# Excellent results across all businesses Guidance raised again

Roland Busch, President and CEO Siemens AG Ralf P. Thomas, CFO Siemens AG



#### Notes and forward-looking statements

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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.



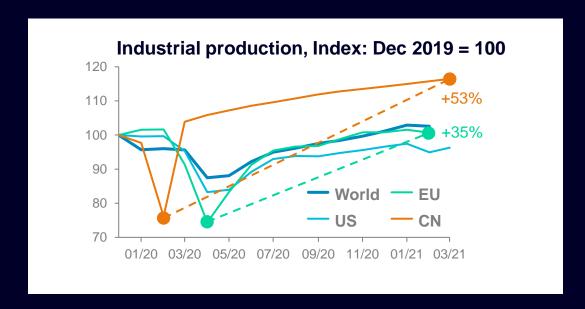
## Roland Busch

President and CEO of Siemens AG



#### Successful strategy execution and sustainable high performance

#### While recovery from pandemic gains traction...



- Strong industry rebound also benefitting from restocking and focus on supply chain resilience
- Fiscal stimulus and accelerating vaccination to further boost broad based recovery

#### ... stringent execution is key priority

- Portfolio substantially strengthened
- Competitiveness programs fully on track
- Superior customer value by uniquely combining real and digital worlds
- Sustainability offers excellent opportunities
- Pandemic as catalyst to accelerate digital transformation
- Excellent Q2-performance across all metrics



- Maintain strong operational momentum
- Prudent management of investments and risks
- Outlook raised again

#### Decisive steps to shape and strengthen our portfolio



**Acquisition of** 

varian



- Closing as of April 15, 2021
- **US\$ 16.4bn purchase price**
- **After equity raises Siemens** stake at 75%
- **Strong strategic rationale**
- Synergies of at least €300m p.a. in FY 2025

Smart Infrastructure: C&S Electric acquisition in India



- Closing as of March 1, 2021
- 99.22% acquired for Rs. 21bn
- Rising LV power distribution demand in India
- Creating an export hub







- **Both Next47 portfolio** companies listed at NYSE
- Continuing collaboration in partner ecosystem
- Material capital gain of €0.2bn related to ChargePoint

**Portfolio Companies: Flender divest** 



- Closing as of March 10, 2021
- **Sold to The Carlyle Group**
- **Enterprise Value of €2.0bn**
- Substantial gain of €0.9bn

#### Digitalization offers tremendous opportunities – Siemens is setting the pace

#### **Hanover Fair – Infinite opportunities from infinite data**



- Unmatched virtual experience Digital Enterprise
- > 22,000 visiting participants
- > 70 auditorium presentations
- > 300 tech group presentations
- > 90 guided live tours

#### DI Software – Teamcenter is leader in PLM space



Source: Forrester Research, Q1/2021 Report



#### Sustainability is core to our business – Technology with purpose

#### **ESG - New commitments**



**RE100** 

°CLIMATE GROUP

\*\*CDP

°CLIMATE GROUP EP100 °CLIMATE GROUP EV100

Sustainability at the core of how we do business

#### **WEF Lighthouse factory Amberg**



Leading edge technologies for growth while consuming less resources

#### Strategic partnership



Sustainable automotive production through digitalization & energy efficiency

#### Siemens technologies deliver unique customer value

#### **DI - BioNTech**



Accelerated production setup for Covid-19 vaccine

**SI - Charging solutions** 



Infrastructure for zeroemission public and individual transport

**MO - New South Wales, Australia** 



Higher capacity, more reliability for Sydney train network

#### **Q2 – Excellent results across all businesses**

**Orders** 

+11%



Revenue

+9%



IB Adj. EBITA margin

15.1%



EPS (all in)

€2.82



Free Cash Flow (all in)



**Indust. ND/EBITDA** 

0.6x



Note: Orders and Revenue growth comparable

# Ralf P. Thomas

CFO of Siemens AG



### Digital Industries (DI) Excellent performance and market share gains



#### **Orders:**

Ongoing recovery in key end markets
Strength in short cycle automation

#### Revenue:

Broad based growth across all businesses China and U.S. sharply up EDA standing out in Software

#### Margin:

Strong conversion on substantial revenue growth Discretionary spending still on low level Structural improvements ongoing

#### Free cash flow:

Extraordinary performance
Effective working capital management

<sup>1)</sup> Comparable therein Software x.x% Adj. EBITA margin excl. severance x.x Cash Conversion Rate

