

Analyst Meet – FY 2018

Siemens Limited







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Pickup in capex growth

Sectoral outlook and market trend

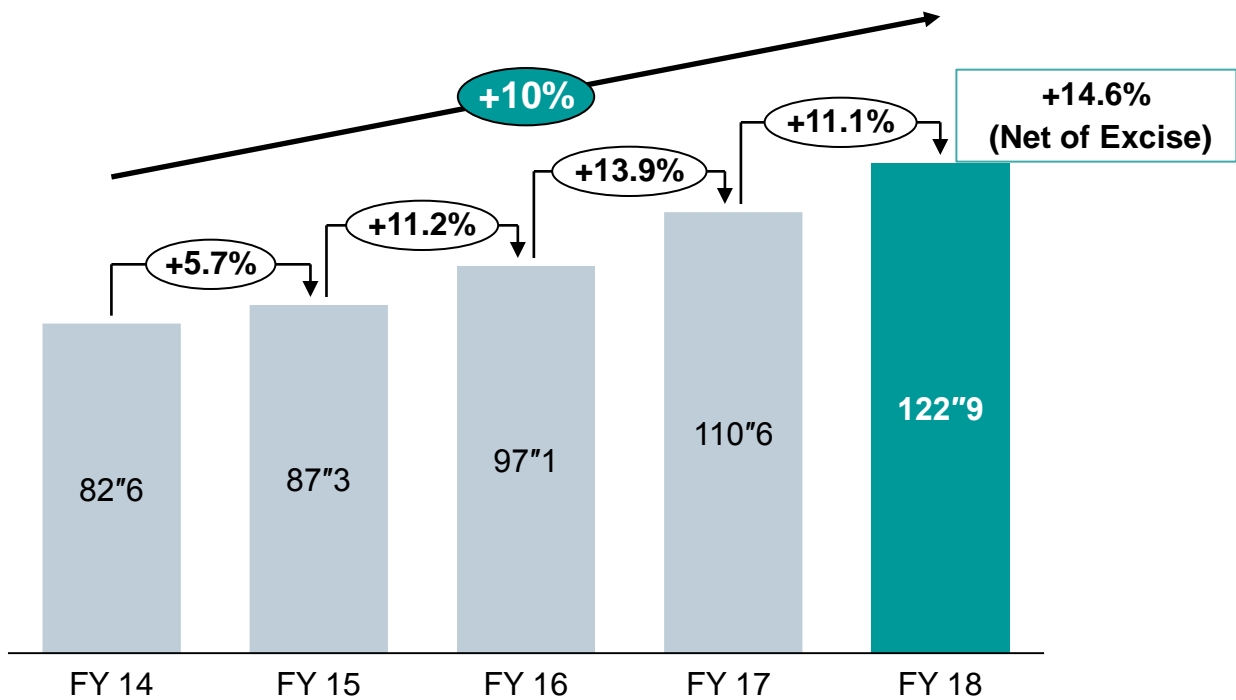
Power		Few opportunities in power generation due to low Plant Load Factor and stressed assets. Demand for captive power plants growing (fertilizer, sugar, ...)
		Replacement of ageing / inefficient power plants with super critical technology expected in the medium term
Infra-structure		Transmission capex shifting from Power Grid to State level T&D utilities at <400/220kV levels
		Smart city tendering based on packages (substations, smart solutions etc.), absence of large integrated orders
Industry		Capital expenditure growing in some segments (automotive, pharmaceuticals, food & beverage)
		Strong interest in digitalization solutions for energy efficiency, enhanced productivity and flexibility

