

The Company

Technology to Transform **the Everyday**



Digitalization is transforming the backbone of our economies:

**Industry, infrastructure, mobility,
and healthcare.**

This transformation is key to business success and for shaping a sustainable future.

With our technologies, we're helping our customers to accelerate their own digital transformation, to reinvent their companies and industries, to become more sustainable.

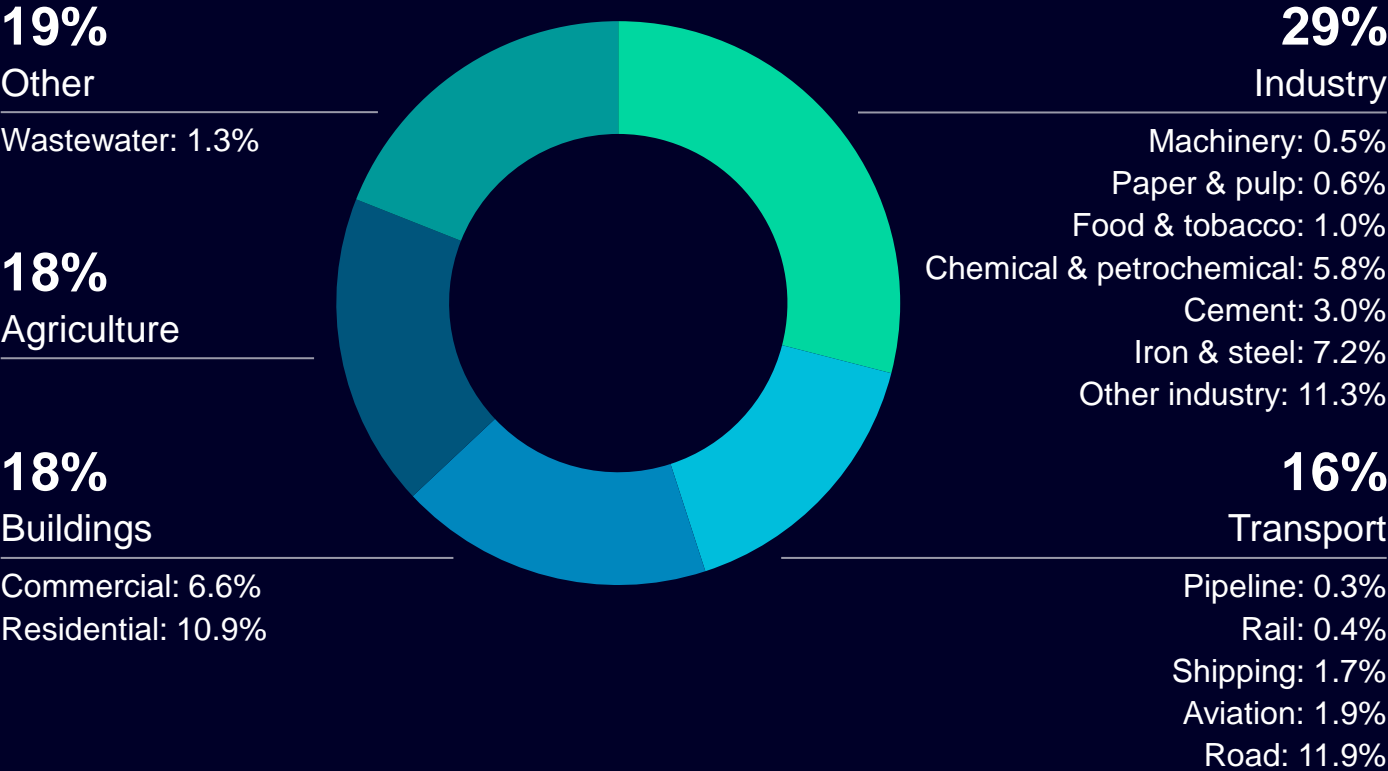
Dr. Roland Busch

President and CEO of Siemens AG



Siemens' technologies help decarbonize sectors that today account for nearly three-quarters of global greenhouse gas emissions

Global greenhouse gas emissions¹



Siemens contribution to decarbonization of customers' and own operations

~ 150
million tons of Customer Avoided Emissions through Siemens offerings in FY22

