

# Capital Markets Day

London, November 17, 2025



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For further explanations of our (supplemental) financial measures, please see chapter "A.2 Financial performance system" of the combined management report and in the Notes to consolidated financial statements, Note 29 "Segment information" of the Annual Report 2024 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.

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**Capital Markets Day 2025** 

# **Elevating Health Globally**

Bernd Montag, CEO

London, November 17, 2025



74,000

passionate Healthineers



One of the World's Best Workplaces®

>150

nationalities

8.44

engagement score in the top 5% of our industry



#### **Siemens Healthineers**



#### The innovation powerhouse in global healthcare

Market leader

#1

in Imaging and Precision Therapy #1

in all regions<sup>1</sup>

90%

of leading hospitals work with us

Global reach

>70

countries with direct presence

3.0B

patient touchpoints

>700K

installed base



>200 360

Value years in customer Partnerships contracts in FY25

€6bn

order backlog in Value Partnerships

€2bn

p.a. in R&D investment

>1,300

patent families related to AI

13,000

R&D employees

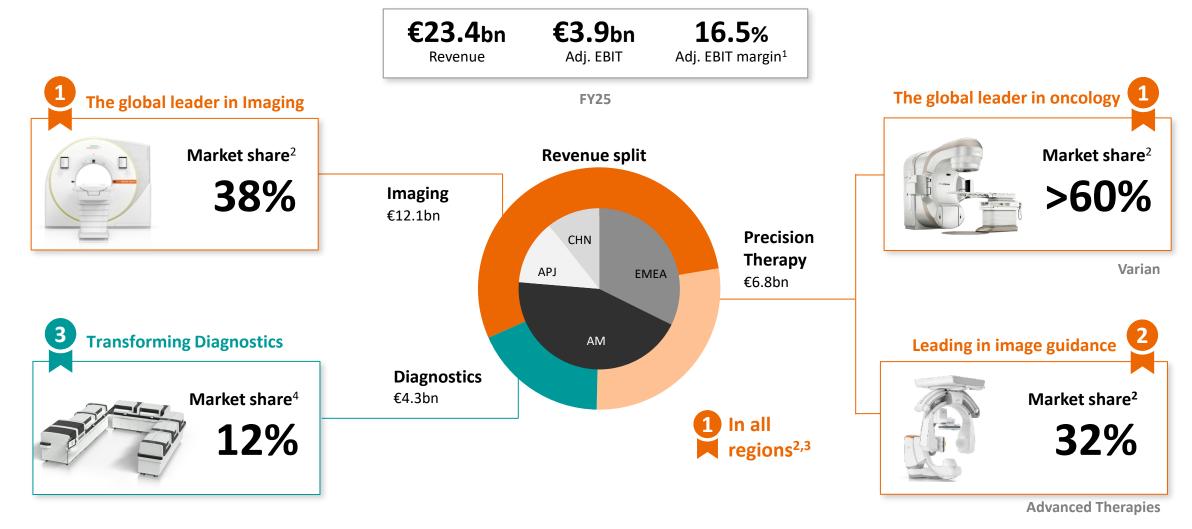
**C-level partner** 

**Innovation leader** 

#### **Siemens Healthineers**



#### The innovation powerhouse in global healthcare





#### **Performing** despite headwinds

~11% adj. EPS growth<sup>1</sup> and ~6.5% revenue growth<sup>1</sup> in

years 2022-2025

#### Significant market share gains

+7pp in Imaging since

+10pp in Varian since closing

#### Widened the innovation lead

Pioneering photoncounting CT, heliumfree MRI<sup>2</sup>, theranostics, HyperSight, and more

#### **Transformative** acquisition of Varian

Unique cancer care continuum from diagnosis to treatment

#### **Turning C-Level** relevance into business

recurring revenues

~€6bn in Value Partnerships, contributing to

8pp adj. EBIT margin<sup>1</sup> increase from 2023 Atellica with revenue growth rates ~20%

Successful

transformation

of Diagnostics

**IPO** 



SIEMENS ... Healthineers :

Next step: own strategy, own setup

Performing despite headwinds

Significant market share gains

Widened the innovation lead

Transformative acquisition of Varian

Turning C-Level relevance into business

Successful transformation of Diagnostics

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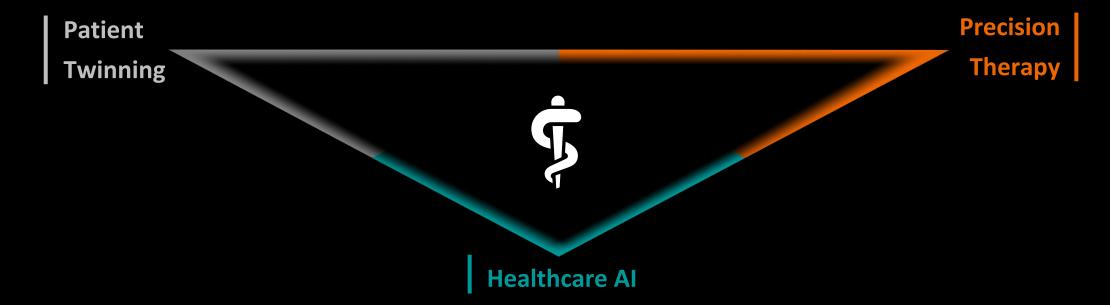
~€6bn in Value Partnerships, contributing to recurring revenues 8pp adj. EBIT margin<sup>1</sup> increase from 2023 Atellica with revenue growth rates ~20%

### Our next strategic phase



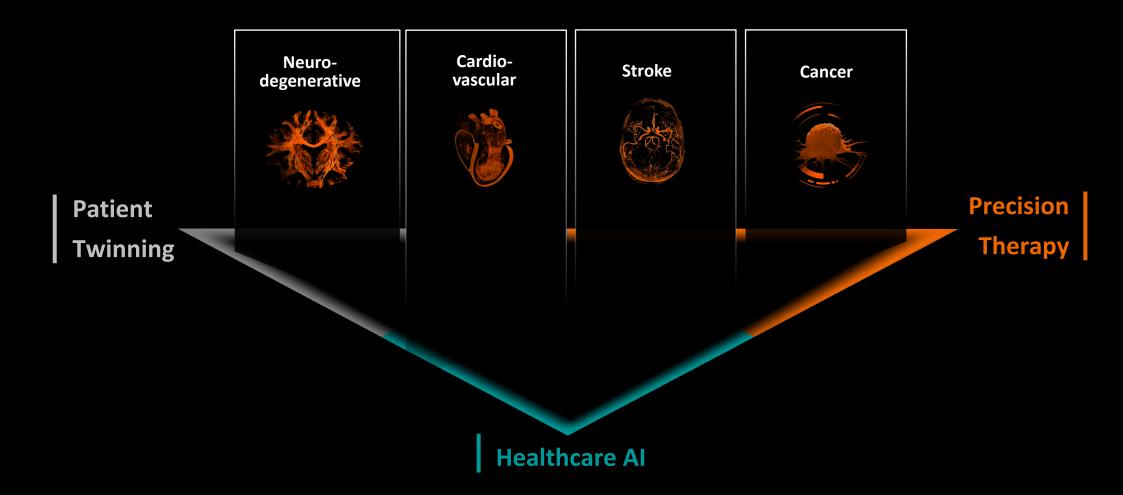


we have uniquely positioned ourselves to tackle the most threatening diseases





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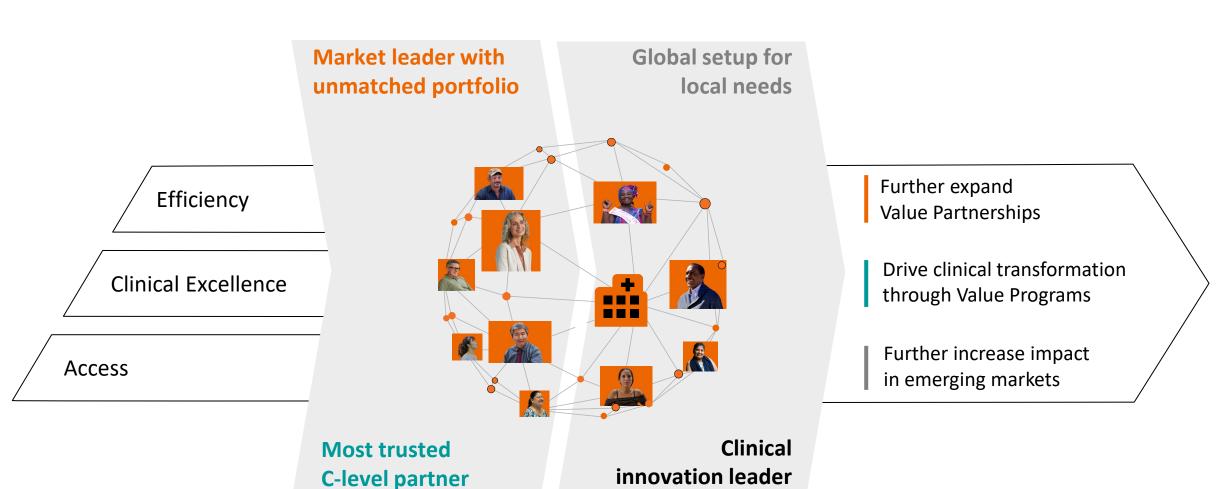


— we have perfectly positioned ourselves to support customers to overcome their challenges





— we have perfectly positioned ourselves to support customers to overcome their challenges







### The growth of the non-communicable diseases



**75%** 

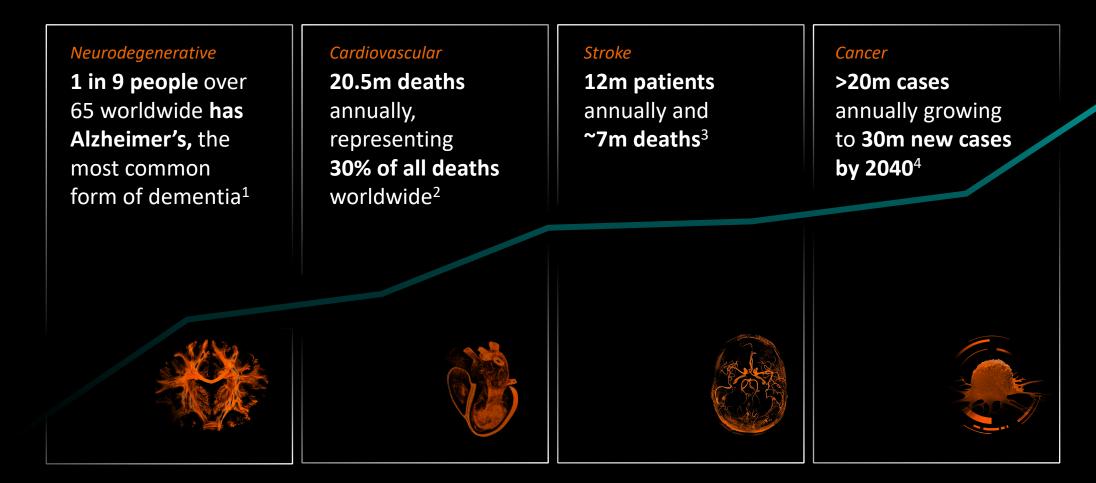
attributed to

of global

deaths

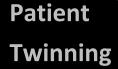
NCDs<sup>5</sup>

### The biggest challenge of global healthcare



# We have uniquely positioned ourselves to tackle the most threatening diseases





Early detection

Accurate diagnosis

Individualized therapy selection, simulation, and planning

Continuous monitoring and aftercare



#### **Healthcare AI**

Orchestration across the system Coordination of care Automation of procedures

### **Precision** Therapy

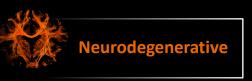
Personalized Image guided

Minimally-invasive

Robotics- and Al-enabled

### **Alzheimer's Disease**

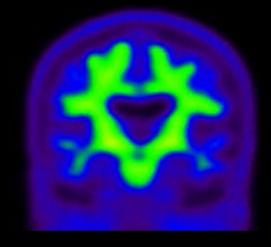


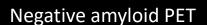


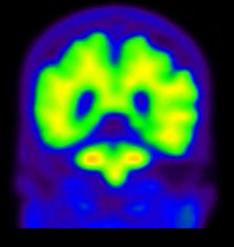
Cardiovascular

Stroke

Cance







Positive amyloid PET

PET/CT scan determines patient eligibility for anti-amyloid therapy

### **Alzheimer's Disease**



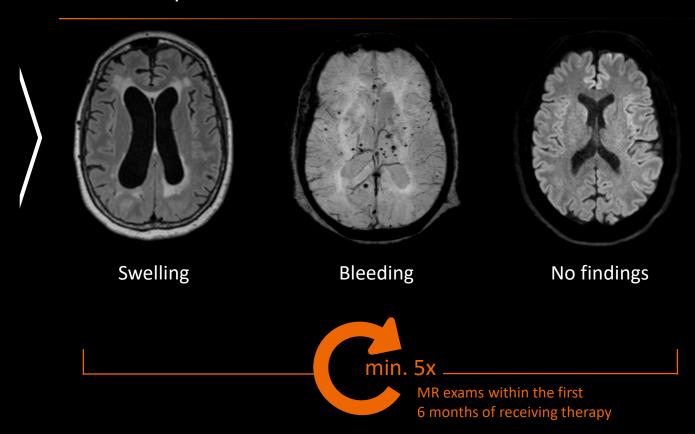


Cardiovascular

Stroke

Cance

#### MR accompanies treatment to exclude side effects



### **Coronary Artery Disease**



Neurodegenerative



Cardiovascular

Stroke

Cance



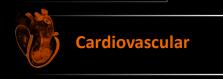


Screening / early detection with photon-counting CT - no calcification, no plaque: no risk

### **Coronary Artery Disease**

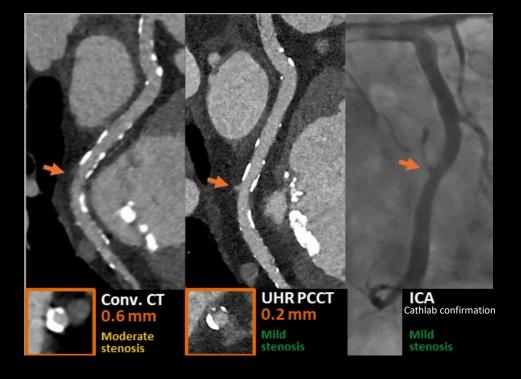


Neurodegenerative



Stroke

Cancel

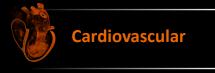


Immediate clarity: Photon-counting CT reduces need for diagnostic invasive angio procedures by >50%

