

# SIEMENS

*Ingenuity for life*

Munich, Germany, January 31, 2017

# Earnings Release

## Q1 FY 2017

October 1 to December 31, 2016

## Siemens continues on road to success – earnings outlook raised

»With a strong first quarter and a considerably raised outlook for fiscal 2017, we are sending a clear signal. I am proud of my global Siemens team that has been working hard and has delivered convincing success. We will continue to rigorously execute our strategy program Vision 2020 to even further strengthen our innovation power and customer proximity,« said Joe Kaeser, President and Chief Executive Officer of Siemens AG.

- Benefiting from a strong performance by short-cycle businesses, revenue up 3% on a comparable basis, excluding currency translation and portfolio effects
- Orders 14% below Q1 FY 2016 on a comparable basis; the prior-year quarter included a higher volume from large orders
- Order intake continues to exceed revenue resulting in a book-to-bill ratio of 1.02
- On a nominal basis, revenue 1% higher at €19.1 billion; orders of €19.6 billion, down 14% compared to the prior-year quarter
- Significant margin expansion in most industrial businesses due to strong operational execution, and a €172 million portfolio gain, take Industrial Business profit margin up to 13.0%; Industrial Business profit climbs 26% year-over-year, to €2.5 billion; Centrally managed portfolio activities posted profit of €0.4 billion
- Net income of €1.9 billion, up 25%; basic earnings per share (EPS) of €2.35 compared to €1.89 in Q1 FY 2016

## Siemens

| (in millions of €)                                      | Q1      |         | % Change |       |
|---|---------|---------|----------|-------|
|   | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders  | 19,554  | 22,801  | (14)%    | (14)% |
| Revenue   | 19,119  | 18,891  | 1%       | 3%    |
| Profit  |         |         |          |       |
| Industrial Business                                     | 2,514   | 1,990   | 26%      |       |
| <i>therein: severance</i>                               | (48)    | (52)    |          |       |
| Profit margin   |         |         |          |       |
| Industrial Business                                     | 13.0%   | 10.4%   |          |       |
| <i>excl. severance</i>                                  | 13.2%   | 10.7%   |          |       |
| Income from continuing operations                       | 1,927   | 1,484   | 30%      |       |
| <i>therein: severance</i>                               | (63)    | (62)    |          |       |
| Net income  | 1,938   | 1,557   | 25%      |       |
| Basic earnings per share (in €)                         | 2.35    | 1.89    | 25%      |       |
| Free cash flow (continuing and discontinued operations) | 714     | (728)   | n/a      |       |
| ROCE (continuing and discontinued operations)           | 18.9%   | 16.3%   |          |       |

- Currency translation effects took one percentage point from order and two percentage points from revenue development; portfolio effects had a minimal effect on volume development year-over-year
- Compared to strong order intake in Q1 FY 2016, orders down due to a lower volume of large orders
- Industrial Business order backlog was €115 billion
- Revenue increased in the majority of industrial businesses
- Profit Industrial Business: higher profit in nearly all industrial businesses; Digital Factory posted the highest profit and largest increase, benefiting also from a €172 million gain related to the eCar business which was contributed to a joint venture; Healthineers and Power and Gas also contributed substantial profit along with strong earnings growth
- Income from continuing operations: higher Industrial Business profit and a pretax profit contribution of €409 million from Centrally managed portfolio activities (CMPA); Q1 FY 2016 benefited from lower tax expenses due to the release of a deferred tax liability
- Strong working capital management drives €1.4 billion positive swing in Free cash flow; Free cash flow from Industrial Business increased to €1.286 billion from €68 million in Q1 FY 2016; improvement was due mainly to Energy Management, Mobility and Wind Power and Renewables
- Higher net income substantially increased ROCE, despite a moderate increase in average capital employed
- Provisions for pensions and similar obligations as of December 31, 2016: €11.1 billion (September 30, 2016: €13.7 billion); decreased significantly mainly due to higher discount rate assumptions

## Power and Gas

| (in millions of €)                             | Q1      |         | % Change |       |
|--|---------|---------|----------|-------|
|  | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders   | 3,309   | 5,537   | (40)%    | (40)% |
| Revenue  | 3,895   | 3,680   | 6%       | 7%    |
| Profit   | 458     | 349     | 31%      |       |
| <i>therein: severance</i>                      | (1)     | (22)    |          |       |
| <i>therein: integration costs Dresser-Rand</i> | (5)     | (13)    |          |       |
| Profit margin                                  | 11.8%   | 9.5%    |          |       |
| <i>excl. severance and integration costs</i>   | 11.9%   | 10.4%   |          |       |

