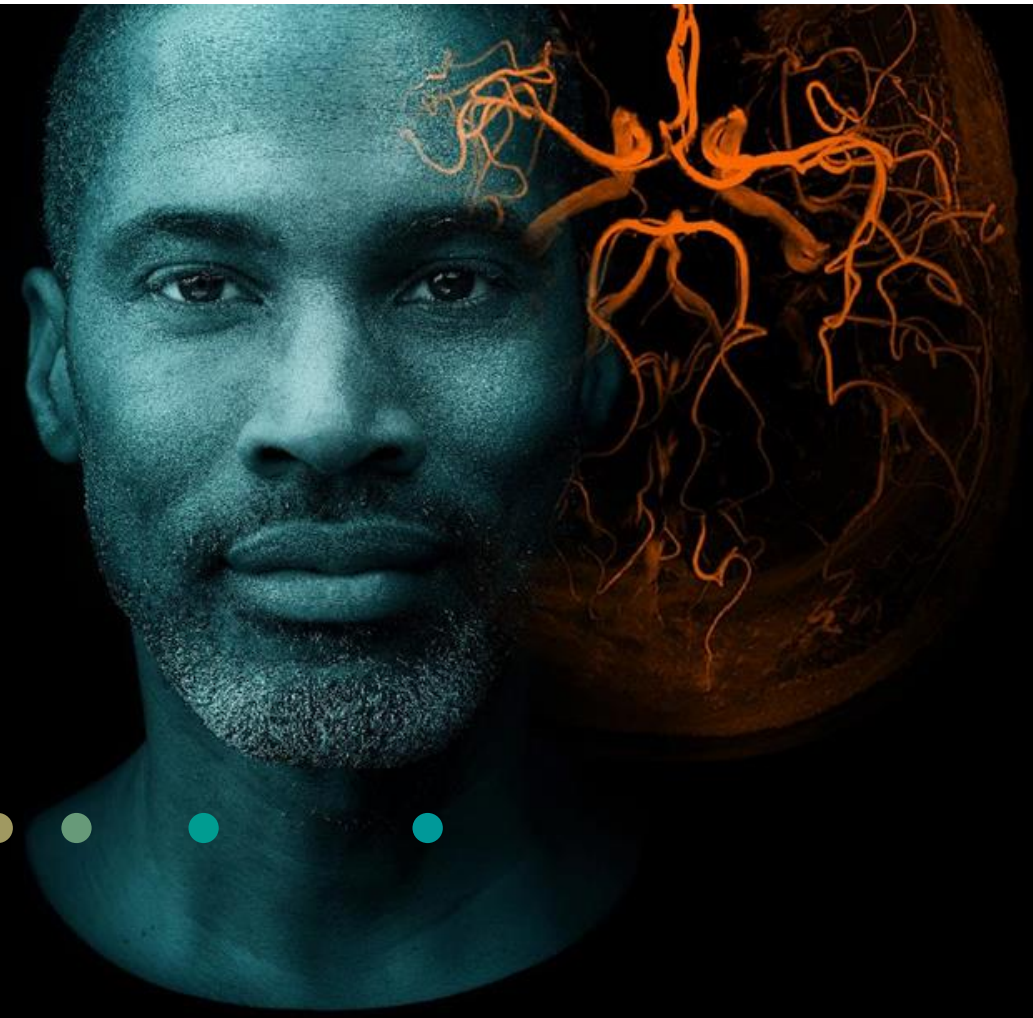
SIEMENS Healthineers

We enable you to deliver high value care

Media breakfast at RSNA 2018

Dr. Bernd Montag
David Pacitti



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Who we are

Market leader
in majority of businesses

€13.4bn
Revenue[1)]

>70
countries with direct presence

~50,000
highly skilled employees

18,000+
patents
IP base

~240,000
patient touch points every hour

Access to care for
~1.3bn people
in developing countries

>70%
of critical clinical decisions are influenced by the type of technology we provide[2)]

>90%
of global top 100 providers partner with us

~600,000
installed base

1) Revenue FY 2018
2) AdvaMedDX, “A Policy Primer on Diagnostics”, June 2011, p. 3

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An exciting year is coming to an end

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We ….

