

## Press Release

Mumbai  
July 23, 2007

### **Siemens records strong Q3 results: Sales up 69%, PAT up 45%.**

**For the third quarter ended June 30, 2007, Sales Turnover stood at Rs. 17,823 million (Rs. 1,782 crore), a healthy rise of 69% over the corresponding period in the previous year. For the same period, Profit After Tax rose to Rs. 818 million (Rs. 81.8 crore), an increase of 45% over the corresponding period of the previous year.**

For the quarter ended June 30, 2007, Sales Turnover increased by an impressive 69% to Rs. 17,823 million (Rs. 1,782 crore), as compared to Rs. 10,523 million (Rs. 1,052 crore) for the corresponding period in the previous year. For the nine month period ended June 30, 2007, Sales Turnover increased by 83% to Rs. 55,383 million (Rs. 5,538 crore) as compared to Rs. 30,184 million (Rs. 3,018 crore) for the corresponding period in the last year. All the businesses performed well with Power, Automation & Drives and Industrial Solutions & Services segments being the volume drivers.

The Company received New Orders amounting to Rs. 17,536 million (Rs. 1,754 crore) for the quarter ended June 30, 2007, an increase of 45% as compared to Rs 12,109 million for the corresponding period in the previous year. Whereas, for the nine month period ended June 30, 2007, New Orders jumped by 27% to Rs. 88,288 million (Rs. 8,829 crore) as compared to Rs. 69,642 (Rs. 6,964 crore) for the corresponding period in the previous year. The major contributors were the Power, Industrial Solutions & Services and Automation & Drives businesses.

Profit Before Tax (PBT) rose to Rs. 1,207 million (Rs. 121 crore) for the quarter ended June 2007, an increase of 43% as compared to Rs. 844 million (Rs 84 crore) recorded in the corresponding period of the previous year. For the nine-month period ended June 30, 2007, the PBT stood at Rs. 4,343 million (Rs. 434.3 crore), an increase of 37% over the corresponding period in the previous year. Automation & Drives and Industrial Solutions & Services businesses were the key drivers of the profitability.

#### **Siemens Ltd.**

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#### **Reference No. CC/PR/10/FIN-F&A 07 2007**

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For the quarter, the Company's Profit After Tax (PAT) increased by 45% to Rs. 818 million (Rs 82 crore) over Rs. 565 million (Rs 57 crore) in the same period of the previous year. Whereas, for the nine month period ended June 30, 2007, PAT rose by 29% to Rs. 2,879 million (Rs. 288 crore).

The Company's Unexecuted Order Value position as of June 30, 2007 was Rs 108,164 million (Rs 10,816 crore), a rise of 40% (As of June 30, 2006: Rs. 77,220 million).

As of June 30, 2007, Siemens Ltd. had 6,466 Employees (As of June 30, 2006: 5,592).

Commenting on the recent developments, Mr. Juergen Schubert, Managing Director, Siemens Ltd. said, "Our investment program is well on track and has started yielding positive returns. We recently acquired a 77% stake in iMetrex Technologies, a strong player in the domains of electronic security and fire safety solutions. This coupled with our strengths in building automation and fire safety systems, makes us the leader in the Building Technologies business. Also, in line with the global decision, our 100% stake in Siemens Public Communication Networks Ltd., which handled the carrier business, was divested and subsequently moved into new entity, Nokia Siemens Networks.

Commenting on the results, he further added, "The third quarter has shown satisfactory results, with growth in all key parameters. Our factories are running at full capacity and our base businesses have grown steadily with a healthy bottom-line. This was further supported by some large projects, particularly in the infrastructure area. As these projects are in different stages of execution, they have varying effects, both on the top line as well as the bottom-line, quarter on quarter. For example, in the last quarter, the profitability of our Power business was impacted due to certain provisions made. Despite this, overall, we have achieved a good result."

Mr. Schubert further added, "Our continued focus on the neighboring markets has resulted in sustained increase in our export business. Going forward, with the market showing an upward trend, we are optimistic of achieving our set targets for the fiscal."

Siemens Ltd. is the flagship of the Siemens Group in India. The Siemens Group in India is a leading provider of industry and infrastructure solutions in India with a business volume aggregating about Rs. 9000 crore. It operates in the core business segments of Energy, Industry and Buildings, Information Technology, Communication, Transportation, Healthcare and Lighting. It has nation-wide Sales and Service network, 17 manufacturing plants, some 500 strong network of channel partners and through its 15 companies, the Siemens Group employs around 16,000 people.