- Lower volume from large orders compared to Q1 FY 2016, which included a €1.6 billion order for the solutions and service businesses in Egypt, and reduced new-unit business in an unfavorable market environment; sharp decline in the region Europe, C.I.S., Africa, Middle East (Europe/CAME) and substantial decline in the Americas
- Revenue growth driven by strong execution from the backlog, particularly including large orders in Egypt
- Profitability influenced by improved project execution, higher profitability in the service business and lower severance charges
- Overcapacities from market weakness continue to create an aggressive competitive environment, resulting in ongoing price pressure

## Wind Power and Renewables

| (in millions of €)        | Q1      |         | % Change |       |
|---------------------------|---------|---------|----------|-------|
|                           | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders                    | 1,436   | 1,898   | (24)%    | (24)% |
| Revenue                   | 1,384   | 1,197   | 16%      | 18%   |
| Profit                    | 111     | 51      | 119%     |       |
| <i>therein: severance</i> | (1)     | –       |          |       |
| Profit margin             | 8.0%    | 4.2%    |          |       |
| <i>excl. severance</i>    | 8.1%    | 4.3%    |          |       |

- Lower volume from large orders included a €0.7 billion contract win for an offshore wind-farm, including service, in Belgium; Q1 FY 2016 included a €1.0 billion order for an offshore wind-farm, including service, in the U.K.; book-to-bill ratio above 1
- Revenue growth in all businesses, most pronounced in the offshore business in Europe
- Strong profitability driven by the revenue increase, higher productivity, positive effects related to project execution, higher capacity utilization, and a larger contribution from the service business

## Energy Management

| (in millions of €)        | Q1      |         | % Change |       |
|---------------------------|---------|---------|----------|-------|
|                           | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders                    | 2,990   | 3,500   | (15)%    | (14)% |
| Revenue                   | 2,808   | 2,765   | 2%       | 3%    |
| Profit                    | 189     | 183     | 3%       |       |
| <i>therein: severance</i> | (12)    | –       |          |       |
| Profit margin             | 6.7%    | 6.6%    |          |       |
| <i>excl. severance</i>    | 7.2%    | 6.6%    |          |       |

- Lower volume from large orders; Q1 FY 2016 included a large high-voltage direct current (HVDC) order in Africa won by the transmission solutions business; book-to-bill ratio above 1
- Revenue growth with increases in nearly all businesses
- Higher profit in a majority of businesses led by the high voltage products and transmission solutions businesses

## Building Technologies

| (in millions of €)        | Q1      |         | % Change |       |
|---------------------------|---------|---------|----------|-------|
|                           | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders                    | 1,715   | 1,547   | 11%      | 11%   |
| Revenue                   | 1,552   | 1,479   | 5%       | 5%    |
| Profit                    | 170     | 131     | 29%      |       |
| <i>therein: severance</i> | (5)     | (1)     |          |       |
| Profit margin             | 10.9%   | 8.9%    |          |       |
| <i>excl. severance</i>    | 11.2%   | 8.9%    |          |       |

- Strong order growth particularly in the solutions business; orders up in all reporting regions, including double-digit increases in Asia, Australia and the U.S.
- Robust order intake in recent periods lifted revenue across the businesses and in all reporting regions
- Profit growth supported by higher revenue and productivity increases particularly in the product business

## Mobility

| (in millions of €)        | Q1      |         | % Change |       |
|---------------------------|---------|---------|----------|-------|
|                           | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders                    | 2,151   | 2,663   | (19)%    | (17)% |
| Revenue                   | 1,801   | 2,044   | (12)%    | (8)%  |
| Profit                    | 163     | 193     | (15)%    |       |
| <i>therein: severance</i> | (4)     | (3)     |          |       |
| Profit margin             | 9.1%    | 9.4%    |          |       |
| <i>excl. severance</i>    | 9.3%    | 9.6%    |          |       |

- Despite lower volume from large orders, book-to-bill ratio significantly above 1; the current period included major contract wins in Europe/CAME, most notably a €0.4 billion order for commuter rail in Austria, as well as a contract win in the U.S. for light rail vehicles; Q1 FY 2016 included a large commuter rail contract in Germany and Siemens' largest-ever rail automation order
- Decline in revenue particularly in the rolling stock business due to timing factors related to the execution of large rail projects
- Profit decline due mainly to lower revenue; solid project execution kept profitability on a high level

## Digital Factory

| (in millions of €)        | Q1      |         | % Change |       |
|---------------------------|---------|---------|----------|-------|
|                           | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders                    | 2,693   | 2,492   | 8%       | 7%    |
| Revenue                   | 2,562   | 2,465   | 4%       | 4%    |
| Profit                    | 668     | 417     | 60%      |       |
| <i>therein: severance</i> | (6)     | (6)     |          |       |
| Profit margin             | 26.1%   | 16.9%   |          |       |
| <i>excl. severance</i>    | 26.3%   | 17.2%   |          |       |

