



# **Excellent results across all businesses**

## **Guidance raised again**

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## Notes and forward-looking statements

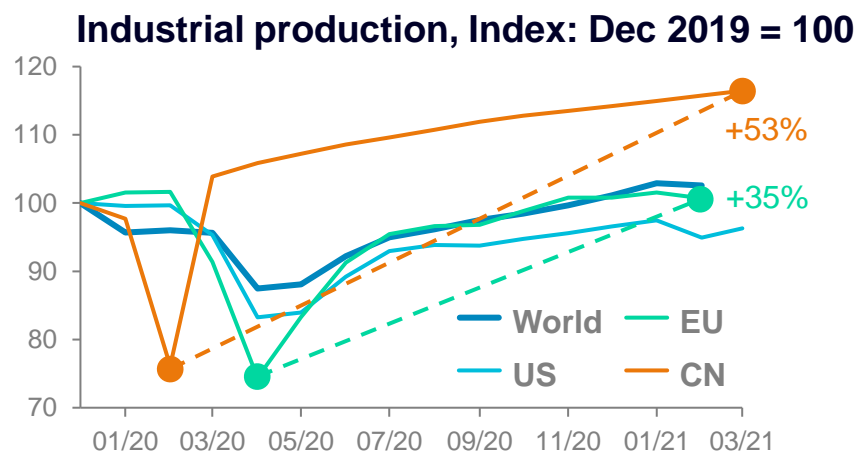
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# Successful strategy execution and sustainable high performance

## While recovery from pandemic gains traction...



- Strong industry rebound also benefitting from re-stocking 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



**Next47**

good progress



- 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





# Sustainability is core to our business – Technology with purpose

## ESG – New commitments



**RE100**  
°CLIMATE GROUP



°CLIMATE GROUP  
**EP100**

°CLIMATE GROUP  
**EV100**

## WEF Lighthouse factory Amberg

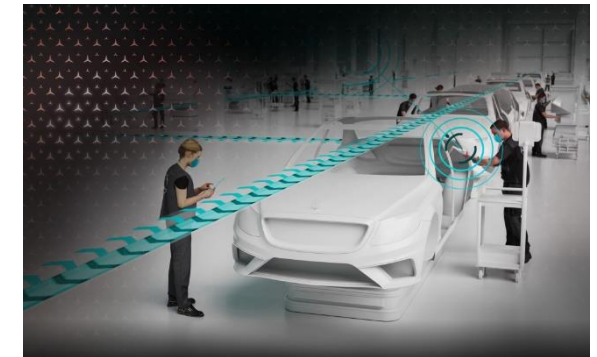


## Strategic partnership



Mercedes-Benz

**SIEMENS**



**Sustainability at the  
core of how we do  
business**

**Leading edge  
technologies for growth  
while consuming less  
resources**

**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 zero-  
emission 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)

