

PHILIPS

Fourth quarter and full-year 2023 results

January 29, 2024

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. Forward-looking statements can be identified generally as those 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; challenges in connection with Philips' strategy to improve execution and other business performance initiatives; the resilience of our supply chain; attracting and retaining personnel; 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 including privacy and upcoming ESG disclosure and due diligence requirements; treasury and financing risks; tax risks; reliability of internal controls, financial reporting and management process; global inflation. As a result, Philips' actual future results may differ materially from the plans, goals and expectations set forth in such forward-looking statements. 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 2022. Reference is also made to section Risk management in the Philips semi-annual report 2023.

Israel

The risk factors discussed in Philips' Annual Report 2022 (section 6.3) include the strategic risk that the company's global operations are exposed to geopolitical and macroeconomic changes. The current situation in Israel further increases economic and political uncertainty and may affect the company's results of operations, financial position and cash flows. Philips is present in Israel with several subsidiaries, mainly in Diagnosis & Treatment and Connected Care, that are primarily involved in manufacturing and research and development (R&D) activities. Please refer to our 2022 Country Activity and Tax Report (p. 37) for further information on our activities in Israel.

Respirronics

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 uncertainties, which require management to make estimates and assumptions. Actual outcomes in future periods may differ from these estimates and affect the company's results of operations, financial position and cash flows. Furthermore, Philips is a defendant in several class-action lawsuits and individual personal injury claims and is in the process of finalizing a consent decree with the FDA. Given the uncertain nature of the relevant events, and of their potential financial and operational impact and associated obligations, if any, the company has not made any legal provisions in the accounts for the following. In the first quarter of 2023, Philips Respirronics recorded a provision in connection with an anticipated resolution of the economic loss class action pending in the US. The provision is subject to final court approval of the negotiated settlement agreement and is based on Philips' best estimate for the expected settlement amounts, which is, in part, based on the expected number of claims ultimately filed pursuant to the settlement once it is approved. Actual outcomes in future periods of the above matters may differ from these estimates and affect the company's results of operations, financial positions 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.

Market Abuse Regulation

This slide deck contains inside information within the meaning of Article 7(1) of the EU Market Abuse Regulation.

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 2022.

* Non-IFRS financial measure. Refer to reconciliation of non-IFRS information

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Key takeaways

- Strong sales growth, improved profitability, and very strong cash flow in 2023 through solid execution of our plan to create value with sustainable impact
- Making progress on our three priorities:
 - Enhance patient safety & quality
 - Strengthen supply chain reliability
 - Establish a simplified, agile operating model
- Patient safety & quality remain highest priority across the company; Philips agrees with FDA on terms of consent decree focused on Philips Respironics in the US
- Confident in delivering the plan for 2023-2025 which now takes the consent decree into account and remains unchanged; further performance improvement in 2024



Strong full-year 2023 results driven by solid execution of the plan to create value with sustainable impact

	2023 outlook <i>as of January 30, 2023</i>	2023 Actuals	
Comparable Sales Growth	Low-single-digit	7%* 	<ul style="list-style-type: none"> • Solid execution and supply chain improvements • Strong sales from equipment, as well as software, services, and consumables
Adjusted EBITA margin ¹	High-single-digit	10.5%* 	<ul style="list-style-type: none"> • Increased sales, pricing and productivity measures, partly offset by cost inflation
Free Cash Flow	EUR 0.7 – 0.9 billion	EUR 1.6 billion 	<ul style="list-style-type: none"> • Higher cash earnings and improved working capital management • Includes ~150 million cash outflow related to resolution of the economic loss class action

1. Excluding restructuring costs, acquisition-related charges and other one-time charges and gains

*) Excluding provisions charged to sales of EUR 174 million in Q4 2023 mainly in connection with the Respironics consent decree

