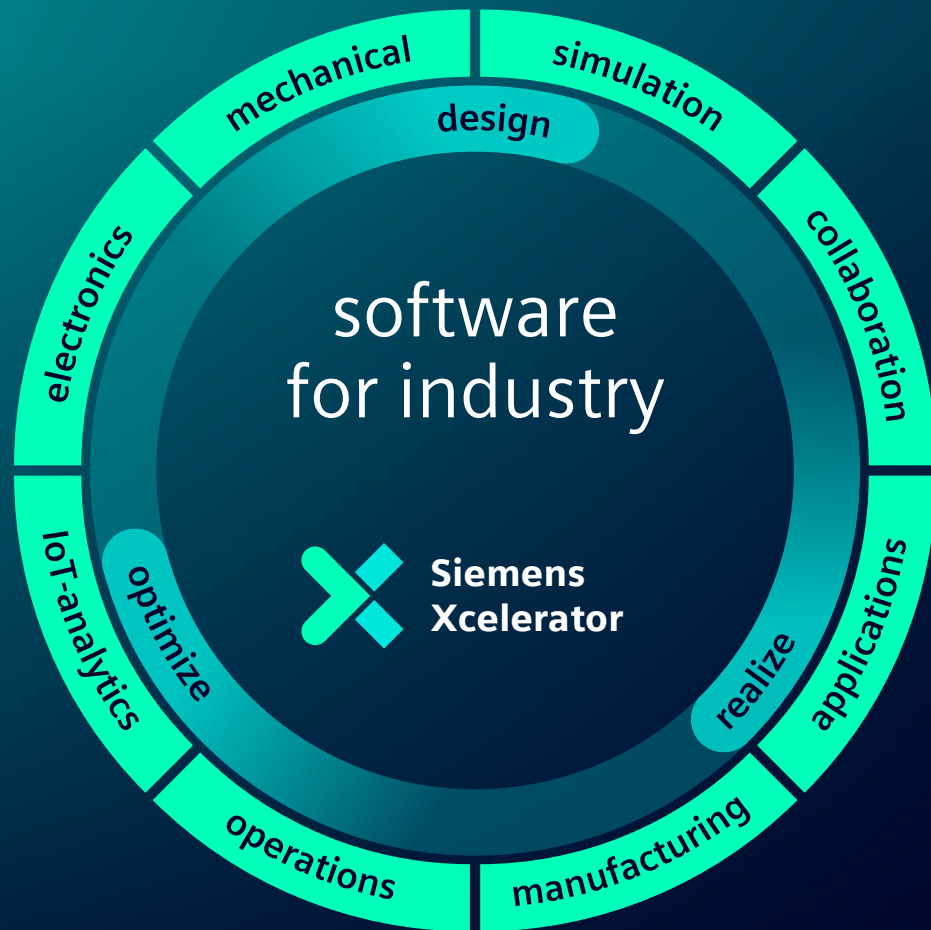


SIEMENS DIGITAL INDUSTRIES SOFTWARE

Accelerating digital transformation

Tony Hemmelgarn, President and CEO



**Comprehensive
Digital Twin**



**Personalized
Adaptable/ Modern**



**Flexible
Open Ecosystem**

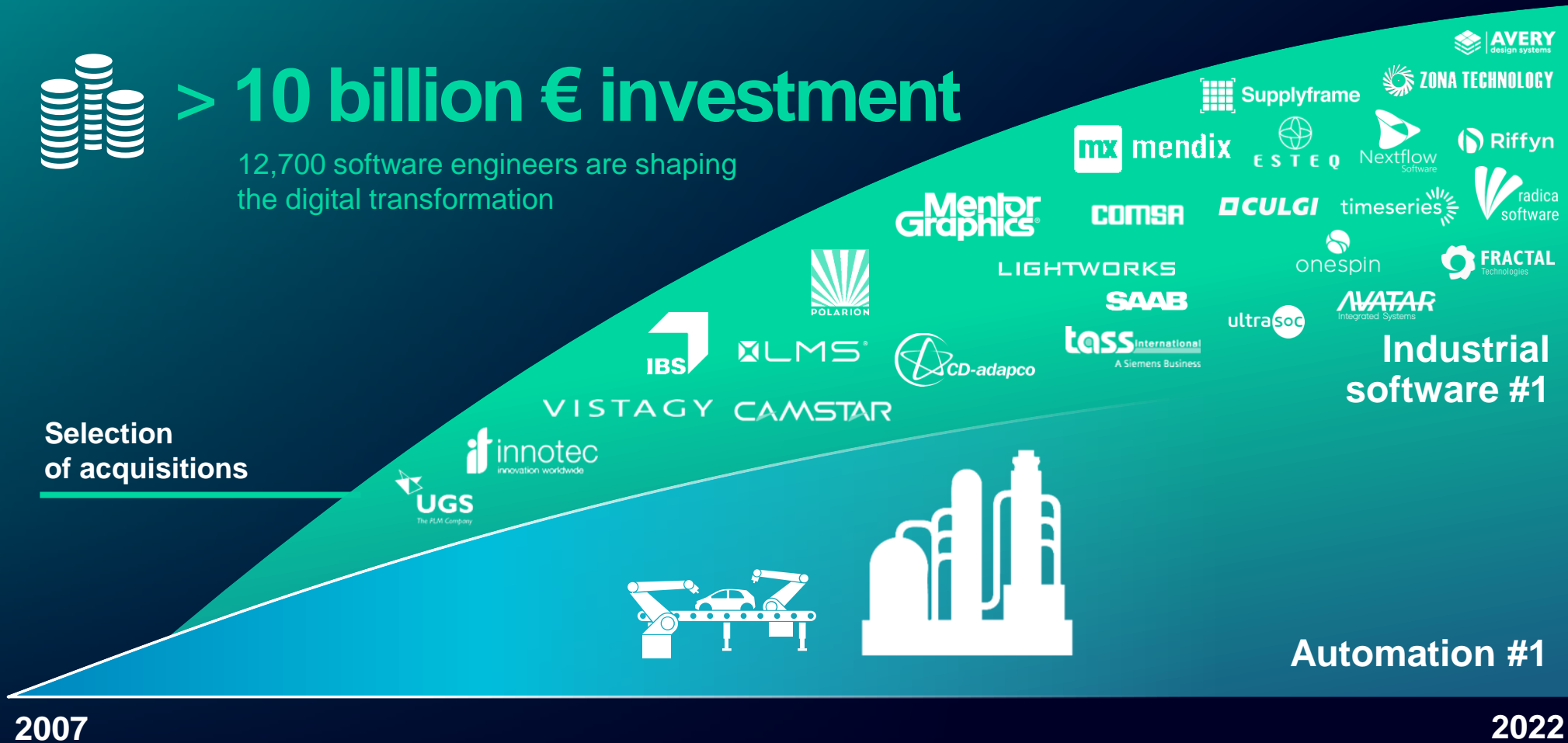
Building out the most holistic comprehensive digital twin