FINANCIAL RESULTS FOR THE THIRD QUARTER ENDED ON 30 JUNE, 2007					
(Rs. in millions)					
Particulars	Unaudited quarter ended 30 June		Unaudited nine months ended on 30 June		Audited year ended 30 September
	2007	2006	2007	2006	
1 Net Sales & Services (excluding Excise Duty)	17,822.68	10,522.66	55,383.47	30,183.71	45,103.47
2a Other Operating income	79.12	(57.44)	200.97	216.69	293.48
2b Other income	294.85	24.40	503.65	452.45	1,089.18
3 Total Expenditure	16,991.97	9,672.89	51,766.05	27,603.78	41,355.91
- (Increase)/ Decrease in stock in trade.	(698.34)	(413.60)	(750.56)	(318.27)	(122.08)
- (Increase)/decrease in project related work in progress	(1,058.06)	71.81	(1,637.41)	(1,044.17)	(902.00)
- Consumption of raw material (including bought outs for project business & traded goods)	15,955.61	8,167.46	47,003.60	23,916.43	34,723.14
- Personnel costs	987.10	729.07	2,824.24	2,018.53	2,828.78
- Other expenditure	1,805.66	1,118.15	4,326.18	3,031.26	4,828.07
4 Profit before Interest & Depreciation	1,204.68	816.73	4,322.04	3,249.07	5,130.22
5 Interest income, net	122.57	117.45	353.28	250.51	366.65
6 Gross Profit after Interest but before Depreciation	1,327.25	934.18	4,675.32	3,499.58	5,496.87
7 Depreciation	(120.56)	(89.79)	(332.07)	(320.00)	(442.12)
8 Profit before tax	1,206.69	844.39	4,343.25	3,179.58	5,054.75
9 Tax	(387.68)	(266.95)	(1,516.81)	(931.90)	(1,493.99)
9a Deferred Tax	30.87	8.73	142.70	52.20	126.29
9b Fringe Benefits Tax	(32.00)	(21.00)	(90.00)	(66.30)	(85.98)
10 Net Profit after tax	817.88	565.17	2,879.14	2,233.58	3,601.07
11 Paid up Equity Share Capital	337.16	337.16	337.16	337.16	337.16
12 Reserves excluding revaluation reserves	N.A.	N.A.	N.A.	N.A.	10,517.97
13 Basic and diluted earning per share ( In Rupees)	4.85	3.35	17.08	13.25	21.36
14 Aggregate of Non-Promoter Shareholding					
- Number of Shares	75,559,555	75,559,555	75,559,555	75,559,555	75,559,555
- Percentage of shareholding	44.82%	44.82%	44.82%	44.82%	44.82%

## FINANCIAL RESULTS FOR THE THIRD QUARTER ENDED ON 30 JUNE, 2007

### Notes :

- 1 Operating income (Profit before tax less other income & interest income) rose by 41 % to reach Rs 3,486 million for the nine months ended 30 June, 2007 as compared to Rs 2,477 million for the nine months ended 30 June, 2006.
- 2 The operating results for the quarter have been impacted by provisions for anticipated losses on Power projects.
- 3 Other income for the quarter ended 30 June, 2007 includes income from the sale of investment amounting to Rs 259 million ( quarter ended 30 June, 2006 Rs. Nil) and for the nine months ended 30 June, 2007 included dividend income of Rs. 159 million (nine months ended 30 June, 2006 Rs. 402 million).
- 4(a) As disclosed earlier, the Board of Directors of the Company have approved the sale and transfer of the business activities pertaining to the "Information & Communication" segment for which purpose the business has been valued at Rs 580 million as at 30 September, 2006 to be suitably adjusted at the date of actual transfer; and the sale and transfer of "Automotive" segment for which purpose the business has been valued at 1,700 million. Both these segments are to be transferred to wholly owned subsidiaries of the parent company, Siemens AG, Germany.
- 4(b) The Board of Directors have approved the transfer of the "Building Technologies" business to a separate company in which the Company holds 77% of the share capital and where the Company has a right to acquire the balance 23% in the future.
- 4(c) The revenues and the results of these discontinuing segments are separately disclosed in the relevant segment information.
- 5 Information on investor complaints pursuant to clause 41 of listing agreement for the quarter ended 30 June, 2007 :
 

Unresolved at the end of the previous quarter	Received during the quarter	Disposed off during the quarter	Unresolved at the end of the quarter
2	3	4	1
- 6 Figures for the previous period have been regrouped wherever necessary to make them comparable.
- 7 The financial results for the quarters and nine months ended 30 June, 2007 and 30 June, 2006 have been subjected to a limited review by the
- 8 The above financial results were reviewed and approved by the Audit Committee and the Board of Directors approved the same at their meeting held

For Siemens Ltd.

