

# Successful start to fiscal 2024

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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 Business highlights

Strong performance, accelerating transformation by combining the real and digital worlds

## ROBUST TOPLINE

### Orders up

- Book-to-bill 1.21, driven by MO
- SI on a high level
- DI AUT sequentially up

### Clear revenue growth

- Up +6%
- Driven by MO, SI and SHS
- DI slightly lower

### Competitive strength

- SI Electrification standing out, revenue up +20%

## STRINGENT EXECUTION

### Successful conversion

- Q1 IB profit of €2.7bn
- IB margin at 15.8%

### Sharply improved free cash flow

- €1.3bn for IB
- €1.0bn “all in”

### Full-year guidance confirmed

## CONSISTENT STRATEGY

### Accelerating transformation

- Driving industrial metaverse
- Ecosystem expansion

### SaaS transition fully on track

- ARR up +15%,
- Cloud ARR at €1.3bn

### Portfolio optimization

- SE stake reduced to 17.1%
- 18% Siemens Ltd. India acquired
- Heliox acquisition closed

## Q1 Key Financials

Orders

**€22.3bn**

+2%

Revenue

**€18.4bn**

+6%

IB Profit margin

**15.8%**

EPS pre PPA

**€2.58** ex SE  
invest

**€3.19** as reported

Free cash flow

**€1.0bn**

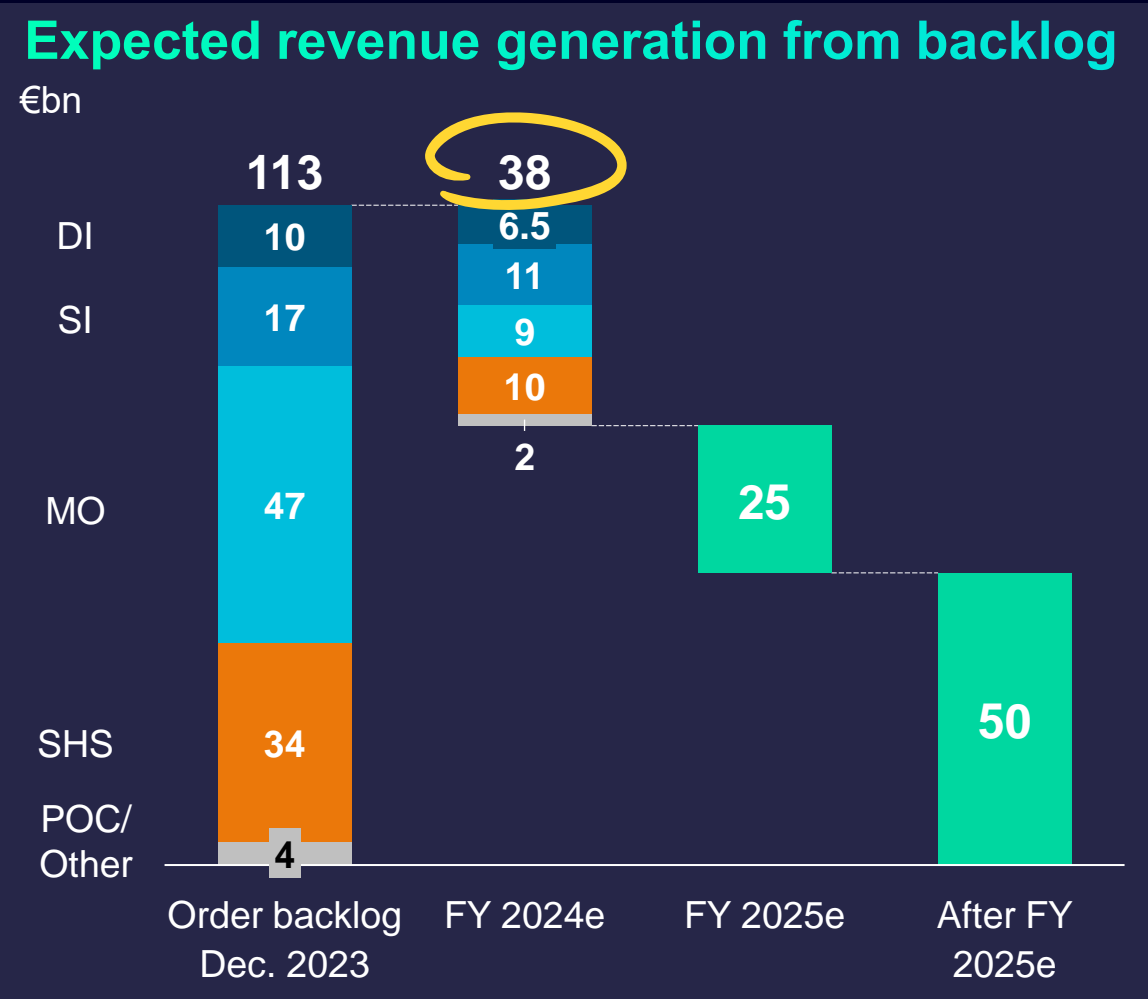
Industrial Net debt/EBITDA

**0.7x**

Note: Orders and Revenue growth comparable

# Order backlog on record level

## Stringent execution building on resilient supply chains



### Leveraging operational excellence

- Continuing high demand in systems, solution and service businesses on secular trends
- Short-cycle product orders further normalizing with ongoing destocking
- Stringent management of Red Sea logistical challenges, building on experience
- Excellent transparency through data analytics and AI in the supply chain
- Resilience through localized value chains

# Siemens delivers innovations to enable the industrial metaverse

## Powerful tech event at CES 2024



### Siemens & AWS

## Access to generative AI



- Integration of AWS Bedrock into Siemens Mendix low code development platform
- Customers to create new and upgrade existing applications with latest generative AI technologies
- Simpler, faster and more efficient development to drive productivity

### Siemens & Sony

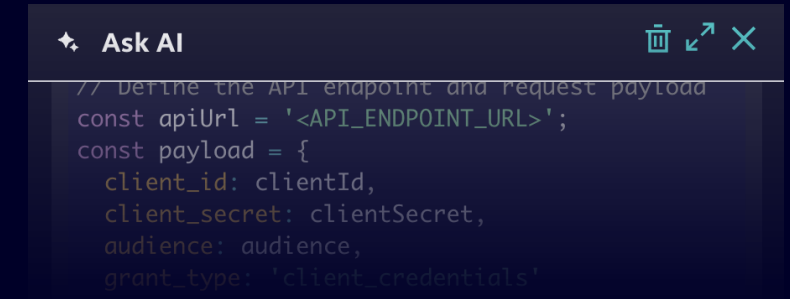
## Immersive engineering



- Combining Siemens' NX software with Sony's new spatial content creation system
- Create and explore design objects in borderless immersive workspace

### Siemens Xcelerator

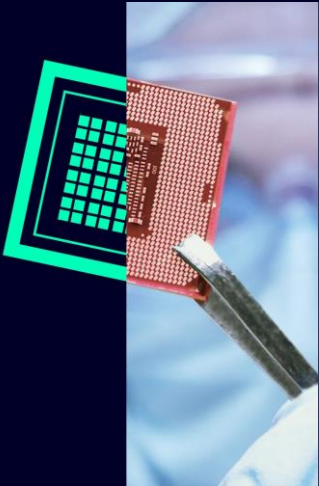
## Launch developer portal



- Holistic space to explore and access Siemens' and partner APIs
- Full set of developer resources and innovative AI companion
- Streamlined developer journey from discovery to deployment

