

Philips Capital: One-stop shop for financing solutions

- ✓ Our financing partnership helps your **healthcare business grow**
- ✓ Our **solutions** are always **unique**, so they precisely match your requirements
- ✓ You have reassurance of **long-term support** from a world leader in healthtech
- ✓ Our approach has already been proven **successful globally**

*Our vision is to provide **end-to-end tailored financing solutions**, for both small and large-scale healthcare projects*



Philips Capital: Integrated financing offering

Matching your healthcare business needs & financing requirements





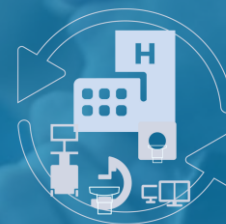
Why partner with Philips Capital?

Key considerations of healthcare providers

How can I ensure that all technology in my hospital is available and up-to-date without disrupting patient and staff experience?



How do I control my total healthcare technology budget and improve the Total Cost of Ownership (TCO) in a dynamic healthcare landscape?



How do I overcome the backlog in healthcare technology investments to ensure quality care delivery?

How to get a more predictable cash flow, reduce the amount of capital expenditure, while keeping flexibility to make changes in my technology investments?



How do I respond effectively to the shifting healthcare landscape and address acute healthcare challenges?





Philips Capital

Healthcare financing solutions dedicated to bringing your vision to life

Healthcare providers financing solutions

You have a clear vision for improving your care delivery. Philips Capital offers tailored financing solutions to healthcare providers with one sole purpose. Helping you obtain the technology and services needed to improve patient lives, balance costs and achieve your goals.

Channel partners financing services

As a Philips distributor or dealer, you are focused on providing the best choice of medical equipment to your customers. Philips Capital can support your operational needs with working capital solutions that help increase your buying power and grow your business.



Improve cash flow

Meet capital constraints and improve cash flow for use in daily operations. Leverage diverse funding sources to accelerate access to the latest medical technology and improve patient care.



Optimize Total Cost of Ownership (TCO)

Access the latest healthtech solutions and digital technologies that drive better ways of working and new services. Optimize your TCO to make innovative medical technology affordable and attainable.



Respond quickly to change

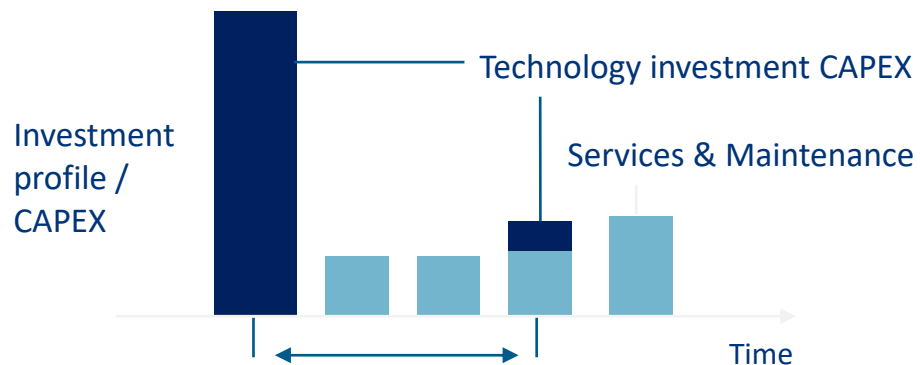
Gain agility to rapidly changing patient demands and market dynamics. Financing medical technology over time helps you respond quickly to healthcare market changes.



Our structured financing & payment plans offer predictability and flexibility

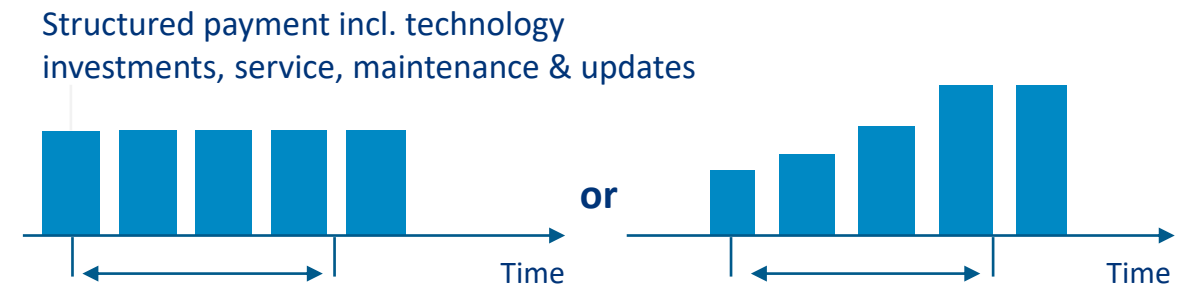
Cash purchase

- Variable budget requirements to support investment decisions
- Decide when to invest and when to preserve budgets



Customer financing

- Predictability in payments
- Get your system now, spread your payments over time
- Predictable monthly cash flows through financing
- Choice between flat fee, step up, step down payment plans



