

SIEMENS

Ingenuity for life

Munich, Germany, November 7, 2019

Earnings Release

Q4 FY 2019

July 1 to September 30, 2019

Siemens delivers strong Q4, fiscal-year guidance fully achieved in all respects

»The weakening of the global economy accelerated clearly during fiscal 2019. Nevertheless, we were again able to underscore Siemens' performance aspiration with a brilliant fourth quarter. We fully achieved our fiscal-year guidance in all aspects! Our Vision 2020+ strategic concept is beginning to get traction. In particular, this includes the progress of the planned high priority public listing of Siemens Energy where we are well on track. The global Siemens team has done an excellent job once again in fiscal 2019. In addition to a strong operating performance, we also successfully launched the largest transformation in our company's history. I am proud of this extraordinary team and look forward to sharing our tasks in the new fiscal year,« said Joe Kaeser, President and Chief Executive Officer of Siemens AG.

Fiscal 2019

- Orders increased 7% to €98.0 billion and revenue rose 5% to €86.8 billion; the book-to-bill ratio was 1.13
- On a comparable basis, excluding currency translation and portfolio effects, orders rose 6% and revenue increased 3%, with the majority of industrial businesses contributing to growth
- Adjusted EBITA Industrial Businesses increased slightly to €9.0 billion, including a clear increase for Siemens Healthineers; most other industrial businesses close to prior-year levels
- Adjusted EBITA margin Industrial Businesses was 10.9%; excluding severance charges of €0.5 billion, Adjusted EBITA margin was 11.5%, well within the guidance range of 11% to 12%
- Net income of €5.6 billion, below the prior year which included largely tax-free gains from the transfer of Siemens' shares in Atos SE to Siemens Pension-Trust e.V. and the sale of OSRAM Licht AG shares; basic earnings per share (EPS) at €6.41; basic EPS excluding severance charges were €6.93, at the top end of the guidance range of €6.30 to €7.00
- Free cash flow was €5.8 billion, level with the prior year
- Siemens proposes to raise the dividend €0.10 per share, to €3.90 per share

Q4 Fiscal 2019

- Siemens delivered a powerful growth performance in its fourth quarter despite deteriorating industrial investment sentiment, reporting revenue of €24.5 billion, an 8% increase year-over-year, and orders of €24.7 billion, up 4% from the high level a year earlier, for a book-to-bill ratio of 1.01
- Revenue and order growth were 6% and 2%, respectively, on a comparable basis
- Adjusted EBITA Industrial Businesses surged to €2.6 billion; Adjusted EBITA margin Industrial Businesses of 11.3%; Adjusted EBITA margin excluding severance charges was 12.5%
- Net income climbed to €1.5 billion and basic EPS rose to €1.63; excluding severance charges, basic EPS of €1.90

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Siemens

(in millions of €)	Q4		% Change	
	FY 2019	FY 2018	Actual	Comp.
Orders	24,707	23,700	4%	2%
Revenue	24,522	22,606	8%	6%
Adjusted EBITA Industrial Businesses	2,641	2,208	20%	
<i>therein: severance</i>	(284)	(407)		
Adjusted EBITA margin Industrial Businesses	11.3%	10.1%		
<i>excl. severance</i>	12.5%	12.0%		
Income from continuing operations	1,468	659	123%	
<i>therein: severance</i>	(321)	(527)		
Net income	1,470	681	116%	
Basic earnings per share (in €)	1.63	0.69	136%	
Free cash flow (continuing and discontinued operations)	5,262	3,283	60%	
ROCE (continuing and discontinued operations)	11.1%	6.0%		

- Strong order intake continued, due mainly to a significantly higher volume from large orders year-over-year; significant increases in Gas and Power and in Siemens Gamesa Renewable Energy (SGRE) along with clear growth in Smart Infrastructure and Siemens Healthineers; substantial decline in Mobility which posted a sharply higher volume from large orders in Q4 FY 2018
- Very strong revenue on increases in all industrial businesses, led by double-digit growth in Siemens Healthineers and SGRE
- Book-to-bill ratio of 1.01; order backlog at a new high of €146 billion, benefiting from positive currency translation effects
- Currency translation effects added two percentage points each to order and revenue growth; portfolio effects had a minimal effect on volume growth year-over-year
- Adjusted EBITA rose in all industrial businesses except SGRE; strongest growth contributions from Siemens Healthineers, driven by its imaging business, and from Digital Industries on strength in its software business; these two industrial businesses also benefited from positive currency effects; Adjusted EBITA for Gas and Power turned positive due mainly to lower severance charges year-over-year
- Strong positive development outside Industrial Businesses, most notably within Corporate items and for Portfolio Companies
- Net income benefited from a substantially lower income tax rate year-over-year; Q4 FY 2018 was impacted by income tax expenses from carve-out activities related to Mobility
- Strong working capital management drives Free cash flow from Industrial Businesses to a high level of €5.235 billion from €3.135 billion in Q4 FY 2018; the largest factor in the increase was improved customer payments particularly at Gas and Power
- Provisions for pensions and similar obligations as of September 30, 2019: €9.9 billion (June 30, 2019: €9.5 billion); increased due mainly to lower discount rates which was partly offset by positive return on plan assets
- ROCE: increase due to higher net income, held back by a clear increase in average capital employed