- Orders and revenue up in all regions including double-digit increases in China; volume growth particularly in the Division's short cycle businesses
- Profit and profitability increased significantly in the high-margin short-cycle businesses
- Profit included a non-cash gain of €172 million related to the eCar business which the Division contributed to a newly formed joint venture, Valeo Siemens eAutomotive; Siemens' share in the joint venture is reported within CMPA

## Process Industries and Drives

| (in millions of €)        | Q1      |         | % Change |       |
|---------------------------|---------|---------|----------|-------|
|                           | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders                    | 2,132   | 2,304   | (7)%     | (6)%  |
| Revenue                   | 2,120   | 2,205   | (4)%     | (3)%  |
| Profit                    | 135     | 126     | 7%       |       |
| <i>therein: severance</i> | (8)     | (8)     |          |       |
| Profit margin             | 6.4%    | 5.7%    |          |       |
| <i>excl. severance</i>    | 6.7%    | 6.1%    |          |       |

- Ongoing weakness in commodity-related markets as expected continues to impact order and revenue development, but book-to-bill ratio came in above 1; demand for wind power components remains strong
- On a regional basis, the decline in orders was due largely to the regions Europe/CAME and the Americas, while the decline in revenue was most evident in Europe/CAME

## Healthineers

| (in millions of €)        | Q1      |         | % Change |       |
|---------------------------|---------|---------|----------|-------|
|                           | FY 2017 | FY 2016 | Actual   | Comp. |
| Orders                    | 3,451   | 3,350   | 3%       | 4%    |
| Revenue                   | 3,282   | 3,288   | 0%       | 0%    |
| Profit                    | 620     | 541     | 15%      |       |
| <i>therein: severance</i> | (11)    | (11)    |          |       |
| Profit margin             | 18.9%   | 16.5%   |          |       |
| <i>excl. severance</i>    | 19.2%   | 16.8%   |          |       |

- Moderate order growth driven by the diagnostic imaging business and, on a regional basis, clear growth in Asia, Australia, including China
- Revenue was level with the strong prior-year quarter
- Strong first quarter for profit with broad-based earnings increases

## Financial Services

| (in millions of €)         | Q1      |         |
|----------------------------|---------|---------|
|                            | FY 2017 | FY 2016 |
| Income before income taxes | 140     | 168     |
| therein: severance         | –       | (2)     |
| ROE (after taxes)          | 17.7%   | 21.9%   |

  

| (in millions of €) | Dec 31, 2016 | Sep 30, 2016 |
|--------------------|--------------|--------------|
| Total assets       | 27,272       | 26,446       |

- Continued solid earnings contribution; income before income taxes decreased primarily due to higher credit hits
- Total assets increased since the end of fiscal 2016, driven by positive currency translation effects

## Reconciliation to Consolidated Financial Statements

| (in millions of €)  | Q1          |              |
|---|-------------|--------------|
|   | FY 2017     | FY 2016      |
| Centrally managed portfolio activities                              | 409         | 16           |
| Siemens Real Estate   | 72          | 23           |
| Corporate items   | (85)        | (5)          |
| Centrally carried pension expense                                   | (99)        | (102)        |
| Amortization of intangible assets acquired in business combinations | (168)       | (158)        |
| Eliminations, Corporate Treasury and other reconciling items        | (142)       | (57)         |
| <b>Reconciliation to Consolidated Financial Statements</b>          | <b>(13)</b> | <b>(283)</b> |

- CMPA included primarily a sharply higher positive result related to a major asset retirement obligation due to interest rate effects, and income from the reversal of provisions for post-closing guarantees related to a former divestment
- Results of CMPA are expected to remain volatile in coming quarters

## Outlook

We anticipate increasing headwinds for macroeconomic growth and investment sentiment in our markets due to the complex geopolitical environment. Therefore, we continue to expect modest growth in revenue, net of effects from currency translation and portfolio transactions. We further continue to anticipate that orders will exceed revenue for a book-to-bill ratio above 1. After a strong start into the fiscal year, we raise our previous expectation for profit and EPS for fiscal 2017. We raise our previous expectation for the profit margin of our Industrial Business in the range of 10.5% to 11.5% to the range of 11.0% to 12.0%. Furthermore, we raise our previous expectation for basic EPS from net income in the range of €6.80 to €7.20 to the range of €7.20 to €7.70.

This outlook assumes continuing stabilization in the market environment for our high-margin short-cycle businesses. It further excludes charges related to legal and regulatory matters as well as potential burdens associated with pending portfolio matters.

## Notes and forward-looking statements

Starting tomorrow at 07:15 a.m. CET, the press conference at which Siemens CEO Joe Kaeser and Siemens CFO Dr. Ralf P. Thomas discuss the quarterly figures will be broadcast live at [www.siemens.com/pressconference](http://www.siemens.com/pressconference).

Starting tomorrow at 08:30 a.m. CET, Joe Kaeser and Dr. Ralf P. Thomas will hold a telephone conference in English for analysts and investors, which can be followed live at [www.siemens.com/analytscall](http://www.siemens.com/analytscall).

