PHILIPS

Royal Philips First Quarter 2022 results

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April 25, 2022

innovation ++ you

Important information



Forward-looking statements and other important information

This document and the related oral presentation, including responses to questions following the presentation, contain certain forward-looking statements with respect to the financial condition, results of operations and business of Philips and certain of the plans and objectives of Philips with respect to these items. Examples of forward-looking statements include statements made about our strategy, estimates of sales growth, future Adjusted EBITA*), future restructuring and acquisition-related charges and other costs, future developments in Philips' organic business and the completion of acquisitions and divestments. Examples of forward-looking statements are about our strategy, estimates of sales growth, future Adjusted EBITA*), future containing words such as "anticipates", "assumes", "believes", "estimates", "expects", "should", "will," "will likely result", "forecast", "outlook", "projects", "may" or similar expressions. By their nature, these statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these statements.

These factors include but are not limited to: Philips' ability to gain leadership in health informatics in response to developments in the health technology industry; Philips' ability to transform its business model to health technology solutions and services; macroeconomic and geopolitical changes; integration of acquisitions and their delivery on business plans and value creation expectations; securing and maintaining Philips' intellectual property rights, and unauthorized use of third-party intellectual property rights; Philips' ability to meet expectations with respect to ESG-related matters; failure of products and services to meet quality or security standards, adversely affecting patient safety and customer operations; breaches of cybersecurity; Philips' ability to execute and deliver on programs on business transformation and IT system changes and continuity; the effectiveness of our supply chain; attracting and retaining personnel; COVID-19 and other pandemics; challenges to drive operational excellence and speed in bringing innovations to market; compliance with regulations and standards including quality, product safety and (cyber) security; compliance with business conduct rules and regulations; treasury and financing risks; tax risks; reliability of internal controls, financial reporting and management process. For a discussion of factors that could cause future results to differ from such forward-looking statements, see also the Risk management chapter included in the Annual Report 2021.

Philips has recognized a provision related to the voluntary recall notification in the US/field safety notice outside the US for certain sleep and respiratory care products, based on Philips' best estimate for the expected field actions. Future developments are subject to significant uncertainties, which require management to make estimates and assumptions about items such as quantities and the portion to be replaced or repaired. Actual outcomes in future periods may differ from these estimates and affect the company's results of operations, financial position and cash flows.

Third-party market share data

Statements regarding market share, contained in this document, including those regarding Philips' competitive position, are based on outside sources such as specialized research institutes, industry and dealer panels in combination with management estimates. Where information is not yet available to Philips, market share statements may also be based on estimates and projections prepared by management and/or based on outside sources of information. Management's estimates of rankings are based on order intake or sales, depending on the business.

Use of non-IFRS Information

In presenting and discussing the Philips Group's financial position, operating results and cash flows, management uses certain non-IFRS financial measures. These non-IFRS financial measures should not be viewed in isolation as alternatives to the equivalent IFRS measure and should be used in conjunction with the most directly comparable IFRS measures. Non-IFRS financial measures do not have standardized meaning under IFRS and therefore may not be comparable to similar measures presented by other issuers. A reconciliation of these non-IFRS measures to the most directly comparable IFRS measures is contained in this document. Further information on non-IFRS measures can be found in the Annual Report 2021.

Use of fair-value measurements

In presenting the Philips Group's financial position, fair values are used for the measurement of various items in accordance with the applicable accounting standards. These fair values are based on market prices, where available, and are obtained from sources that are deemed to be reliable. Readers are cautioned that these values are subject to changes over time and are only valid at the balance sheet date. When quoted prices or observable market data are not readily available, fair values are estimated using appropriate valuation models and unobservable inputs. Such fair value estimates require management to make significant assumptions with respect to future developments, which are inherently uncertain and may therefore deviate from actual developments. Critical assumptions used are disclosed in the Annual Report 2021. In certain cases independent valuations are obtained to support management's determination of fair values.

