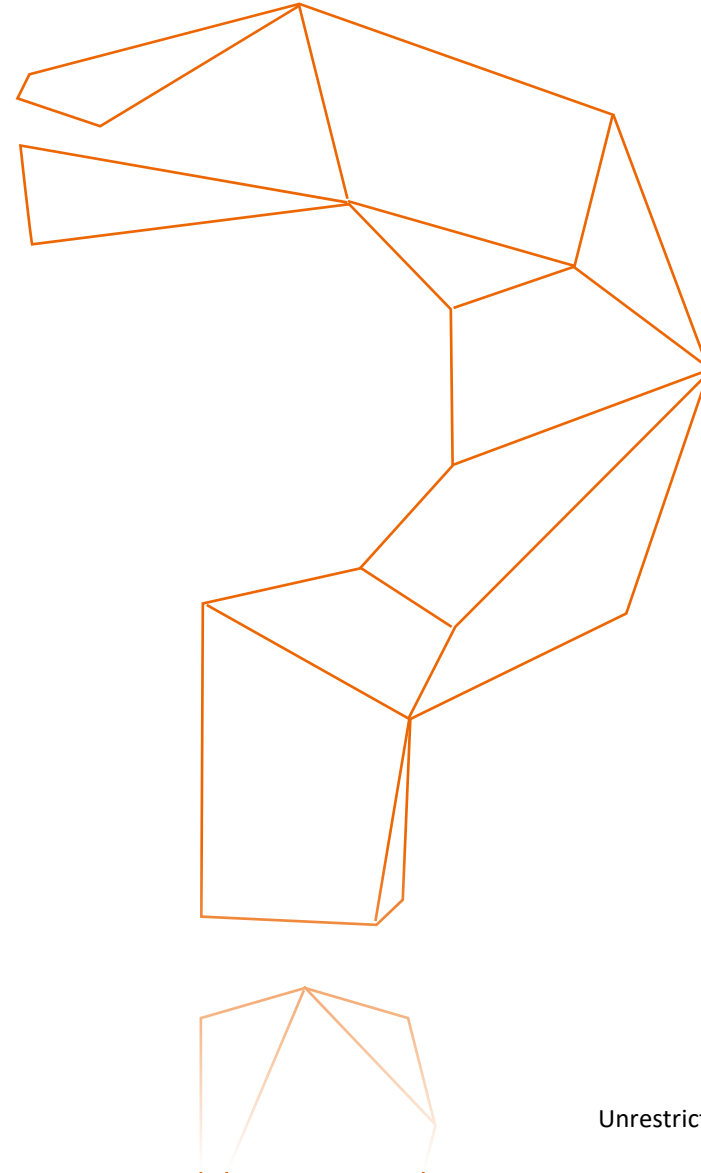
- Enhance and expand **Atellica Solution IT**
- Strengthen **laboratory automation** offerings



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

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 growth¹



>5%
revenue growth



Gain
market share



Steady
service growth



Expand
and lead



ARTIS icono exceeds our and customer expectations with strong market acceptance

Excellent image quality to visualize smallest details and fine structures

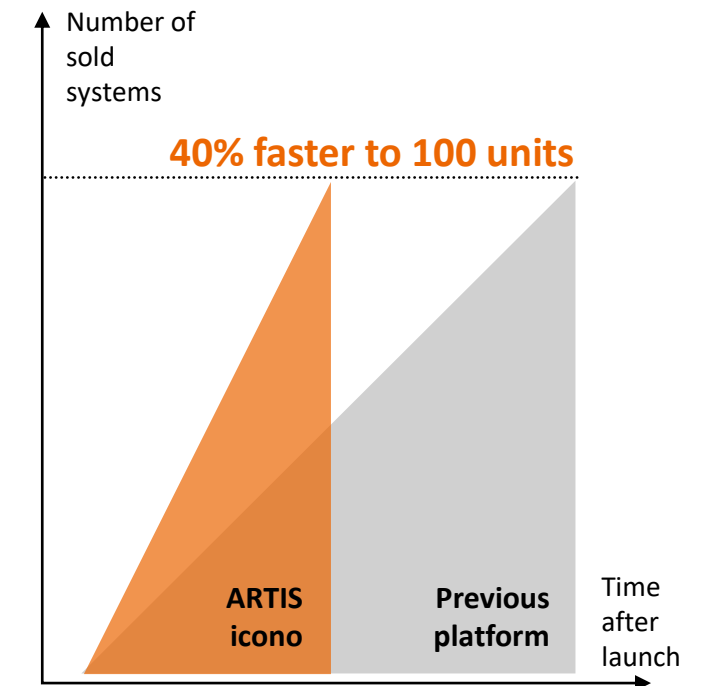


Optimized device visualization



Visualization of hyperdense tumors

> Penetration almost twice as fast as predecessor launch



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 PCI¹



Opportunity⁴ to reduce infectious disease exposure through “procedural distancing”