Digital Industries

(in millions of €)	Q4		% Change	
	FY 2019	FY 2018	Actual	Comp.
Orders	4,005	4,090	(2)%	(5)%
Revenue	4,284	4,128	4%	2%
<i>therein: software business</i>	1,115	921	21%	15%
Adjusted EBITA	792	687	15%	
<i>therein: severance</i>	(43)	(46)		
Adjusted EBITA margin	18.5%	16.6%		
<i>excl. severance</i>	19.5%	17.8%		

- Double-digit revenue growth in the software business and a clear increase in the process automation business lifted revenue for Digital Industries overall in a strong year-end finish; these businesses also posted increases in orders supported by positive currency translation effects and additional volume from recent acquisitions, while the factory automation and motion control businesses faced deteriorating demand particularly from the automotive and machine-building industries
- On a geographic basis, higher revenue in the Americas and Asia, Australia regions more than offset a decline in Europe, C.I.S., Africa, Middle East (Europe/CAME), while an order increase in the Americas was more than offset by declines in the other two reporting regions
- Growth in Adjusted EBITA driven primarily by a sharp increase in profitability in the software business compared to Q4 FY 2018, which more than offset a moderate earnings decline in the short-cycle businesses; Adjusted EBITA also benefited from positive currency effects

Smart Infrastructure

(in millions of €)	Q4		% Change	
	FY 2019	FY 2018	Actual	Comp.
Orders	4,379	4,027	9%	5%
Revenue	4,359	4,069	7%	3%
<i>therein: product business</i>	1,496	1,429	5%	0%
Adjusted EBITA	561	521	8%	
<i>therein: severance</i>	(12)	(10)		
Adjusted EBITA margin	12.9%	12.8%		
<i>excl. severance</i>	13.1%	13.0%		

- Volume growth driven by the solutions and services business; higher volume from large orders
- On a geographic basis, orders rose on double-digit growth in the Americas and Asia, Australia; revenue growth was strongest in the Americas
- Adjusted EBITA rose on higher revenue in the solutions and services business, partly held back by expenses related to expansion of grid edge activities and a less favorable business mix

Gas and Power

(in millions of €)	Q4		% Change	
	FY 2019	FY 2018	Actual	Comp.
Orders	5,743	5,179	11%	9%
Revenue	5,126	4,903	5%	2%
<i>therein: service business</i>	2,306	2,097	10%	7%
Adjusted EBITA	92	(38)	n/a	
<i>therein: severance</i>	(197)	(307)		
Adjusted EBITA margin	1.8%	(0.8)%		
<i>excl. severance</i>	5.6%	5.5%		

- Substantial order growth in the new-unit business, particularly a €0.4 billion order for a combined-cycle power plant in France, including service, and several large orders in the Americas
- Revenue growth driven by the service business; on a geographic basis, increases in the Americas and Asia, Australia were partly offset by a decline in Europe/CAME
- Adjusted EBITA improved year-over-year mainly due to substantially lower severance charges; strong contribution from the service business

Mobility

(in millions of €)	Q4		% Change	
	FY 2019	FY 2018	Actual	Comp.
Orders	1,827	2,834	(36)%	(36)%
Revenue	2,500	2,368	6%	4%
Adjusted EBITA	299	264	14%	
<i>therein: severance</i>	(7)	(4)		
Adjusted EBITA margin	12.0%	11.1%		
<i>excl. severance</i>	12.3%	11.3%		

- Sharply lower volume from large orders compared to Q4 FY 2018, which included rolling stock orders amounting to €0.6 billion and €0.4 billion from Germany and Austria, respectively
- Revenue growth driven by double-digit increases in the rolling stock business, which ramped up large projects, and in the customer services business
- Strong Adjusted EBITA and profitability were supported by higher revenue and also benefited from positive effects related to project execution and completion

Siemens Healthineers

(in millions of €)	Q4		% Change	
	FY 2019	FY 2018	Actual	Comp.
Orders	4,643	4,299	8%	4%
Revenue	4,142	3,703	12%	8%
Adjusted EBITA	771	634	22%	
<i>therein: severance</i>	(18)	(38)		
Adjusted EBITA margin	18.6%	17.1%		
<i>excl. severance</i>	19.0%	18.1%		