# Siemens Xcelerator and vertical know-how drive customer value

## Sustainability impact through decarbonization, resource efficiency & people centricity



### SEMICONDUCTOR – INTEL

#### Advanced manufacturing

Enhanced efficiency and sustainability in semiconductor infrastructure, facilities and factory operations across entire value chain

### AUTOMOTIVE – RED BULL FORD POWER TRAINS

#### Sustainable future of motorsport

Siemens Xcelerator as digital backbone for development of 2026 next generation hybrid power unit



### PUBLIC TRANSPORT – LEIPZIG & REGION

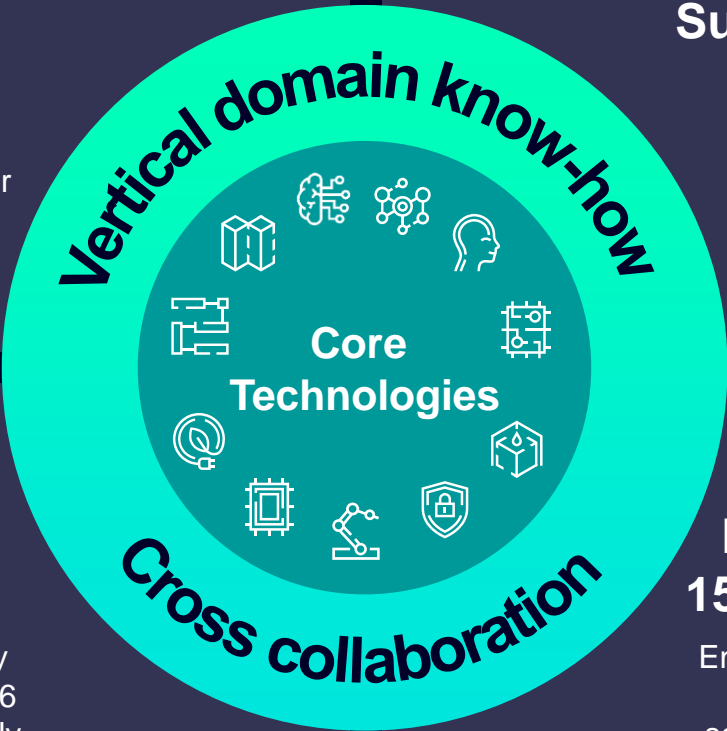
#### 75 Mireo regional trains

Platform based trains, partially battery powered, covering 10.6 million train kilometers annually with up to 25% higher energy efficiency

### FOOD & BEVERAGES – HEINEKEN

#### Decarbonization of 15+ production sites

Energy digital twin simulation as basis for implementation of scalable solutions and services; save up to 20% energy & reduce 50% CO<sub>2</sub>

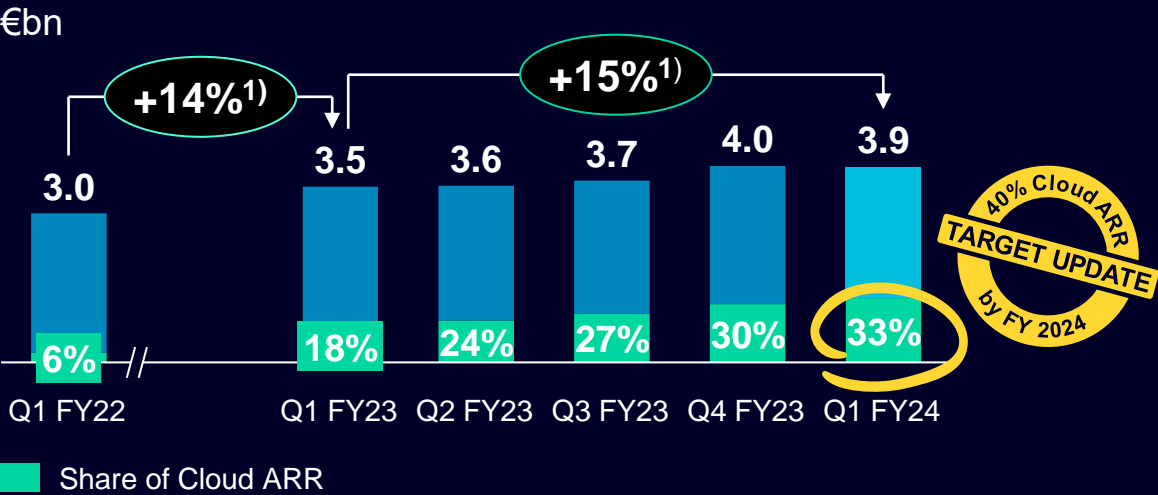




# Combining the real and digital worlds

## Strong underlying growth momentum with SaaS transformation at high pace

### DI SW – Annual Recurring Revenue (ARR)



### Cloud ARR:

- Up 2x y-o-y to €1.3bn

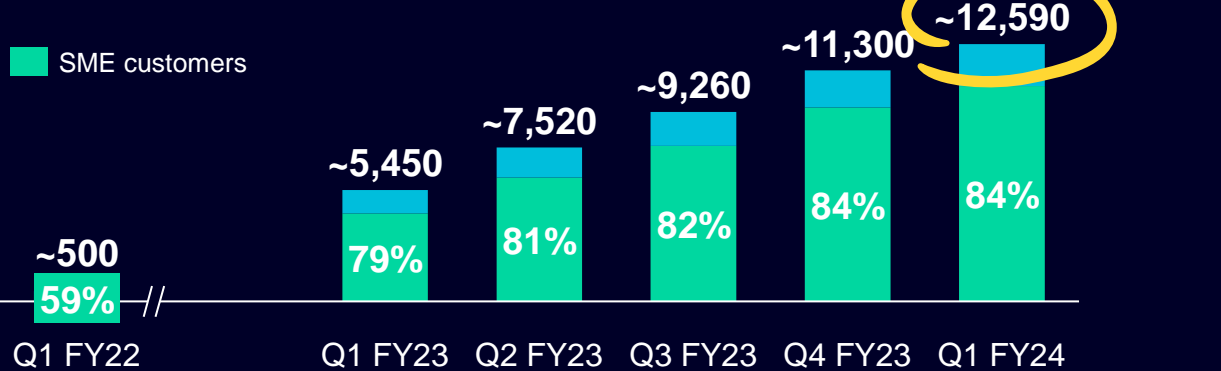
### Cloud invest:

- €56m in Q1 FY 24 | FY 24: targeted invest ~€250m

1 ARR: FX comparable

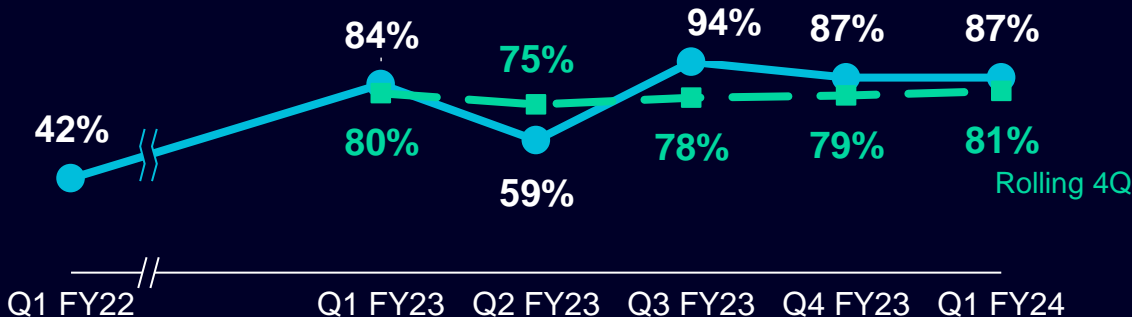
### SaaS transition with high momentum

#### # Customers (accumulated):



### Customer transformation rate to SaaS:

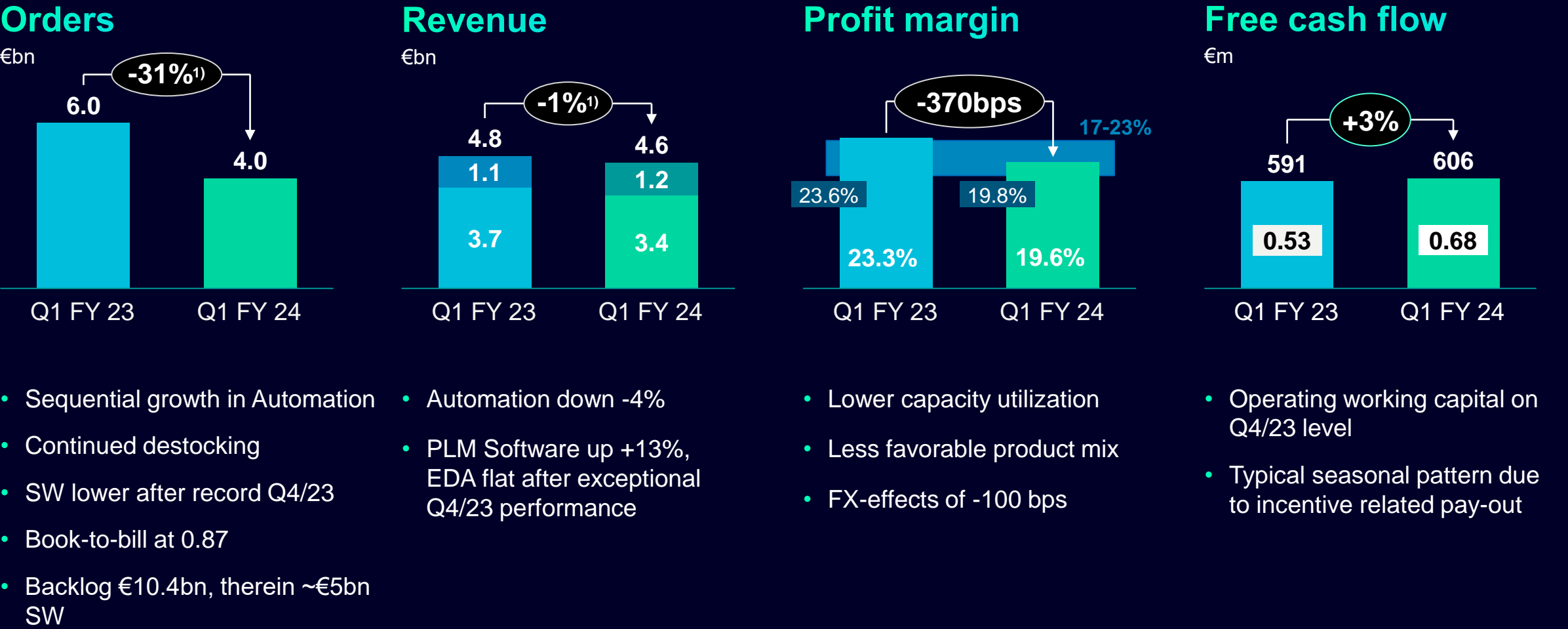
Share of renewals based on total contract value (TCV)





# Digital Industries (DI)

## SaaS transition accelerated, powerful start for cash generation, Automation stabilizing



# Digital Industries (DI)

Automation orders sequentially up after trough in Q4 FY 23

Lower fast turning orders affect revenue growth, backlog further normalizing

## Q1 FY 24 – Key regions Automation



China

### Orders

-55%

### Revenue

-9%

Orders impacted by soft macro and destocking, but sequentially up; Revenue with tough comps



Germany

-29%

-5%

Orders normalizing, sequentially up; Muted macro environment weighed on revenue



Italy

-29%

-11%

Orders normalizing, sequentially up; Revenue lower broad-based



U.S.

-20%

-5%

Orders further normalizing; Process revenue modestly down

## Q1 FY 24 – Software



Global

+8.5%

Robust start driven by PLM SaaS transition fully on track

Note: Growth rates Comparable, excl. FX and portfolio

# Digital Industries (DI)

## Vertical end market trends

Still subdued macro environment

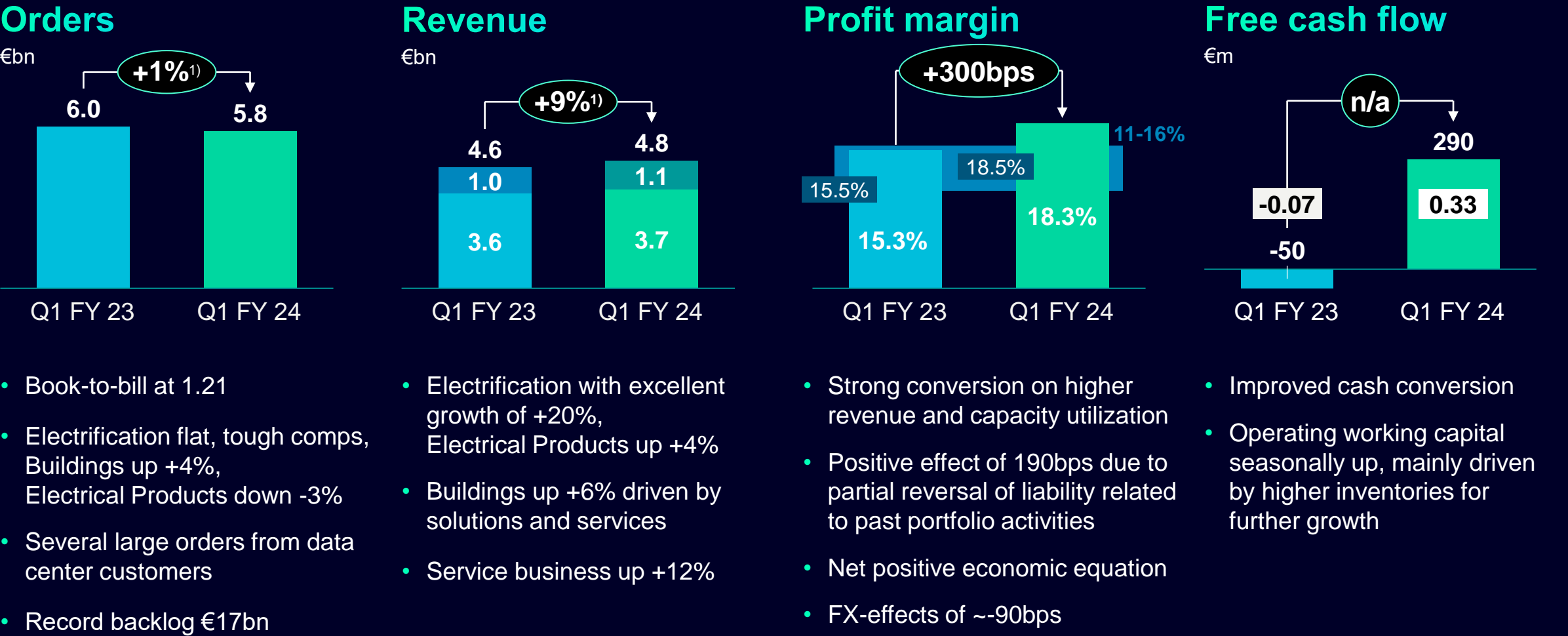
Muted growth momentum in key end markets

