



¹www.berginsight.com/ReportPDF/Summary/bi-mhealth7-sum.pdf

²Based on snapshot data from Philips EncoreAnywhere database. Total nights of sleep therapy data stored within EncoreAnywhere for US companies = 3,812,132,365 as of 09/30/2019. (1 patient for 1 night where usage was greater than 0 from the period of 1/1/2007 through 09/30/2019 = 1 night of data). Unique Serial Numbers of devices downloading data for US companies in EA during time period of 1/1/07 through 09/30/19 = 6,879,325

³Based on snapshot data from Philips EncoreAnywhere database. Total patient records managed through EncoreAnywhere = 9,730,302 as of 09/30/2019

⁴19% of DreamMapper users used their therapy 100% of the nights over 90-days versus 12% for the Standard Care users, a relative increase of 58.33%. In a retrospective review conducted by Philips Respironics of the EncoreAnywhere database (white paper) that compared DreamMapper patients (n=71,157) to users who did not use it (n=56,711) over a period of 90 days.

⁵Shown, on Average, to reduce 95% of the time spent contacting and following up with new patients, answering questions about their therapy device and mask, and motivating them on adjusting to their new therapy, among 12 Home Care Providers using PAMS for at least six months. (Source: Retrospective study using 2014-2016 EncoreAnywhere data from 12 Home Care Providers using PAMS for at least six months. Adherence measured by CMS Compliance guidelines – minimum of 4 hours of use over 70% of the nights during a consecutive 30 day period within the first 90 days of use.)

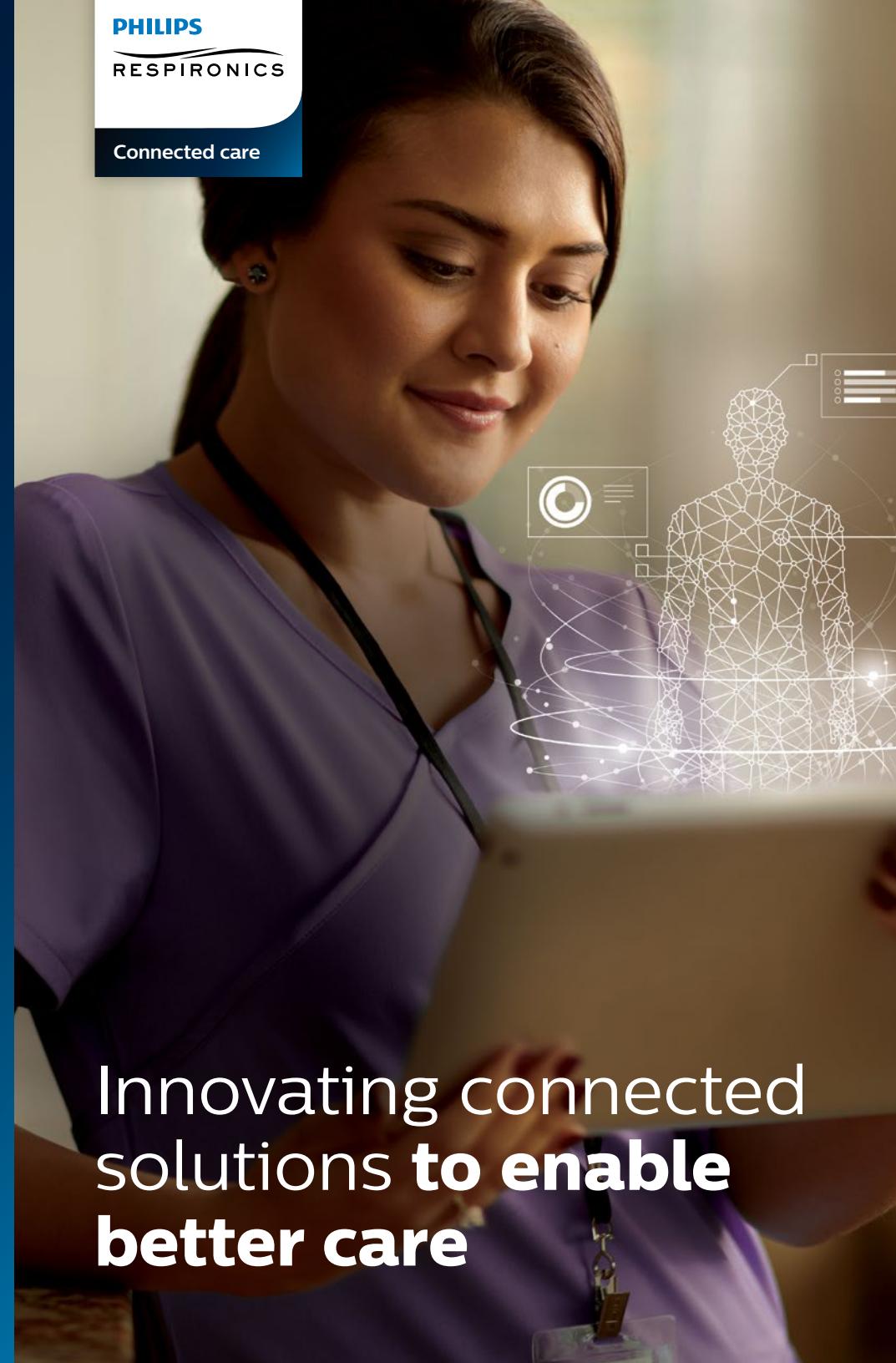
⁶Based on snapshot data from Philips EncoreAnywhere database. Average 30-day daily connections from devices for US companies via EncoreAnywhere = 1,963,734 ending 09/30/2019. Average daily unique devices connecting to EncoreAnywhere by US companies = 1,566,802 as of 09/30/2019

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Caution: U.S. federal law restricts these devices to sale by or on the order of a physician.

www.philips.com/respironics

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Innovating connected
solutions **to enable**
better care



A market view of connected care's potential

Connected technology is the present and future of healthcare. DMEs, physicians, care teams and health systems want timely, actionable data insights to provide the most effective treatment to their patients and address the common goal of achieving the best clinical outcomes at the lowest possible cost.



Remote patient monitoring revenues expected to reach \$27.4 billion by 2020¹



Revenue for mobile healthcare programs are predicted to account for 46.3% of total revenue by 2020¹



The number of remotely monitored patients is predicted to reach 36.1 million by 2020¹

Addressing the entire healthcare ecosystem with connected technology

Philips innovates based on the idea that the right combination of sleep and respiratory products with connected technology, patient education and physician support can enhance the quality of care.



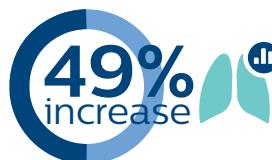
Philips has collected more than 3.8 billion nights of cloud-based sleep therapy data from more than 6.8 million connected devices worldwide²



Philips enables the care of more than 9.7 million people through cloud-based patient monitoring systems³



58% more people reported using their PAP therapy every night when they used Philips DreamMapper⁴



Patient Adherence Management Service (PAMS) has increased patient adherence by 49% on average⁵



Philips cloud-based management systems receive an average of 1.9 million connections across an average of more than 1.5 million unique devices in the U.S. every single day⁶