### Digital Industries (DI) China continues to be growth driver, while Europe & US clearly catching up

#### DI revenue exposure in vertical end markets

Market trend<sup>1)</sup>
As of Q1/21 As of Q2/21



**Automotive** 







**Machine Building** 







**Pharma & Chemicals** 







Food & Beverage







**Electronics & Semiconductors** 







**Aerospace & Defense** 





#### **Q2 FY 2021 - Key regions Automation (excl. Software)**



Orders +45% | Revenue +61%
Continued growth, PYQ easy comps (Covid-19)



Orders -3% | Revenue -3%
Ongoing recovery visible, down on tough comps



Orders +23% | Revenue -1%
Recovery in orders signaling positive momentum



Orders +34% | Revenue +38%

Order growth driven by Discrete & Process

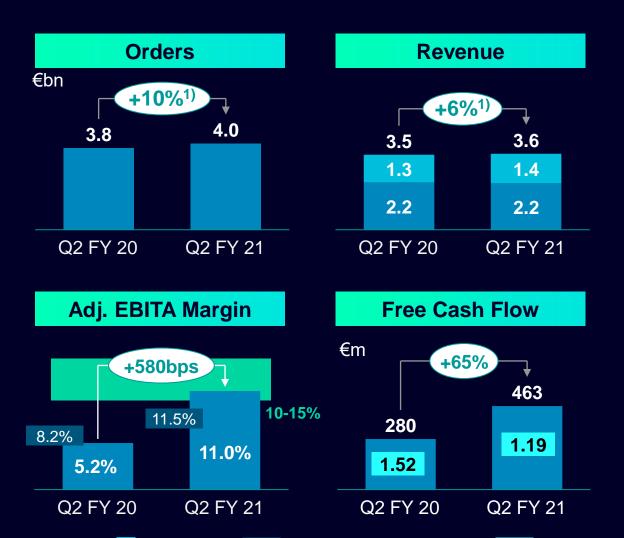
#### Q2 FY 2021 - Software



Revenue Q2 FY 2021 +11%
FY 2021 expected w/ clear growth vs PY

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

### Smart Infrastructure (SI) Continuing strength in product businesses drives profitable growth



#### **Orders:**

Products and systems significantly up Solutions and services return to moderate growth

#### Revenue:

All regions up, China stands out Products and systems businesses main driver

#### **Margin:**

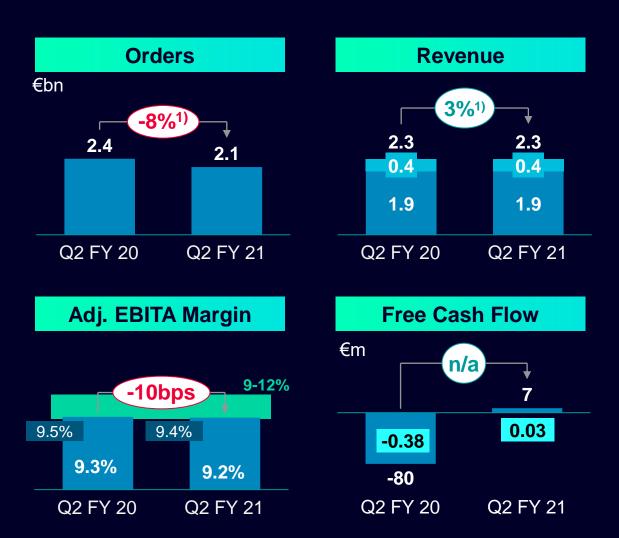
Higher capacity utilization drives profit conversion Sustainable savings from competitiveness program

#### Free cash flow:

**Strong working capital management** 

<sup>1)</sup> Comparable therein Products x.x% Adj. EBITA margin excl. severance x.x Cash Conversion Rate

### Mobility (MO) Solid performance, expect acceleration in H2



#### **Orders:**

Lower volume of large orders

Pandemic related shift of projects into H2 FY 21

Massive acceleration in H2 expected

#### **Revenue:**

Clear growth in Rail Infrastructure
Customer Service business moderately up
Rolling Stock soft