- Philips can offer a strategic asset management plan, ensuring equipment remains up-to-date while optimizing cash flows
- Competitive leasing offerings allowing to select between returning, continue using, or purchasing the equipment at the end of the term



Philips Capital Financing Programs

Available for all Philips systems & solutions to keep your healthcare operations moving forward



Healthtech Leases [Right-to-Use Philips equipment]

Keep quality high and costs low by financing the entire Philips Solution with a variety of payment plans designed to fit your budget



Extended Payment Plans [Own Philips equipment]

Acquire Philips Healthcare technology now and pay back over time with flexible payment plans tailored to fit your financial goals



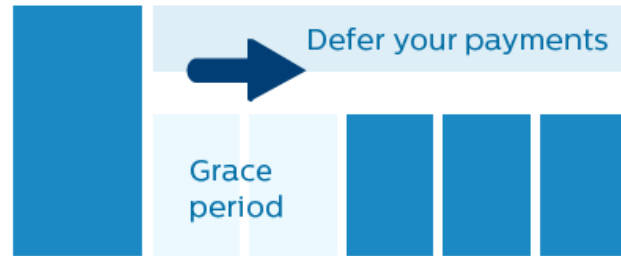
Deferral Payment Programs* [Financing payment structure]

Access Philips Healthtech today, without making payments for a pre-defined period of several months



Financing Program: Deferral Payment Program*

Purchase now, Pay later

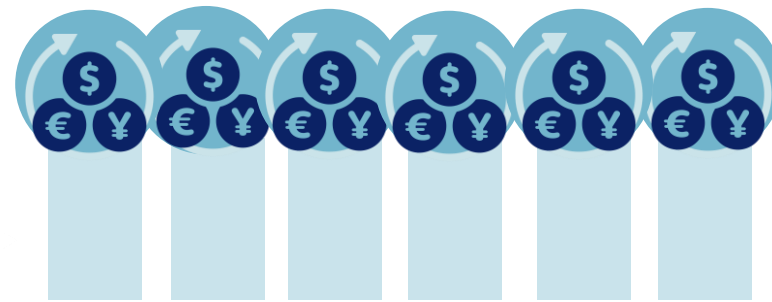


Defer your payments, not your care delivery

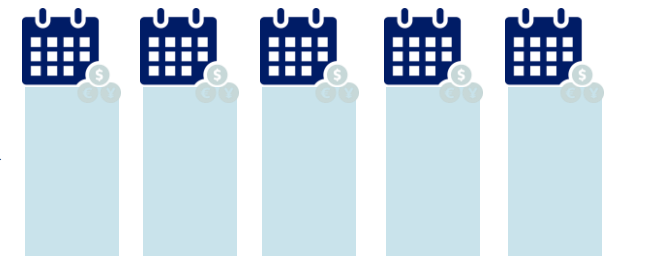
- Repayments begin after pre-agreed grace period from installation of equipment
- Cash inflows (revenue) with no cash outflows initially
- Preserve cash and credit lines for more essential expenses; relieve CAPEX constraint
- Provides time to start generating revenue stream from equipment usage



Month 0
Install & utilize equipment



Grace period up to 6 months



Month 6
Start payments



Financing can help you advance your patient care



Making capital equipment investments today is a difficult decision. That's why we have various options to help you manage your technology and financing with ease.

You can **renew your Philips Capital financing contract** to acquire new Philips medical equipment or upgrade your existing systems.

At the end of your current financing contract, you can simply extend your lease agreement to easily and economically:

1



Acquire new technology to transform your care delivery

Integrate innovative telehealth systems and digital improvements to update your operations.

2



Upgrade your current technology to improve ROI

Bring your trusted equipment to the state of the art with enhancements in clinical workflow and more.

3



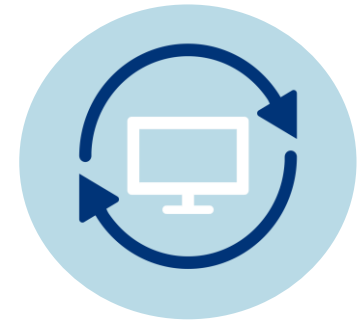
Reduce new equipment costs with loyalty trade-ins

Acquire the latest technology for less, with an extra loyalty bonus on your current equipment trade-in.

Benefits of financing your Philips medical equipment, software & services



Stay up to date with latest health technology



Bundle equipment and services, including upgrades and IT solutions



Optimize your TCO (Total Cost of Ownership)



Update and extend your financing contract easily



Make one easy payment



Customize your terms and repayment plan





Philips Capital

Now is the time to move forward with innovative financing

Philips Capital financing programs are available across Philips Healthtech portfolio



Healthtech Equipment
Innovative solutions across the health continuum that enable better care at lower cost

Managed Technology Services
Combine innovative products and services to deliver on the quadruple aim

IT/Software Solutions
Leverage clinical informatics and connected solutions to help support patient care throughout your enterprise

Discover how healthcare financing done right can help you adopt new technologies or digital workflows to move forward.

Now is the moment to continue to innovate with Philips Capital financing to bring your care vision to life.