All amounts are in millions of euros unless otherwise stated. Due to rounding, amounts may not add up precisely to totals provided. All reported data is unaudited. Financial reporting is in accordance with the accounting policies as stated in the Annual Report 2021 except for the adoption of new standards and amendments to standards which are also expected to be reflected in the company's consolidated IFRS financial statements as at and for the year ending December 31, 2022. Prior-period amounts have been reclassified to conform to the current-period presentation; this includes immaterial organizational changes





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1. Company overview and financial outlook



Our purpose is to improve people's health and well-being through meaningful innovation, positively impacting 2 billion lives per year by 2025

Our experienced and passionate executive team





Dutch



Kees Wesdorp Dutch

Dutch

Bert van Meurs

Diagnosis & Treatment



North America Vitor Rocha Brazilian/American



Innovation & Strategy Shez Partovi Canadian



Operations Sophie Bechu French/American



Connected Care Roy Jakobs Dutch/German



Greater China Andy Ho

Chinese/Canadian



Legal Marnix van Ginneken Dutch/American



CFO Abhijit Bhattacharya Indian



Personal Health Deeptha Khanna Singaporean



International Markets¹ **Edwin Paalvast** Dutch



Human Resources Daniela Seabrook Swiss





Philips continues on its journey to HealthTech leadership



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EUR billion (% of total)¹

Our strategy to lead in health technology



- Innovative solutions that deliver on the Quadruple Aim for providers and consumers, along the health continuum
- Smartly combining systems, devices, informatics, data and services
- **Consultative customer partnerships** and recurring-revenue business models with superior customer service
- Building on organic **growth in the core**, complemented by synergistic M&A
- **Philips Business System** driving operational excellence, quality and an integrated approach to customers



Recent developments have reaffirmed our strategy





Recent developments

- COVID-related acute care needs
- Growth of ambulatory centers
- Increased focus on productivity, staff, cybersecurity and resilience

We are prepared for these developments

- Increased cloud-enabled telehealth, remote patient engagement, and hub-and-spoke models
- Informatics and AI-enabled workflow optimization increasing patient throughput and reducing cost
- Partnering with our customers



Consumers

Providers

- Uncertainty in consumer spending
- Accelerated shift to online channels

- Business model innovation and ecosystems
- Increased Direct-to-Consumer and 'pull' marketing
- Partnering with online platforms



- Investments in healthcare ecosystems
- Geopolitical risk of market access and technology restrictions

- Strengthened regional final assembly hubs
- Increased localized solutions, e.g., in China
- Regional hosting of health data



Committed to doing business responsibly and sustainably We have raised our ESG commitments towards 2025



Health and well-being for all

- Improve health & well-being of 2 billion people through innovation
- Enable access to care for 300 million people in underserved communities



Circular economy

- 25% of revenue from circular offerings
- Trade-in all professional-medical equipment
- Zero waste to landfill



Climate action

- Reduce CO₂ emissions in line with 1.5 °C global warming scenario
- 100% of electricity & >75% of total energy consumption from renewable sources

17 PARTNERSHIPS FOR THE GUALS	Partnerships	 Partner to deliver sustainable value and drive global change Improve lives of 1 million workers in supply chain and reduce environmental footprint
ENABLERS	Enablers	 100% of product offerings in line with EcoDesign requirements; 'Eco-Heroes' reaching 25% of revenues Practices defined by the Philips Business System

EUR 17.2 billion sales and Adjusted EBITA of 12.0% in 2021

Global footprint¹



Committed to innovation

- EUR 1.8 billion for R&D, ~57,000 patents rights, ~33,000 trademarks
- More than half of R&D personnel in software and data science
- ~45% of sales from solutions, growing double-digit
- ~79,000 employees in over 100 countries





We have a strong and focused portfolio, driving innovative solutions that promote health and improve healthcare delivery

FY 2021

Diagnosis & Treatment 50% of sales



Precision Diagnosis Providing smart, connected systems, optimized workflows, and integrated diagnostic insights, leading to clear care pathways and predictable outcomes

Performance trajectory 2021-2025¹

5-6% sales growth 15-17% Adj. EBITA margin



Image-Guided Therapy Innovating minimally invasive procedures in a growing number of therapeutic areas with significantly better outcomes and productivity, while patients have a better experience and can return home faster



