Disclaimer

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.

All information is preliminary.

Financial publications are available for download at:
www.siemens.com/ir
Together with our customers and partners, our aim is to set the benchmark in the way we electrify, automate and digitalize the world around us.

Driven by ingenuity and our passion for engineering excellence, we are committed to a sustainable future for Australia and New Zealand.

Jeff Connolly,
Chairman and Chief Executive Officer
Siemens Australia & New Zealand
Leading in Electrification, Automatization and Digitalization

379,000
Employees

A$132 bn
Revenue

190+ countries & regions
Operations

Global presence
Close to customers all over the world

All figures refer to continuing operations as of 30 September 2018, converted to Australian dollars from Euros.
Siemens employs more than **2,000 people** across Australia and New Zealand.

Our businesses supply approximately **A$ 2 billion** worth of technology to the local market.

We support the ongoing growth and development of local businesses and public infrastructure with **~A$1bn of equity and debt commitments**.
Since its founding, Siemens has shaped industrial revolutions

- **Industrie 1.0**
  - 1847
  - Steam power – Shift from manual to mechanical production

- **Industrie 2.0**
  - 1872
  - Founding of Siemens in Australia

- **Industrie 3.0**
  - Electricity – Introduction of assembly line

- **Industrie 4.0**
  - Digitalization – Cyberphysical systems
  - Electronics and IT – Automation of manufacturing
Our history
More than 145 years in the Pacific region

1872
First telegraph line from Darwin to Adelaide

1893
Australia’s first electric streetcar in Tasmania

1956
Australia’s first licensed television transmission

1977
Lights for the first night World Series Cricket match

1989
Automation and power systems for the ANZAC class frigates

1995
World’s first filmless paediatric imaging in NSW

2003
Trains and trams for the Melbourne network

2007
Kogan Creek power station powers 1 million homes

2013
South Australia’s first electrified passenger train network

2013
New Zealand’s HVDC Pole 3 link is commissioned

2014
South Australia’s largest wind farm goes into operation

2015
Energy efficiency upgrades completed at the MCG

2017
Energy efficiency preserves the past at Museums Victoria

2017–19
Over $1.5 billion of national software grants for universities

2018
Dulux Australia personalises mass paint production

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Our contribution
Making real what matters

Local research & development, manufacturing & export

Collaboration to apply latest technologies to local industries

A local MindSphere Application and Demonstration Centre

Software grants for Australian universities

Award-winning digital apprenticeship program
Siemens and Swinburne University launch MindSphere Centre for Australia

- Located in Swinburne’s Factory of the Future, the centre is unique in its industry and business engagement model in the tertiary sector – opening the campus to industry and businesses for co-creation, while facilitating education, training and research.

- MindSphere is a Siemens Industrial Internet of Things (IIoT) solution connecting products, plants, systems and machines to harness the wealth of data with advanced analytics.
Our contribution to society
Local research & development, manufacturing & exported

From start-up to scale up: new factory supports demand for home-grown innovation.

- ~ $25 million to be invested over next five years into a new factory in Yatala, Queensland.
- The factory manufactures local innovation Fusesaver® which is currently exported and used by energy utilities in over 30 countries to improve reliability of energy networks.
- A significant portion of the investment will also support the research and development of new Smart Infrastructure products.
Leveraging data to deliver productivity gains for the mining industry.

- A Memorandum of Understanding with leading Australian data analytics company, Interlate, will provide a platform to combine individual technology, data analytics and process expertise to help optimise the total lifetime value of critical assets.

- This is a first-of-its-kind partnership in Australia that will explore the vast potential of data in the mining industry initially and then explore other core industries such as food & beverage, and oil & gas.
Developing real skills for real careers with unique, local apprenticeship program.

- The first-of-its-kind digital apprenticeship was launched by Siemens in 2017, in collaboration with Swinburne University of Technology and the Australian Industry Group (Ai Group), to train apprentices on digital skills needed in future.

- The Industry 4.0 apprenticeship program is unique in that it combines rotations of classroom-based theoretical learning at Swinburne University and then practical on-the-job application of learning to projects at Siemens.
Empowering the next generation of digital talent with industrial software grants.

- A strategic program of grants of Siemens hi-tech industrial software, with a commercial value of more than A$1.5 billion, helping students in Australia transition to Industry 4.0.