> 10 billion € investment

12,700 software engineers are shaping the digital transformation

Selection of acquisitions

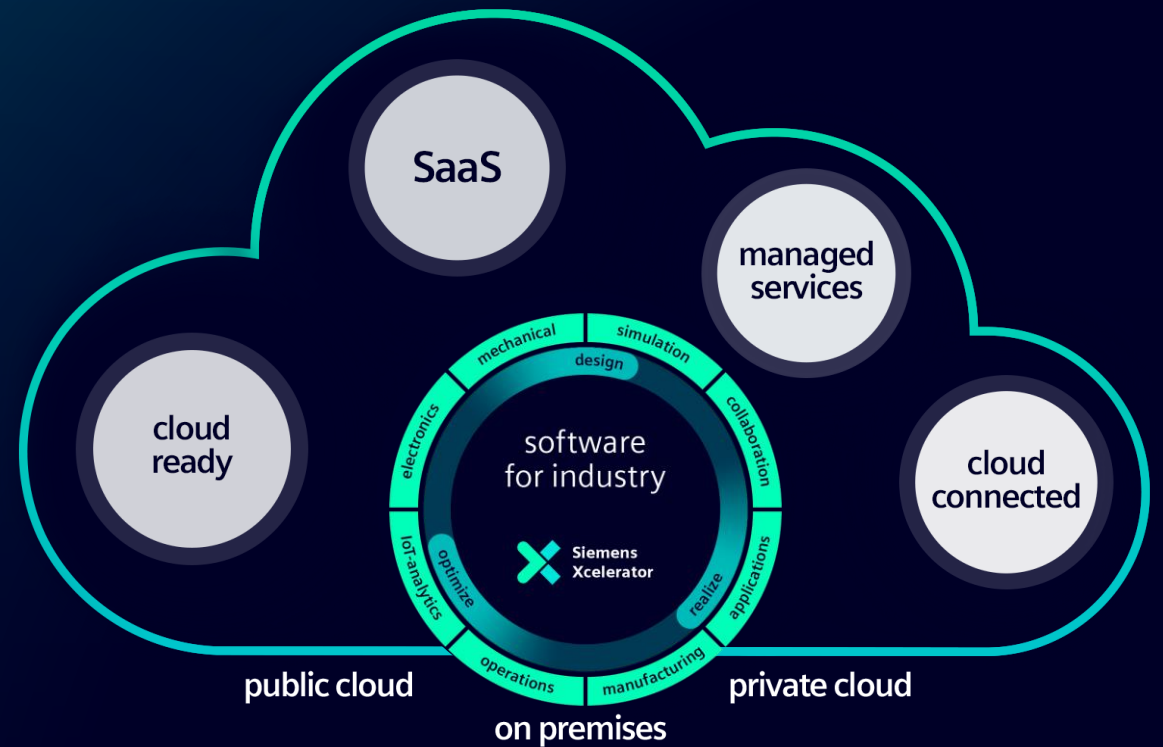


Digital world Software

Real world Automation

Automation #1

Xcelerator as a Service
makes digital
transformation initiatives
accessible, flexible, scalable.





Zero emission sea glider operating exclusively over the water

“Cloud native solutions, such as Teamcenter X, minimize administrative overhead and allow us to focus 100% on design, engineering, manufacturing and innovation”

- Mike Klinker, CTO and co-founder



How can we enhance collaboration **early** in the design process?

Xcelerator as a Service simplifies the entire workflow saving significant amount of time



How can we **break down silos?**

Adient opens new ways of working with Mendix low code and Xcelerator Cloud

Siemens Xcelerator – the open digital business platform

Taking digitalization to the next level