Connected Care Driving better care management by providing a wealth of actionable data about patients' condition and hospital operations, and seamlessly connecting patients and caregivers in any care setting from the hospital to the home



Personal Health Delivering propositions that help people enjoy healthier lifestyles and enhance personal hygiene

5-6% sales growth 17-19% Adj. EBITA margin 5-6% sales growth 19-20% Adj. EBITA margin

1. As per announcement of January 24th, 2022, Philips targets to deliver 3 to 5% comparable sales growth for the Group in 2022 and 40 to 90 bps improvement in Adjusted EBITA margin.

12 Excluding Sleep & Respiratory Care, Philips targets to deliver 5 to 6% comparable sales growth in 2022. Note: HealthTech Other accounts for 3% of sales

Businesses aligned with customer needs



	Focus areas	Products and solutions
Diagnosis & Treatment	 Precision diagnosis Treatment selection and planning Image-guided minimally invasive therapy 	 Diagnostic imaging and ultrasound Digital and computational pathology Informatics for Radiology, Oncology, Cardiology Interventional imaging, navigation and devices Services (managed services, consultancy, etc.)
	 Patient care and workflow management Chronic disease management 	 Telehealth, patient monitoring and analytics Hospital and clinical informatics platforms Emergency care and resuscitation

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 - Sleep, breathing and respiratory care ٠
 - Managed services ٠

Connected Care

Personal Health

- Healthy living and prevention
- Personal care
- Digital consumer engagement

- Oral care
- Mother and child care ٠
- Male grooming and beauty ٠
- Services (re-ordering, support, coaching, etc.) ٠

- Emergency care and resuscitation



Winning propositions >65% of sales from leadership positions¹

Diagnosis & Treatment	Ultrasound Global leader	ther	ge-guided rapy systems bal leader	Image-gu therapy c Global lea	levices ²	Diagnostic imag Global top 3	ging	High-end radiology and cardiology informatics #1 in North America
Connected Care	Patient monitoring Global leader		telehealth n North America	Cardiac ambulato monitorin #1 in Nort	ng	Respiratory car Global leader	e	Sleep care Global leader
Personal Health	Male grooming Global leader		Oral healthcare Global leader	2	Mother a Global lea	n d child care Ider		ir removal bbal leader

Continuing to gain market share in key areas of our portfolio



Drivers for continued growth and improved profitability





Our integrated solutions deliver on the Quadruple Aim ~45% of sales from solutions & recurring revenues

We bring together:

- Deep consumers insights
- Leading clinical and operational expertise
- Open platform approach with system & device integration
- New business models
- End-to-end patient pathways



Addressing the Quadruple Aim:











Example solution areas:

business models

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Oral Healthcare ecosystems

First-time-right diagnosis with

Radiology workflow productivity

Integrated IGT suites with new



Continued to focus on value creation



2021-2025 financial framework¹

Revenue growth	Margin expansion	Cash generation	ROIC
Comparable sales growth	Adj. EBITA improvement	Free Cash Flow by 2025	Organic ROIC by 2025
5-6% annually	average annual 60-80 bps improvement	above EUR 2 billion	mid-to-high teens

1. As per announcement of January 24th, 2022, Philips targets to deliver 3 to 5% comparable sales growth for the Group in 2022 and 40 to 90 bps improvement in Adjusted EBITA margin.

17 Excluding Sleep & Respiratory Care, Philips targets to deliver 5 to 6% comparable sales growth in 2022.

1. As per announcement of January 24th, 2022, Philips targets to deliver 3 to 5% comparable sales growth for the Group in 2022. Excluding Sleep & Respiratory Care, Philips targets to deliver 5 to 6% comparable sales growth in 2022.