€1.2bn



Indust. ND/EBITDA

0.6x

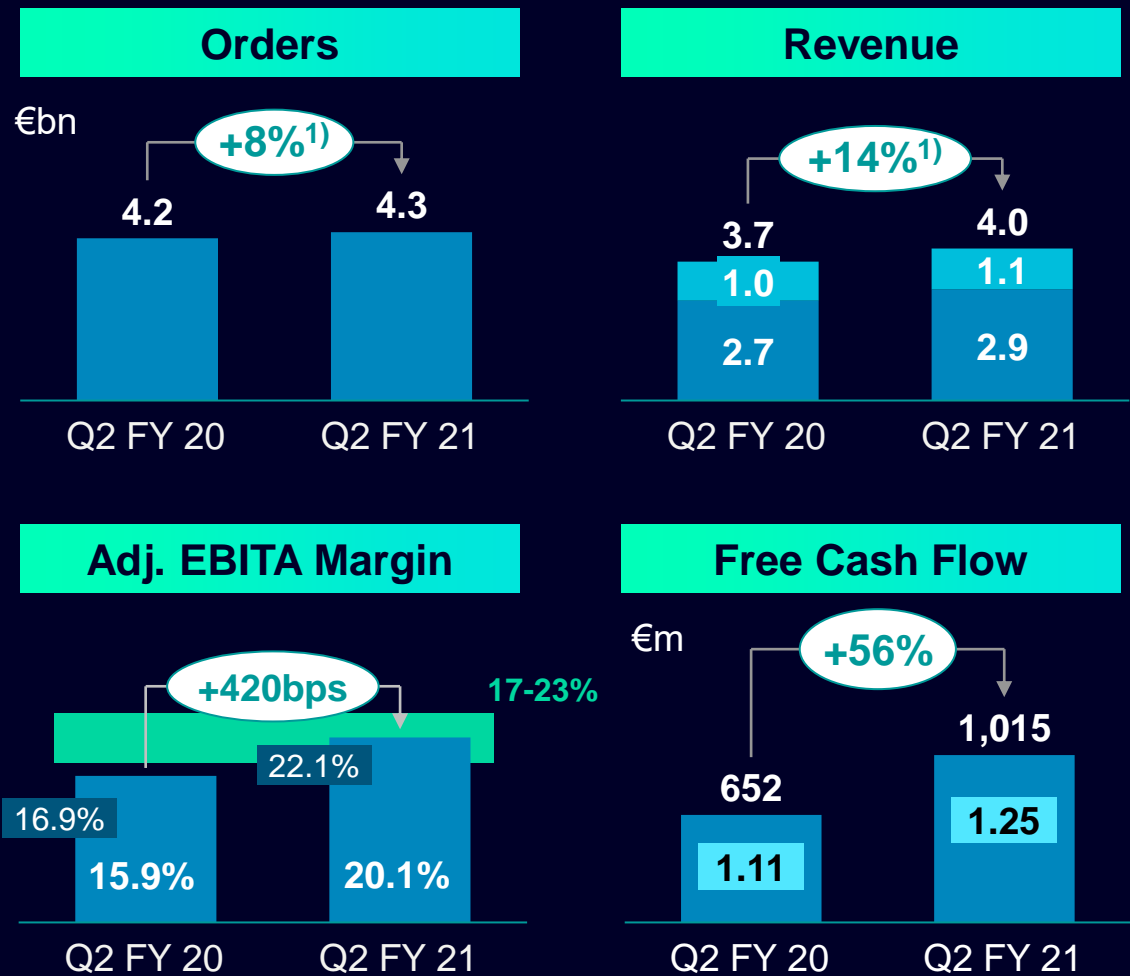


Note: Orders and Revenue growth comparable



# 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

**China continues to be growth driver, while Europe & US clearly catching up**

## DI revenue exposure in vertical end markets



## 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

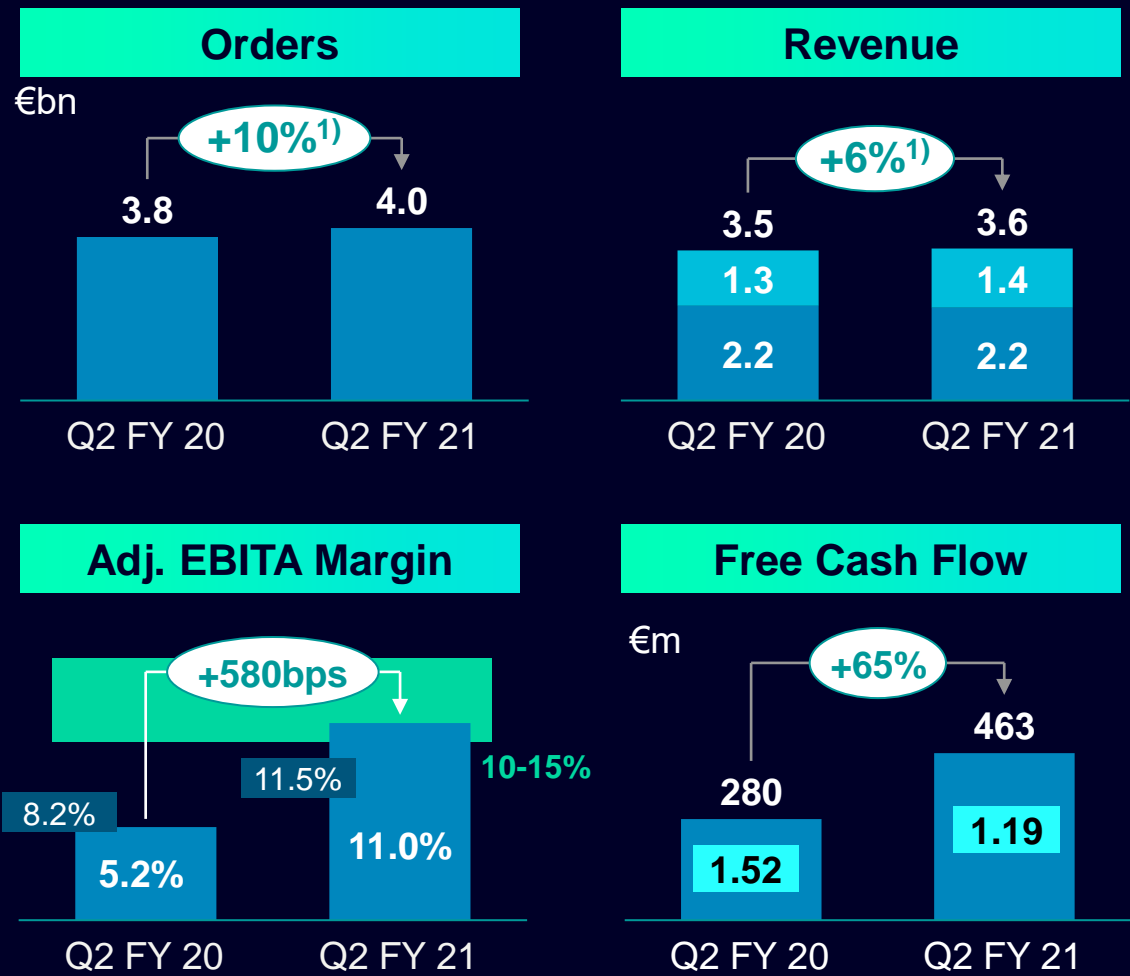


**Revenue Q2 FY 2021 +11%**  
FY 2021 expected w/ clear growth vs PY

