

26<sup>th</sup> November, 2018

National Stock Exchange of India Ltd.  
BSE Ltd.

**Scrip Code –**

National Stock Exchange of India Ltd.: SIEMENS EQ  
BSE Ltd.: 500550

**Intimation of Schedule of Analyst / Institutional Investor Meeting under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sirs,

We refer to our letter dated 22<sup>nd</sup> November, 2018 intimating about today's Analysts / Institutional Investors Meeting.

With respect to the same, please find enclosed the presentation made to Analysts / Institutional Investors.

The presentation is also being uploaded on the website of the Company at: [www.siemens.co.in/investorcommunity](http://www.siemens.co.in/investorcommunity) in accordance with Regulation 46 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the above information on record.

Yours faithfully,

For **Siemens Limited**



**Ketan Thaker**  
Company Secretary

Siemens Ltd.  
CIN: L28920MH1957PLC010839

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# Analyst Meet – FY 2018

## Siemens Limited







Sunil Mathur, Managing Director & CEO  
Christian Rummel, Executive Director & CFO  
November 2018 | Mumbai

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# Pickup in capex growth

## Sectoral outlook and market trend

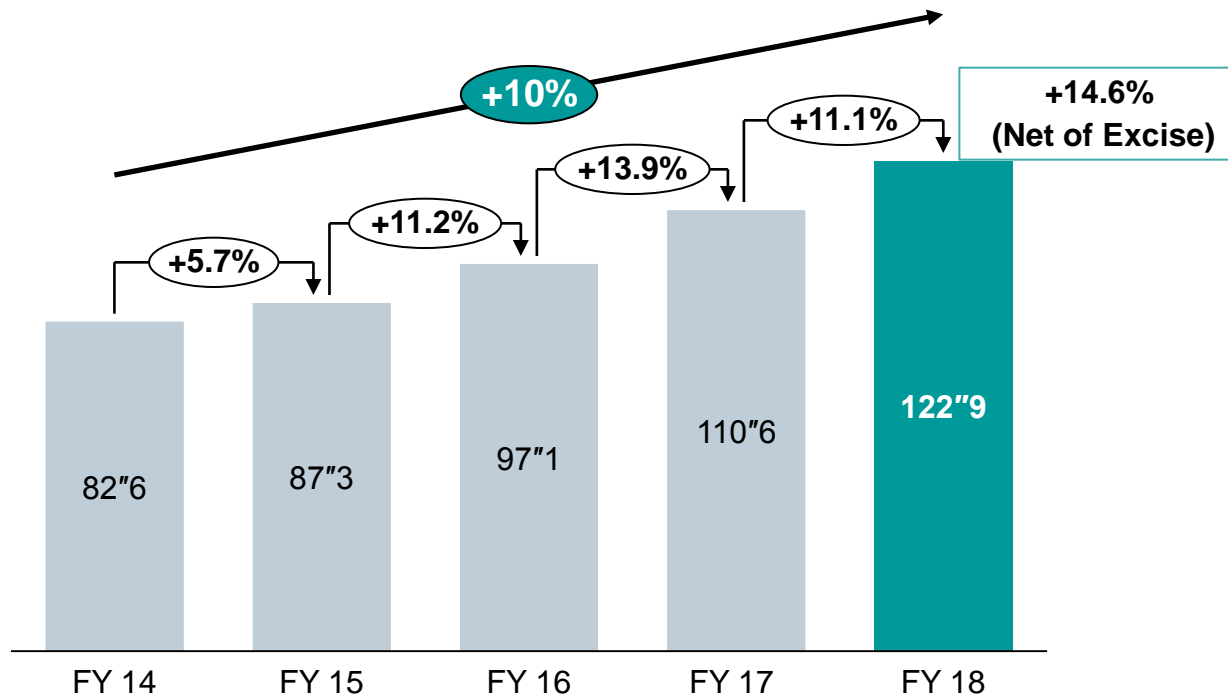
<b>Power</b>	 Few opportunities in power generation due to low Plant Load Factor and stressed assets. Demand for captive power plants growing (fertilizer, sugar, ...)
	 Replacement of ageing / inefficient power plants with super critical technology expected in the medium term
<b>Infra-structure</b>	 Transmission capex shifting from Power Grid to State level T&D utilities at <400/220kV levels
	 Smart city tendering based on packages (substations, smart solutions etc.), absence of large integrated orders
<b>Industry</b>	 Capital expenditure growing in some segments (automotive, pharmaceuticals, food & beverage)
	 Strong interest in digitalization solutions for energy efficiency, enhanced productivity and flexibility