Indicative medium-term growth acceleration drivers¹





Comparable sales outlook 2022



Philips Group	Q1	H1	H2	FY
2021	+9%	+9%	(9%)	(1%)
2022 outlook	(4%)	MSD decline	HSD growth	+3-5%

Philips excl. S&RC	Q1	H1	H2	FY
2021	+12%	+14%	(1%)	+5%
2022 outlook	+1%	LSD decline	HSD growth	+5-6%
2-year CAGR	+7%	+6%	+4%	+5%



Indicative medium-term Adjusted EBITA improvement drivers¹



Procurement savings

Driving EUR 2 billion productivity through 2025



Procurement savings EUR 900 - 1100 million	 Center of excellence for value analysis and engineering to drive low-cost country sourcing, life cycle management, and DfX¹ Indirect spend management driving demand and price optimization
Supply chain productivity EUR 500 - 700 million	 60% reduction in warehouse sites, consolidation of logistics and warehouse providers Ramp-down of manufacturing rationalization project costs Operational excellence and lower cost of non-quality
Overhead cost reduction EUR 400 - 500 million	 Simplification of R&D platforms and footprint Future of work: real estate optimization, remote servicing, travel reduction Continued expansion of GBS and RPA² Single billing entity via upgraded IT backbone (e.g., Europe)

Restructuring cost run-rate expected to be 40-50 bps³



Robust financial framework geared to value creation

Free cash flow conversion >90%	Adjusted EPS growth ~10%	Organic ROIC of mid-to-high teens
Disciplined capital allocation	Maintain current investment grade credit rating	Effective tax rate 24-26%



Our capital allocation supports our strategy and our commitments to shareholders

	Our approach	Total shareholder retur	m since 2016 ^{1,2}
Reinvest in growth	 Organic growth as the main premise of our value creation Similar level of innovation investment and increased advertising spend 	+97%	
M&A / portfolio management	EUR 7.9 billion invested in M&A since 2015Disciplined but more active approach		
Dividend stability	Pay-out of 40-50% of net recurring incomeContinued, stable dividend policy	+38%	37%
Share buy-backs	Over EUR 4.5 billion since 2015Continuing to evaluate periodically	Royal Philips TSR peer group	EURO STOXX 50

Balanced capital allocation policy





Dividends EUR per share 0.85 0.85 0.85 0.85 0.85 0.80 0





1. Organic ROIC excludes acquisitions over a five years period and other items defined as material and of the same nature as the items excluded from Adjusted EBITA such as pension settlements, significant tax charges and benefits, and one-time legal and other provisions; ROIC % = LTM EBIAT/ average NOC over the last 5 quarters; 2. Organic ROIC 2019 and 2021 restated to reflect discontinued operations; 3. Organic ROIC in 2019 includes value adjustments of capitalized development costs and the impact of IFRS 16 lease accounting standard; 4. Proposed dividend submitted to the Annual

24 General Meeting of Shareholders, to be held on May 10, 2022



2. Financial performance in the quarter

Q1 2022 financial performance highlights



	Sales EUR million	Comparable sales growth	Adj. EBITA margin	Adj. EBITDA margin
Diagnosis & Treatment	1,911	(2)%	5.9%	9.5%
Connected Care	993	(21)%	0.4%	6.0%
Personal Health	838	8%	15.3%	19.0%
Other	176			
Philips	3,918	(4)%	6.2%	12.5%
Philips excl. S&RC	3,584	1%	7.4%	

- Comparable order intake increased 5%, driven by Diagnosis & Treatment, Hospital Patient Monitoring and Connected Care Informatics
- Sales amounted to EUR 3.9 billion, with a 4% comparable sales decline on the back of 9% comparable sales growth in Q1 2021
- Income from continuing operations amounted to a loss of EUR 152 million, compared to a loss of EUR 34 million in Q1 2021
- Adjusted EBITA of EUR 243 million, or 6.2% of sales, compared to 9.5% of sales in Q1 2021
- Operating cash flow was an outflow of EUR 227 million, compared to an inflow of EUR 321 million in Q1 2021

Order intake and book











- Approximately 70% of the current order book results in sales within the next 12 months
- Quarter-end order book is a leading indicator for ~50% of sales the following quarters

1. Includes equipment and software orders in Diagnosis & Treatment, Connected Care and Innovation businesses adjusted for acquisitions and divestments, and currency