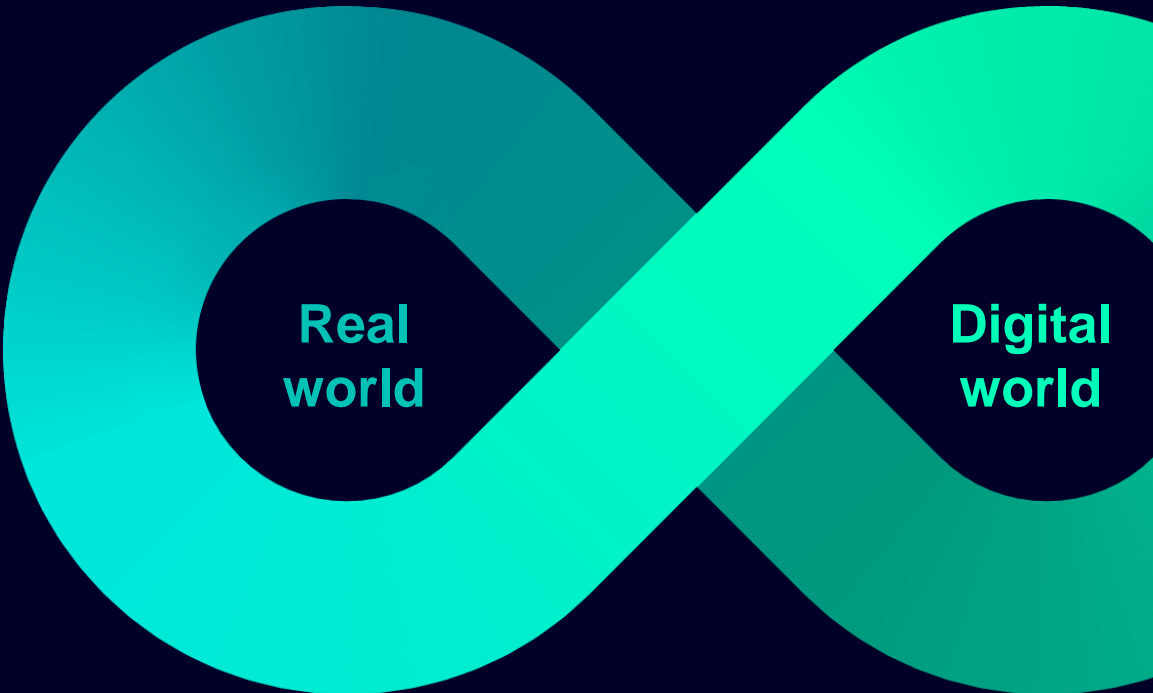
46%
reduction of Scope 1 & 2 emissions since 2019²

77%
of Siemens' total energy consumption is green electricity

¹ Ritchie, H. (2020). Sector by sector: Where do global greenhouse gas emissions come from? ourworldindata.org. | ² Excluding SHS

By combining the real and the digital worlds, Siemens empowers customers to master their digital transformation and sustainability challenges

 Glass Production	 Pharmaceutical Industry	 Campus	 Tire Industry	 Mining Industry	 Cement	 Transportation and Logistics
 Panel Building	 Wind Energy	 Pulp and Paper	 Life Science	 Healthcare	 Oil and Gas Industry	 Automotive Manufacturing
 Airports	 Electronics Industry	 Water and Wastewater Industry	 Data Centers	 Machinery and Plant Production	 Food and Beverage	
 Chemical Industry	 Municipalities and DSOs	 Cranes	 Intralogistics	 Aerospace	 Battery Manufacturing	



Digital transformation has the potential to drive progress and growth and reduce resource consumption in all countries

Industry



50%

material savings can be realized using digital twins and innovative production technologies such as additive manufacturing.

Infrastructure



30%

of energy worldwide is consumed by building operations. Data analytics & automated building mgmt. can unlock large saving potentials.

Mobility



30%

higher network capacity can be achieved through automatic train operation and by optimizing train flows and rail operations.

Healthcare



44%

faster door-in-door-out¹ time for stroke patients is possible with AI-supported analysis of brain scans.

¹ Time interval between patient arriving at the hospital and leaving from mechanical thrombectomy
Source: International Energy Agency, Royal Berkshire Hospital NHS Foundation Trust

A **global** technology company

Our four strategic priorities

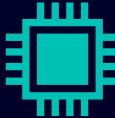
Customer impact

We anticipate what our customers need before they even know they need it.



Technology with purpose

Innovative technology has been at the core of Siemens for more than 170 years and it will remain at the core of the future we're building.



Empowered people

Driving progress by empowering our customers, partners and employees.



Growth mindset

Rather than make yesterday last, we are committed to building tomorrow – by learning and being open to change.



Businesses and Services of Siemens AG

Industrial Business

Digital Industries



Smart Infrastructure



Mobility



Siemens Healthineers¹



Portfolio Companies



Siemens Advanta



Services

Siemens Financial Services



Siemens Real Estate



Global Business Services



¹ Publicly listed subsidiary of Siemens; Siemens' share in Siemens Healthineers is 75%

We utilize our Company Core Technologies in all businesses



Simulation and Digital Twin



Sustainable Energy and Infrastructure



User Experience



Software Systems and Processes



Connectivity and Edge



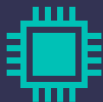
Cybersecurity and Trust



Data Analytics and AI



Integrated Circuits and Electronics



Power Electronics



Automation



Additive Manufacturing and Materials

Company Core Technologies

Innovation examples



Simcenter ROM Builder

- Creation of simplified, tool-neutral and re-usable models by processing simulation and field data
- Model generation accelerated (up to real-time), interoperable, and deployable from simulation to edge and cloud



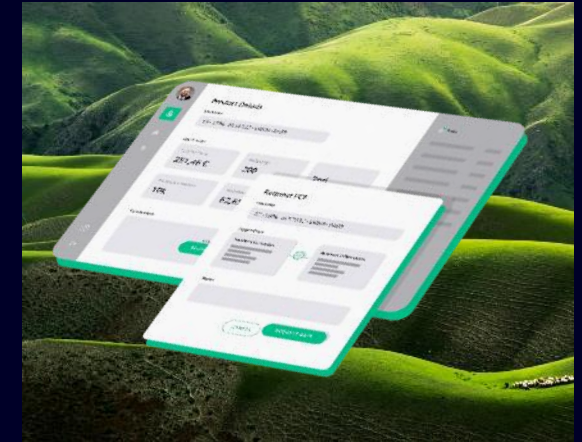
OT Security Appliance (OSA)