Recordings of the press conference and the telephone conference for analysts and investors will subsequently be made available as well.

Starting tomorrow at 10:00 a.m. CET, we will also provide a live video webcast of Chairman of the Supervisory Board Dr. Gerhard Cromme's and CEO Joe Kaeser's speeches to the Annual Shareholders' Meeting at the Olympic Hall in Munich, Germany. You can access the webcast at [www.siemens.com/press/agm](http://www.siemens.com/press/agm). A video of the speeches will be available after the live webcast.

Financial publications are available for download at: [www.siemens.com/ir](http://www.siemens.com/ir).

This document contains statements related to our future business and financial performance and future events or developments involving Siemens that may constitute forward-looking statements. These statements may be identified by words such as "expect," "look forward to," "anticipate," "intend," "plan," "believe," "seek," "estimate," "will," "project" or words of similar meaning. We may also make forward-looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of Siemens' management, of which many are beyond Siemens' control. These are subject to a number of risks, uncertainties and factors, including, but not limited to those described in disclosures, in particular in the chapter Risks in the Annual Report. Should one or more of these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of Siemens may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward-looking statement. Siemens neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

This document includes – in the applicable financial reporting framework not clearly defined – supplemental financial measures that are or may be alternative performance measures (non-GAAP-measures). These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Siemens' net assets and financial positions or results of operations as presented in accordance with the applicable financial reporting framework in its Consolidated Financial Statements. Other companies that report or describe similarly titled alternative performance measures may calculate them differently.

Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

This document is a Quarterly Statement according to § 51a of the Exchange Rules for the Frankfurter Wertpapierbörse.

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**SIEMENS**

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# Financial Results

First Quarter of Fiscal 2017

[siemens.com](http://siemens.com)



## Key figures

(in millions of €, except where otherwise stated)

### | Volume

|  | Q1      |         | % Change |                    |
|--|---------|---------|----------|--------------------|
|  | FY 2017 | FY 2016 | Actual   | Comp. <sup>1</sup> |
| Orders   | 19,554  | 22,801  | (14)%    | (14)%              |
| Revenue  | 19,119  | 18,891  | 1%       | 3%                 |
| Book-to-bill ratio   | 1.02    |         |          |                    |
| Order backlog (sum of industrial businesses, in billions of €) | 115     |         |          |                    |

### | Profitability and Capital efficiency

|   | Q1      |         | % Change |
|---|---------|---------|----------|
|   | FY 2017 | FY 2016 |          |
| <b>Industrial Business</b>                    |         |         |          |
| Profit  | 2,514   | 1,990   | 26%      |
| Profit margin                                 | 13.0%   | 10.4%   |          |
| <b>Continuing operations</b>                  |         |         |          |
| EBITDA  | 2,944   | 2,463   | 20%      |
| Income from continuing operations             | 1,927   | 1,484   | 30%      |
| Basic earnings per share (in €) <sup>2</sup>  | 2.34    | 1.80    | 30%      |
| <b>Continuing and discontinued operations</b> |         |         |          |
| Net income                                    | 1,938   | 1,557   | 25%      |
| Basic earnings per share (in €) <sup>2</sup>  | 2.35    | 1.89    | 25%      |
| Return on capital employed (ROCE)             | 18.9%   | 16.3%   |          |

### | Capital structure and Liquidity

|   | Dec 31, 2016 | Sep 30, 2016 |
|---|--------------|--------------|
| Total equity (Shareholders of Siemens AG) | 38,613       | 34,211       |
| Industrial net debt                       | 7,955        | 10,505       |
| Industrial net debt / EBITDA <sup>3</sup> | 0.7          | 1.0          |
|   | Q1 FY 2017   | Q1 FY 2016   |
| <b>Free cash flow</b>                     |              |              |
| Continuing operations                     | 722          | (710)        |
| Continuing and discontinued operations    | 714          | (728)        |

### | Employees

|   | Dec 31, 2016 | Sep 30, 2016 |
|---|--------------|--------------|
| <b>Number of employees (in thousands)</b> | 351          | 351          |
| Germany                                   | 113          | 113          |
| Outside Germany                           | 237          | 238          |

<sup>1</sup> Throughout excluding currency translation and portfolio effects.

<sup>2</sup> Basic earnings per share – attributable to shareholders of Siemens AG. For fiscal 2017 and 2016 weighted average shares outstanding (basic) (in thousands) for the first quarter amounted to 809,035 and 807,733.

<sup>3</sup> Accumulative EBITDA of the previous four quarters until the reporting date.