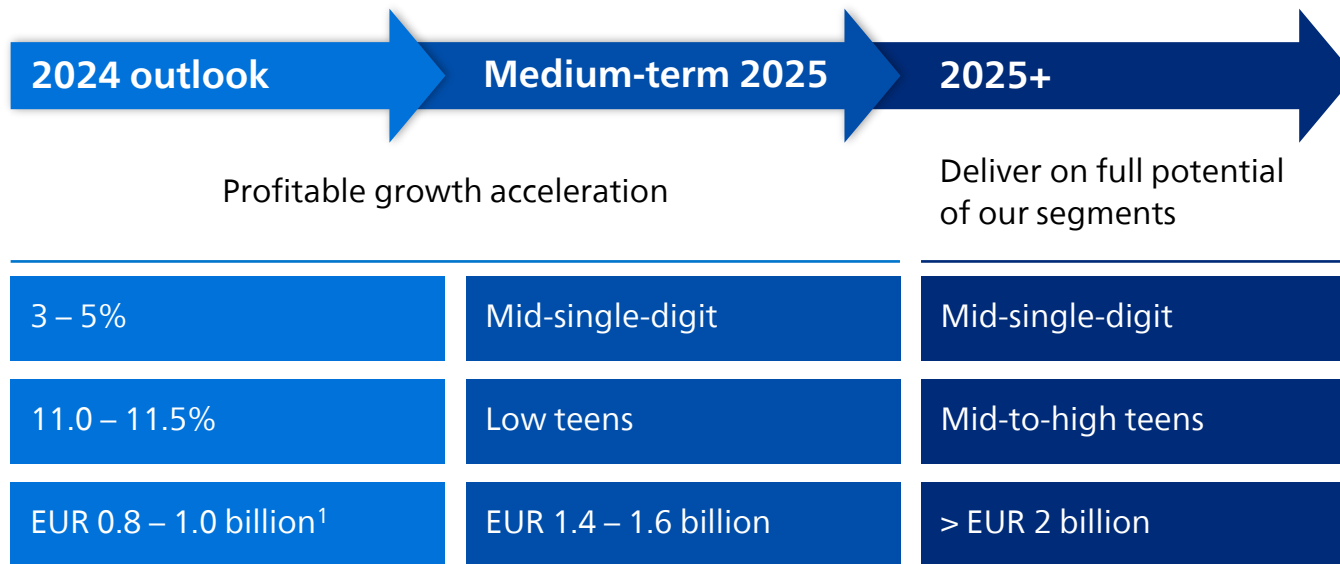
Improved operational performance across business segments



2023 actuals	Diagnosis & Treatment	Connected Care*	Personal Health
Comparable Sales Growth	+11%	+5%	+3%
Adj. EBITA (%)	11.6%	6.9%	16.6%
Adj. EBITA (%) improvement	+210 bps	+480 bps	+180 bps



Confident in delivering the plan for 2023-2025, with further performance improvement in 2024



Outlook excludes the impact of ongoing litigation and the investigation by the US DoJ related to the Respironics field action

Preferred strategic and innovation partner for customers



NYU Langone Health (USA)



- 8-year partnership valued at USD 115 million
- Unlock data for precision diagnosis and treatment with:
 - digital pathology
 - clinical informatics
 - AI-enabled diagnostics with an EMaaS¹ model
- Real-time collaboration to enhance diagnostic confidence






Bill & Melinda Gates Foundation



- USD 60 million funding for developing AI-powered ultrasound to expand access to maternal health
- Addressing shortage of healthcare workers
- AI-guided algorithms assist midwives in risk-based triaging



Our innovation empowers clinicians with Artificial Intelligence for deeper clinical insights, improved workflow and productivity

HealthSuite Imaging	ROCC3 ² & PerformanceBridge5	CT 5100 Incisive	Next gen. EPIQ Elite & Affiniti	MR SmartSpeed
				
<p>PACS¹ over the cloud with Advanced AI-enabled tools</p> <p>Web-enabled diagnostic workspace from anywhere</p> <p>Expansion of collaboration with AWS on generative AI</p>	<p>Industry's first multi-vendor, multimodality ROCC</p> <p>Connects imaging experts with technologists at scan location</p> <p>Real-time data analytics</p>	<p>Industry-leading CT Smart Workflow</p> <p>Enhanced confidence with the fastest AI reconstruction on the market</p> <p>Low total cost of ownership</p>	<p>AI-guided ultrasound capabilities</p> <p>Expanded tele-ultrasound capability</p> <p>3D-like vascular flow advanced imaging with Flow Viewer</p>	<p>Award-winning, deep-learning AI reconstruction</p> <p>AI acceleration; scan up to 3x faster</p> <p>Boost clinical confidence with 65% higher resolution</p>

Examples of new product introductions with AI integration in 2023

1. Picture Archiving and Communication System
2. Radiology Operations Command Centre 3.0

Delivered strong sales growth, improved profitability, and strong cash flow

Financial performance in millions of EUR unless otherwise stated

	Q4 2022	Q4 2023	FY 2022	FY 2023
Sales	5,422	5,062	17,827	18,169
Comparable Sales Growth ¹	3%	(1)%	(3)%	6%
Adj. EBITA	651	653	1,318	1,921
Adj. EBITA margin	12.0%	12.9%	7.4%	10.6%
Adj. EBITDA margin	16.4%	17.7%	12.9%	15.7%
Income from operations	171	24	(1,529)	(115)
Operating cash flow	540	1,310	(173)	2,136

