Flying start to fiscal 2023 – Guidance raised

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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.

Q1 Highlights
Flying start to fiscal 2023 – Guidance raised

Excellent topline

- **Very robust demand:** Book-to-bill 1.25, backlog of €102bn at record level
- **Strong revenue growth:** up 8%, DI and SI both up 15%
- **Continued market share gains in DI Automation:** Revenue up 23%

Stringent execution

- **Industrial Business with record Q1 profit:** €2.7bn at 15.6% margin
- **Targeted invest:** Gradually release Capex and Opex

Consistent strategy

- **Portfolio simplification continues:** Commercial Vehicles divested
- **Growth driver digital business:** €1.7bn, on track for double-digit growth
- **SaaS-transition on track:** ARR up 14%, Cloud ARR ~€650m

Confident outlook

- **Guidance raised:** Continue value creating growth in volatile environment
- **Leverage opportunities:** Secular trends and public investment programs

Q1 Key Financials

Strong book-to-bill of 1.25 and stringent backlog execution

Orders

€22.6bn
-8%

Revenue

€18.1bn
+8%

IB Profit margin

15.6%

EPS pre PPA

€2.08

Free Cash Flow (all in)

€0.1bn

Indust. Net debt/EBITDA

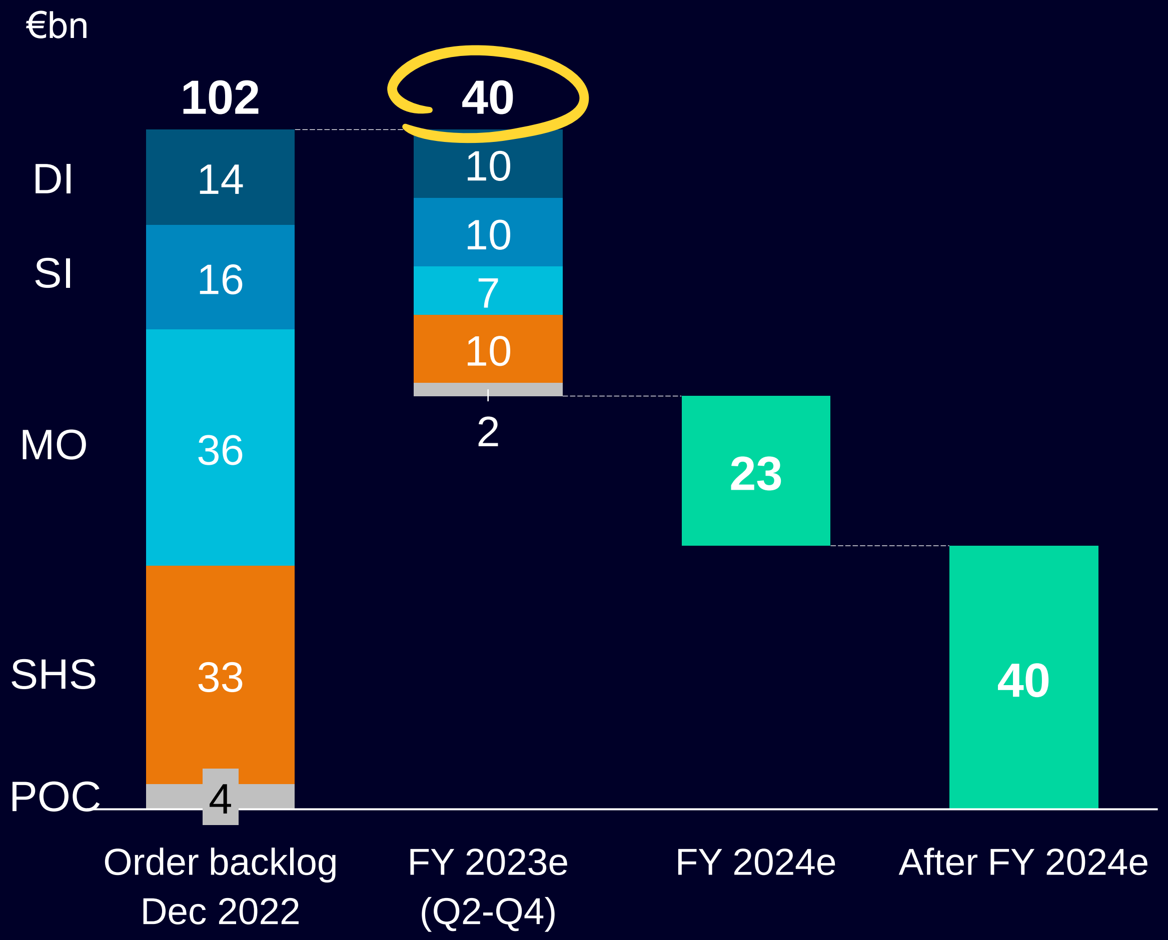
1.1x

Note: Orders and Revenue growth comparable

Order backlog at record level underpins growth expectations

Easing supply chains and operational excellence providing confidence

Expected revenue generation from backlog



Effective supply chain management

- Easing of supply chain frictions with improved component and material availability
- Still constraints in industrial electronics
- Normalization of transportation and logistics
- Limited impact from pandemic in China
- Full transparency through advanced analytics
- Flexibility through localized value chains

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Drive sustainability through electrification, automation and digitalization
Combining hardware, software and services for superior customer value

80 Acres Farms (U.S.)

Scaling vertical farming

- **Optimize** and **standardize operations** in seven US-based production farms
- **Broad set of technologies** – intelligent facility and energy management systems and advanced industrial automation
- **Digital twin simulating** farm operations, plant growth and production process

Electromin (Saudi Arabia)

Building e-charging infrastructure

- **Develop Saudi EV ecosystem** to **decarbonize road transport**
- Support **national strategy** to boost **EV adoption**
- **Most advanced EV charging** infrastructure **technology**

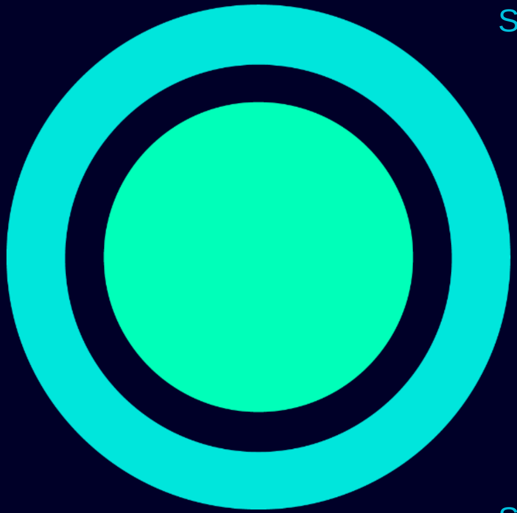
Sydney (Australia)

Providing sustainable transport

- **Connect** Sydney Metro – Western Sydney Airport with **turnkey metro system**
- **Fully automated, driverless trains** with complete set of **digital rail infrastructure**
- **15-year maintenance contract, optimizing operations** through **RailigentX**

Focus on sustainability
DEGREE updated with significant acceleration of ambitions

Accelerated decarbonization



Sustainability business

- **D** – Decarbonization **Accelerated**
- **E** – Ethics
- **G** – Governance
- **R** – Resource efficiency
- **E** – Equity
- **E** – Employability **Accelerated**

Sustainability in own operations

Introduction of new FY 25 CO_2 reduction target of -55%

More ambitious FY 30 CO_2 reduction target of -90%

Invest of ~€650m in operational decarbonization (FY 22 – FY 30)
(for fleet electrification, buildings, and production emissions)

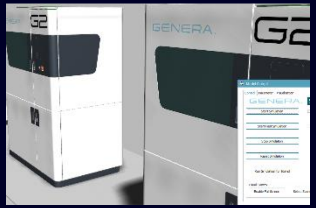
~150Mt Customer Avoided Emissions in FY 22