## Consolidated Statements of Income

| (in millions of €, per share amounts in €)                                | Q1           |              |
|---|--------------|--------------|
|   | FY 2017      | FY 2016      |
| Revenue   | 19,119       | 18,891       |
| Cost of sales   | (13,124)     | (13,138)     |
| Gross profit  | 5,995        | 5,753        |
| Research and development expenses   | (1,127)      | (1,061)      |
| Selling and general administrative expenses                               | (2,866)      | (2,851)      |
| Other operating income  | 331          | 56           |
| Other operating expenses  | (95)         | (119)        |
| Income (loss) from investments accounted for using the equity method, net | 45           | 30           |
| Interest income   | 360          | 334          |
| Interest expenses   | (244)        | (249)        |
| Other financial income (expenses), net                                    | 241          | (19)         |
| <b>Income from continuing operations before income taxes</b>              | <b>2,640</b> | <b>1,875</b> |
| Income tax expenses   | (714)        | (391)        |
| <b>Income from continuing operations</b>                                  | <b>1,927</b> | <b>1,484</b> |
| Income from discontinued operations, net of income taxes                  | 12           | 73           |
| <b>Net income</b>   | <b>1,938</b> | <b>1,557</b> |
| Attributable to:  |              |              |
| Non-controlling interests   | 33           | 30           |
| Shareholders of Siemens AG  | 1,905        | 1,526        |
| <b>Basic earnings per share</b>   |              |              |
| Income from continuing operations   | 2.34         | 1.80         |
| Income from discontinued operations                                       | 0.01         | 0.09         |
| <b>Net income</b>   | <b>2.35</b>  | <b>1.89</b>  |
| <b>Diluted earnings per share</b>   |              |              |
| Income from continuing operations   | 2.30         | 1.78         |
| Income from discontinued operations                                       | 0.01         | 0.09         |
| <b>Net income</b>   | <b>2.32</b>  | <b>1.87</b>  |

## Consolidated Statements of Comprehensive Income

| (in millions of €)  | Q1           |              |
|---|--------------|--------------|
|   | FY 2017      | FY 2016      |
| Net income  | 1,938        | 1,557        |
| Remeasurements of defined benefit plans                                   | 1,965        | (58)         |
| <i>therein: Income tax effects</i>  | (720)        | 67           |
| Income (loss) from investments accounted for using the equity method, net | (2)          | 5            |
| <b>Items that will not be reclassified to profit or loss</b>              | <b>1,963</b> | <b>(53)</b>  |
| Currency translation differences  | 455          | 309          |
| Available-for-sale financial assets                                       | 3            | (16)         |
| <i>therein: Income tax effects</i>  | 1            | 5            |
| Derivative financial instruments  | (25)         | 7            |
| <i>therein: Income tax effects</i>  | 2            | 0            |
| Income (loss) from investments accounted for using the equity method, net | 65           | (21)         |
| <b>Items that may be reclassified subsequently to profit or loss</b>      | <b>498</b>   | <b>279</b>   |
| <b>Other comprehensive income, net of income taxes</b>                    | <b>2,461</b> | <b>226</b>   |
| <b>Total comprehensive income</b>   | <b>4,399</b> | <b>1,783</b> |
| Attributable to:  |              |              |
| Non-controlling interests   | 48           | 41           |
| Shareholders of Siemens AG  | 4,351        | 1,742        |

## Consolidated Statements of Financial Position

| (in millions of €)   | Dec 31,<br>2016 | Sep 30,<br>2016 |
|--|-----------------|-----------------|
| <b>Assets</b>  |                 |                 |
| Cash and cash equivalents  | 9,527           | 10,604          |
| Available-for-sale financial assets                                | 1,291           | 1,293           |
| Trade and other receivables  | 16,326          | 16,287          |
| Other current financial assets                                     | 7,260           | 6,800           |
| Inventories  | 18,813          | 18,160          |
| Current income tax assets  | 812             | 790             |
| Other current assets   | 1,300           | 1,204           |
| Assets classified as held for disposal                             | 127             | 190             |
| <b>Total current assets</b>  | <b>55,457</b>   | <b>55,329</b>   |
| Goodwill   | 24,931          | 24,159          |
| Other intangible assets  | 7,844           | 7,742           |
| Property, plant and equipment                                      | 10,274          | 10,157          |
| Investments accounted for using the equity method                  | 3,143           | 3,012           |
| Other financial assets   | 20,664          | 20,610          |
| Deferred tax assets  | 2,521           | 3,431           |
| Other assets   | 1,396           | 1,279           |
| <b>Total non-current assets</b>                                    | <b>70,773</b>   | <b>70,388</b>   |
| <b>Total assets</b>  | <b>126,230</b>  | <b>125,717</b>  |
| <b>Liabilities and equity</b>                                      |                 |                 |
| Short-term debt and current maturities of long-term debt           | 4,794           | 6,206           |
| Trade payables   | 7,513           | 8,048           |
| Other current financial liabilities                                | 2,224           | 1,933           |
| Current provisions   | 3,990           | 4,166           |
| Current income tax liabilities                                     | 2,175           | 2,085           |
| Other current liabilities  | 20,342          | 20,437          |
| Liabilities associated with assets classified as held for disposal | 6               | 40              |
| <b>Total current liabilities</b>                                   | <b>41,044</b>   | <b>42,916</b>   |
| Long-term debt   | 25,803          | 24,761          |
| Provisions for pensions and similar obligations                    | 11,145          | 13,695          |
| Deferred tax liabilities   | 1,003           | 829             |
| Provisions   | 4,503           | 5,087           |
| Other financial liabilities  | 1,087           | 1,142           |
| Other liabilities  | 2,424           | 2,471           |
| <b>Total non-current liabilities</b>                               | <b>45,966</b>   | <b>47,986</b>   |
| <b>Total liabilities</b>   | <b>87,010</b>   | <b>90,901</b>   |
| Equity   |                 |                 |
| Issued capital   | 2,550           | 2,550           |
| Capital reserve  | 5,915           | 5,890           |
| Retained earnings  | 31,243          | 27,454          |
| Other components of equity   | 2,405           | 1,921           |
| Treasury shares, at cost   | (3,500)         | (3,605)         |
| <b>Total equity attributable to shareholders of Siemens AG</b>     | <b>38,613</b>   | <b>34,211</b>   |
| Non-controlling interests  | 608             | 605             |
| <b>Total equity</b>  | <b>39,220</b>   | <b>34,816</b>   |
| <b>Total liabilities and equity</b>                                | <b>126,230</b>  | <b>125,717</b>  |

