Driving profitable growth

Siemens Limited H1 FY 22 Analyst Call

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H1 FY 22 – Key Highlights

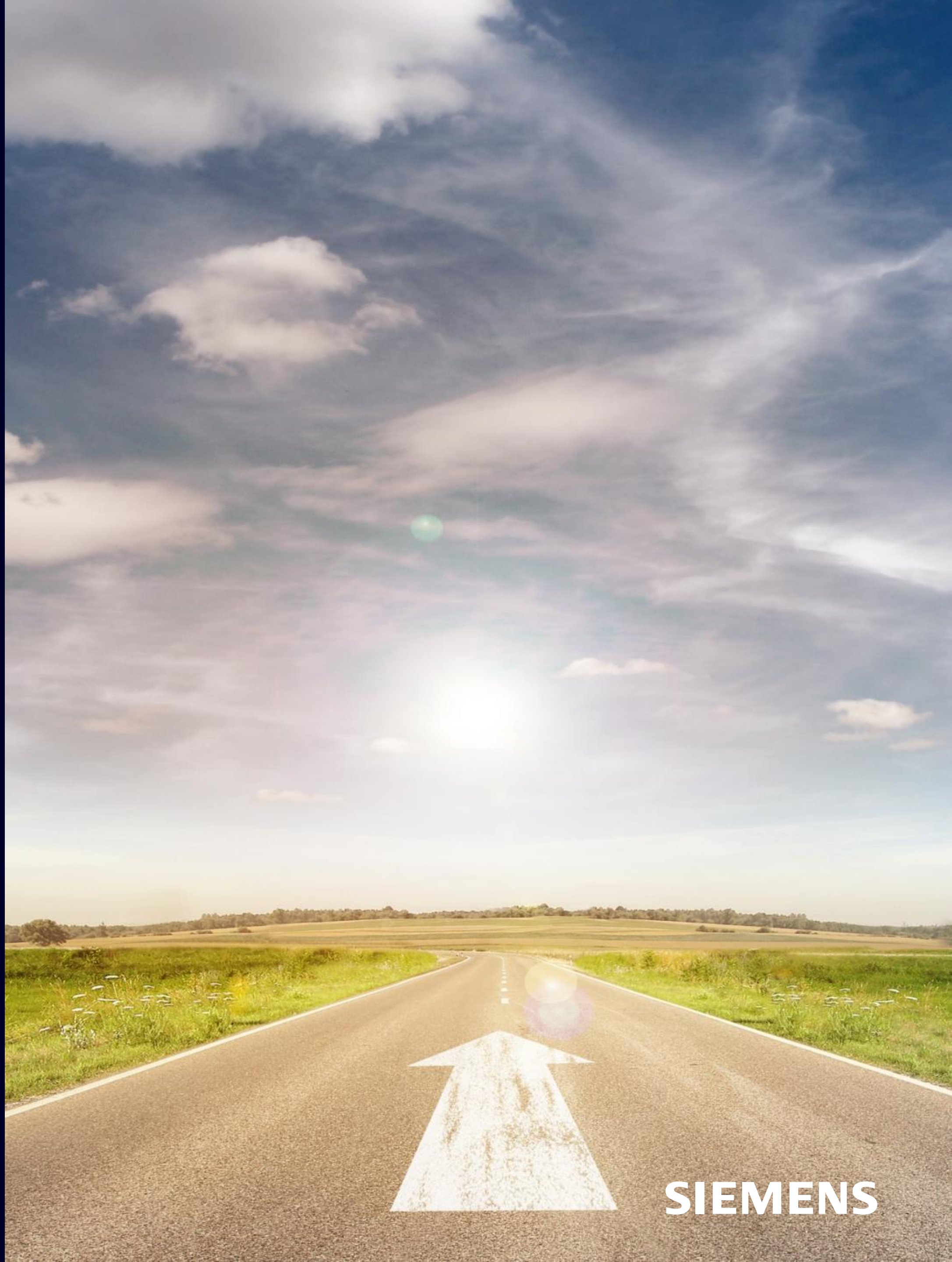
Market momentum continues

Orders up >60%, Revenue up 10%

Stringent supply chain & cost management

Double digit profitability & strong cash position

Sustainability an integral part of Siemens



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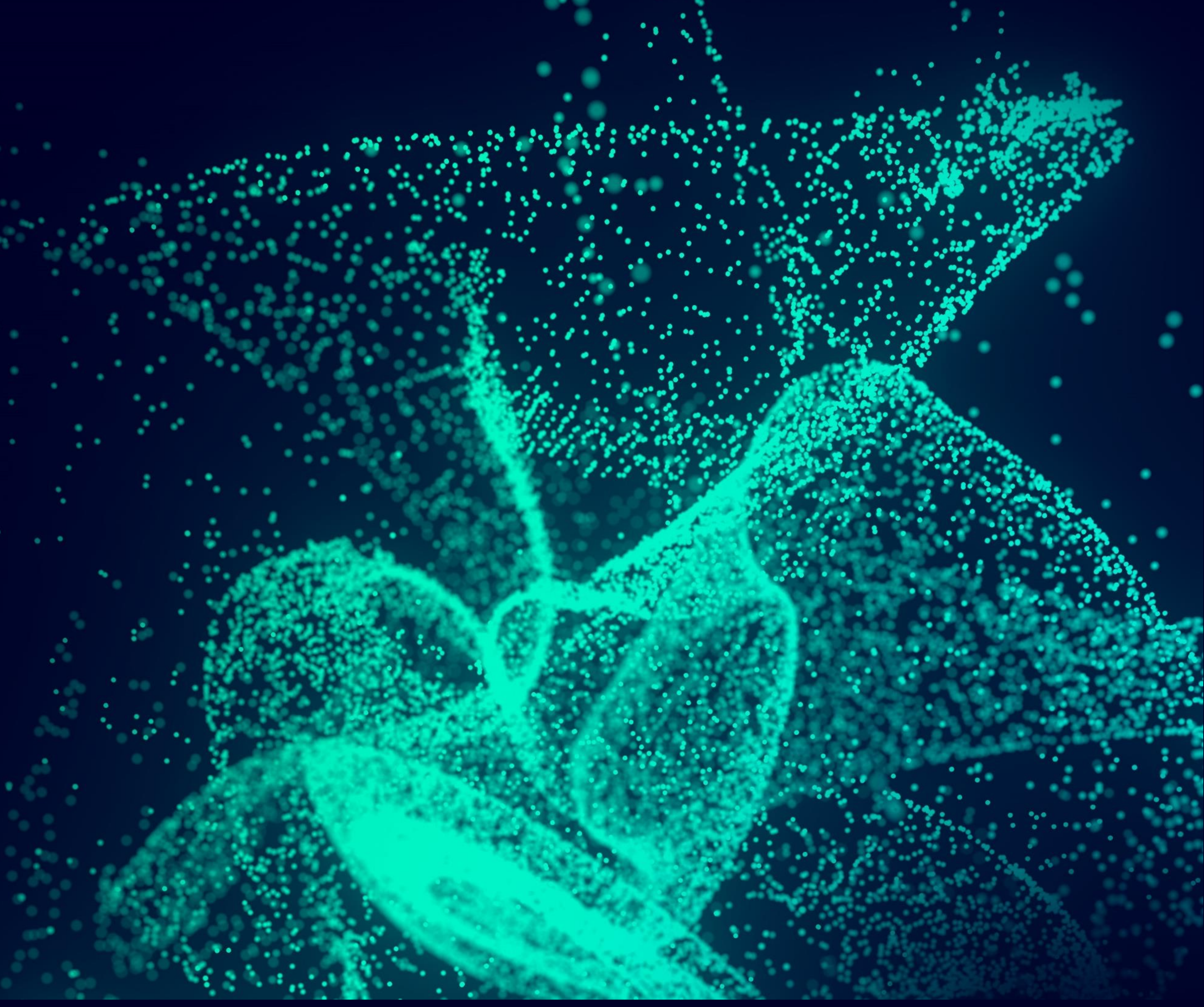
Agenda

Business highlights

Financial highlights

Summary