- Volume up in all businesses, led by the imaging business; on a geographic basis, double-digit order and revenue growth in China and in the U.S. which benefited from positive currency translation effects
- Higher Adjusted EBITA year-over-year on increases in the imaging and advanced therapies businesses, partly offset by a decline in the diagnostics business which included increases in costs for Atellica Solution; profitability benefited from currency tailwinds

Siemens Gamesa Renewable Energy

(in millions of €)	Q4		% Change	
	FY 2019	FY 2018	Actual	Comp.
Orders	3,076	2,626	17%	15%
Revenue	2,944	2,619	12%	11%
Adjusted EBITA	127	140	(10)%	
<i>therein: severance</i>	(7)	(2)		
Adjusted EBITA margin	4.3%	5.4%		
<i>excl. severance</i>	4.5%	5.4%		

- Significant order growth year-over-year on higher orders in all businesses, led by the onshore and service businesses; on a geographic basis, growth in Asia, Australia, particularly in India, partly offset by a decline in the Americas
- Revenue up in all businesses, led by significant growth in the onshore business; on a geographic basis, revenue increased in all three reporting regions, with strongest growth in Europe/CAME
- Adjusted EBITA positively influenced by higher revenue and improved productivity, more than offset by price pressure, a less favorable project mix and higher integration costs year-over-year

Financial Services

(in millions of €)	Q4	
	FY 2019	FY 2018
Income before income taxes (EBT)	114	115
<i>therein: severance</i>	(1)	(1)
ROE (after taxes)	12.8%	13.1%

(in millions of €)	Sep 30,	Sep 30,
	2019	2018
Total assets	29,901	27,628

- Income before income taxes was level with Q4 FY 2018, with both periods including moderate income from the equity business; Financial Services concluded another strong fiscal year with return on equity after tax of 19.1%, within its raised target range
- The increase in total assets since the end of fiscal 2018 included positive currency translation effects

Portfolio Companies

(in millions of €)	Q4		% Change	
	FY 2019	FY 2018	Actual	Comp.
Orders	1,412	1,276	11%	9%
Revenue	1,574	1,380	14%	13%
Adjusted EBITA	(34)	(112)	70%	
<i>therein: severance</i>	(2)	(75)		
Adjusted EBITA margin	(2.2)%	(8.1)%		
<i>excl. severance</i>	(2.0)%	(2.7)%		

- Broad-based volume growth, with the strongest contribution to orders from the process solutions business and to revenue from the large drives applications business
- Adjusted EBITA also improved due mainly to lower severance charges in fully consolidated units year-over-year; excluding this factor there was also a strong earnings improvement that was largely offset by a sharply lower result from equity investments
- Results from equity investments are expected to remain volatile in coming quarters

Reconciliation to Consolidated Financial Statements

Profit

(in millions of €)	Q4	
	FY 2019	FY 2018
Real Estate Services	9	49
Corporate items	(149)	(404)
Centrally carried pension expense	(67)	(109)
Amortization of intangible assets acquired in business combinations	(279)	(279)
Eliminations, Corporate Treasury and other reconciling items	(50)	(59)
Reconciliation to Consolidated Financial Statements	(537)	(802)

- The change in Corporate items was due primarily to a positive result from revised estimates related to provisions
- Severance charges within Corporate items were €31 million (€43 million in Q4 FY 2018)

Outlook

We expect global macroeconomic development to remain subdued in fiscal 2020, with risks particularly related to geopolitical and geoeconomic uncertainties. We assume a moderate decline in market volume for our short-cycle businesses. Given the foregoing, we expect the **Siemens Group** to again achieve moderate growth in comparable revenue, net of currency translation and portfolio effects, and a book-to-bill ratio above 1.

Digital Industries expects fiscal 2020 comparable revenue to remain level compared to the prior-year, outperforming the broader market, despite continued weakness in its most important short-cycle markets, particularly the automotive and machine tool industries. Adjusted EBITA margin is expected at 17% to 18%.

Smart Infrastructure expects to achieve moderate comparable revenue growth in fiscal 2020, driven by its longer-cycle solutions and service business, even as its short-cycle industrial products business faces headwinds from a market slowdown. Adjusted EBITA margin is expected at 10% to 11%.

Economic cycles have limited impact on the markets for **Mobility**, which anticipates mid-single-digit comparable revenue growth in fiscal 2020 driven by its rolling stock business, which ramped up several large rail projects toward the end of fiscal 2019. Adjusted EBITA margin is expected at 10% to 11%.

While energy markets are assumed to remain challenging with some signs of stabilization, **Gas and Power** expects a moderate comparable revenue growth particularly including execution on its large order backlog. Adjusted EBITA margin is expected at 2% to 5%.