… further raised our company structure …

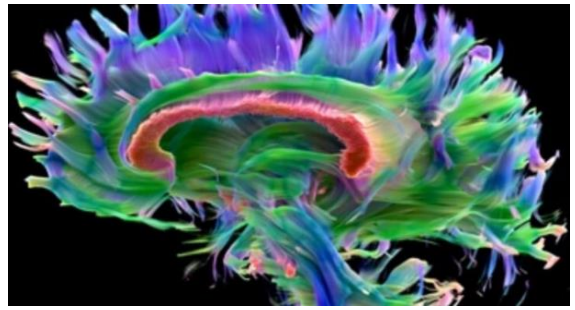
… expanded our regional footprint …

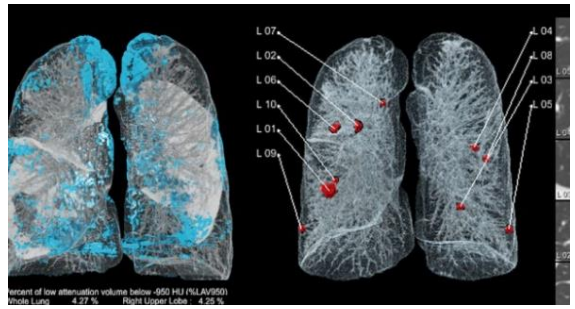
… reinforced our innovation strength …

… made rapid progress in Digital and AI …

… accelerated Atellica success …

… completed the new leadership team …





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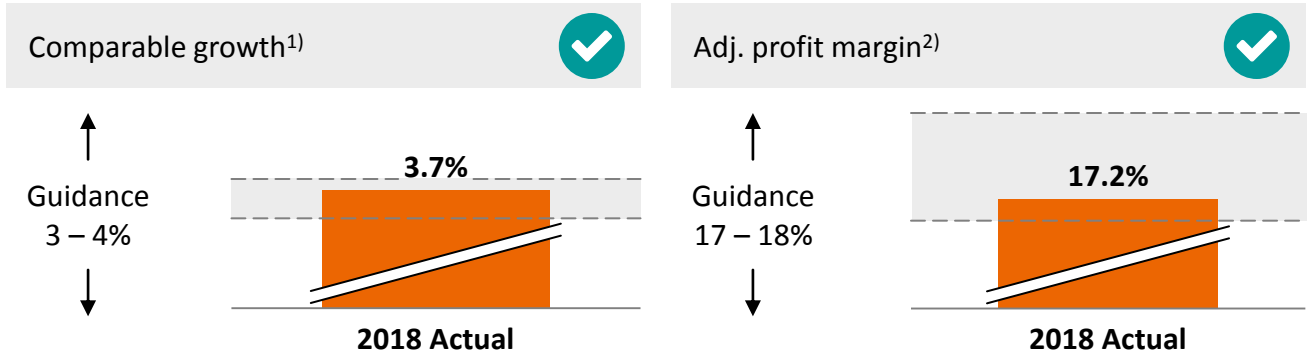
Siemens Healthineers – Successfully started as a public listed company

IPO rationale: Creating a company that will shape the future of healthcare

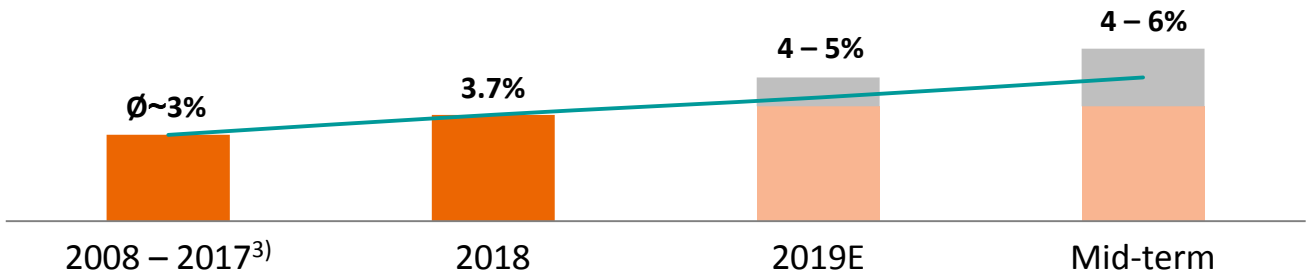
- **Number 1 and 2 positions** in most businesses
- **Unique relevance through breadth and depth of portfolio** at the **core of clinical decision making**
  - Medical imaging
  - Laboratory and point-of-care diagnostics
  - Guiding advanced therapies
- **Financial strength and resilience**