Market momentum continues | Headwinds remain

Vertical trends

Generation →	Infrastructure ↑	Automotive ↑	Mainline ↑
Transmission ↑	Data Center ↑	Pharma ↑	Metro ↑
Distribution ↑	Buildings ↑	Intralogistics ↑	e-Mobility ↑

Headwinds

Supply chain
Delays in semiconductor components

Inflation
Impact on raw material prices

Interest rate
Limited short-term impact

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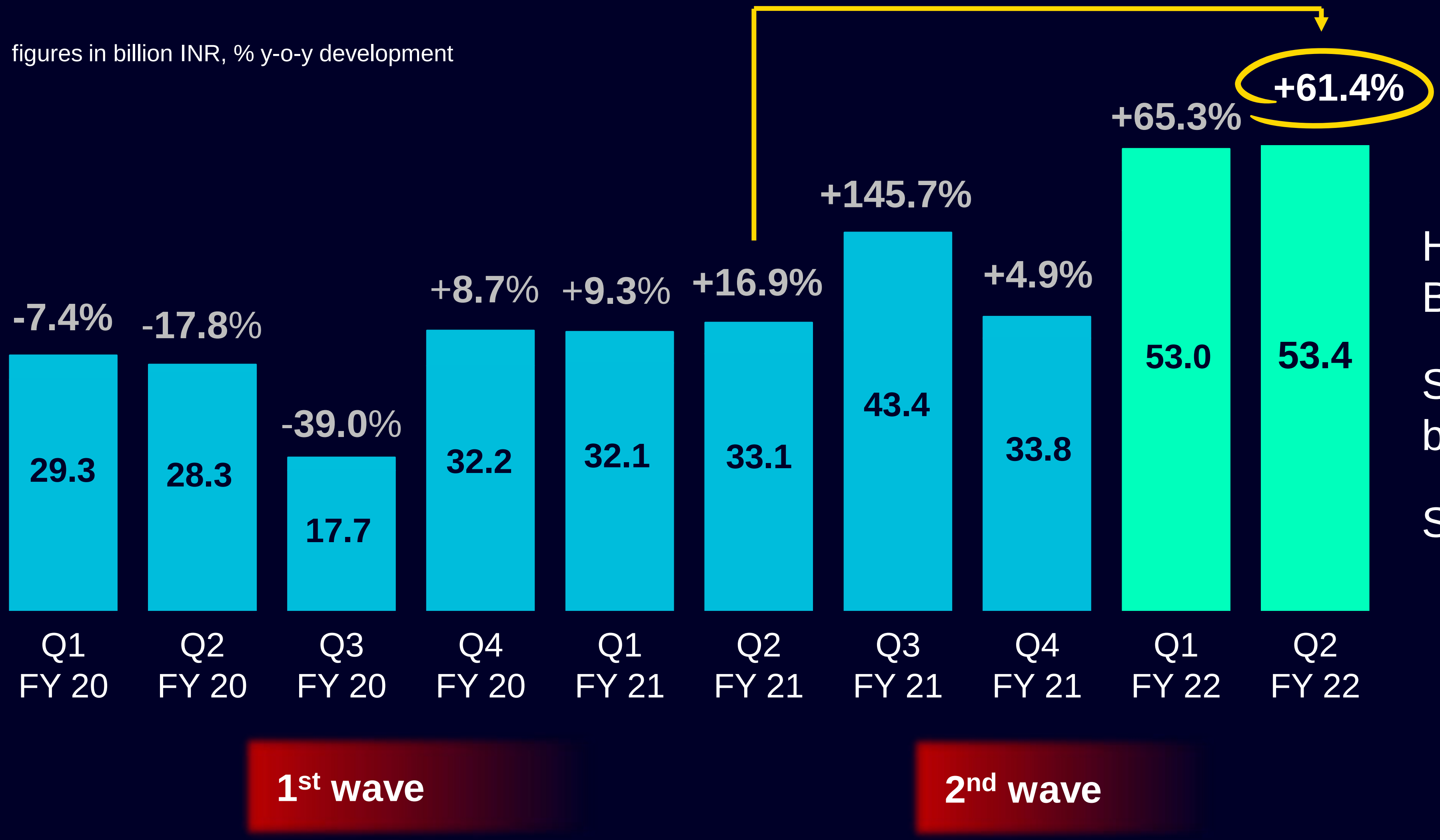
New Orders: Highest Order Backlog supported by solid growth in base business