Adjusted EBITA margin¹ bridge Q1 2022



as % of sales





Working capital and inventories









3. Respironics field action

Objective: effective remediation of component quality issue and deliver optimal customer experience, patient safety and quality

	• Do everything we can to deliver a solution to patients and care givers affected
Effective remediation of	 Remediate regulatory requirements and consequences of the recall; continued engagement and cooperation with regulators
component quality issue	Manage litigation risk related to the recall
	 Drive business performance, resume sales, restore trust in the portfolio and brand, and recover market share
Deliver optimal customer experience, patient safety and quality	 Use pivotal moment to further accelerate quality journey and further improve quality culture and approach; reinforce awareness and focus on patient safety across Philips Philips Respironics: implement learnings across the business Philips: step-up company-wide program



Doing everything we can to deliver a solution to patients and care givers affected

- Comprehensive patient and customer outreach program; clinical information package addressing physician questions
- Estimated **5.5 million devices** eligible for repair/replace. DreamStation 1 and U.S. market make up the significant majority of the installed base
- Anticipate a 50/50 mix (repair/replace)
- Provision of ~EUR 720 million taken in 2021 and EUR 65 million in Q1 2022 related to the cost to repair/replace affected systems; further EUR 100 million provision recorded in Q1 2022 for possible higher cost of execution and to ensure the speed of the program
- Because of the prioritization of the repair and replace program, **not taking new orders** for sleep therapy systems, while masks and other consumables continue to be sold





Expected number of units to be remediated calculated based on actual registrations and regression model estimate

- Previous estimate for number of expected units to be remediated was based on registrations up to Q4 2021 and regression model estimate for following quarters
- Increase of registrations in the US in February 2022 lead to increase in the total expected units to be remediated by 300,000





Comprehensive test and research program to better assess and scope potential patient health risks

- Volatile Organic Compounds (VOCs): test results to date (published <u>here</u> on December 23, 2021) for DreamStation1 devices indicated that VOCs are within the limits of safe exposure specified in applicable safety standard (ISO 18562)
- Particulates: further testing and analyses are on-going
- Impact of ozone cleaning: initial testing results indicate PE-PUR foam degradation is accelerated by repeated exposure to ozone. Further testing is on-going
- Silicone foam: further testing on-going to further substantiate the safety of the silicone foam
 - · Previous testing demonstrated acceptable results in accordance with applicable standards
 - Certified labs are conducting the tests with FDA oversight

Testing timeline





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Strong program management in place, strengthened capabilities

Program management	Capabilities
 Competent team working under the leadership of Roy Jakobs,	 Onboarded new top management in Sleep & Respiratory Care Further strengthened Quality & Regulatory Affairs leadership
a member of Philips' Executive Committee >1,000 FTEs dedicated to the program from businesses,	for the Group, Connected Care and Sleep & Respiratory Care Added resources to strengthen capabilities around Post-
functions (incl. Q&R and Integrated Supply Chain) and markets Supported by >20 project leaders across the business,	market surveillance, Medical Affairs, biocompatibility and
functions (incl. Q&R and Integrated Supply Chain) and markets Regular review cadence with Respironics field action Program	toxicology Philips' experts as well as certified labs and qualified third-
Management and Executive Committee	party experts working closely with the Respironics team



Continued engagement and cooperation with regulators

- Philips Respironics continues to work closely with the FDA and other regulators and relevant competent authorities globally
- FDA Form 483 issued on November 12, 2021, following an inspection of Philips Respironics' site in the U.S.
 - Philips Respironics has **submitted a comprehensive response** and detailed **action plan** with ongoing engagement with the FDA; Philips Respironics will first work through the process with the FDA and other regulators before commenting in detail
 - The Form 483 did not change the FDA's recommendation to patients or care providers related to the use of the devices, nor the authorization to execute the repair and replacement program
- FDA 518(a) order issued on March 10, 2022, regarding recall outreach
 - Philips Respironics is complying with the FDA's order
 - Philips Respironics and the FDA are fully aligned on the need to increase awareness of the recall and give healthcare providers, consumers and patients access to timely information

