Accelerating digital transformation

Tony Hemmelgarn, President and CEO
software for industry

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

2007

Industrial software #1

Digital world Software

Real world Automation

Automation #1

2022

10 billion € investment

12,700 software engineers are shaping the digital transformation
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 …

… 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
Watch a video displaying our digital twin in cooperation with Nvidia
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

**DI SW – Annual Recurring Revenue (ARR)**

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<th>Q3 FY 21</th>
<th>Q1 FY 22</th>
<th>Q2 FY 22</th>
<th>Q3 FY 22</th>
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<tr>
<td>In €bn</td>
<td>2.7</td>
<td>3.0</td>
<td>3.1</td>
<td>3.3</td>
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<td>+13%¹)</td>
<td>4%</td>
<td>6%</td>
<td>9%</td>
<td>12%</td>
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Share of Cloud ARR:
- Q3 FY 21: 4%
- Q1 FY 22: 6%
- Q2 FY 22: 9%
- Q3 FY 22: 12%

Target: ~40% by FY 25

**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

**DI SW – Cloud investment**

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<tr>
<td>In €m</td>
<td>211</td>
<td>192</td>
<td>260 - 280</td>
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<td>Q3</td>
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<td>76</td>
<td>55</td>
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Software is an integral part of Siemens Xcelerator

Siemens Xcelerator brings the comprehensive digital twin to life
Thank you