### **Coronary Artery Disease**

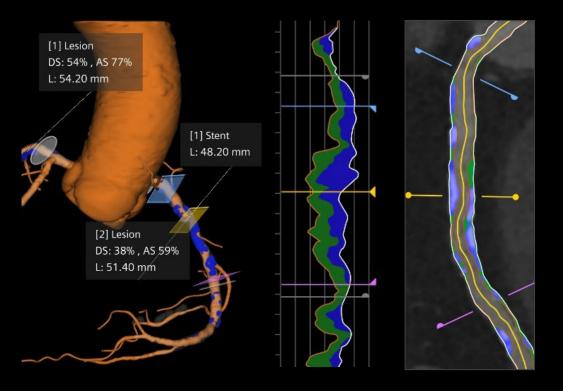


Neurodegenerative



Stroke

Cance



Precisely the right next step: CT-guided PCI enabled by photon-counting CT

### **Complete stroke diagnosis in Mobile Stroke Unit**



Neurodegenerative

Cardiovascular



**Stroke** 

Cancer



#### Reducing time-to-needle

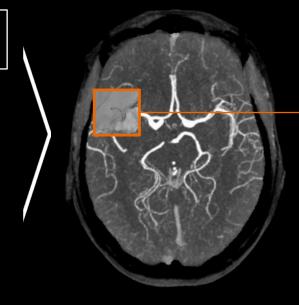


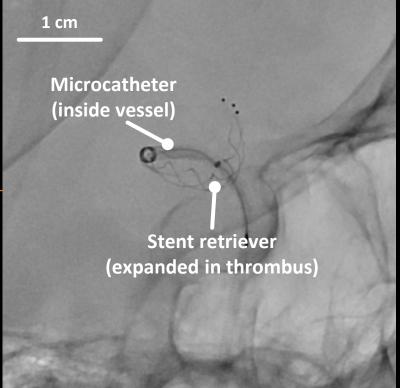
### **Accelerated transfer to cathlab**





**Stroke** 





Stent retriever seen in x-ray used to extract strokecausing blood clot

Better patient outcome than with lysis alone

### **Prostate cancer**



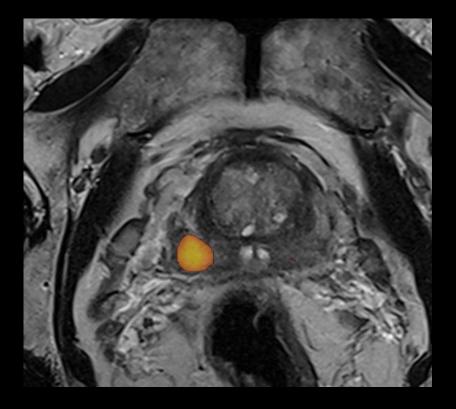
Neurodegenerative

Cardiovascular

Stroke



**Cancer** 



Screening / early detection with MRI

#### **Prostate cancer**



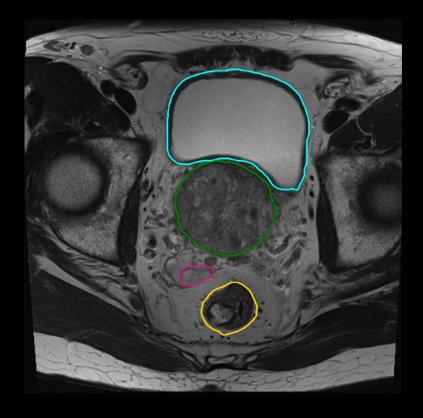
Neurodegenerative

Cardiovascular

Stroke



MR-based organs-at-risk contouring for precise planning of radiation therapy



### **Metastatic prostate cancer**



Neurodegenerative

Cardiovascular

Stroke





PSMA PET confirms tumor regression following alpha radionuclide therapy (Theranostics)

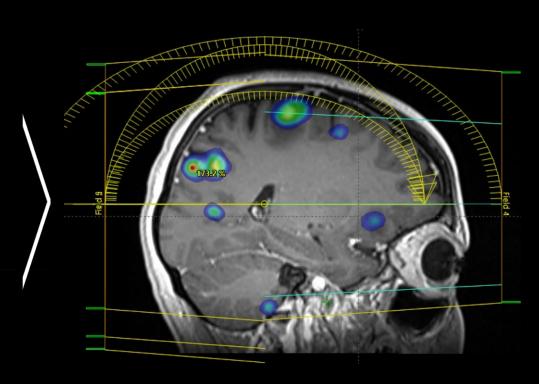


### **Brain metastases**



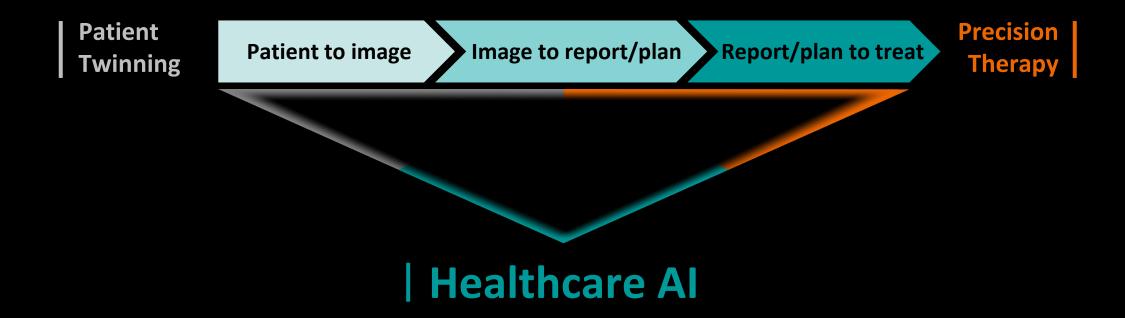


Al-assisted auto-contouring to confidently and accurately ensure radiosurgery treatment plans



### **Healthcare AI is a key enabler**



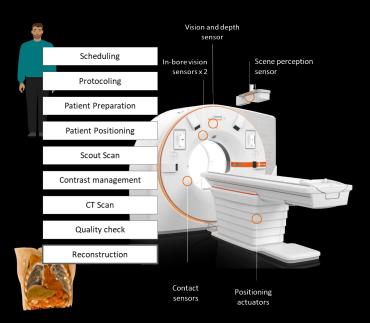


### **Elevating Healthcare AI to the next level**



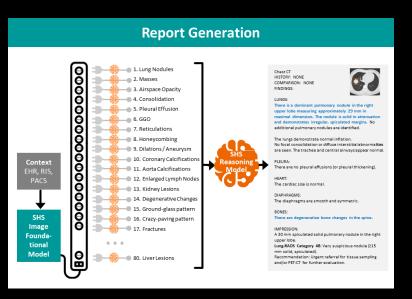
#### **Patient to image**

From exam companions to autonomous imaging



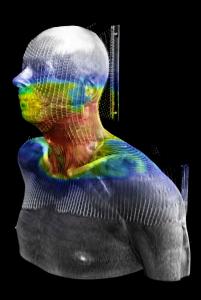
#### Image to report/plan

From radiology findings to radiology report



#### Report/plan to treat

From auto-contouring to instant RT planning







#### **Customer needs... and challenges**



**Efficiency** 

#### **Staff shortage**

-11 million

estimated shortfall of health workers by 2030<sup>1</sup>

**Clinical excellence** 

#### **Keeping up with progress**

73 days

estimated doubling time of medical knowledge<sup>3</sup>

Access

#### Limited access to care

> 50%

of the world's population lacks access to adequate healthcare<sup>5</sup>

#### Rising costs and strained budgets

**10%** 

of gross domestic product worldwide was spent on healthcare in 2021<sup>2</sup>

#### **Corporation of care**

**68%** 

of hospitals in the U.S. are affiliated with a larger health system<sup>4</sup>

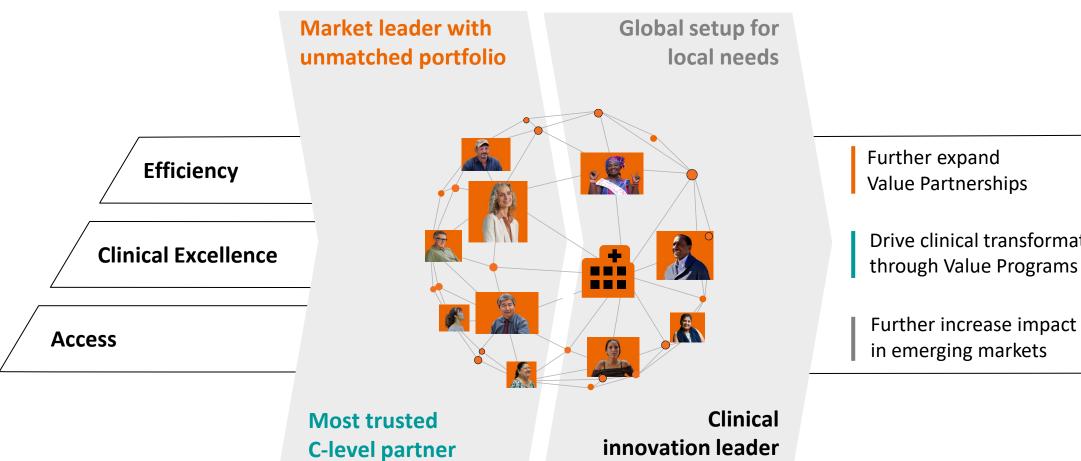
#### Aging and growing population

9.7 billion

people globally by 2050, with the proportion of those over 60 expected to double<sup>6</sup>

## We have perfectly positioned ourselves to support customers to overcome their challenges





Drive clinical transformation



- Access to global best practices
- Continuous improvement of all clinical service lines
- Creating systemness
- Overcoming staff shortage

- Trusted long-term partner to hundreds of C-level-leaders
- Deep clinical expertise and consulting capabilities to translate innovation into impact
- Customized frameworks with risksharing and co-investing

Long-term growth and increasing recurring revenue



- Standardization and process efficiency
- Increasing efficiency on a departmental or service-line level
- Keeping up with novel treatments and standards of care

Deep expertise and state-of-the-art technologies to improve care with programmatic focus

- Cancer care
- Radiology/ enterprise imaging
- Stroke
- Cardiac care





## Further increase impact in emerging markets

#### **Customer challenge**

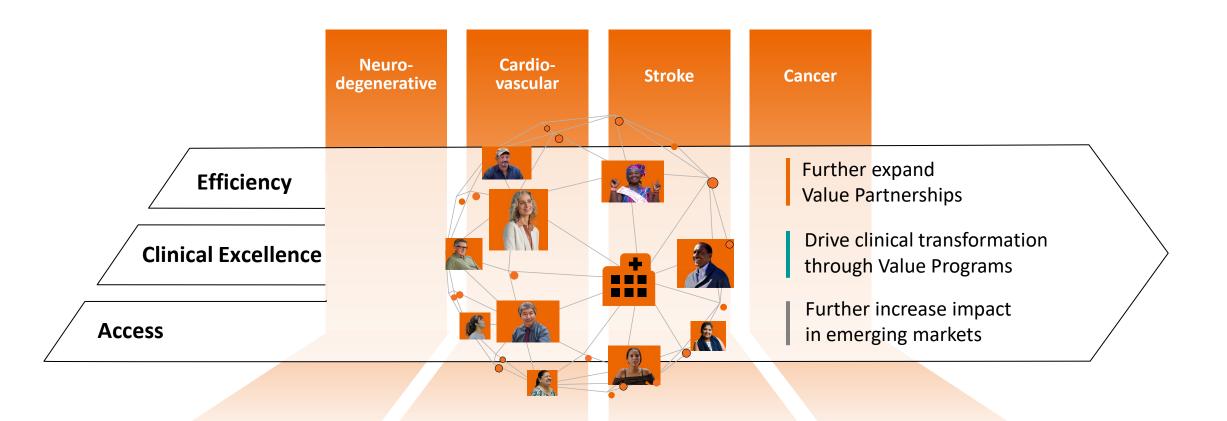
- Also in emerging markets:
   NCDs are now major cause of death
- >50% of the world's population still not covered by essential health services

#### Our strength

- Strong player in emerging markets<sup>1</sup> with ~3bn revenue
- Cost-effective and robust offerings with focus on TCO/ affordability
- Al-based solutions enabling easier access to care

Sustain double-digit growth trajectory

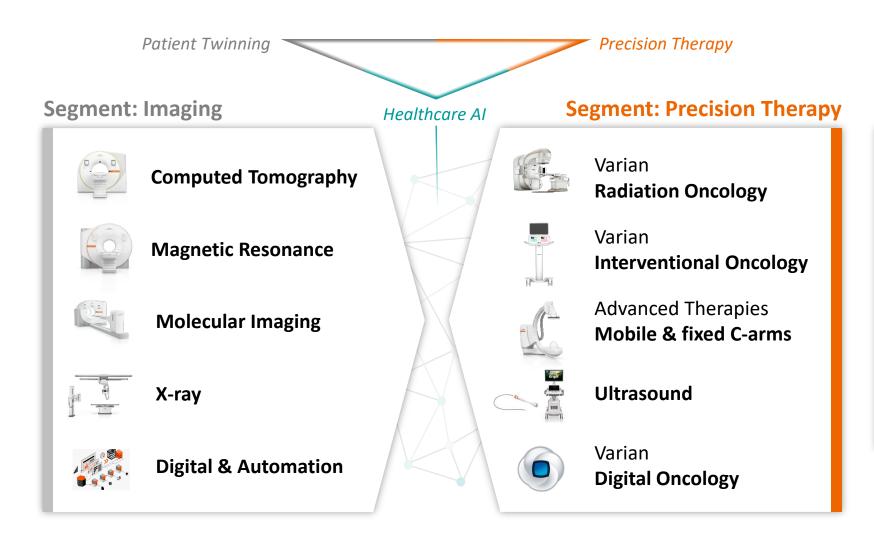




# Reporting follows strategy



# Introducing segment "Precision Therapy"



#### **Segment: Diagnostics**



# Mid-term outlook 2027-2030



### **Imaging**

- Mid to high single-digit revenue growth (p.a.)
- Margin expansion from scale (p.a.)



# **Precision Therapy**

- High single-digit revenue growth (p.a.)
- Margin expansion by ~100 bps (average p.a.)

### **Diagnostics**

- Improving towards mid single-digit growth
- Margin expansion towards mid-teens

**Siemens Healthineers** 

**5 - 7%** Revenue growth (p.a.)

Double-digit adj. EPS growth (p.a.)