# Sustained profitable growth in a mixed market environment



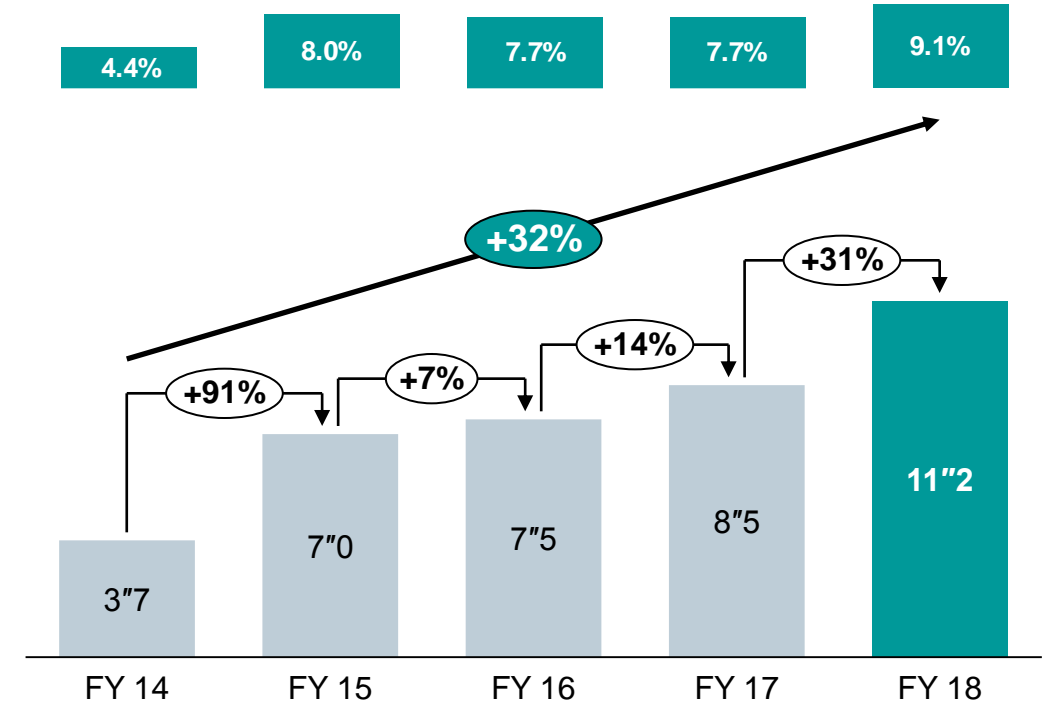
Siemens Limited Annual Performance<sup>1)</sup>, INR figures in billions