As previously announced, we plan to carve out **Gas and Power** and to contribute our 59% stake in **Siemens Gamesa Renewable Energy** (SGRE) to create a new entity, Siemens Energy. For this entity, we plan a spin-off and public listing before the end of fiscal 2020, with Siemens Energy becoming part of discontinued operations prior to the spin-off. We expect this to result in substantial positive effects within discontinued operations, including a substantial gain at spin-off, which cannot yet be reliably quantified.

For our EPS guidance we assume these positive effects will offset carve-out costs and tax expenses related to the spin-off and Group-wide severance charges for the fiscal year. Taken together with our previously mentioned expectations for fiscal 2020, we expect this to result in basic earnings per share (EPS) from net income in the range from €6.30 to €7.00 compared to €6.41 in fiscal 2019.

This outlook excludes charges related to legal and regulatory matters.

Notes and forward-looking statements

Starting today at 09:00 a.m. CET, the annual press conference on Siemens' fourth-quarter results and the preliminary figures for fiscal 2019 will be broadcast live at www.siemens.com/pressconference.

You can also follow the conference call for analysts and investors live in English at www.siemens.com/analystcall from 11:00 a.m. CET.

Recordings of the press conference and the conference call for analysts and investors will subsequently be made available as well.

Financial publications are available for download at: www.siemens.com/ir.

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, 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 Annual Report. Should one or more of these risks or uncertainties materialize, should decisions, assessments or requirements of regulatory authorities deviate from our expectations, 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.

This document includes – in the applicable financial reporting framework not clearly defined – supplemental financial measures that are or may be alternative performance measures (non-GAAP-measures). These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Siemens' net assets and financial positions or results of operations as presented in accordance with the applicable financial reporting framework in its Consolidated Financial Statements. Other companies that report or describe similarly titled alternative performance measures may calculate them differently.

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.

All information is preliminary.

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Financial Results

Fourth Quarter and Fiscal 2019

Key figures

(in millions of €, except where otherwise stated)

Volume

	Q4		% Change		Fiscal Year		% Change	
	FY 2019	FY 2018	Actual	Comp. ¹	2019	2018	Actual	Comp. ¹
Orders	24,707	23,700	4%	2%	97,999	91,296	7%	6%
Revenue	24,522	22,606	8%	6%	86,849	83,044	5%	3%
Book-to-bill ratio	1.01				1.13			
Order backlog (in billions of €)	146				146			

Profitability and Capital efficiency

	Q4		% Change		Fiscal Year		% Change	
	FY 2019	FY 2018			2019	2018		
Industrial Businesses								
Adjusted EBITA	2,641	2,208	20%		8,986	8,857	1%	
Adjusted EBITA margin	11.3%	10.1%			10.9%	11.1%		
Continuing operations								
EBITDA	3,093	2,263	37%		10,582	9,602	10%	
Income from continuing operations	1,468	659	123%		5,646	5,996	(6)%	
Basic earnings per share (in €) ²	1.62	0.66	146%		6.41	6.97	(8)%	
Continuing and discontinued operations								
Net income	1,470	681	116%		5,648	6,120	(8)%	
Basic earnings per share (in €) ²	1.63	0.69	136%		6.41	7.12	(10)%	
Return on capital employed (ROCE)	11.1%	6.0%			11.1%	12.6%		

Capital structure and Liquidity

	Sep 30, 2019	Sep 30, 2018
Total equity	50,984	48,046
Industrial net debt	6,404	3,548
Industrial net debt / EBITDA ³	0.6	0.4

	Q4 FY 2019	Q4 FY 2018	Fiscal Year 2019	Fiscal Year 2018
Free cash flow				
Continuing operations	5,273	3,292	5,872	5,814
Continuing and discontinued operations	5,262	3,283	5,845	5,824
Cash conversion rate				
Industrial Businesses	1.98	1.42	0.89	0.80

Employees

(in thousands)	Sep 30, 2019	Sep 30, 2018
Total	385	379
Germany	116	117
Outside Germany	269	262

¹ Throughout excluding currency translation and portfolio effects.

² Basic earnings per share – attributable to shareholders of Siemens AG. For fiscal 2019 and 2018 weighted average shares outstanding (basic) (in thousands) for the fourth quarter amounted to 811,311 and 812,949 and for the fiscal year to 807,273 and 815,063 shares, respectively.

³ Accumulative EBITDA of the previous four quarters until the reporting date.