- Comprehensive asset discovery and security monitoring of industrial automation networks and applications
- On-site security monitoring during ongoing industrial operations and AI for behavior-based anomaly detection



Reliable power with renewable generation

- Assistant for power system operation with up to 100% renewable peak generation
- Collaborative stabilization and resilience of entire island grids (e.g. Hawaii)
- Capacity can be scaled up to a range between 100 MW to 100 GW



SiGREEN

- Trustworthy exchange of actionable Product Carbon Footprints throughout value chains
- Use of verifiable credentials to address transparency, confidentiality, and data control in supply chains

Our core business and our digital business reinforce each other in a virtuous cycle, accelerating high value growth

Core business

We grow our core business by leveraging our digital capabilities

Digital business

We grow our digital business by leveraging our core business and domain know-how

Transforming the
everyday to create
a sustainable **tomorrow**

Siemens sustainability track record

More than 15 years of leadership...



2003
UN Global Compact



2015
Carbon-neutral pledge



2018
Charter of Trust



2021
SBTi commitment

2008
Environmental Portfolio



2016
Business to Society®



2020
Eco-efficiency @Siemens



2021
Siemens DEGREE



2022
Step up CO₂ ambitions

Siemens' commitment to sustainability

Our DEGREE framework sets clear priorities



Our value proposition for customers

Decarbonization and energy efficiency

Resource efficiency and circularity

People centricity and societal impact

Siemens in figures

As a global technology company, we empower our customers to make their industries more sustainable

311,000

Employees¹

€72.0 bn

Revenue²

€4.4 bn

Net income³

15.1%

Profit margin
Industrial Business²

¹ As of September 30, 2022 | ² In fiscal 2022 | ³ Continuing and discontinued operations



Fiscal 2022 in detail

(1/2)

(Continuing operations; in millions of € except where otherwise stated)

	Fiscal 2022	Fiscal 2021	Change in %
Volume			
Orders	89,010	71,374	17% ¹
Revenue	71,977	62,265	8% ¹

Profitability and capital efficiency²

Net income	4,392	6,697	-34%
Return on capital employed (ROCE)	10.0%	15.2%	

Liquidity²

Free Cash Flow	8,157	8,237
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Employees²

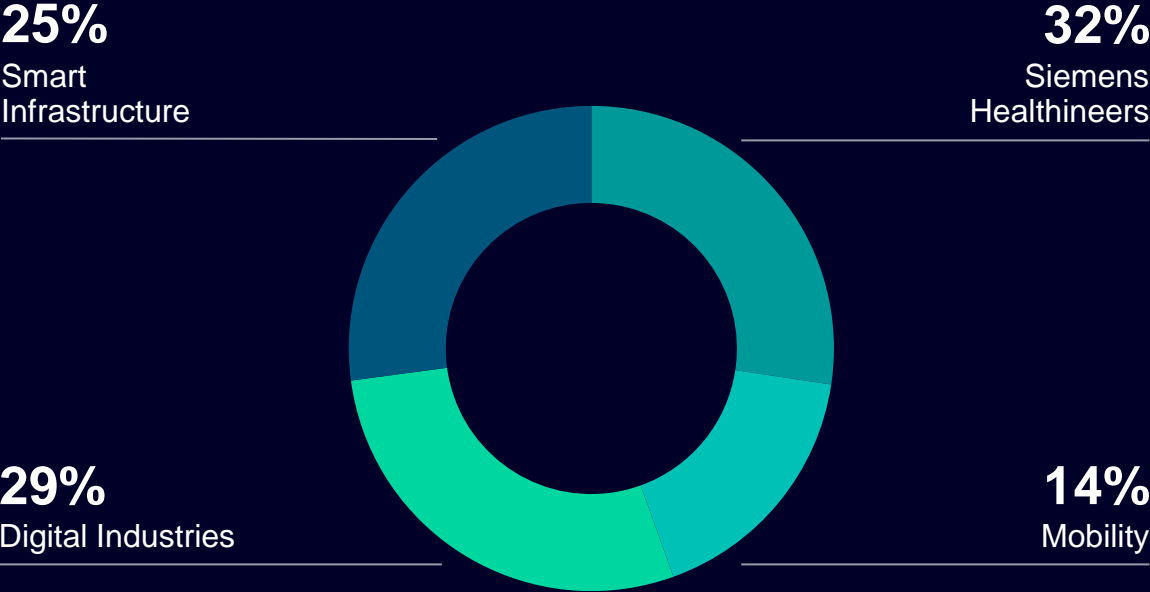
(in thousands)	Sep. 30, 2022	Sep. 30, 2022
Total	311	303
Germany	86	86
Outside Germany	225	217

¹ Excluding currency translation and portfolio effects | ² Continuing and discontinued operations