Selected recent highlights

Decarbonization

Amberg factory – a WEF sustainability lighthouse

- **50% less energy consumption** per unit
- **Innovations** to **decarbonize value chains**
- Almost **70% less emissions** per volume



Resource efficiency

Additive Manufacturing partnership

- **Genera** & **Siemens** industrialize energy efficient Digital Light Processing technology
- Digital Twin tools to scale up usage

Employability

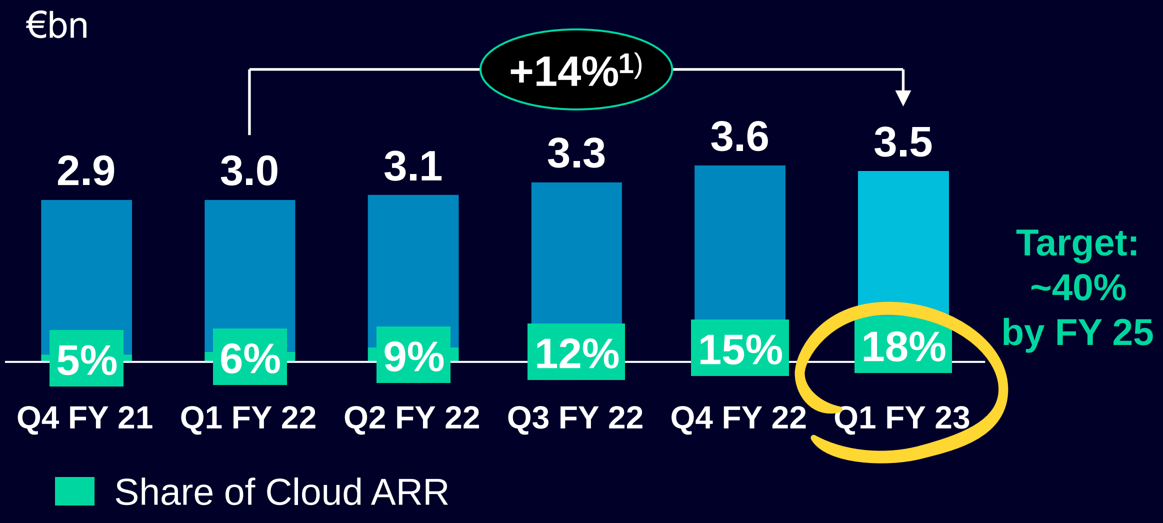
Acceleration of learning

- **25** digital learning hours per employee by 2025
- Launch of **SiTecSkills Academy** for technical up- and reskilling

Combining the real and digital worlds

Stringent strategy execution – SaaS-transition fully on track

DI SW – Annual Recurring Revenue (ARR)



Cloud ARR:

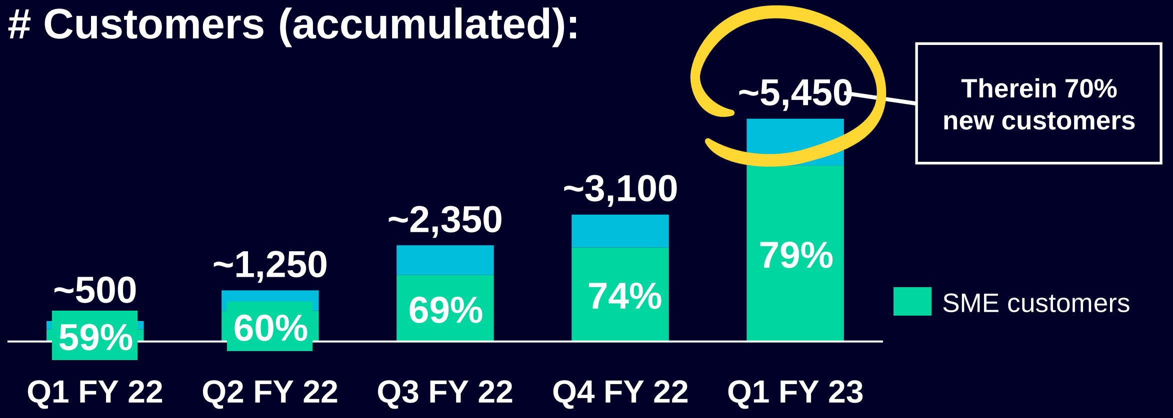
- **Up >3x to ~€650m y-o-y**

Cloud invest:

- **€67m in Q1 FY 23 | FY23: targeted invest ~€300m**

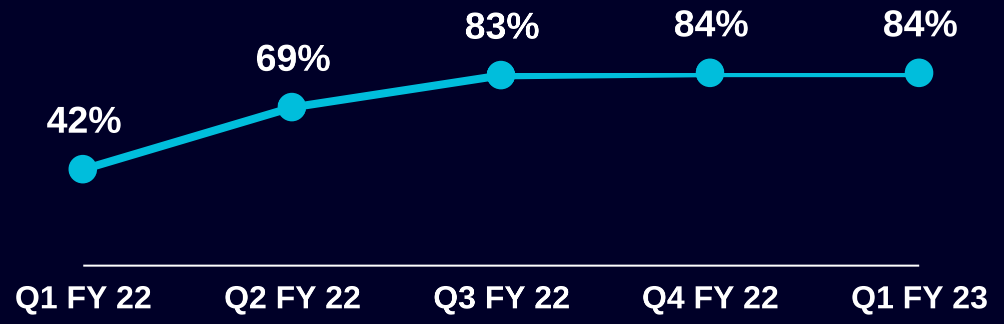
SaaS transition gaining momentum

 # Customers (accumulated):



Customer transformation rate to SaaS:

Share of renewals based on total contract value



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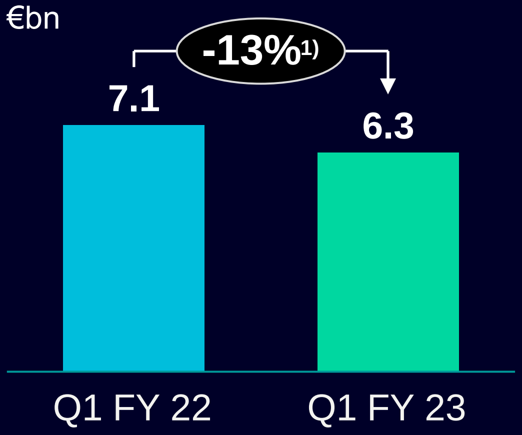
1 ARR revenue: FX comparable

Digital Industries (DI)

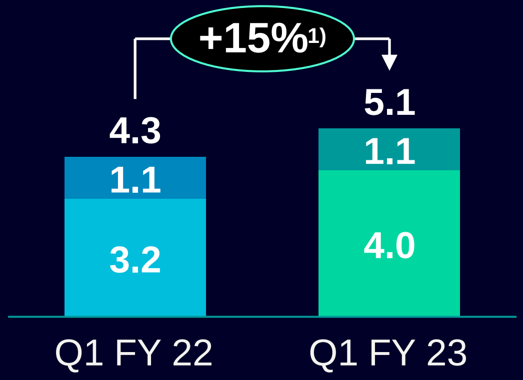
Robust demand, excellent backlog execution with outstanding profitability

Orders



- Strong Automation demand on high level
- Sequential growth and healthy book-to-bill of 1.24
- Record backlog >€14bn at peak levels