1 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

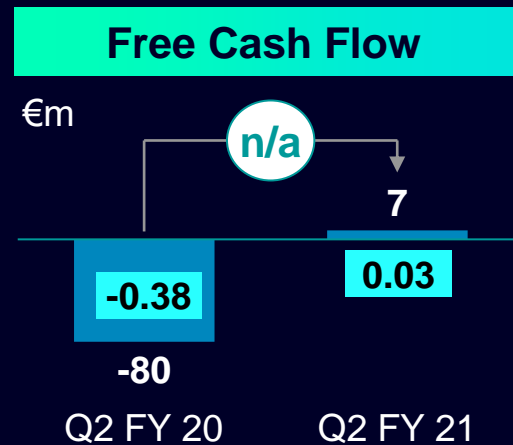
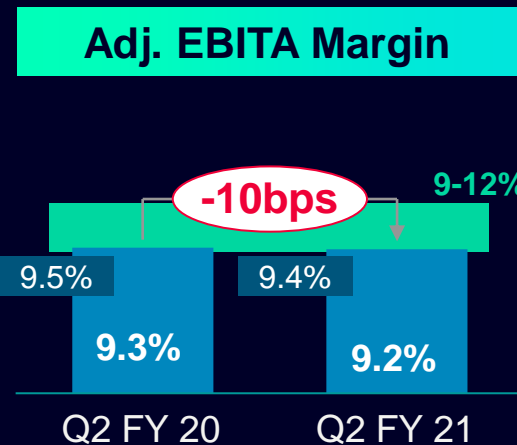
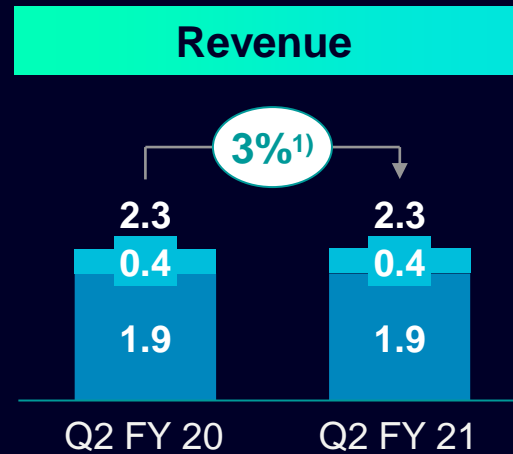
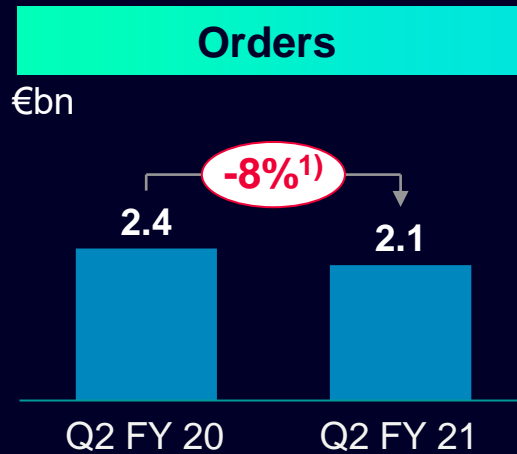
**Margin:**  
Higher capacity utilization drives profit conversion  
Sustainable savings from competitiveness program

**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:

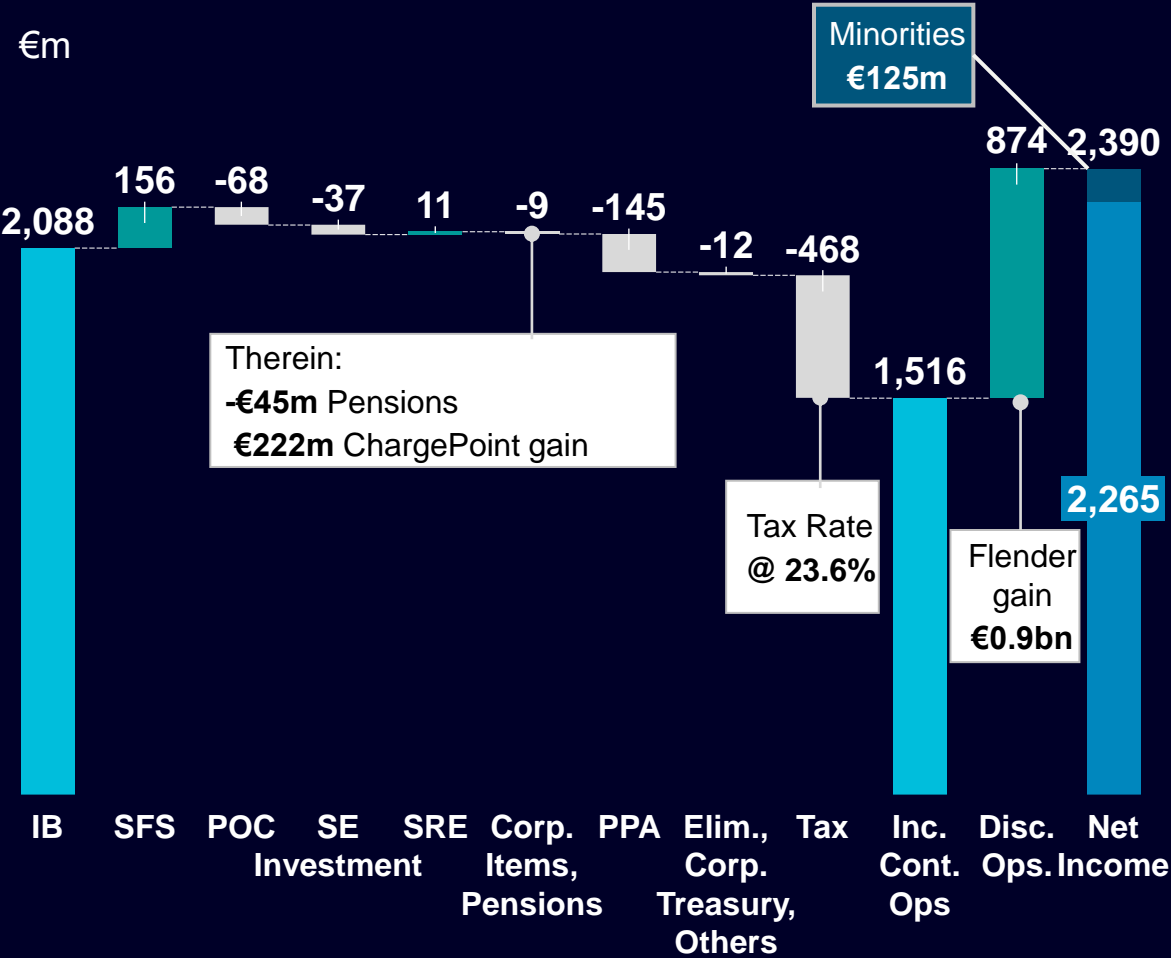
Shift of order related down-payments into H2