## Sales



## PFO (Profit from Operations)

PFO margin %



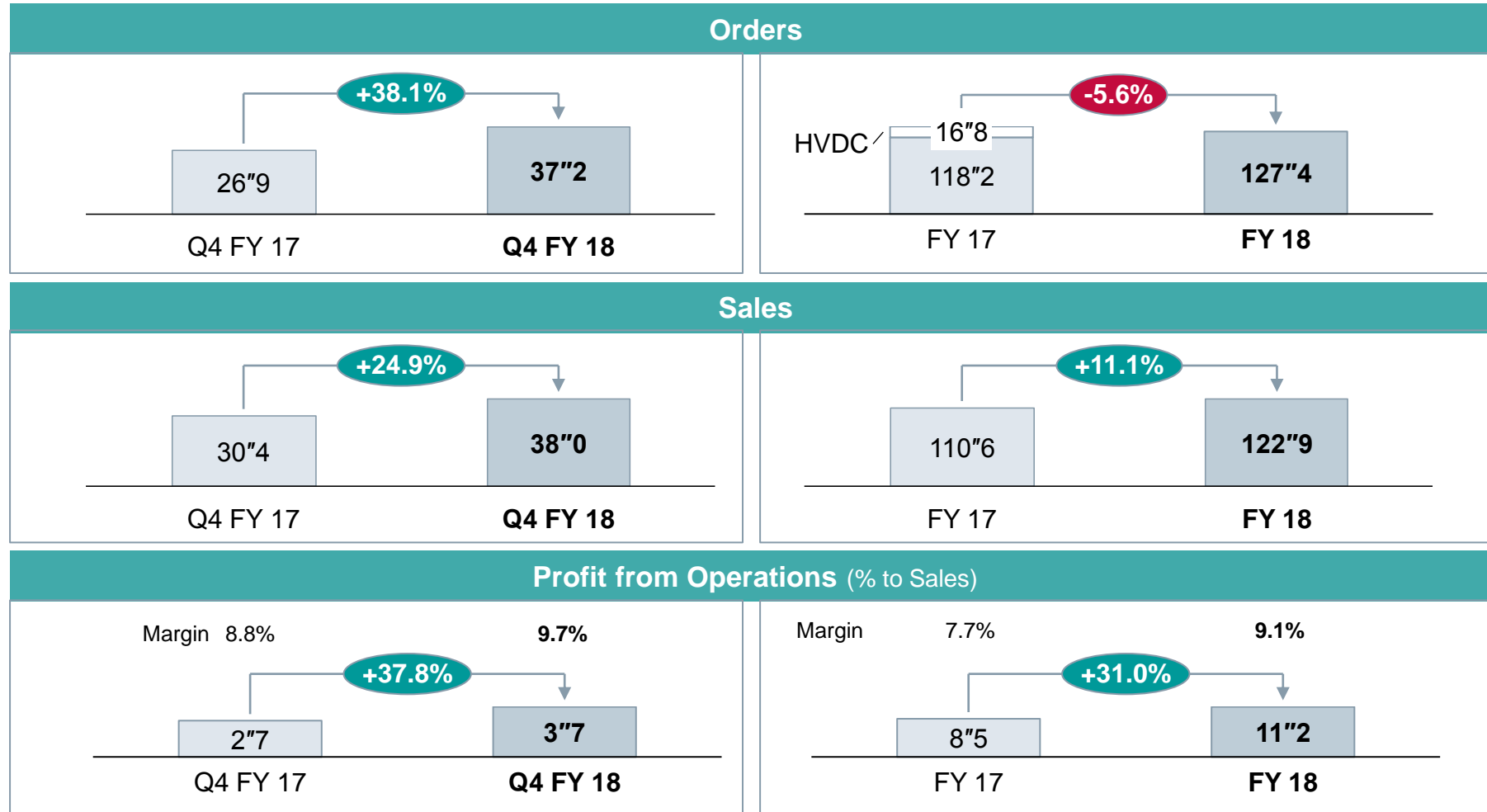
1) From Continuing Operations excluding Healthcare and Metals Technologies



# Operational excellence has resulted in margin improvement



INR figures in billions



**Order Growth ex HVDC: +7.8%**  
**Base Business: +28.4%**  
 (Base Business excludes large Orders > INR1"0)

**Book to Bill: 1.04**  
**Backlog: 123"5**  
**Sales: +14.6% (Net of excise)**

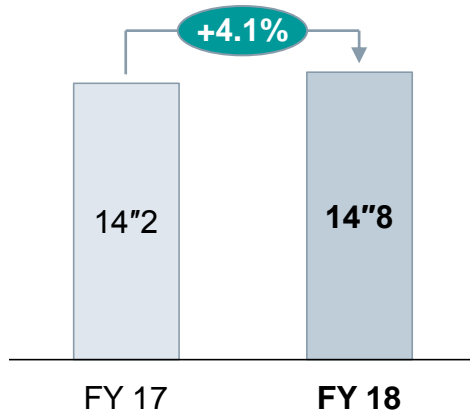
**Profitability: +138 bps**  
 therein:  
**Loss on FX: -162 bps**  
**Export Incentives: +108 bps**