Successfully started on March 16, 2018

Targets achieved for FY2018



Accelerating topline growth



1) Comparable growth excluding currency translation and portfolio effects
2) Adjusted for severance charges and IPO costs
3) Historical figures based on non-IFRS15 figures

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Atellica Solution[1] FY2018 shipment target achieved

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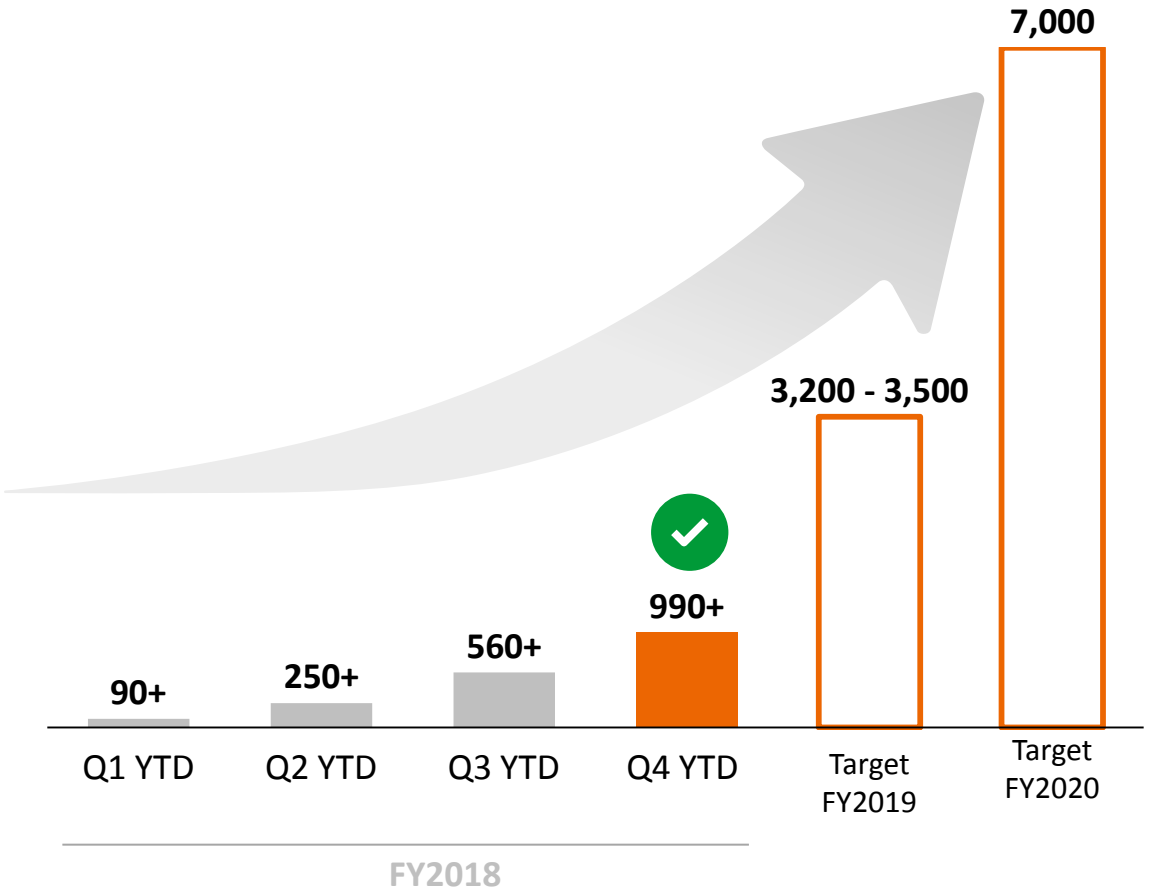
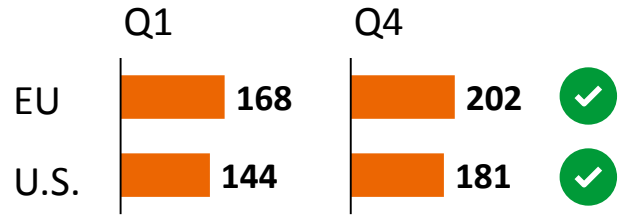
Ramp-up of analyzer shipments (cumulative)