Financial performance excluding provisions charged to sales *

Comparable Sales Growth	3%	3%	(3)%	7%
Adj. EBITA margin	12.0%	12.5%	7.4%	10.5%

Highlights

- CSG driven by actions to improve supply chain reliability and more effective operating model
- Order intake was -3% in Q4 and improved sequentially as anticipated; focused on improving order intake
- Order book is strong, ~15% higher than pre-supply crisis
- Productivity initiatives delivered EUR 956 million in the year
- Adj. EBITA margin driven by increased sales, pricing and productivity measures
- High restructuring and other charges: focus on resolving the consequences of the Respiroics recall, the consent decree and making interventions part of our plan to create value
- Operating Cash Flow driven by higher earnings and improved working capital management
- Proposed dividend maintained at EUR 0.85 per share, to be distributed in shares

1. Comparable sales growth (CSG)

*) Excluding provisions charged to sales of EUR 174 million in Q4 2023 mainly in connection with the Respiroics consent decree

Diagnosis & Treatment

Financial performance *in millions of EUR unless otherwise stated*

	Q4 2022	Q4 2023	FY 2022	FY 2023
Sales	2,550	2,497	8,290	8,818
Comparable Sales Growth	6%	5%	(1)%	11%
Adj. EBITA margin	12.2%	10.4%	9.5%	11.6%
Adj. EBITDA margin	14.6%	12.4%	12.2%	14.1%
Income from operations	186	132	538	720

Highlights

- Double digit growth in Image Guided Therapy and Precision Diagnosis in FY 2023
- Solid Q4 growth on the back of tough comps
- Adj. EBITA margin driven by sales, pricing and productivity measures in FY 2023
- Adj. EBITA decreased in Q4 mainly due to unfavorable mix, and phasing of production and cost



Connected Care

Financial performance *in millions of EUR unless otherwise stated*

	Q4 2022	Q4 2023	FY 2022	FY 2023
Sales	1,622	1,353	5,268	5,138
Comparable Sales Growth	4%	(11)%	(9)%	1%
Adj. EBITA margin	11.6%	15.0%	2.1%	7.2%
Adj. EBITDA margin	15.1%	20.3%	7.5%	12.1%
Income from operations	(97)	(332)	(2,347)	(1,199)

Financial performance *excluding provisions charged to sales **

Comparable Sales Growth	4%	0%	(9)%	5%
Adj. EBITA margin	11.6%	13.3%	2.1%	6.9%

Highlights

- Double-digit growth in Monitoring in FY 2023; solid Q4 on the back of tough comps
- Adj. EBITA margin driven by higher Monitoring sales and improvement in Sleep & Respiratory Care

*) Excluding provisions charged to sales of EUR 174 million in Q4 2023 mainly in connection with the Respironics consent decree





Personal Health

Financial performance in millions of EUR unless otherwise stated

	Q4 2022	Q4 2023	FY 2022	FY 2023
Sales	1,056	1,069	3,626	3,602
Comparable Sales Growth	(4)%	7%	0%	3%
Adj. EBITA margin	17.0%	19.9%	14.8%	16.6%
Adj. EBITDA margin	19.7%	22.7%	18.0%	19.4%
Income from operations	173	208	515	552

Highlights

- Growth driven by strength in the Personal Care business
- Growth in Q4 driven by China, Western Europe and other Growth Geographies
- Consumer sentiment remains subdued; expected to improve in the course of 2024
- Adj. EBITA margin driven by sales, pricing and productivity



Productivity initiatives delivered EUR 956 million in the year, with 271 million in the quarter

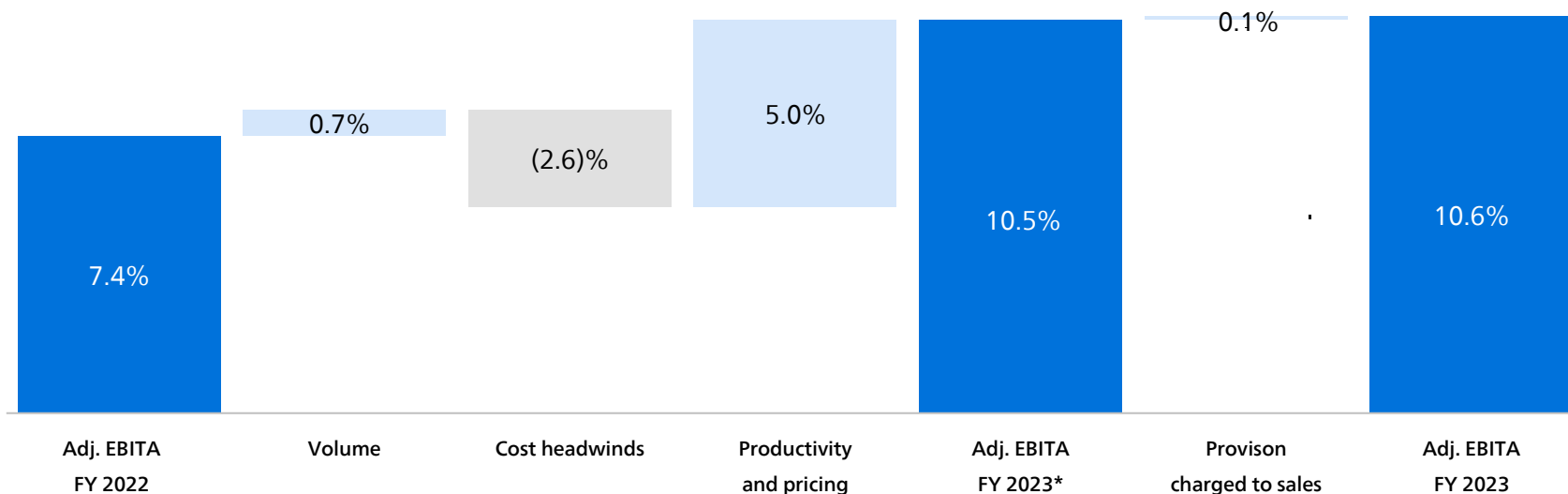
Productivity initiatives savings¹ *in millions of EUR unless otherwise stated*