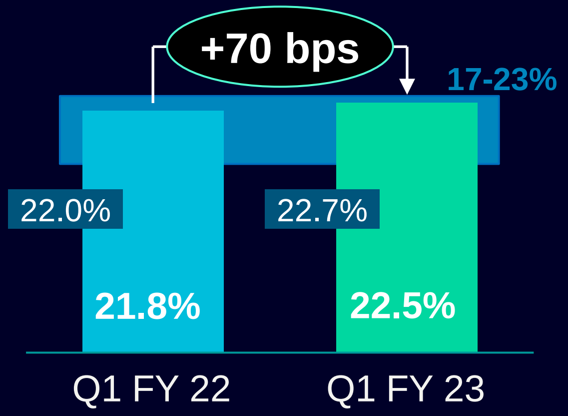
Revenue



- Discrete Automation up 24%, broad-based
- Process Automation up 14%
- PLM Software flat with progressing SaaS transition, EDA down

x.x x.x therein Software

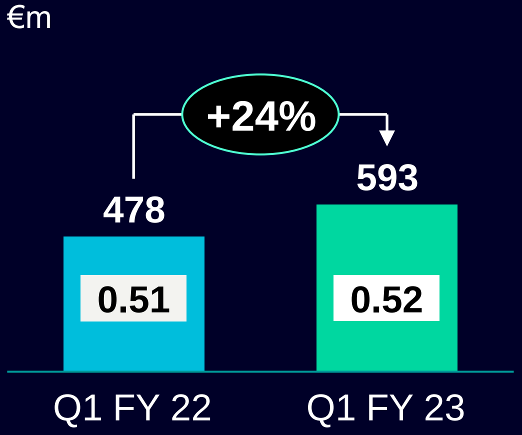
Profit Margin



- Higher capacity utilization
- Positive effects from economic equation
- Very favorable product mix on improved component availability
- SaaS transition on track

x.x% Profit margin excl. severance

Free Cash Flow



- Typical softer start due to bonus pay-outs
- Safeguard future growth through selective build-up of operating working capital

x.x Cash Conversion Rate

[1] Comparable, excl. FX and portfolio

Digital Industries (DI)

Continued growth in all vertical end markets, substantially driven by price inflation

Underlying demand closely monitored

Vertical end markets	Revenue exposure	Market trend[1] Q4 22	Market trend[1] Q1 23
Automotive	20%	↗	↗
Machine Building	15%	↗	↗
Pharma & Chemicals	10%	↗	↗
Food & Beverage	10%	↗	↗
Electronics & Semiconductors	10%	↗	↗
Aerospace & Defense	5%	↗	↗

[1] Y-o-Y industry revenue development based on industry production data from statistical office sources (e.g. NBoS, US Fed, Eurostat)

Digital Industries (DI)

Starting normalization of demand patterns

Easing of component shortages fueling broad-based revenue growth

Q1 FY 23 – Key regions Automation

	Orders	Revenue	
China	-7% +78%	+17%	Orders up sequentially, down y-o-y on exceptionally tough comps; Strong backlog conversion
Germany	-24% +62%	+16%	Orders normalizing on tough comps; Revenue up broad-based
Italy	-40% +155%	+23%	Orders down on exceptional PYQ; Revenue strength in Process and Discrete
U.S.	-11% +38%	+19%	Orders normalizing; Process & Discrete revenue up double-digit

Q1 FY 23 – Software

Global	-6%	Soft start as expected; ARR up double-digit, reflecting progress of SaaS transition

Note: Growth rates Comparable, excl. FX and portfolio

+x% Comparable growth rates Q1 FY 22

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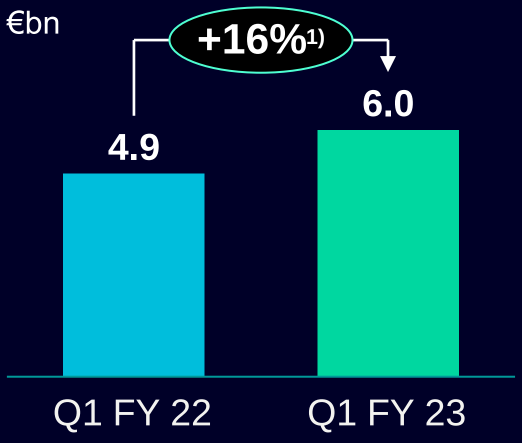
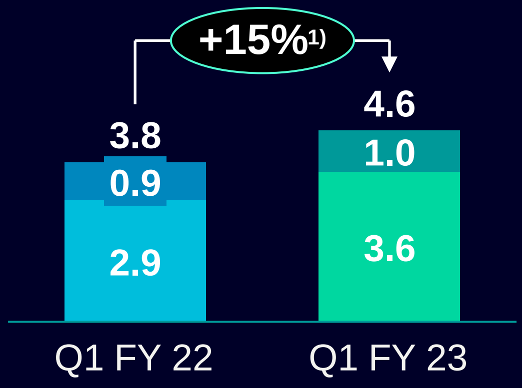
Smart Infrastructure (SI)
Excellent topline delivers boost for record profitability

Orders



- Book-to-bill at 1.31
- Electrification up 33%,
  Buildings up 13%
  Electrical Products up 3%
- Large orders from semiconductor industry
- Record backlog ~€16bn

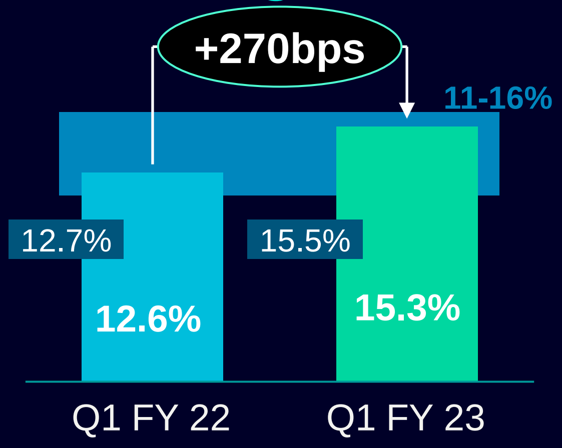
Revenue



- Electrical Products with excellent 24% growth
- Electrification up 20%
- Buildings up 6% on strength in product business
- Service business up 6%

x.x x.x therein Service

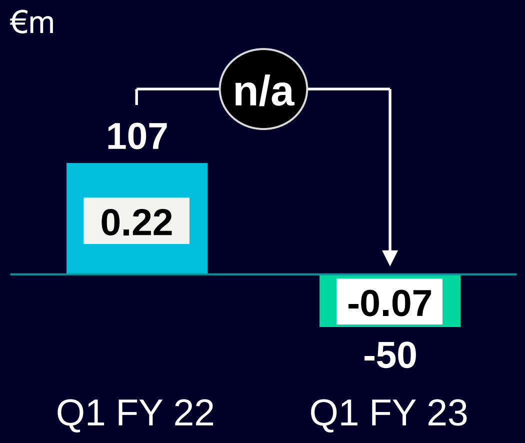
Profit Margin



- Revenue growth and economies of scale
- Positive effects from economic equation
- Cost reductions from competitiveness program
- Positive FX-effects

x.x% Profit margin excl. severance

Free Cash Flow



- Growth related operating working capital increase (inventories, receivables)
- Swing back from strong Q4 finish

x.x Cash Conversion Rate

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1 Comparable, excl. FX and portfolio

Smart Infrastructure (SI)

Continued growth in all vertical end markets, substantially driven by price inflation

Underlying demand closely monitored

Vertical end markets	Revenue exposure	Market trend[1] Q4 22	Market trend[1] Q1 23
Commercial Buildings	20%	↗	↗
Public Sector / Education	10%	↗	↗
Power Distribution	5%	↗	↗
Data Center	5%	↗	↗
Electrical and Electronics	5%	↗	↗
Healthcare	5%	↗	↗

[1] Y-o-Y vertical market development, majority of distributor revenue as part of Commercial Buildings

Smart Infrastructure (SI)

Order momentum broad based

Revenue growth fueled by strength in U.S.