# Our sustainability commitment 2030





- 3.3 billion annual patient touchpoints worldwide by 2030
- therein, 1.25 billion in low- and middle- income countries<sup>1</sup> by 2030

 6 million hours of training provided by 2030

Healthcare Access



- 90% reduction in Scope 1 & 2 emissions by 2030<sup>2</sup>
- 28% reduction in Scope 3 emissions by 2030, 90% by 2050²
- Sustainable product design and circular value creation to reduce environmental impact

**Resource Preservation** 



- Maintain "Great Place To Work" in countries representing > 80% of employees annually, until 2030
- Maintain Top
   Quartile employee
   engagement score<sup>3</sup>

Diverse and Engaged Healthineers





**Capital Markets Day 2025** 

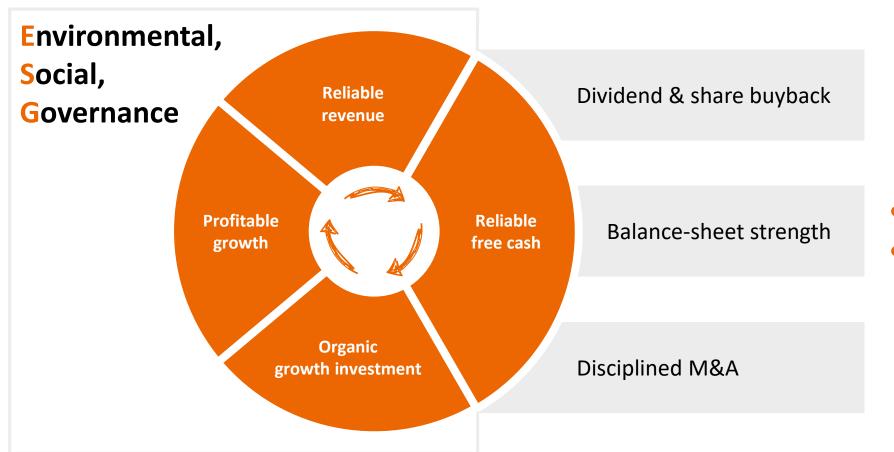
# **Elevating Health Globally**

Jochen Schmitz, CFO

London, November 17, 2025

# Siemens Healthineers: Reliable revenue, earnings and cash compounder with sound capital deployment

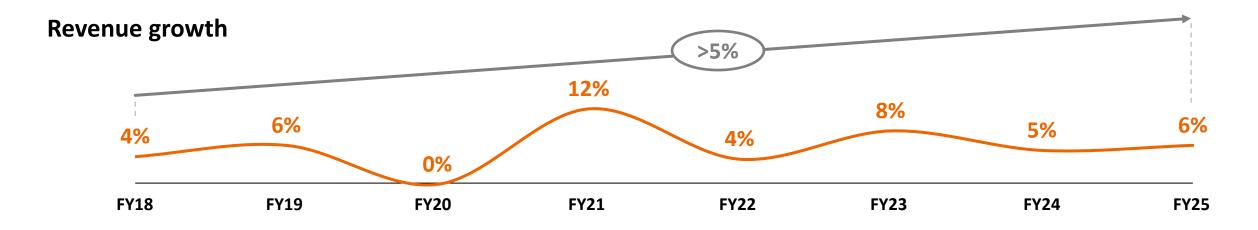


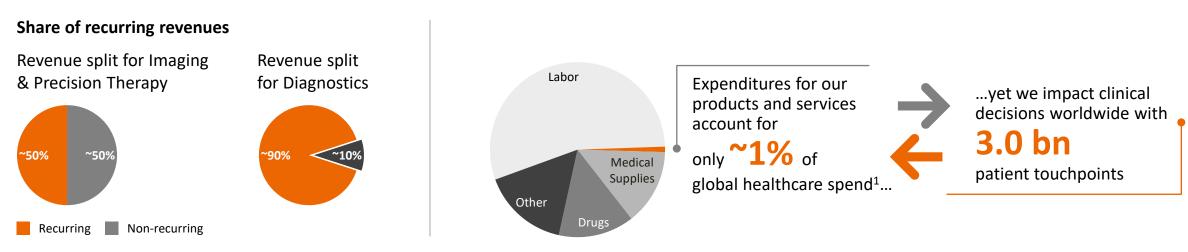


Shareholder **Value** 

# Reliable revenue growth – high share of recurring revenues with the most relevant portfolio for healthcare providers

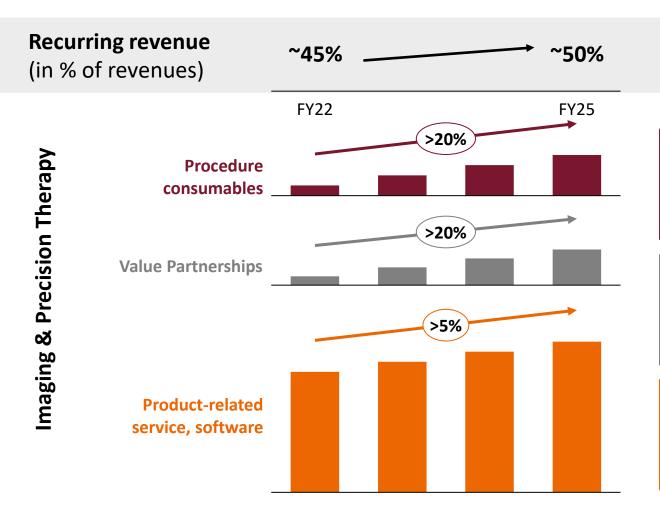






# Expanding recurring revenue in Imaging and Precision Therapy with high growth linked to procedures and Value Partnerships





#### **Procedure consumables**

- Novel procedures drive our radiopharmaceuticals business growth (PETNET)
- Global #1 in Ultrasound catheters for intracardiac echo
- Novel treatments in interventional oncology surgery, e.g. beads

#### **Value Partnerships**

- Value Partnerships drive predictable revenue growth for equipment, service and consultancy over the long-term
- Additional growth potential from population health management,
   e.g. cancer care for Canadian province of Alberta

#### **Product-related services, software**

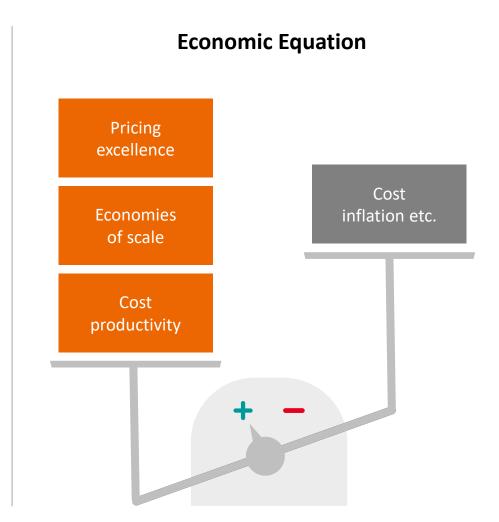
- Best-in-class services growing with increasing installed base,
   future growth fueled by high contract win-rate in growing installed base
- Additional growth potential, e.g. in radiology- and dosimetry-as-a-service, cutting-edge software for clinical excellence & cost efficiencies

# Managing the "Economic Equation" to protect and expand industry leading margins



#### **Margin Drivers**

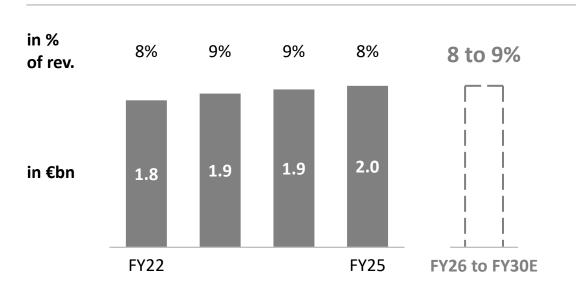
- Pricing excellence
  - First-to-market drives innovator premium
  - Market-adaptive pricing mechanism applied according to markets and products
- **Economies of scale** 
  - Market share gains drive future recurring revenue growth
  - Building up scale drives gross margins: fix cost absorption supports operational leverage in functional cost and gross profit
- Cost productivity
  - Continuous improvement mindset drives annual cost productivity of ~5%
- Cost inflation etc.
  - Diligent management of cost inflation and leveraging scale, e.g. in procurement
  - High internal value-add provides resilience to mitigate external shocks, e.g., supply-chain crisis post-pandemic



# Continued investment into R&D and SG&A to drive share gains in growing and expanding markets



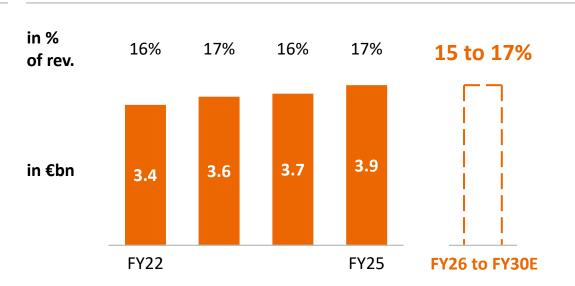
#### **R&D** expenses



#### Ambitious R&D pipeline enabling innovator margins and market-share gains

 Scale allows for unmatched R&D advantage to drive projects like helium-free magnets<sup>1</sup>, photon-counting CT, PETNET and catheter business as well as Healthcare AI

#### **SG&A** expenses



- Broad sales coverage fuels future growth by unrivaled global go-to-market – 75 countries with direct presence
- Continued investment into dedicated clinical and consulting-based "feet on the street" for Value Partnerships and Value Programs – closing 200+ deals to-date

# Significantly improved cash generation to very healthy levels



In € bn	FY23	FY24	FY25	Ambition to FY30
CCR <sup>1</sup>	0.7	0.9	0.9	0.8 to 0.9
Free Cash Flow			2.7	
		2.1		i i
	1.3			
<b>Therein</b> net cash from operations	2.1	2.8	3.5	
Therein capex	-0.8	-0.7	-0.8	
Capex ratio <sup>2</sup>	3.9%	3.1%	3.5%	3 to 4%
OWC <sup>3</sup> turn	4.7	4.7	4.9	
Therein inventory turn	5.0	5.4	5.7	

- Free Cash Flow continuously improving,
- driven by higher earnings and improvement in operating working capital management
  - All segments improving cash conversion rates:
- Imaging and Precision Therapy by improving operating working capital turns,
  Diagnostics by progressing in the transformation
- Sustainable cash conversion rate of 0.8 to 0.9
- Well managed capex ratio<sup>2</sup> despite capacity expansions, e.g., for photon-counting CT and helium-free MRI<sup>4</sup>

First stabilizing, then improving operating working capital turn after pandemic, mainly driven by inventory optimization

# High dividend quality since IPO, continuing stable to progressive dividend – more optionality going forward





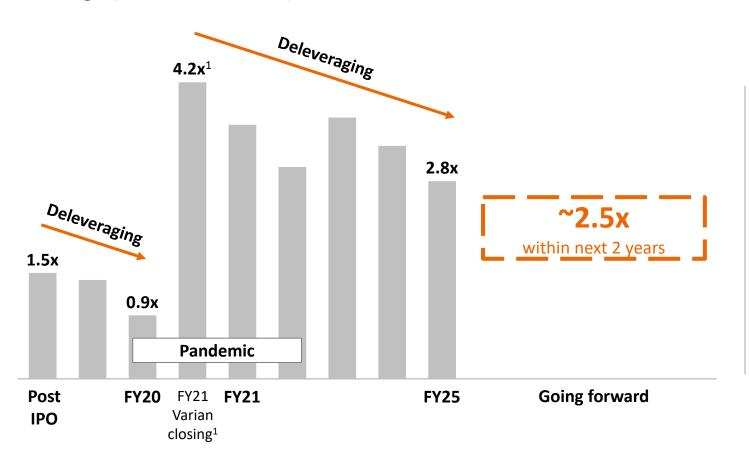
- ➤ IPO: Dividend policy to pay out between 50% and 60% of reported net income in 2023 moved to 70% payout-ratio to keep dividend stable
- Stable or growing dividend since IPO in 2018
- Share buybacks currently only for employee share programs (i.e. not for cancellation)

- Continuing a stable to progressive dividend instead of a rigid ratio of net income
- Clear commitment to dividend continuity
- Strategic share buybacks an option to deploy capital after successful deleveraging

# Proven track record of deleveraging after transformative M&A and pandemic headwinds



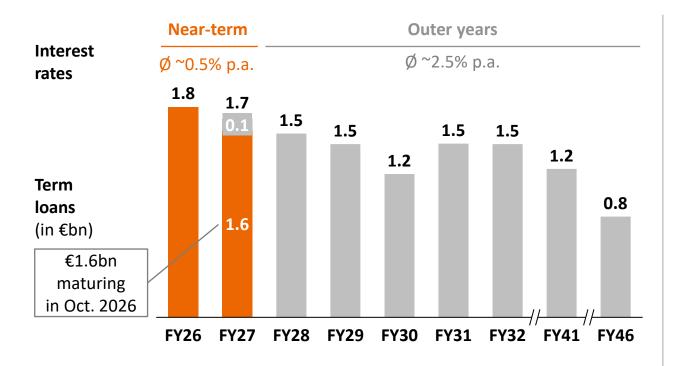
#### Leverage (Net Debt/EBITDA)



- > Strong deleveraging track record post IPO and post Varian acquisition
- Deleveraging post Varian
   in a challenging environment:
   pandemic and global supply chain crisis
- Continuing priority to organically deleverage to ~2.5x within next 2 years
- Targeting "strong investment-grade" rating

# Stable financing costs expected





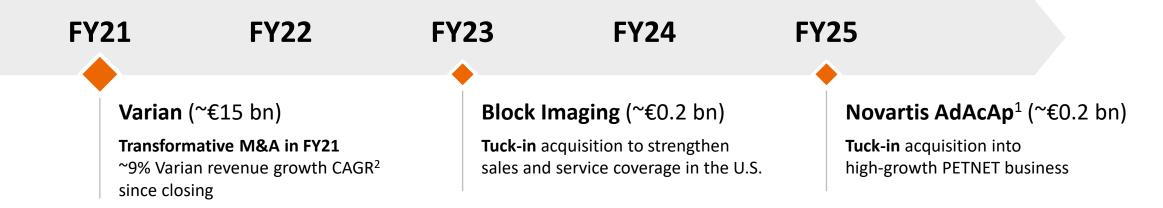
- > Term loans with Siemens AG at arm's length, i.e. at market rates
- USD-loans for Varian financing hedged at low market rates in 2021

- Repaid €1.2bn term loans in FY25
- Term loans with low rates of €3.3bn maturing until Oct 2026
- In case of accelerated need for refinancing of all maturities:
  - > Reduced refinancing needs due to deleveraging
  - Optimized maturity profile compensates only slightly higher average interest rate in outer years
- No material impact on financial income net expected in the outer years from accelerated refinancing
- FY26 financial income net of -€420 to -380m stable run-rate going forward

# Disciplined M&A along transparent principles



#### M&A activity diligently following our M&A principles



#### **Transparent M&A principles**

**Accretive** 

Smart M&A targets selected to fit the overall purpose and strategy

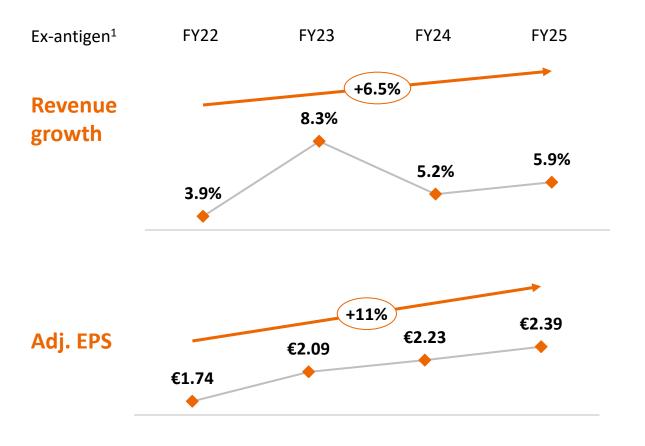
Deals evaluated by their accretion to financials, operations and shareholder value creation

Opportunistic Decisive and well-timed deal execution is crucial to secure deals in MedTech

# Consistent revenue and EPS growth – despite significant exogenous challenges



#### Consistent growth during "New Ambition" phase



#### **Navigating the last four challenging years**

- Imaging and Varian market leadership positions widened
- Resilient operations during pandemic and subsequent challenging geopolitical times
- Considerable investment in balance sheet during pandemic, to uphold deliveries to customers
- Market-adaptive pricing countered inflation without compromising growth and market-share gains
- Diagnostics margins significantly improving
- Some quarterly volatility in Varian performance, but strong performance every year since closing
- Partial write-off of Corindus investment (cardiac application)
   promising partnership established for neurovascular robotics

# Outlook 2026



FY2025	FY2026E
--------	---------

Revenue growth 5.9% Revenue growth

5 to 6%

Adj. EPS

€2.39

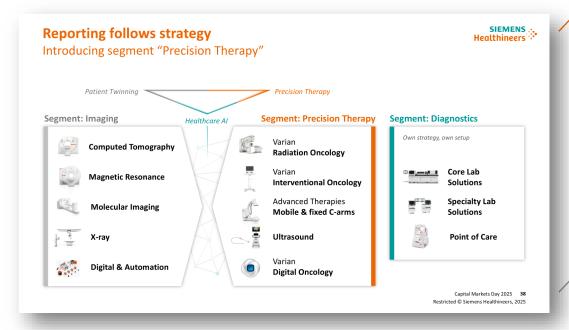
Adj. EPS

€2.20 to 2.40

# **Reporting follows strategy:** Segment 'Precision Therapy', true Imaging performance



### **Imaging, Precision Therapy and Diagnostics**



#### **Precision Therapy**

- Uniting Varian, Advanced Therapies, and Ultrasound in one segment "Precision Therapy"
- New reporting structure reflects strategic direction of "Elevating Health Globally"
- Precision Therapy segment will temporarily be accompanied by "therein" information for comp. revenue growth and adj. EBIT margin of Varian

