




PHILIPS

www.philips.com

Accelerating Health Technology Breakthroughs

Dr. Benno Tieke
Philips Ventures
20 April 2023

innovation  you

Philips, a born innovator



For over 130 years, we have been improving people's lives with a steady flow of ground-breaking innovations

The founding fathers of Philips



Frederik



Gerard



Anton

Philips has reinvented itself many times



**Founded on innovation
and entrepreneurship**



**Expanding
beyond lighting**



**Global expansion
post-WWII**



**Diversified industrial
conglomerate**



**Strategic portfolio
choices sharpening focus**

Our journey
continues...



Products come and go ...
Technologies change ...

But Philips is still
about one thing:
Creating meaningful
innovation that improves
people's lives

It is our purpose to improve people's health and well-being through meaningful innovation.

We aim to improve the lives of 2.5 billion people per year by 2030.*

* 2 billion by 2025



Our purpose and action plan support the UN's global goals

**Make the world
healthier and more
sustainable through
innovation**

**Improve the lives of
2.5 billion people a year
by 2030**



Improving people's health and well-being, and expanding access to care for underserved communities



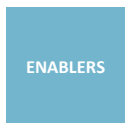
Ensuring sustainable use of materials and driving the transition to a circular economy



Ensuring sustainable use of energy, reducing emissions, and operating carbon-neutral



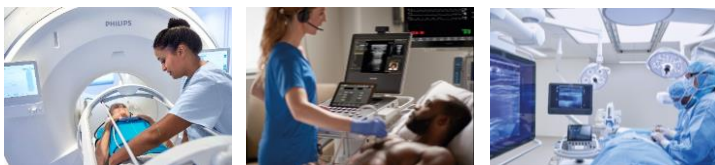
- Teaming up with our suppliers to increase social and environmental impact throughout our supply chain
- Building strong coalitions to drive global change



- Designing our products and services in line with our EcoDesign requirements
- Embedding sustainable practices in our ways of working

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

Diagnosis & Treatment



Diagnostic Imaging

Ultrasound

Image Guided Therapy

Connected Care



Enterprise Informatics

Monitoring

Sleep & Respiratory Care

Personal Health



Personal Health

Patient- and staff-centered solutions that simplify workflow and deliver more precise diagnosis and clear pathways with predictable outcomes

Uniquely integrating best-in-class imaging with specialized devices to innovate procedures and improve lives

Patient care solutions, advanced analytics and patient and workflow optimization across all care settings

