

10th June, 2022

National Stock Exchange of India Limited
BSE Limited

Scrip Code –

National Stock Exchange of India Limited: SIEMENS EQ
BSE Limited: 500550

Information pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”)

Dear Sir / Madam,


Pursuant to Regulation 30, 46 and other applicable provisions of the Listing Regulations, please find enclosed the presentation made at the Analysts / Institutional Investors Meet held today i.e. 10th June, 2022.

The said presentation is also available on the website of the Company at: <https://new.siemens.com/in/en/company/investor-relations/analyst-meet.html>.

Kindly take the above information on record.

Yours faithfully,

For **Siemens Limited**



Ketan Thaker
Company Secretary

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Driving profitable growth

Siemens Limited H1 FY 22 Analyst Call

Sunil Mathur, Managing Director and CEO

Daniel Spindler, Executive Director and CFO

10th June, 2022

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H1 FY 22 – Key Highlights



Market momentum continues



Orders up >60%, Revenue up 10%



Stringent supply chain & cost management



Double digit profitability & strong cash position



Sustainability an integral part of Siemens



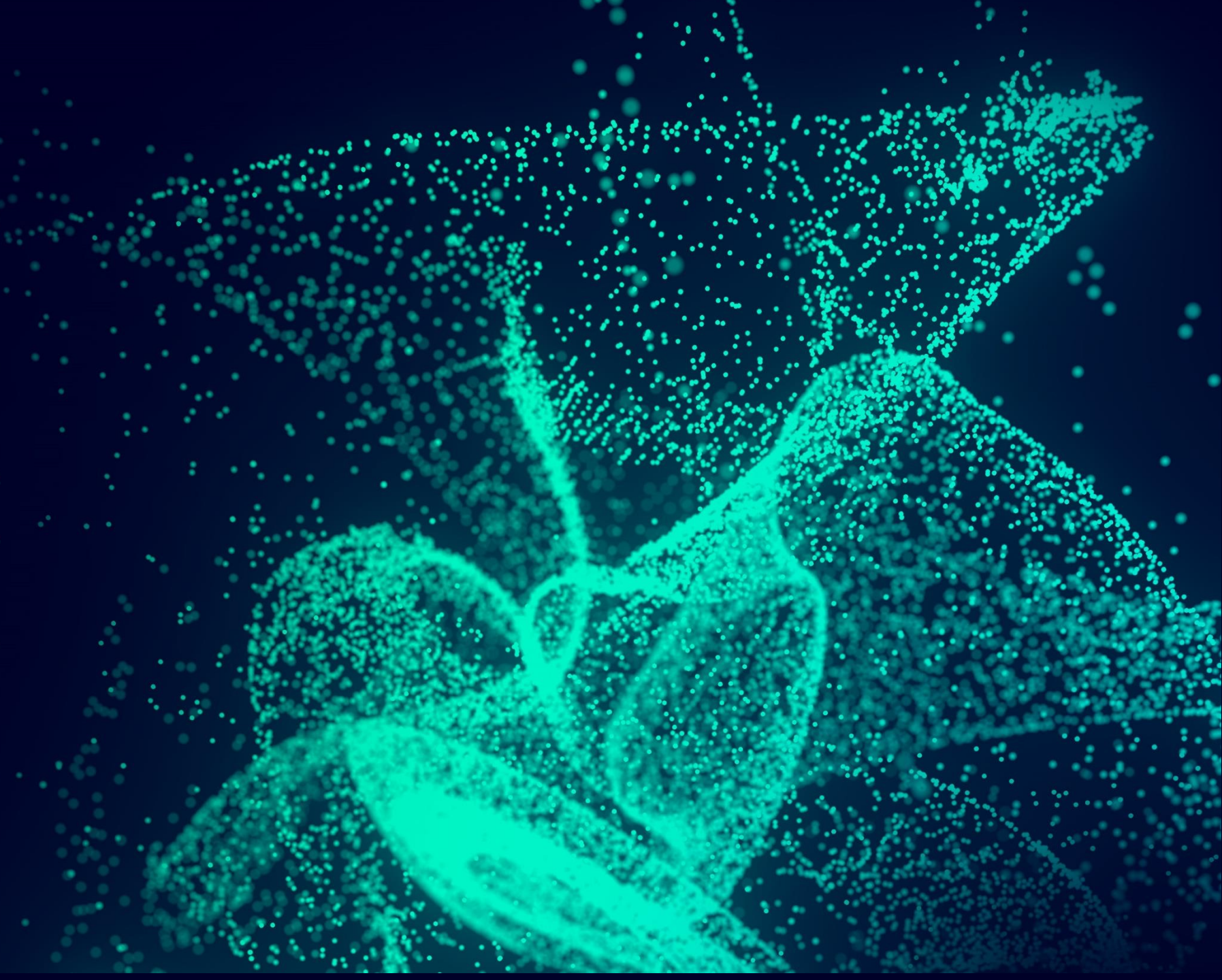
SIEMENS

Agenda

Business highlights

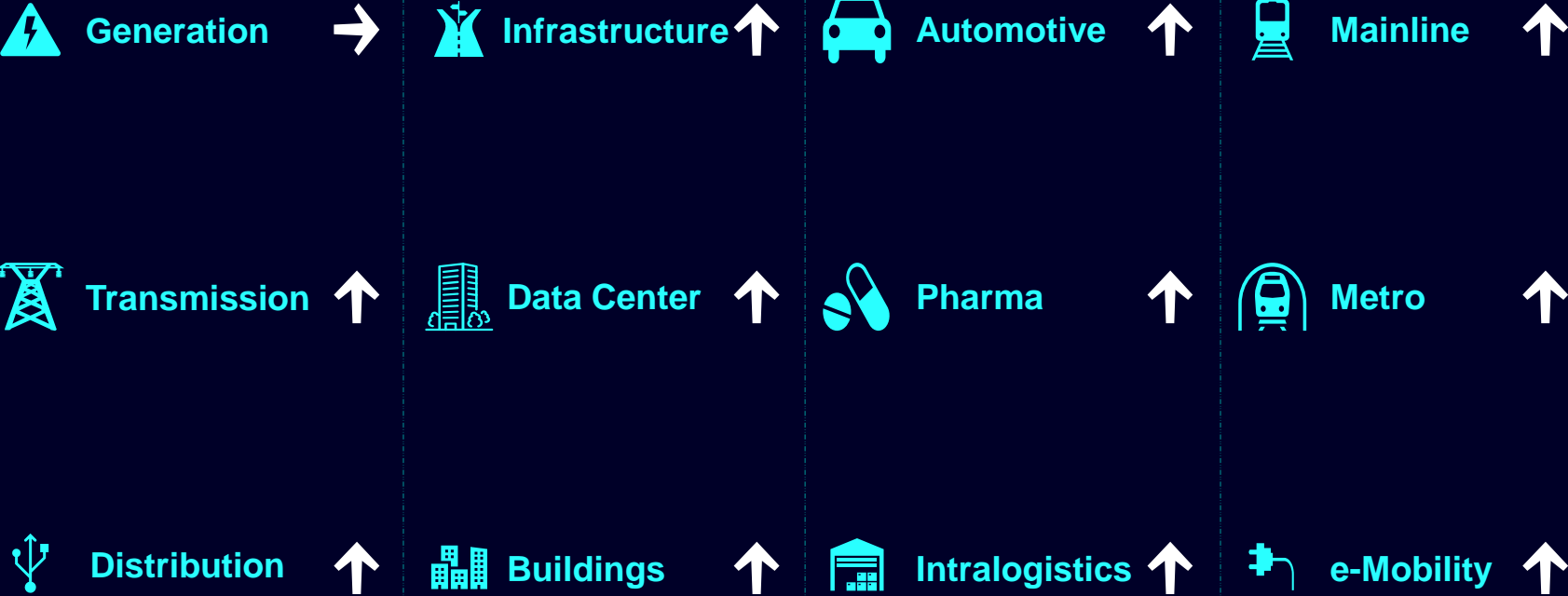
Financial highlights

Summary






Market momentum continues | Headwinds remain

Vertical trends



Headwinds

-  **Supply chain**
Delays in semiconductor components