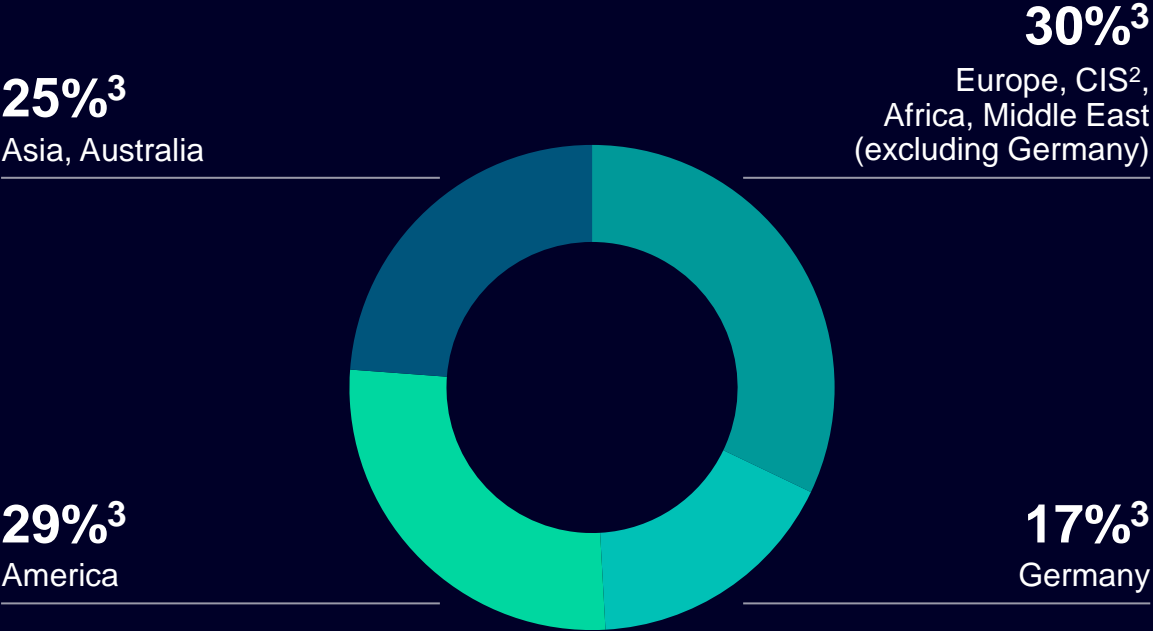
Fiscal 2022 in detail

(2/2)

Revenue by industrial business¹



Revenue by region¹



¹ All figures rounded | ² Commonwealth of Independent States | ³ Due to rounding

First quarter of fiscal 2023

(1/2)

(Continuing operations; in millions of € except where otherwise stated)

	Q1 2023	Q1 2022	Change in %
Volume			
Orders	22,620	24,209	-8% ¹
Revenue	18,070	16,497	8% ¹

Profitability and capital efficiency²

Net income	1,636	1,796	-9%
Return on capital employed (ROCE)	14.3%	16.4%	

	Q1 2023	Q1 2022
Liquidity²		
Free Cash Flow	86	1,095

Employees

(in thousands)	Dec. 31, 2023
Total	313
Germany	86
Outside Germany	227

¹ Continuously adjusted for currency translation and portfolio effects | ² Continuing and discontinued operations

First quarter of fiscal 2023

(2/2)

Results of operations

(in millions of €)	Industrial Business				Siemens Healthineers	Siemens Financial Services	Portfolio Companies
	Digital Industries	Smart Infrastructure	Mobility				
Orders	6,320	5,997	2,971		6,087		1,127
Revenue	5,114	4,585	2,446		5,079		700
Profit	1,152	704	195		636	132 ¹	168
Profit margin	22.5%	15.3%	8.0%		12.5%	14.5% ²	24.0%

¹ Income before income taxes | ² Return on equity (RoE); after tax

Siemens Malaysia

Siemens Malaysia at a glance

Siemens Malaysia's headquarter for Siemens, Siemens Healthineers & Siemens Mobility is centrally located in Petaling Jaya with close proximity to the capital, Kuala Lumpur.



One of the largest

German organisations
in Malaysia.

≥850

employees from Siemens entities in Malaysia

10 
10 offices including branches: HQ in Petaling Jaya, Shah Alam, Penang, and Johor Bahru

EUR 210 Million
We crossed the EUR 210 million mark in Sales International Business in fiscal 2022

EUR 194 Million
We crossed the EUR 194 million mark for Order Intake International Business in fiscal 2022

Siemens Malaysia - Key Milestones



Recognized by Graduates' Choice Awards as the country's "Top 10 Most Preferred Graduate Employers to Work for in 2022"



MOU with the state government of Selangor to develop a comprehensive training ecosystem for Industry 4.0 skills



Official launch of the **KVMRT Line 1** where Siemens delivered all 58 sets of the Inspiro driverless trains



Awarded the "Life at Work: Making a Difference" National Award 2014

Human Resource Excellence Award 2014 – Siemens won 5 awards & walked away as the Grand Winner of the night



Opening of the **Johor & Penang Offices**
 First company in Peninsular to get certification from **SIRA for Siemens Industrial Workshop**



Opened **East Coast Offices** in Gebeng, Pahang



The **Semiconductor** Group set up factories in Melaka and Penang

Siemens

Siemens supplied CBTC signaling and a fully-automated train control system for **LRT 3** project line from Bandar Utama to Johan Setia



2018

TNB AMI Rollout - eMeter MDMS Phase 1
 Implemented Siemens Smart Meter Data Management System for TNB AMI, with the first 340,000 metering points in Malacca.



2016

The first adaptive **CT Scanner** in South East Asia sold by Siemens to **Hospital Fatimah** in Ipoh



2009

Express Rail Link (ERL) Project, Complete solutions provider and overall project manager for the ERL. The rail line links Kuala Lumpur International Airport (KLIA) with the main station



2001

Siemens Electrical Engineering Sdn Bhd (S.E.E.) was incorporated



1982

First recorded sale in Malaysia - an industrial motor



1908

1972

1999

2006

2014

2017

2021

Key Locations in Malaysia



Siemens Entities Headquarters at CP Tower, Petaling Jaya:

- 1 Siemens Malaysia Sdn. Bhd.
- 2 Siemens Healthcare Sdn. Bhd.
- 3 Siemens Mobility Sdn. Bhd.