Consolidated Statements of Income

(in millions of €, per share amounts in €)	Q4		Fiscal year	
	FY 2019	FY 2018	2019	2018
Revenue	24,522	22,606	86,849	83,044
Cost of sales	(17,221)	(16,092)	(60,922)	(58,181)
Gross profit	7,301	6,514	25,927	24,863
Research and development expenses	(1,602)	(1,567)	(5,670)	(5,558)
Selling and general administrative expenses	(3,551)	(3,497)	(13,345)	(12,941)
Other operating income	134	121	442	500
Other operating expenses	(165)	(208)	(466)	(678)
Income (loss) from investments accounted for using the equity method, net	11	(15)	199	(3)
Interest income	434	370	1,634	1,481
Interest expenses	(284)	(272)	(1,129)	(1,089)
Other financial income (expenses), net	(92)	(39)	(74)	1,475
Income from continuing operations before income taxes	2,185	1,408	7,518	8,050
Income tax expenses	(717)	(749)	(1,872)	(2,054)
Income from continuing operations	1,468	659	5,646	5,996
Income from discontinued operations, net of income taxes	2	22	3	124
Net income	1,470	681	5,648	6,120
Attributable to:				
Non-controlling interests	150	122	474	313
Shareholders of Siemens AG	1,319	559	5,174	5,807
Basic earnings per share				
Income from continuing operations	1.62	0.66	6.41	6.97
Income from discontinued operations	–	0.03	–	0.15
Net income	1.63	0.69	6.41	7.12
Diluted earnings per share				
Income from continuing operations	1.60	0.65	6.32	6.86
Income from discontinued operations	–	0.03	–	0.15
Net income	1.61	0.68	6.32	7.01

Consolidated Statements of Comprehensive Income

(in millions of €)	Q4		Fiscal year	
	FY 2019	FY 2018	2019	2018
Net income	1,470	681	5,648	6,120
Remeasurements of defined benefit plans	(54)	(36)	(1,163)	(360)
<i>therein: Income tax effects</i>	62	(37)	624	(305)
Remeasurements of equity instruments	(16)	–	(15)	–
<i>therein: Income tax effects</i>	3	–	3	–
Income (loss) from investments accounted for using the equity method, net	–	–	(6)	–
Items that will not be reclassified to profit or loss	(69)	(36)	(1,184)	(360)
Currency translation differences	1,344	(290)	1,841	(287)
Available-for-sale financial assets	–	(7)	–	(1,819)
<i>therein: Income tax effects</i>	–	2	–	24
Derivative financial instruments	(111)	33	(177)	(63)
<i>therein: Income tax effects</i>	48	(11)	69	24
Income (loss) from investments accounted for using the equity method, net	5	18	(8)	(2)
Items that may be reclassified subsequently to profit or loss	1,238	(247)	1,656	(2,170)
Other comprehensive income, net of income taxes	1,169	(283)	472	(2,530)
Total comprehensive income	2,638	398	6,120	3,590
Attributable to:				
Non-controlling interests	196	103	540	259
Shareholders of Siemens AG	2,442	296	5,581	3,330

Consolidated Statements of Financial Position

(in millions of €)	Sep 30, 2019	Sep 30, 2018
Assets		
Cash and cash equivalents	12,391	11,066
Trade and other receivables	18,894	18,455
Other current financial assets	10,669	9,427
Contract assets	10,309	8,912
Inventories	14,806	13,885
Current income tax assets	1,103	1,010
Other current assets	1,960	1,707
Assets classified as held for disposal	238	94
Total current assets	70,370	64,556
Goodwill	30,160	28,344
Other intangible assets	9,800	10,131
Property, plant and equipment	12,183	11,381
Investments accounted for using the equity method	2,244	2,579
Other financial assets	19,843	17,774
Deferred tax assets	3,174	2,341
Other assets	2,475	1,810
Total non-current assets	79,878	74,359
Total assets	150,248	138,915
Liabilities and equity		
Short-term debt and current maturities of long-term debt	6,034	5,057
Trade payables	11,409	10,716
Other current financial liabilities	1,743	1,485
Contract liabilities	16,452	14,464
Current provisions	3,682	3,931
Current income tax liabilities	2,378	3,102
Other current liabilities	9,023	9,118
Liabilities associated with assets classified as held for disposal	2	1
Total current liabilities	50,723	47,874
Long-term debt	30,414	27,120
Provisions for pensions and similar obligations	9,896	7,684
Deferred tax liabilities	1,305	1,092
Provisions	3,714	4,216
Other financial liabilities	986	685
Other liabilities	2,226	2,198
Total non-current liabilities	48,541	42,995
Total liabilities	99,265	90,869
Equity		
Issued capital	2,550	2,550
Capital reserve	6,287	6,184
Retained earnings	41,818	41,014
Other components of equity	1,134	(352)
Treasury shares, at cost	(3,663)	(3,922)
Total equity attributable to shareholders of Siemens AG	48,125	45,474
Non-controlling interests	2,858	2,573
Total equity	50,984	48,046
Total liabilities and equity	150,248	138,915