Comments

- **New customer wins continue to be >35%**
- **Recent customer wins, e.g.**
  - Australia: Primary Health Care (74 analyzers)
  - France: Laborizon (40 analyzers)
- **Regional split**
  EMEA[2]: ~55%, Americas: ~30%, Asia-Pacific: ~15%
- **Registration approval**
  - Japan Q4 FY18
  - China H2 FY19
- **Number of approved assays**



1) Product availability varies by country
2) EMEA: Europe, C.I.S., Africa, Middle East

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We enable healthcare providers to increase value by…

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Expanding
precision medicine

Transforming
care delivery

Improving
patient experience

Digitalizing
healthcare

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Expanding precision medicine –
New BioMatrix technology to reach new customer groups

NEW at RSNA 2018

MAGNETOM Amira[1]
with BioMatrix

MAGNETOM Altea

MAGNETOM Lumina[2]

ECR 2018

MAGNETOM Sola

ECR 2017

MAGNETOM Vida

1) MAGNETOM Amira is 510(k) pending. It is not for sale in the U.S. Its future availability cannot be guaranteed.
2) MAGNETOM Lumina is 510(k) pending. It is not for sale in the U.S. Its future availability cannot be guaranteed.

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Transforming care delivery – Move knowledge, not staff, with *syngo* Virtual Cockpit for remote scanning assistance

***syngo* Virtual Cockpit**

- **Software for remote scanning assistance**, supporting MR, MR/PET, CT and PET/CT with modality workplace control, camera access and communication tools
- **Boost staff confidence** by sharing in-house expertise
- **Enhance patient satisfaction** by offering all kinds of procedures everywhere
- **Relieve cost pressure** by enhancing flexibility

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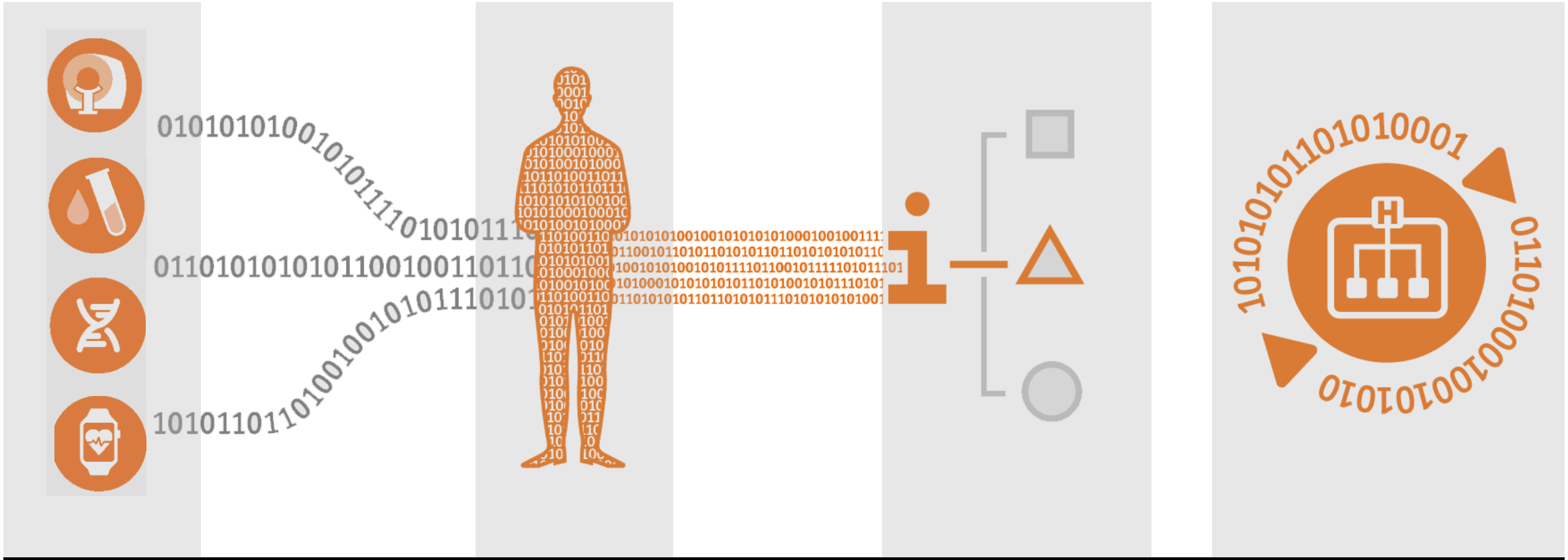
Digitization of the healthcare system – Data is a key intangible asset for value creation