		Q4 2023	FY 2023
Operating Model	<ul style="list-style-type: none"> Simplified organization with reduction of workforce by ~8k roles, out of 10k roles in total planned by 2025 R&D prioritization, reduction of Corporate Research End-to-end supply chain, simplifying planning, eliminating duplications 	149	496
Procurement	<ul style="list-style-type: none"> Bill-of-material savings via redesign, value analysis, engineering Reductions in warehousing, transportation and consulting 	64	219
Other productivity	<ul style="list-style-type: none"> Manufacturing footprint optimization and service productivity R&D platform simplification and footprint optimization GBS and hyper-automation S&RC rightsizing 	58	241
		EUR 271 million	EUR 956 million



Adj. EBITA margin improvement driven by increased sales, pricing and productivity measures

Group Adj. EBITA margin¹ in FY 2023

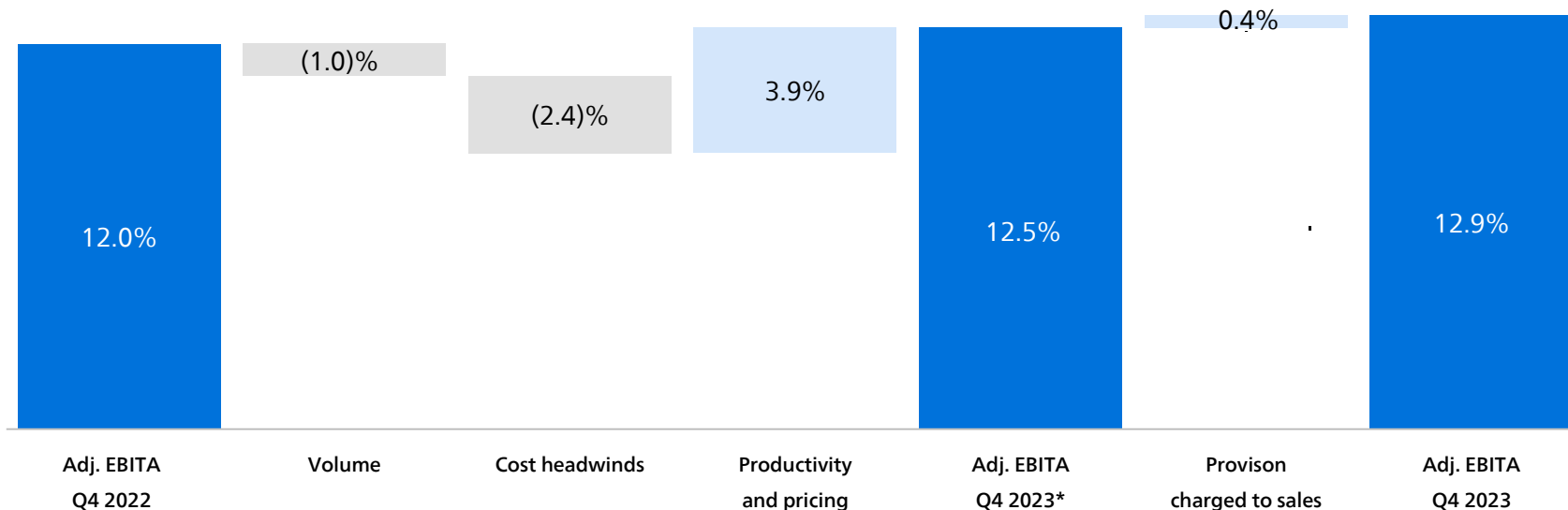


1. Excluding restructuring costs, acquisition-related charges and other one-time charges and gains

*) Excluding provisions charged to sales of EUR 174 million in Q4 2023 mainly in connection with the Respiroics consent decree

