

# Siemens AG

## Company presentation

SdK – November 30, 2022

Siemens Investor Relations

## 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.

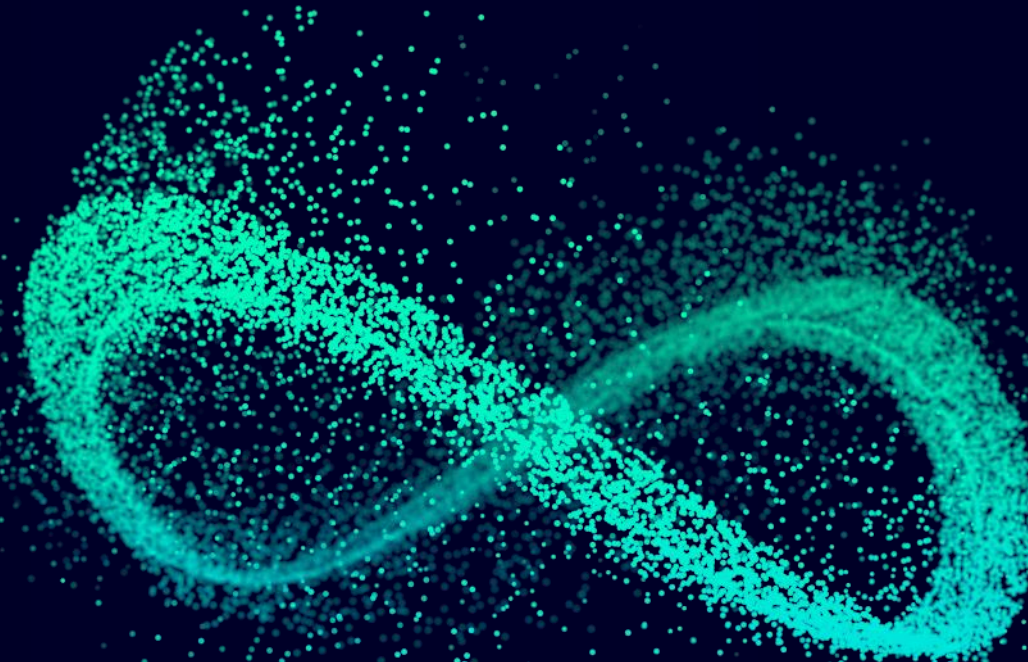
Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

All information is preliminary.

# We combine the real and the digital worlds

**Real  
world**

**Digital  
world**



**Digital transformation has the potential to drive progress and growth in all countries and to reduce resource consumption in all industries**

## Industry



**60%**

**of manufacturing tasks** can be automated, improving productivity, quality and safety.

## Infrastructure



**80%**

**of lifecycle costs** arise from operations. Digital technologies can unlock savings potential of up to 20%.

## Mobility



**20%**

**potential increase** in transport capacity through digital signaling technology without building additional infrastructure.

## Healthcare



**50%**

**of stroke-related costs** could be reduced by AI and digital-twin technologies.

Source: McKinsey, BCG, Siemens Healthineers



# Digital Industries

**76,200**  
employees<sup>1</sup>

**19.9%**  
Profit margin<sup>2</sup>

**€19.5 billion**  
in revenue<sup>2</sup>

1 As of September 30, 2022 | 2 Fiscal 2022



# Smart Infrastructure

**72,700**  
employees<sup>1</sup>

**12.8%**  
Profit margin<sup>2</sup>

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**€17.4 billion**  
in revenue<sup>2</sup>

<sup>1</sup> As of September 30, 2022 | <sup>2</sup> Fiscal 2022



# Mobility

**38,200**  
employees<sup>1</sup>

**8.2%**  
Profit margin<sup>2</sup>

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**€9.7 billion**  
in revenue<sup>2</sup>