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

## Q2 FY 21 – Performance Below Industrial Businesses



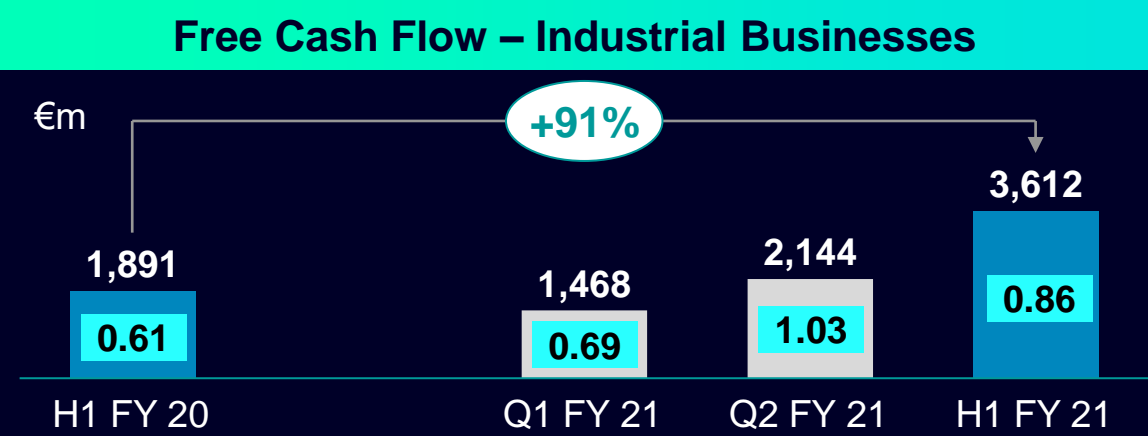
## Expectations for FY 2021 excl. Varian