figures in billion INR, % y-o-y development



- Highest Order Backlog ever at 171.7
- Solid growth in base business
- Several large orders

Note: Continuing Operations without Mechanical Drives business

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Market momentum combined with strong execution driving growth

Growth Drivers, New Orders, H1 FY 22 over H1 FY 21

Energy (SE) +28%

- Growth in industrial decarbonization solutions - WHR, biomass, Modernization & Upgrade
- Renewable projects driving Transmission growth
- Sugar, Cement, Steel, O&G witnessing high growth

Smart Infrastructure (SI) +37%

- Private distribution utilities revamping network
- Investments in Data Centers, Transportation
- Infrastructure investments driving Cement & Steel growth

Digital Industries (DI) +78%

- Demand in Metals, Cement, Infrastructure
- Growth continues in Pharma, F&B
- Emerging Sectors (Metros, Intralogistics, Aerospace, Tunnel Automation) continue to grow

Mobility (MO) +391%

- Pune Hinjewadi Metro project
- Continued Electrification & Signaling modernization
- Growth in Mainline

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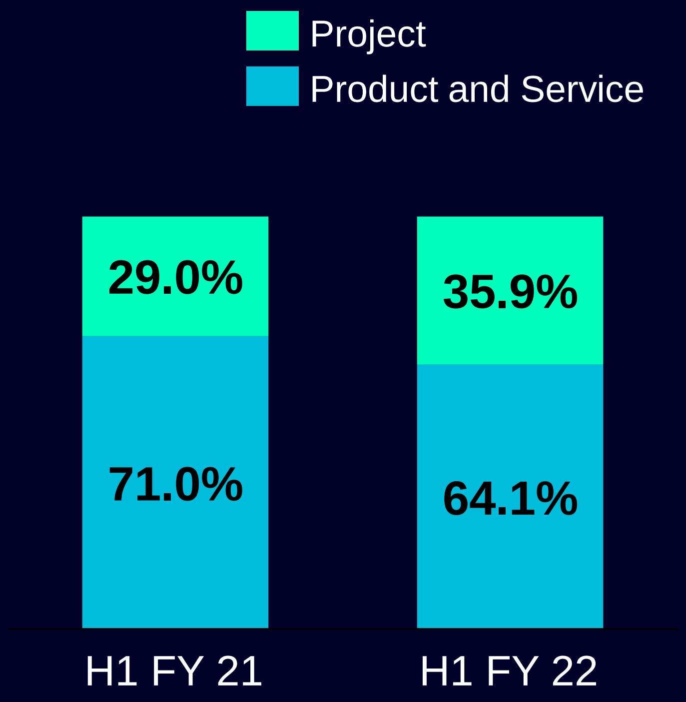
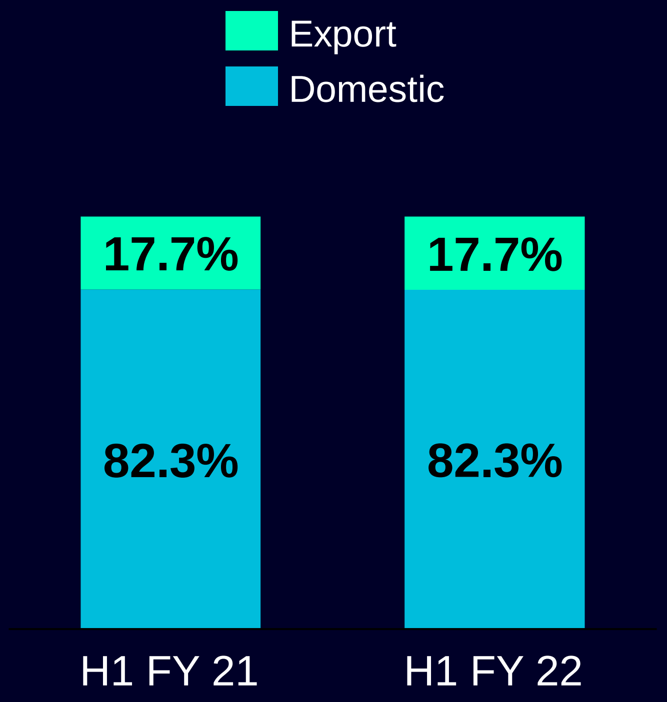
New Orders: Good mix, large orders expanding project business