-  **Inflation**
Impact on raw material prices
-  **Interest rate**
Limited short-term impact

New Orders: Highest Order Backlog supported by solid growth in base business

figures in billion INR, % y-o-y development



Note: Continuing Operations without Mechanical Drives business

Market momentum combined with strong execution driving growth

Growth Drivers, New Orders, H1 FY 22 over H1 FY 21

Energy (SE)	+28%	Smart Infrastructure (SI)	+37%	Digital Industries (DI)	+78%	Mobility (MO)	+391%
<ul style="list-style-type: none">• Growth in industrial decarbonization solutions - WHR, biomass, Modernization & Upgrade		<ul style="list-style-type: none">• Private distribution utilities revamping network		<ul style="list-style-type: none">• Demand in Metals, Cement, Infrastructure		<ul style="list-style-type: none">• Pune Hinjewadi Metro project	
<ul style="list-style-type: none">• Renewable projects driving Transmission growth		<ul style="list-style-type: none">• Investments in Data Centers, Transportation		<ul style="list-style-type: none">• Growth continues in Pharma, F&B		<ul style="list-style-type: none">• Continued Electrification & Signaling modernization	
<ul style="list-style-type: none">• Sugar, Cement, Steel, O&G witnessing high growth		<ul style="list-style-type: none">• Infrastructure investments driving Cement & Steel growth		<ul style="list-style-type: none">• Emerging Sectors (Metros, Intralogistics, Aerospace, Tunnel Automation) continue to grow		<ul style="list-style-type: none">• Growth in Mainline	