#### Margin:

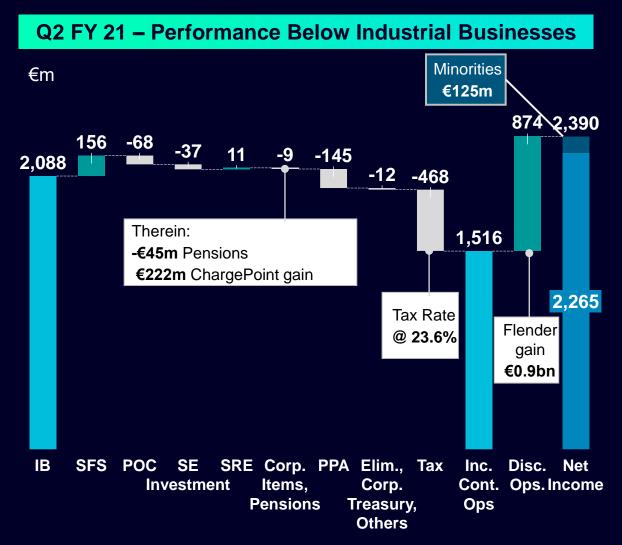
Stringent execution despite pandemic related restraints

#### Free cash flow:

Shift of order related down-payments into H2 Unfavorable milestone payments in Rolling Stock

<sup>1)</sup> Comparable therein Service x.x% Adj. EBITA margin excl. severance x.x Cash Conversion Rate

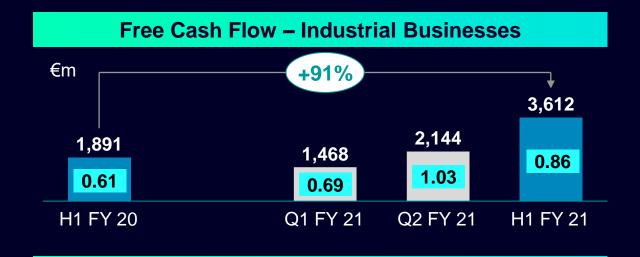
#### Below Industrial Businesses benefitting from portfolio gains



#### **Expectations for FY 2021 excl. Varian**

- **SFS:** significant improvement over FY 2020, however, not at pre-COVID-19 levels
- **POC:** positive contribution from fully owned businesses; overcompensated by negative result of equity investment, which remains volatile.
- **Siemens Energy Investment:** significant PPA-effects of ~€0.2bn still overcompensate positive operational results
- SRE: below prior year, dependent on disposal gains
- Corporate Items & Pensions: on FY 2020 level, H2>H1
- **PPA:** ~0.6bn
- **Eliminat., Corp. Treasury, Others:** Lower cost versus FY 2020 level
- Tax rate: expect range of 24% to 28%
- **Disc. Operations (D/O):** high-triple-digit €m positive result, mainly from Flender divestment

### Free cash flow Sharp improvement towards consistent cash conversion



Free Cash Flow - All in

Excellent cash performance on higher profit and improved operating working capital management

All businesses with cash conversion ahead of 1-growth target, except Mobility



**Strong cash focus across Siemens yields results** 

Substantial tax payments in Q2

#### Siemens Healthineers completed acquisition of Varian on April 15, 2021



### Transformative Combination

- Accelerating Healthineers' impact on global healthcare
- Establishing a strong player along the entire cancer care continuum
- Supporting Healthineers "Upgrading" strategy

### Deal Financing

- As indicated, financed through a combination of debt and equity
- Siemens Healthineers equity raise of in total €5bn
- Siemens placed bonds of \$10bn at very favorable conditions; intercomp. loan at arms length

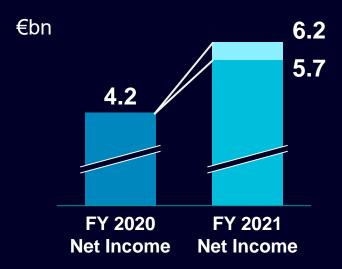
#### **Impact on Siemens**

- Siemens' shareholding in Siemens Healthineers diluted from 85% to 75%
- Clear commitment to current rating and deleveraging actions
- Mid-term value accretion based on strong strategic rationale and financial profile
- At least €300m synergies in FY 2025

#### Outlook FY 2021 raised again

#### **FY 2021 Siemens Group**

- Book-to-bill >1
- Comparable revenue growth
   of 9 11% (previous mid to high-single digit)
- Net income of €5.7 €6.2bn (previous €5.0 – €5.5bn)



#### **FY 2021 Framework Businesses**

	Comparable revenue growth	Adj. EBITA margin expectation			
Digital Industries	9 - 11% (previous: Clear)	20 - 21% (previous: 19 - 20%)			
Smart Infrastructure	5-7% (previous: Moderate)	11 — 12% (previous: 10.5 – 11.5%)			
Mobility	Mid-single digit	9.5 – 10.5%			

As previously, this outlook excludes burdens from legal and regulatory issues and effects in connection with Siemens Healthineers' acquisition of Varian Medical Systems, Inc.