## Consolidated Statements of Cash Flows

| (in millions of €)  | Q1             |               |
|---|----------------|---------------|
|   | FY 2017        | FY 2016       |
| <b>Cash flows from operating activities</b>   |                |               |
| Net income  | 1,938          | 1,557         |
| Adjustments to reconcile net income to cash flows from operating activities - continuing operations |                |               |
| Income from discontinued operations, net of income taxes  | (12)           | (73)          |
| Amortization, depreciation and impairments  | 661            | 654           |
| Income tax expenses   | 714            | 391           |
| Interest (income) expenses, net   | (116)          | (85)          |
| (Income) loss related to investing activities   | (262)          | (43)          |
| Other non-cash (income) expenses  | 105            | 44            |
| Change in operating net working capital   |                |               |
| Inventories   | (299)          | (828)         |
| Trade and other receivables   | 208            | (332)         |
| Trade payables  | (656)          | (690)         |
| Billings in excess of costs and estimated earnings on uncompleted contracts and related advances    | 367            | 658           |
| Additions to assets leased to others in operating leases  | (94)           | (106)         |
| Change in other assets and liabilities  | (1,534)        | (1,441)       |
| Income taxes paid   | (316)          | (403)         |
| Dividends received  | 120            | 88            |
| Interest received   | 318            | 296           |
| <b>Cash flows from operating activities - continuing operations</b>                                 | <b>1,143</b>   | <b>(313)</b>  |
| Cash flows from operating activities - discontinued operations                                      | (8)            | (18)          |
| <b>Cash flows from operating activities - continuing and discontinued operations</b>                | <b>1,135</b>   | <b>(331)</b>  |
| <b>Cash flows from investing activities</b>   |                |               |
| Additions to intangible assets and property, plant and equipment                                    | (421)          | (397)         |
| Acquisitions of businesses, net of cash acquired  | (1)            | (9)           |
| Purchase of investments   | (125)          | (105)         |
| Purchase of current available-for-sale financial assets   | (168)          | (185)         |
| Change in receivables from financing activities   | 106            | 135           |
| Disposal of investments, intangibles and property, plant and equipment                              | 160            | 33            |
| Disposal of businesses, net of cash disposed  | (35)           | 10            |
| Disposal of current available-for-sale financial assets   | 172            | 273           |
| <b>Cash flows from investing activities - continuing operations</b>                                 | <b>(313)</b>   | <b>(245)</b>  |
| Cash flows from investing activities - discontinued operations                                      | (2)            | (7)           |
| <b>Cash flows from investing activities - continuing and discontinued operations</b>                | <b>(315)</b>   | <b>(252)</b>  |
| <b>Cash flows from financing activities</b>   |                |               |
| Purchase of treasury shares   | —              | (233)         |
| Other transactions with owners  | 2              | —             |
| Repayment of long-term debt (including current maturities of long-term debt)                        | (1,592)        | (8)           |
| Change in short-term debt and other financing activities  | (141)          | 1,616         |
| Interest paid   | (190)          | (190)         |
| Dividends attributable to non-controlling interests   | (42)           | (7)           |
| <b>Cash flows from financing activities - continuing operations</b>                                 | <b>(1,963)</b> | <b>1,178</b>  |
| Cash flows from financing activities - discontinued operations                                      | —              | —             |
| <b>Cash flows from financing activities - continuing and discontinued operations</b>                | <b>(1,963)</b> | <b>1,178</b>  |
| Effect of changes in exchange rates on cash and cash equivalents                                    | 54             | 52            |
| Change in cash and cash equivalents   | (1,090)        | 647           |
| Cash and cash equivalents at beginning of period  | 10,618         | 9,958         |
| Cash and cash equivalents at end of period  | 9,528          | 10,605        |
| <b>Cash and cash equivalents at end of period (Consolidated Statements of Financial Position)</b>   | <b>9,527</b>   | <b>10,605</b> |