Adj. EBITA margin improvement driven by increased sales, pricing and productivity measures

Group Adj. EBITA margin¹ in Q4 2023



1. Excluding restructuring costs, acquisition-related charges and other one-time charges and gains

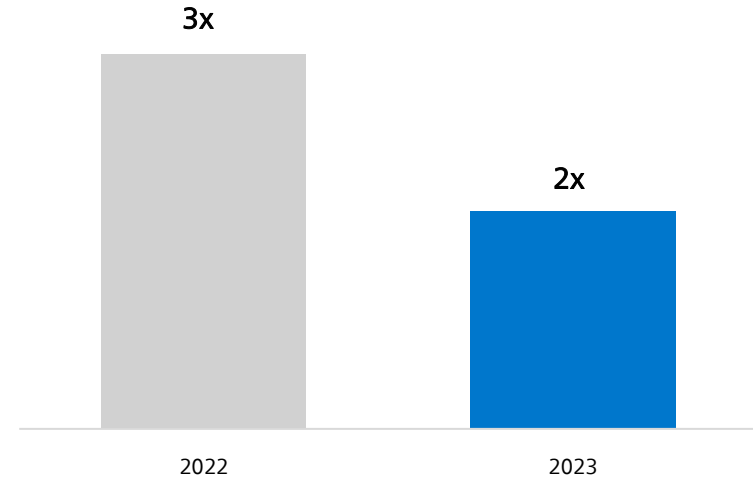
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Higher earnings and strong free cash flow resulted in significant improvement of leverage

Free cash flow drivers

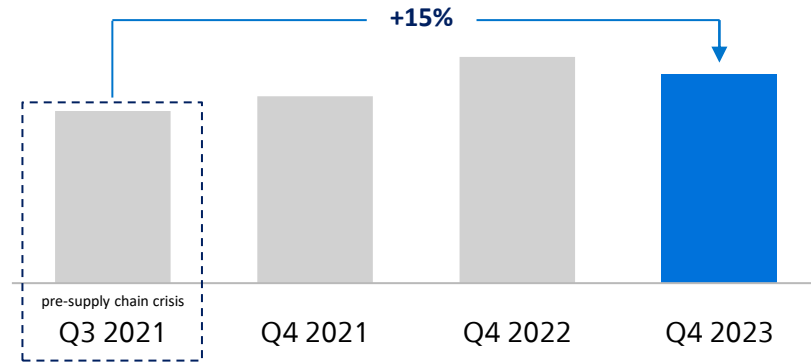
- Higher earnings and improved working capital
- Inventory reduced sequentially by 200 bps as a % of sales in Q4 and by 360 bps year-over-year
- Lower Accounts Receivable due to strong performance in collections and favorable sales phasing

Net Debt to Adj. EBITDA ratio



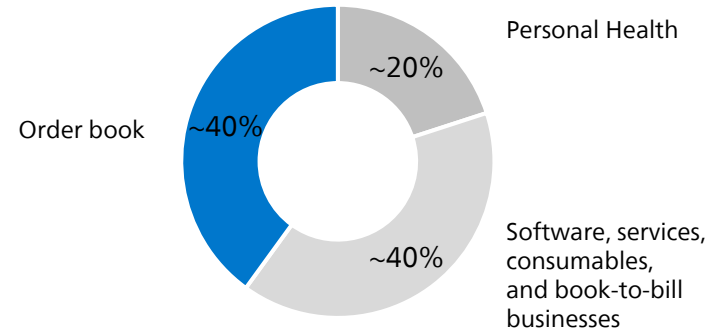
Order book remains strong and will continue to support growth planned for 2024

Indexed order book¹ development



- Order book ~15% higher than pre-supply crisis; will continue to support sales growth