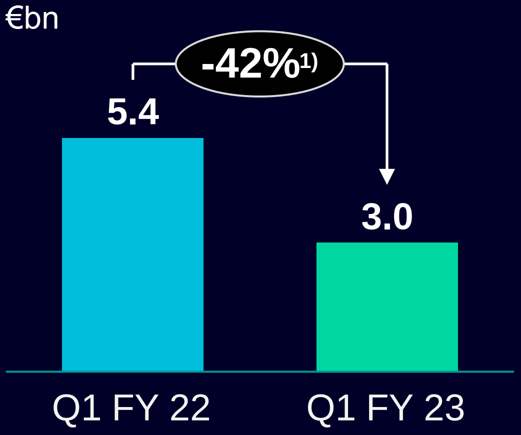
Q1 FY 23 – Key regions	Orders	Revenue	
U.S.	+20%	+25%	Substantial topline growth in Electrification and Electrical Products (EP)
Germany	+38%	+14%	Orders benefitting from preponed booking of service agreements Revenue driver EP & Electrification
China	-8%	-7%	Soft topline development due to recent pandemic impact
EMEA excl. Germany & Middle East	+13%	+10%	Electrification key driver for orders Revenue significantly up in EP and Electrification

Q1 FY 23 – Service			
Global		+6%	Asia and Americas drive growth

Note: Growth rates Comparable, excl. FX and portfolio

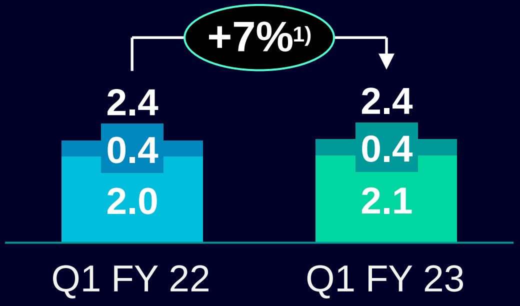
Mobility (MO)
Performance as expected, large customer opportunities ahead

Orders



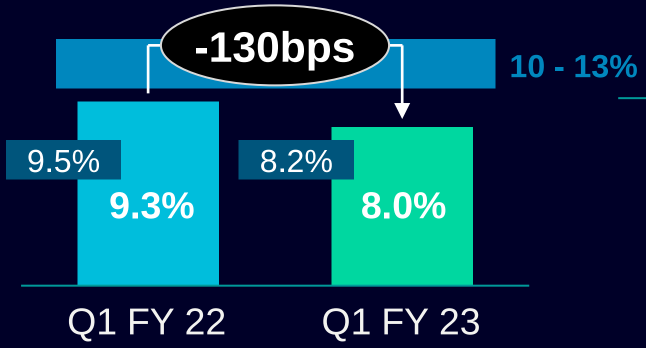
- Major order win (Sydney Metro)
- Very tough comps in Rolling Stock and Rail Infrastructure
- Backlog at €36bn with healthy gross margin, therein >€9bn service

Revenue



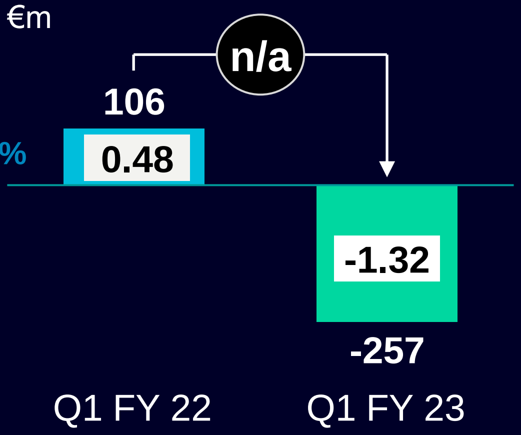
- Double-digit growth in Rail Infrastructure
- Rolling Stock moderately up
- Service up 1%

Profit Margin



- Still impact from supplier delays
- Less favorable business mix
- Positive effects related to sale of previously written down inventories

Free Cash Flow



- Timing for major customer payments shifted to January
- Expect catch-up in Q2

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1 Comparable, excl. FX and portfolio