Sales/Service Offices:

- 4 Siemens Large Drives Sdn. Bhd. (Berjaya Park, Shah Alam)
- 5 Siemens Malaysia Sdn. Bhd. (GBS@Mayang, Bayan Lepas, Penang)
- 6 Siemens Malaysia Sdn. Bhd. (Taman Molek, Johor Bahru)
- 7 Siemens Malaysia Sdn. Bhd. (Gelang Patah, Johor Bahru)
- 8 Siemens Malaysia Sdn. Bhd. (Phileo Damansara 1, Petaling Jaya)
- 9 Siemens Malaysia Sdn. Bhd. (Phileo Damansara 2, Petaling Jaya)
- 10 Siemens Industry Software Sdn. Bhd (Bayan Lepas, Penang)

Global company with local vision

Best of global and local

- Global competence
- Local talent
- Local knowledge
- Understands local needs
- Close to customers

Center of growth

- Always striving to increase and diversity knowledge and competence
- Upskill and grow ourselves, our partners and customers

Preferred technology partner

- To support Malaysia in
- Industry 4.0
 - Urban Infrastructure
 - Smart Cities

Corporate Social Responsibility – Caring for Malaysia



Siemens & employees donates school supplies and care packages to more than 100 underprivileged students during Merdeka month.



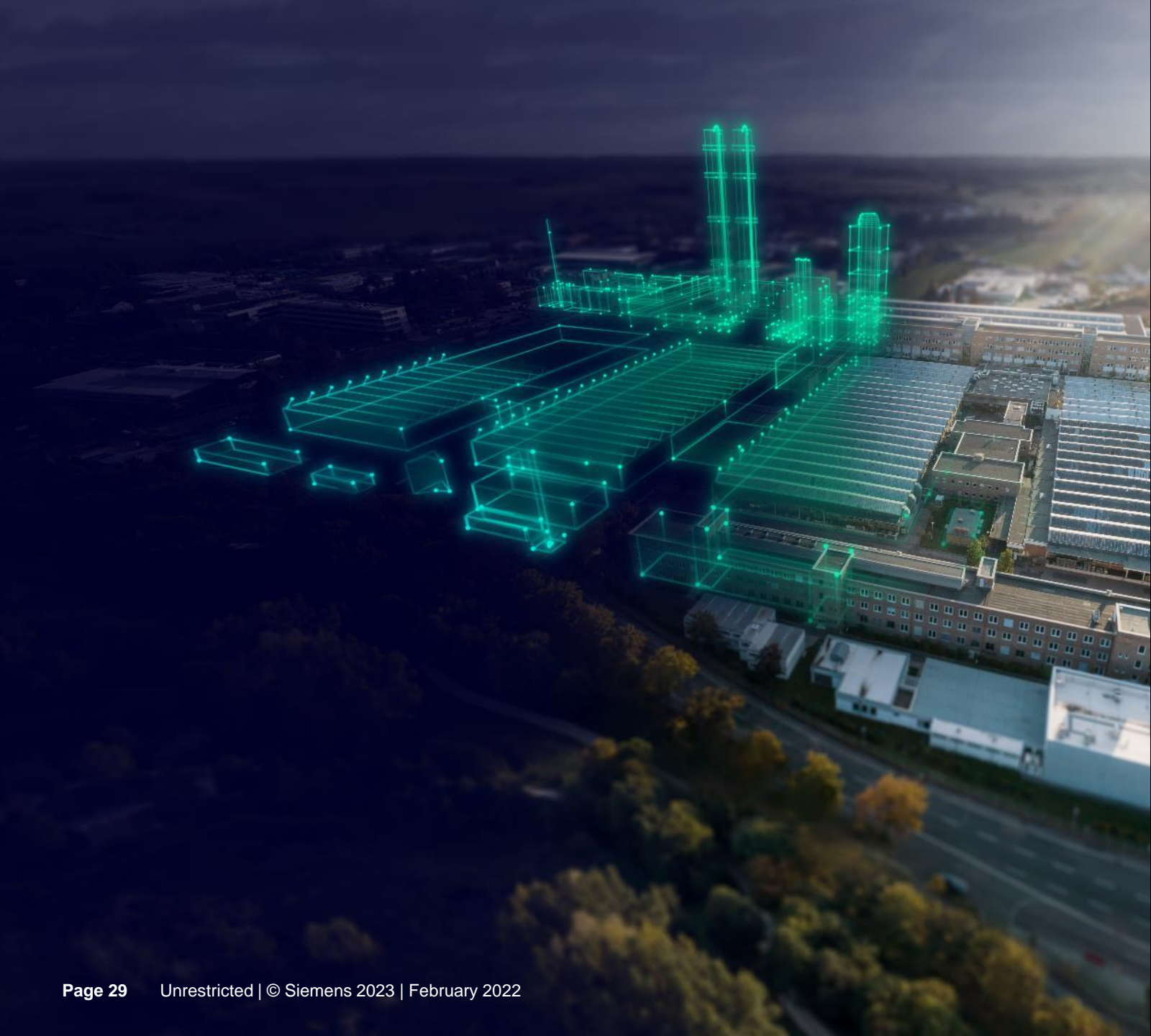
Siemens Malaysia donated used laptops & unused office furniture to Computer Empowerment Program (CEP) to help students in need.