- **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



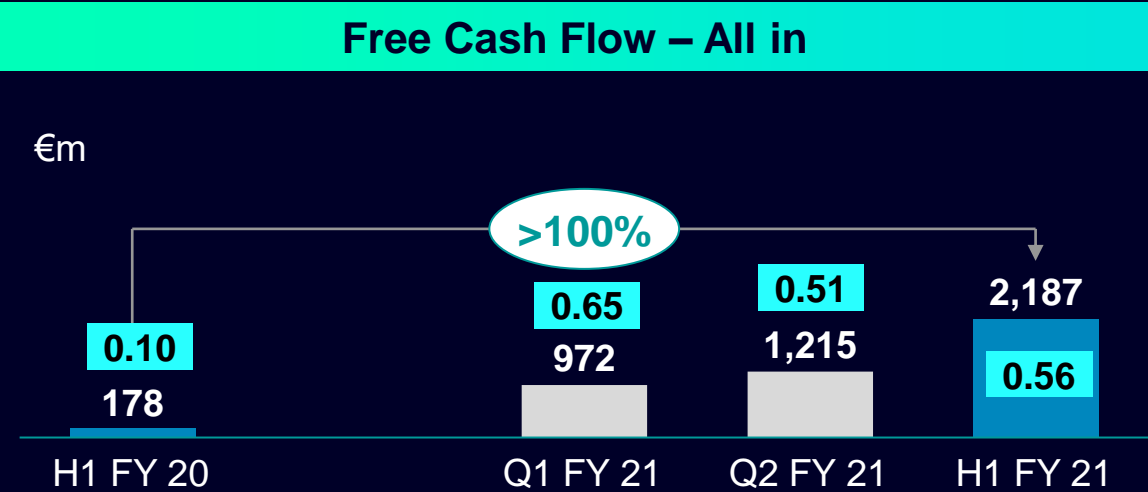
# Free cash flow

## Sharp improvement towards consistent cash conversion



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



varian

## 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

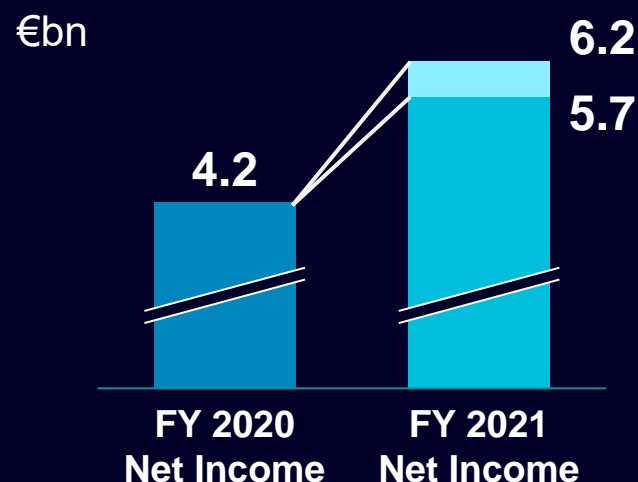
## Impact on Siemens

- **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%

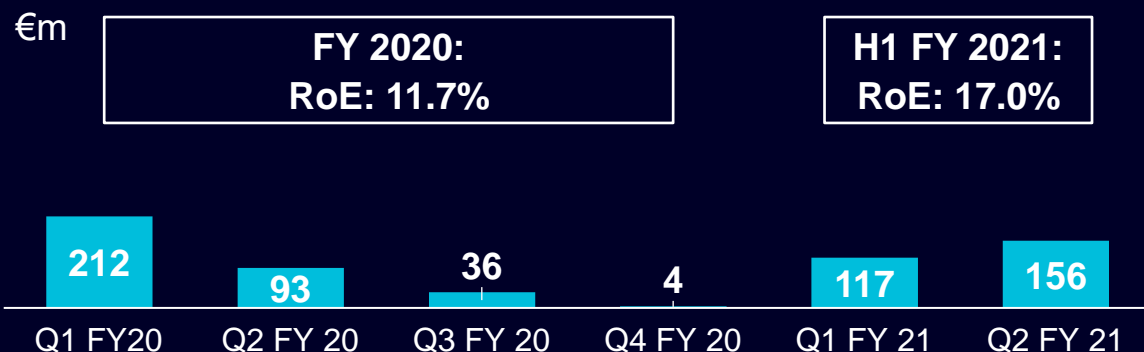
As previously, this outlook excludes burdens from legal and regulatory issues and effects in connection with Siemens Healthineers' acquisition of Varian Medical Systems, Inc.

# Appendix

# Siemens Financial Services (SFS)

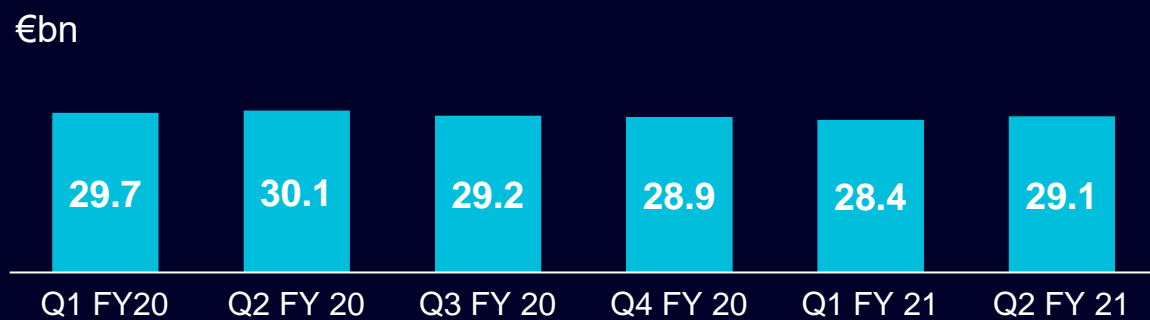
## Outstanding SFS profitability given still uncertain market environment