#### Imaging: Unearthing true performance

- Internal component supplier ('Technology Excellence') reported in Imaging for historical reasons
- 'Technology Excellence' now reported in Central items reflecting actual structure: Internal supplier serves all segments, e.g. Varian
- Leveraging the high internal value-add in all segments

# Assumptions for FY2026E for segments and others



# FY2026E (old structure)

**Imaging** 

Mid single-digit revenue growth Minor margin decline

Varian

High single-digit revenue growth Broadly flat margin

Advanced Therapies

Mid single-digit revenue growth Low triple-digit bps margin decline

Diagnostics

Flat revenue development Minor margin expansion

**Others** 

Central items adjusted EBIT -€250 to -€200m Financial income net -€420 to -€380m Tax rate 24% to 26%

FY2026E (new structure)

**Imaging** 

Mid single-digit revenue growth Minor margin decline

Precision Therapy Mid to high single-digit revenue growth Minor margin decline

Diagnostics

Flat revenue development Minor margin expansion

**Others** 

Central items adjusted EBIT -€250 to -€200m Financial income net -€420 to -€380m Tax rate 24% to 26%

# FY2026 is a transition year – defining the baseline for double-digit EPS growth over the midterm till 2030



Midterm till 2030

Double-digit

Adj. EPS growth

FY2022-2025

+11%

Adj. EPS growth

transition



- Underlying operational EPS growth of ~10%
- Y-o-y FX headwind
- Full year tariff impact

Returning to double-digit EPS growth:

Operational EPS growth

Mitigating ~€400m tariff impact over the next 3 years:

- additional cost productivity of ~€200m
- market-adaptive pricing
- further mitigation potential by shifting value add

#### "New Ambition" phase:

Consistent revenue and EPS growth – despite significant exogenous challenges

# Mid-term outlook 2027-2030



### **Imaging**

- Mid to high single-digit revenue growth (p.a.)
- Margin expansion from scale (p.a.)



# **Precision Therapy**

- High single-digit revenue growth (p.a.)
- Margin expansion by ~100 bps (average p.a.)

# **Diagnostics**

- Improving towards mid single-digit growth
- Margin expansion towards mid-teens

**Siemens Healthineers** 

**5 - 7%** Revenue growth (p.a.)

Double-digit adj. EPS growth (p.a.)





**Capital Markets Day 2025** 

# **Next DX**

Sharon Bracken, Diagnostics

London, November 17, 2025

# **Overview**



# Strong foundation in Diagnostics

### Diagnostics key financials, FY25

#### **Revenue Split** Revenue €4.3bn Point-of-Care 13% Core Lab 60% Adj. EBIT APJ CHN 10% €0.3bn 11% 43% **Specialty Lab 27% EMEA** Adj. EBIT Margin 36% 7.7%

#### Top 3 positions across largest segments<sup>1</sup> €37bn **Global Diagnostics** Hemostasis<sup>3</sup>, market size, with Immunoassay, Primary +3.5% growth outlook<sup>2</sup> Chemistry **Drug Testing** Care

### Highly recurring revenue business

**Global installed base** of active DX analyzers >300k running our reagents

Assays available on DX portfolio >800 across >30 disease states

Diagnostics tests manufactured annually >16bn across Core Lab, Specialty Lab, and Point-of-Care segments

**Recurring revenue contribution** from reagents, consumables, & service generated by our >90% installed base via razor-razorblades business model

### **Business Lines**



# Unmatched reach across Core Lab, Specialty Lab, and Point-of-Care segments



franchise

### Core Lab **Solutions**

Deliver best-in-class integrated core lab solutions with focus on scalability, innovation, and operational excellence

Top 3 position<sup>1</sup> in largest Diagnostics segments: Immunoassay, Chemistry, and Lab Automation; >30 assay launches in 2025 across Atellica





New offerings to expand reach in Hematology and Allergy segments



Core Lab segment size<sup>2</sup>

Segment growth outlook<sup>2</sup>



#### **Specialty Lab Solutions**

Focus on **high clinical value diagnostics** by expanding portfolio targeting key disease areas with superior menus

**Leading position**<sup>1</sup> in high-margin Hemostasis, Plasma Protein, and **Drug Testing segments** 



€9bn

Specialty Lab segment size<sup>2</sup>

Segment growth outlook<sup>2</sup>



#### Point-of-Care

Empower users with decentralized diagnostics and expand access through all channels and portfolio renewal

#1<sup>1</sup> in high-margin primary care segment (Urinalysis/Diabetes)





Only player with handheld and benchtop blood gas solutions





segment size<sup>2</sup>

Segment growth outlook<sup>2</sup>

Point-of-Care

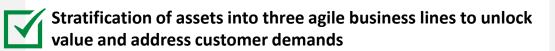
Capital Markets Day 2025

# **Transformation Program**

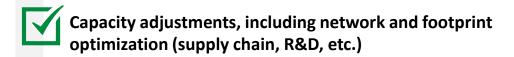


### Successfully advancing the business and achieving >€400 million in cost savings

#### **Key transformation achievements (FY23-25)**







Cost savings of >€400 million resulting in +8pp adj. EBIT margin increase from FY23¹

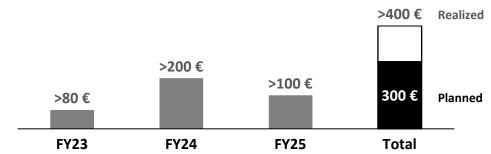
Ongoing portfolio simplification – 'End of Life' announced for 20 legacy platforms; complexity of installed base reduced by >10,000 systems





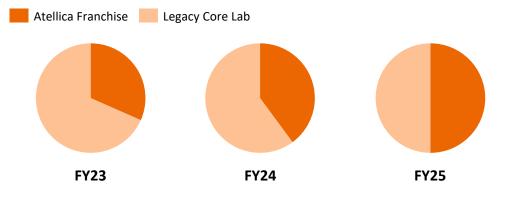
#### Cost savings and healthy installed base development





# >

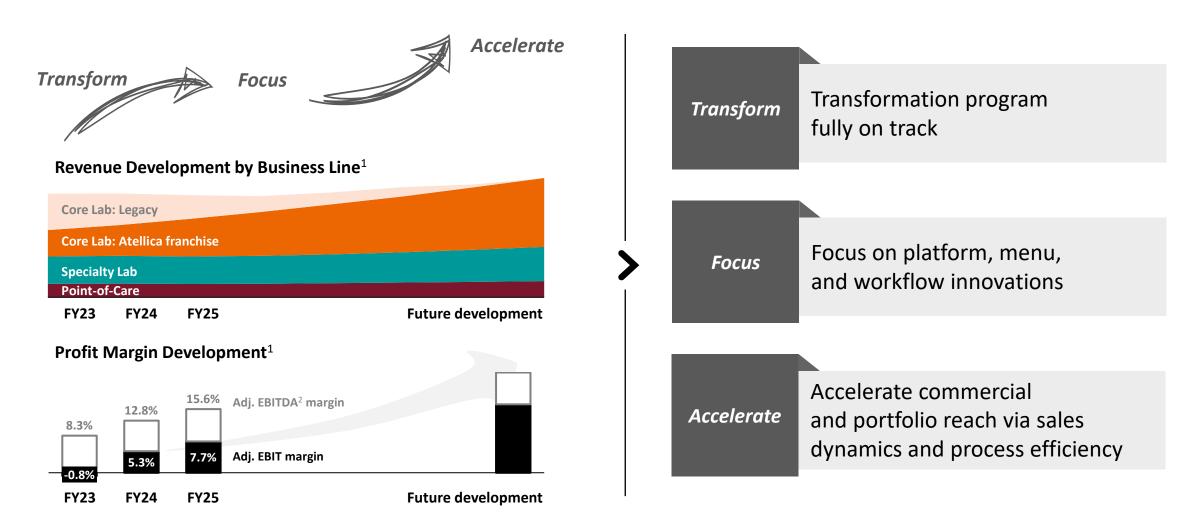
#### Core Lab transition from Legacy to Atellica franchise (installed base)



# **Performance**



# Delivered a strong profit trajectory against challenging market conditions



# **Atellica**

Designed with one goal in mind: less.

#### Less manual work.

Automates routine lab work with a **75% reduction** in end-to-end manual workflow steps.

#### Less frustration.

Seamless transition from Atellica Solution to Atellica CI Analyzer with **clinical equivalence** across the health network.

#### Less limits.

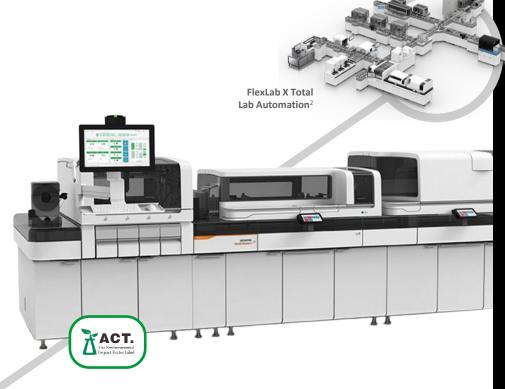
**Over 300 modular configurations** to automate any lab exactly how they want.

#### Less burden.

Reduce repetitive stress injuries and enable skilled operators to focus on patient-centric activities.

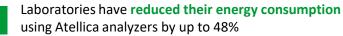


Atellica CI Analyzer









1 Atellica Solution Sustainability Report (Nov. 2023 - DX046225) | 2 FlexLab™ X is manufactured by Inpeco and distributed by Siemens Healthcare Diagnostics Inc. FlexLab is a trademark of Inpeco SA. | 3 Outside the U.S.A. | 4 Magnetic track carrier speeds vs. belt driven track carriers. | 5 AIA = Atellica Integrated Automation



200+ Atellica assays across 20 disease states with >125 assays under a 10-minute turnaround time<sup>3</sup>

Atellica Solutions
with 300+
configurations,
powered by internal
Atellica Magline, runs
5x faster than
competitive systems<sup>4</sup>

65% of samples run on Atellica Solution with AIA<sup>5</sup> have a faster turnaround time than competitor systems Total Lab Automation connects 30+ disciplines and delivers highest throughput with 15,525 tubes/hour

Al-driven sample processing optimization and intelligent sample routing

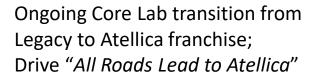
Remote servicing and monitoring transforms machine data into actionable insights

# **Ongoing Focus**

# Healthineers :

# Shaping the portfolio to deliver growth

Portfolio Simplification





Platform **Evolution** 



Leading the way with platform evolutions across
Core Lab, Specialty Lab, and POC



End-to-End Workflow



Creating differentiation through patient-centric sampling, configurable automation, and end-to-end informatics



**Clinical Innovations** 



Expand upon current 800+ test menu; 100+ assays in development with 30+ planned launches in 2026 Drugs of Abuse Liver Fibrosis

Cardiovascular HIV Metabolic Syndrome

Kidney Disease Allergy Hepatitis Reproductive Endocrinology

Thyroid Function Inflammation Sepsis Diabetes

# **Core Lab Solutions**



Atellica franchise momentum to continue, accelerating DX growth and margin profile

Atellica growth driven by expanding and more productive installed base with higher reagent utilization

+40%

Increase in Atellica franchise installed base, FY25 vs FY23

>90%

Of Atellica CI Analyzer orders part of Atellica Solution contracts

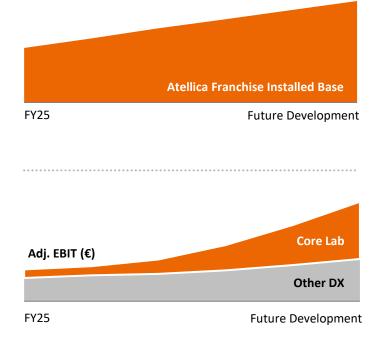
**2X** 

Higher average Atellica Immunoassay revenue per box vs legacy ADVIA Centaur Ongoing Legacy to Atellica conversions supporting attractive margin outlook for Core Lab and DX



# **Long-term outlook**

Core Lab as main contributor to future overall DX adj. EBIT performance, supported by Atellica franchise menu launches and method penetration, installed base expansion and removal of legacy platforms



Clinical differentiation through novel assays, pharma partnerships and new assay launches providing greater depth and breadth of disease state panels

# **Specialty Lab Solutions**



Leader in clinical diagnostics, driving growth through innovation and commercial excellence

# Platforms launches and clinical innovations



Atellica HEMA portfolio launch



New growth vectors and strengthening leading positions





Leading portfolio of hemostasis reagents and new platforms

**Expands reach in €2.5 billion global hemostasis market segment** via
both direct and OEM channels



menu with nine new allergens (peanuts, house dust mites, wheat)

Expands reach in €700 million global allergy market segment, with launches closing IMMULITE allergy gap and fulfilling 98% of most ordered allergen tests



# **Long-term outlook**

Accelerate strong profit profile for Specialty Lab Solutions

Specialty Lab Adj. EBIT Margin (%)

Total DX Adj. EBIT Margin (%)

FY25

Future Development

Specialty Lab performance supported by top line growth in leading, highmargin reagent portfolios across hemostasis, plasma protein, & drug monitoring, and expansion into new growth segments

### **Point-of-Care**



# Expanding strong position in growing segments via differentiated portfolio renewal

Product launches build on a large installed base



Atellica LumilQ urinalysis launch powered by market-leading Multistix urine strips



Atellica DCA diabetes care launch offers a scalable solution with an enhanced testing experience



Atellica Connect launch provides informatics insights



Ugrade existing customers and drive share gains



Strengthens leading position in €700 million global primary care segment

The most extensive open connectivity available in the market, with >240 device interfaces from>70 manufacturers



# **Long-term outlook**

Point-of-Care revenue growth and profit profile supported by portfolio renewals and focused commercial execution in leading countries

Build upon being the only company with handheld and benchtop blood gas solutions in €2 billion segment



epoc handheld blood gas business more than doubled in revenue size since being acquired in 2017

### **Clinical Innovations**



# Making a difference in testing for nearly every organ and disease

#### **Core Lab Solutions**





#### **Specialty Lab Solutions**



#### 250 million

people living with MASH today and expected to double within the next decade<sup>1</sup>

Atellica IM Enhanced Liver Fibrosis (ELF):

**Recommended in major guidelines** and proven effective prognostically and diagnostically.

#### **Every 5 minutes**

someone is diagnosed with Multiple Sclerosis<sup>2</sup>

Atellica IM Neurofilament Light Chain (NfL) Assay: First and only blood-based biomarker for Multiple Sclerosis and an alternative to a spinal tap.

#### 20-30%

of the global population affected by an allergy<sup>3</sup>

IMMULITE 3gAllergy Menu:

Nine new allergens (peanuts, house dust mites, wheat), bringing total allergen count to more than 500







#### **Every 40 seconds**

an American will have a heart attack (MI)<sup>4</sup>

Atellica IM High-Sensitivity Troponin I Assay: First and only troponin assay in the U.S. for predicting risk of future cardiac events.

#### 10 million

new dementia cases every year

Atellica IM p-tau217 and BD-tau Assay<sup>5</sup>:

Simple blood tests to complement the cognitive and neurological tests used to evaluate dementia today.