1 Y-o-Y industry revenue development for next 6 months based on industry production data from statistical office sources (e.g. NBoS, US Fed, Eurostat)

Vertical end markets	Revenue exposure	Market trend <sup>1</sup> Q4 FY 23	Market trend <sup>1</sup> Q1 FY 24
Automotive	20%	→	→
Machine Building	15%	→	↘
Pharma & Chemicals	10%	→	→
Food & Beverage	10%	→	→
Electronics & Semiconductors	10%	→	→
Aerospace & Defense	5%	↗	→

# Smart Infrastructure (SI)

## Excellent topline performance, record high profitability, robust start for free cash flow



1 Comparable, excl. FX and portfolio

x.x

x.x

therein Service

x.x%

Profit margin excl. severance

x.xx

Cash Conversion Rate

# Smart Infrastructure (SI)

Order growth driven by buildings business and large orders for data center

Revenue growth fueled by strong backlog execution in most regions

## Q1 FY 24 – Key regions Orders Revenue



U.S.

+4%

+15%

Orders up on tough comps driven by Buildings, supported by data center wins; Strong backlog execution, Electrification and Electrical Products (EP) drive growth



Germany

+0%

+0%

Order strength in Buildings balancing softer EP & Electrification on high comps; Revenue up in Buildings & Electrification



China

-4%

-1%

Despite easy comps orders still bottoming out; Revenue soft on macro challenges



Europe  
excl. Germany

-3%

+10%

Lower volume from large orders in Electrification on tough comps; Revenue growth driven by Electrification from power distribution & data center

## Q1 FY 24 – Service



Global

+12%

Broad-based double-digit growth across regions

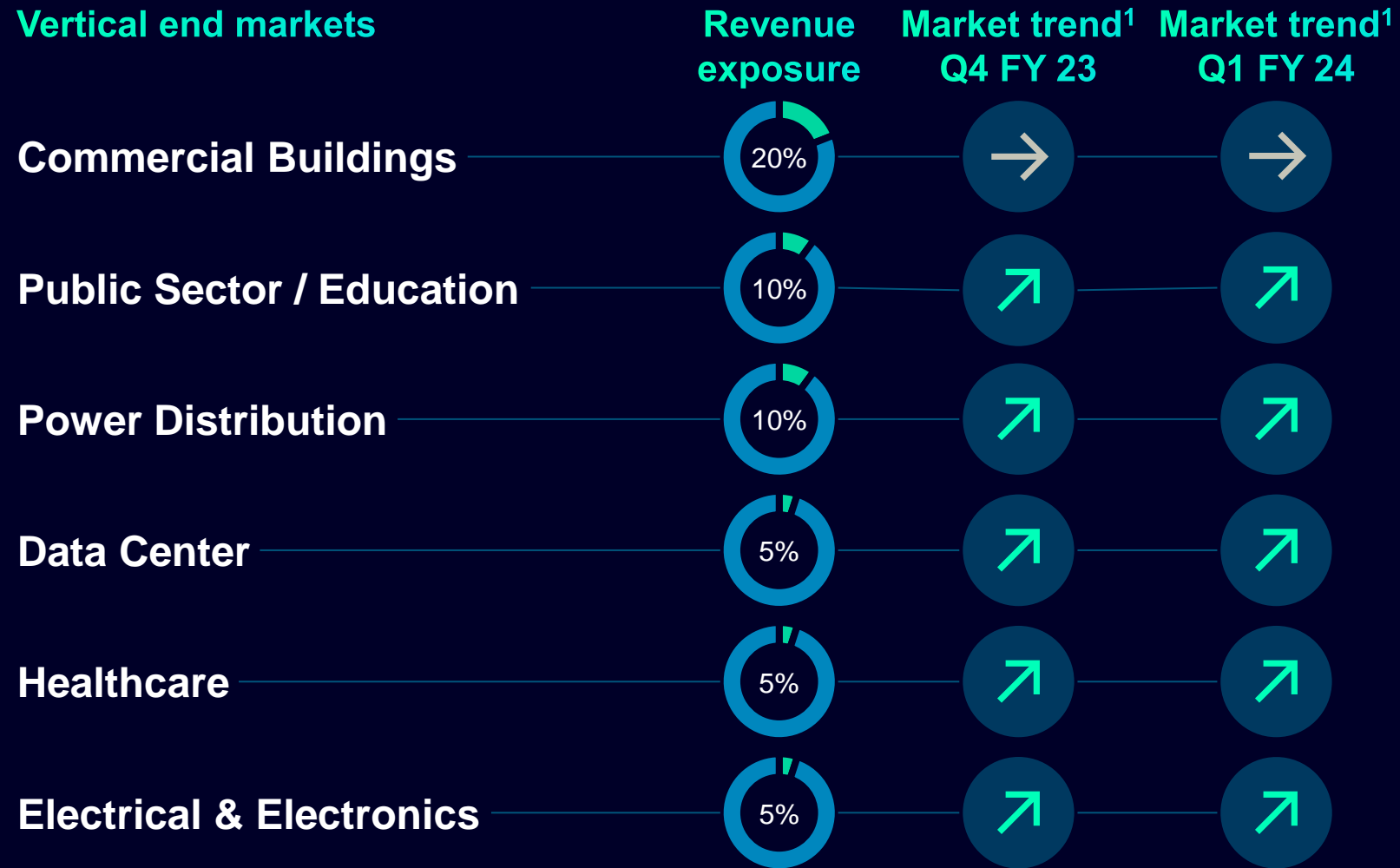
Note: Growth rates Comparable, excl. FX and portfolio

# Smart Infrastructure (SI) Vertical end market trends

Key verticals continue to grow in real terms

Power Distribution and Data Center benefitting from secular growth trends

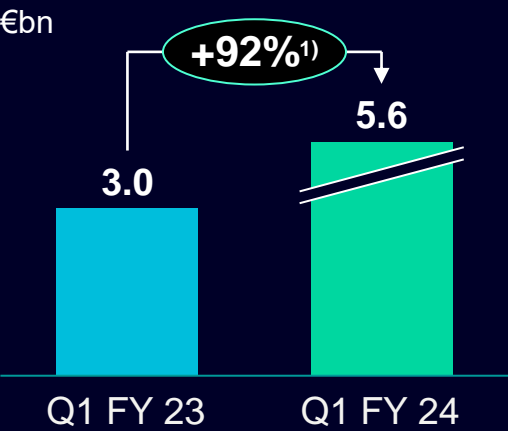
1 Trend next 3 – 4 quarters, Y-o-Y vertical market development



# Mobility (MO)

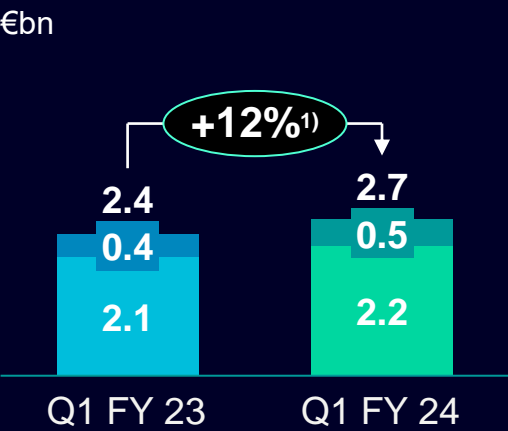
## Strong topline, profitability and free cash flow improvement