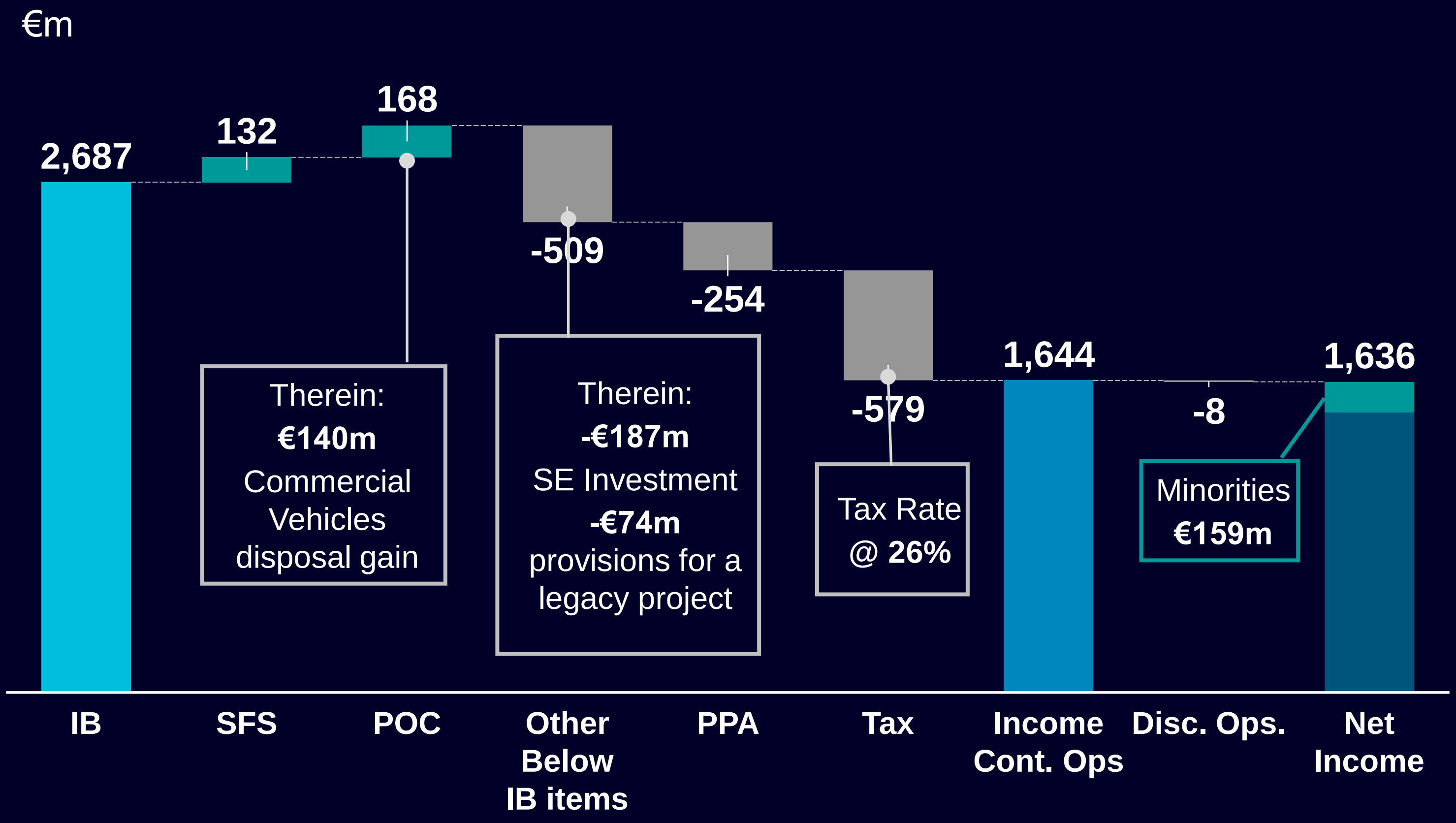
x.x x.x therein Service

x.x% Profit margin excl. severance

x.x Cash Conversion Rate

Below Industrial Business
Solid performance

Q1 FY 23



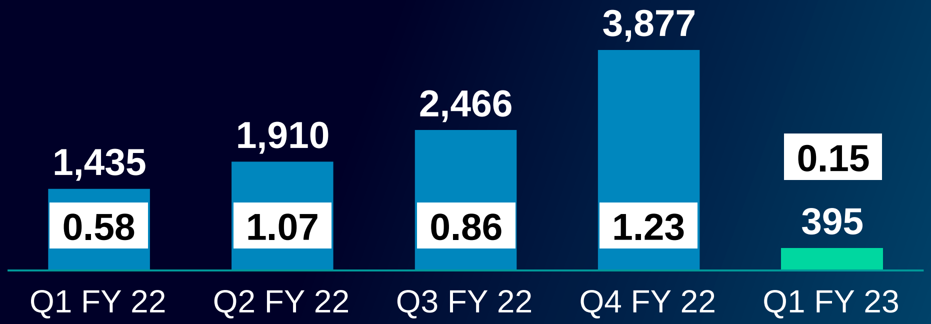
- **Portfolio Companies:** Successful strategy execution and operational improvement
- **Other Below IB-items:** SE investment continues to be volatile
- **Net Income:** Reflecting strong operational performance

Note: Other Below IB items contains SE Investment; SRE; Innovation; Governance; Pensions; Financing, Elimination, Other
Detailed split see page 23

Free cash flow
Strong growth momentum driving inventory and accounts receivable increase

Free cash flow Industrial Businesses

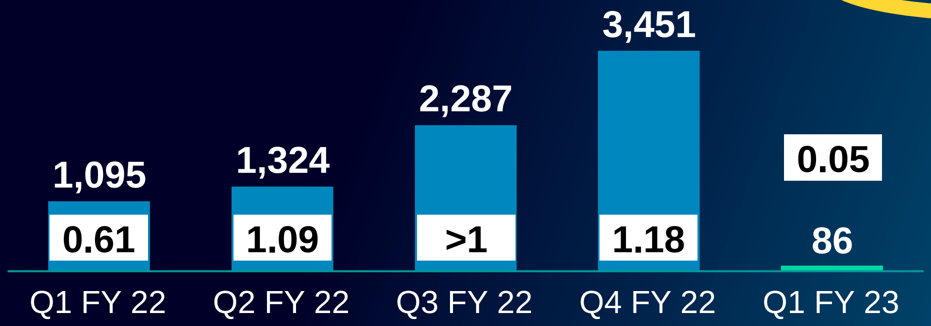
€m



Material catch-up in Q2 expected

Free cash flow all in

€m



x.x Cash Conversion Rate

Operating Working Capital management

- **Temporary inventory build-up to secure momentum in backlog execution**
- **Timing effects of customer payments**
- **Receivables increase on strong revenue growth**

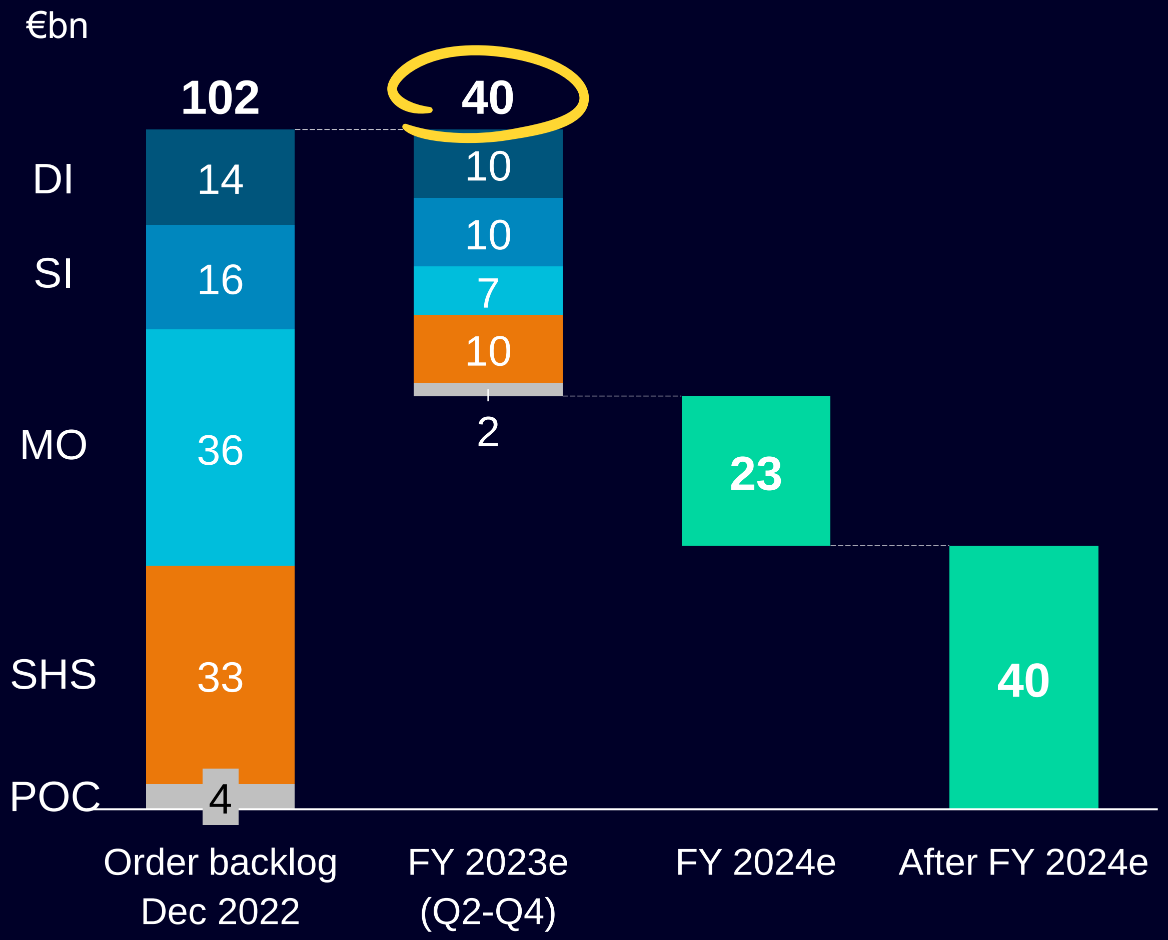
Additional proceeds from divestments

- **€0.2bn for Commercial Vehicles** (outside FCF)

Order backlog at record level underpins growth expectations

Easing supply chains and operational excellence providing confidence

Expected revenue generation from backlog



Effective supply chain management

- Easing of supply chain frictions with improved component and material availability
- Still constraints in industrial electronics
- Normalization of transportation and logistics
- Limited impact from infection wave in China
- Full transparency through advanced analytics
- Flexibility through localized value chains

Outlook FY 2023 raised

Siemens Group

Book-to-bill	>1
Revenue growth (Comparable)	7 – 10% [6 – 9%]
EPS pre PPA	€8.90– €9.40 [€8.70 – €9.20]

This outlook excludes burdens from legal and regulatory matters and material impairments

