



Roland Busch



Ralf P. Thomas

## Share Performance since our last reporting day (May 12, 22 – Aug 11, 22)



Siemens -3% | DAX -0%

Alstom +11% | ABB +2% | Schneider +5% | Rockwell +24%

[Link to the Siemens stock chart](#)

## Selected Key Figures for Q3 FY22

### Orders

€22.0 bn  
+1%<sup>1</sup>

### Revenue

€17.9 bn  
+4%<sup>1</sup>

### Free Cash Flow

€2.3 bn  
+1%

### Profit margin Ind. Businesses (IB)

17.0%

### Earnings per share pre PPA<sup>2</sup>

-€1.85  
€1.52  
excl. Siemens Energy impact

<sup>1</sup> On a comparable basis, adjusted for currency translation and portfolio effects

<sup>2</sup> Purchase Price Allocation

Ladies and gentlemen,

In challenging times, Siemens made again significant progress as a focused technology company in the past quarter. CEO Roland Busch stated: “Demand from customers for our technology and portfolio remains strong. As technology leader we also captured significant market opportunities and continued our topline and excellent cash generation momentum.”

**Orders** grew 1% on a comparable basis to €22 bn, advancing the record backlog to €99 bn. **Revenue** rose to €17.9 bn (+4% comparable) led by significant growth in Digital Industries and Smart Infrastructure.

The **profit margin** of the Industrial Businesses came in at 17.0%, benefitting from the €0.7 bn gain from the sale of Yunex in Mobility.

Our **earnings per share** before purchase price allocation (EPS pre PPA) were negatively impacted by a non-operational impairment of €2.7 bn (€3.37 per share) of the Siemens Energy stake and other impairments related to our Russia exit resulting in an EPS pre PPA of minus €1.85.

Our solid operational performance can be seen in our outstanding cash generation. A **free cash flow** of €2.3 bn is once again an excellent performance. CFO Ralf P. Thomas highlighted our ability “to deliver strong and consistent free cash flow throughout the year on stringent working capital management across all businesses. At a time when non-operational impairment effects on our P&L distract, free cash flow is a true parameter for our operational strength.”

Our fiscal year guidance is impacted by the above-mentioned impairment of our stake in Siemens Energy AG. We adjusted our guidance for EPS pre PPA to the range of €5.33 to €5.73. This represents our original guidance for EPS pre PPA of €8.70 to €9.10, excluding the impairment. More information on the guidance can be found on page 3.

As you know, we have a strong track record in sustainability. We have now put this all together in our sustainability equity story slide deck “**Sustainability at Siemens – Why to invest in Siemens**” that illustrates our continued focus in this area. For more details, please see page 4.

In times of macroeconomic and geopolitical challenges, we continue to manage risks and take advantage of opportunities on behalf of our stakeholders.

Yours sincerely,

Eva Riesenhuber, Head of Investor Relations, Siemens AG

## Our Industrial Businesses in Q3 FY 2022

### Digital Industries



Revenue: €4.9bn

Profit: €901m

Profit margin: 18.3%

[Press Releases](#)

[Company Overview](#)

### Smart Infrastructure



Revenue: €4.4bn

Profit: €562m

Profit margin: 12.9%

[Press Releases](#)

[Company Overview](#)

### Mobility



Revenue: €2.5bn

Profit: €704m

Profit margin: 28.7%

[Press Releases](#)

[Company Overview](#)

SIEMENS  
Healthineers

~75%\*



Revenue: €5.2bn

Profit: €715m

Profit margin: 13.8%

[Press Releases](#)

[Company Overview](#)

\* Siemens' share in Siemens Healthineers

## Introducing: Siemens Xcelerator



More than ever, our customers are facing the challenges of **digital transformation** – and are recognizing its opportunities. To be successful, they need **flexible** solutions that are **open**, **sustainable** and can be **combined** with various products, processes and infrastructures.

This is where Siemens comes in: In June, we launched **Siemens Xcelerator**, an **open digital business platform** to accelerate digital transformation for our customers. It comprises a curated **portfolio**, a growing partner **ecosystem** and a **marketplace** to speed up value creation across **industry**, **buildings**, **grids** and **mobility**.



#### Portfolio

A curated and modular portfolio of software, services and IoT-enabled hardware.



#### Ecosystem

A growing ecosystem of certified partners – from hyperscalers to independent software vendors.