### Orders



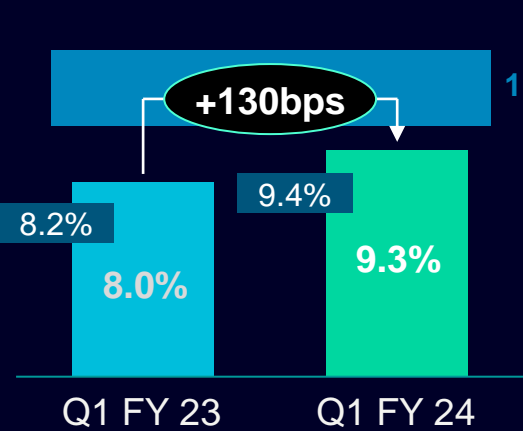
- Book-to-bill at 2.09
- Several large orders in Rolling Stock
- Rail Infrastructure up double-digit
- Backlog at €47bn, therein €12.4bn service

### Revenue



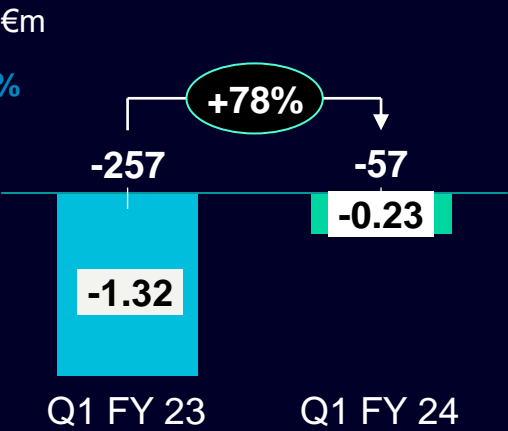
- Double-digit growth across all businesses
- Stringent backlog execution
- Service up +20%

### Profit margin



- Profitability improvement from higher revenue
- Benefitting from trailing effects related to Russia

### Free cash flow



- Seasonally low amount of milestone and downpayments
- Clear catch up in Q2 expected

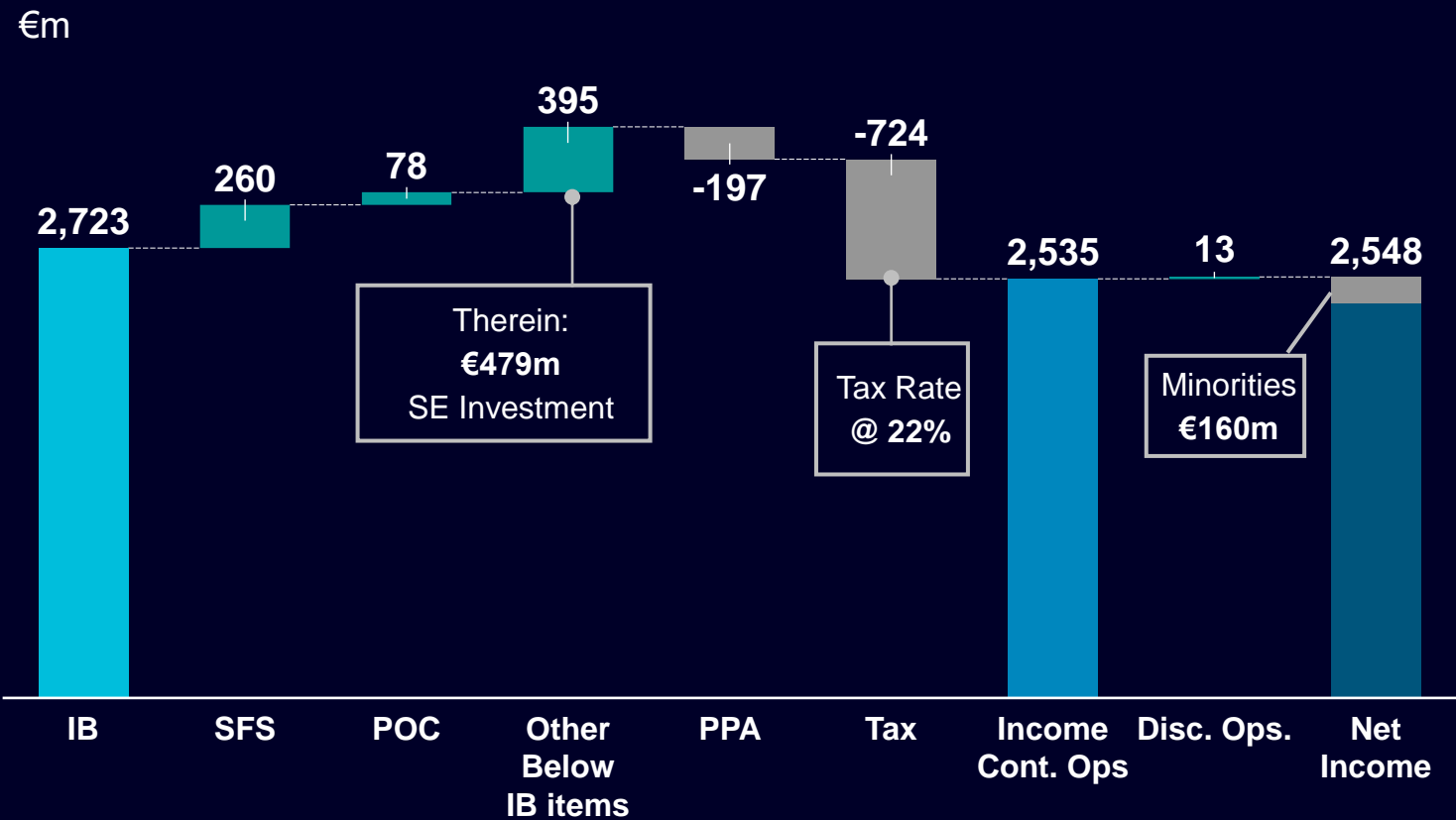
1 Comparable, excl. FX and portfolio      x.x      x.x      therein Service      x.x%      Profit margin excl. severance      x.xx      Cash Conversion Rate