Sustained profitable growth in a mixed market environment

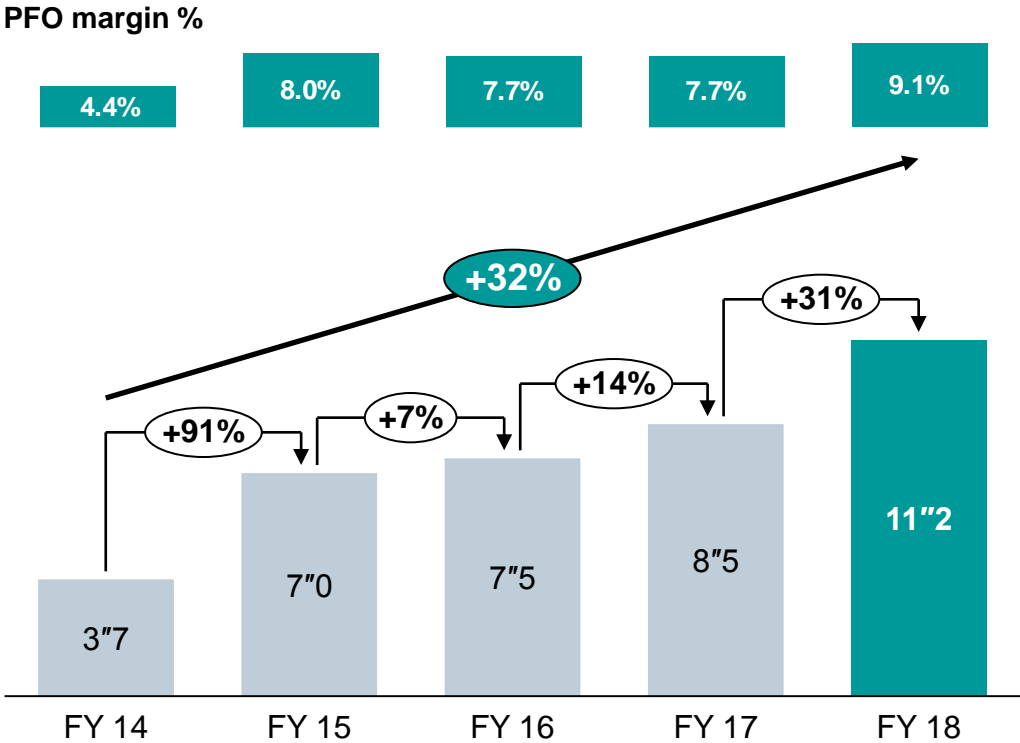


Siemens Limited Annual Performance¹⁾, INR figures in billions

Sales



PFO (Profit from Operations)