#### Marketplace

An underlying and evolving marketplace to explore, educate, exchange and purchase.

### Confirmation of digital growth strategy

The launch of the Siemens Xcelerator platform is the logical next step in Siemens' digital strategy. Siemens will be able to **unlock significant value** for existing and new customers, especially new ones in the segment of smaller and mid-sized businesses. As part of the launch, Siemens **confirms its growth targets for digital business** of a **compound annual growth rate of around 10 percent over the business cycle**. Digital revenue in fiscal year 2021 stood at €5.6 billion. The launch of the business platform is also consistent with our move towards **as-a-service offerings** and **will bolster the aim of increasing annual recurring revenue**.

Curious to learn more? Visit the Xcelerator [website](#) or watch the full [launch event](#) with Roland Busch.

# Siemens' strong focus on total shareholder return

## Progressive dividend development

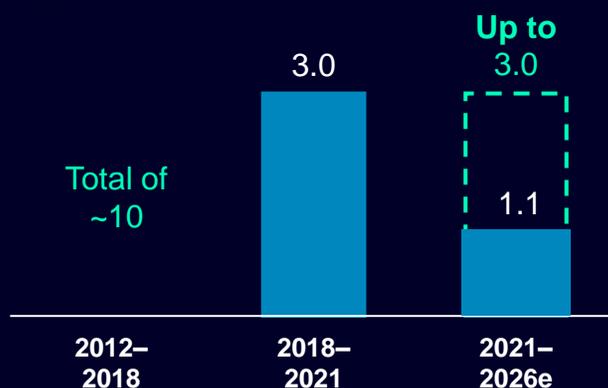
Dividend yield in FY 2021: 2.8%



## Current €3bn share buyback program

In billion €

■ Volume already bought back



## What does Siemens expect for fiscal 2022?

Outlook (as published on August 11, 2022)

### FY 2022 Siemens Group

Book-to-bill	>1
Revenue growth (Comparable)	6 – 8%
EPS pre PPA	€5.33 – €5.73
EPS pre PPA without SE impairment	€8.70 – €9.10

This outlook excludes burdens from legal and regulatory issues.

### FY 2022 Framework Siemens Businesses

	Comparable revenue growth	Profit margin
Digital Industries	9 – 12%	19 – 21% <sup>1)</sup>
Smart Infrastructure	6 – 9%	12 – 13%
Mobility	Flat	7.5 – 8.5% [prior: 10.0 – 10.5%]

<sup>1</sup> therein impact from SaaS transition of up to 200 bps

## Sustainability at Siemens

This quarter, we introduced our sustainability equity story:  
**“Sustainability at Siemens – Why to invest in Siemens”**

It reflects our holistic view on sustainability with the priorities set in our **DEGREE framework**:

- Siemens' sustainability offerings – how Technology with Purpose is **creating societal and customer impact**
- Sustainability in **Siemens' own operations** with relevant KPIs
- Overview of Siemens' **strong sustainability track record**, rankings, ratings and commitments

You can download our sustainability equity story [here](#).



## Financial Calendar



**Nov 17, 2022** 4<sup>th</sup> quarter FY22

**Feb 09, 2023** 1<sup>st</sup> quarter FY23 and AGM

**May 17, 2023** 2<sup>nd</sup> quarter FY23

**Aug 10, 2023** 3<sup>rd</sup> quarter FY23

**Nov 16, 2023** 4<sup>th</sup> quarter FY23

For further information, please click [here](#)

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## Notes and Forward-Looking Statements

This document contains statements related to our future business and financial performance and future events or developments involving Siemens that may constitute forward-looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. We may also make forward-looking statements in other reports, in prospectuses, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of Siemens' management, of which many are beyond Siemens' control. These are subject to a number of risks, uncertainties and factors, including, but not limited to, those described in disclosures, in particular in the chapter Report on expected developments and associated material opportunities and risks in the Combined Management Report of the Siemens Report ([siemens.com/siemensreport](http://siemens.com/siemensreport)). Should one or more of these risks or uncertainties materialize, should decisions, assessments or requirements of regulatory authorities deviate from our expectations, should events of force majeure, such as pandemics, occur or should underlying expectations including future events occur at a later date or not at all or assumptions prove incorrect, actual results, performance or achievements of Siemens may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward-looking statement. Siemens neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

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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.