% of New Orders

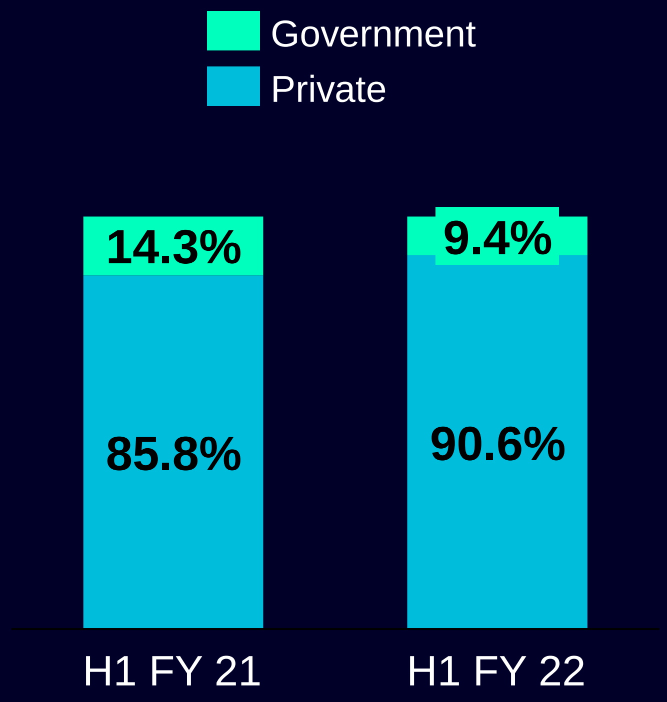
Portfolio Mix



Export & Domestic



Government & Private



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Success across businesses accelerating growth

Key Orders, H1 FY 22

Energy

400/11kV AIS substation for powering lift irrigation

1st Industrial STATCOM, enhancing grid stability

Smart Infrastructure

Data Center electrification with high efficiency, reliability and safety

Turnkey 33kV Switchyard at one of the deepest all-weather ports

Digital Industries

Automating 1st indigenous greenfield Covid vaccine production

Automation & Electrical Package for 23x Cranes in Steel Industry

Mobility

Pune Hinjewadi, 1st PPP Metro, in partnership with TATA

IR Trainset Development (Vande Bharat)

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Continued interest in Digitalization

SE + DI

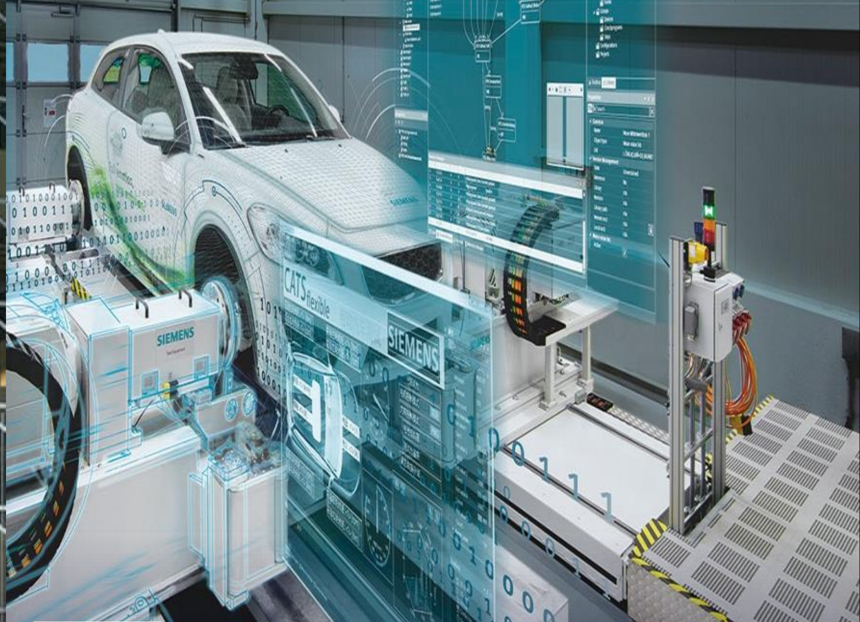
Securing Critical Infrastructure

Protecting one of India's largest gas power plants from cyber attacks [1]

DI

Warehouse Digitalization

Intralogistics company using simulation & automation to build high productivity warehouses



DI

Digital Twin of Automotive Production

Digital Twin of paint shop [2] reducing energy consumption & increasing productivity

1) Using Network Intrusion Detection System 2) using MindSphere and Plant Simulation

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Globally, Siemens is accelerating Sustainability approach through DEGREE

DEGREE – Our ambitious Sustainability framework

Decarbonization
support the 1.5°C target to fight global warming

Employability
enable our people to stay resilient & relevant in a permanently changing environment

Ethics
foster a culture of trust, adhere to ethical standards and handle data with care

Equity
foster diversity, inclusion, and community development to create a sense of belonging

Governance
apply state-of-the-art systems for effective and responsible business conduct

Resource efficiency
achieve circularity and dematerialization

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Siemens India is committed to DEGREE, focused on creating lasting value

DEGREE – Select Highlights

Decarbonization

Electric Mobility

eCharging infrastructure at Chandigarh, Bengaluru

Waste Heat Recovery

Reducing carbon footprint at large cement producer

Ethics

Business Conduct Guidelines

Strive to achieve 100% trainings for all employees

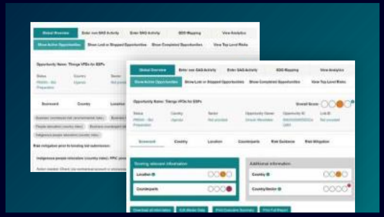
Siemens Integrity Initiative

Collective Action to create fair market conditions and level playing field

Governance

Supplier Code of Conduct

Clear supplier commitment to our fundamentals



Environmental & Social Due Diligence

ESG Radar set-up to assess, manage & monitor risks

Resource efficiency

7 MW Green Energy in Kalwa and Aurangabad

DES [1] and offsite captive solar to power our factories

DES @ IIT Kanpur

Integrating microgrid, solar, biomass, eCharging, smart metering

Equity

Project Asha

Access to water, electricity, health, education (>600k people, >100 villages)