The “Paving the Pathway of Hope” CSR program includes 2 key elements:

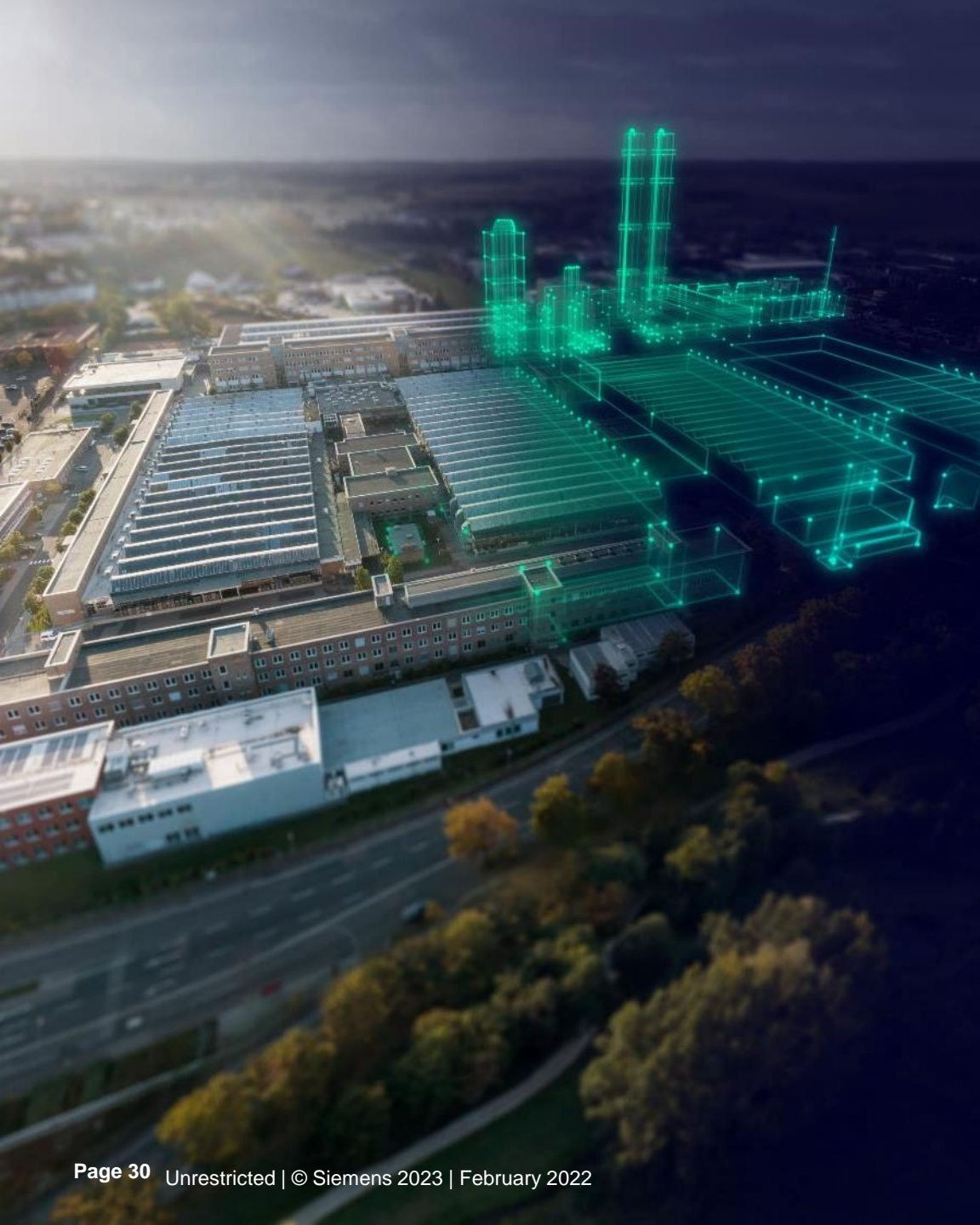
- to provide road and bridge access for 3 Orang Asli villages in Pahang
- to improve sanitation in these villages with approximately 80 families and more than 100 children.

Our Businesses



Digital Industries

Industry faces a major challenge: Because our planet's resources are finite, we must produce more with less. Siemens' Digital Enterprise helps meet this challenge by merging the real and the digital worlds in a continuous flow of data. A key part of that is the comprehensive Digital Twin. It collects data on products throughout their entire lifecycle, from the initial concept to their production and deployment. Our cutting-edge technologies make it possible for industry to understand this data and to use finite resources much more efficiently. That is how we are making industry more sustainable.



Key Highlights:

- Sustainable cranes productivity between Siemens and port Industry by providing digital solutions for cranes and equipment for flexible production and delivery. Driving automation and digitalization towards customer's crane modernization initiative.
- Signed a Memorandum of Understanding (MoU) with the state government of Selangor (SUK Selangor) and Selangor Technical Skills Development Centre (STDC) to develop a comprehensive training ecosystem for Industry 4.0 skills.
- Providing full turnkey solution for the design, engineering, supply, delivery, site installation, testing & commissioning of a new SCADA system and its related substation control system infrastructure of Kulim Hi-Tech Park distribution network.
- Help upskill our talents in Malaysia, to ensure our labor force stays relevant. Siemens Malaysia partnered with the Malaysia Technical University Network to offer a new technical education program in the form of a Bachelor of Technology (Hons) Degree in Industrial Electronic Automation.
- Established the Siemens Innovative Resources & Technology Centre (IRTC) 4.0 in Oct 2017, to equip future graduates and talents with digitalization know-how.



