The next level of profitable growth

Transforming to new levels of profitable growth

Segment Advanced Therapies

Meet the Management,
December 10, 2019
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Advanced imaging to enhance minimally invasive procedures
Addressing core with next generation image guidance and unprecedented image quality

**Cristal clear device visibility**

**Anatomy not seen on Angiography before**
How did you find UBS, 5 Broadgate?
How did you find UBS, 5 Broadgate?
Image quality and navigation guidance help you to get where you want

Example: Minimally invasive cancer treatment with “Embolization Guidance”

Embolization guidance with 3D tumor margin and feeding vessels roadmap

Traditional imaging, liver tumor hardly visible

Imaging with Tumor-Enhancement

Courtesy: Prof. Thomas Vogl, JWG University of Frankfurt, Germany
Image quality and navigation guidance help you to get where you want

Example Minimally invasive cancer treatment with "Embolization Guidance"

Embobilization guidance with 3D tumor margin and feeding vessels roadmap

Traditional imaging, liver tumor hardly visible

Imaging with Tumor-Enhancement

Courtesy: Prof. Thomas Vogl, JWG University of Frankfurt, Germany
Addressing core with next generation image guidance

Key value propositions of ARTIS icono

- **Connected and digital** interventional suite
- Unprecedented image quality **making the unseen visible**
- Improved **patient outcomes** with **one stop stroke assessment and therapy**

- **Personalized case workflows** for higher patient throughput
- **Increased utilization** through enabled multi-disciplinary usage – 3-in-1 system
Advanced Therapies – Transforming to new levels of profitable growth

Addressing core
with image guidance and navigation

- **Enhancing** minimally invasive procedures with ARTIS icono
- **Reinforcing portfolio** and coverage in fast growing geographies
- **Leveraging** the entire Siemens Healthineers portfolio for next-gen therapy guidance
- **Capitalizing on service revenue**

Improving precision and transforming care delivery

- **One stop angio based stroke** assessment and therapy with ARTIS icono
- Enhancing physicians eyes and hands with Corindus
- Improving patient access with remote treatment

Expanding in highly growing procedures

- Expanding **addressable market**
- Adding **per procedure revenue** by focusing on cardio- and neurovascular procedures where advanced imaging drives better outcomes
- **Broadening scope in cancer therapy** by providing integrated navigation solutions for ablation and embolization
Combining eyes and hands enhancement in a unique integrated system with Corindus

Next generation

Image Guidance
- Imaging that makes the unseen visible
- Connected and digital interventional suite
- Disruptive potential in angio only one stop stroke

Next generation

Treatment Delivery
- Robotic precision and procedure transformation
- Potential to enable remote treatment
**Manual workflow**

Manual catheter navigation requires the skills of an experienced physician.
Robotic workflow

AI and semi-automated navigation for faster and highly precise treatment guidance
Remote workflow

AI and semi-automated navigation for faster and highly precise treatment guidance
The future starts now

December 4 – 5, 2018

First in-human telerobotic PCI procedure from 20 miles away
Dr. Tejas Patel, from Ahmedabad, India

November 1, 2019

First in-human neuro vascular aneurysm coiling
Dr. Vitor Mendes Pereira, The Toronto Western Hospital, Canada
Creating value by complementing imaging system and robotic assistance

**Today**

- **Protection**
  - High Radiation Exposure
    - Shielded operation
  - Reproducible results

- **Precision**
  - High variability in physicians’ experience

- **Efficiency**
  - Complex, long lasting procedures
    - Automated procedures

- **Access**
  - Availability of experienced physicians
    - Remote treatment

**Tomorrow**

- **Protection**
  - Improved ergonomics

- **Precision**
  - Millimetric robotic drive

- **Efficiency**
  - Unique integrated system

- **Access**
  - Expert availability

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Improved ergonomics

Millimetric robotic drive

Unique integrated system

Expert availability

High Radiation Exposure

Shielded operation

Reproducible results

Complex, long lasting procedures

Automated procedures

Availability of experienced physicians

Remote treatment

High variability in physicians’ experience

Protection

Precision

Efficiency

Access

MtM | Advanced Therapies
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- Improved ergonomics
- Millimetric robotic drive
- Unique integrated system
- Expert availability

- Protection
- Precision
- Efficiency
- Access
Robotic assistance and new business models will allow expansion in fast growing procedures

Transforming to new levels of growth

+20%
procedure growth in stroke
16' new strokes/y
150k thrombectomy procedures/y

catheter ablations of arrhythmias
51' atrial fibrillation incidence/y
500k procedures/y

+9%

+8%
procedure growth in lung and liver cancer
3' new lung and liver cancers/y
565k procedures/y

complex percutaneous coronary intervention
207' incidence/y
1'1m procedures/y

+10%

2 3’ in thrombectomy-capable countries | 3 Global Data 2018, own extrapolation

MtM | Advanced Therapies
Advanced Therapies will stepping up by capturing highly growing procedures

Transforming to new levels of growth

Addressing core with image guidance and navigation

Improving precision and transforming care delivery

Expanding in highly growing procedures

Comparable revenue growth

>5% towards high-single digit

Gain market share

Grow service steadily

Expand in highly growing procedures

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