# Strong performance across all divisions

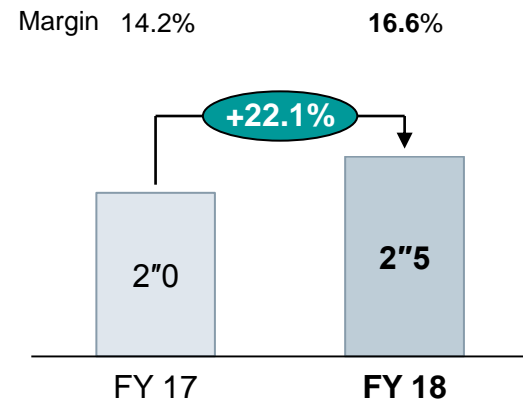
Division-wise performance – FY 2018, INR figures in billions

## Power and Gas (PG)

### Sales



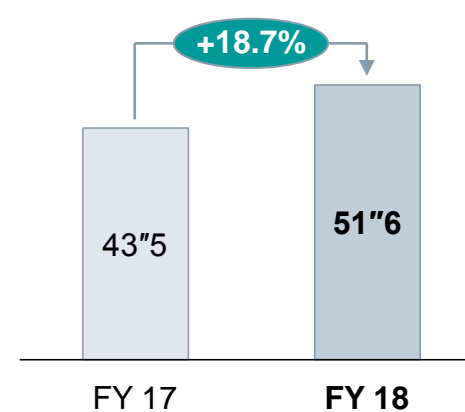
### Profit from Operations



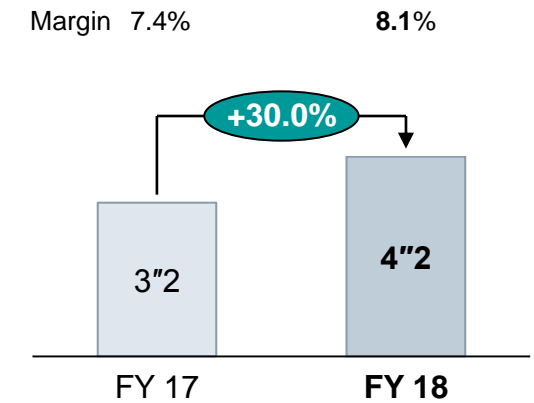
- Growth driven by small steam turbine business (captive power generation)
- Increased profitability due to export incentives on Services

## Energy Management (EM)

### Sales



### Profit from Operations



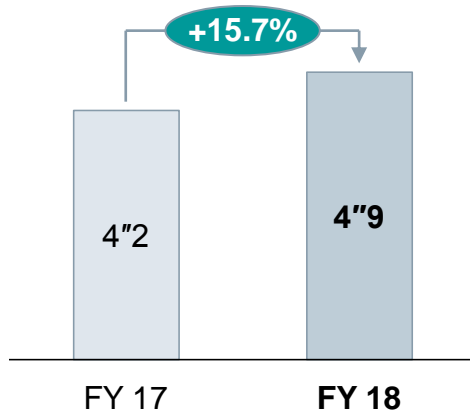
- Large HVDC order driving sales and profits

# Strong performance across all divisions

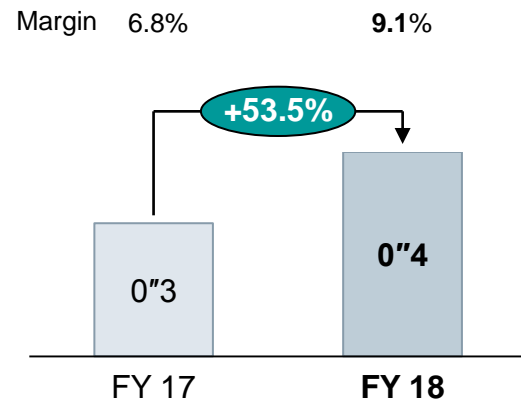
Division-wise performance – FY 2018, INR figures in billions