Sales split as a % of Group sales

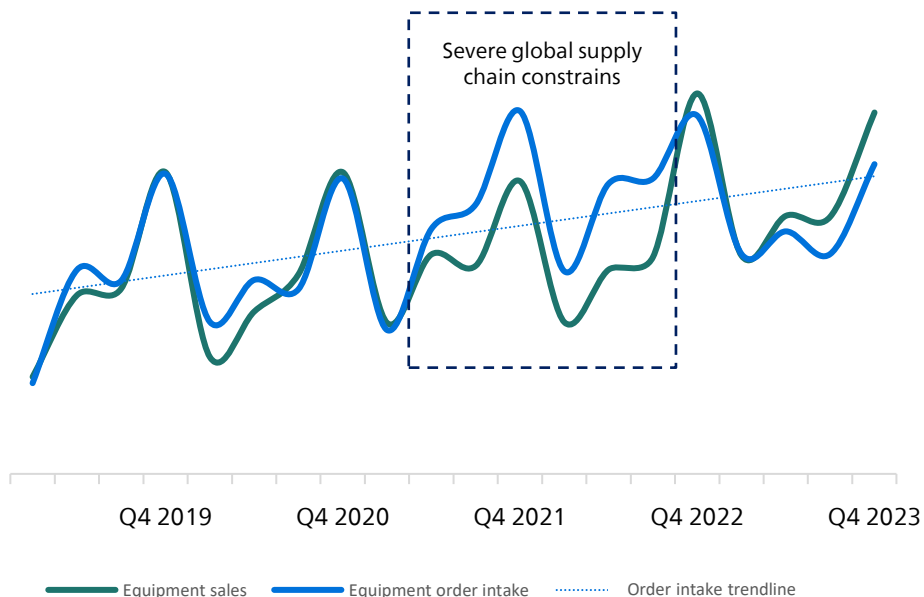


- Order book accounts for ~40% of Group sales
- Revenue streams from software, services, devices and consumables growing at healthy rates



Recent normalization of orders/sales ratio driven by strong sales conversion following severe supply chain constraints in 2021 – 2022

Absolute levels of order intake remain healthy *Order intake to sales ratio*



- Order intake was 3% lower in Q4, with a sequential improvement
- 5% lower in 2023 following exceptionally high levels between 2020-2022, lower China and Russia, and longer lead times
- Implementing the necessary actions to reduce lead times, leverage our enhanced operating model and AI-driven innovations to improve order intake
- Expect positive order intake growth in 2024



Continued improvement in operational performance in 2024, whilst acknowledging that uncertainties remain

Comparable Sales Growth

3 – 5%

- All segments within the range
- Segment Other sales of EUR 550 – 580m

Adj. EBITA margin

11.0 – 11.5%

- Margin improvement across all segments
- Segment Other Adj. EBITA loss of 50 million and EBITA loss of 100 million

Free Cash Flow

EUR 0.8 – 1.0 billion

- Driven by higher earnings and continued focus on inventory reduction
- Excludes the remaining cash-out related to the previously announced resolution of the economic loss class action in the US

FI&E and Tax

- Financial income & expenses expected to be a net cost of EUR ~290 million
- Effective tax rate expected to be within our medium-term range of 24 to 26%

Outlook excludes the impact of ongoing litigation and the investigation by the US DoJ related to the Respiroics field action

Restructuring, acquisition-related charges and Other items in 2024

Restructuring costs ~100 bps

- 1K roles reduction part of the 10K roles reduction program resulting from operating model simplification, of which 8K implemented by end of 2023
- S&RC rightsizing and assets impairment

Acquisition-related charges ~30 bps

- Post-merger integration costs related to recent acquisitions in Connected Care and Image-Guided-Therapy Devices

Other items ~200 bps

- Mainly related to Respironics field action running cost, the Consent Decree and other quality action-related charges

Outlook excludes the impact of ongoing litigation and the investigation by the US DOJ related to the Respironics field action

Philips agrees with FDA on main terms of consent decree

- The consent decree is now being finalized and will be submitted to the relevant US court for approval
- Mainly focused on Philips Respironics business operations in the US
- Will provide a roadmap of defined actions, milestones, and deliverables for us to demonstrate compliance with regulatory requirements and to restore the business
- In the US:
 - will continue to service sleep and respiratory care devices already with healthcare providers and supply accessories, consumables, patient interface and replacement parts
 - Until relevant consent decree requirements are met, will not sell new CPAP or BiPAP sleep therapy devices or other respiratory care devices
- Outside of the US: will continue to provide new sleep and respiratory care devices, accessories, consumables, patient interface and replacement parts and services
- Financial impact: recorded provisions of EUR 363 million in Q4 2023; expect ~100 bps of costs related to remediation activities and disgorgement payments in 2024

Execution with decisive action as key value driver



Patient safety and quality as highest priority

Culture, accountability, competencies

Patient safety and quality at heart of innovation

Expanded patient safety and quality program

Finalize Respironics recall



Reliable end-to-end supply chain

End-to-end value chain by business

Leadership and competencies

Product pruning and (re)design

Strategic supplier management



Simplified operating model

End-to-end, P&L-accountable business

Simplification, de-layering, less KPIs

Reduction of 10k roles

Leadership and talent

Patient safety and quality as highest priority

Examples of our progress in 2023



Patient safety and quality as highest priority

Elevated Patient Safety and Quality to the Executive Committee; driving cultural change

~50% reduction in the number of Quality Management Systems since inception of program

Stepped up investments in systems, competencies and capabilities:

- strengthened Design Controls capabilities and talent
 - implemented RIM¹ system for improved compliance, agility, and regulatory management
 - improved competencies in Regulatory Affairs, with focus on leadership in AI & software
-