# Below Industrial Business

## Strong operational performance, SE investment gain & change in consolidation method

### Q1 FY 24

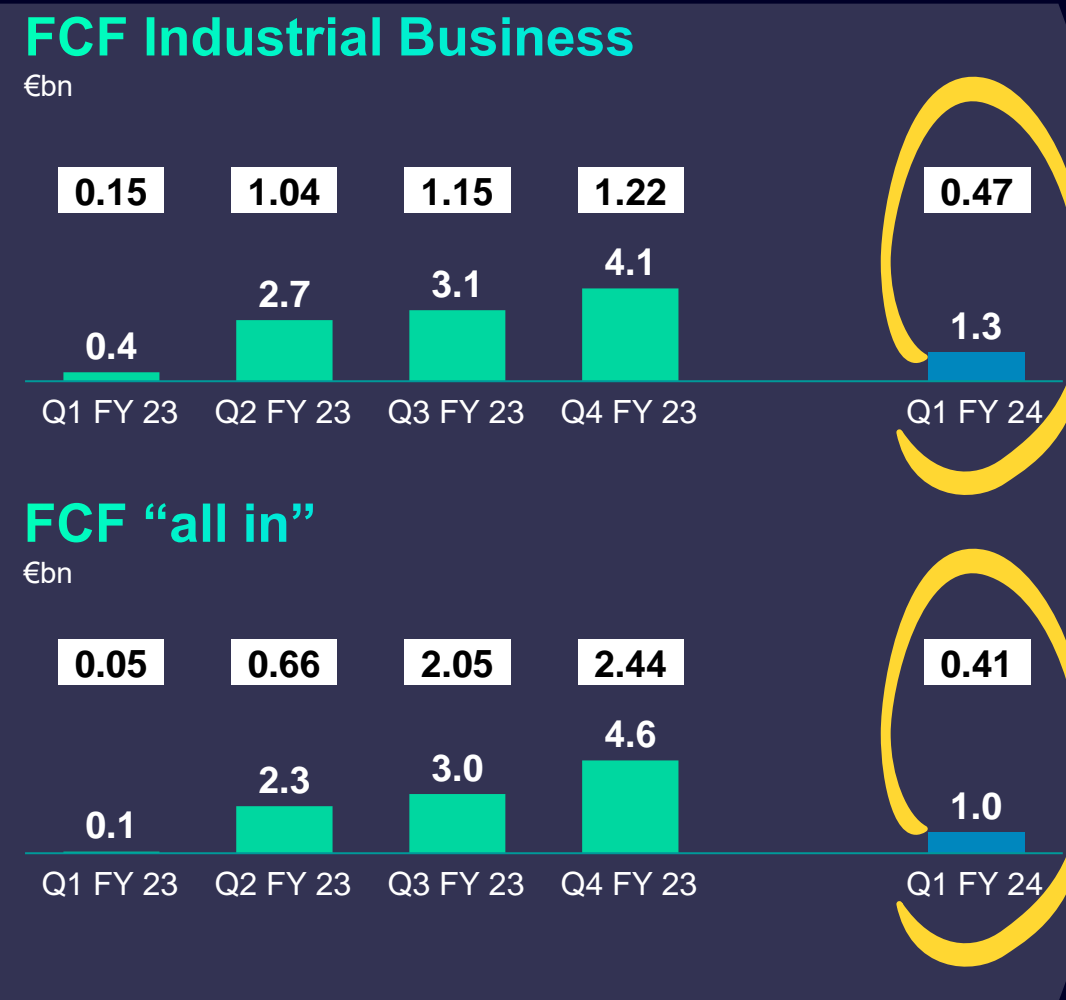


### Key developments

- SFS:**  
 Exceptional performance driven by sale of an equity investment as planned
- Portfolio Companies:**  
 Robust profitability as expected
- Other Below IB items:**  
 SE Investment gain from transfer of shares & termination of equity accounting; remaining stake reported as financial investment
- Net Income:**  
 Reflecting very strong operational performance and lower tax rate

Note: Other Below IB items contains SE Investment; SRE; Innovation; Governance; Pensions; Financing, Elimination, Other  
 Detailed split see page 22

# Free cash flow with sharp improvement over prior year



x.x Cash Conversion Rate

## Stringent working capital management

- Free cash flow improvement across all industrial businesses
- Seasonal increase in operating working capital, mainly driven by higher inventories

## Capital allocation to execute strategy

- €2.1bn for 18% stake in Siemens Ltd. India to accelerate unbundling of business activities of Siemens and Siemens Energy in India (outside FCF)
- €3bn share buyback finalized (Average price of €121)

# Outlook FY 2024 confirmed

Siemens Group		Siemens Businesses	Revenue growth Comparable	Profit margin
Book-to-bill	>1	Digital Industries	0 – 3%	20 – 23%
Revenue growth Comparable	4 – 8%	Smart Infrastructure	7 – 10%	15 – 17%
EPS pre PPA excl. SE Investment	€10.40 – €11.00	Mobility	8 – 11%	8 – 10%

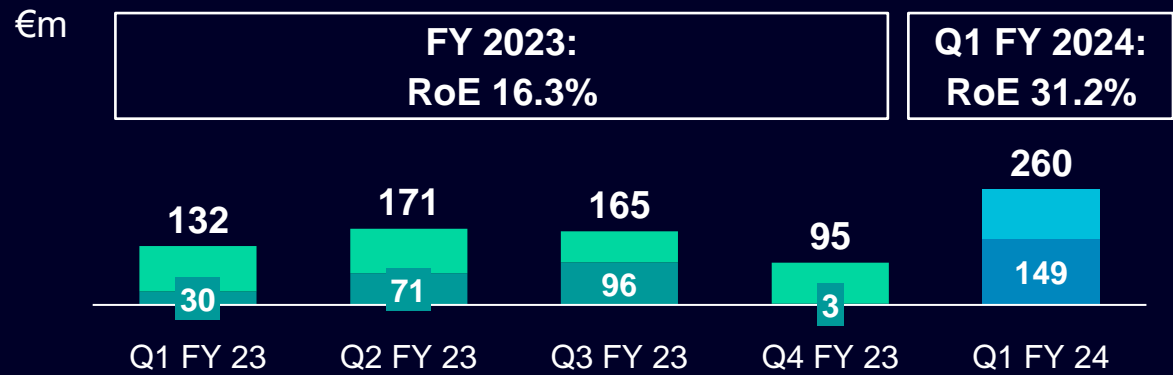
This outlook excludes burdens from legal and regulatory matters

# Appendix

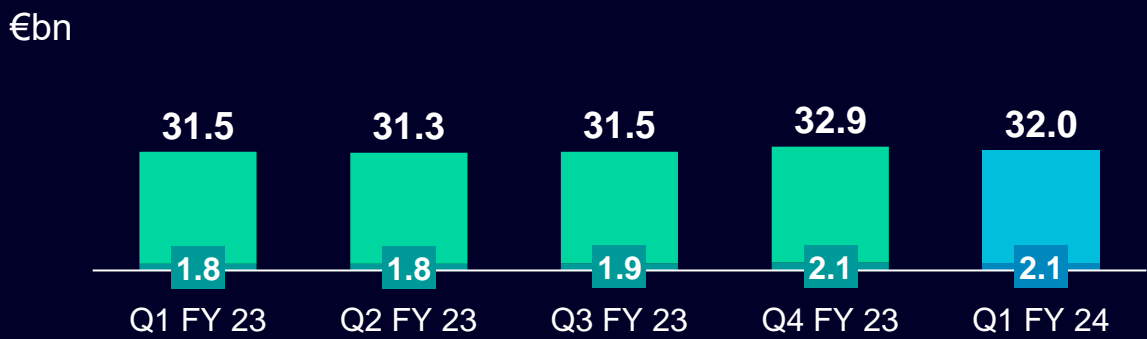
# Siemens Financial Services (SFS)