Diversity, Equity & Inclusion

Strengthen diversity and inclusivity in top functions

Employability

Dual VET

Implemented at ~300 ITIs in 14 states (yearly ~45k students)

Digital Learning Hours

Focus on upskilling across employee base

1) Distributed Energy System

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Our intelligent and sustainable solutions support customers increase competitiveness and combat climate change

Key Sustainable Solutions

Energy

Eco-design Transformers
Using biodegradable ester fluids for insulation of transformers instead of oil

Power Plant Modernization
Improving assets and environmental compatibility with higher reliability

Smart Infrastructure

Grid Control Center
Integrating grids for decentralized generation

Demand Flow®
HVAC Chiller optimization reducing energy costs and improving operational efficiency

Digital Industries

High Efficiency Motors & Drives
3x efficiency reducing energy consumption

SIMATIC Energy Suite
Energy transparency in production by linking energy management with automation

Mobility

Electric Locomotives
Propulsion systems for locomotives, saving electricity using braking energy

Hotel Load Converter
Reducing operating and maintenance costs of trains

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Agenda

Business highlights

Financial highlights
(Continuing Operations without Mechanical Drives business)

Summary

Strong performance despite challenging environment in Q2 FY 22

New Orders
(y-o-y)

+61.4%

Revenue
(y-o-y)

+8.2%

EBITDA
(% of revenue)

+12.5%

Profit before Tax
(% of revenue)

+12.5%

Profit after Tax
(% of revenue)

+9.2%

Earnings per Share
(in INR)

₹ 9.23

Strong business performance continues throughout H1 FY 22

New Orders
(y-o-y)

+63.3%

Revenue
(y-o-y)

+9.9%

EBITDA
(% of revenue)

+11.5%

Profit before Tax
(% of revenue)

+11.5%

Profit after Tax
(% of revenue)

+8.5%

Earnings per Share
(in INR)

₹ 16.12

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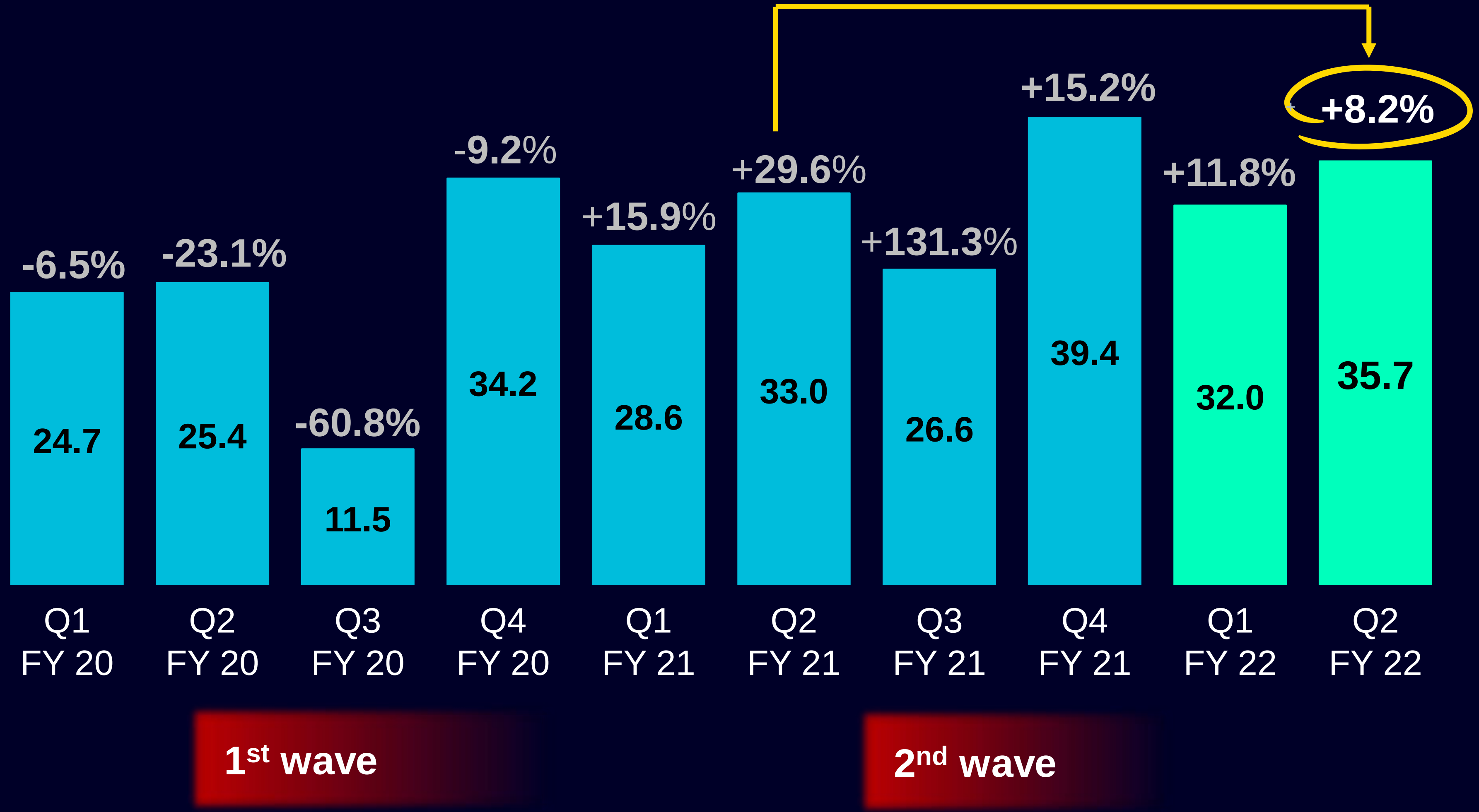
Revenue: Second highest revenue in Q2 FY 22

figures in billion INR
% y-o-y development



- Book-to-bill at 1.57 points towards uptick in H2 FY 22 ✓
- Large orders in SE and MO with longer cycle times ✓
- Supply chain delays ✗