## Building Technologies (BT)

### Sales



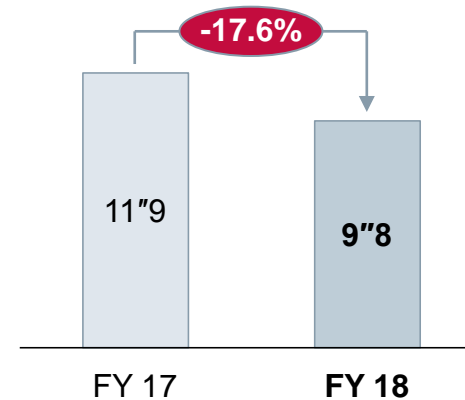
### Profit from Operations



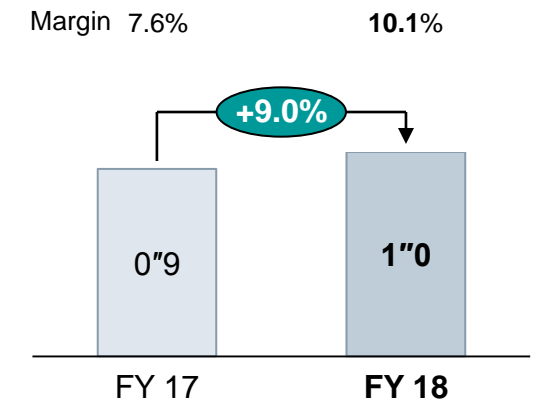
- Growth in solutions and products for commercial buildings, life sciences and data centers

## Mobility (MO)

### Sales



### Profit from Operations



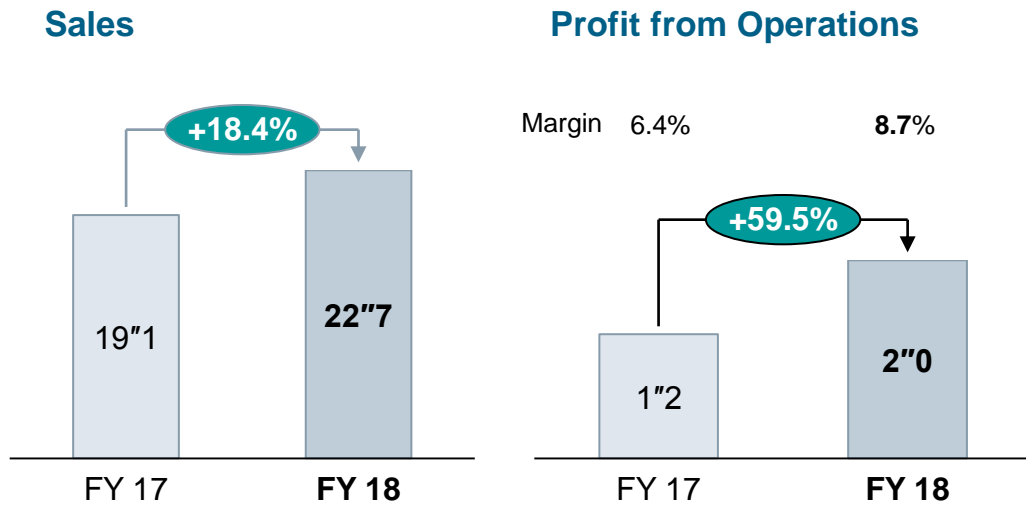
- Reduced demand for traction motors (diesel locomotives)
- One time commercial settlement