Siemens Xcelerator launched ...



EASY
flexible
flexible
OPEN

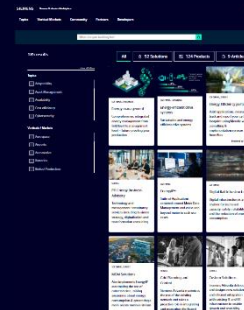
... consisting of three building blocks



A comprehensive, curated **portfolio** that includes digital and IoT-enabled offerings from Siemens and certified partners



A continuously growing, powerful **ecosystem** of partners



An evolving **marketplace** to explore, educate, exchange and transact alongside a community of customers, partners and experts



How can we design a product today and produce it **anywhere** tomorrow?

Integrated: Rapidly roll out products across the world by transforming the recipe from design to shopfloor



How can we create a battery **ecosystem** across the entire value chain?

Sustainable: Connect design and manufacturing to scale-up production, maximizing plant and energy efficiency

Creating a ecosystem to extend the digital twin



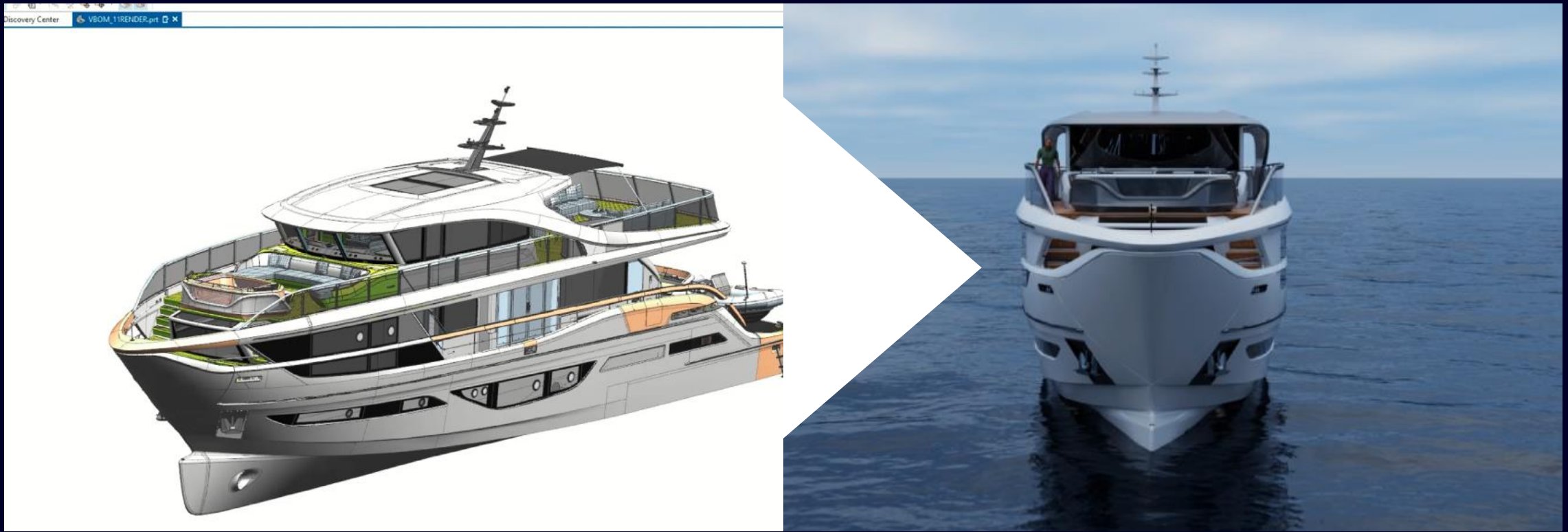
Deloitte.