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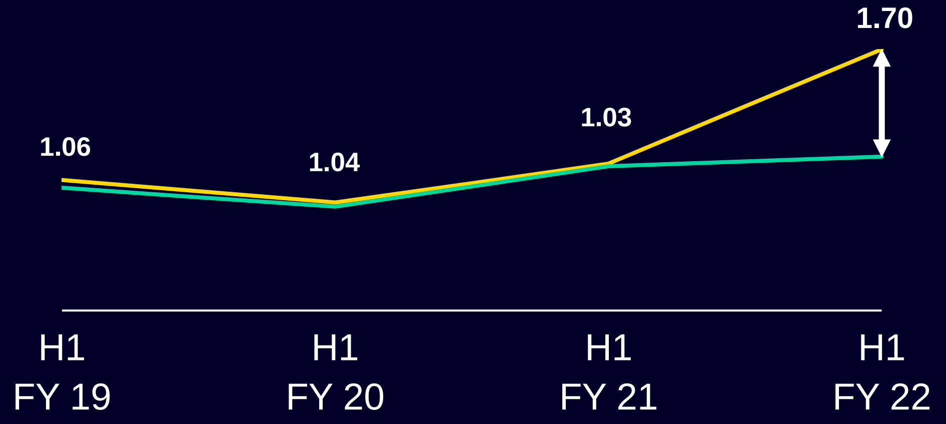
Revenue: Higher Book-to-bill in H1 FY 22

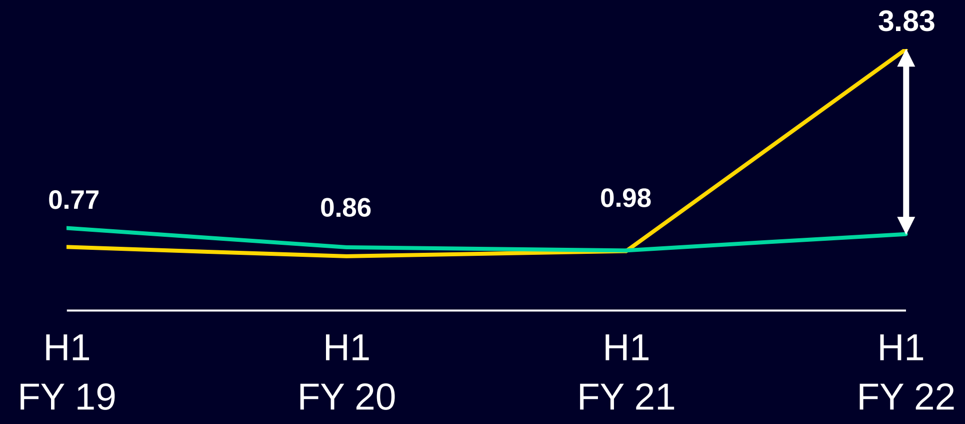
x.xx Book-to-bill — New Orders — Revenue

DI



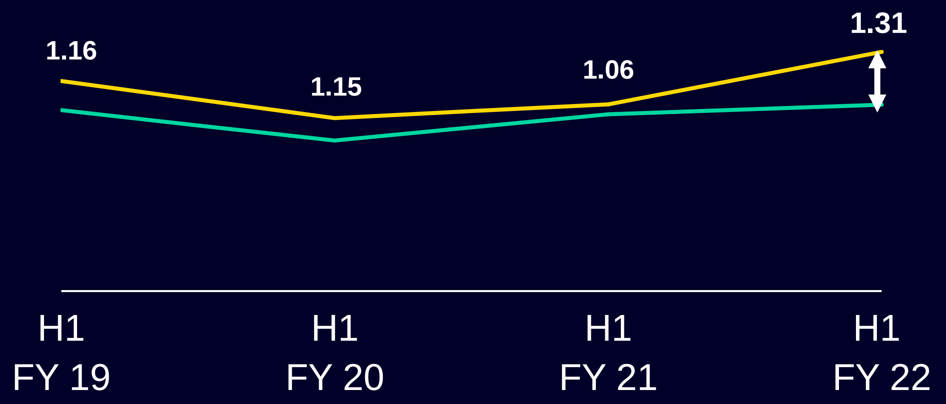
- Advance ordering by channel partners due to higher lead times
- Supply chain delays

MO



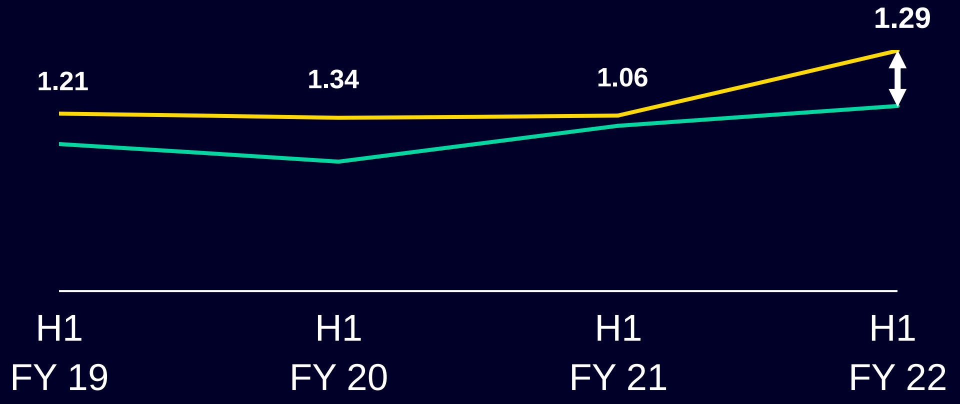
- Large metro projects backlog
- Execution period >3 years