New Orders: Good mix, large orders expanding project business

% of New Orders

Portfolio Mix

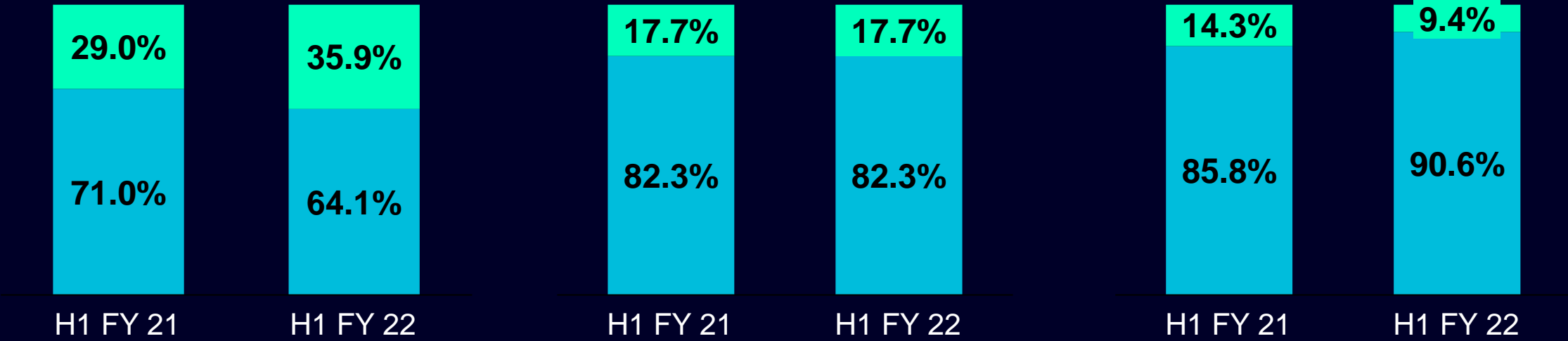
Export & Domestic

Government & Private

■ Project
■ Product and Service

■ Export
■ Domestic

■ Government
■ Private



Success across businesses accelerating growth

Key Orders, H1 FY 22

Energy



400/11kV AIS substation for powering lift irrigation



1st Industrial STATCOM, enhancing grid stability

Smart Infrastructure



Data Center electrification with high efficiency, reliability and safety



Turnkey 33kV Switchyard at one of the deepest all-weather ports

Digital Industries



Automating 1st indigenous greenfield Covid vaccine production



Automation & Electrical Package for 23x Cranes in Steel Industry

Mobility



Pune Hinjewadi, 1st PPP Metro, in partnership with TATA



IR Trainset Development (Vande Bharat)

Continued interest in Digitalization



SE + DI



Securing Critical Infrastructure

Protecting one of India's largest gas power plants from cyber attacks ¹⁾

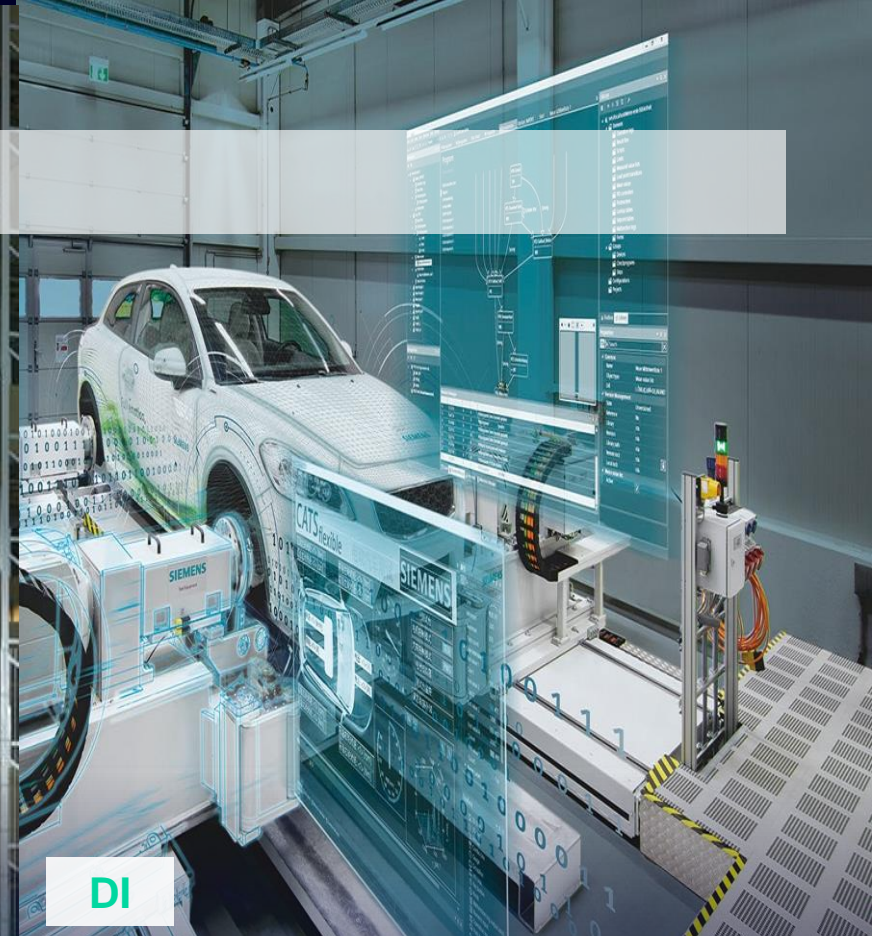


DI



Warehouse Digitalization

Intralogistics company using simulation & automation to build high productivity warehouses