## Exceptional start into FY 2024 with successful execution of an investment sale as planned

### Earnings before Taxes (EBT)



### Total Assets



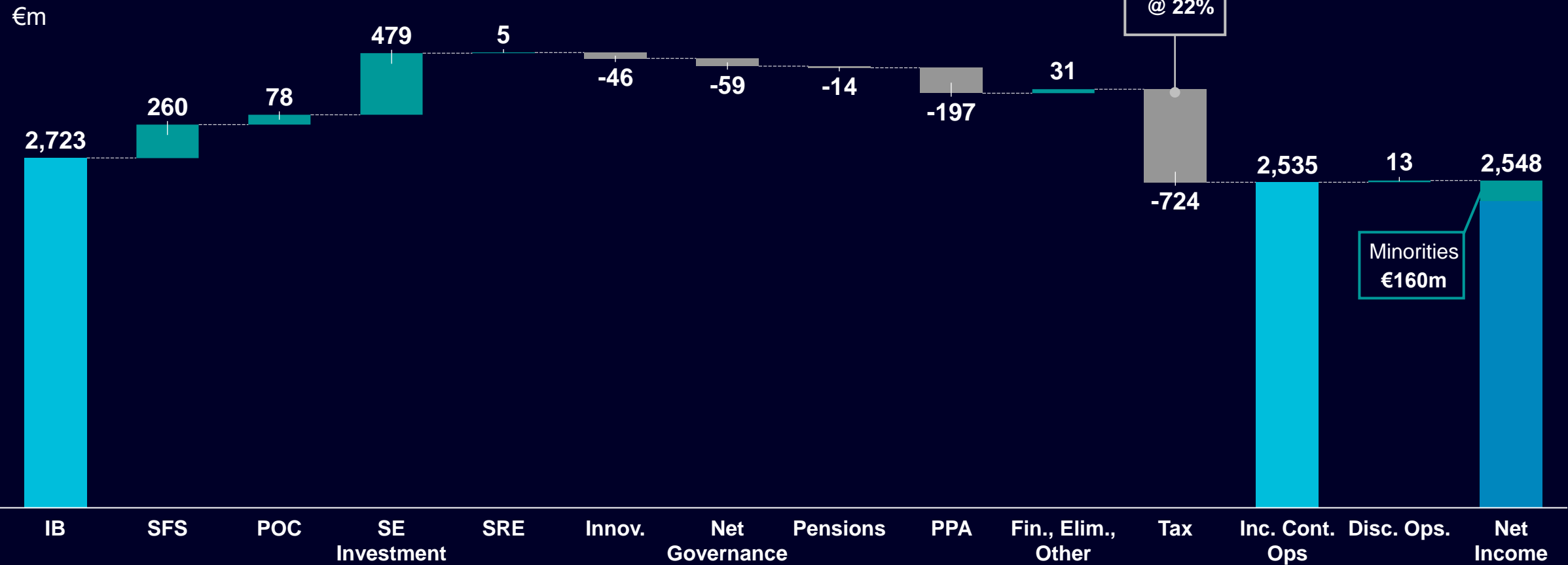
### Q1 developments

- Higher results from **debt business** mainly due to **lower expenses** for **credit risk provisions**
- Equity business** results **particularly high** due to **gain on sale** of a **stake** in an **equity investment**, closing as expected in Q1
- Decrease in total assets** compared to September 30, 2023, mainly driven by negative currency translation effects

# Below Industrial Business

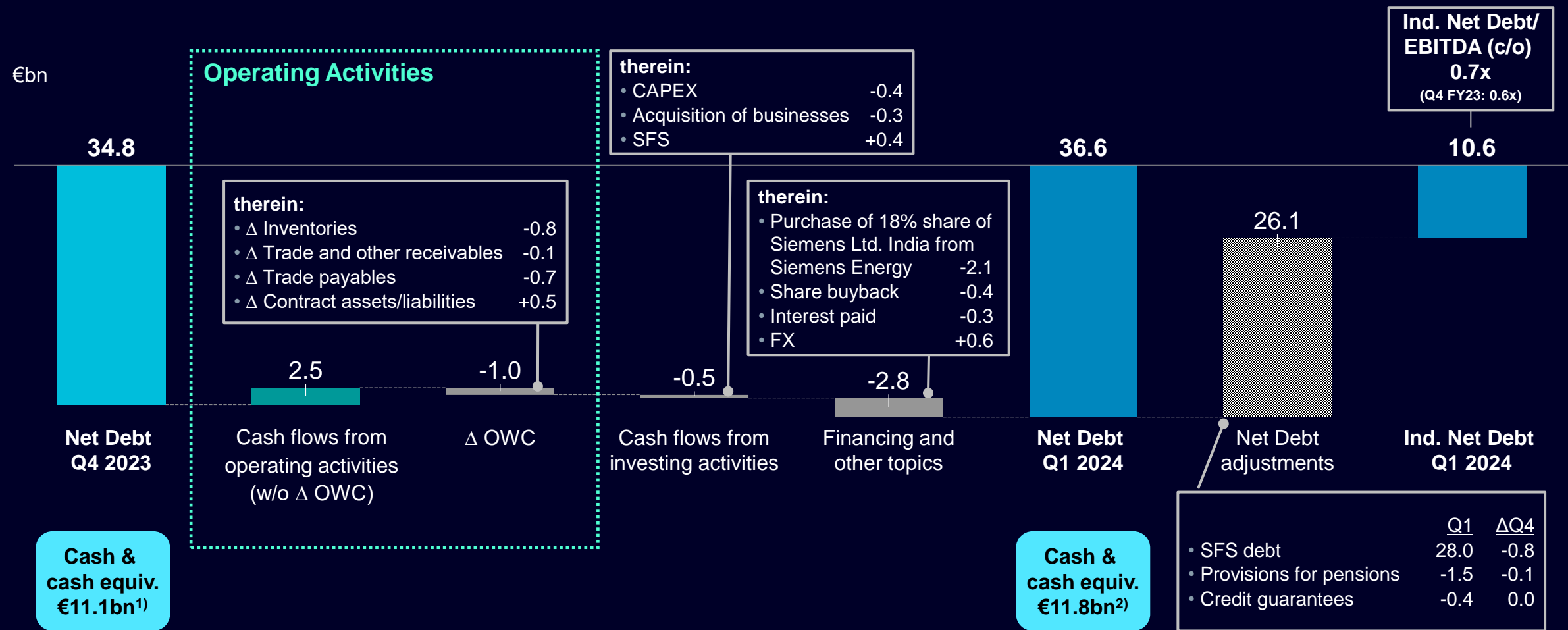
## Strong operational performance, SE investment gain