#### >1.1 million

hemophilia patients worldwide<sup>6</sup>

**INNOVANCE** Antithrombin Assay:

Only U.S. FDA-cleared companion diagnostic for Qfitlia™, the Sanofi hemophilia therapy to prevent bleeding in people with hemophilia A or B.

Note: Product availability varies by country

# **Diagnostics**



# Crystalizing full potential of growth and profitability



Comp. revenue growth

Flat development

Adj. EBIT margin

Minor margin expansion

Adj. EBITDA¹ margin

Minor margin expansion

Comp. revenue growth

Improving towards mid single-digits

Adj. EBIT margin

Margin expansion towards mid-teens

Adj. EBITDA¹ margin

Margin expansion into twenties

**Trajectory until 2030** 

FY26 segment assumption





**Capital Markets Day 2025** 

# **Elevating** Health Globally

André Hartung, Imaging

London, November 17, 2025

# Siemens Healthineers is the global leader in Imaging



#### Most innovative portfolio, unmatched in breadth & depth







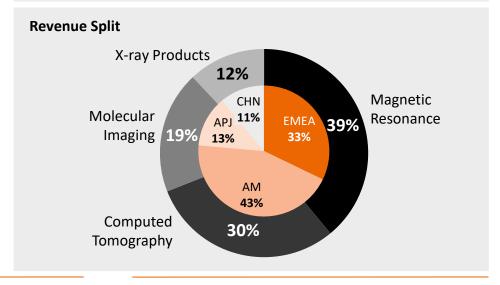


# 1 Healthcare AI



#### **Key Financials 2025**<sup>3</sup>

Revenue Adj. EBIT Adj. EBIT margin⁴ **€12.1bn €2.8bn 23.2%** 





Market share<sup>1</sup> 38%

IPO 2018: 31%



Revenue >7% CAGR

since IPO 2018<sup>2</sup>

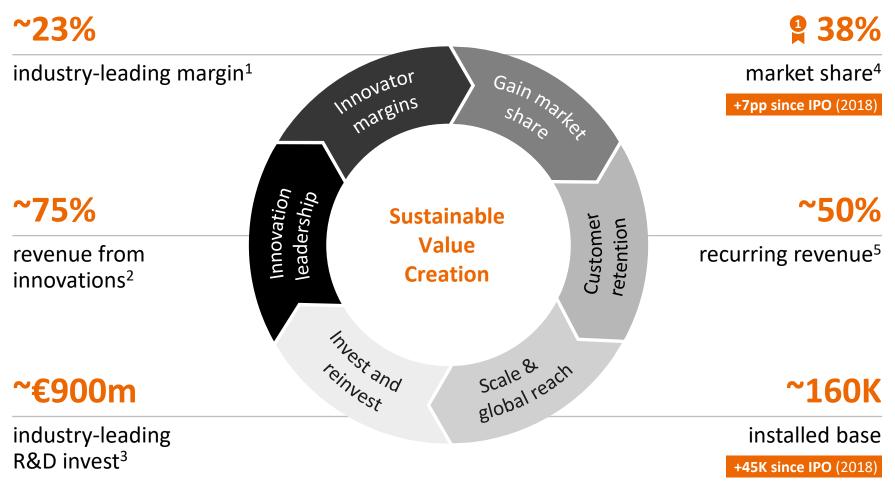


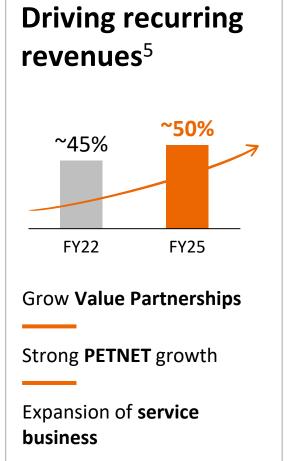
Margin +30 bps p.a.

ø since IPO 2018<sup>5</sup>

# Sustainable growth through innovation leadership driving recurring revenues







# Imaging on the rise: Strong growth fueled by increasing demand and growing clinical value



#### **Ever growing need**





People aged **>60 double** by 2050, fueling **chronic disease** diagnosis and treatment<sup>1</sup>



>65% of low-income countries with poor access to imaging<sup>2</sup>

Improving access

#### **Ever growing clinical value**





Theranostics: global patient volume grows ~20% p.a.<sup>3</sup>



Global cost of **dementia care** increases to **USD 2.8T** by 2030 (vs. USD 1.3T in 2019)<sup>4</sup>

#### Driving clinical excellence

#### Rising demand for efficiency



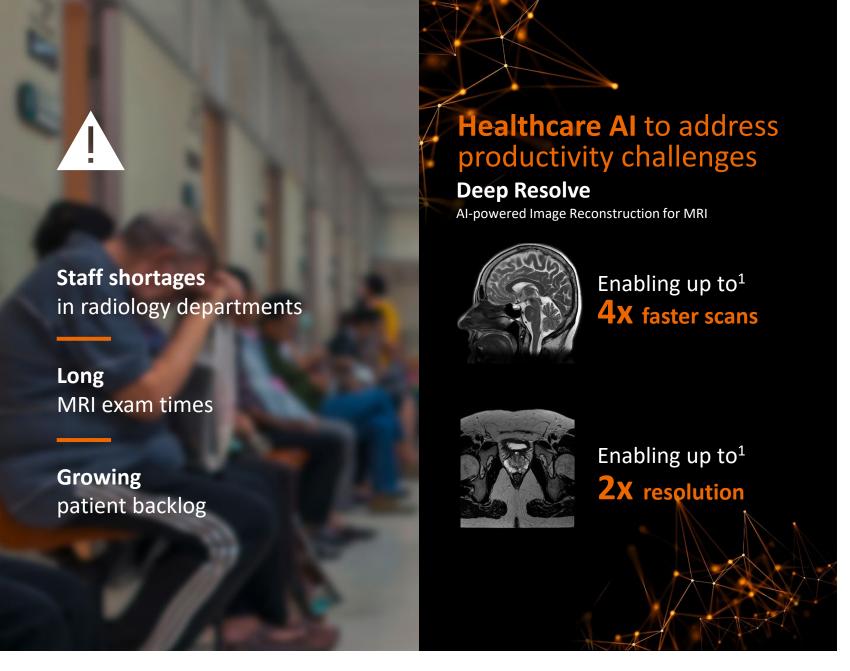


**67%** of U.S. radiology departments report staffing challenges<sup>5</sup>



**40%** of technologists in the U.S. report symptoms of **burnout**<sup>6</sup>

#### Increasing efficiency







**Patients waiting** time<sup>2</sup> (weeks)

2-3 to <1

Eisenhower Imaging Center, US



Total patients<sup>2</sup>

+40%

Atrium Health, US



Patient backlog<sup>3</sup>

almost

2,200 to 0

Karolinska University Hospital, SE



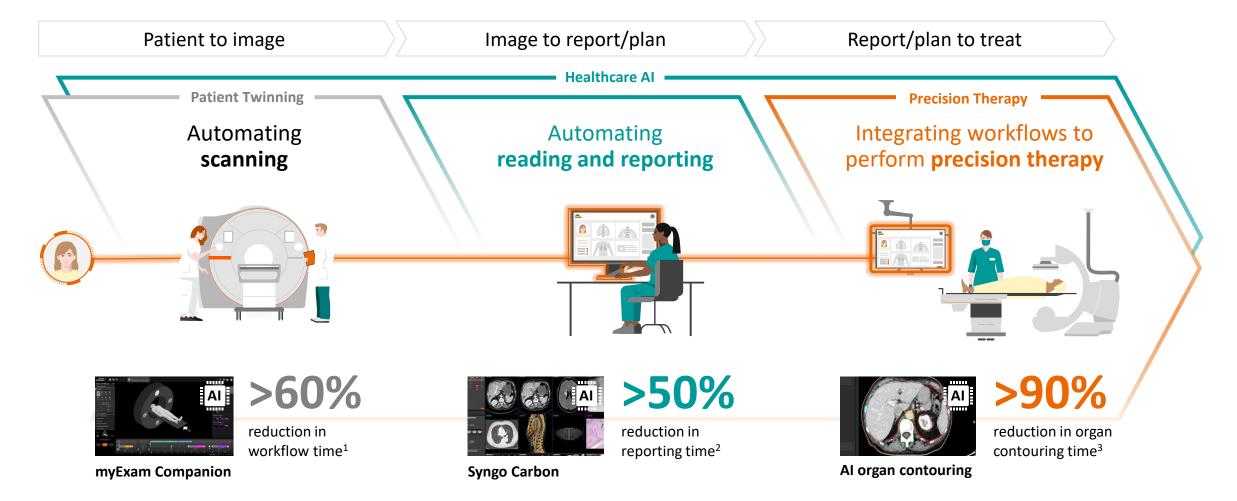
#### **Patient Touchpoints**

with Deep Resolve globally last year<sup>4</sup>

>16M

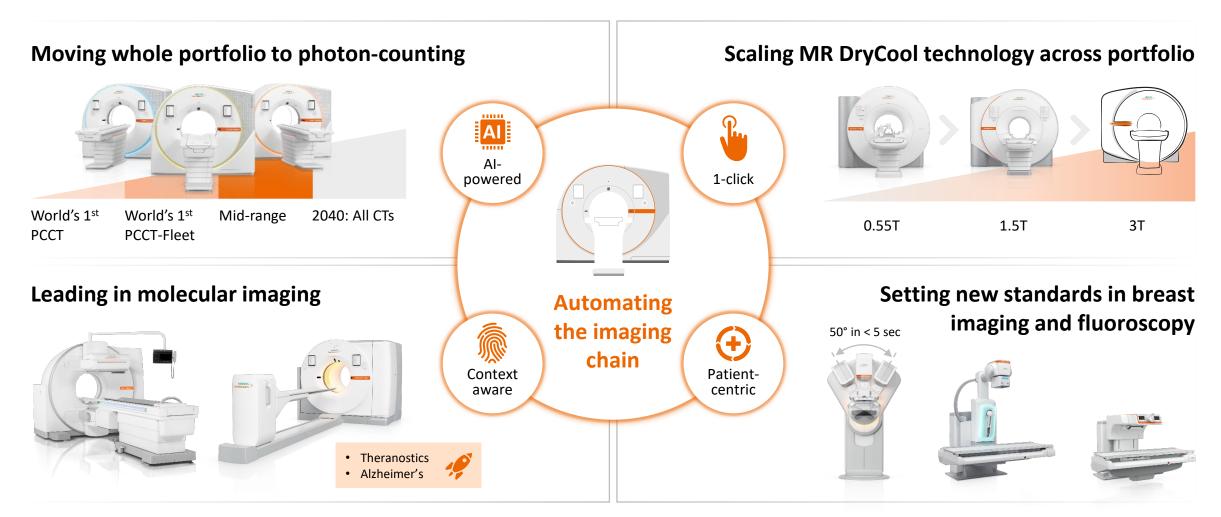
# We address the productivity challenges in healthcare by automating the entire smart imaging value chain





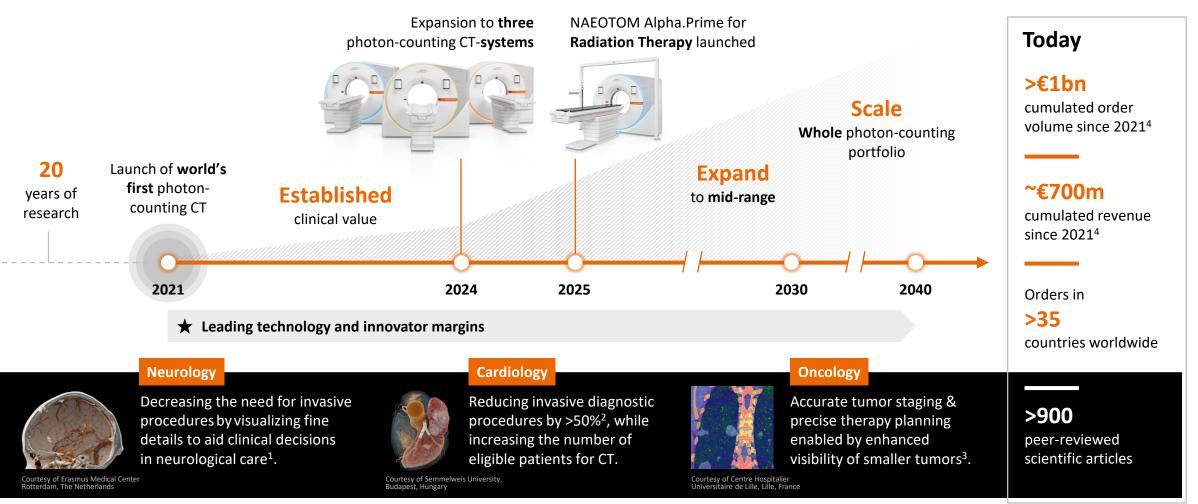
# We lead breakthrough innovations, and shape the future of the automated imaging chain





# We are years ahead, leading the multi-billion market trend of CT photon-counting





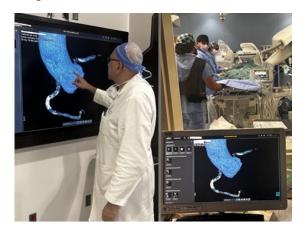
<sup>1</sup> De Beukelaer, F. et al. (2025), Eur Radiol Exp 9, 10; Maurer, C.J. et al. (2025), Sci Rep 15; De Beukelaer, F. et al. (2025), Clin Neuroradiol. 35(4) |
2 Williams, M. et al. (2023), Radiology, Vol. 307, No. 5 | 3 Inoue, A. et al. (2023), Journal of Computer Assisted Tomography 47(2); Simard. M. et al. (2019), Phys. Med. Biol. 64; Khanungwanitkul, K. et al. (2024), Radiology, Vol. 312, No. 2 | 4 Equipment only, excluding service

# We integrate workflows from diagnosis to treatment – for faster, simplified procedures and better outcomes



#### Cardiovascular

CT-guided PCI<sup>1</sup> @Houston Methodist



# Seamless integration of CT insights – boosting cath lab workflows



Increase procedure efficiency up to 27%<sup>2</sup>

#### **Stroke**

Stroke treatment @Vall d'Hebron



Hybrid CT & Angio-suite

faster stroke care



30 min less time to treatment, 20% more patients w/o disability



Holistic NDD care under one roof – from diagnosis to treatment

Next-gen NDD care – tailored set-up

integrating MRI, PET & radio-tracers

### Neurodegenerative

NDD<sup>3</sup> care @Link Neuroscience



#### Cancer

Cancer care @Alberta



8-year value partnership

democratizing cancer care

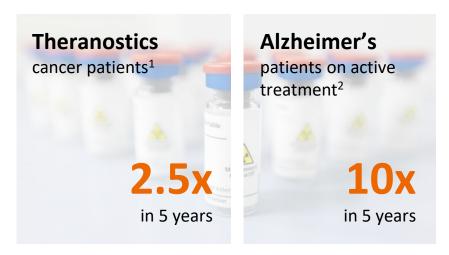


Target: 50% wait time reduction for cancer care<sup>4</sup>

# Strong long-term growth prospects via Theranostics and Alzheimer's



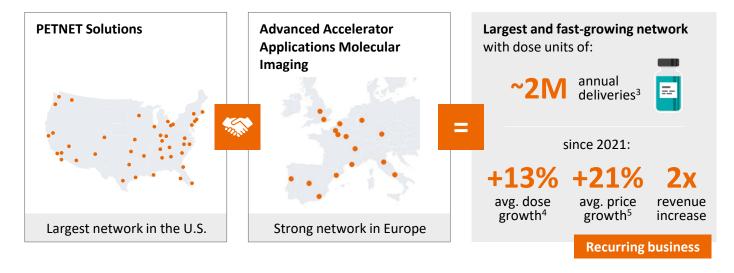
#### The market shows significant growth ...