1k+

Customers addressed in robotic webcasts since pandemic

Pioneering new pathways

1st
ever



Transcontinental simulated telerobotic PCI over 5G, Fiber, public internet^{2,5}



Toronto performs first robotic-assisted aneurysm coiling in patient^{3,5}

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

¹ Patel E., et al. Circ Cardiovasc Interv, 2020, 20% radiation reduction to patients shown in single-center study. | ² Madder R., et al. Catheter Cardiovasc Interv, 2020 | ³ Pereira V., et al. J NeuroIntervent Surg, 2020 | ⁴ <https://cardiovascularnews.com/covid-19-robotics-may-help-to-reduce-exposure-to-virus-patients-during-interventional-procedures/> | ⁵ The product is still under development and not commercially available yet

Establishing the foundation to advance stroke treatment



20%

Procedure growth¹

Only 10%

of thrombectomy eligible population in the US receive mechanical thrombectomy²

FY19
First in-human remote clinical case^{3,4}



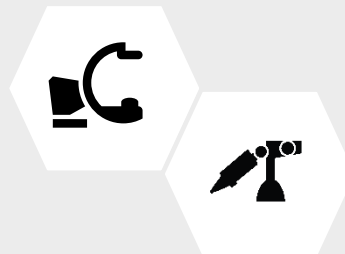
FY20
First transcontinental remote simulated cases⁵



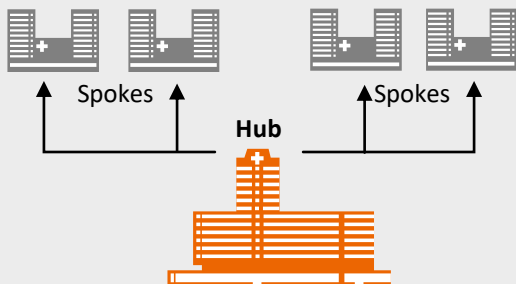
FY21
First clinical trial on robotic neuro procedures



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



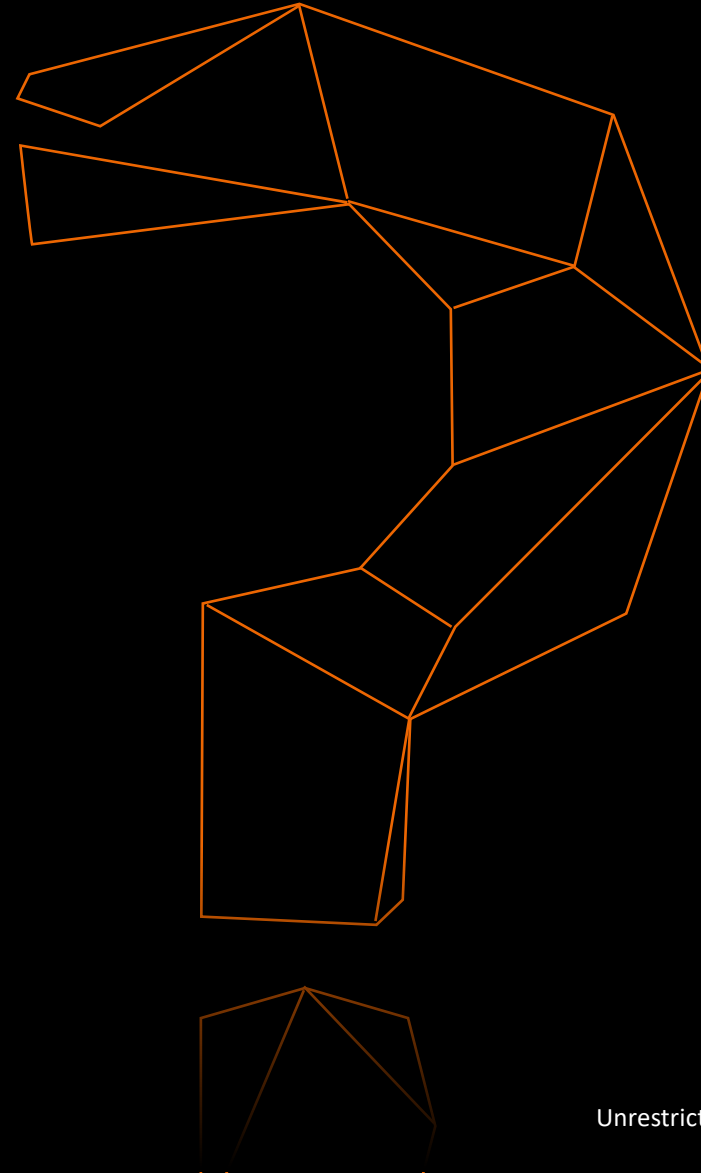
FY22
Initiate first **REMOTE ROBOTIC CLINICAL TRIALS³**



¹ CAGR 2013-2024: DRG Medtech 360 report 2018, Canaccord Genuity Analyst Report (May 2019) | ² In the US, Rai AT, et al., J Neurointervent Surg (9) 2017 | ³ Based on CorPath GRX for PCI procedures | ⁴ [www.thelancet.com/journals/eclinm/article/PIIS2589-5370\(19\)30137-3/fulltext](http://www.thelancet.com/journals/eclinm/article/PIIS2589-5370(19)30137-3/fulltext) | ⁵ Madder R., et al. Catheter Cardiovasc Interv., 2020; Image: Courtesy of Jan Gralla, MD, Pasquale Mordasini, MD, Department of Neuroradiology, Inselspital, Bern, Switzerland

It's time for your questions

Q&A



**Thank you for your
attention**