Consolidated Statements of Cash Flows

(in millions of €)	Q4		Fiscal year	
	FY 2019	FY 2018	2019	2018
Cash flows from operating activities				
Net income	1,470	681	5,648	6,120
Adjustments to reconcile net income to cash flows from operating activities - continuing operations				
Income from discontinued operations, net of income taxes	(2)	(22)	(3)	(124)
Amortization, depreciation and impairments	966	915	3,494	3,419
Income tax expenses	717	749	1,872	2,054
Interest (income) expenses, net	(149)	(98)	(505)	(392)
(Income) loss related to investing activities	(66)	3	(358)	(1,792)
Other non-cash (income) expenses	395	187	605	943
Change in operating net working capital from				
Contract assets	(112)	(268)	(984)	(171)
Inventories	1,270	799	(614)	(81)
Trade and other receivables	605	(578)	85	(1,432)
Trade payables	875	1,234	465	1,033
Contract liabilities	(208)	(620)	1,684	140
Additions to assets leased to others in operating leases	(205)	(172)	(671)	(599)
Change in other assets and liabilities	504	1,415	(1,486)	(309)
Income taxes paid	(437)	(384)	(2,589)	(2,061)
Dividends received	80	65	299	270
Interest received	400	341	1,540	1,396
Cash flows from operating activities - continuing operations	6,103	4,248	8,482	8,415
Cash flows from operating activities - discontinued operations	(10)	(9)	(27)	10
Cash flows from operating activities - continuing and discontinued operations	6,092	4,239	8,456	8,425
Cash flows from investing activities				
Additions to intangible assets and property, plant and equipment	(830)	(956)	(2,610)	(2,602)
Acquisitions of businesses, net of cash acquired	(77)	(118)	(958)	(525)
Purchase of investments and financial assets for investment purposes	(671)	(647)	(1,971)	(1,958)
Change in receivables from financing activities	(642)	(1,007)	(1,161)	(1,620)
Disposal of intangibles and property, plant and equipment	55	162	238	261
Disposal of businesses, net of cash disposed	54	1	(33)	362
Disposal of investments and financial assets for investment purposes	499	342	1,484	2,338
Cash flows from investing activities - continuing operations	(1,612)	(2,223)	(5,012)	(3,741)
Cash flows from investing activities - discontinued operations	-	(1)	1	(33)
Cash flows from investing activities - continuing and discontinued operations	(1,612)	(2,223)	(5,011)	(3,774)
Cash flows from financing activities				
Purchase of treasury shares	(316)	(387)	(1,407)	(1,409)
Re-issuance of treasury shares and other transactions with owners	1,089	(63)	1,044	4,064
Issuance of long-term debt	3,492	2,734	6,471	2,734
Repayment of long-term debt (including current maturities of long-term debt)	(2,577)	(11)	(3,205)	(3,530)
Change in short-term debt and other financing activities	(1,463)	125	(753)	333
Interest paid	(425)	(288)	(1,123)	(1,002)
Dividends paid to shareholders of Siemens AG	-	-	(3,060)	(3,011)
Dividends attributable to non-controlling interests	(14)	(26)	(246)	(126)
Cash flows from financing activities - continuing operations	(214)	2,084	(2,277)	(1,946)
Cash flows from financing activities - discontinued operations	-	-	-	-
Cash flows from financing activities - continuing and discontinued operations	(214)	2,084	(2,277)	(1,946)
Effect of changes in exchange rates on cash and cash equivalents	104	(123)	157	(29)
Change in cash and cash equivalents	4,370	3,976	1,325	2,677
Cash and cash equivalents at beginning of period	8,022	7,090	11,066	8,389
Cash and cash equivalents at end of period	12,391	11,066	12,391	11,066
Less: Cash and cash equivalents of assets classified as held for disposal and discontinued operations at end of period	-	-	-	-
Cash and cash equivalents at end of period (Consolidated Statements of Financial Position)	12,391	11,066	12,391	11,066