Improvement in CAPA² closures; strengthened processes, capabilities & governance

Towards a reliable end-to-end supply chain

Examples of our progress in 2023



Reliable end-to-end supply chain

Moved to customer centric end-to-end supply chain teams aligned to the businesses

~75% PCBAs redesigns completed

2,100+ reduced risk for high-risk components vs 700+ year-end 2022

De-risked all high-risk components identified at year-end 2022

~20% increase in service level driven by logistics improvement

Improving order-to-delivery lead-time

Simplified, more agile operating model

Examples of our progress in 2023



Simplified operating model

New operating model live for 9 months, completed re-alignment of workforce, roles and reporting lines; enabled more effective ways of working across the company

Reduced workforce by ~8K, ahead of 7K planned and on track to 10K roles by 2025

Started journey to reinvigorate our culture

~900 talents with a HealthTech background attracted in 2023, including ~20 leaders in executive roles; will continued to inject HealthTech expertise

Execution with decisive action as key value driver

2024 focus areas



Patient safety and quality as highest priority

Continued focus on cultural shift and improving competencies

> 65% reduction in # of QMS; improved CAPA management

Investment in systems and capabilities; RIM system across entire company

Respironics recall and consequences



Reliable end-to-end supply chain

Leverage our regional end-to-end supply chain for increased agility and resilience

Strengthen planning and delivery for improved inventory management

Continued focus on reducing lead-times and improving service levels

Further reduce technical debt, portfolio pruning



Simplified operating model

Leverage effective ways of working across the company

Further simplification of operating model¹

Continue to reinvigorate culture; further inject HealthTech talent

Key takeaways

- Strong sales growth, improved profitability, and very strong cash flow in 2023 through solid execution of our plan to create value with sustainable impact
- Making progress on our three priorities:
 - Enhance patient safety & quality
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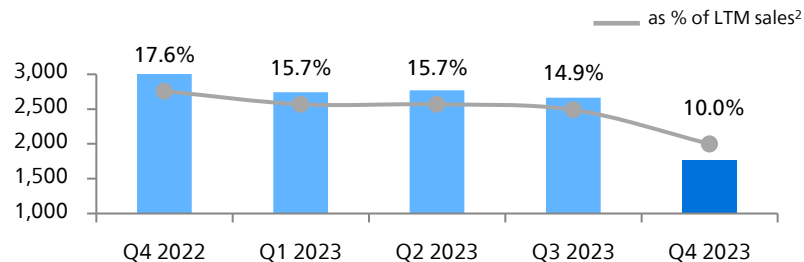




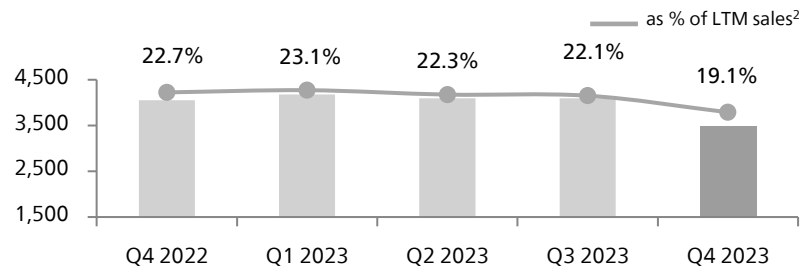
Financial appendix

Working capital and inventories

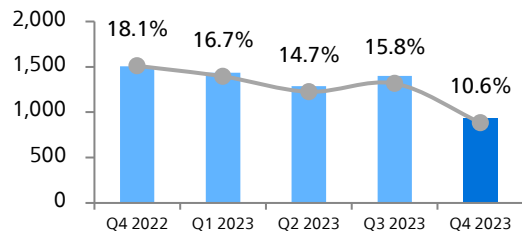
Group working capital¹ in millions of EUR unless otherwise stated



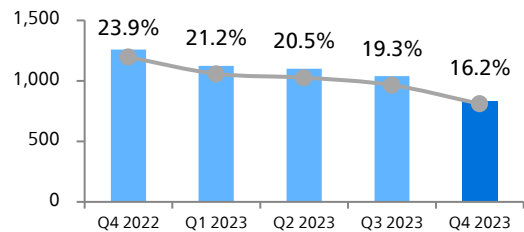
Group inventories in millions of EUR unless otherwise stated



