

Orders

€92bn
+7%¹

Revenue

€78bn
+11%¹

Free Cash Flow

€10bn

15.4%

Profit margin
Ind. Business

€9.93

Earnings per share
pre PPA excl. SE²

Shareholder Letter FY 2023

Siemens Investor Relations

Digital Industries



Revenue +15%¹ | Profit margin: 22.6%

Smart Infrastructure



Revenue +15%¹ | Profit margin: 15.4%

Mobility



Revenue +15%¹ | Profit margin: 8.4%

Siemens Healthineers³



Revenue +1%¹ | Profit margin: 11.7%

Ladies and Gentlemen,

September 30 marked the end of Siemens' 176th fiscal year. Looking back, it was an eventful year in a turbulent world – but also a time of record-breaking achievements.

Group revenue grew 11%¹ and reached the upper end of our guidance, which we raised after the second quarter. Net income nearly doubled to a historic high. Our Industrial Business – Digital Industries, Smart Infrastructure, Mobility and Siemens Healthineers – reached new all-time highs for both profit in absolute terms and profitability in percent of revenue. We are also proud of the excellent development of our free cash flow, which set a new record of €10 billion.

As our shareholders, you will benefit from this strong operating performance. Managing Board and Supervisory Board will propose to the Annual Shareholders' Meeting to raise the dividend from €4.25 to €4.70.

The excellent results of fiscal 2023 underscore once again the significant relevance of our products and solutions. By combining the real and digital worlds, we empower our customers to master their digital and sustainability transformations. Our technologies are instrumental in solving the most important challenges of our time - including climate change, labor shortages and resilience of value chains. To further expand our leadership in cutting-edge technologies, we invest around 8% of our revenue in research and development annually.

Looking ahead to fiscal 2024, our outlook for the Siemens Group is based on the assumption that geopolitical tensions do not further increase. We anticipate that our Industrial Business will continue to grow profitably, for the Siemens Group we expect revenue growth¹ in the range of 4% to 8%. EPS pre PPA excl. Siemens Energy investment² is expected between €10.40 and €11.00. All the details regarding our guidance are set out in our [Earnings Release for Q4 2023](#).

Thank you for your trust and interest in Siemens.

With best regards,

Eva Scherer, Head of Investor Relations, Siemens AG

¹ On a comparable basis, adjusted for currency translation and portfolio effects

² EPS pre PPA (EPS pre PPA) excl. Siemens Energy Investment (SE)

³ Publicly listed subsidiary of Siemens; Siemens' share in Siemens Healthineers: 75 percent



Roland Busch,
President and CEO

Fiscal 2023 was a year of multiple records: In our Industrial Business, profit and profit margin reached their highest levels ever, and we nearly doubled our net income to a historic high. I would like to thank all our colleagues around the world for their tremendous contribution to these outstanding results. Our strategy is paying off, and we continue to accelerate the digital and sustainability transformations of our customers.

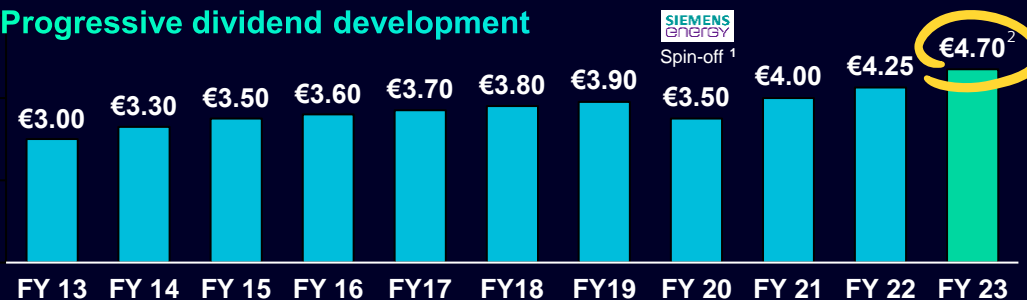
In fiscal 2023, Siemens continued its path of value-creating growth and, for the first time ever, exceeded €10 billion in free cash flow. Our shareholders will benefit from this success, with a proposed dividend increase to €4.70, a corresponding dividend yield of 3.5 percent and our expanded share-buyback program.



Ralf P. Thomas, CFO

Strong focus on shareholder return

Progressive dividend development



3.5% dividend yield

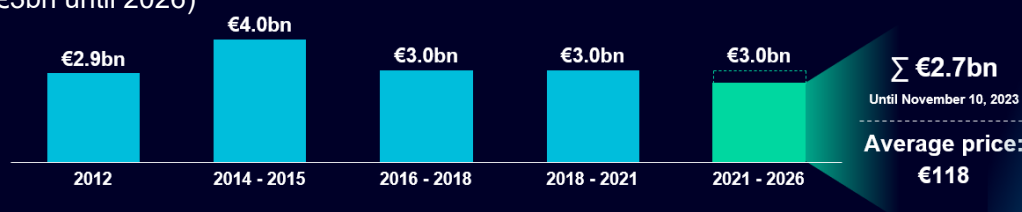
based on a share price of €135.66 on September 29, 2023

1 FY 2020 representing stable dividend compared to FY 2019, adjusted for Siemens Energy spin-off

2 Proposal to Annual Shareholders' Meeting

Continued share buyback, current program very well on track

(€3bn until 2026)