### **Questions and Answers**

### **Business and financial media**

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### **Appendix**

### Siemens Financial Services (SFS) Outstanding SFS profitability given still uncertain market environment

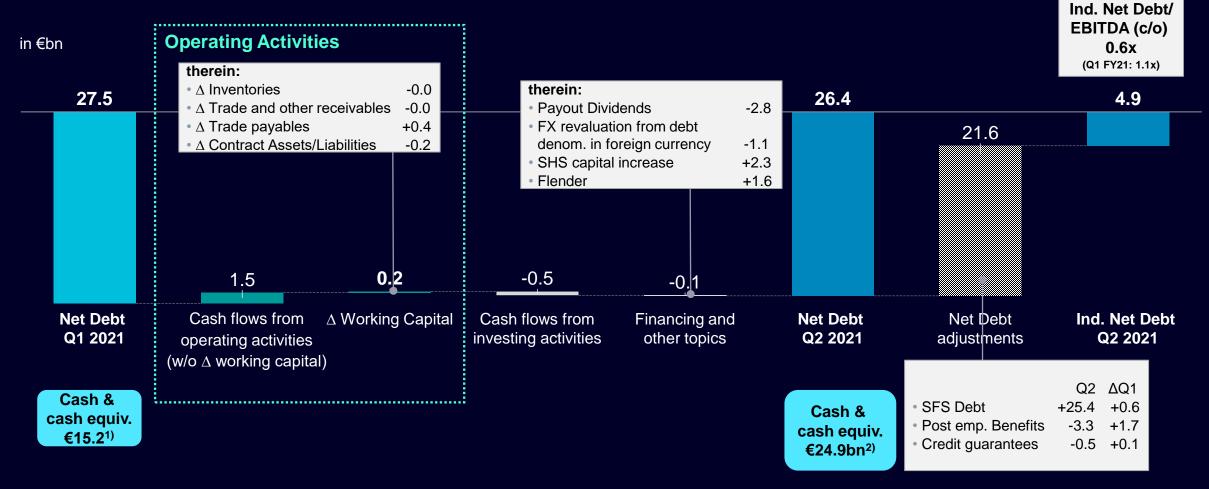


Continuing recovery of SFS profitability
Extraordinarily strong performance of Debt
Business
Solid contribution from Equity Business (€26m)



Increase in total assets compared to prior quarter, driven by FX effects

#### Net debt bridge Q2 FY 2021



Note: Fair value adj. (hedge accounting) as of Q2 2021 reported within Net Debt. Therefore, Net Debt Q1 2021 restated.

- 1) Sum Cash & cash equivalents of €14.0bn and current interest bearing debt securities of €1.2bn
- 2) Sum Cash & cash equivalents of €23.7bn and current interest bearing debt securities of €1.2bn