Therapies to support patients in their chronic care needs

Products and services to support healthier lifestyles and disease prevention

Four profound trends are shaping the future of health technology



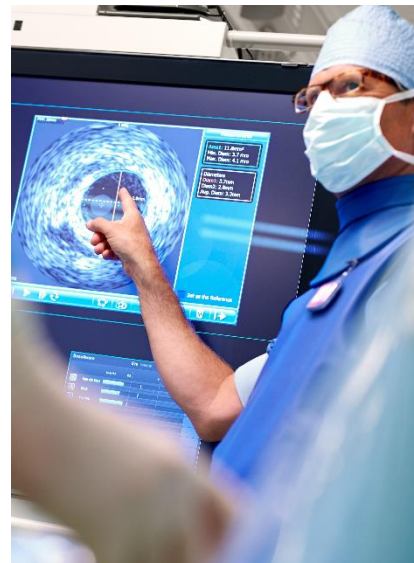
Global resource constraints



Aging populations and the rise of chronic illnesses



Increasing consumer engagement



Digitalization

Helping our customers address the Quadruple Aim



**Better
health outcomes**



**Improved
patient experience**



**Improved
staff experience**



**Lower
cost of care**





We turn possibilities into great innovations

10.5% of sales
invested in R&D in 2022

920 new
patents
filed in 2022

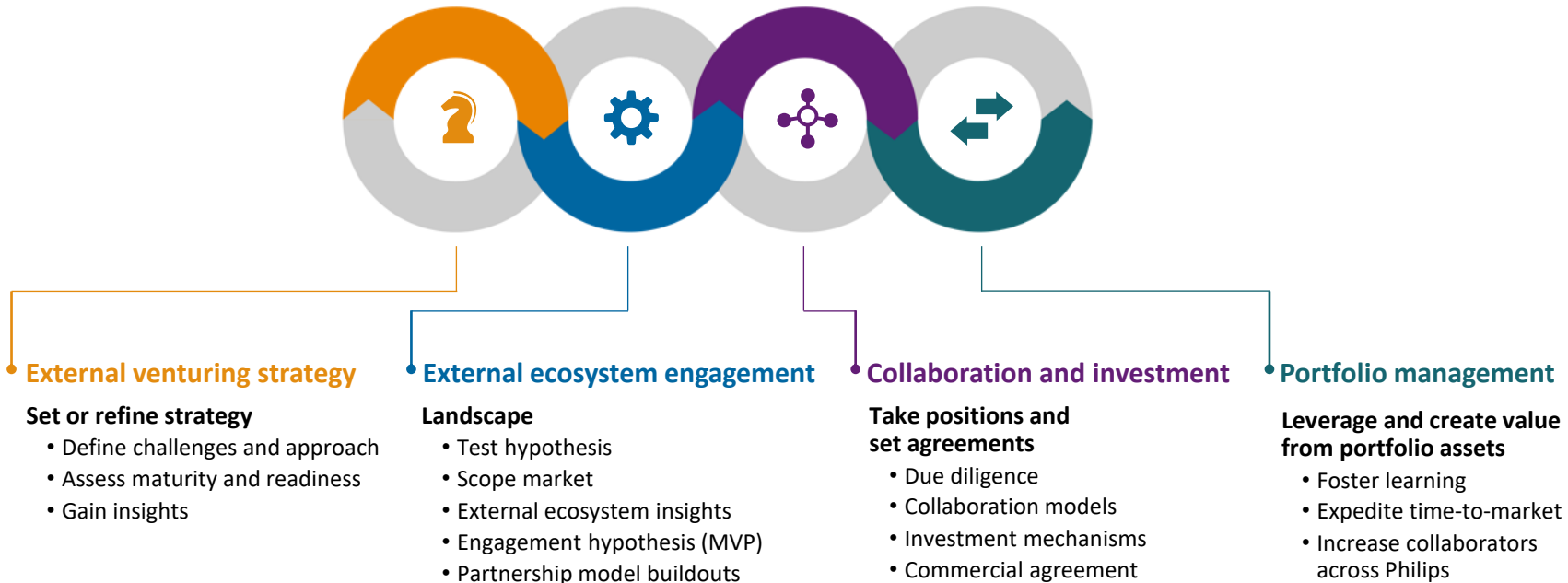
Philips named
Clarivate Top 100
Global Innovator™
for 9th year in a row in 2022

Approximately
1 out of 2
R&D personnel in
software and data science

56,000
patents

#1 for medical
technology
patent filings
with European Patent Office in 2021

Philips Ventures: Contributions to Innovation & Business Strategy



Philips Ventures enables innovation via 3 investment vehicles



Center of expertise for Philips' minority investing efforts

Governance over all minority and startup investment activities

Efficient execution process to match required venture timelines

Health Technology Ventures

1

Digital Health focused early-stage venture fund

Focused on gaining **unique insights** into the future needs of our customers in healthcare industry

Investment goals: insights, commercial partnerships, financial return on investment; not acquisition targets

Size: €8-€12M investment per company (including future reserves)

Initial deals around **€2-5M per company**

Build syndicates around select deals
All deals require syndication

xealth

siilo.

orbita

Fund of fund positions (LPs)

2

Portfolio of strategically aligned venture funds

Explore adjacencies | De-risk new categories | Market insights

Our network of innovation leaders in healthcare provide a unique set of insights into **new geographies, evolving business models**, and the **future of our industry**

Catalyst investment channel – insights to pick most relevant opportunities for Philips



Business Sponsored

3

Investments in specific core or adjacent assets

Philips businesses and markets are focused on finding and addressing current and near-term care delivery needs of our customers in the healthcare industry

Investment goals: complementary capabilities, potential acquisition targets

Size: no min / max investment size requirements

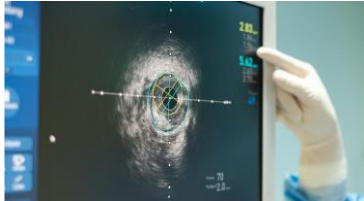
Philips Ventures acts as advisor to businesses:
deal execution and portfolio management function

We follow a customer-first approach, focusing on themes that are key to solve for Philips' customers



Interoperability

Software and devices in healthcare are frequently incompatible to each other. We evaluate solutions enabling compatibility and data exchange to improve care.



Real World Data

The need for real world evidence is growing, fueled by value-based care. With often unstructured data in hospitals, solutions for structured data lakes are necessary.