New share buyback of up to €6bn for up to 5 years

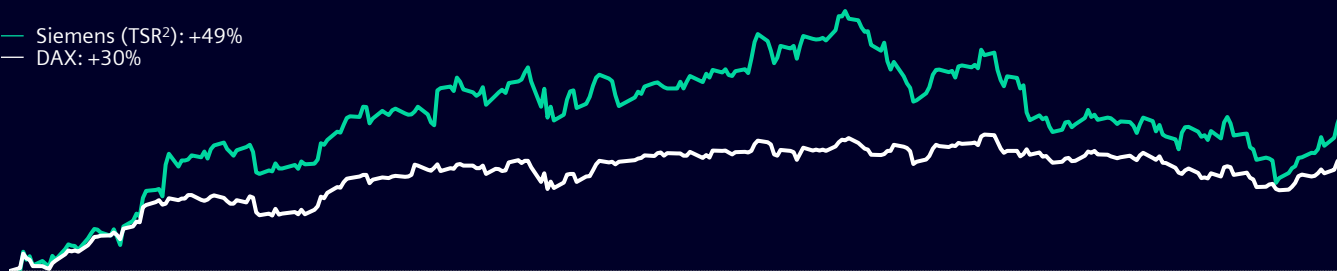
September 30, 2022

Siemens: €101.20

November 16, 2023

Siemens: €146.82

— Siemens (TSR²): +49%
— DAX: +30%



Alstom -24% | ABB +39% | Schneider +43% | Rockwell +29% | Dassault +17% (each TSR²)

Source: Refinitiv as of Nov 16, 2023 5:40pm CEST

² Total shareholder return (TSR) = Return on share price development incl. dividend reinvestment

Siemens and Microsoft partner to drive cross-industry AI adoption

Microsoft and Siemens are deepening their partnership by bringing the **benefits of generative AI** to industries worldwide. As a first step, the companies are introducing **Siemens Industrial Copilot**, an AI-powered jointly developed assistant that will simplify virtual collaboration of design engineers, frontline workers, and other teams across business functions.



Satya Nadella
Chairman and CEO, Microsoft

We're building on our longstanding collaboration with Siemens and bringing together AI advances across the Microsoft Cloud with Siemens' industrial domain expertise to empower both frontline and knowledge workers with new, AI-powered tools, starting with Siemens Industrial Copilot.

Siemens Industrial Copilot will allow users to rapidly generate, optimize and debug complex automation code, and **significantly shorten simulation times**. This will **reduce a task that previously took weeks to minutes**. The copilot ingests automation and process simulation information from Siemens' open digital business platform, **Siemens Xcelerator**, and enhances it with **Microsoft's Azure OpenAI Service**. Using **natural language**, maintenance staff can be assisted with detailed repair instructions and engineers with quick access to simulation tools. The companies envision AI copilots assisting professionals in **various industries**, including manufacturing, infrastructure, transportation, and healthcare.

Schaeffler AG, a leading automotive supplier, is among the first in the automotive industry to embrace generative AI in the engineering phase. This helps its engineers to **generate reliable code for programming industrial automation systems** such as robots. In addition, the company intends to incorporate the Siemens Industrial Copilot during their own operations, aiming to **significantly reduce downtimes**, and also for their clients at a later stage.

This has the potential to revolutionize the way companies design, develop, manufacture, and operate. Making human-machine collaboration more widely available, allows engineers to accelerate code development, increase innovation and tackle skilled labor shortages.



Roland Busch
President and CEO, Siemens

For more information, please find the complete press release [here](#).

Did you know ...

... that from every €100 of revenue that Siemens generates, we reinvest around €8 in research and development – much more than many of our peers?

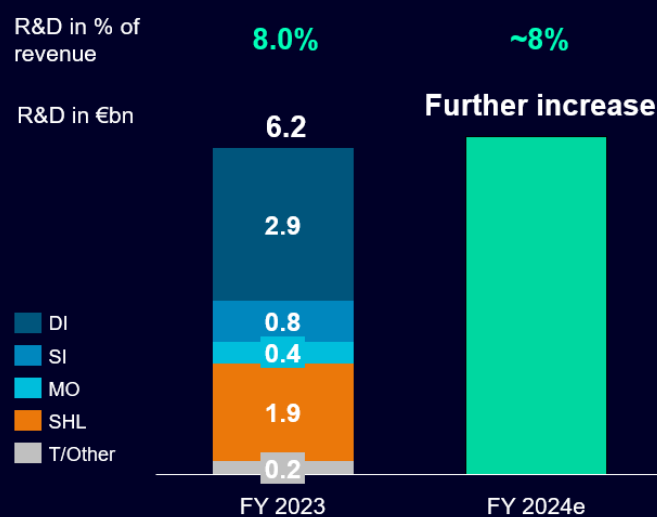
One of our key strengths has always been the **ability to turn great inventions into innovative technologies.**

We see **targeted** and **outcome-driven investment in innovation** as an important lever for our **future success.**

In the last few years, we have been investing around **8% of revenue in R&D** to constantly upgrade and drive the **connectivity of our strong hardware base** while intensifying investments in our **software and digital portfolio.**

And we plan to continue on this path. It is our clear goal to **extend our market-leading technology positions, drive our sustainability offerings** and **expand software-as-a-service models** across all our businesses.

Innovation investments as key lever ...



... to drive market leadership & profitable growth

Financial Calendar

Feb 08, 2024	1st quarter results FY24 and AGM
May 16, 2024	2nd quarter results FY24
Aug 08, 2024	3rd quarter results FY24
Nov 14, 2024	4th quarter results FY24

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](https://www.siemens.com/siemensreport)), and in the Interim Group Management Report of the Half-year Financial Report (provided that it is already available for the current reporting year), which should be read in conjunction with the Combined Management Report. 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, unrest or acts of war, 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.

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.