# Strong performance across all divisions

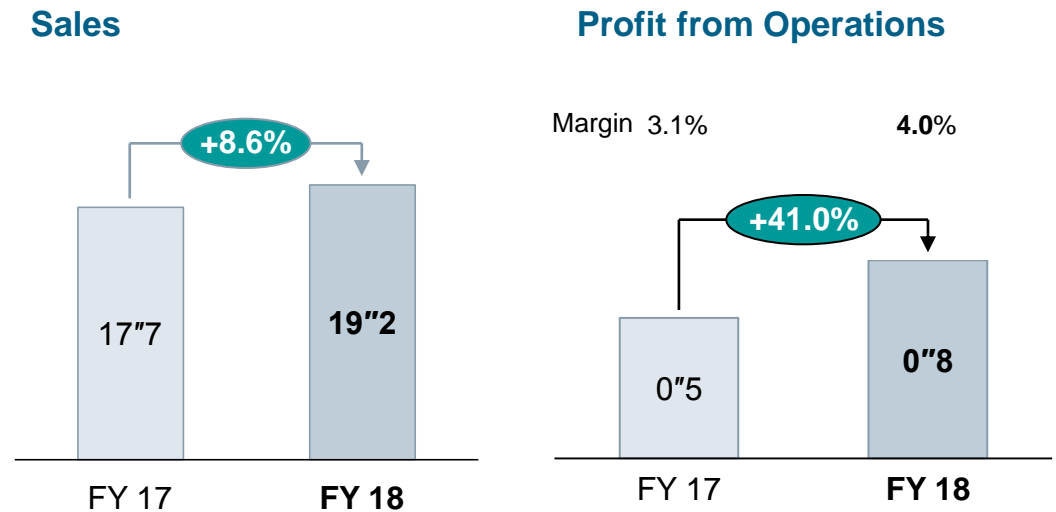
Division-wise performance – FY 2018, INR figures in billions

## Digital Factory (DF)



- Incremental growth through digitalization in machine building, automotive and food & beverage
- Better margins due to revenue growth

## Process Industries and Drives (PD)

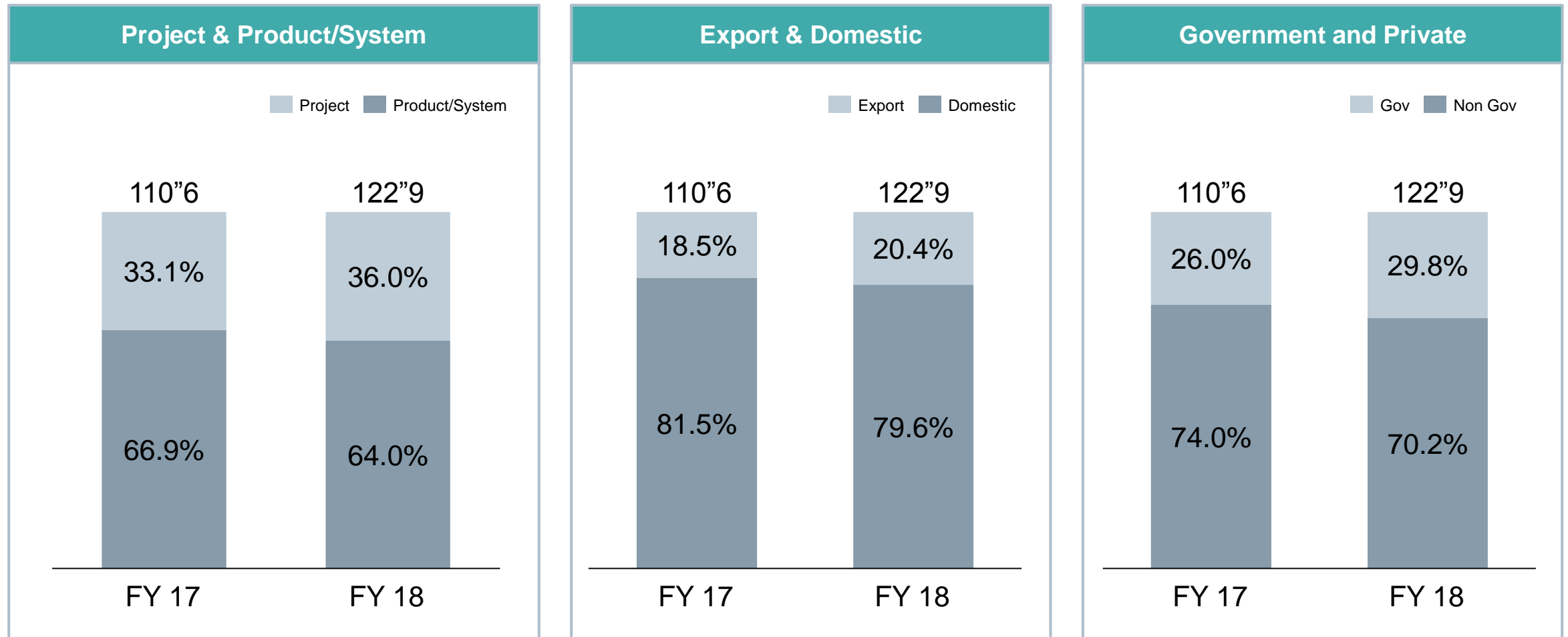


- Growth led by demand for energy efficient motors and drives
- Higher margins due to operational excellence