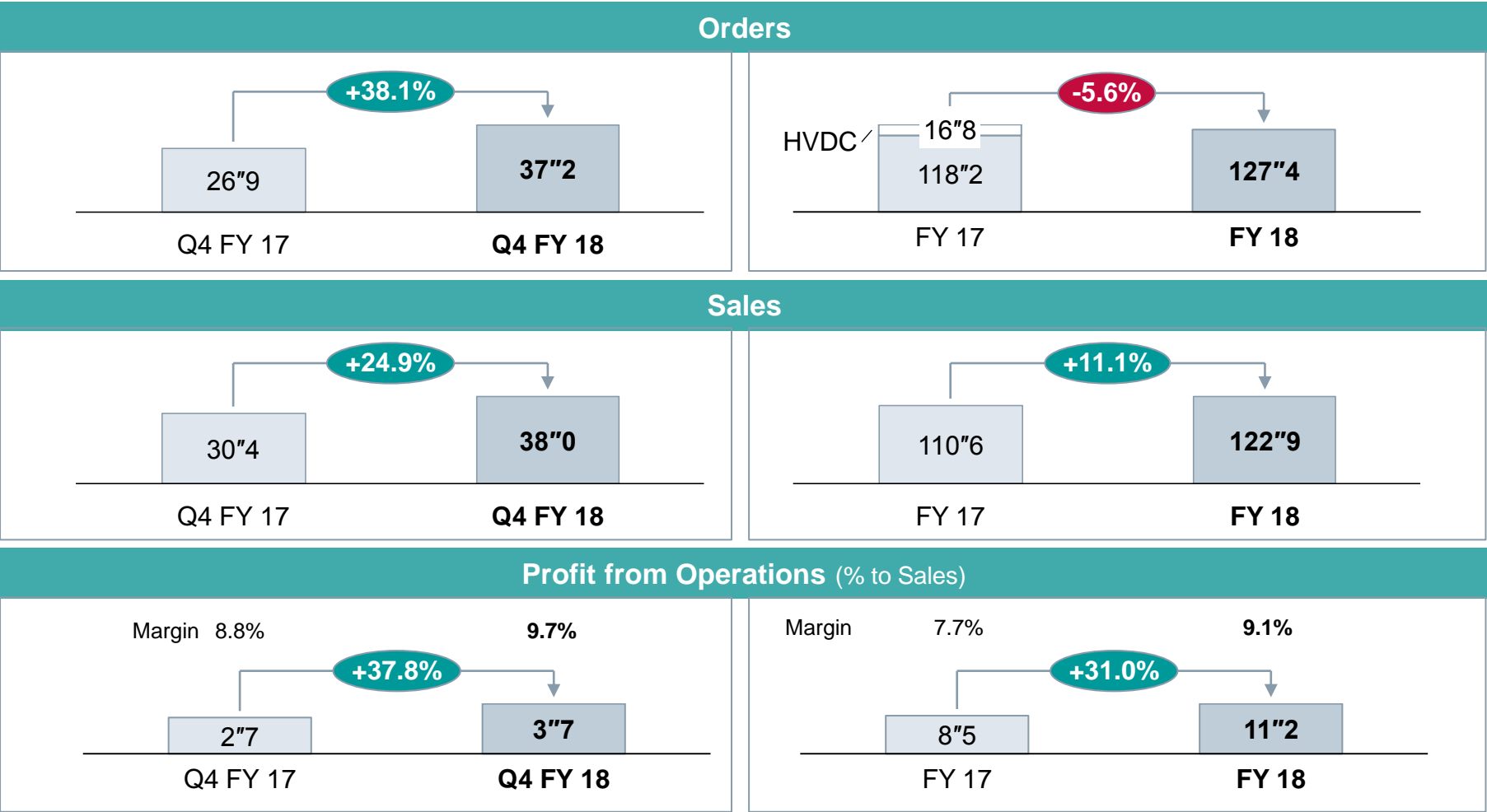


1) From Continuing Operations excluding Healthcare and Metals Technologies
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Operational excellence has resulted in margin improvement



INR figures in billions



Order Growth ex HVDC: +7.8%
Base Business: +28.4%
(Base Business excludes large Orders > INR1'0)

Book to Bill: 1.04
Backlog: 123'5
Sales: +14.6% (Net of excise)

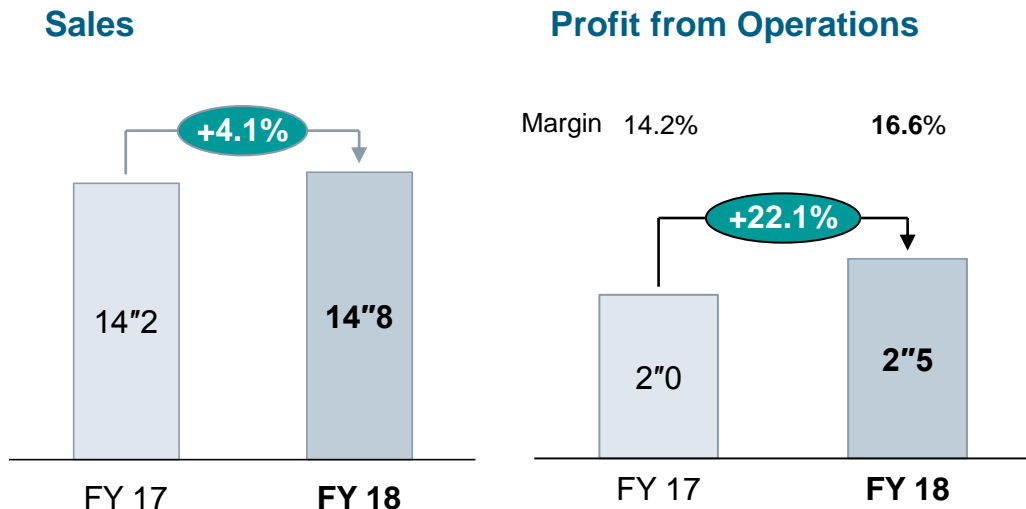
Profitability: +138 bps
therein:
Loss on FX: -162 bps
Export Incentives: +108 bps