Manage litigation risk



- Civil complaints filed in several jurisdictions alleging economic loss, personal injury and the need for medical monitoring
- As of March 2022, approximately 185 personal injury lawsuits filed in the U.S. and over 100 class actions that we expect to be consolidated into 2 class actions over the summer of 2022
 - In October 2021, cases were consolidated in multidistrict litigation in Pennsylvania; case management has been largely procedural
- Outside the U.S., Philips or its affiliates are also defendants in litigation in Australia, Canada, Chile, and Israel, as well as in smaller or individual actions in other countries
- Philips is also defending a securities class action case and a lawsuit by SoClean in the U.S.; Philips has already moved to dismiss the securities class action and intends to move to dismiss the SoClean case
- All litigation is in preliminary procedural stages the outcome and potential cost of the lawsuits cannot currently be determined; the company has not taken any provision related to litigation to date
- Strong and experienced legal defense team in place



Appendix

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Restructuring, acquisition-related charges, and other items



EUR million	Q1 21	Q2 21	Q3 21	Q4 21	2021
Diagnosis & Treatment	15	6	(12)	15	25
Restructuring & Acqrelated charges	17 ¹	(32)	(8)	15 ¹	(7)
Otheritems	(2)	38 ³	(4)	(0)	32
Connected Care	(282)	(293)	(62)	(420)	(1,058)
Restructuring & Acqrelated charges	(22)	(16)	(8)	(47)	(93)
Dtheritems	(260) ^{4, 5}	(277) ^{4, 5}	(54) ^{2,4}	(373) ^{4, 5}	(965)
Personal Health	(1)	1	(0)	1	1
Restructuring & Acqrelated charges	(1)	1	-	1	1
theritems	-	-	-	-	-
Other	(33)	(73)	(12)	(13)	(131)
Restructuring & Acqrelated charges	(3)	2	2	4	5
Otheritems	(30) ⁷	(75) ^{7, 8, 9}	(14)	(18)	(136)
Philips	(301)	(359)	(87)	(417)	(1,163)
lestructuring costs	(19)	(21)	(10)	(29)	(80)
Acquisition related charges	11	(24)	(5)	3	(14)
Otheritems	(292)	(314)	(72)	(391)	(1,069)

Due to rounding, amounts may not add up precisely to totals provided.

1. Gain related to release of a contingent consideration liability; 2. Includes a value adjustment of capitalized development costs; 3. Provision related to legal matters; 4. Related to the consent decree focused on the defibrillator manufacturing in the US; 5. Provision related to Respironics field action; 6. Provision related to potential higher execution costs of the Respironics field action program; 7. Includes separation costs related to Domestic Appliances business; 8. Environmental provision release/change; 9. Loss related to divestment; 10. Product portfolio realignment; 11. Running remediation costs in Respironics

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Capital expenditures, Depreciation and Amortization

EUR million	Q1 2021	Q1 2022	FY 2020	FY 2021
Capital expenditures on property, plant and equipment	78	98	485	397
Capitalization of development costs	88	89	418	370
Depreciation	145	170	691	630
Amortization of acquired intangible assets	119	74	377	322
Amortization of software	20	24	76	88
Amortization of development costs	53	86	319	284
Depreciation and amortization ¹	338	355	1,462	1,323

Philips' debt has a long maturity profile



Characteristics of long-term debt Debt maturity profile as per 31 March 2022 EUR million Total net debt position of EUR 5.6 billion Long-term debt Short-term debt1 In Q1 2022 Philips renewed its EUR 1.0 billion revolving Unutilized standby & other committed facilities 1,200 Forward share repurchases² credit facility which matures in 2027 1,000 Maturities up to 2042 Average tenor of long-term debt is 7.1 years³ 800 No financial covenants 600 400 200 0 2023 2027 < 12 2024 2025 2026 2028 2030 2038 2042 months

1.Short-term debt includes local credit facilities that are being rolled forward on a continuous basis; 2. Debt includes forward transactions entered into as part of share repurchase programs for share cancellation and LTI purposes; 3. Based on long-term debt only, excludes short-term debt and forward share repurchases for share cancellation and LTI purposes.

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