# Business mix remains stable



Sales Mix, INR figures in billions



# MindSphere is our entry point to further drive business performance through Digitalization

## Increase Performance ...

...powered by digital transformation



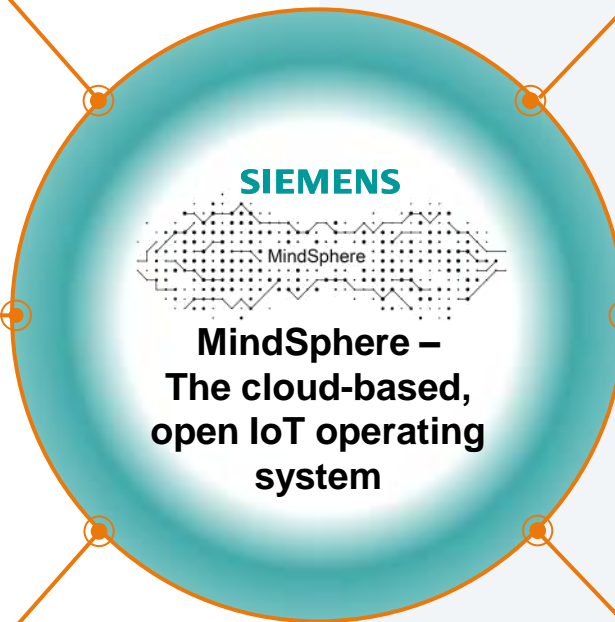
## Build Digital Business ...

...through development of applications & digital services



## Differentiate in the Market ...

...through new service and business models



## Power ...

... Power Generation, Power T&D, Oil & Gas



## Infrastructure ...

...Buildings, Smart Cities, Mobility, eMobility



## Industry ...

... Automotive, Food & Bev, Pharma, Cement



FOCUS VERTICALS

## Shorten Time-to-Manufacturing

### Customer Requirements

- Reduce time to market for launching new vehicle models

### Our Solution

- Siemens Teamcenter and Totally Integrated Automation portal to simulate and validate design

### Customer Benefits

- Reduced development time by 50%
- Reduced commissioning time by 70%

**Automotive**



## First Time Right with Enhanced Flexibility

### Customer Requirements

- Real-time analysis and adaptive actions to improve batch quality

### Our Solution

- Siemens Process Analytical Technology (SIPAT) solution

### Customer Benefits

- Improved batch quality and consistency
- Reduced batch cycle time up to 15%

**Pharmaceuticals**



## Process Optimization

### Customer Requirements

- Reduced Energy Costs
- Optimization of Raw Mill

### Our Solution

- Kiln and Mill Optimization  
CEMAT Solution

### Customer Benefits

- Reduced power consumption<sup>1)</sup> by 8%
- Increase Cement mill feed by 20 Tph

1) Specific Power Consumption (Kwh/T)

**Cement**



## Improving power plant performance

### Customer Requirements

- Flexibility to increase power output of the thermal plant to balance the power grid

### Our Solution

- Primary Frequency Control using SPPA<sup>1)</sup>-T3000 for condensate throttling

### Customer Benefits

- Flexibility ~7% load ramp-up in 20 seconds to stabilize frequency
- Improved life of turbine control valve

**Power Generation Services**



## Digitalization of Power Substations

### Customer Requirements

- Reduce bay capex & maintenance cost
- Flexibility for expansion

### Our Solution

- Digital substation 4.0 with process bus technology and cloud connectivity

### Customer Benefits

- Substation footprint reduction
- Easier augmentation – secondary system independent of primary

**Energy Management**

# Committed to continued profitable growth



## Outlook

1

Continued thrust on Digitalization and creating Smart Infrastructure

2

Strengthening core activities through customer focus and localization

3

Leverage strong balance sheet

# Investor Relations Contact



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# Thank You!!