## Overview of Segment figures

| (in millions of €)                                  | Orders        |               |              |                | Revenue       |               |           |                | Profit       |              | Profit margin / SFS: ROE |              | Net capital employed / SFS: Total assets |                | Free cash flow |              |
|---|---------------|---------------|--------------|----------------|---------------|---------------|-----------|----------------|--------------|--------------|--------------------------|--------------|--|----------------|----------------|--------------|
|   | Q1            |               | Actual       | % Change Comp. | Q1            |               | Actual    | % Change Comp. | Q1           |              | Q1                       |              | Dec 31, 2016                             | Sep 30, 2016   | Q1             |              |
|   | FY 2017       | FY 2016       |              |                | FY 2017       | FY 2016       |           |                | FY 2017      | FY 2016      | FY 2017                  | FY 2016      |  |                | FY 2017        | FY 2016      |
| Power and Gas                                       | 3,309         | 5,537         | (40)%        | (40)%          | 3,895         | 3,680         | 6%        | 7%             | 458          | 349          | 11.8%                    | 9.5%         | 10,609                                   | 9,066          | (274)          | (191)        |
| Wind Power and Renewables                           | 1,436         | 1,898         | (24)%        | (24)%          | 1,384         | 1,197         | 16%       | 18%            | 111          | 51           | 8.0%                     | 4.2%         | (68)                                     | (190)          | 323            | 120          |
| Energy Management                                   | 2,990         | 3,500         | (15)%        | (14)%          | 2,808         | 2,765         | 2%        | 3%             | 189          | 183          | 6.7%                     | 6.6%         | 4,317                                    | 4,335          | 268            | (401)        |
| Building Technologies                               | 1,715         | 1,547         | 11%          | 11%            | 1,552         | 1,479         | 5%        | 5%             | 170          | 131          | 10.9%                    | 8.9%         | 1,472                                    | 1,324          | 42             | (10)         |
| Mobility  | 2,151         | 2,663         | (19)%        | (17)%          | 1,801         | 2,044         | (12)%     | (8)%           | 163          | 193          | 9.1%                     | 9.4%         | 2,931                                    | 2,868          | 133            | (172)        |
| Digital Factory                                     | 2,693         | 2,492         | 8%           | 7%             | 2,562         | 2,465         | 4%        | 4%             | 668          | 417          | 26.1%                    | 16.9%        | 5,887                                    | 5,731          | 395            | 315          |
| Process Industries and Drives                       | 2,132         | 2,304         | (7)%         | (6)%           | 2,120         | 2,205         | (4)%      | (3)%           | 135          | 126          | 6.4%                     | 5.7%         | 2,058                                    | 1,800          | 54             | 107          |
| Healthineers  | 3,451         | 3,350         | 3%           | 4%             | 3,282         | 3,288         | 0%        | 0%             | 620          | 541          | 18.9%                    | 16.5%        | 11,852                                   | 11,211         | 345            | 299          |
| <b>Industrial Business</b>                          | <b>19,876</b> | <b>23,291</b> | <b>(15)%</b> | <b>(14)%</b>   | <b>19,404</b> | <b>19,122</b> | <b>1%</b> | <b>3%</b>      | <b>2,514</b> | <b>1,990</b> | <b>13.0%</b>             | <b>10.4%</b> | <b>39,057</b>                            | <b>36,145</b>  | <b>1,286</b>   | <b>68</b>    |
| Financial Services (SFS)                            | 227           | 272           | —            | —              | 227           | 272           | —         | —              | 140          | 168          | 17.7%                    | 21.9%        | 27,272                                   | 26,446         | 241            | 238          |
| Reconciliation to Consolidated Financial Statements | (550)         | (762)         | —            | —              | (512)         | (504)         | —         | —              | (13)         | (283)        | —                        | —            | 59,901                                   | 63,126         | (805)          | (1,015)      |
| <b>Siemens (continuing operations)</b>              | <b>19,554</b> | <b>22,801</b> | <b>(14)%</b> | <b>(14)%</b>   | <b>19,119</b> | <b>18,891</b> | <b>1%</b> | <b>3%</b>      | <b>2,640</b> | <b>1,875</b> | <b>—</b>                 | <b>—</b>     | <b>126,230</b>                           | <b>125,717</b> | <b>722</b>     | <b>(710)</b> |