### Provisions for pensions further improved in Q2, mainly due to increase of discount rate and extraordinary fundings

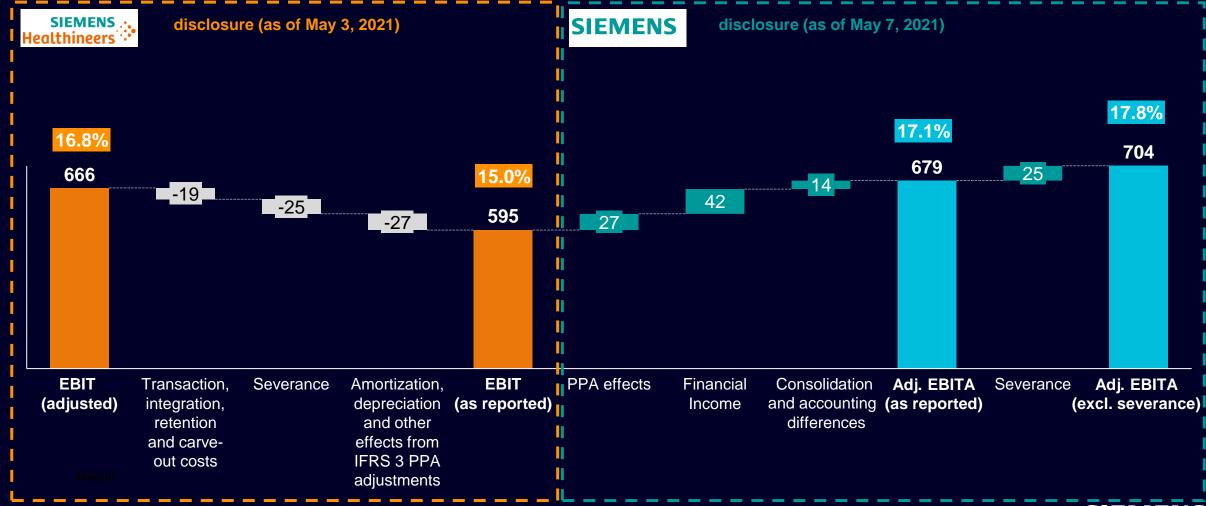
in €bn¹	FY 2018	FY 2019	Q1 FY 2020	Q2 FY 2020	Q3 FY 2020	Q4 FY 2020	Q1 FY 2021	Q2 FY 2021
Defined benefit obligation (DBO) <sup>2</sup>	-35.9	-40.3	-39.2	-33.4	-35.7	-35.8	-37.1	-35.6
Fair value of plan assets <sup>2</sup>	28.7	31.3	31.2	26.7	28.4	30.0	32.5	32.7
Provisions for pensions and similar obligations	-7.7	-9.9	-8.6	-7.5	-7.9	-6.4	-5.0	-3.3
Discount rate	2.4%	1.3%	1.5%	1.8%	1.3%	1.1%	0.7%	1.2%
Interest income	0.5	0.6	0.1	0.1	0.1	0.1	0.1	0.1
Actual return on plan assets	0.4	3.2	-0.5	-1.6	2.3	0.1	1.7	-0.3

<sup>1)</sup> All figures are reported on a continuing basis

<sup>2)</sup> Difference between DBO and fair value of plan assets additionally resulted in net defined benefit assets (Q2 2021: +€0.5bn); DBO including other postemployment benefit plans (OPEB) of -€0.4bn

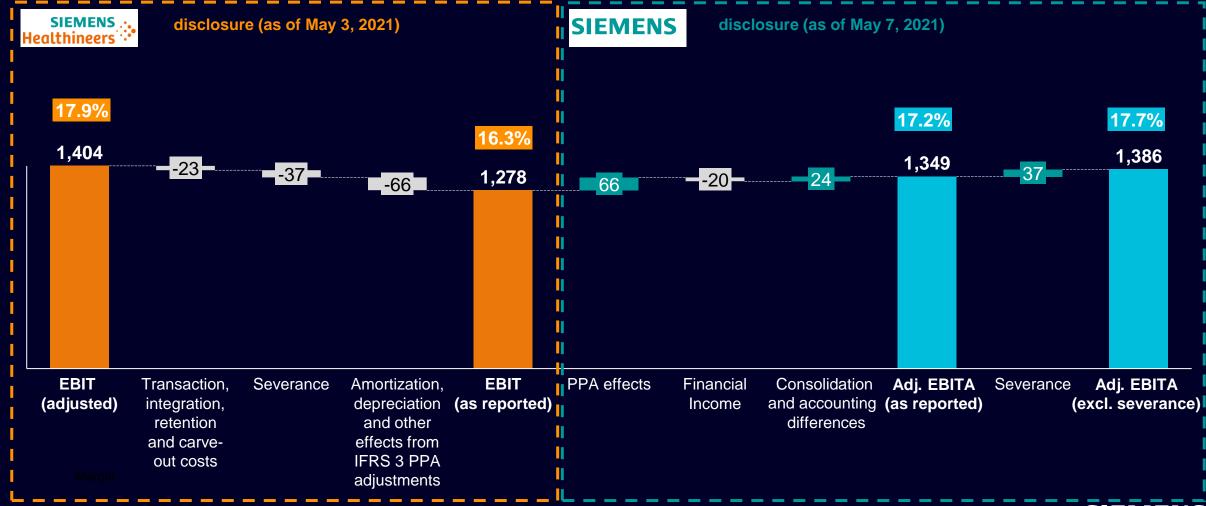
### Q2 FY 2021 Profit Bridge from SHS disclosure to SAG disclosure Different profit definitions at SHS and SAG to be considered in models

in €m



### H1 FY 2021 (YTD) Profit Bridge from SHS disclosure to SAG disclosure Different profit definitions at SHS and SAG to be considered in models