Q1 FY 24



# Net Debt bridge

## Capital Structure remains rock solid



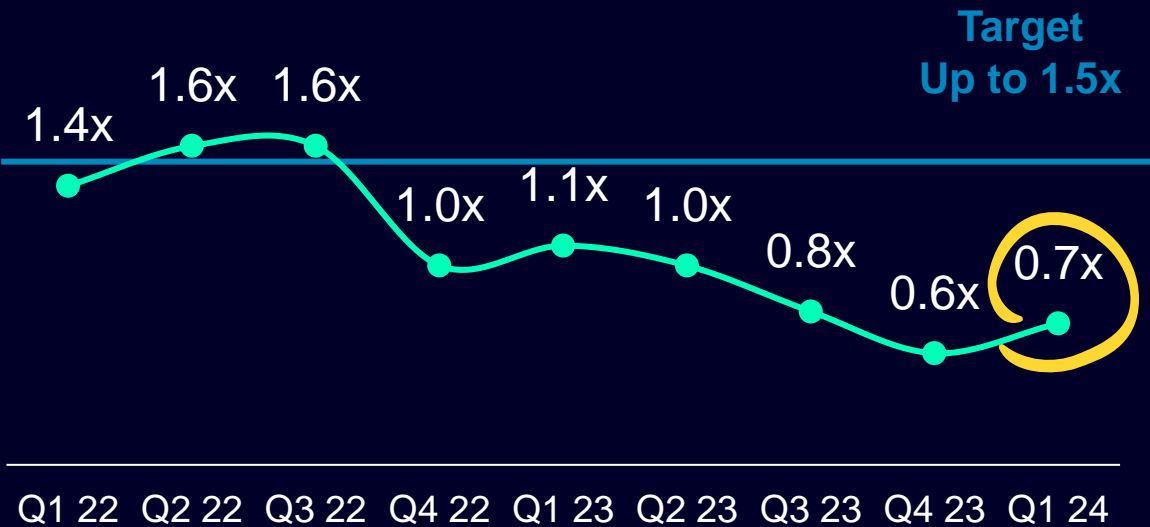


# Capital structure on excellent level

## Continuing robust cash performance, purchase of stake in Siemens Ltd. India

### Capital structure

Industrial net debt/  
EBITDA



### Financial strength

- **Consistent cash generation** with improvement over prior year
- **Excellent position** with strong investment grade rating
- **Pension deficit** on a **very low level** of €1.5bn
- **Purchase of 18% stake in Siemens Ltd. India** for €2.1bn
- **€3bn share buyback** finalized, new program to be started soon
- **Opportunities** from further **portfolio optimization**

## Provisions for pensions largely unchanged at historic low level – Effects from funding of 8% stake in Siemens Energy and positive asset performance offset by lower discount rate

in €bn <sup>1</sup>	FY 2021	FY 2022	Q1 FY 2023	Q2 FY 2023	Q3 FY 2023	Q4 FY 2023	Q1 FY 2024
Defined benefit obligation (DBO) <sup>2</sup>	-35.5	-27.8	-27.2	-27.3	-28.1	-26.6	-28.8
Fair value of plan assets <sup>2</sup>	33.5	25.9	25.7	25.9	26.7	25.5	27.7
Provisions for pensions and similar obligations	-2.8	-2.3	-1.8	-1.8	-1.7	-1.4	-1.5
Discount rate	1.3%	3.9%	3.9%	3.8%	3.8%	4.6%	3.5%
Interest income	0.3	0.3	0.2	0.2	0.2	0.2	0.3
Actual return on plan assets	2.5	-6.7	0.4	0.7	0.1	-1.0	1.7

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

2) Fair value of plan assets including effects from asset ceiling (Q1 2024: -€0.5bn); Difference between DBO and fair value of plan assets additionally resulted in net defined benefit assets (Q1 2024: €0.5bn)

## Profit Bridge from SHS disclosure to SAG disclosure

### Different profit definitions at SHS and SAG to be considered in models

€m	Q1 FY 24	
<b>SHS EBIT (adjusted)</b>	<b>742</b>	<b>14.3%</b>
PPA (SHS logic) <sup>1</sup>	-95	
Transaction, integration, retention, carve-out cost	-5	
Gains and losses from divestments	0	
Severance	-24	
Expenses for other portfolio-related measures	0	
Other restructuring expenses	-23	
<b>SHS EBIT (as reported)</b>	<b>594</b>	<b>11.5%</b>
PPA (SAG logic) <sup>2</sup>	91	
Consolidation / Accounting Differences	7	
<b>SAG Profit (as reported)</b>	<b>692</b>	<b>13.4%</b>
Severance	24	
<b>SAG Profit (excl. severance)</b>	<b>716</b>	<b>13.8%</b>

<sup>1</sup> PPA on intangible assets as well as other effects from IFRS 3 PPA adjustments

<sup>2</sup> PPA on intangible assets

## Outlook 2024 confirmed



### Siemens Healthineers

	2023	2024E
Comp. revenue growth	1.2%	4.5% to 6.5%
<b>Comp. revenue growth, ex-antigen</b>	<b>8.3%</b>	<b>5.0% to 7.0%</b>
<b>Adj. basic EPS (€)</b>	<b>2.14</b>	<b>2.10 to 2.30</b>

### Main assumptions

Comp. revenue growth	2023	2024E
Imaging	10.9%	6% to 8%
Diagnostics, ex antigen	-1.2%	2% to 4%
Varian	14.8%	8% to 10%
Advanced Therapies	7.8%	5% to 8%

Adj. EBIT margin	2023	2024E
Imaging	21.8%	21.0% to 22.5%
Diagnostics, ex antigen	-0.8%	2.5% to 4.5%
Varian	15.1%	15% to 17%
Advanced Therapies	15.4%	15% to 17%

Further line items	2023	2024E
Central Items adj. EBIT (€m)	-210	-290 to -260
Financial income net (€m)	-207	-320 to -280
Tax rate (in %)	20.9	24.0 to 26.0

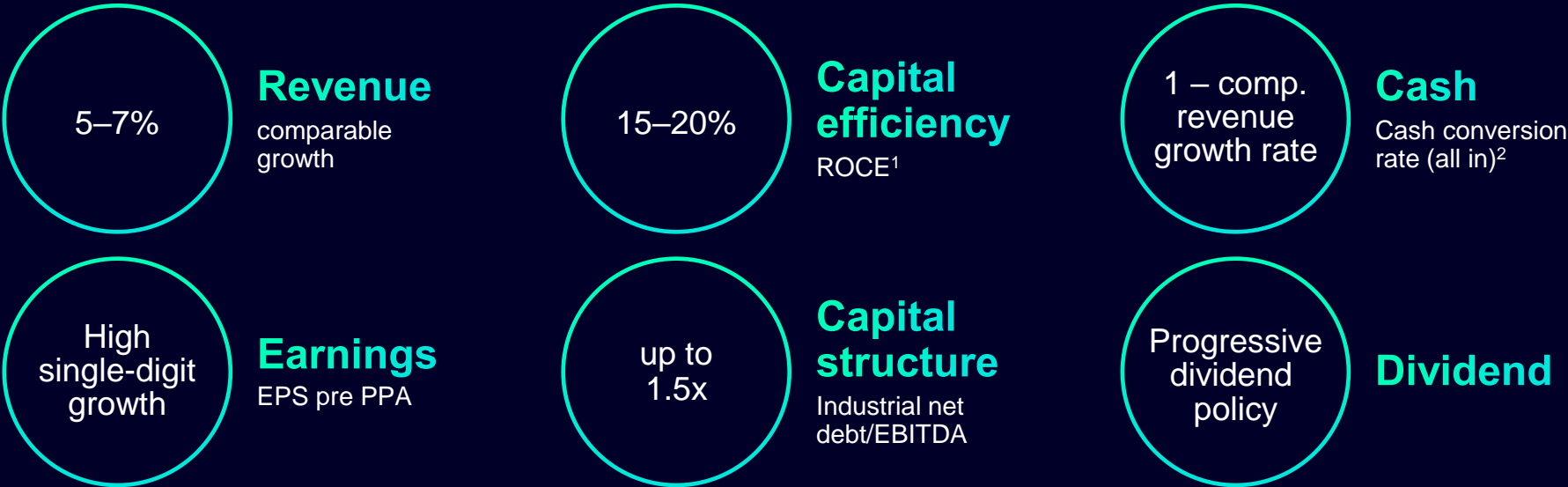
**Note:** FY2023 with €121m antigen revenue impacting adj. basic EPS with ~€0.05, FY2024 assumes no antigen

Q1 FY2024  
Unrestricted © Siemens Healthineers AG, 2024 | 12

# Siemens Financial Framework

## Targets over 3 – 5 year cycle

Siemens



# Businesses

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

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