

Siemens off to solid start in new fiscal year

First quarter, fiscal 2013

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Further information about risks and uncertainties affecting Siemens is included throughout our most recent annual and interim reports, as well as our most recent earnings release, which are available on the Siemens website, www.siemens.com, and throughout our most recent annual report on Form 20-F and in our other filings with the SEC, which are available on the Siemens website, www.siemens.com, and on the SEC’s website, www.sec.gov. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results, performance or achievements of Siemens may vary materially from those described in the relevant forward-looking statement as being expected, anticipated, intended, planned, believed, sought, estimated or projected. Siemens neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

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.

First quarter, fiscal 2013

Continuing operations in millions of euros	Q1 2012	Q1 2013	Change
New orders	19,792	19,141	-3% ¹⁾
Revenue	17,856	18,128	+2% ¹⁾
Income from continuing operations	1,314	1,295	-1%
Earnings per share ²⁾ (in euros)	1.56	1.42	-9%

1) Excluding currency translation and portfolio effects, new orders declined 5 percent and revenue fell 1 percent.

2) Including discontinued operations

Satisfactory development in operations

Energy



- New orders at prior-year level
- Fossil Power Generation with largest contribution to profit and major order increase
- Outperforms competitors seventh time in a row – three major new orders for industrial gas turbine services in Germany

Industry



- Some investment restraint at our industry customers due to subdued economy
- Moderate decline in new orders and profit, particularly at Drive Technologies
- Acquisition of industrial software company LMS successfully concluded

Healthcare









- Strong profit development with stable new orders and revenue
- Innovation offensive at Congress of Radiology Association of North America
- German Future Prize for invention enabling wireless communication between hearing aids in both ears

Infrastructure & Cities



- Major contract from Kuala Lumpur for 58 driverless rapid transit trains
- Decline in new orders at Rail Systems due to basis effect (€600-million order for Sapsan high-speed trains in 2012)

No tailwinds from the global economy

Real economic growth (in percent)		2012	2013 Outlook
World		+2.5	+2.5
U.S.		+2.3	+1.7
Eurozone		-0.4	-0.2
Germany		+0.9	+0.9
China		+7.7	+8.0
India		+5.1	+5.8

- **Mood in Europe calmer, but eurozone economic performance likely to decline again**
- **Stabilization in U.S., but uncertainty about future budget policies**
- **Improved forecast for economic growth in China**

Source: Global Insight, January 2013

Summary

- **Solid start into the new fiscal year 2013**
- **No economic tailwinds expected for the rest of the year**
- **Sticking to our outlook for fiscal 2013**
- **Full attention on implementing Siemens 2014 program**

Outlook for fiscal 2013

- In fiscal 2013, Siemens begins implementation of 'Siemens 2014', a company-wide program supporting our One Siemens framework for sustainable value creation.
- The goal of the program is to raise our Total Sectors profit margin to at least 12% by fiscal 2014.
- In the first year of the program, we expect moderate order growth and revenue approaching the level of fiscal 2012, both on an organic basis.
- We expect income from continuing operations in the range from €4.5 to €5.0 billion, including the effect of retrospective adoption of IAS 19R. This includes charges totaling approximately €1.0 billion for program-related productivity measures in the Sectors, with the productivity gains realized in our results for fiscal 2014.



This outlook is based on a number of conditions, notably that revenue develops as expected particularly for businesses that are sensitive to short-term changes in the economic environment.

Furthermore, it excludes impacts related to legal and regulatory matters and significant portfolio effects.

Reconciliation and Definitions for Non-GAAP Measures



This document includes supplemental financial measures that are or may be non-GAAP financial measures.

Orders and order backlog; adjusted or organic growth rates of revenue and orders; book-to-bill ratio; Total Sectors profit; return on equity (after tax), or ROE (after tax); return on capital employed (adjusted), or ROCE (adjusted); Free cash flow, or FCF; cash conversion rate, or CCR; adjusted EBITDA; adjusted EBIT; adjusted EBITDA margins, earnings effects from purchase price allocation, or PPA effects; net debt and adjusted industrial net debt are or may be such non-GAAP financial measures.

These supplemental financial measures should not be viewed in isolation as alternatives to measures of Siemens' financial condition, results of operations or cash flows as presented in accordance with IFRS in its Consolidated Financial Statements. Other companies that report or describe similarly titled financial measures may calculate them differently.

Definitions of these supplemental financial measures, a discussion of the most directly comparable IFRS financial measures, information regarding the usefulness of Siemens' supplemental financial measures, the limitations associated with these measures and reconciliations to the most comparable IFRS financial measures are available on Siemens' Investor Relations website at www.siemens.com/nonGAAP. For additional information, see supplemental financial measures and the related discussion in Siemens' most recent annual report on Form 20-F, which can be found on our Investor Relations website or via the EDGAR system on the website of the United States Securities and Exchange Commission.

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