DI



Digital Twin of Automotive Production

Digital Twin of paint shop ²⁾ reducing energy consumption & increasing productivity

1) Using Network Intrusion Detection System 2) using MindSphere and Plant Simulation

Globally, Siemens is accelerating Sustainability approach through DEGREE

DEGREE – Our ambitious Sustainability framework



Siemens India is committed to DEGREE, focused on creating lasting value

DEGREE – Select Highlights

D

ecarbonization



Electric Mobility

eCharging infrastructure at Chandigarh, Bengaluru



Waste Heat Recovery

Reducing carbon footprint at large cement producer

E

thics



Business Conduct Guidelines

Strive to achieve 100% trainings for all employees



Siemens Integrity Initiative

Collective Action to create fair market conditions and level playing field

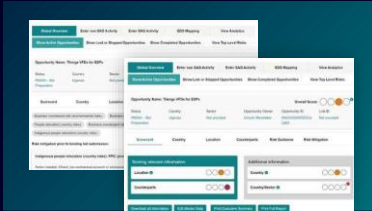
G

overnance



Supplier Code of Conduct

Clear supplier commitment to our fundamentals



Environmental & Social Due Diligence

ESG Radar set-up to assess, manage & monitor risks

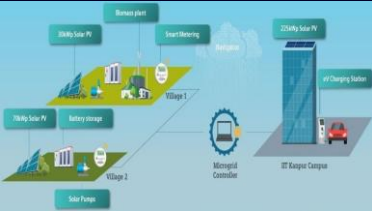
R

esource efficiency



7 MW Green Energy in Kalwa and Aurangabad

DES ¹⁾ and offsite captive solar to power our factories



DES @ IIT Kanpur

Integrating microgrid, solar, biomass, eCharging, smart metering

E

quity



Project Asha

Access to water, electricity, health, education (>600k people, >100 villages)



Diversity, Equity & Inclusion

Strengthen diversity and inclusivity in top functions

E

mployability



Dual VET

Implemented at ~300 ITIs in 14 states (yearly ~45k students)



Digital Learning Hours

Focus on upskilling across employee base

1) Distributed Energy System

Our intelligent and sustainable solutions support customers increase competitiveness and combat climate change

Key Sustainable Solutions

Energy



Eco-design Transformers

Using biodegradable ester fluids for insulation of transformers instead of oil

Smart Infrastructure



Grid Control Center

Integrating grids for decentralized generation

Digital Industries



High Efficiency Motors & Drives

3x efficiency reducing energy consumption

Mobility



Electric Locomotives

Propulsion systems for locomotives, saving electricity using braking energy



Power Plant Modernization

Improving assets and environmental compatibility with higher reliability



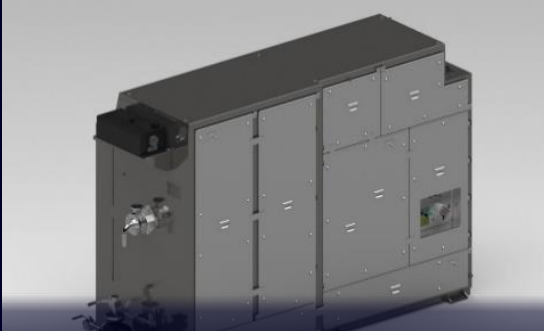
Demand Flow®

HVAC Chiller optimization reducing energy costs and improving operational efficiency



SIMATIC Energy Suite

Energy transparency in production by linking energy management with automation



Hotel Load Converter

Reducing operating and maintenance costs of trains

Agenda

Business highlights

Financial highlights

(Continuing Operations without
Mechanical Drives business)

Summary

Strong performance despite challenging environment in Q2 FY 22

New Orders

(y-o-y)

+61.4%



Revenue

(y-o-y)

+8.2%



EBITDA

(% of revenue)

+12.5%



Profit before Tax

(% of revenue)

+12.5%



Profit after Tax

(% of revenue)

+9.2%



Earnings per Share

(in INR)

₹ 9.23



Strong business performance continues throughout H1 FY 22

New Orders

(y-o-y)

+63.3%



Revenue

(y-o-y)

+9.9%



EBITDA

(% of revenue)

+11.5%



Profit before Tax

(% of revenue)

+11.5%



Profit after Tax

(% of revenue)