Leveraging data value creation with the help of Artificial Intelligence

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Siemens Healthineers digital portfolio – More than 40 AI-powered systems already in clinical routine

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Proactive follow-up

Coronary Analysis Function

syngo.**MI** - segmentation

Myocardial Perfusion

Segmentation

syngo.via **RT** Image Suite (AutoContouring)

eSie Pisa

eSie Measure

Cardiac Planning – Aortic Valve Vascular

Bone Reading

syngo.Breast Care - **XP**

syngo Auto Left Heart (Auto LH)

eSie Flow

Lung CAD

***syngo*.CT**

eSie Valves

Ultrasound

eSie LVA

PACS-Ready Coronaries &
Calcium scoring (upcoming VB40)

Colon.PEV

Liver Analysis

PE CAD

***syngo* Auto Ejection Fraction (Auto EF)**

Automated Patient Positioning and FAST 3D Camera

Atellica – Drawer Vision System

syngo Auto OB Measurements

Laboratory

syngo CTO Guidance

***syngo* Aortic Valve Guidance**

Spine Dot Engine (Auto Align)

CLEARstent Live

syngo Embolization Guidance

Guardian Program – real-time, remote monitoring of analyzers, AI prediction

syngo.MR – Vascular Analysis

***syngo*.MR - Cardiac 4D Ventricular Function**

CLEARstent

Advanced Therapies

***syngo*.via General Engine (Anatomical Range Presets, AutoViews)**

Knee Dot Engine (Auto Align)

MR

inlline VF

IVUSmap

LiverLab

syngo EP Guidance

***syngo* TrueFusion**

syngo.via MM-reading
(Anatomical Registration)

Cardiac Dot Engine (Auto Align)

Brain Dot Engine (Auto Align)

Biomatrix Select & Go

EVAR Guidance Engine

Product availability varies by country

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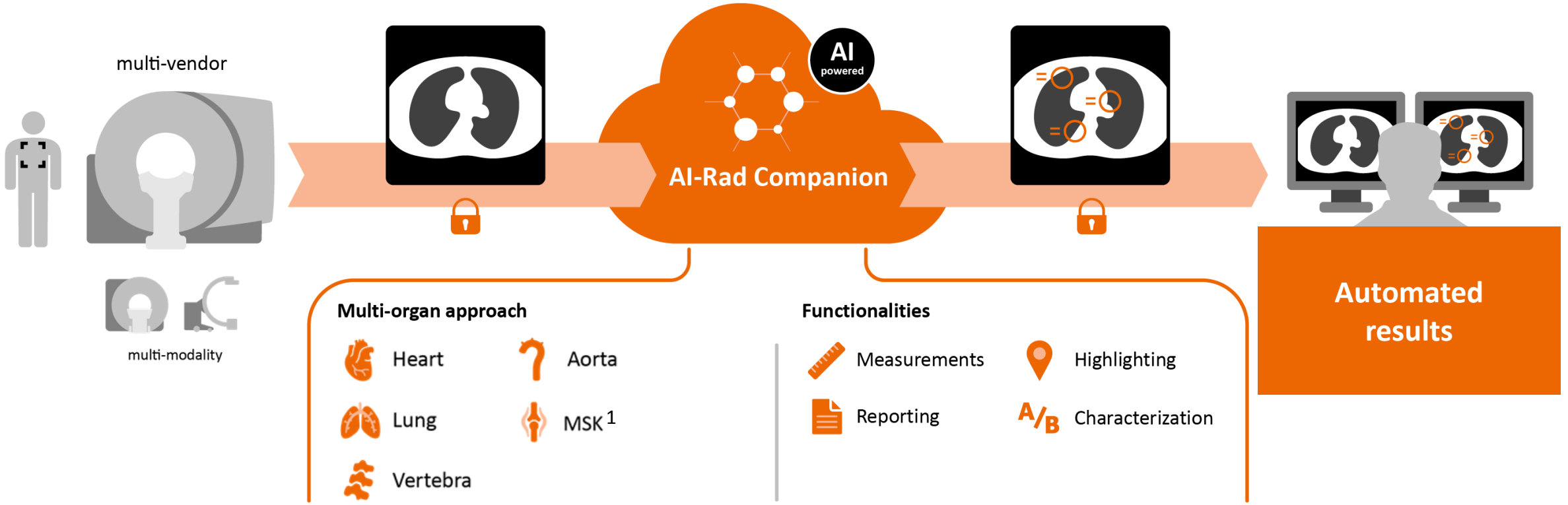
AI-Rad Companion, seamlessly integrates into your hospital environment – and your workflows



AI-Rad Companion is 510(k) pending, and not yet commercially available in the United States and other countries.