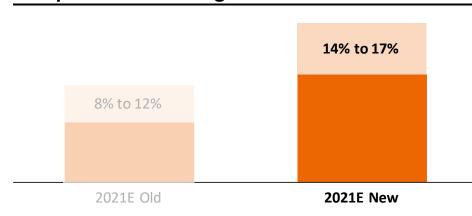
in €m



#### Outlook 2021 raised due to stronger operational business, updated rapid antigen assumption and H2 Varian contribution

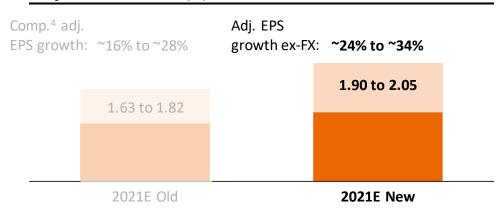


#### Comparable revenue growth<sup>1,3</sup>



- Higher growth from updated revenue assumption for rapid antigen tests, and improved outlook for Imaging and Advanced Therapies
  - **Imaging** to grow above 8% (before: ≥7%)
  - Diagnostics to grow above 25% (before: at least mid-teens), assumption for rapid antigen test sales updated to ~€750m
  - Advanced Therapies to grow above 7% (before: ≥6%)
- Expected Varian revenue contribution in H2<sup>5</sup> of €1.2bn to €1.4bn
- Varian revenue contribution **not included in comparable growth rate**

#### Adj. basic EPS<sup>2,3</sup> (€)



- **Higher EPS** from higher revenue growth and H2 Varian contribution
- **Diagnostics** margin to exceed 10% (before: >7%)
- Unchanged assumptions vs. previous outlook: Imaging to improve adj. EBIT margin ~100 bps y-o-y, **Advanced Therapies** to keep industry leading margins and tax-rate at 27% to 29%
- Expected Varian adj. EBIT margin in H2<sup>5</sup> of 12% to 14%
- Adj. financial income net<sup>6</sup> for the group expected at -€50m to -€70m
- Varian transaction **EPS-accretive within FY21** vs. previous outlook<sup>7</sup>

new outlook for FY21 at 1,100m av shares outstanding; share count as of March 25th at 1,128m, Varian expected to be EPS-accretive within 12 months on 1,128m shares

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<sup>1</sup> 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 PPA 2 Adjusted for expenses for portfolio-related measures, and severance charges, for EPS net of tax and calculated for FY2021 with 1,100m av. shares outstanding | 3 The outlook is based on certain assumptions, see Half-year Financial Report 2021 | 4 Excl. y-o-y effects from FX and from share count dilution | 5 Preliminary estimates due to uncertainties from harmonization of accounting methods | 6 Adjusted for transaction-related costs within financial income net | 7 Share count in previous outlook at 1,072m,

#### Varian transaction effects as reported by Siemens Healthineers on May 3rd

#### **Post-closing transaction details**



#### Reporting & Outlook

- Reporting as a new segment, fully transparent to capital markets
- Harmonization of accounting methods, e.g. in revenue recognition
- H2 FY21 (Apr 15 Sep 30) incorporated into outlook for FY21, view on FY22 and beyond at capital market day in autumn

#### Transactionrelated costs & PPA

- Transaction-related costs<sup>1</sup> in H2 FY21 expected at ~€0.2bn to ~€0.3bn (to be eliminated in adj. EBIT<sup>2</sup> and in adj. EPS<sup>2</sup>)
- Therein ~€0.1bn from the valuation of a deal contingent forward, expected to negatively impact financial income net in Q3 FY21 (to be eliminated in adj. EPS²)
- PPA effects<sup>3</sup> estimated at ~€0.5bn to ~€0.7bn p.a.

### Tax & Financing

- Impact on tax-rate for FY21 expected to be not material
- Financial income net expected to be impacted by ~€25m to ~€30m interest expenses p.a. in the coming fiscal years (~0.3% p.a. on a total loan volume of \$10bn)<sup>4</sup>

Q2 FY2021 Unrestricted © Siemens Healthineers AG, 2021 | **14** 



<sup>1</sup> Includes transaction, integration, retention, severance charges and transaction-related costs within financial income | 2 Further explanations regarding our financial key performance indicators see chapter "A.2 Financial performance system" in the Annual Report 2020 | 3 Amortization, depreciation and other effects from IFRS 3 purchase price allocation adjustments | 4 Volume-weighted average interest rate, for further explanations see Note 4 "Financial instruments" in the Halfyear Financial Report 2021

#### Financial calendar