+8.5%



Earnings per Share

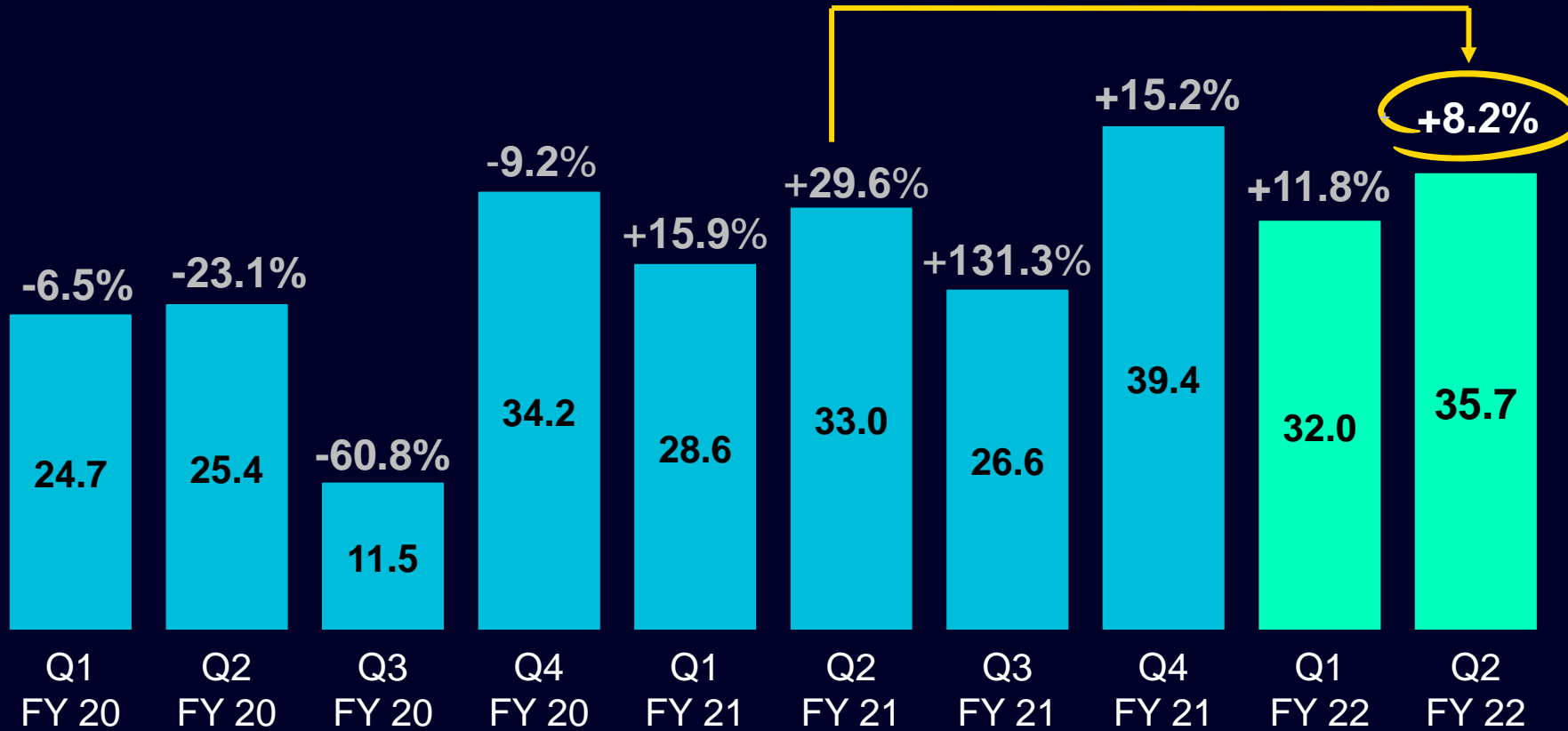
(in INR)