#### Strong market growth fueled by:

- Innovative radiodiagnostic tracers for cancer and Alzheimer's disease
- Government-backed initiatives to increase access to molecular imaging & theranostics
- Growing installed base & procedures in PET and SPECT

### ... and we continue to strengthen our leading position



- We are the partner of choice for pharma ( $\sim$ 20 companies)
- We profit from **novel tracers** and ongoing **equipment growth**
- We are committed to invest in and expand our global network

### **Imaging**

# SIEMENS ... Healthineers ...

### Continuing strong growth and leading margins



Comp. revenue growth

Mid single-digit

Adj. EBIT margin

Minor margin decline

Comp. revenue growth

Mid to high single-digit (p.a.)

Adj. EBIT margin

Margin expansion from scale (p.a.)

Mid-term trajectory beyond 2026 until 2030

FY26 segment assumption

## **Elevating Health Globally**





Capital Markets Day 2025

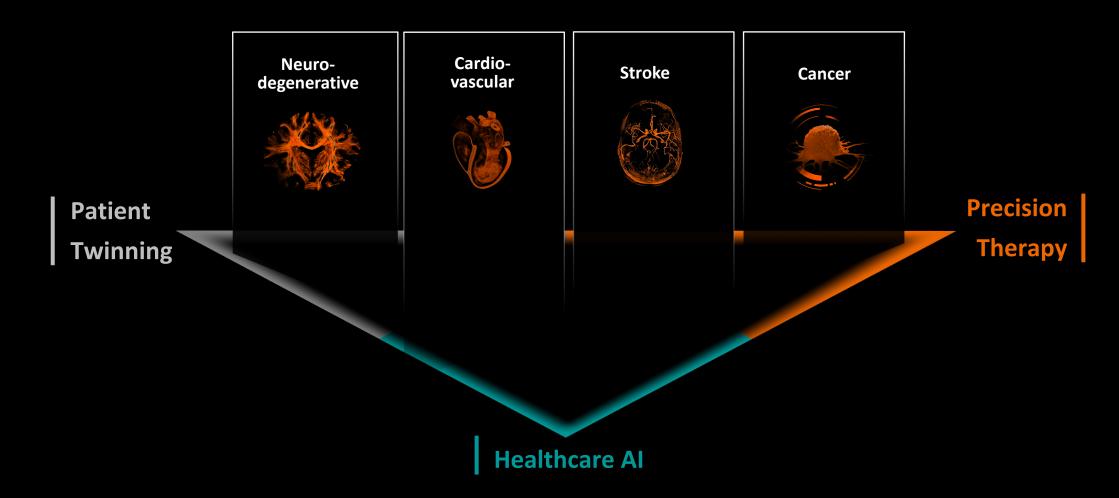
# **Elevating Health Globally**

Arthur Kaindl & Carsten Bertram, Precision Therapy London, November 17, 2025

# **Elevating Health Globally**



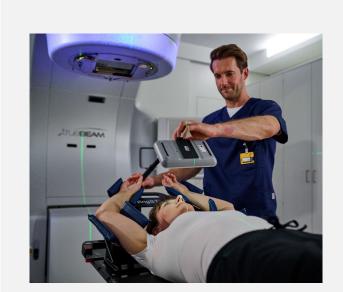
we have uniquely positioned ourselves to tackle the most threatening diseases



### Siemens Healthineers is a global leader in Precision Therapy



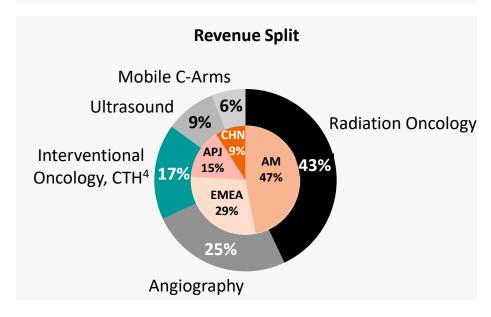
### Fighting the biggest NCDs: cardiovascular, stroke, cancer







Revenue: Adj. EBIT: Adj. EBIT margin³: €6.8bn €1.0bn 14.8%





Market share<sup>1</sup> radiation therapy >60% (2020: >50%)



Market share<sup>1</sup>
Angiography & mobile C-arms
32% (2018: 32%)



### **Recurring Revenue of ~55%**

Software, Services Long-term contracts

Devices





Varian

**Elevating Health Globally** 

Arthur Kaindl, Precision Therapy (Varian)

London, November 17, 2025

# We are at the forefront of driving toward a world without fear of cancer



50-70%

of all cancer patients need radiation therapy from curative to palliative care

Cancer cases and deaths expected to increase significantly from 2025-2030

2025 > 2030

22M+ new cases
10M+ deaths

**24M+** new cases – ~10% increase

**12M+** deaths – 20% increase<sup>1</sup>



# We further strengthened our position as the market leader in cancer care since 2021













>23M

patient touchpoints

>1.2

Equipment book to bill<sup>1</sup>

~9%

Revenue CAGR1

>10K

Installed linear accelerators globally

>5K

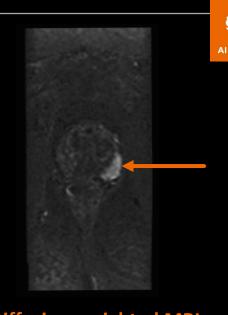
ARIA installations globally

# We are transforming cancer care by leveraging imaging breakthroughs for more accurate treatment planning



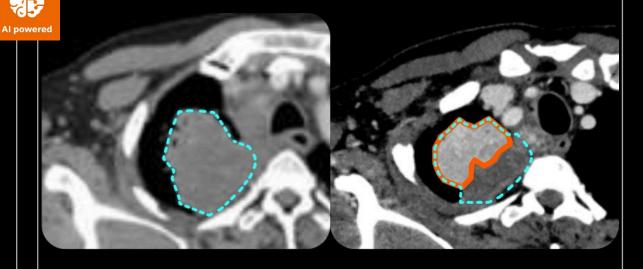


Anatomical MRI to delineate the prostate



**Diffusion-weighted MRI** to identify dominant lesion

MR-based treatment planning offers improved soft tissue contrast to personalize treatment



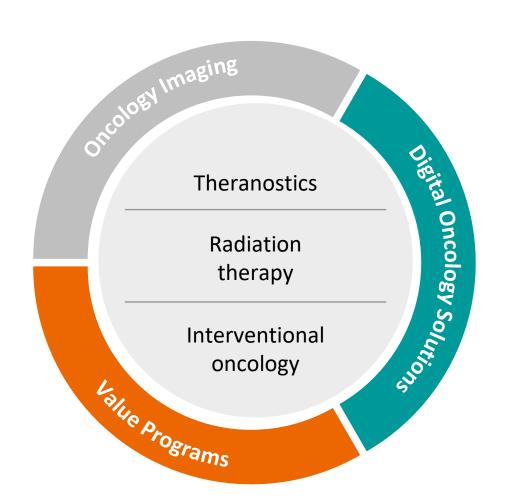
Conventional CT
only identifies a large mass in
the lung

Photon-counting CT differentiates tumor from impaired non-cancer tissue

Photon-counting CT provides unprecedented clarity to guide confident treatment decisions

# We are building on our strength and expanding our portfolio to drive revenue growth





- **Procedure volumes** 
  - increase and expand access to care
- **Healthcare Al**
- innovations boost efficiency
- **Value Programs** 
  - transform cancer care and advance clinical excellence

# We are launching technological innovations and clinical breakthroughs in Radiation Therapy to accelerate growth



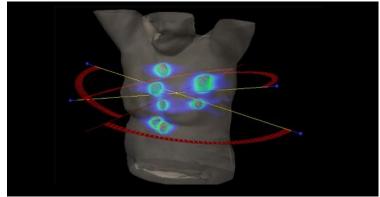
#### **Technological innovation**



**Next-Generation** Linear Accelerators enable faster, more precise treatment with improved dose sparing

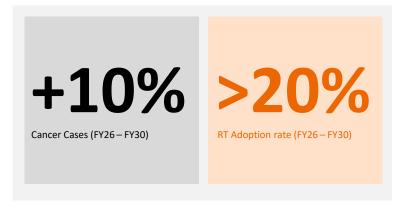
- **60 seconds** imaging-through-treatment for prostate and breast
- Increased overall efficiency

#### **Clinical breakthroughs**



- Oligo-metastatic treatments complementing systemic therapy
- **Expanding** radiation therapy into **non**cancerous diseases (Osteoarthritis, Ventricular Tachycardia )
- Total cost of ownership optimization **democratizes** radiation therapy

#### Growth



- Growing adoption of radiation therapy is driving **higher demand** for linear accelerators
- Expansion into **new clinical indications** further accelerates this demand

# We are launching technological innovations and clinical breakthroughs in Interventional Oncology to accelerate growth

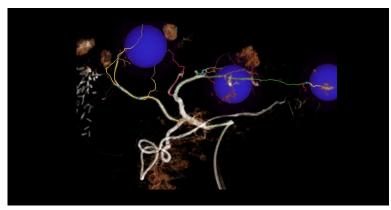


#### **Technological innovation**



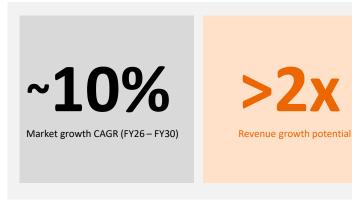
- 3D imaging during the procedure to confirm tumor coverage and endpoint
- Automates vessel detection in real time to enable complete, targeted embolization
- Overlay pre-procedural CT/MRI with live angiography for precise catheter navigation and delivery

#### **Clinical Breakthroughs**



- Next-Generation embolics integrates real time imaging with precision therapy
- Automated treatment guidance delivers precise, intra-procedural targeting of tumor vessels, protects healthy tissue, and signals when the endpoint is reached

#### Growth



- A highly dynamic market with strong **demand** for Interventional Oncology procedures
- Capture market share by offering an integrated solution spanning imaging, therapy-planning software, and devices

# We are shaping the future of Healthcare AI to boost efficiency and improve patient outcomes







### Integration of CT simulation into ARIA CORE

Treatment-based automation enabling digitalization and paperless workflow

Gen Al



### **ARIA Smart Scheduling**

Digital twin for improved patient management and equipment utilization

**Agentic Al** 



### **Next-Generation Smart Autonomous Linacs**

Precise personalized therapy delivery

### **Future growth drivers**



- **Combining Automation AI, Foundation Models and** Agentic AI to drive workflow improvements, enable standardization of care and address staff shortages
- Leveraging huge installed base to drive AI innovation across more than 5,000 ARIA installations, 10,000 Linacs and 3,000 simulation CT/MRIs
  - **Driving high-margin expansion** and upgrade business of installed base through continuous AI innovations

# We are transforming cancer care through long-term Value Programs with profitable and recurring revenue streams



#### **Alberta Health and Cancer Care** Alberta Canada



#### **Ballad Health** USA



#### Ministry of Health Zambia Zambia



**Order backlog cancer** care Value Programs

€550m

Serving a population of 5M cutting wait times by 50% and reducing ER visits

€90m

Delivering clinical excellence to provide high-quality cancer care across multi-state rural network €30m

Serving a population of 21M bringing radiation therapy to Zambia for first time

>€1.5bn in total

# We are driving greater operational excellence and sustainable margin improvements across the organization











Innovative product introductions

Expansion of scalable digital and AI solutions

Collaboration with global technology centers

Focus on high-margin portfolio



Innovator premium to drive margin growth

Scalability and cost efficiency



Accelerate innovation and cost efficiency

Increase attachment rates to strengthen profitability

### **Precision Therapy**



### Accelerating growth and consistently expanding margins beyond 2026



Comp. revenue growth

Mid to high single-digit

Adj. EBIT margin

Minor margin decline

Comp. revenue growth

High single-digit (p.a.)

Adj. EBIT margin

Margin expansion by ~100bps (avg. p.a.)

Mid-term trajectory beyond 2026 until 2030

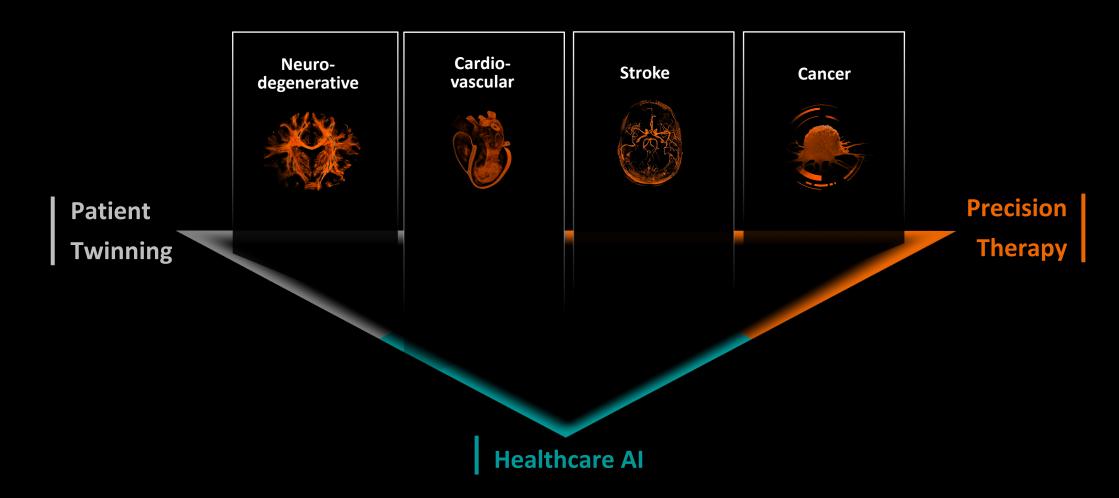
FY26 segment assumption

**Elevating Health Globally** 

# **Elevating Health Globally**



we have uniquely positioned ourselves to tackle the most threatening diseases







Capital Markets Day 2025

# **Elevating Health Globally**

Carsten Bertram, Precision Therapy (Advanced Therapies)
London, November 17, 2025

# Advanced Therapies: Building on a strong foundation and entering a new era of image guided procedures



14.3m

Patient touchpoints in FY25 (+7% vs FY24)

>1.1

Equipment book-to-bill (FY22 - FY25)

**5.7%** 

Revenue CAGR (FY22 - FY25)

>50k

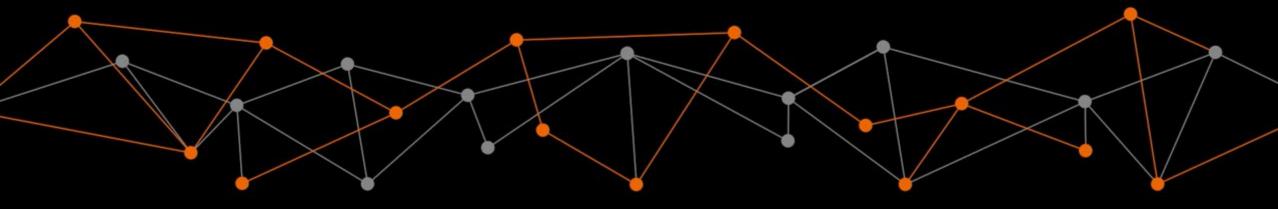
Installed systems globally

~32%

Market share<sup>1</sup>







# We transform minimally-invasive, image guided procedures

**Advanced Therapies** 

# Our image guidance offerings address the most threatening diseases – transforming fast-growing procedures that treat them