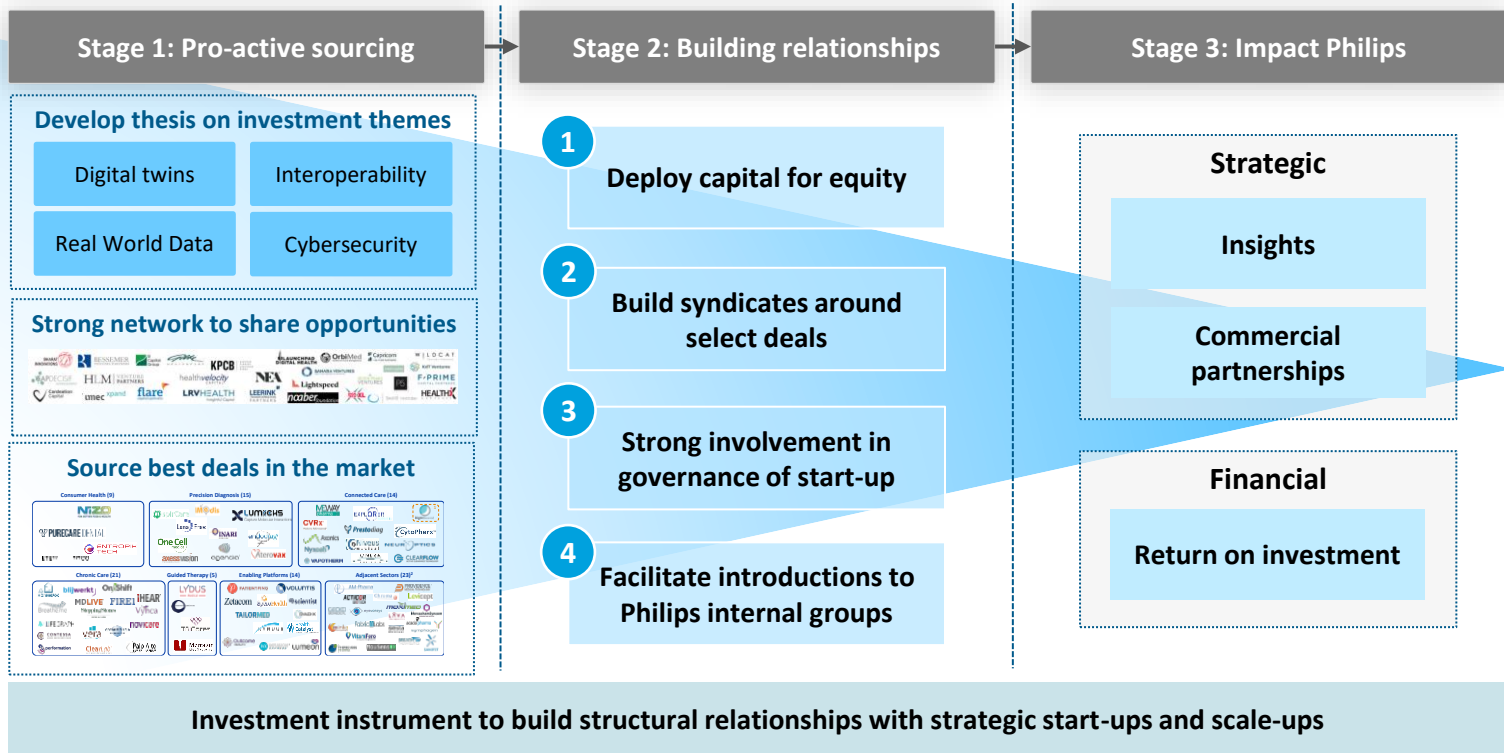


Cybersecurity

Healthcare is increasingly targeted by cyber crime. To counter, as well as due to regulatory pressure, demand for healthcare-specific cybersecurity is rising.

Strategic portfolio management with strong involvement through board role and direct shareholding

Philips Ventures



Advancing the Start-up Eco-system: Examples

Launch of 100M Fund DeepTechXL (May 2022) / Spin Out InnoSIGN (March 2022)



▲ Op de High Tech Campus in Eindhoven zitten veel startende techn
Campus

ASML en Philips betrokke techfonds van 100 miljoen

EINDHOVEN - Chipmachinemaker ASML en Philips
technologiefonds van 100 miljoen euro, samen met
Doel is investeren in startende en groeiende Neder
hightechbedrijven.

Merlijn van Dijk 24-05-22, 17:00 Bron: ED

HEADLINE

ASML, Philips participate in €100M investment fund for Dutch deep tech

Paul van Gerven

🕒 24 May

ASML, Philips and several other organizations are chipping in for the DeepTechXL Fund I, a 100-million-euro private investment fund focusing on promising Dutch startups and scale-ups. Expecting to

22.03.2022

InnoSIGN completes spin-out from Philips, \$8M Series A

NEWS



We are excited that the OncoSIGN business has spun-out from Philips and continues as independent company InnoSIGN. InnoSIGN, a US-based company, will maintain its leading R&D facility located at the High Tech Campus in Eindhoven, The Netherlands.

Almost the entire OncoSIGN team and relevant IP has been transferred from Philips to InnoSIGN. The InnoSIGN team is highly committed to bring the technology to the patient by further clinical validation and to start commercial activities in the US market.

GlobeNewsWire: March 22, 2022

InnoSIGN Completes Spin-Out from Philips with an \$8M Series A Financing to Revolutionize Precision Medicine through its OncoSIGN Pathway Activity Profiling Platform

- InnoSIGN utilizes its proprietary database with over 100,000 pathway activity profiles for drug development and diagnostics to predict patient response to targeted therapies
- Proceeds support additional clinical validation and US market launch

INVESTS IN FINANCIALLY LUCRATIVE AND IMPACTFUL PROJECTS RELATED TO KEY SOCIAL THEMES

3 Key Societal Themes



addressing

Health and care



Energy transition and sustainability



Security



Agriculture, water, and food



2 Key Enabling Technologies



Engineering and Fabrication Technologies, Advanced Materials, Photonics and Light Technologies, Quantum Technologies, Digital Technologies, Nano Technologies

using

1 Purpose-Driven DeepTech ventures



DeepTech ventures with a purpose of contributing to the United Nations Sustainable Development Goals