- Recipients to date have included:
  - Swinburne University of Technology
  - University of Western Australia
  - University of South Australia
  - University of Queensland
  - University of Technology Sydney
  - University of Tasmania
How we’re shaping the future
Vision 2020+
Our strategy

Megatrends

Digitalization
A world connected by complex and heterogeneous systems

Globalization
Global competition impacts productivity and production locations

Urbanization
Cities intensify investment in infrastructure

Demographic change
Needs increase as populations grow and age

Climate change
Greater resource efficiency in an electrified world

Our strategy

If you want to sustainably shape a company’s future, you’ve got to provide answers to the following questions: How do you anticipate global changes? How do you remain the world leader in industrial digitalization? How will you achieve long-term value creation? We are providing answers with our Vision 2020+ company strategy.
Our digital portfolio

# 1
We are the largest industrial software company

~500
digital offerings with MindSphere

Top 10
Siemens is one of the top 10 software companies

€10 bn
invested in digital companies in the past ten years

29,000
software engineers working for Siemens

~1.4 m
connected devices and systems via MindSphere

Design | Operate | Service

- IIoT – Consulting & Integration
  - Siemens Software
  - Siemens Digital Services
- MindSphere – the open IIoT operating system
  - Digitally optimized automation
  - Digitally optimized electrification

Digital twin (products and infrastructure)
MindSphere: the cloud-based, open IIoT operating system

MindApps
Developed by Siemens, OEMs, end customers and app developers

MindSphere
Various cloud infrastructures: Public, private or on-premise

MindConnect
Secure plug and play connection of Siemens and third party products
Charter of Trust
A joint initiative for a secure digital world

1. Protect the data of individuals and companies
2. Prevent damage to people, companies and infrastructures
3. Establish a reliable foundation on which confidence in a networked, digital world can take root and grow
Last year Siemens spent ~ €5.7 billion on research and development.

8,100 employees worldwide shape our innovation agenda.

Research & Development
Siemens researchers are creating autonomous spider-like robots that can work together to 3D-print structures on command.
The focus areas of our research and development

<table>
<thead>
<tr>
<th>Additive manufacturing</th>
<th>Autonomous robotics</th>
<th>Blockchain applications</th>
<th>Connected (e)mobility</th>
<th>Connectivity and edge devices</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cybersecurity</td>
<td>Data analytics, artificial intelligence</td>
<td>Distributed energy systems</td>
<td>Energy storage</td>
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<tr>
<td>Materials</td>
<td>Power electronics</td>
<td>Simulation and digital twin</td>
<td>Software systems and processes</td>
<td></td>
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Our commitment to diversity & inclusion

• Diversity of employees fuels ingenuity at Siemens.

• The encouragement of different ideas and approaches pushes Siemens to thrive.

• Inclusivity and diversity at Siemens is achieved through the provision of an environment of support and inclusion of all cultural backgrounds, ethnicities, sexual orientations, gender identities and characteristics.
Our carbon-neutral commitment

609 million metric tons of CO₂-emissions were curbed for customers with our environmental portfolio in FY 2018 – a number greater than Australia’s total emissions for 2018.

-33% CO₂-emissions since 2014

2030 goal:
Siemens will be carbon neutral – the first major industrial company to announce this.
Employer with a vision

Zero Harm Culture

Our program “Zero Harm Culture@Siemens” follows three principles:

The first is the strong belief that zero incidents is achievable.

The second is that there’s never a reason to compromise on health and safety.

The third is “We take care of each other”.

Our employees are our greatest asset. It is why we want every single Siemens employee to be able to rely on a safe working environment at all times.
Our contribution to society

Compliance

Highest rankings
in Dow Jones Sustainability Index in the category “Compliance” since 2009

> US$100 m
to support organizations and projects fighting corruption and fraud

> 100,000
web-based Compliance trainings of employees each year, averaged
Our contribution to society

Employment

4.3 million jobs supported through our contributions

2.2 million thereof in developing countries
Our company structure and areas of business
Our focus areas
Key vertical markets in the Pacific region
Vision 2020+
Our company structure

Operating Companies

- Gas and Power*
- Smart Infrastructure
- Digital Industries

Strategic Companies

- Siemens Mobility
- Siemens Gamesa
- Healthineers

Service Companies (Financial Services, Global Business Services, Real Estate Services)

Corporate Development (e.g., IoT Services, Corporate Technology, Next47, Portfolio Companies)

Governance units

*Partial spinoff of Gas and Power planned; transfer of majority stake in SGRE (59%) to new company planned
Gas and Power

Leading the energy transformation.

Gas and Power is a global pacesetter in energy, helping customers to meet the evolving demands of industries and societies. The energy industry is challenged to shift towards a carbon-neutral future, manage the complexity of decentralized energy systems, and adopt new digital technologies to maintain the competitiveness of its assets.

As the leading innovator for the energy systems of today and tomorrow Gas and Power comprises broad competencies across the entire energy value chain and offers a uniquely comprehensive portfolio for utilities, independent power producers, transmission system operators and the oil and gas industry.