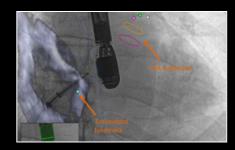


in respective disease area

elected minimally invasiv high-growth procedures



### Cardiovascular 59 million patients with increased embolism risk1



12% growth in left atrial appendage closure<sup>2</sup>



**Stroke** 12 million patients

will have a stroke<sup>3</sup>



11% growth in mechanical thrombectomy<sup>4</sup>



Cancer 2 million patients

diagnosed with liver cancer<sup>5</sup>



8% growth

in liver cancer embolization<sup>2</sup>

# We grow with the number of procedures and by expanding our role in procedures



# **Expanding our role in procedures**



procedures



Providing outstanding image & procedure guidance



Creating smart procedure-specific offerings

# Number of procedures growing fast

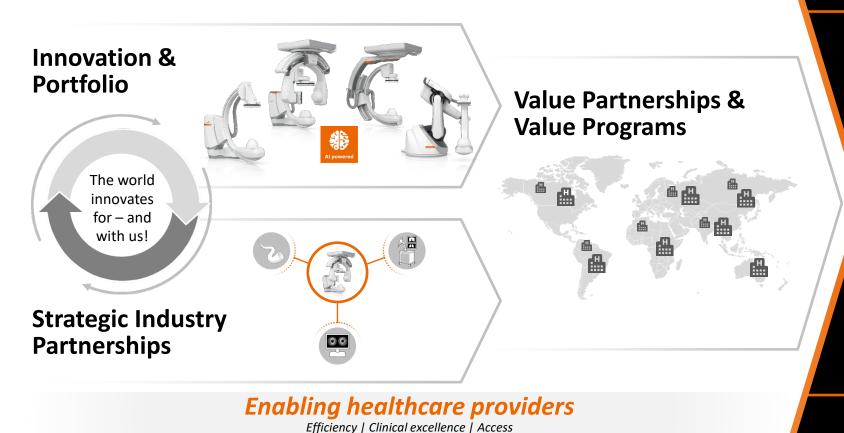
Shift from open to minimally-invasive procedures

Addressing previously untreatable conditions

# Accelerating growth and expanding margins – focusing on innovations and partnerships



Our strategic levers that drive growth and margin expansion



### **Accelerating growth**

 Gaining market share in growing markets

- Moving into new & adjacent procedures

### **Expanding margins**

- Capturing scale effects with one unified product platform
- Securing procedural revenue at higher margins



# Gaining market share and expanding margins with an all-new portfolio





### All-new portfolio ...

Addressing all minimally invasive procedures – Innovations covering high-end to value segment – Coming in 2026



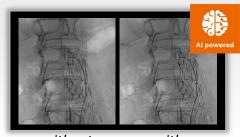
One unified product platform



Al-powered & procedure focused

Seamless integration with device & robotics companies

### ... with AI-powered image quality for all clinical fields

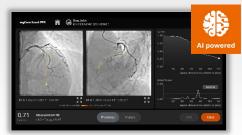


without with OPTIQ AI OPTIQ AI

# Higher precision & procedural efficiency due to better visibility of fast-moving coronary vessels & devices

Lower radiation dose continuously optimizing all parameters during the procedure

### ... and smart procedure specific innovations



Automated evaluation of coronaries (example)

#### Informed treatment decision making with automated analysis of coronaries – powered by AI

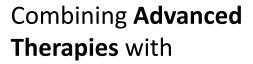
#### Optimizing workflow per procedure with lesion selection, device sizing, and stent placement – powered by AI

Bringing AI and procedure focused innovations to all clinical fields

# We create comprehensive clinical solutions – tightly integrating and leveraging the strength of Siemens Healthineers portfolio

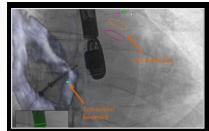




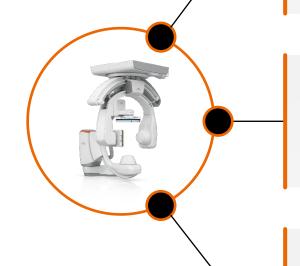


# **Ultrasound for Cardiovascular** *Enabling more precise cardiac interventions*



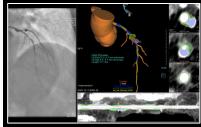


Fusion of
structures and live
images from
ultrasound with
live X-ray imaging
in the cath lab



Imaging for Cardiovascular and Stroke
Seamlessly connecting diagnosis with therapy



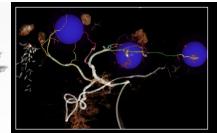


Pre-procedural photon-counting CT & plaque analysis integrated in the cath lab

#### **Varian for Cancer**

For precise guidance in Interventional Oncology





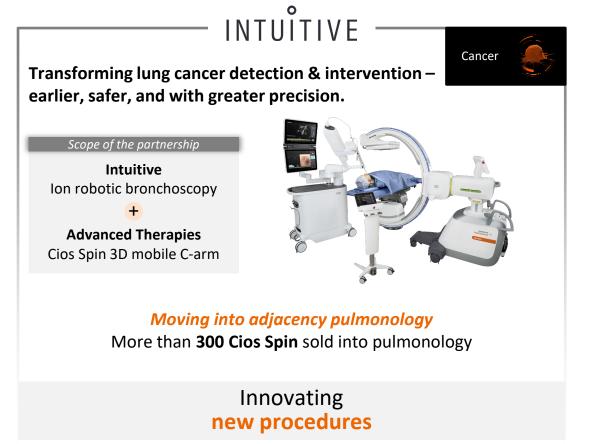
Guidance path visualized with live X-ray imaging for liver cancer embolization

# We unlock joint opportunities and capture more procedural revenue, partnering with leading device & robotics companies





Partnership examples





# We enable better outcomes for Healthcare providers with comprehensive partnerships & programs





NEW







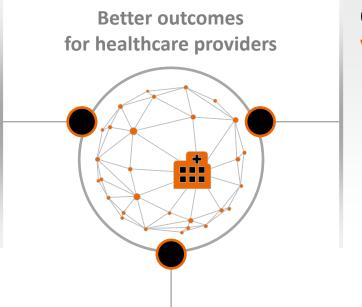








Number of Value Partnerships for Advanced
Therapies grew from >30 in FY20 to >90 in FY25



### Offering

### **Value Programs**



Build-up of **Comprehensive Stroke Networks** and improving access to care



Plan, equip and scale-up of **Heart Centers, Outpatient Clinics, and ASCs**<sup>1</sup>

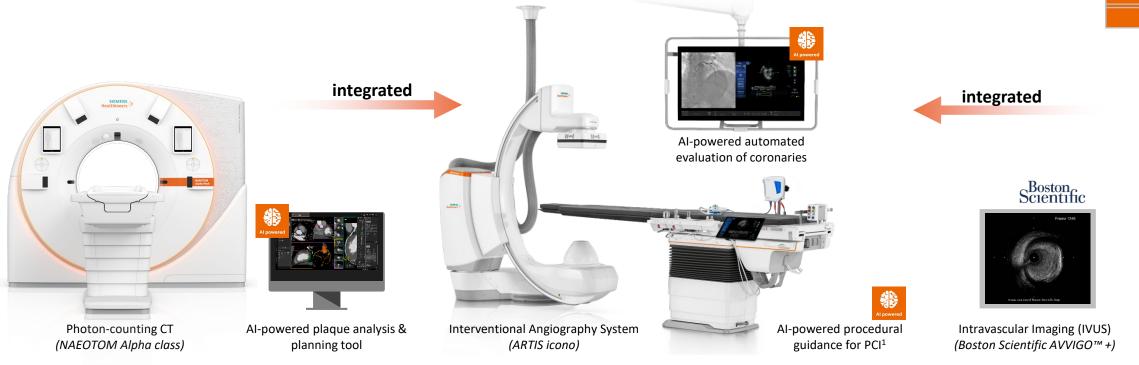
NEW

Extending strategic industry partnerships with leading device and robotics companies

### Bringing it all together - creating value in Cardiovascular Care







Providing pre-procedural plaque composition and burden insights into the cath lab ...

... guiding precise lesion selection, device sizing, and stent placement during CT guided PCI<sup>1</sup> ...

... with IVUS improving lesion assessment & treatment planning

Improving clinical outcomes and create value for our customers and patients

### **Precision Therapy**



### Accelerating growth and consistently expanding margins beyond 2026



Comp. revenue growth

Mid to high single-digit

Adj. EBIT margin

Minor margin decline

Comp. revenue growth

High single-digit (p.a.)

Adj. EBIT margin

Margin expansion by ~100bps (avg. p.a.)

Mid-term trajectory beyond 2026 until 2030

FY26 segment assumption

**Elevating Health Globally** 





**Capital Markets Day 2025** 

# **Elevating** Health Globally

Dorin Comaniciu, Healthcare Al

London, November 17, 2025

# **Globally pioneering Healthcare Al**





# Global Leader in Al-enabled Medical Devices

Over 100 Al-powered medical devices approved in the U.S. and hundreds more worldwide



# Innovation Leader in AI for Medical Imaging

Leading global position in Al-related intellectual property, with more than 1,300 patent families in medical imaging

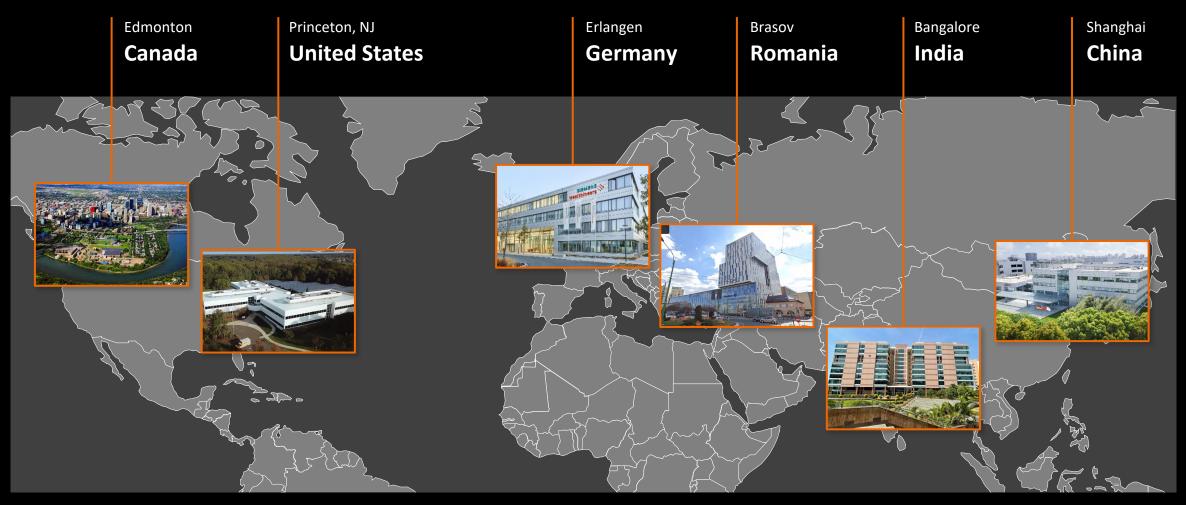


### **Recognized AI Leadership**

Elected memberships in the U.S. National Academies of Medicine and Engineering

# **Diverse global footprint with Healthcare AI centers**

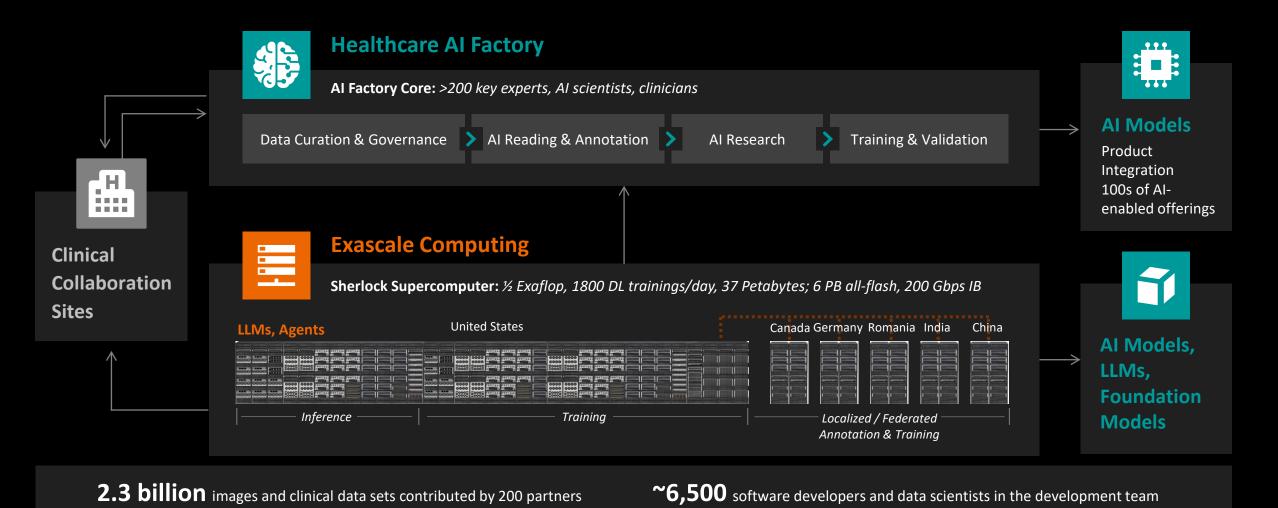




# **Global Healthcare AI Factory**



# Training and Inference at Scale

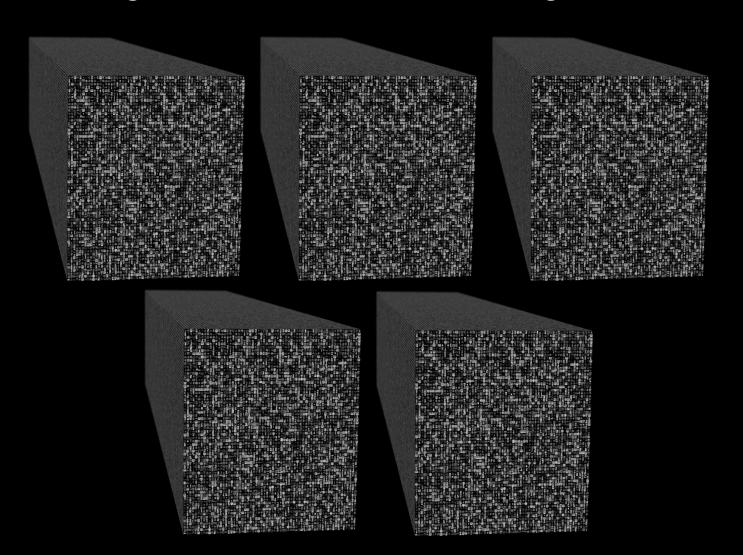


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# **Foundational Medical Imaging Model**

Learning from 500,000,000 medical images





At 10 seconds per image, you'd need

150 years

to see them all

# **Enabling fast and robust downstream development**



# with multimodal, modality and anatomy-specific foundational models

#### Neurodegenerative



3D MP-MRI 3m Head MR images

Landmarking, detection & volumetry with flexible MR protocols, including white matter lesions, structural changes, ischemic disease



**MRI** 

3m Head MR images

Volumetry, disease detection, classification including structural anatomy and NDDrelevant lesions