Strong performance across all divisions



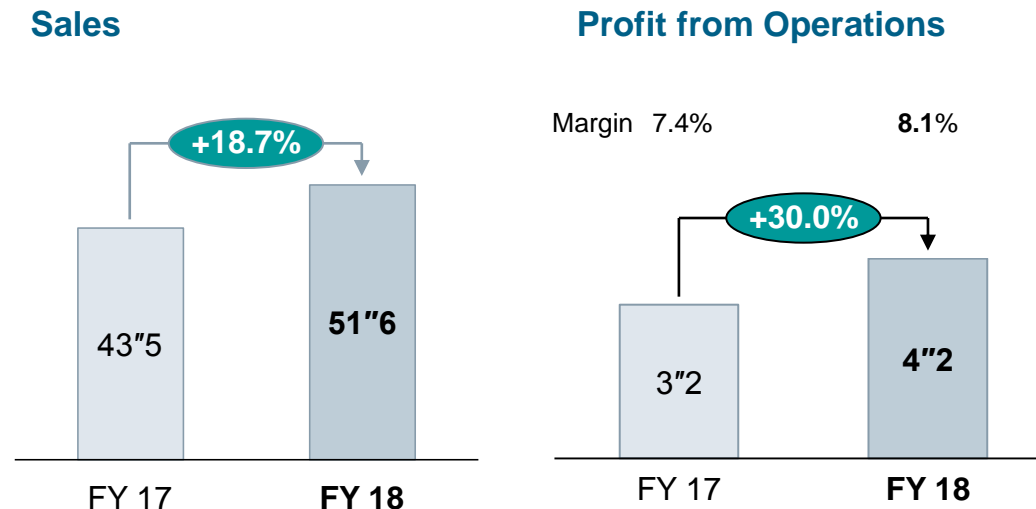
Division-wise performance – FY 2018, INR figures in billions

Power and Gas (PG)



- Growth driven by small steam turbine business (captive power generation)
- Increased profitability due to export incentives on Services

Energy Management (EM)



- Large HVDC order driving sales and profits

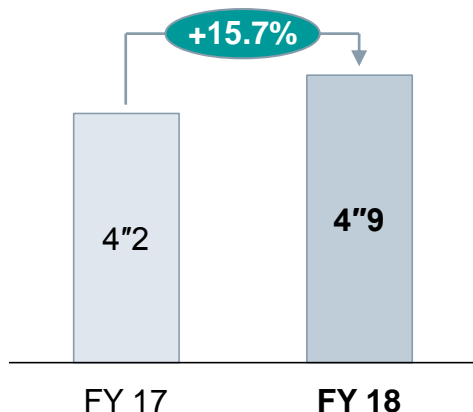
Strong performance across all divisions



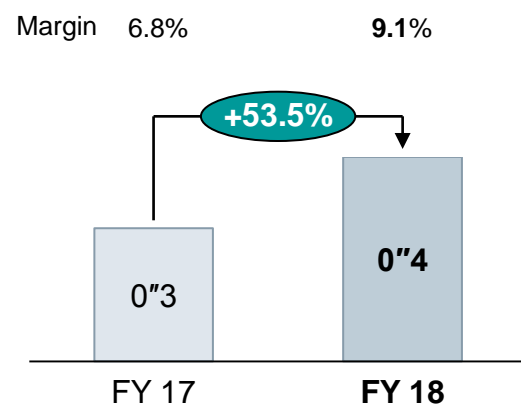
Division-wise performance – FY 2018, INR figures in billions

Building Technologies (BT)

Sales



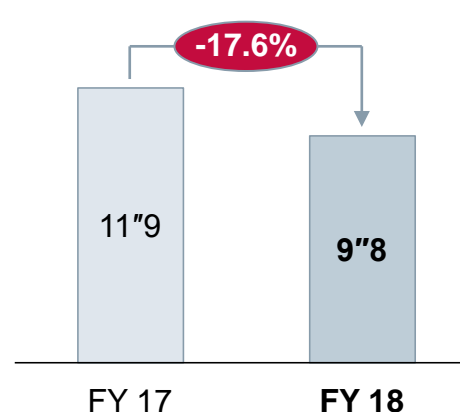
Profit from Operations



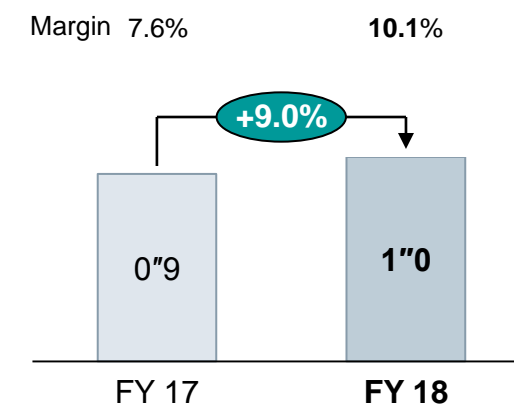
- Growth in solutions and products for commercial buildings, life sciences and data centers

Mobility (MO)