## EBITDA Reconciliation

| (in millions of €)                                  | Profit       |              | Amortization of intangible assets acquired in business combinations |              | Financial income (expenses), net |           | EBIT         |              | Amortization, depreciation and impairments |            | EBITDA       |              |
|---|--------------|--------------|---|--------------|----------------------------------|-----------|--------------|--------------|--|------------|--------------|--------------|
|   | Q1           |              | Q1  |              | Q1                               |           | Q1           |              | Q1   |            | Q1           |              |
|   | FY 2017      | FY 2016      | FY 2017   | FY 2016      | FY 2017                          | FY 2016   | FY 2017      | FY 2016      | FY 2017                                    | FY 2016    | FY 2017      | FY 2016      |
| Power and Gas                                       | 458          | 349          | (63)  | (57)         | 1                                | 14        | 394          | 278          | 122  | 120        | 516          | 397          |
| Wind Power and Renewables                           | 111          | 51           | (2)   | (2)          | 6                                | 6         | 104          | 43           | 38   | 31         | 142          | 74           |
| Energy Management                                   | 189          | 183          | (5)   | (6)          | (1)                              | (1)       | 184          | 179          | 51   | 52         | 236          | 231          |
| Building Technologies                               | 170          | 131          | (3)   | (3)          | —                                | —         | 166          | 127          | 24   | 20         | 189          | 147          |
| Mobility  | 163          | 193          | (15)  | (15)         | 2                                | 2         | 146          | 176          | 33   | 32         | 179          | 208          |
| Digital Factory                                     | 668          | 417          | (33)  | (23)         | 1                                | —         | 634          | 394          | 75   | 68         | 709          | 463          |
| Process Industries and Drives                       | 135          | 126          | (7)   | (7)          | 1                                | (1)       | 128          | 120          | 52   | 54         | 179          | 174          |
| Healthineers  | 620          | 541          | (41)  | (46)         | 7                                | 4         | 573          | 490          | 133  | 142        | 706          | 632          |
| <b>Industrial Business</b>                          | <b>2,514</b> | <b>1,990</b> | <b>(167)</b>  | <b>(159)</b> | <b>17</b>                        | <b>24</b> | <b>2,329</b> | <b>1,807</b> | <b>527</b>                                 | <b>518</b> | <b>2,856</b> | <b>2,326</b> |
| Financial Services (SFS)                            | 140          | 168          | —   | 1            | 141                              | 159       | (2)          | 10           | 52   | 54         | 50           | 64           |
| Reconciliation to Consolidated Financial Statements | (13)         | (283)        | 168   | 157          | 199                              | (118)     | (44)         | (8)          | 82   | 82         | 38           | 74           |
| <b>Siemens (continuing operations)</b>              | <b>2,640</b> | <b>1,875</b> | <b>—</b>  | <b>—</b>     | <b>357</b>                       | <b>66</b> | <b>2,283</b> | <b>1,809</b> | <b>661</b>                                 | <b>654</b> | <b>2,944</b> | <b>2,463</b> |

## Orders & Revenue by region

| (in millions of €)                     | Q1            |               |              | Orders<br>% Change<br>Comp. | Q1            |               |           | Revenue<br>% Change<br>Comp. |
|--|---------------|---------------|--------------|-----------------------------|---------------|---------------|-----------|------------------------------|
|  | FY 2017       | FY 2016       | Actual       |                             | FY 2017       | FY 2016       | Actual    |                              |
| Europe, C.I.S., Africa, Middle East    | 10,118        | 13,251        | (24)%        | (22)%                       | 10,132        | 9,798         | 3%        | 6%                           |
| <i>therein: Germany</i>                | 2,853         | 3,191         | (11)%        | (11)%                       | 2,669         | 2,771         | (4)%      | (4)%                         |
| Americas                               | 5,213         | 5,657         | (8)%         | (9)%                        | 5,443         | 5,519         | (1)%      | (2)%                         |
| <i>therein: U.S.</i>                   | 3,842         | 4,157         | (8)%         | (9)%                        | 3,993         | 4,116         | (3)%      | (4)%                         |
| Asia, Australia                        | 4,223         | 3,893         | 8%           | 10%                         | 3,544         | 3,573         | (1)%      | 0%                           |
| <i>therein: China</i>                  | 1,712         | 1,656         | 3%           | 9%                          | 1,630         | 1,611         | 1%        | 6%                           |
| <b>Siemens (continuing operations)</b> | <b>19,554</b> | <b>22,801</b> | <b>(14)%</b> | <b>(14)%</b>                | <b>19,119</b> | <b>18,891</b> | <b>1%</b> | <b>3%</b>                    |
| <i>therein: Emerging markets</i>       | 5,816         | 8,579         | (32)%        | (31)%                       | 6,539         | 6,101         | 7%        | 10%                          |