#### Cardiovascular



MRI

36m Cardiac images

Quantification, disease classification, landmarks



CT

67m Cardiac images

Vessel wall, lumen, stenosis, calcified / non-calcified plaque, disease detection / classification



X-Ray/Angio

16m Cathlab images

Device tracking, segmentation, disease detection, classification, landmarks, anatomy tracking



US

37.4m Echo images

Landmarks, view identification, disease detection, quantification and classification

#### Stroke



CT

1.3m NCCT images

Quantification, disease detection and classification, hemorrhage, multiple findings, anatomical variants



3D CTA

1m CTA images

Detection, classification, vessel tracing, vessel tree, large vessel occlusion

#### Cancer



Universal 2D (CT, US, MRI, X-Ray)

500m images

Medical image classification, segmentation, detection, quantification



CT

88m Chest CT images

Pathology detection, quantification and classification, multiple findings



X-Ray

1.3m Chest X-Ray images

Pathology detection, quantification and classification



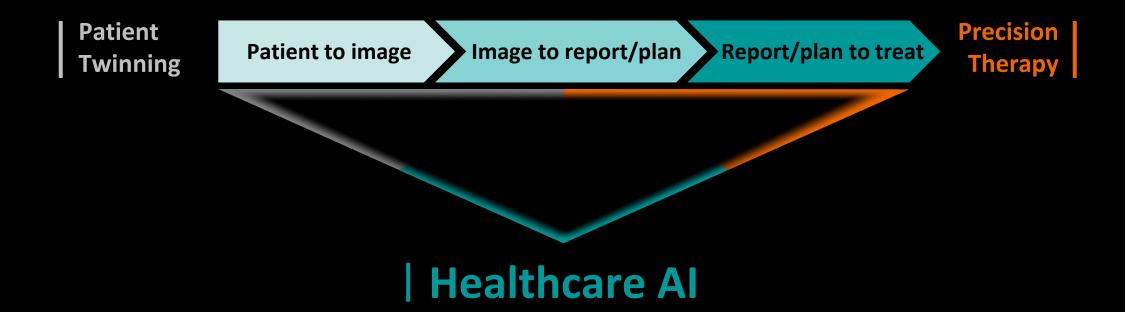
CT

25m Whole body CT images

Contouring, pathology detection, quantification and classification

# **Healthcare AI is a key enabler**





# **Elevating Healthcare AI to the next level**



Integrated technology across the system

**Patient to image** 

From exam companions to autonomous imaging

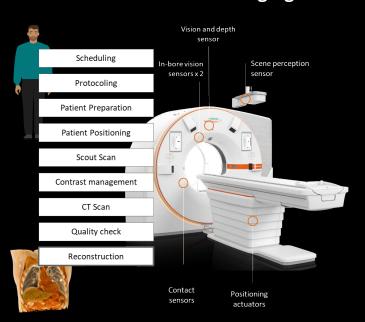
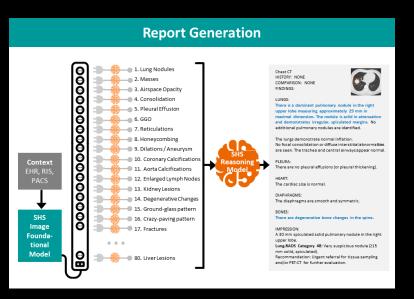


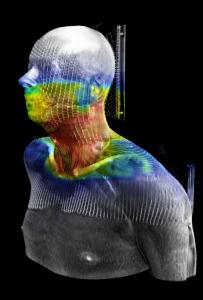
Image to report/plan

From radiology findings to radiology report



Report/plan to treat

From auto-contouring to instant RT planning



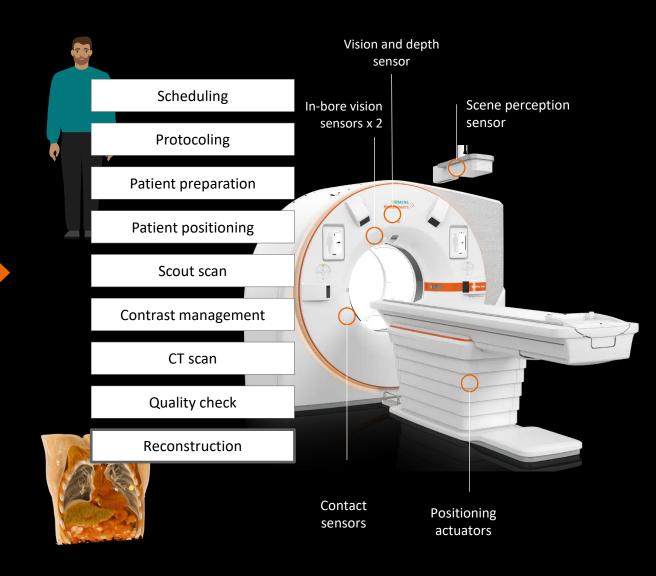


## From exam companions to autonomous imaging



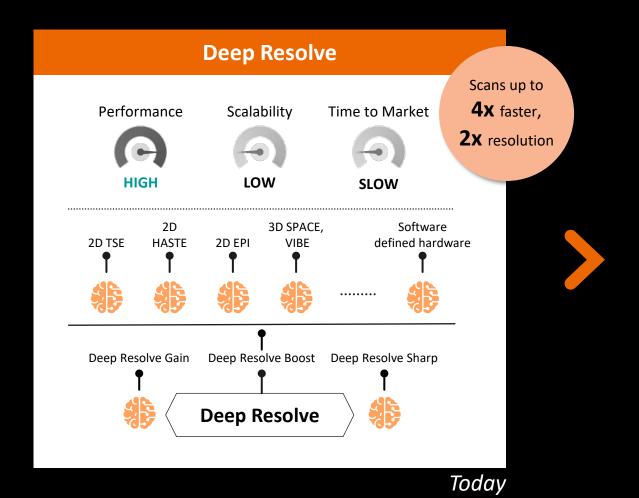
# > 30 million

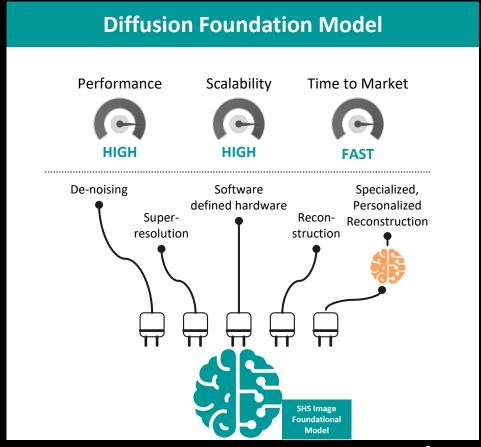
CT scans each year run with the FAST 3D camera, speeds exams by up to 30% by removing the need for a topogram.





# From Deep Resolve to scalable diffusion



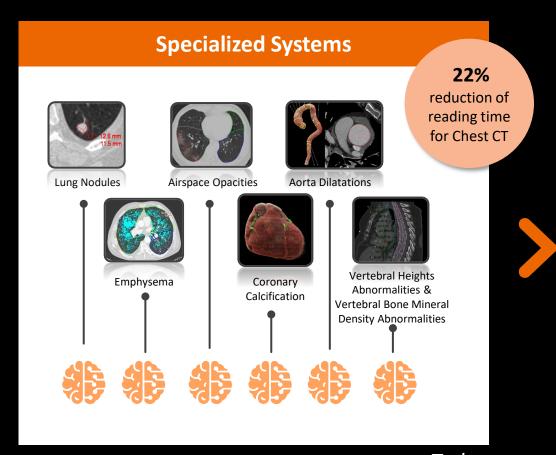


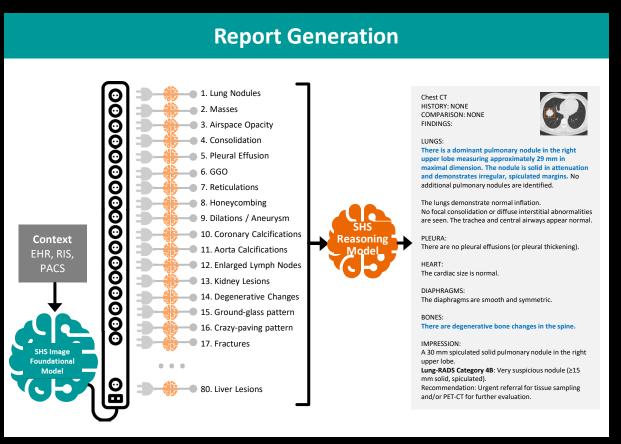
Near future

#### SIEMENS Healthineers

# Image to report/plan

From radiology findings to report: Example lung cancer screening





Today

Near future

# Report/plan to treat



## From auto-contouring to instant radiation therapy planning

#### **Precise OAR Contouring**

- Higher spatial resolution, less interobserver variability
- Robust with respect to metal artifacts

#### **Accurate GTV Contouring**

- Perfusion enhancement
- Better response assessment



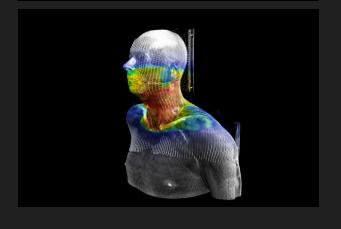


#### **Instant** Dose Map Creation

- Reduction of number of hand offs
- Faster time to treatment

#### **Instant** Dose Adjustment

- Dose trade offs and personalization
- Fast dose optimization and computation



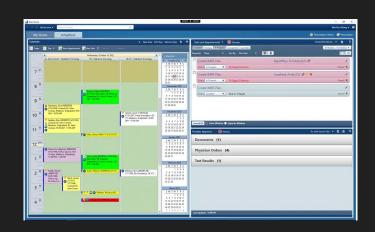
# **Al-orchestrated workflows**



# From local optimization to operational twin for health system

We build agents that learn to play strategy to achieve user-specified KPIs under dynamic conditions

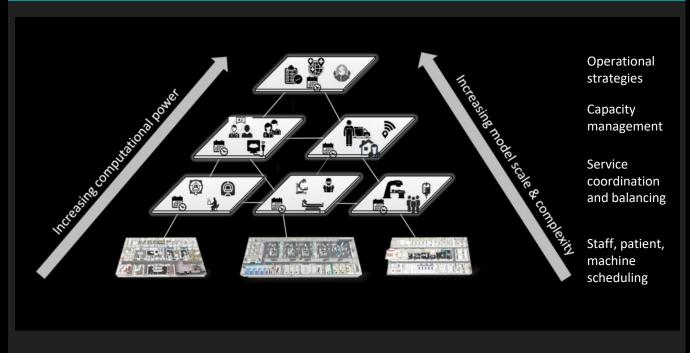
### **ARIA CORE Smart Scheduling**



- Reduce patient wait time
- Increase utilization of shared resources



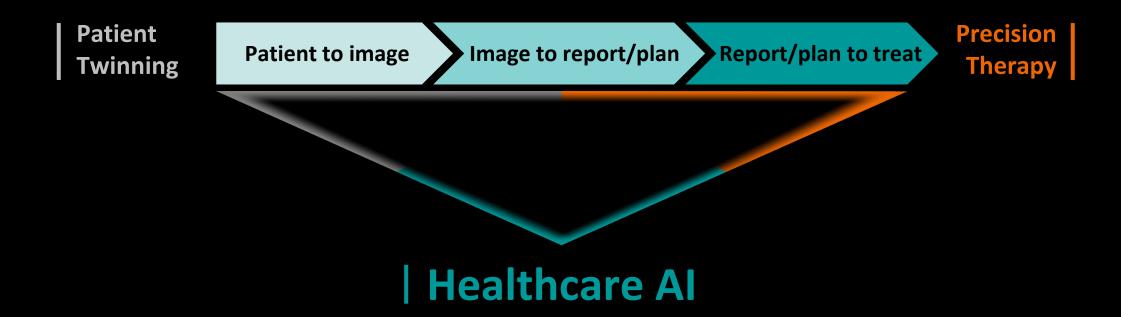
#### **Operational Twin**



Increase in computational power handles system's complexity

# **Healthcare AI is a key enabler**





# **Elevating Health Globally**



- **Market and innovation leadership** with Healthcare AI as accelerator
- **Accelerating clinical impact** focusing on NCDs
- **Driving customer impact** to the next level
- Strong mid-term sales growth of 6-9% from synergistic core
- **Double digit group earnings growth** and robust free cash flows
- **Diagnostics next step**: own strategy, own setup





# SIEMENS ... Healthineers ...

# **Appendix**



# Restatement: Segment 'Precision Therapy', true Imaging performance



Restated figures comparable to new structure (effective as of Oct 1st, 2025)

in €m	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	FY2024	FY2025
Imaging										
Total adjusted revenue <sup>1</sup>	2,600	2,710	2,722	3,262	2,779	2,999	2,966	3,341	11,294	12,084
Comparable revenue growth <sup>2</sup>	6.9%	3.0%	4.0%	8.3%	6.5%	8.2%	11.8%	6.0%	5.7%	8.1%
Adjusted EBIT	565	608	612	857	609	733	703	756	2,642	2,802
Adjusted EBIT margin	21.7%	22.4%	22.5%	26.3%	21.9%	24.5%	23.7%	22.6%	23.4%	23.2%
Precision Therapy										
Total adjusted revenue <sup>1</sup>	1,487	1,584	1,559	1,889	1,608	1,757	1,621	1,859	6,519	6,844
Comparable revenue growth <sup>2</sup>	12.3%	1.7%	5.9%	8.2%	7.6%	9.1%	7.5%	2.5%	6.9%	6.5%
Adjusted EBIT	181	231	224	322	219	243	233	318	958	1,012
Adjusted EBIT margin	12.2%	14.6%	14.4%	17.0%	13.6%	13.8%	14.4%	17.1%	14.7%	14.8%
Reconciliation (incl. central items)										
Total adjusted revenue <sup>1</sup>	30	38	35	30	28	32	16	24	132	100
Adjusted EBIT	-58	-62	-93	-112	-89	-65	-81	-58	-325	-293

# **Glossary**



#### 'Revenue' in this presentation refers for segments to 'Adjusted revenue'

Adjusted revenue is defined as consolidated revenue reported in the company's consolidated statements of income adjusted for effects in line with revaluation of contract liabilities from IFRS 3 purchase price allocations.

#### Comparable revenue growth (growth)

is defined as the development of adjusted revenue, net of currency translation effects, which are beyond our control, and portfolio effects, which involve business activities that are either new to our business or no longer a part of it.

#### **EBITDA**

is defined as income before income taxes, interest income and expenses, other financial income, net as well as amortization, depreciation & impairments.

#### Adjusted EBIT (adj. EBIT)

is defined as income before income taxes, interest income and expenses and other financial income, net, adjusted for expenses for portfolio-related measures, severance charges, and other expenses in connection with restructuring measures within the meaning of IAS 37. In addition, centrally carried pension service and administration expenses are excluded from adjusted EBIT of the segments.

#### Adjusted EBIT margin (adj. EBIT margin)

is defined as the adjusted EBIT, divided by adjusted total revenue.

#### Adjusted basic earnings per share (adj. EPS)

is defined as basic earnings per share, adjusted for portfolio-related measures, severance charges, and other expenses in connection with restructuring measures within the meaning of IAS 37, net of tax.

#### Free cash flow (FCF)

comprises the cash flows from operating activities and additions to intangible assets and property, plant and equipment included in cash flows from investing activities.

#### **Equipment book-to-bill ratio**

is the ratio between equipment orders and equipment revenue, where equipment refers to all businesses except Diagnostics and product-based services.