### Earnings before taxes (EBT)



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

### Total assets

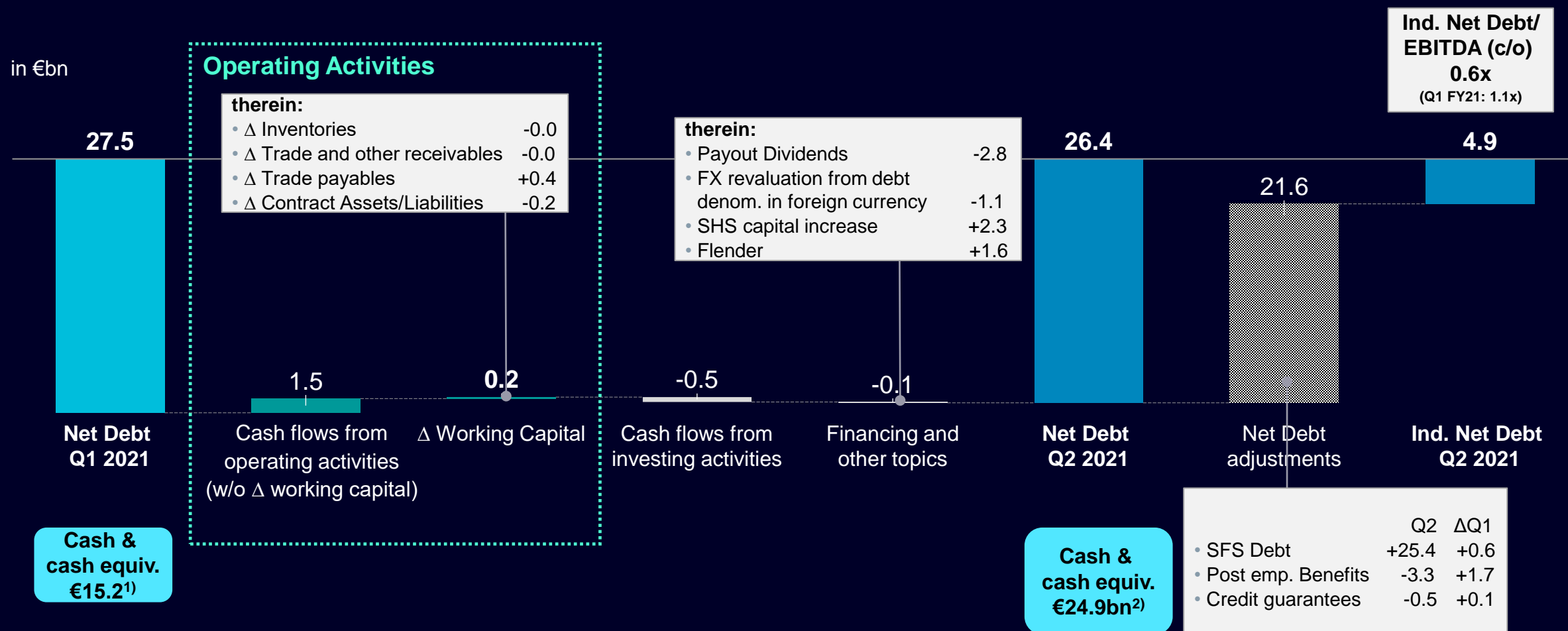


**Increase in total assets compared to prior quarter, driven by FX effects**



# 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

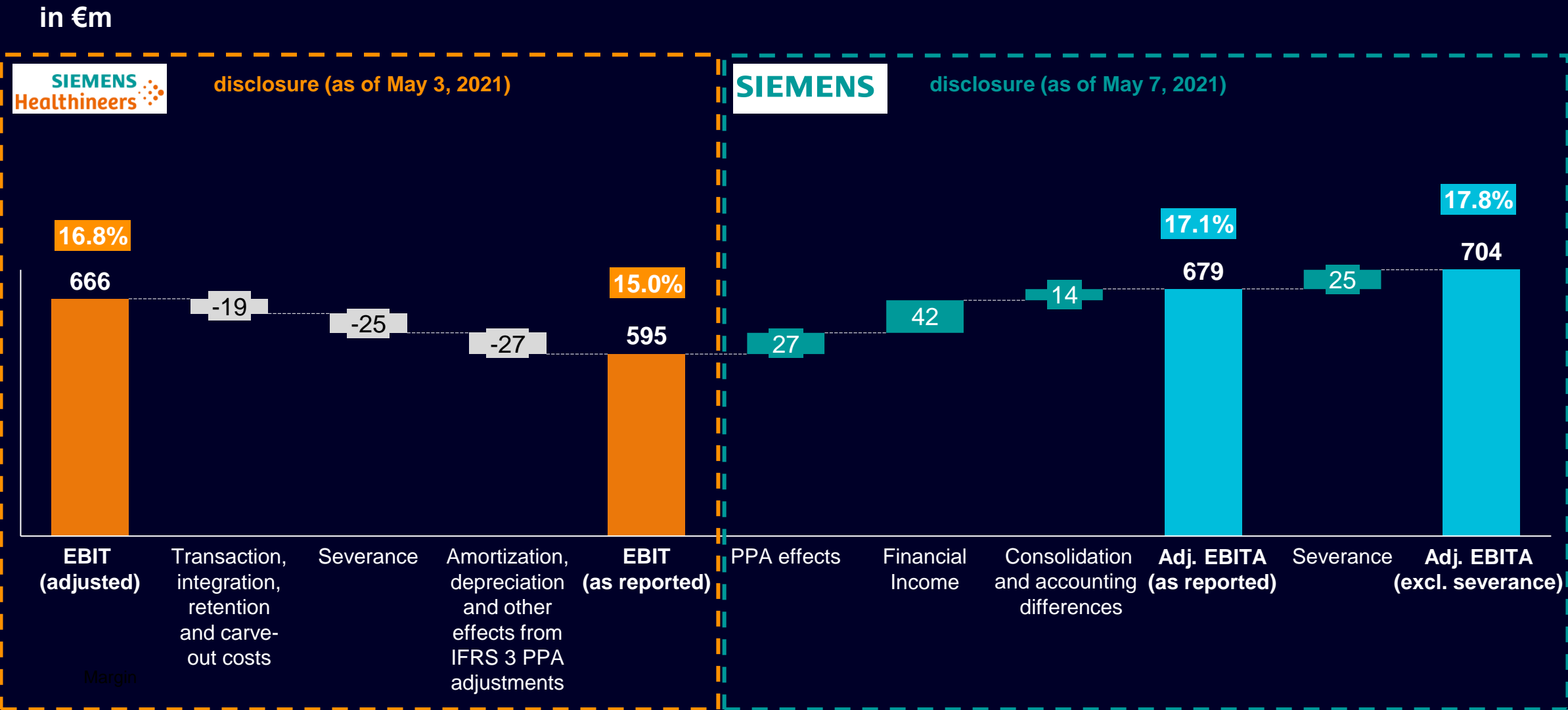
in €bn <sup>1</sup>	FY 2018	FY 2019	Q1 FY 2020	Q2 FY 2020	Q3 FY 2020	Q4 FY 2020	Q1 FY 2021	Q2 FY 2021
Defined benefit obligation (DBO) <sup>2</sup>	-35.9	-40.3	-39.2	-33.4	-35.7	-35.8	-37.1	-35.6
Fair value of plan assets <sup>2</sup>	28.7	31.3	31.2	26.7	28.4	30.0	32.5	32.7
Provisions for pensions and 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