On May 7th, Siemens announced its plans to give Gas and Power complete independence and entrepreneurial freedom through a carveout and a subsequent public listing (spinoff). In addition, Siemens plans to contribute its majority stake in the market-leading renewable energies company SGRE – currently 59 percent – to GP.
Operating Companies

Digital Industries

The advancing digitalization, in tandem with the increasing flexibilization of production processes, provides new opportunities and choices for industrial companies all across the globe. Digital Industries supports our customers in unlocking the full potential: as a partner providing cutting-edge technologies for the automation and digitalization of the discrete and process industries.

The Digital Enterprise portfolio is at the core of our offer. It provides companies of all sizes with the right products, along with consistent solutions and services for the integration and digitalization of the entire value chain. As an innovation leader, we think ahead to the next level of digital transformation – and integrate cutting-edge technologies such as artificial intelligence, edge computing, industrial 5G, autonomous handling systems, blockchain and additive manufacturing into our portfolio.
Operating Companies

Smart Infrastructure

Smart grids + smart buildings = smart infrastructure.

Smart Infrastructure brings together energy systems – from the intelligent control across the grid to medium-voltage distribution system, through a broad range of low-voltage and control products, to the point of consumption – with Siemens’ broad portfolio of building technologies. We support utilities, building customers and industries with a wide range of applications.

At the point of connection between the grid and buildings – at the grid edge – there are exciting nascent markets including prosumption, electric vehicle infrastructure, energy storage and microgrids.

We will combine physical solutions and digitalization across the focus areas of electrification and automation.
Strategic Companies

Mobility

The efficient, safe and environmentally friendly transportation of people and goods by rail and road – Mobility bundles all of Siemens' transportation-related products, solutions and services.

Advanced networked and IT-based mobility solutions and comprehensive know-how are increasing infrastructure availability, optimizing route use and raising travel quality to new levels – by rail, on the road, or across multiple modes of transportation.
Strategic Companies

Siemens Healthineers

The listed Siemens Healthineers enables healthcare providers around the world to deliver high-quality patient care. As a leading global healthcare company, we're continuously developing our portfolio, expanding our medical imaging and laboratory diagnostics offerings and augmenting them with a growing range of healthcare management, consulting and IT services – such as advanced therapeutic solutions and molecular in-vitro diagnostics.

Siemens Healthineers is proactively developing its digital healthcare services. We help customers succeed in today's dynamic healthcare market by creating new business models that maximize opportunities and minimize risks for healthcare providers.
Siemens Gamesa Renewable Energy is a leading supplier of reliable, environmentally friendly, and cost-efficient renewable energy solutions. The wind turbines offered by Siemens Gamesa Renewable Energy are a worthwhile investment from both a financial and an environmental perspective. Our wind power solutions deliver clean, renewable energy from onshore and offshore installations all over the world.
Service Companies

Financial Services

The Financial Services Division helps enterprise customers implement investment projects by providing project-related and structured financing as well as leasing and equipment financing.

The success of Financial Services is based on a unique combination of risk management competence, technological expertise and reliable financial resources. Through our international network of SFS companies, we provide – subject to country-specific legal requirements – a broad range of financial solutions.

1 As of September 30. As of the beginning of fiscal 2018, part-time employees are included to the full extent rather than proportionally; prior-year information on a comparable basis.
Portfolio Companies

Under the umbrella of the Portfolio Companies, Siemens has bundled several units which operate independently since April 1, 2019. The nine Portfolio Companies employ around 22,500 people. In fiscal year 2018 they generated about €5 billion in revenue. The units operate agile and flexible: decentralized, with fast decision making and reaction times. This enables them to be more competitive in their respective markets with more focus on their customers.

Large Drives Applications, Mechanical Drives and Process Solutions are some of the Portfolio Companies active in Australia and New Zealand.
Next47 powered by Siemens

Next47 is an independent, global venture firm backed by Siemens AG. We combine capital with hands-on business development capabilities that help our portfolio companies grow revenue through the Siemens ecosystem. Next47 works with start-ups that use deep and frontier technologies such as artificial intelligence, augmented and virtual reality, cybersecurity, autonomous driving, IoT, robotics, and advanced manufacturing to solve the most difficult and fundamental industry challenges facing Siemens and Siemens customers.

Next47 is also an enabler of “intrapreneurialism” within Siemens. The Next47 Accelerator, a program built in partnership with Alchemist, aims to identify and nurture big, breakthrough ideas within Siemens with the goal of empowering internal talent to create new business opportunities for the company.
Corporate Development

IoT Services

IoT Services is the partner of choice for a holistic, successful and sustainable digital transformation. The unmatched industries DNA, paired with state of the art IoT know-how creates a key benefit for realizing their own digital strategy.

From consulting to design & prototyping of IoT solutions to implementing those into existing IT systems and business processes: customers can get everything from a single source – hence we deliver IoT solutions that are as unique as an individual fingerprint.
Contact
Further information and resources

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