  
J. Schubert  
Managing Director

Place : Mumbai  
Date : 23 July, 2007

Siemens Ltd. - Registered Office: 130, Pandurang Budhkar Marg, Worli, Mumbai - 400 018.



## Segmentwise revenue, results and capital employed for the third quarter ended 30 June, 2007

(Rs. In millions)					
	Unaudited Quarter ended		Unaudited nine months ended		Audited Year ended
	30 June		30 June		30 September
	2007	2006	2007	2006	2006
<b>1. Segment Revenue</b>					
a) Information & Communication	465.24	346.12	1,285.55	1,067.12	1,418.40
b) Automation & Drives	3,706.38	2,857.45	11,254.44	8,331.76	12,209.71
c) Industrial Solutions & Services	2,369.29	1,177.41	6,720.28	3,348.95	5,320.76
d) Power	9,822.82	4,602.25	31,577.05	12,841.05	19,782.06
e) Transport	789.66	543.88	2,169.59	1,800.36	2,482.83
f) Healthcare & Other Services	1,199.39	896.20	3,552.18	2,654.39	4,137.66
g) Building Technologies	229.63	155.25	730.03	482.55	756.08
h) Automotive	295.89	307.67	866.42	927.23	1,240.29
i) Real Estate	96.30	95.99	333.61	288.69	421.26
<b>Total</b>	<b>18,974.60</b>	<b>10,982.22</b>	<b>58,489.15</b>	<b>31,742.10</b>	<b>47,769.05</b>
Less : Inter segment revenue	1,151.92	459.56	3,105.68	1,558.39	2,665.58
<b>Net sales/income from operations</b>	<b>17,822.68</b>	<b>10,522.66</b>	<b>55,383.47</b>	<b>30,183.71</b>	<b>45,103.47</b>
<b>2. Segment Results</b>					
a) Information & Communication	36.57	35.82	105.13	117.94	146.38
b) Automation & Drives	258.25	170.58	760.93	660.90	1,052.17
c) Industrial Solutions & Services	239.44	114.77	715.48	382.31	584.58
d) Power	53.79	274.32	1,465.15	933.80	1,227.87
e) Transport	69.76	30.45	152.82	174.13	206.09
f) Healthcare & Other Services	54.07	11.95	34.50	14.77	99.71
g) Building Technologies	18.20	5.93	50.72	28.26	40.79
h) Automotive	(6.17)	10.45	(6.70)	6.50	17.47
i) Real Estate	72.12	57.98	229.29	173.46	247.91
<b>Total</b>	<b>796.03</b>	<b>712.25</b>	<b>3,507.32</b>	<b>2,492.07</b>	<b>3,622.97</b>
Add :					
a) Interest income net off expense	122.57	117.45	353.28	250.51	366.65
b) Other un-allocable income					
net off un-allocable expenditure	288.09	14.69	482.65	437.00	1,065.13
<b>Total profit before tax</b>	<b>1,206.69</b>	<b>844.39</b>	<b>4,343.25</b>	<b>3,179.58</b>	<b>5,054.75</b>
<b>3. Capital employed</b>					
a) Information & Communication	9.79	196.12	9.79	196.12	66.24
b) Automation & Drives	2,312.79	1,455.88	2,312.79	1,455.88	1,587.45
c) Industrial Solutions & Services	(2,125.36)	(1,148.54)	(2,125.36)	(1,148.54)	(1,511.28)
d) Power	5,690.89	(609.22)	5,690.89	(609.22)	1,356.02
e) Transport	(1,329.62)	(1,236.89)	(1,329.62)	(1,236.89)	(1,247.86)
f) Healthcare & Other Services	(38.66)	150.91	(38.66)	150.91	171.98
g) Building Technologies	101.07	127.93	101.07	127.93	121.05
h) Automotive	546.12	232.83	546.12	232.83	233.79
i) Real Estate	1,164.02	900.17	1,164.02	900.17	907.66
<b>Total</b>	<b>6,331.04</b>	<b>69.19</b>	<b>6,331.04</b>	<b>69.19</b>	<b>1,685.05</b>