Overview of Segment figures

(in millions of €)	Orders				Revenue				Profit (IB, POC: Adj. EBITA; SFS: EBT)		Profit margin (Adj. EBITA margin; SFS: ROE)		Assets (IB, POC: Net capital employed; SFS: Total assets)		Free cash flow	
	Q4		Actual	% Change	Q4		Actual	% Change	Q4		Q4		Sep 30, 2019	Sep 30, 2018	Q4	
	FY 2019	FY 2018			FY 2019	FY 2018			FY 2019	FY 2018	FY 2019	FY 2018			FY 2019	FY 2018
Digital Industries	4,005	4,090	(2)%	(5)%	4,284	4,128	4%	2%	792	687	18.5%	16.6%	10,626	9,993	873	762
Smart Infrastructure	4,379	4,027	9%	5%	4,359	4,069	7%	3%	561	521	12.9%	12.8%	5,071	4,702	958	572
Gas and Power	5,743	5,179	11%	9%	5,126	4,903	5%	2%	92	(38)	1.8%	(0.8)%	12,103	12,107	1,021	382
Mobility	1,827	2,834	(36)%	(36)%	2,500	2,368	6%	4%	299	264	12.0%	11.1%	3,045	2,933	570	169
Siemens Healthineers	4,643	4,299	8%	4%	4,142	3,703	12%	8%	771	634	18.6%	17.1%	13,889	12,392	787	642
Siemens Gamesa Renewable Energy	3,076	2,626	17%	15%	2,944	2,619	12%	11%	127	140	4.3%	5.4%	3,703	3,823	1,026	608
Industrial Businesses (IB)	23,673	23,054	3%	0%	23,356	21,790	7%	5%	2,641	2,208	11.3%	10.1%	48,438	45,949	5,235	3,135
Financial Services (SFS)	217	175	–	–	217	175	–	–	114	115	12.8%	13.1%	29,901	27,628	144	95
Portfolio Companies (POC)	1,412	1,276	11%	9%	1,574	1,380	14%	13%	(34)	(112)	(2.2)%	(8.1)%	1,915	1,685	200	70
Reconciliation to Consolidated Financial Statements	(595)	(805)	–	–	(625)	(738)	–	–	(537)	(802)	–	–	69,995	63,653	(307)	(8)
Siemens (continuing operations)	24,707	23,700	4%	2%	24,522	22,606	8%	6%	2,185	1,408	–	–	150,248	138,915	5,273	3,292

(in millions of €)	Orders				Revenue				Profit (IB, POC: Adj. EBITA; SFS: EBT)		Profit margin (Adj. EBITA margin; SFS: ROE)		Assets (IB, POC: Net capital employed; SFS: Total assets)		Free cash flow	
	Fiscal year		Actual	% Change	Fiscal year		Actual	% Change	Fiscal year		Fiscal year		Sep 30, 2019	Sep 30, 2018	Fiscal year	
	2019	2018			2019	2018			2019	2018	2019	2018			2019	2018
Digital Industries	15,944	16,287	(2)%	(4)%	16,087	15,587	3%	2%	2,880	2,898	17.9%	18.6%	10,626	9,993	2,635	2,610
Smart Infrastructure	16,244	15,198	7%	4%	15,225	14,445	5%	3%	1,500	1,574	9.9%	10.9%	5,071	4,702	1,572	1,128
Gas and Power	19,975	18,451	8%	7%	17,663	18,125	(3)%	(4)%	679	722	3.8%	4.0%	12,103	12,107	863	301
Mobility	12,894	11,025	17%	16%	8,916	8,821	1%	0%	983	958	11.0%	10.9%	3,045	2,933	903	998
Siemens Healthineers	15,853	14,506	9%	7%	14,517	13,425	8%	6%	2,461	2,221	17.0%	16.5%	13,889	12,392	1,618	1,673
Siemens Gamesa Renewable Energy	12,749	11,875	7%	7%	10,227	9,122	12%	12%	482	483	4.7%	5.3%	3,703	3,823	408	375
Industrial Businesses (IB)	93,659	87,341	7%	6%	82,635	79,526	4%	2%	8,986	8,857	10.9%	11.1%	48,438	45,949	8,000	7,084
Financial Services (SFS)	832	825	–	–	832	825	–	–	632	633	19.1%	19.7%	29,901	27,628	621	553
Portfolio Companies (POC)	5,806	5,569	4%	3%	5,526	4,930	12%	11%	(71)	(305)	(1.3)%	(6.2)%	1,915	1,685	45	(14)
Reconciliation to Consolidated Financial Statements	(2,298)	(2,438)	–	–	(2,144)	(2,237)	–	–	(2,028)	(1,135)	–	–	69,995	63,653	(2,794)	(1,809)
Siemens (continuing operations)	97,999	91,296	7%	6%	86,849	83,044	5%	3%	7,518	8,050	–	–	150,248	138,915	5,872	5,814