₹ 16.12




Revenue: Second highest revenue in Q2 FY 22

figures in billion INR
% y-o-y development



Book-to-bill at 1.57 points towards uptick in H2 FY 22 

Large orders in SE and MO with longer cycle times 

Supply chain delays 

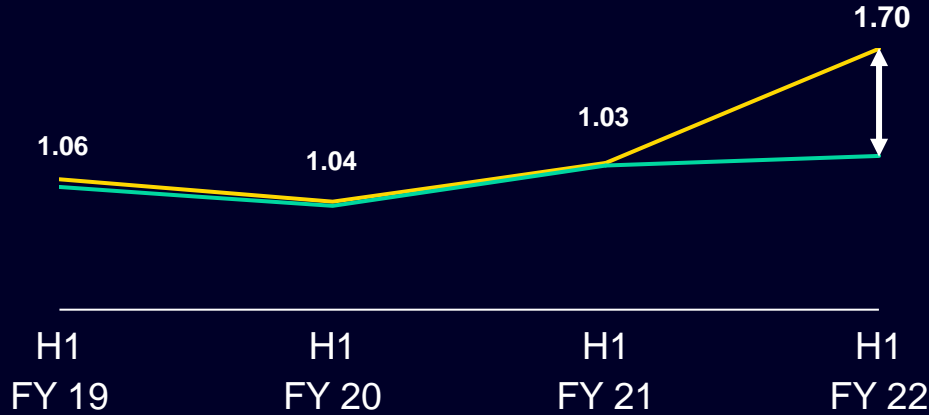
1st wave

2nd wave

Revenue: Higher Book-to-bill in H1 FY 22

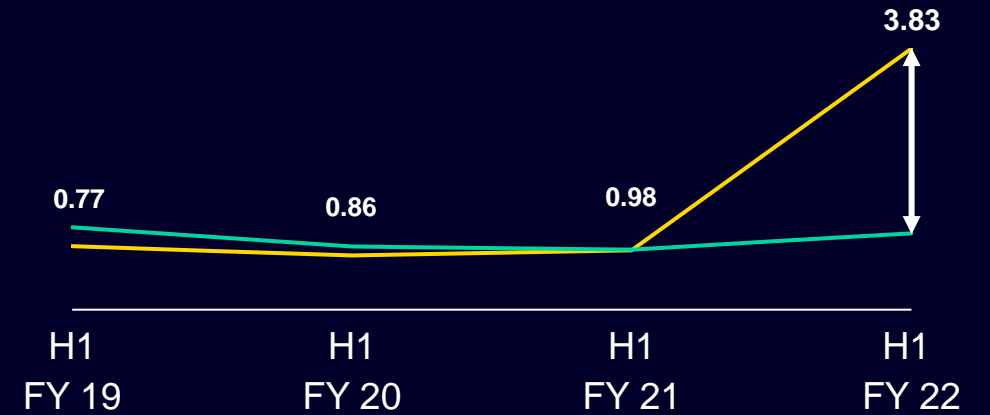
x.xx Book-to-bill — New Orders — Revenue

DI



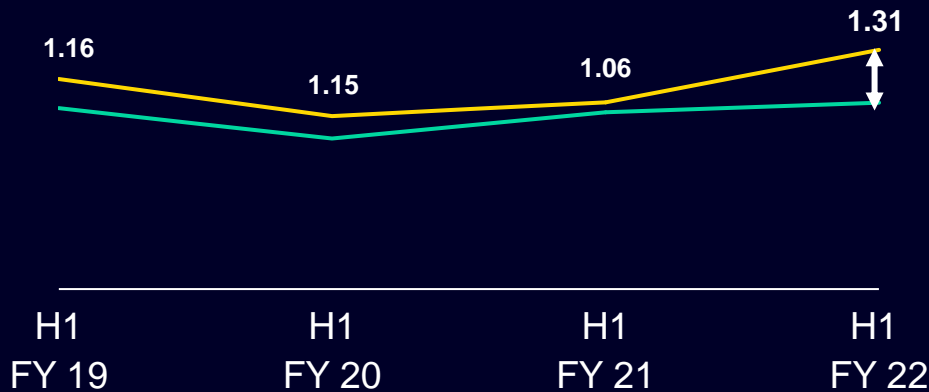
- Advance ordering by channel partners due to higher lead times
- Supply chain delays

MO



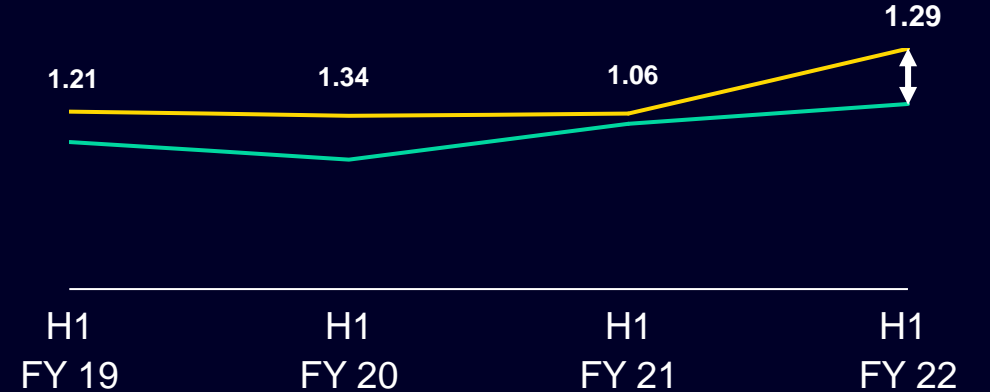
- Large metro projects backlog
- Execution period >3 years