Sales



Profit from Operations



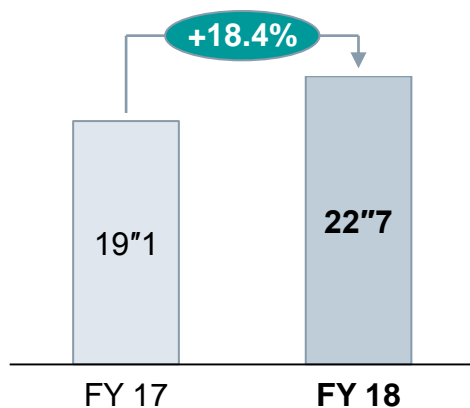
- Reduced demand for traction motors (diesel locomotives)
- One time commercial settlement

Strong performance across all divisions

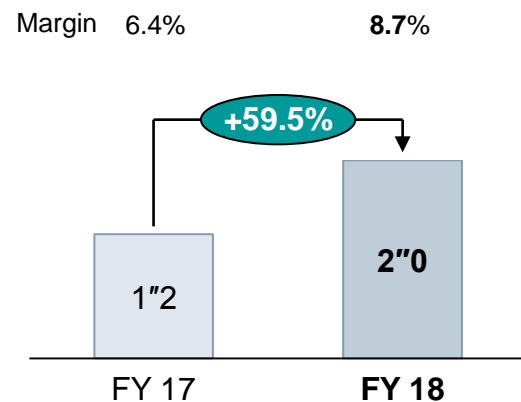
Division-wise performance – FY 2018, INR figures in billions

Digital Factory (DF)

Sales



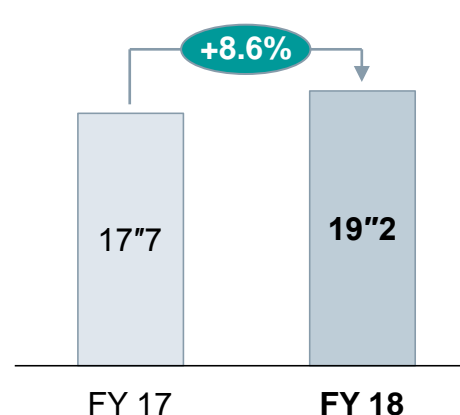
Profit from Operations



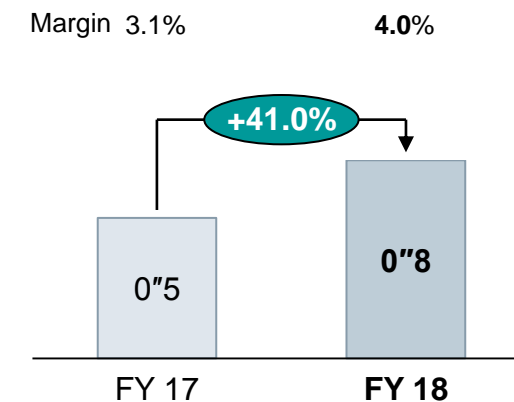
- Incremental growth through digitalization in machine building, automotive and food & beverage
- Better margins due to revenue growth

Process Industries and Drives (PD)