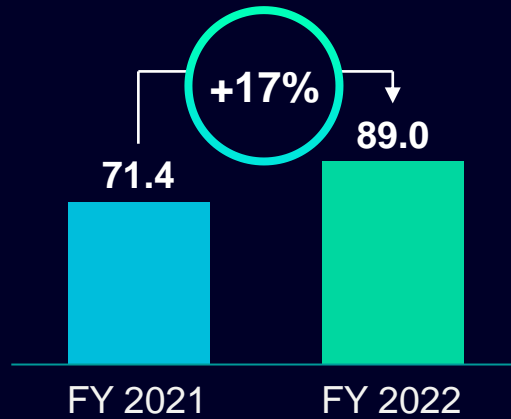
1 As of September 30, 2022 | 2 Fiscal 2022

# FY 2022

## Guidance delivered – Outstanding operational performance

### Orders

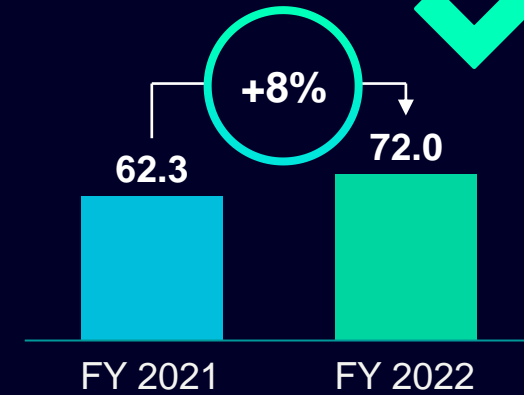
€bn



### Revenue

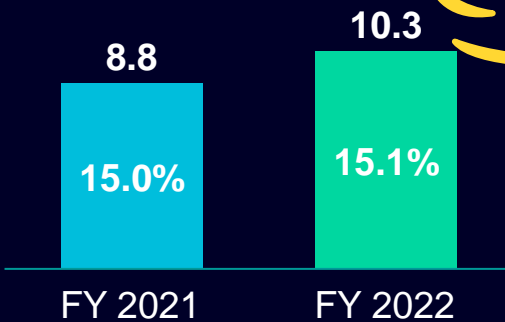
€bn

Book-to-bill  
1.24



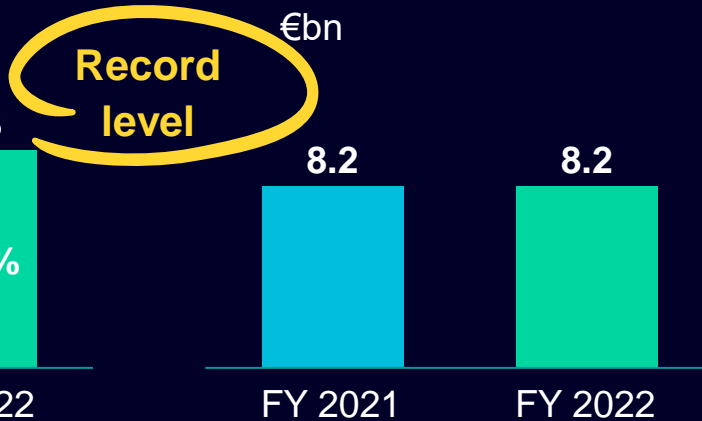
### IB Profit and Margin

€bn



### Free cash flow all-in

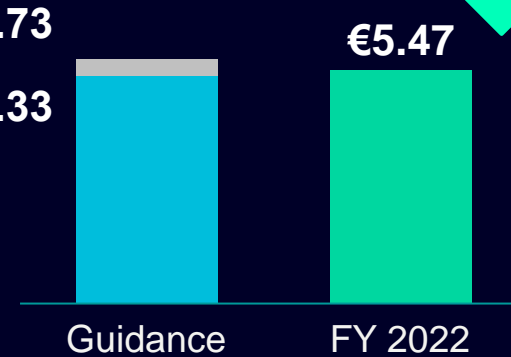
€bn



### EPS pre PPA

€5.73

€5.33



Managing successfully:  
Russia wind-down  
Macro challenges  
SaaS-transition

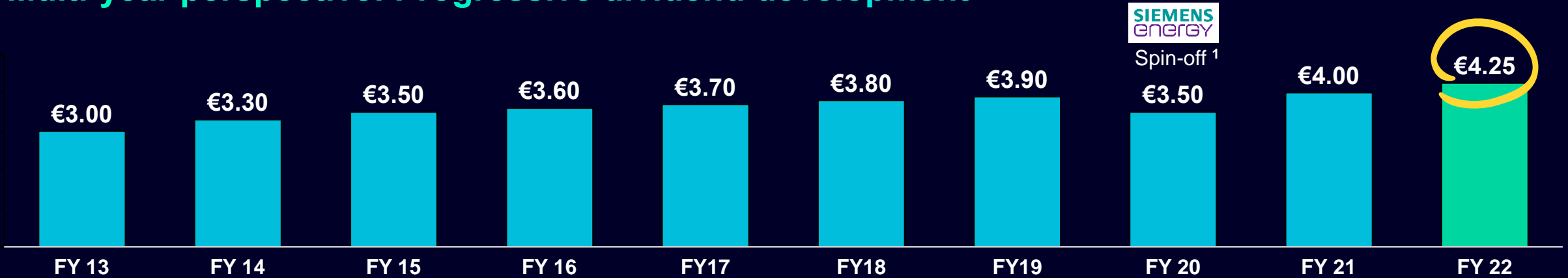
Note: Orders and Revenue growth comparable



## Stringent capital allocation for attractive shareholder returns

Dividend yield of 4.2%, accelerated share buyback, 50 million treasury shares to be retired

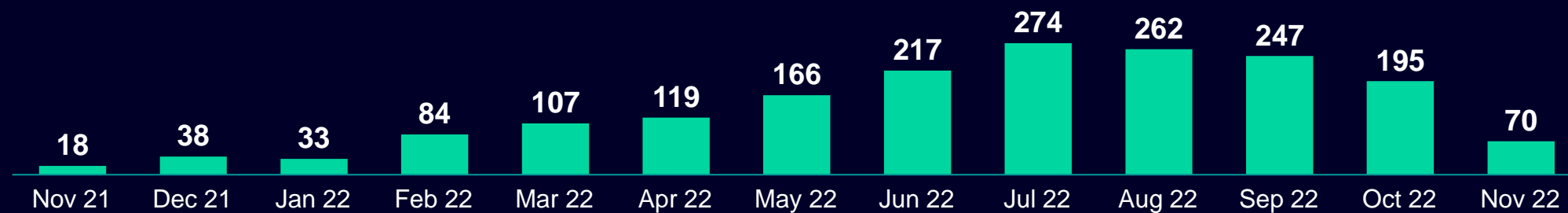
### Multi-year perspective: Progressive dividend development



### Share buyback sharply accelerated

(current program €3bn until 2026)

€m



Σ €1.8bn

Until November 11, 2022

Average price:

€110

<sup>1</sup> FY 2020 representing stable dividend compared to FY 2019, adjusted for the 10% market value of the Siemens Energy spin-off

Note: Dividend yield based on share price of €101.20 on September 30, 2022

# Outlook FY 2023

## Siemens Group

**Book-to-bill**

**>1**

**Revenue growth  
(Comparable)**

**6 – 9%**

**EPS pre PPA**

**€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**

**10 – 13%**

**19 – 22%**

**Smart Infrastructure**

**8 – 11%**

**13 – 14%**

**Mobility**

**6 – 9%**

**8 – 10%**

# Why to invest in Siemens

- 1** | **We are a leading technology company,** addressing highly attractive growth markets with our global footprint
- 2** | **We can empower our customers** to master their digital transformation and sustainability challenges with our technologies
- 3** | **We combine the real and the digital worlds** like no other company can
- 4** | **We are pursuing a clear focus on value creation** including profit, cash, stringent capital allocation and execution
- 5** | **We have the right strategy, the right team, at the right time**

# Contact

## Siemens AG – Investor Relations

Siemens AG  
Werner-von-Siemens-Strasse 1  
80333 Munich | Germany

[investorrelations@siemens.com](mailto:investorrelations@siemens.com)

[www.siemens.com](http://www.siemens.com)