1) Work in Progress

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Automated enhanced visualization of anatomies and abnormalities

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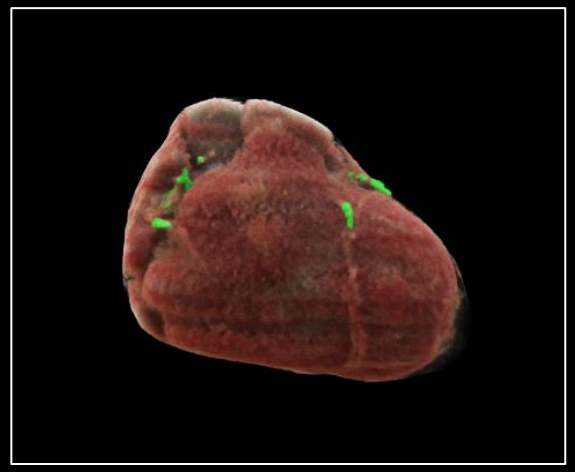

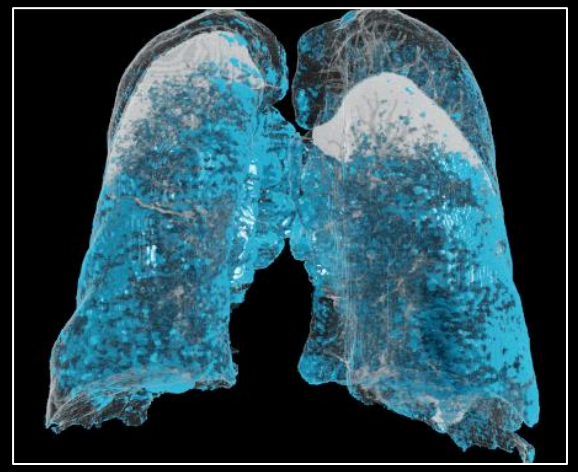

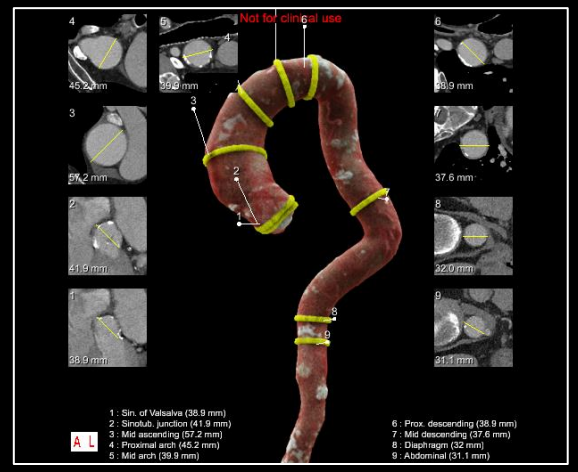

Highlighting

AI-Rad Companion automatically highlights anatomies and abnormalities including incidental findings

Characterizing

AI-Rad Companion automatically characterizes and quantifies anatomies and abnormalities

Measuring

AI-Rad Companion automatically measures relevant anatomies and abnormalities, e.g. the diameter of the thoracic aorta as per AHA guidelines

Reporting

AI-Rad Companion automatically transfers results into the reporting environment. For example, it integrates a structured report as DICOM SC object into your PACS

Courtesy of Klinikum Nürnberg, Nuremberg, Germany | AI-Rad Companion is 510(k) pending, and not yet commercially available in the United States and other countries.