Siemens Businesses

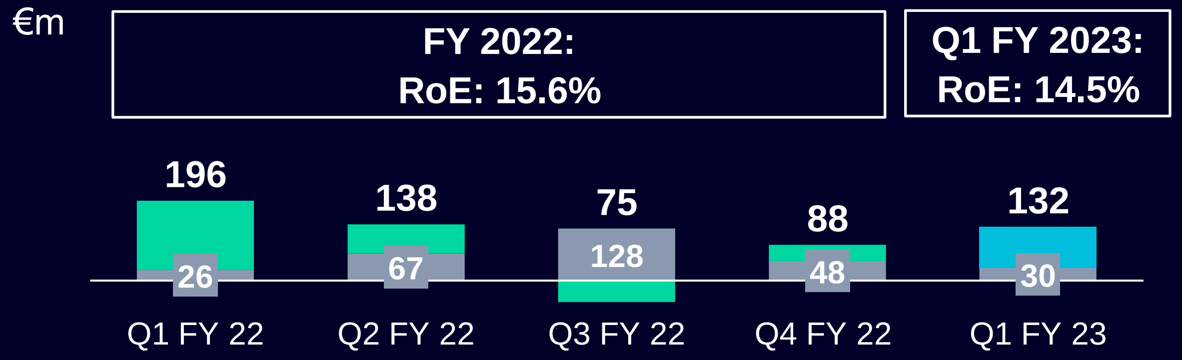
	Comparable revenue growth	Profit margin
Digital Industries	12 – 15% [10 – 13%]	20 – 22% [19 – 22%]
Smart Infrastructure	9 – 12% [8 – 11%]	13.5 – 14.5% [13 – 14%]
Mobility	6 – 9%	8 – 10%

Questions and Answers

Appendix

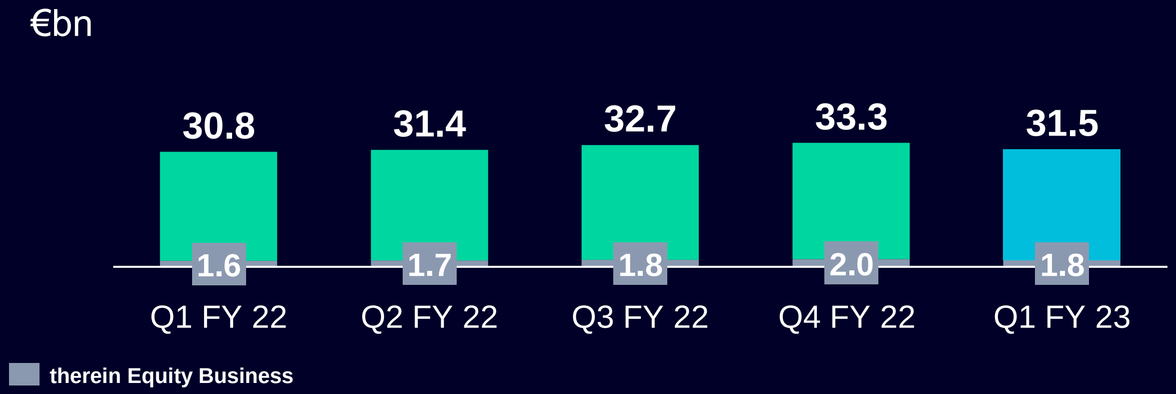
Siemens Financial Services (SFS)
Solid start into fiscal year 2023

Earnings before Taxes (EBT)



- **Lower earnings contribution** from the **debt business** due primarily to expenses for credit risk provisions; Q1 FY 22 benefited from a favorable credit environment
- **Equity business** with **solid earnings performance**

Total Assets

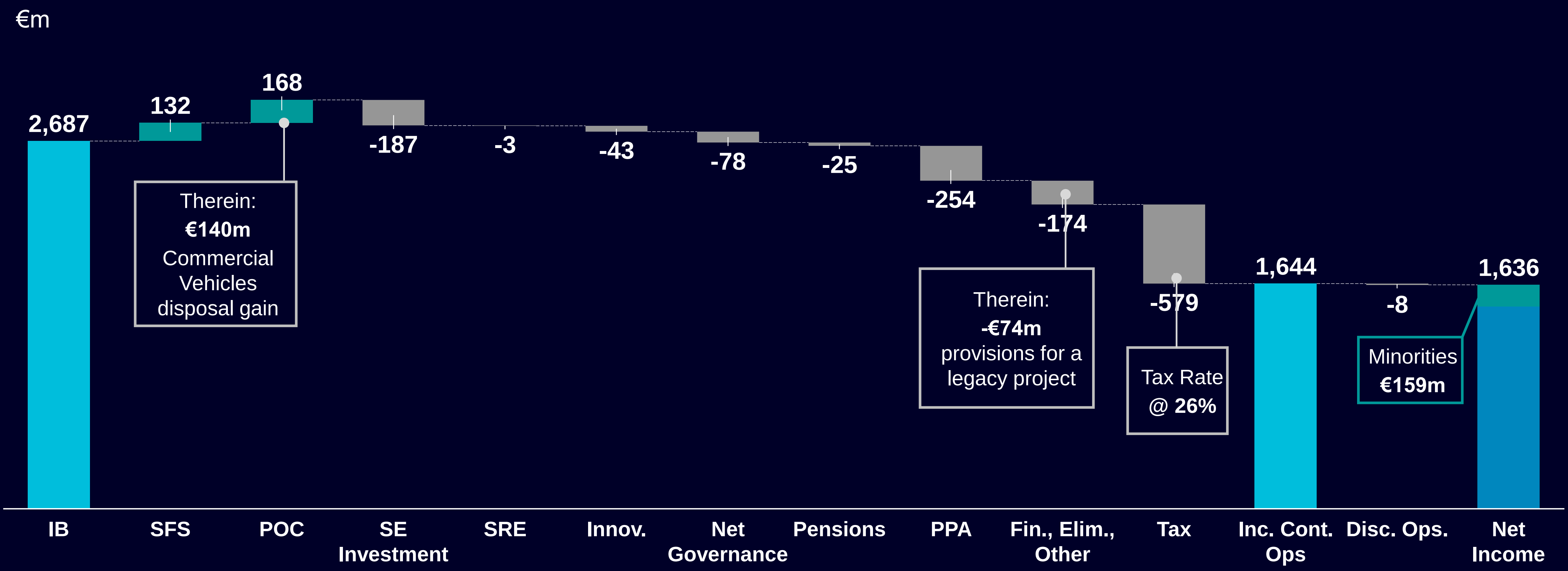


- **Decrease in total assets** q-o-q-mainly due to **currency** effects

Below Industrial Business

Impact from SE Investment partly compensated by disposal gain

Q1 FY 23



Therein: **€140m** Commercial Vehicles disposal gain

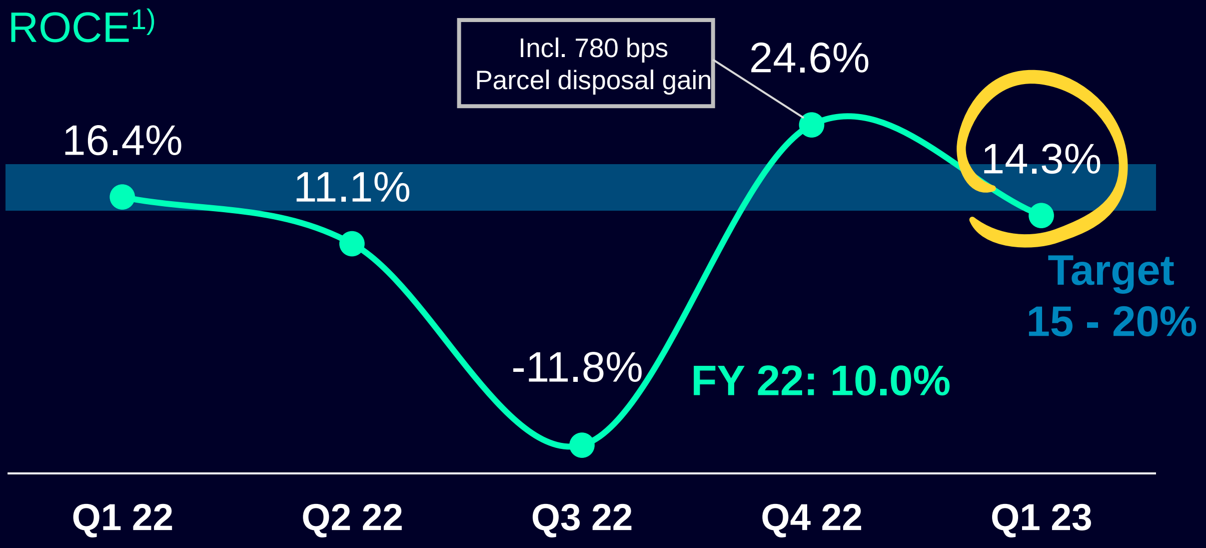
Therein: **-€74m** provisions for a legacy project