Smart Infrastructure

Smart infrastructure is sustainable infrastructure.

Siemens Smart Infrastructure combines the real and digital worlds across energy systems, buildings and industries, enhancing the way people live and work and significantly improving efficiency and sustainability. We work together with customers and partners to create an ecosystem that both intuitively responds to the needs of people and helps customers achieve their business goals. It helps our customers to thrive, communities to progress, and it supports sustainable development to protect our planet for the next generation.



Key Highlights:

- Supplied and roll-out of the Siemens Smart Meter Data Management System to local utility company, as part of the government's nationwide initiative to enhance sustainable energy and energy efficiency adoption among Malaysians.
- Powered up the first rail electrification project in Klang Valley for the Sungai Buloh-Serdang-Putrajaya MRT Line 2 with a one-stop solution for the alternating current portion of the power supply & distribution system using equipment like Gas Insulated Switchgears and Power Transformers.
- Upgraded the existing and older fire alarm system for BASF Petronas in Pahang, with the supply, installation, engineering and commissioning of fire alarm panels, detection sensors, input output modules and cylinders.
- Implemented Phase 1 roll-out of the Siemens Smart Meter Data Management System for TNB AMI, with the first 340,000 metering points in Malacca.
- Enabled Siemens Audit for Energy (SAFE) diagnostics software for TNB Malaysia for planned maintenance of switchgears and equipment.
- Installed 74 panels of 33kV Gas Insulated Switchgears for Merdeka PNB 118 Tower, Malaysia's tallest building.



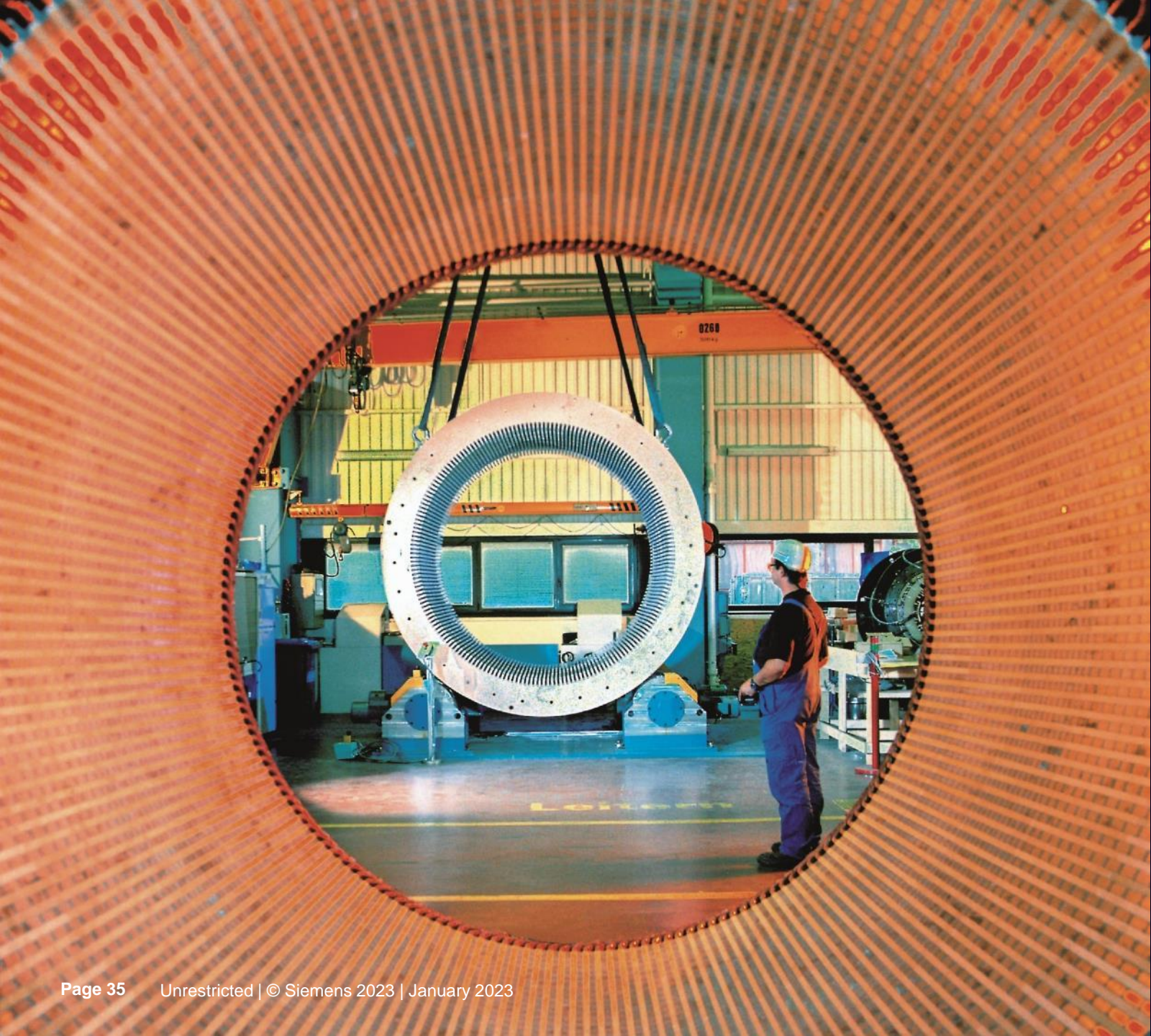
Mobility

With digitalization, we enable mobility operators worldwide to make trains and infrastructure intelligent, increase value sustainably over the entire lifecycle, enhance the passenger experience, and guarantee availability.