SE



- Shifts in project offtakes

SI



- Production impact in January due to COVID
- Supply chain delays

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EBITDA: Double digit profitability in Q1 and Q2 FY 22

figures in billion INR
% y-o-y development

- Operational margin stable ✓
- Better price extraction ✓
- Discretionary spending maintained ✓

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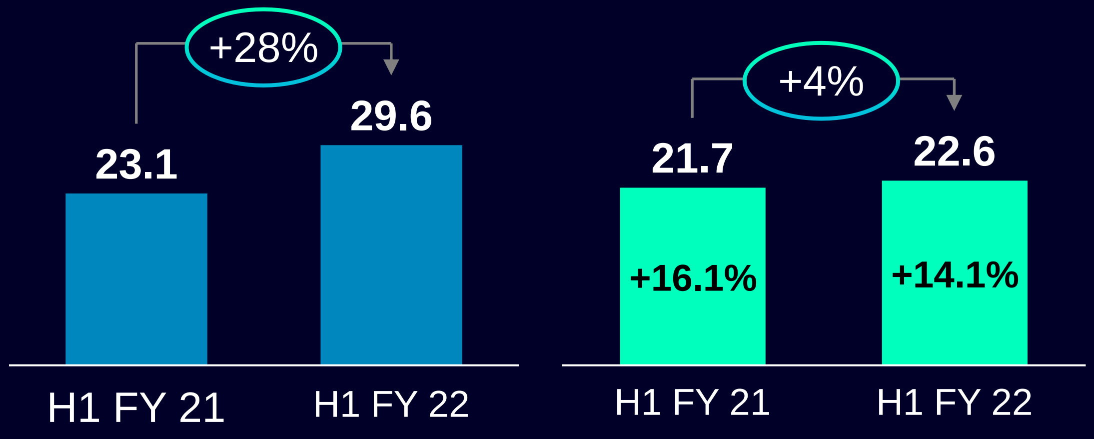
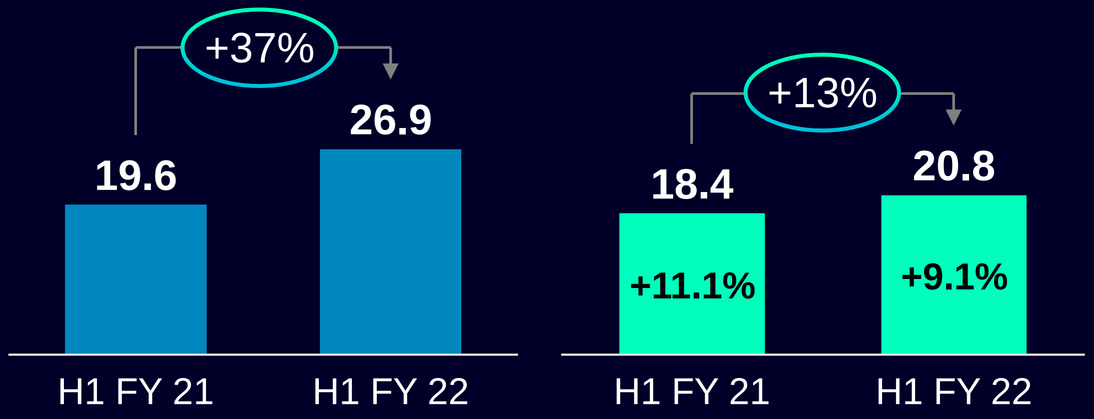
Strong Performance in H1 FY 22 across all Businesses

New Orders Revenue xx.x% EBITDA to revenue

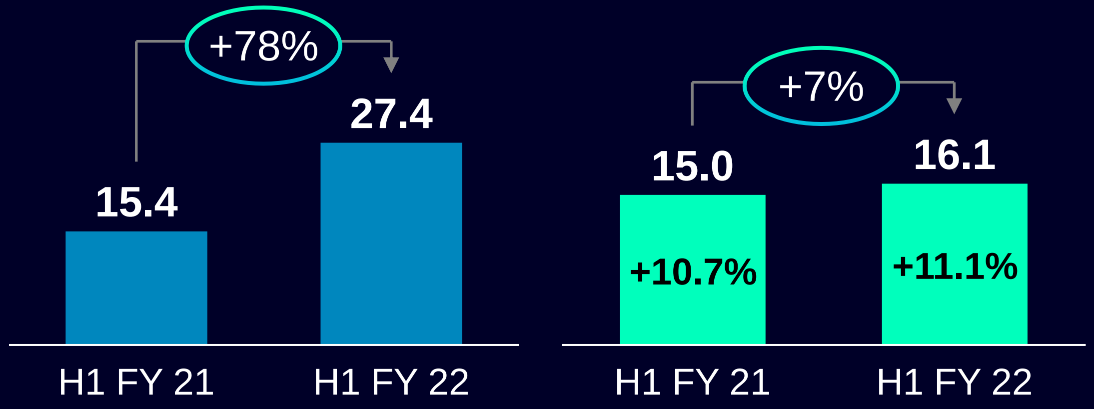
Energy (SE)