Tax Rate @ **26%**

Minorities **€159m**

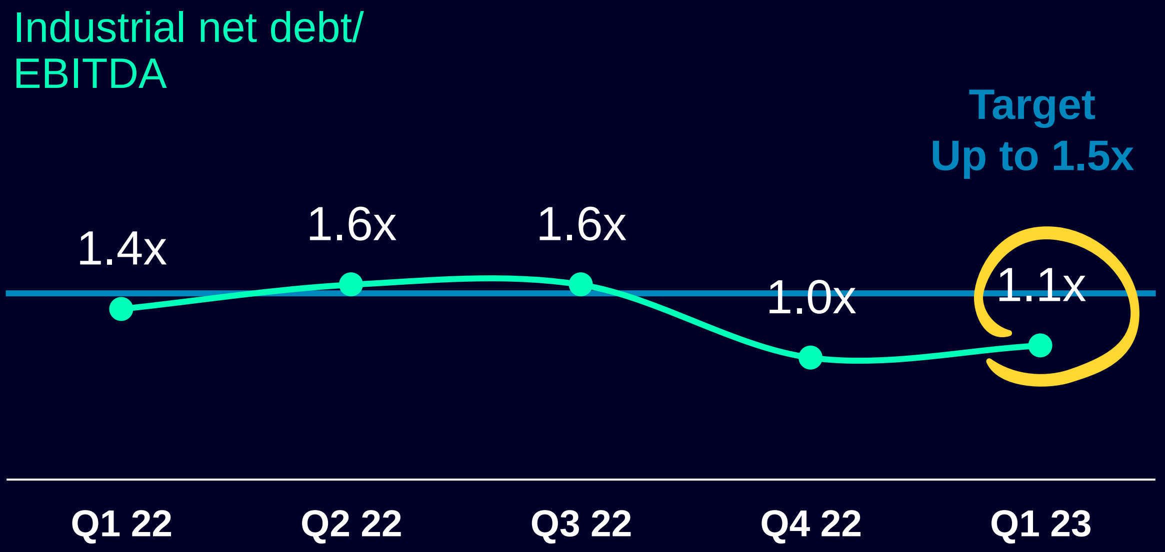
ROCE and capital structure
Excellent operational performance reflected in financial strength

Capital efficiency



- **Strong operational performance, lower net income** reflected in **capital return**
- **Continued focus** on profitable growth and effective working capital management

Capital structure



- **Pension deficit** down to €1.8bn
- **Excellent** position, **strong investment grade rating (A+ / A1)**

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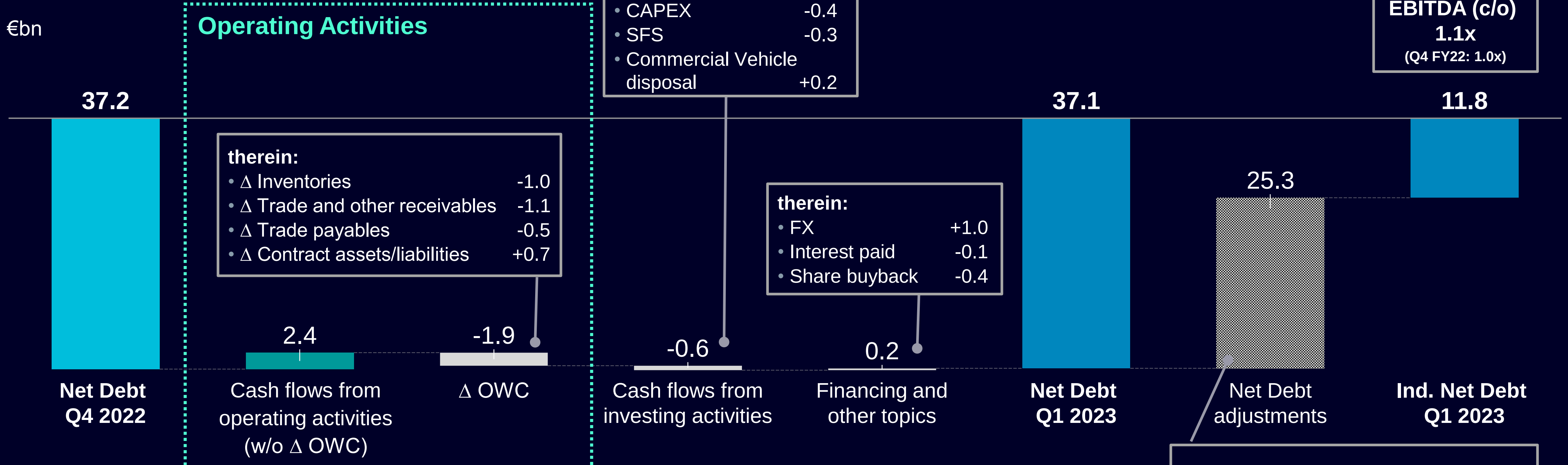
1 excluding defined acquisition-related effects for Varian

Net debt bridge
Capital structure remains rock solid



therein:

∆ Inventories	-1.0
∆ Trade and other receivables	-1.1
∆ Trade payables	-0.5
∆ Contract assets/liabilities	+0.7

therein:

CAPEX	-0.4
SFS	-0.3
Commercial Vehicle disposal	+0.2

therein:

FX	+1.0
Interest paid	-0.1
Share buyback	-0.4

	Q1	∆Q4
SFS debt	+27.6	-1.5
Provisions for pensions	-1.8	+0.5
Credit guarantees	-0.5	0.0

Ind. Net Debt/ EBITDA (c/o)
1.1x
(Q4 FY22: 1.0x)

Cash & cash equiv. €11.7bn[1)]

Cash & cash equiv. €11.4bn[2)]

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1 Sum Cash & cash equivalents of €11.7bn incl. current interest bearing debt securities of €1.2bn
2 Sum Cash & cash equivalents of €11.4bn incl. current interest bearing debt securities of €1.2bn

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Provisions for pensions on new historic low – market environment continues to be volatile

in €bn[1]	FY 2020	FY 2021	Q1 FY 2022	Q2 FY 2022	Q3 FY 2022	Q4 FY 2022	Q1 FY 2023
Defined benefit obligation (DBO)[2]	-35.8	-35.5	-35.7	-32.7	-28.5	-27.8	-27.2
Fair value of plan assets[2]	30.0	33.5	34.0	31.2	27.4	25.9	25.7
Provisions for pensions and similar obligations	-6.4	-2.8	-2.9	-2.2	-1.9	-2.3	-1.8
Discount rate	1.1%	1.3%	1.2%	2.0%	3.2%	3.9%	3.9%
Interest income	0.3	0.3	0.1	0.1	0.1	0.1	0.2
Actual return on plan assets	0.4	2.5	0.3	-1.8	-3.6	-1.7	0.4

1) All figures are reported on a continuing basis (w/o LHfS)

