



PHILIPS

Capital Markets Day



Welcome to Capital Markets Day

November 6, 2020

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 the strategy; estimates of sales growth; future Adjusted EBITA; future restructuring, acquisition-related and other costs; future developments in Philips' organic business; and the completion of acquisitions and divestments. 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: changes in industry or market circumstances; economic and political developments; market and supply chain disruptions due to the COVID-19 outbreak; Philips' increasing focus on health technology; the realization of Philips' growth ambitions and results in growth geographies; successful completion of divestments such as the divestment of our Domestic Appliances businesses; lack of control over certain joint ventures; integration of acquisitions; securing and maintaining Philips' intellectual property rights and unauthorized use of third-party intellectual property rights; compliance with quality standards, product safety laws and good manufacturing practices; exposure to IT security breaches, IT disruptions, system changes or failures; supply chain management; ability to create new products and solutions; attracting and retaining personnel; financial impacts from Brexit; compliance with regulatory regimes, including data privacy requirements; governmental investigations and legal proceedings with regard to possible anticompetitive market practices and other matters; business conduct rules and regulations; treasury risks and other financial risks; tax risks; costs of defined-benefit pension plans and other post-retirement plans; reliability of internal controls, financial reporting and management process. 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 2019.

Third-party market share data

Statements regarding market share, including those regarding Philips' competitive position, contained in this document are based on outside sources such as research institutes, industry and dealer panels in combination with management estimates. Where information is not yet available to Philips, those statements may also be based on estimates and projections prepared by outside sources or management. Rankings are based on sales unless otherwise stated.

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 2019.

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 2019. 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 2019.

Agenda



CET	GMT	EST		
13:00 – 13:05	12:00 – 12:05	07:00 – 07:05	Welcome	Leandro Mazzoni , Head of Investor Relations
13:05 – 14:00	12:05 – 13:00	07:05 – 08:00	Company update and performance roadmap	Frans van Houten , CEO Abhijit Bhattacharya , CFO
14:00 – 14:20	13:00 – 13:20	08:00 – 08:20	Q&A	Frans van Houten + Abhijit Bhattacharya
14:20 – 14:40	13:20 – 13:40	08:20 – 08:40	Raising the bar in ESG	Marnix van Ginneken , Chief Legal Officer Sophie Bechu , Chief of Operations Robert Metzke , Head of Sustainability + guest: Brian Moynihan , CEO Bank of America
14:40 – 14:50	13:40 – 13:50	08:40 – 08:50	Break	
14:50 – 16:10	13:50 – 15:10	08:50 – 10:10	Further unlocking our potential	
			Diagnosis & Treatment - Precision Diagnosis	Kees Wesdorp , Chief Business Leader Precision Diagnosis Sham Sokka , Head of Marketing Precision Diagnosis
			Diagnosis & Treatment - Image-Guided Therapy	Bert van Meurs , Chief Business Leader Image Guided Therapy Atul Gupta , Head of Medical Office Image Guided Therapy
			Connected Care	Roy Jakobs , Chief Business Leader Connected Care Solange Plebani , Business Leader Connected Care Informatics
			Personal Health	Deeptha Khanna , Chief Business Leader Personal Health Michael Kühne , Business Leader Oral Healthcare
16:10 – 16:20	15:10 – 15:20	10:10 – 10:20	Break	
16:20 – 16:40	15:20 – 15:40	10:20 – 10:40	Q&A	Business zoom presenters
16:40 – 17:10	15:40 – 16:10	10:40 – 11:10	Delivering profitable growth	Andy Ho , Chief Market Leader Greater China Vitor Rocha , Chief Market Leader North America Edwin Paalvast , Chief Market Leader International Markets
17:10 – 17:25	16:10 – 16:25	11:10 – 11:25	Q&A	Market presenters
17:25	16:25	11:25	Wrap-up	Frans van Houten