EBITDA Reconciliation

(in millions of €)	Profit		Amortization of intangible assets acquired in business combinations		Financial income (expenses), net		EBIT		Amortization, depreciation and impairments		EBITDA	
	Q4		Q4		Q4		Q4		Q4		Q4	
	FY 2019	FY 2018	FY 2019	FY 2018	FY 2019	FY 2018	FY 2019	FY 2018	FY 2019	FY 2018	FY 2019	FY 2018
Digital Industries	792	687	(100)	(97)	1	(2)	691	591	174	171	865	763
Smart Infrastructure	561	521	(9)	(5)	2	–	550	517	76	66	626	582
Gas and Power	92	(38)	(56)	(56)	3	1	32	(94)	143	143	176	49
Mobility	299	264	(16)	(18)	5	3	278	243	49	48	327	290
Siemens Healthineers	771	634	(33)	(33)	8	4	730	597	177	144	906	741
Siemens Gamesa Renewable Energy	127	140	(67)	(66)	(6)	(5)	66	79	204	185	270	264
Industrial Businesses	2,641	2,208	(281)	(275)	13	–	2,348	1,933	823	757	3,170	2,690
Financial Services	114	115	–	–	160	167	(46)	(52)	58	53	12	–
Portfolio Companies	(34)	(112)	(4)	(4)	(62)	3	25	(119)	28	30	53	(89)
Reconciliation to Consolidated Financial Statements	(537)	(802)	285	279	(53)	(111)	(198)	(412)	56	74	(142)	(338)
Siemens (continuing operations)	2,185	1,408	–	–	57	59	2,128	1,348	966	915	3,093	2,263

(in millions of €)	Profit		Amortization of intangible assets acquired in business combinations		Financial income (expenses), net		EBIT		Amortization, depreciation and impairments		EBITDA	
	Fiscal year		Fiscal year		Fiscal year		Fiscal year		Fiscal year		Fiscal year	
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
Digital Industries	2,880	2,898	(401)	(391)	15	5	2,464	2,502	668	639	3,132	3,142
Smart Infrastructure	1,500	1,574	(32)	(16)	26	5	1,442	1,553	273	241	1,715	1,795
Gas and Power	679	722	(227)	(228)	3	23	448	472	533	604	981	1,076
Mobility	983	958	(66)	(77)	20	10	898	871	184	174	1,083	1,045
Siemens Healthineers	2,461	2,221	(131)	(131)	19	12	2,311	2,079	620	519	2,931	2,598
Siemens Gamesa Renewable Energy	482	483	(266)	(306)	(37)	(33)	253	210	647	645	899	856
Industrial Businesses	8,986	8,857	(1,123)	(1,147)	47	21	7,816	7,688	2,924	2,823	10,741	10,511
Financial Services	632	633	(1)	(1)	672	671	(41)	(39)	220	208	179	169
Portfolio Companies	(71)	(305)	(14)	(14)	(47)	11	(39)	(330)	110	121	71	(209)
Reconciliation to Consolidated Financial Statements	(2,028)	(1,135)	1,138	1,163	(241)	1,163	(649)	(1,135)	240	267	(409)	(868)
Siemens (continuing operations)	7,518	8,050	–	–	430	1,867	7,087	6,183	3,494	3,419	10,582	9,602

Orders & Revenue by region

(in millions of €)	Orders				Revenue			
	Q4		Actual	% Change Comp.	Q4		Actual	% Change Comp.
	FY 2019	FY 2018			FY 2019	FY 2018		
Europe, C.I.S., Africa, Middle East	10,429	11,185	(7)%	(7)%	12,289	11,828	4%	3%
<i>therein: Germany</i>	2,585	3,369	(23)%	(24)%	3,343	3,393	(1)%	(2)%
Americas	8,101	6,971	16%	11%	6,843	5,859	17%	11%
<i>therein: U.S.</i>	5,740	5,361	7%	1%	5,058	4,390	15%	9%
Asia, Australia	6,177	5,544	11%	8%	5,389	4,919	10%	6%
<i>therein: China</i>	2,322	2,343	(1)%	(3)%	2,341	2,209	6%	4%
Siemens (continuing operations)	24,707	23,700	4%	2%	24,522	22,606	8%	6%
<i>therein: emerging markets</i>	8,460	8,222	3%	0%	8,294	7,770	7%	4%

(in millions of €)	Orders				Revenue			
	Fiscal year		Actual	% Change Comp.	Fiscal year		Actual	% Change Comp.
	2019	2018			2019	2018		
Europe, C.I.S., Africa, Middle East	46,086	46,495	(1)%	(1)%	44,360	42,782	4%	4%
<i>therein: Germany</i>	12,021	11,254	7%	7%	12,282	11,729	5%	4%
Americas	29,812	25,060	19%	14%	23,796	22,115	8%	3%
<i>therein: U.S.</i>	21,166	18,106	17%	10%	17,993	16,012	12%	6%
Asia, Australia	22,101	19,742	12%	11%	18,693	18,147	3%	2%
<i>therein: China</i>	8,989	8,459	6%	6%	8,405	8,102	4%	3%
Siemens (continuing operations)	97,999	91,296	7%	6%	86,849	83,044	5%	3%
<i>therein: emerging markets</i>	31,720	30,564	4%	4%	27,607	28,272	(2)%	(2)%