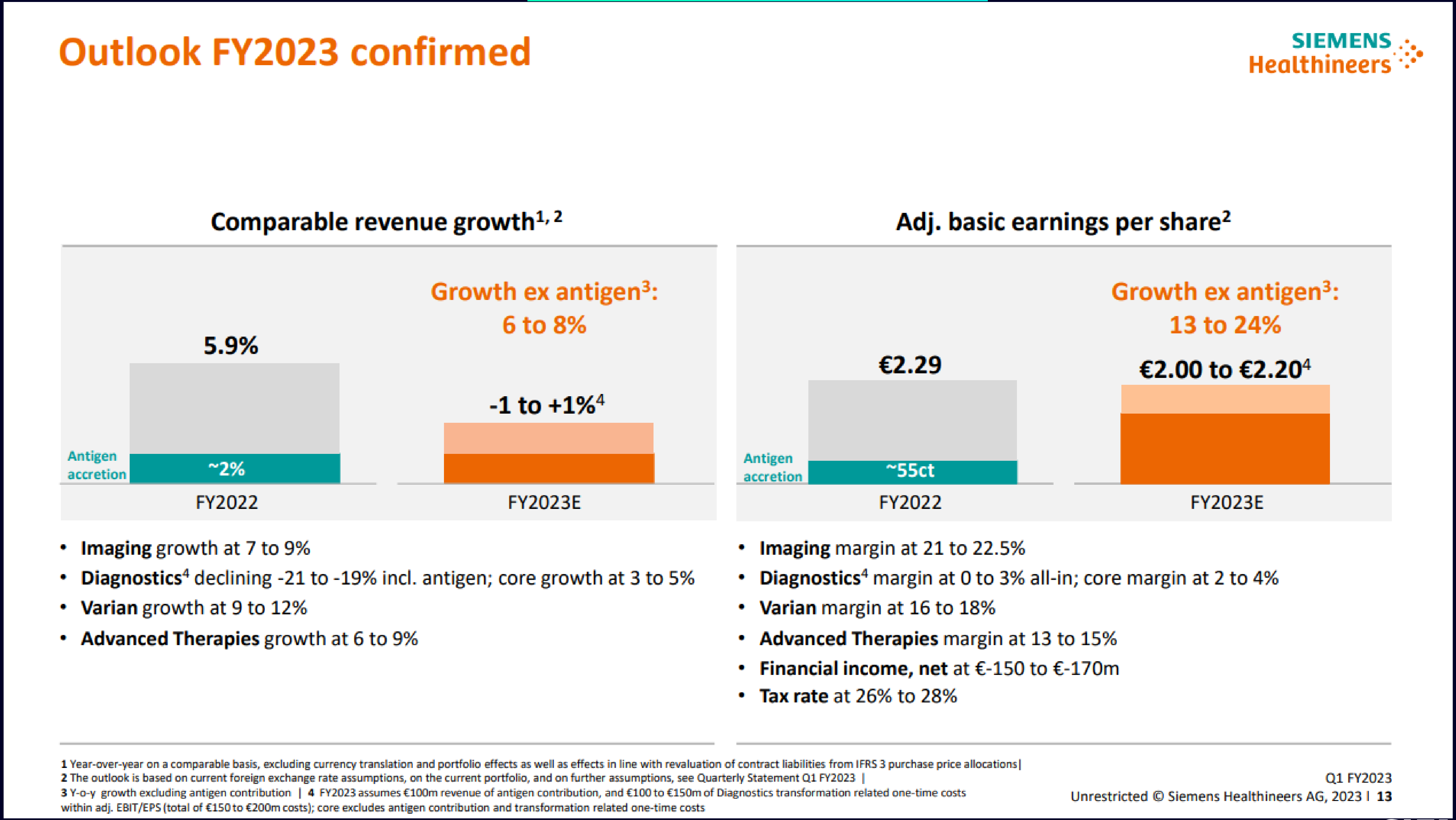
2) Fair value of plan assets including effects from asset ceiling (Q1 2023: -0.6bn); Difference between DBO and fair value of plan assets additionally resulted in net defined benefit assets (Q1 2023: €0.3bn); DBO including other post-employment benefit plans (OPEB) of -€0.3bn

Profit Bridge from SHS disclosure to SAG disclosure
Different profit definitions at SHS and SAG to be considered in models

€m	**Q1 FY 23**	
SHS EBIT (adjusted)	**647**	**12.7%**
PPA (SHS logic)[1]	-107	
Transaction, Integration, Retention, carve-out cost	-8	
Gains and losses from divestments	0	
Severance	-11	
SHS EBIT (as reported)	**520**	**10.2%**
PPA (SAG logic)[2]	+103	
Consolidation / Accounting Differences	+13	
SAG Profit (as reported)	**636**	**12.5%**
Severance	+11	
SAG Profit (excl. severance)	**648**	**12.7%**

1 PPA on intangible assets as well as other effects from IFRS 3 PPA adjustments
2 PPA on intangible assets

Outlook FY 2023 as presented by Siemens Healthineers on February 2, 2023



Outlook FY2023 confirmed

SIEMENS Healthineers

Comparable revenue growth[1, 2]

Growth ex antigen[3]: 6 to 8%

5.9%

-1 to +1%[4]

Antigen accretion

~2%

FY2022

FY2023E

- **Imaging** growth at 7 to 9%
- **Diagnostics**[4] declining -21 to -19% incl. antigen; core growth at 3 to 5%
- **Varian** growth at 9 to 12%
- **Advanced Therapies** growth at 6 to 9%

Adj. basic earnings per share[2]

Growth ex antigen[3]: 13 to 24%

€2.29

€2.00 to €2.20[4]

Antigen accretion

~55ct

FY2022

FY2023E

- **Imaging** margin at 21 to 22.5%
- **Diagnostics**[4] margin at 0 to 3% all-in; core margin at 2 to 4%
- **Varian** margin at 16 to 18%
- **Advanced Therapies** margin at 13 to 15%
- **Financial income, net** at €-150 to €-170m
- **Tax rate** at 26% to 28%

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[1] Year-over-year on a comparable basis, excluding currency translation and portfolio effects as well as effects in line with revaluation of contract liabilities from IFRS 3 purchase price allocations|
[2] The outlook is based on current foreign exchange rate assumptions, on the current portfolio, and on further assumptions, see Quarterly Statement Q1 FY2023 |
[3] Y-o-y growth excluding antigen contribution | [4] FY2023 assumes €100m revenue of antigen contribution, and €100 to €150m of Diagnostics transformation related one-time costs within adj. EBIT/EPS (total of €150 to €200m costs); core excludes antigen contribution and transformation related one-time costs

Siemens Financial Framework

Targets over 3 – 5 year cycle

Siemens

5–7% — **Revenue** comparable growth

15–20% — **Capital efficiency** ROCE[1]

1 – comp. revenue growth rate — **Cash** Cash conversion rate (all in)[2]

High single-digit growth — **Earnings** EPS pre PPA

up to 1.5x — **Capital structure** Industrial net debt/EBITDA

Progressive dividend policy — **Dividend**

Businesses

	Digital Industries	Smart Infrastructure	Mobility	Siemens Healthineers	Financial Services
Profit margin range[3]	17–23%	11–16%	10–13%	17–21%	RoE[4] 15–20%
Cash conversion rate	1 – comp. revenue growth rate				
Resilience KPI	ARR	Service	Service		

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1 Excluding defined acquisition-related effects for Varian **2** Cash conversion rate: FCF/Net income **3** “Profit” represents EBITA adjusted for amortization of intangible assets not acquired in business combinations; margin range for Siemens Healthineers reflects Siemens’ expectation **4** Return on Equity after tax

Financial calendar

February 9, 2023

Q1 Earnings Release / AGM

March 21, 2023

Bank of America Conference

March 24, 2023

Roadshow Munich

March 27, 2023

Roadshow Switzerland

April 19, 2023

Hanover Fair

May 17, 2023

Q2 Earnings Release

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