

Philips

Q4 FY23 Results: Consent Decree finally there, medium-term outlook confirmed

Reiterate Rating: NEUTRAL | PO: 23.00 EUR | Price: 21.05 EUR

Philips announces consent decree, outlook unchanged

The main takeaway from this morning result comes from the agreement on a terms of a consent decree with the DoJ for Respironics. To our view, it seems to be the base scenario, where Philips Respironics can continue to supply US market with accessories and consumables, but will not be allowed to sell CPAP/BiPAP devices until relevant requirements of the consent decree are met (ie. Multi-year plan). Based on our expert call last year (Feedback from legal expert call), we believe it might take at least 12 months for Philips (PHIA) to comply on compliance requirements, before being able to sell new devices in the US. PHIA recorded €363m provision in 4Q23 related to remediation activities, inventory write-downs and onerous contract provisions, and further 100bps of costs related to remediation activities in FY24. Into next year, guidance (3-5% organic, 11-11.5% margin) sits in-line with consensus, and PHIA confirms mid-term outlook which now includes the consent decree. Limited downside to numbers where highlighted in our recent relaunch report (Limited earnings downside = Neutral maintained). Focus on the call is likely to be on the consent decree, but also D&T weakness and future cash flow generation (script dividends to be paid again this year). Neutral rating maintained.

Q4 FY23 in details

Source: Company report

Growth in Q4 came in -5.1% (-360bps) below consensus, which includes €174m sales provision for the consent decree, although this would have been +3% excluding provision. Margin was in line, however D&T missed by 26% in absolute (330bps on margin) due to unfavourable mix and phasing, as well as China anti-corruption campaign.

Exhibit 1: Q4 revenue grew -1.0% (vs cons 2.6%) with margin of 12.9% (vs consensus 12.6%) Philips Q4 and FY23 actuals vs company prepared consensus (in EURmn)

	Actuals		Cons		Difference	
€mn	Q4 23	FY23	Q4 23	FY23	Q4 23	FY23
Group revenue	5,062	18,169	5,333	18,439	-5.1%	-1.5%
Organic growth	-1.0%	6.0%	2.6%	6.8%	-360 bps	-80 bps
-o/w Diagnosis & Treatment	5.0%	11.0%	4.5%	10.9%	50 bps	10 bps
-o/w Connected Care	-11.0%	1.0%	-1.1%	4.0%	-990 bps	-300 bps
-o/w Personal Health	7.0%	3.0%	5.1%	2.7%	190 bps	30 bps
Adjusted EBITA	653	1921	672	1,940	-2.8%	-1.0%
Margin	12.9%	10.6%	12.6%	10.5%	30 bps	10 bps
-o/w Diagnosis & Treatment	10.4%	11.6%	13.7%	12.6%	-330 bps	-100 bps
-o/w Connected Care	15.0%	7.2%	9.1%	5.8%	590 bps	140 bps
-o/w Personal Health	19.9%	16.6%	19.0%	16.3%	90 bps	30 bps

BofA GLOBAL RESEARCH

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Equity

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Stock Data

Price (Common / ADR)	21.05 EUR / 22.76 USD
Price Objective	23.00 EUR / 25.00 USD
Date Established	17-Jan-2024 / 17-Jan-2024
Investment Opinion	B-2-7 / B-2-7
52-Week Range	13.92 EUR-22.18 EUF
Market Value (mn)	19,562 EUF
Shares Outstanding (mn)	929.3 / 929.3
Average Daily Value (mn)	48.18 USD
Free Float	83.6%
BofA Ticker / Exchange	RYLPF / ENA
BofA Ticker / Exchange	PHG / NYS
Bloomberg / Reuters	PHIA NA / PHG.AS
ROE (2023E)	7.6%
Net Dbt to Eqty (Dec-2022A)	52.9%
ESGMeter™	High

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Glossary

DoJ = Department of Justice

D&T = Diagnosis & Treatment

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Refer to important disclosures on page 3 to 6. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

Timestamp: 29 January 2024 02:15AM EST

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Price objective basis & risk

Philips (RYLPF / PHG)

We value PHIA using a sum-of-the-parts (SOTP) model for its core businesses, using EV/EBITA as a core methodology to adjust for capital intensity relative to other EU MedTech peers.

Our price objective of €23, \$25 ADR is based on the following assumptions:

Personal Health (14.5x our 24E EBITA, unchanged multiple): for the fast-growing PH business, we have a 14.5x multiple, which is comparable to best-in-class EMEA staples businesses, given organic growth at PHIA above these peers and further upside risk to margins.

Diagnosis & Treatment (16x our 24E EBITA, unchanged): For D&T, we are using a 16x multiple, or 15-20% discount to peer Siemens Healthineers, given the material growth differential between the two businesses over the past 10 years and SHL's market leading position.

Connected Care (10.0x our 24E EBITA): For CC, we have 10.0x EBITA, a c. 20-30% discount to a blended group of sleep / respiratory and patient monitoring peers to reflect the considerable uncertainty in the sleep business due to the recent product recalls

Upside risks to PO are 1) faster-than-expected delivery on cost savings, 2) incremental share gains in the imaging market versus peers.

Downside risks to PO are 1) higher price pressure in consumer health markets, 2) manufacturing regulatory issues.

Analyst Certification

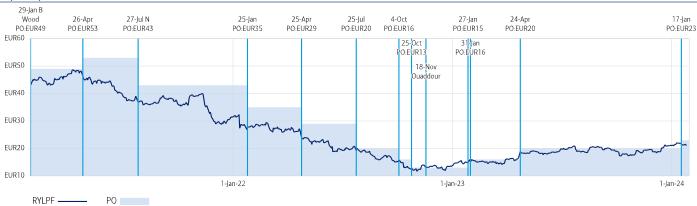
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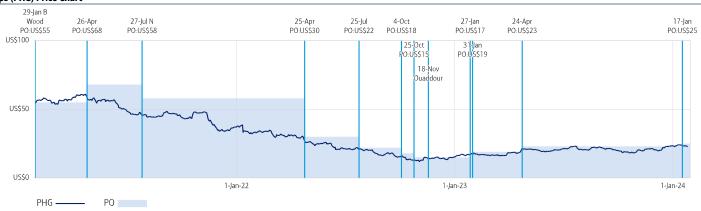
Philips (RYLPF) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Philips (PHG) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
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Sell	807	22.84%	Sell	383	47.46%

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Total return expectation (within 12-month period of date of initial Ratings dispersion guidelines for coverage cluster^{R2} Investment rating rating)

≥ 10% ≤ 70% Buy Neutral ≥ 0% ≤ 30% ≥ 20% Underperform N/A

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