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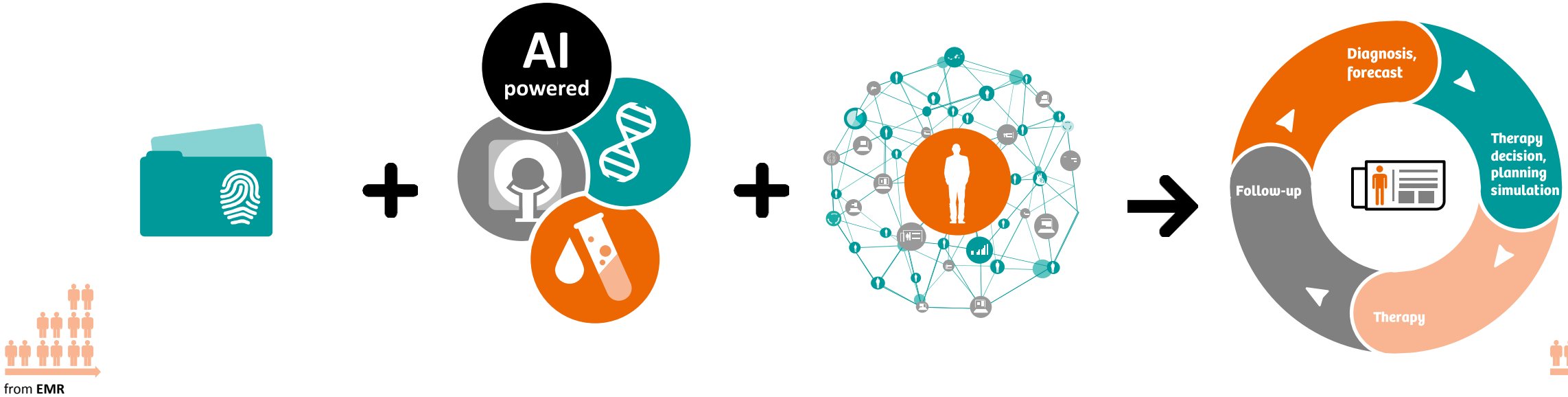
The value add of integrated diagnostics driven by AI-powered solutions



Enable accurate risk assessment

Facilitate diagnostic decisions

Personalized therapy decisions

Medicine is a scientifically informed art

1 The products/features (mentioned herein) are not commercially available. Due to regulatory reasons its future availability cannot be guaranteed.

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Digitization is a collaborative task – We are partnering with our customers to jointly solve key challenges

Recent large **deals** and **partnerships** to reshape **health** delivery

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Our purpose is to enable healthcare providers to increase value

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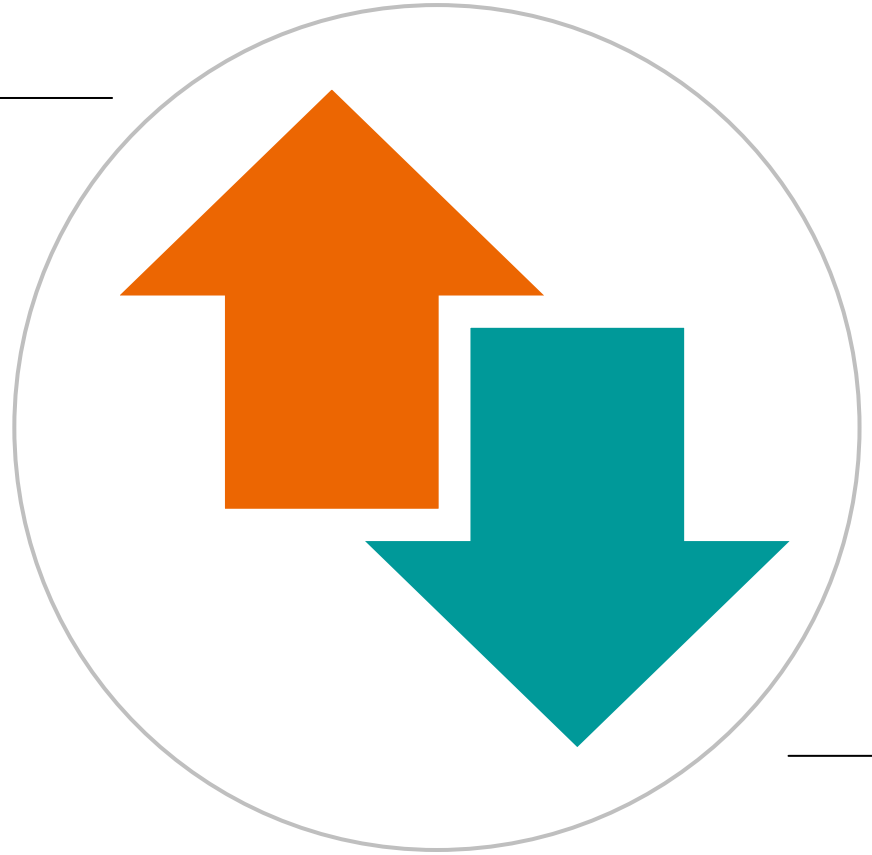
Enabling better outcomes



at lower costs

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Partnership with MUSC is blueprint for future