SE



- Shifts in project offtakes

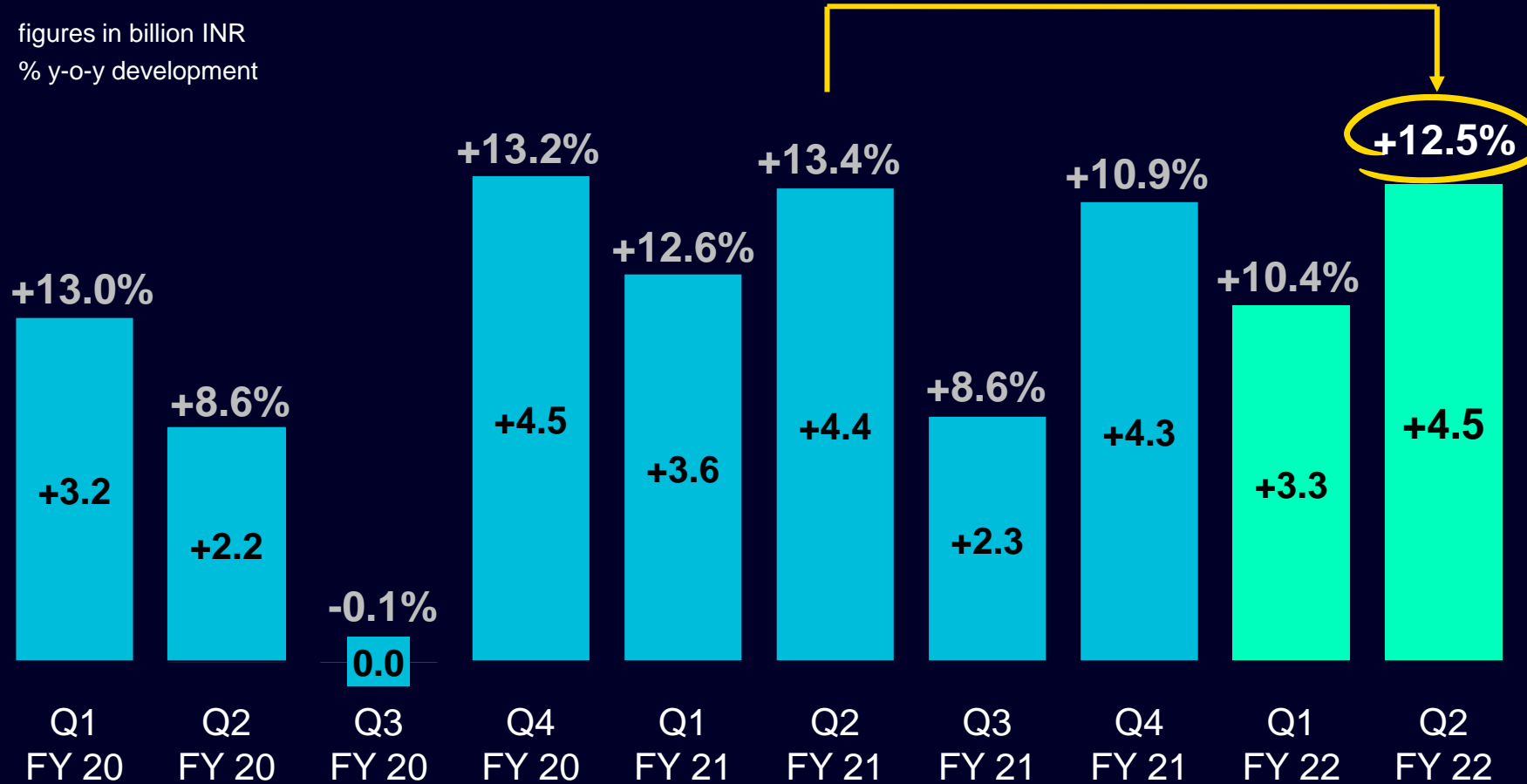
SI



- Production impact in January due to COVID
- Supply chain delays


EBITDA: Double digit profitability in Q1 and Q2 FY 22

figures in billion INR
% y-o-y development



Operational margin stable 

Better price extraction 

Discretionary spending maintained 

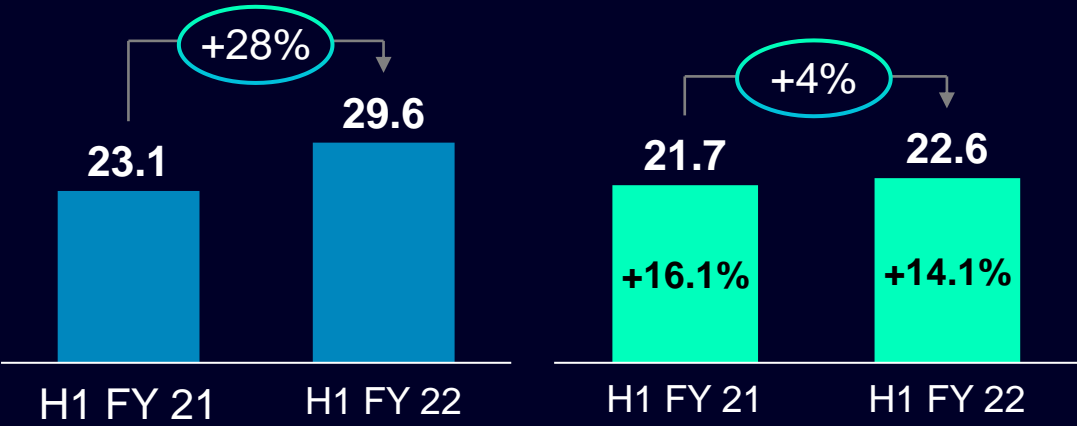
1st wave

2nd wave

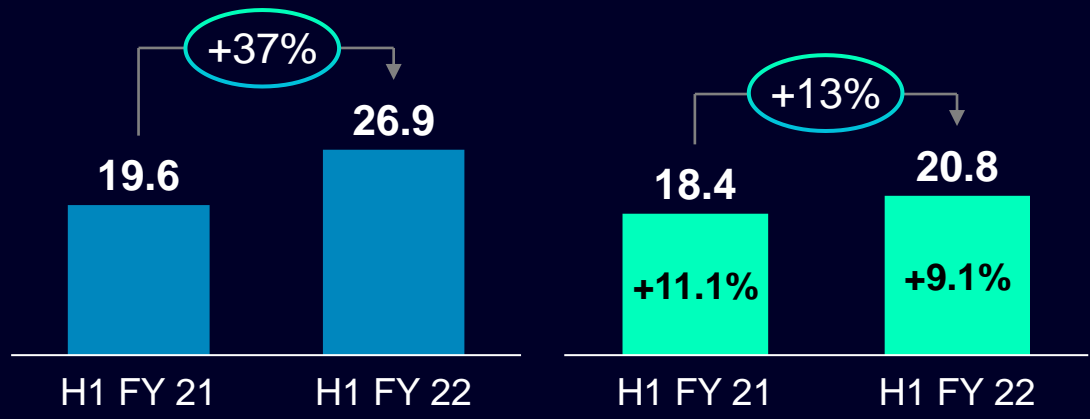
Strong Performance in H1 FY 22 across all Businesses

■ New Orders
 ■ Revenue
 xx.x% EBITDA to revenue

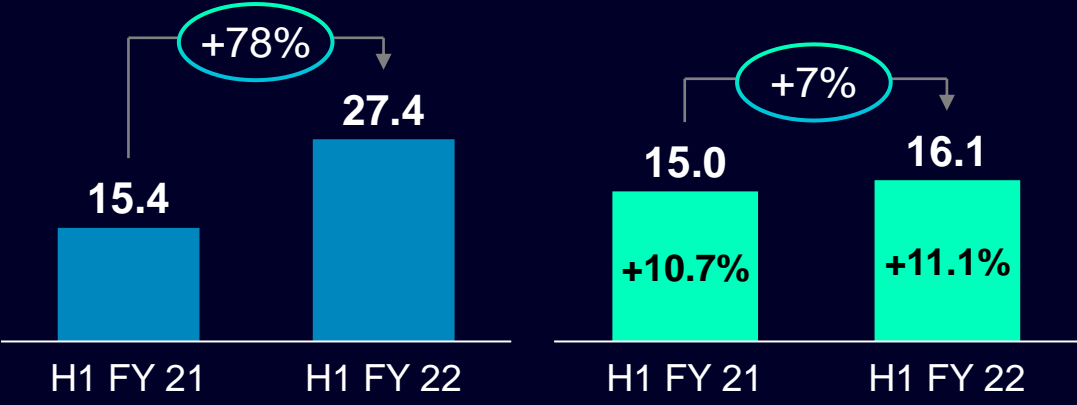
Energy (SE)



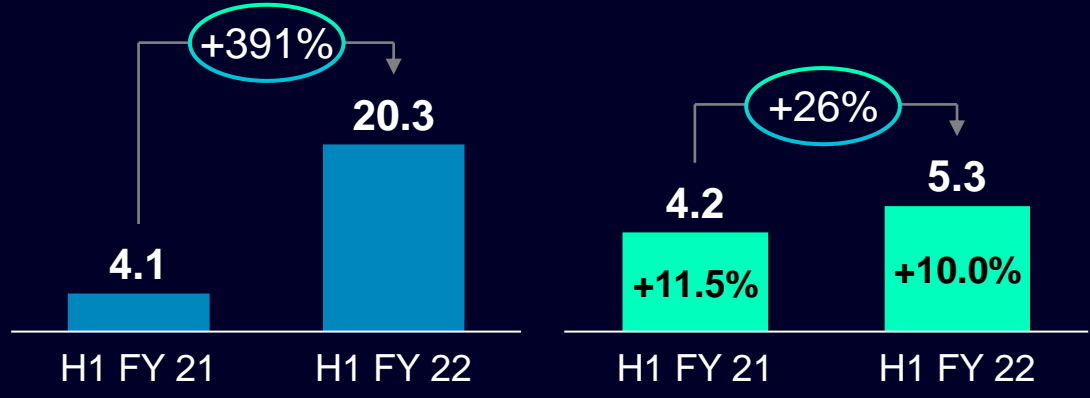
Smart Infrastructure (SI)



Digital Industries (DI)



Mobility (MO)



The background features a dark space filled with intricate, glowing particle trails in shades of blue and purple. These trails form complex, swirling patterns that resemble a nebula or a data visualization. A faint, glowing globe is visible in the lower-left quadrant, partially obscured by the particle trails. The overall aesthetic is futuristic and high-tech.

Agenda

Business highlights

Financial highlights

Summary

Siemens is well positioned for profitable growth



Market uptick expected to continue



Strong growth in short cycle business and high-volume project business



Continued interest in Digitalization



Stringent supply chain & cost management



Maintain high profitability & strong cash position



Sustainability at our core

Thank you



Q



A