1) All figures are reported on a continuing basis

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

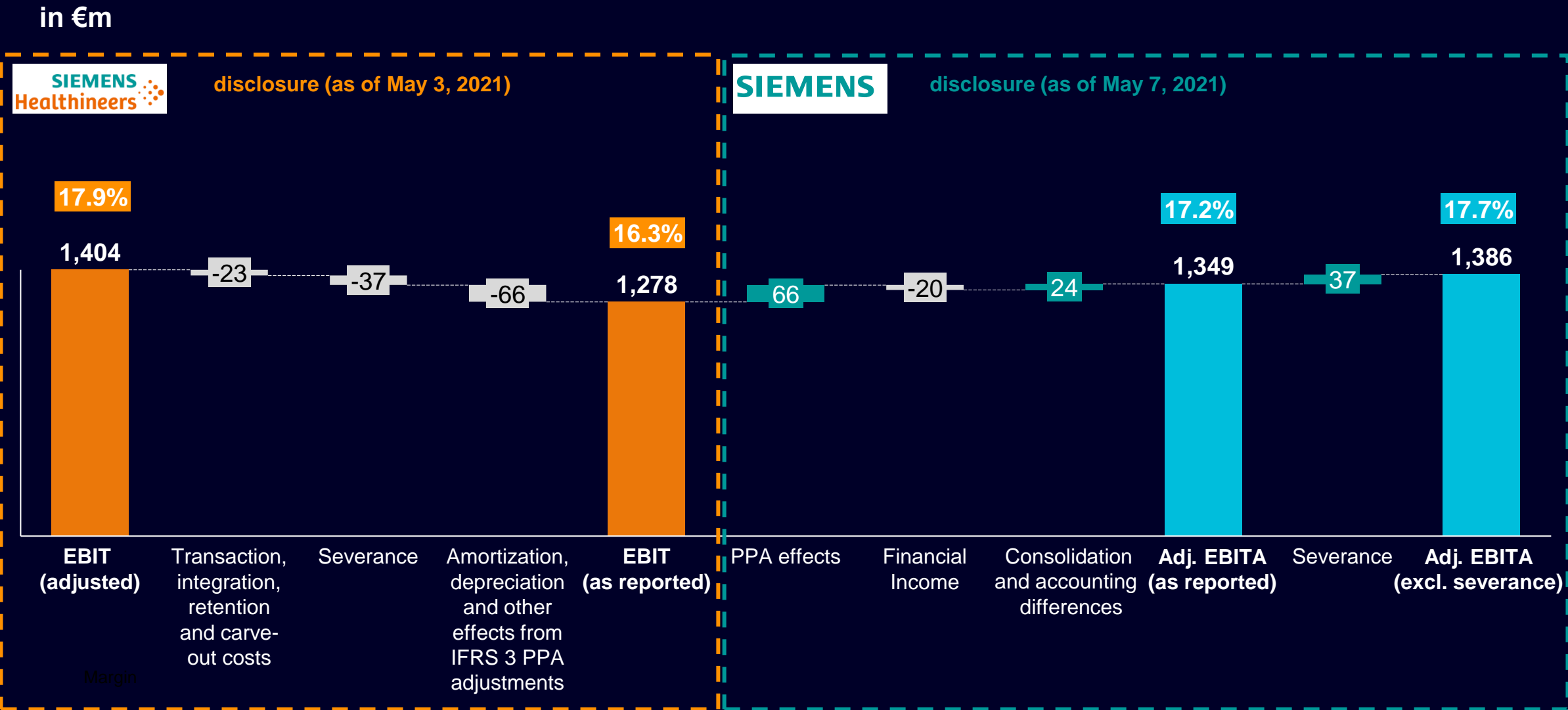
# Q2 FY 2021 Profit Bridge from SHS disclosure to SAG disclosure

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



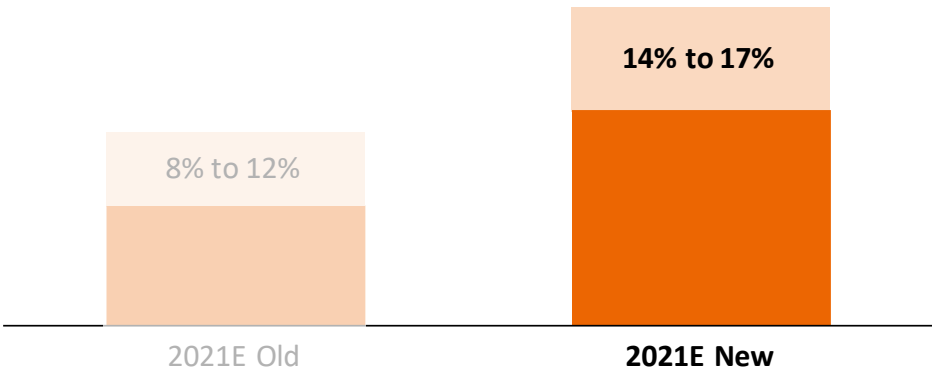
# H1 FY 2021 (YTD) Profit Bridge from SHS disclosure to SAG disclosure

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



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

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



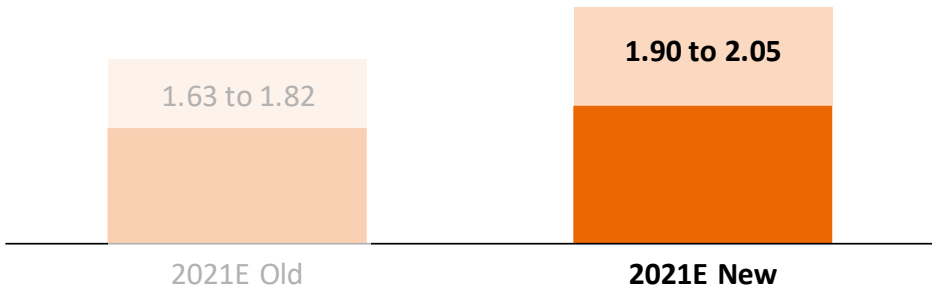
- **Higher growth** from updated revenue assumption for rapid antigen tests, and improved outlook for Imaging and Advanced Therapies
  - **Imaging** to grow above 8% (before:  $\geq 7\%$ )
  - **Diagnostics** to grow above 25% (before: at least mid-teens), assumption for rapid antigen test sales updated to  $\sim \text{€}750\text{m}$
  - **Advanced Therapies** to grow above 7% (before:  $\geq 6\%$ )