Key Highlights:

- Awarded a contract by RTS Operations to design, install and commission a Communications-Based Train Control (CBTC) signaling system and Platform Screen Door System for the Johor Bahru-Singapore Rapid Transit (RTS) Link. This will be the first ever case of CBTC technology being used on a cross border rail link.
- Delivered 58 sets of Inspiro 4-car driverless metro trains to the Klang Valley MRT Line 1 from Sg Buloh to Kajang. 95 % recyclable. Two new depots are also fully equipped.
- Supplied CBTC signaling and a fully-automated train control system for the LRT 3 project line for signaling works that spans from Bandar Utama in Petaling Jaya to Johan Setia in Klang.
- Local skill set development and structured transfer of technical know-how to local business partners: SMHRail Sdn Bhd, one of Siemens' consortium partner for the Klang Valley MRT (KVMRT) project, became the first metro train assembly plant in Malaysia and outside of Europe to receive the Certificate of Acceptance from Siemens for fulfilling technical and infrastructure requirements at their LMG Railcar Assembly Plant facility in Rasa, Hulu Selangor.
- Turnkeys project for Express Rail Link (ERL) from Kuala Lumpur Sentral To Kuala Lumpur International Airport.



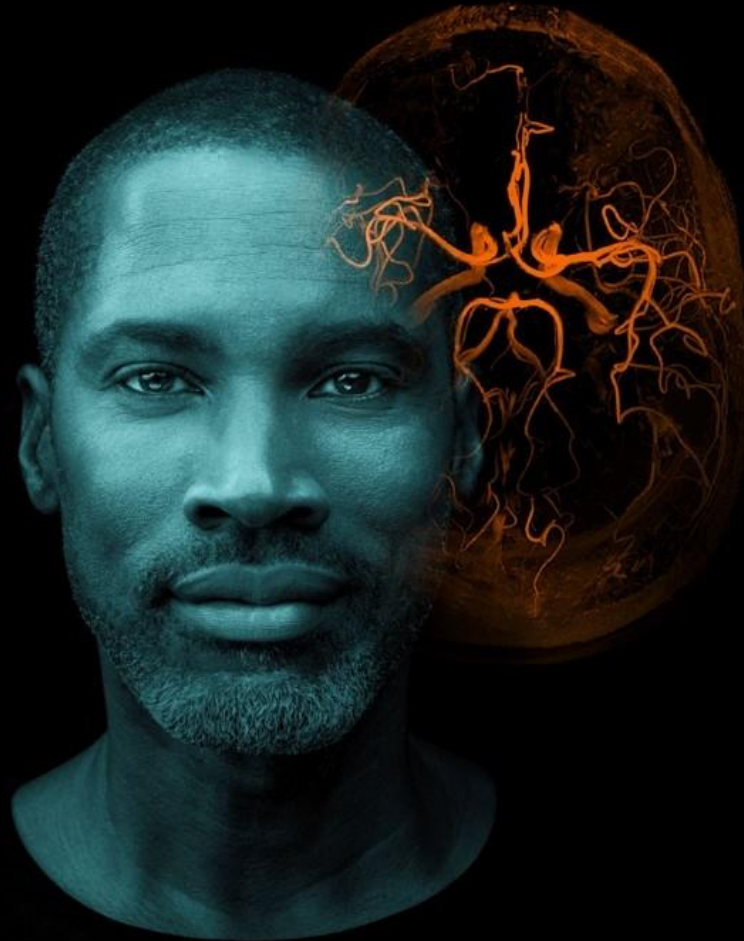
Large Drive Applications

Large Drives Applications develops and produces heavy-duty electrical drive systems for medium- and high-voltage ranges: electrical motors, converters and generators. Additionally, the unit offers special large drives for ships, mines and rolling mills. Its digitalization expertise and outstanding service keeps the performance and availability of the offered drives at the maximum.



Key Highlights:

- Supplied Siemens VFD (Variable Frequency Drives) Sinamics Perfect Harmony to Dialog E&I for their PDT2 Tank Farm, and to supply Siemens VFD and Ducting for PDT3 Tank Farm.
- Overhauled 14 units of HV motor and providing services for 16 units of HV motor site sleeve bearing inspection for Malaysia Refinery Company at the Malacca Refinery PSR2 & MG3 Plant.
- Reduced OPEX costs significantly by improving the energy efficiency of the drive system.



Siemens Healthineers

Siemens Healthineers AG is a listed, leading medical technology company that aspires to shape the healthcare system of the future. It helps healthcare providers around the world expand precision medicine, transform care delivery, improve the patient experience, and digitalize healthcare. The company is continuously developing its product and service portfolio with AI-supported applications and digital technologies that will play an important role in the next generation of medical technology.



Key Highlights:

- To support customers during the COVID-19 crisis, Siemens Healthineers partnered with a customer to drive a successful lab installation, for the prevention and diagnosis of COVID-19.
- Malaysia is the first country in Asia to use the Siemens MAGNETOM Aera 1.5T
- HSC Medical Centre is a reference site under the Continued Medical Education Initiative.

Contact

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