Video

Watch a video displaying our digital twin in cooperation with Nvidia

[Video](#)



Siemens + AWS

Digital twin

AWS IoT Twinmaker service

Autonomous vehicle

Cloud integrated ADAS platform

Mendix on AWS Marketplace

For new industry segments and acceleration of application development

Simcenter high performance compute



How can we leverage
our **ecosystem** to deliver
customer value?

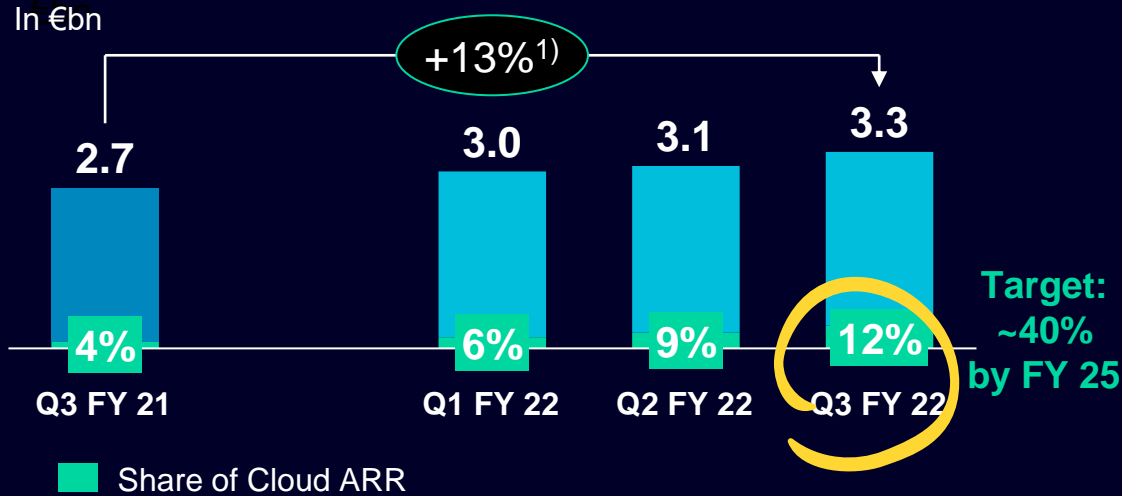
AWS Marketplace enables the extension
of this relationship to include Mendix

Combining the real and digital worlds

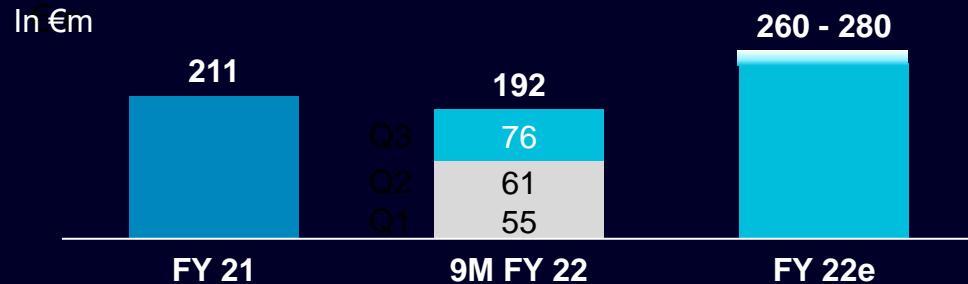
Stringent strategy execution – SaaS transition fully on track

As shown at Q3

DI SW – Annual Recurring Revenue (ARR)



DI SW – Cloud investment



Continuing progress in Q3

- ~76% of customer renewals are SaaS based
- Cloud ARR increased to 12%, up 3ppt q-o-q
- 3x cloud revenue at PLM in Q3 compared to Q1
- ~2,350 customers have signed on to SaaS-model, placing ~3,350 orders in FY 22 YTD
- Share of new customers grows q-o-q, Q3 with net new share of ~58%
- ~69% of SaaS customers are SME's as of Q3

¹ ARR revenue: FX comparable

Software is an integral part of

Siemens Xcelerator

Siemens Xcelerator brings the comprehensive digital twin to life

Thank you