- **Expected Varian revenue contribution in H2<sup>5</sup> of  $\text{€}1.2\text{bn}$  to  $\text{€}1.4\text{bn}$**
- Varian revenue contribution **not included in comparable growth rate**

## Adj. basic EPS<sup>2,3</sup> (€)

Comp.<sup>4</sup> adj.  
EPS growth:  $\sim 16\%$  to  $\sim 28\%$

Adj. EPS  
growth ex-FX:  $\sim 24\%$  to  $\sim 34\%$



- **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  $\sim 100$  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  $-\text{€}50\text{m}$  to  $-\text{€}70\text{m}$
- Varian transaction **EPS-accretive within FY21** vs. previous outlook<sup>7</sup>

<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 | <sup>2</sup> 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 | <sup>3</sup> The outlook is based on certain assumptions, see Half-year Financial Report 2021 | <sup>4</sup> Excl. y-o-y effects from FX and from share count dilution | <sup>5</sup> Preliminary estimates due to uncertainties from harmonization of accounting methods | <sup>6</sup> Adjusted for transaction-related costs within financial income net | <sup>7</sup> Share count in previous outlook at 1,072m, new outlook for FY21 at 1,100m av shares outstanding; share count as of March 25<sup>th</sup> at 1,128m, Varian expected to be EPS-accretive within 12 months on 1,128m shares



# 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

### Transaction-related 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. EPS<sup>2</sup>)
- PPA effects<sup>3</sup> estimated at ~€0.5bn to ~€0.7bn p.a.

### Tax & Financing

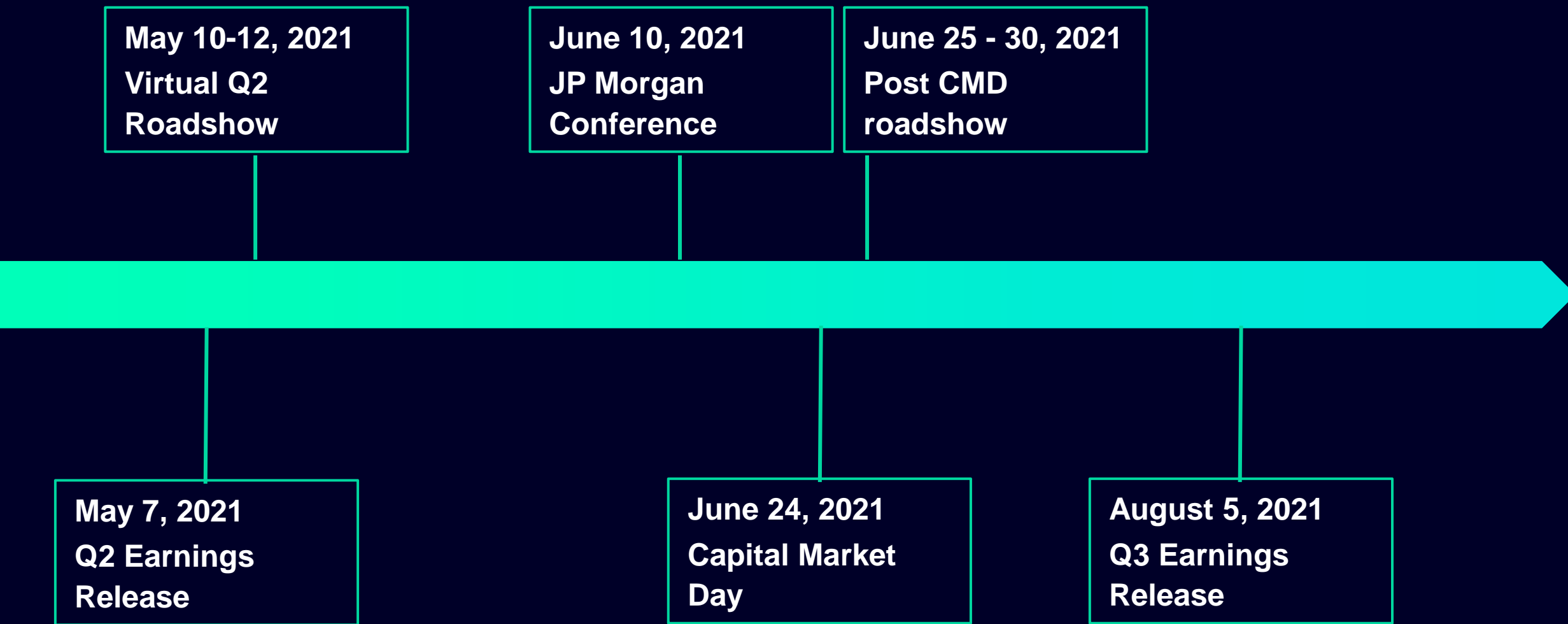
- Impact on tax-rate for FY21 expected to be not material
- Financial income net expected to be impacted by ~€25m to ~€30m interest expenses p.a. in the coming fiscal years (~0.3% p.a. on a total loan volume of \$10bn)<sup>4</sup>

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

Q2 FY2021

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## Financial calendar



# I Investor Relations

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