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Unique relationship for joint innovation and transformation of care delivery

- Improve efficiency in stroke care by decreasing the door to intervention time
- Deliver best possible patient experience as well as maximize departmental efficiency – by deploying a digital twin of the hospital

MUSC Health
Medical University of South Carolina

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Siemens Healthineers is the trusted partner for digitalizing healthcare

Enabling healthcare providers to deliver high value care by

Expanding
precision medicine

Transforming
care delivery

Improving
patient experience

Digitalizing
healthcare

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Welcome to our Siemens Healthineers Booth

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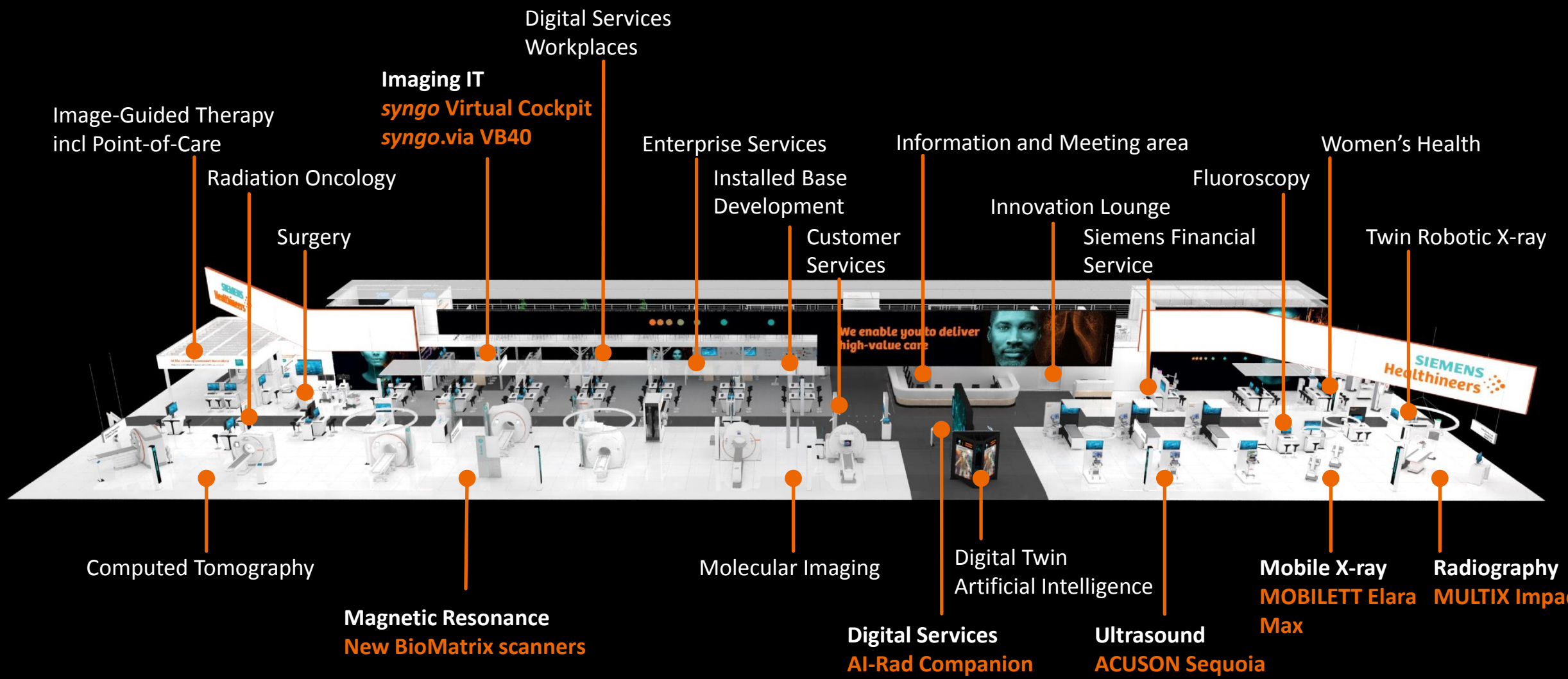

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