Sales



Profit from Operations

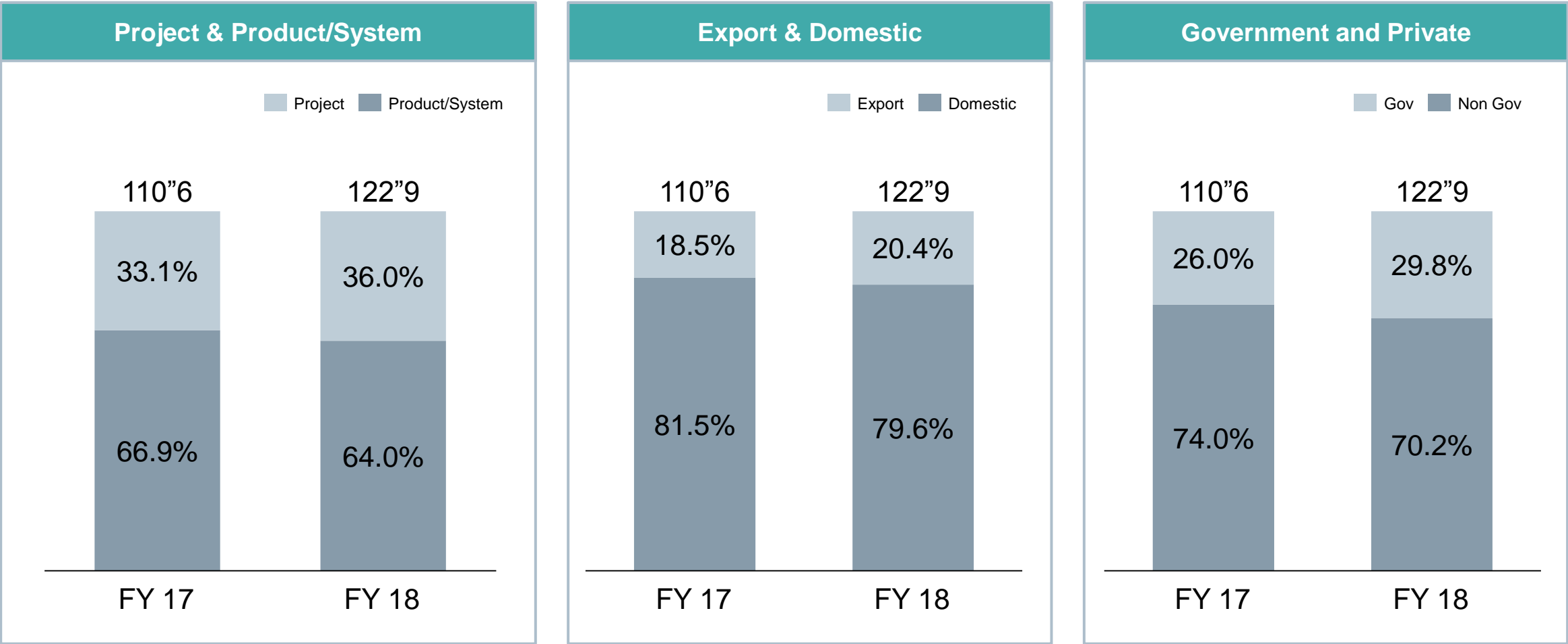


- Growth led by demand for energy efficient motors and drives
- Higher margins due to operational excellence

Business mix remains stable



Sales Mix, INR figures in billions



MindSphere is our entry point to further drive business performance through Digitalization

Increase Performance ...

...powered by digital transformation



Build Digital Business ...

...through development of applications & digital services



Differentiate in the Market ...

...through new service and business models



Power ...

... Power Generation, Power T&D, Oil & Gas



Infrastructure ...

...Buildings, Smart Cities, Mobility, eMobility



Industry ...

... Automotive, Food & Bev, Pharma, Cement



FOCUS
VERTICALS

Shorten Time-to-Manufacturing

Customer Requirements

- Reduce time to market for launching new vehicle models

Our Solution

- Siemens Teamcenter and Totally Integrated Automation portal to simulate and validate design

Customer Benefits

- Reduced development time by 50%
- Reduced commissioning time by 70%

Automotive

First Time Right with Enhanced Flexibility

Customer Requirements

- Real-time analysis and adaptive actions to improve batch quality

Our Solution

- Siemens Process Analytical Technology (SIPAT) solution

Customer Benefits

- Improved batch quality and consistency
- Reduced batch cycle time up to 15%

Pharmaceuticals

Process Optimization

Customer Requirements

- Reduced Energy Costs
- Optimization of Raw Mill

Our Solution

- Kiln and Mill Optimization
CEMAT Solution

Customer Benefits

- Reduced power consumption¹⁾ by 8%
- Increase Cement mill feed by 20 Tph

Cement

Improving power plant performance

Customer Requirements

- Flexibility to increase power output of the thermal plant to balance the power grid

Our Solution

- Primary Frequency Control using SPPA¹⁾-T3000 for condensate throttling

Customer Benefits

- Flexibility ~7% load ramp-up in 20 seconds to stabilize frequency
- Improved life of turbine control valve

Power Generation Services

Digitalization of Power Substations

Customer Requirements

- Reduce bay capex & maintenance cost
- Flexibility for expansion

Our Solution

- Digital substation 4.0 with process bus technology and cloud connectivity

Customer Benefits

- Substation footprint reduction
- Easier augmentation – secondary system independent of primary

Energy Management

Committed to continued profitable growth



Outlook

1

Continued thrust on Digitalization and creating Smart Infrastructure

2

Strengthening core activities through customer focus and localization

3

Leverage strong balance sheet

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Thank You!!