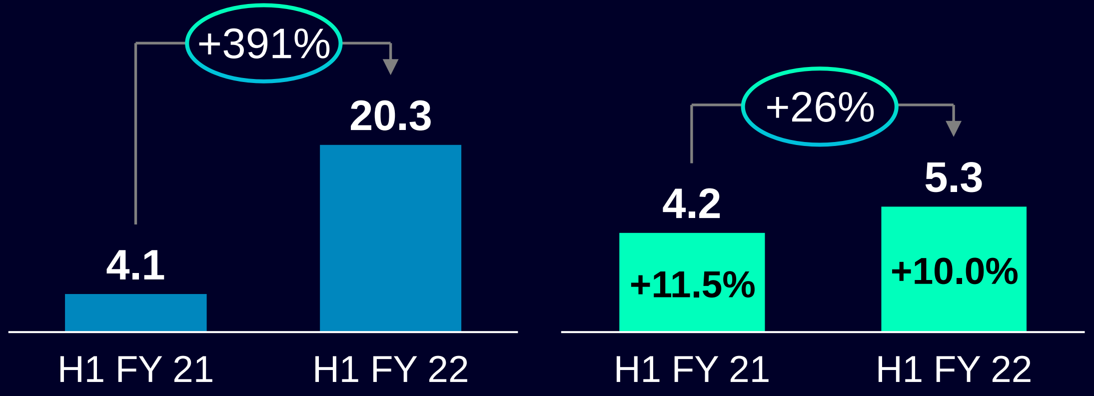
Smart Infrastructure (SI)



Digital Industries (DI)



Mobility (MO)



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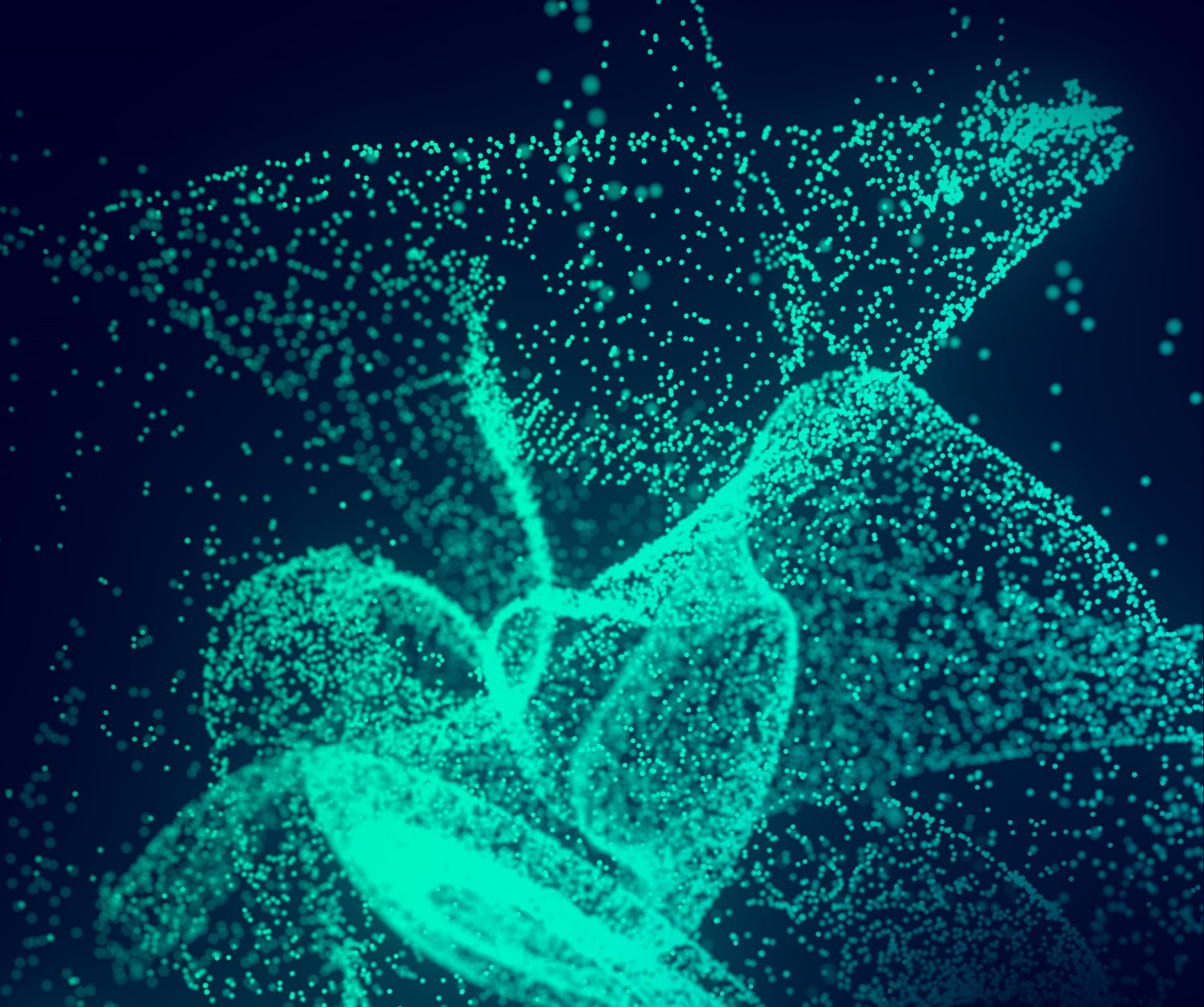

Siemens is well positioned for profitable growth

- Market uptick expected to continue
- Strong growth in short cycle business and high-volume project business
- Continued interest in Digitalization
- Stringent supply chain & cost management
- Maintain high profitability & strong cash position
- Sustainability at our core

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Thank you