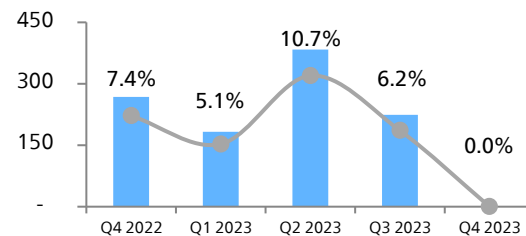
Diagnosis & Treatment



Connected Care



Personal Health

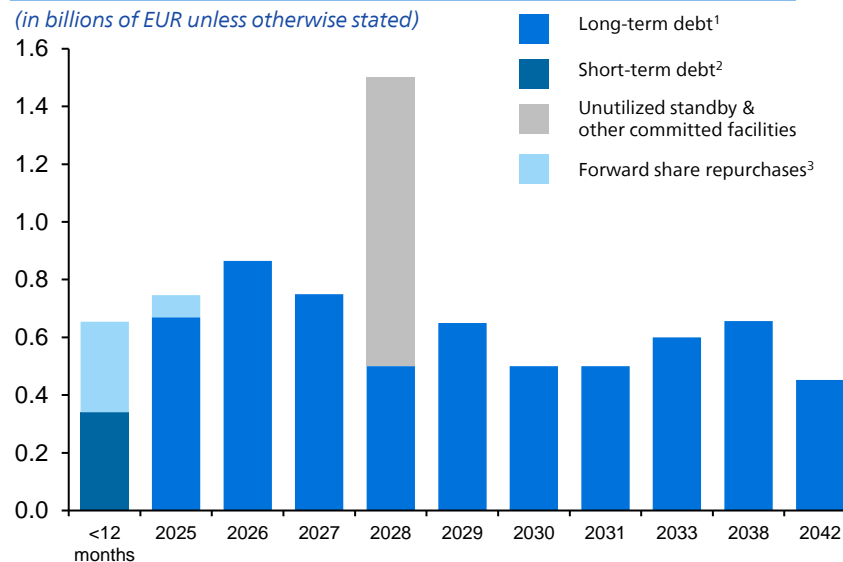


Debt maturity profile and liability management

Long term debt profile and liability management

- Net debt position decreased from EUR 7.0 to 5.8 billion
- No financial covenants
- Average tenor of long-term debt is 6.8 years
- Floating rate debt is less than 5% of total gross debt
- EUR ~3.0 billion of available cash and committed credit facilities

Debt maturity profile as per 31 December, 2023



1. Excluding long-term operating leases | 2. Short-term debt includes local credit facilities that are being rolled forward on a continuous basis as well as Commercial Paper | 3. Includes forward transactions entered as part of share repurchase programs for share cancellation and LTI purposes

Capital expenditures, Depreciation and Amortization

in millions of EUR	Q4 2022	Q4 2023	FY 2022	FY 2023
Capital expenditures on property, plant and equipment	164	105	444	345
Capitalization of development costs	77	68	363	281
Depreciation	178	173	711	683
Amortization of acquired intangible assets	104	74	363	290
Amortization of software	41	24	117	98
Amortization of development costs	58	50	411	184
Amortization	203	148	891	572
Depreciation and amortization	381	322	1,602	1,255

Restructuring, acquisition-related charges and Other items

Restructuring, acquisition-related charges and other items in millions of EUR

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023
Restructuring & acquisition-related charges										
Diagnosis & Treatment	(4)	(9)	(2)	18	3	65	30	8	15	118
Connected Care	22	18	35	49	125	49	10	20	37	115
Personal Health	-	1	-	10	11	5	2	-	2	9
Other	6	3	14	39	62	105	24	15	(4)	140
Philips Group	25	14	47	117	202	224	66	42	49	381
Other items										
Diagnosis & Treatment		-	72 ¹⁾	60 ²⁾	133	1	10	-	81 ³⁾	92
Connected Care	319 ³⁾⁴⁾⁵⁾⁶⁾	99 ³⁾⁴⁾⁶⁾	174 ¹⁾³⁾⁴⁾⁷⁾	158 ⁴⁾⁵⁾	750	644 ⁴⁾⁸⁾	85 ³⁾⁴⁾	92 ³⁾⁴⁾	453 ²⁾³⁾⁴⁾⁵⁾	1,275
Personal Health			3	(6)	(4)	(1)		23 ⁹⁾	-	22
Other	6	11	7	22	46	-	-	5	(36) ¹⁰⁾	(32)
Philips Group	325	111	256	233	925	644	95	120	498	1,358
Restructuring, acquisition-related charges & other items										
Restructuring	31	23	28	103	185	199	46	16	24	285
Acquisition-related charges	(6)	(10)	18	14	17	25	20	26	26	96
Other items	325	111	256	233	925	644	95	120	498	1,358
Philips Group	350	124	303	350	1,126	868	161	162	548	1,738

1. R&D project impairments | 2. Provision for a legal matter | 3. Quality remediation actions | 4. Respironics field-action running remediations costs | 5. Respironics fields-action connected to the anticipated consent decree | 6. Portfolio realignment charges | 7. Charges related to impairment of assets | 8. Respironics litigation provision | 9. Investment re-measurement loss | 10. Gain on divestment of business. Note: Due to rounding, amounts may not add up precisely to totals provided

