

21st November, 2019

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 20th November, 2019 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 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 Limited
Management: Sunil Mathur
CIN: L28920MH1957PLC010839

Birla Aurora, Level 21, Plot No. 1080, Tel: +91 (22) 39677000
Dr. Annie Besant Road, Worli, Website: www.siemens.co.in
Mumbai – 400030 E-mail- Corporate-
India SecretariatLin@siemens.com

Registered Office: Birla Aurora, Level 21, Plot No. 1080, Dr. Annie Besant Road, Worli, Mumbai – 400030. Telephone +91 22 3967 7000. Fax +91 22 24362403.
Sales Offices: Ahmedabad, Bengaluru, Bhopal, Bhubaneswar, Chandigarh, Chennai, Coimbatore, Gurgaon, Hyderabad, Jaipur, Jamshedpur, Kharghar, Kolkata, Lucknow, Kochi, Mumbai, Nagpur, Navi Mumbai, New Delhi, Puducherry, Pune, Vadodara, Visakhapatnam.

Analyst Meet – FY 2019 Siemens Limited

Sunil Mathur, Managing Director & CEO
Daniel Spindler, Executive Director & CFO
November 2019 | Mumbai

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Dr. Daniel Spindler joins as Siemens Limited Executive Director and CFO from 1st September 2019



Brief profile

- Holds a Business Administration degree and conferral of a doctorate from University of Regensburg, Germany
- Associated with Siemens for over 20 years in various roles
- Has been responsible for Management, Business Administration, Finance and Accounting matters
- Prior to this role, since 2018 was the CFO, Siemens Pte. Ltd., Singapore



Slowdown in Capital Goods Sector

Current Situation

Power



Lack of opportunities in the mid term in large **Thermal Generation**

Demand for industrial steam turbines across sectors like **Steel, Cement and Chemicals**

Slowdown in T&D capex

Infra



Large ticket capex in infrastructure projects absent or deferred

Steady demand for **advanced security** and **energy efficiency solutions** in **Buildings, Hotels and Convention Centres**

Industry



Inventory build-up across sectors. **Automotive, Cement, Steel** industries continue to face **stress**

Opex optimization also **slowing down**

Business Summary



New orders grown in **Digital Industries** ~ +11%, **Gas and Power** ~ +7% and **Smart Infrastructure** ~ +7%



Stable sales growth across **all businesses** driven by strong order backlog and execution



Book-to-bill ratio at **0.99**, sales reach of ~ **one year**



Profit from operations margin continues to be strong



Working Capital position **improves further** – in a **challenging environment**

Stable profitable growth in a challenging environment



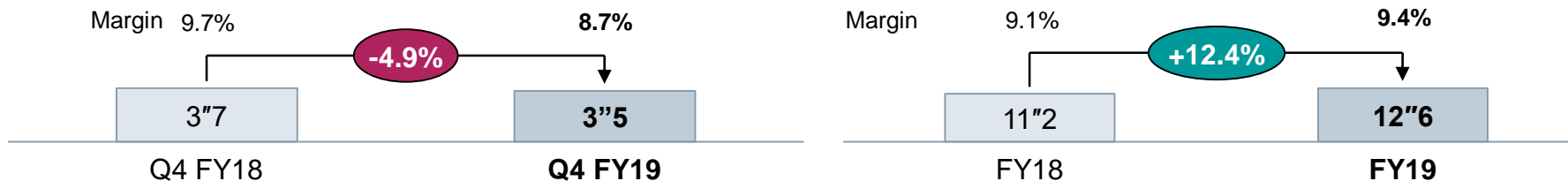
New Orders



Sales



Profit from Operations (% to Sales)



Comments

Base Business¹⁾

Q4 FY19: -8.9%
FY19: +5.5%

Order Backlog: 118.8
Book-to-Bill: 0.99

One time impact Q4 FY19

Inventory provisioning costs and forex loss

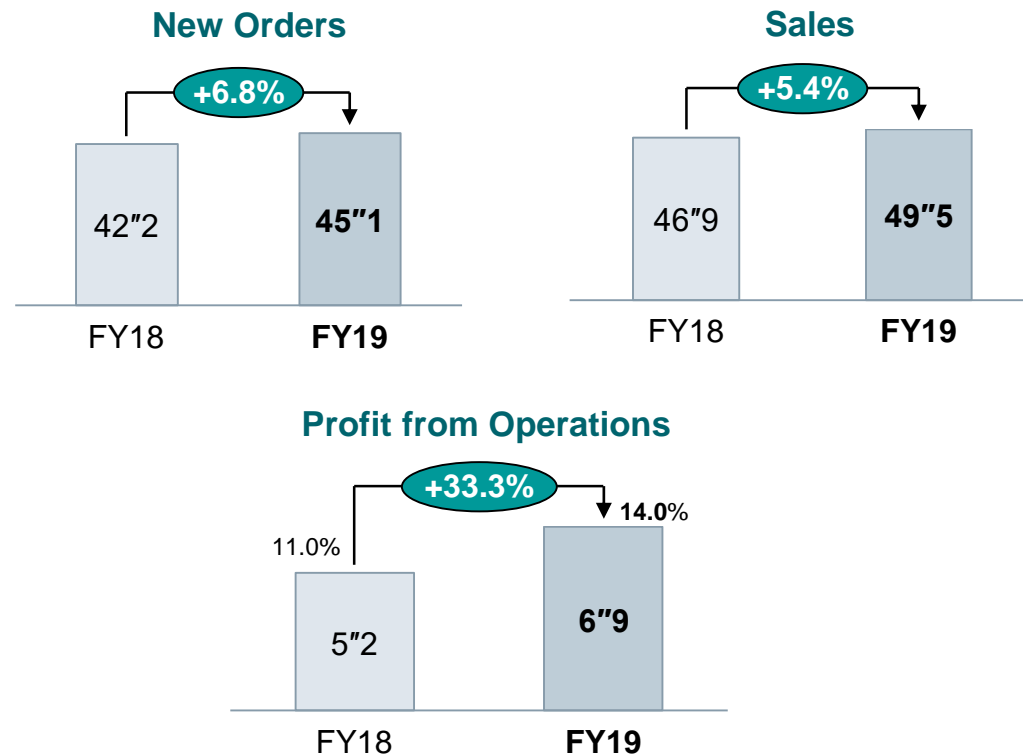
Notes 1) Base Business excludes large Orders > INR1.0

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Steady performance across most businesses in FY19

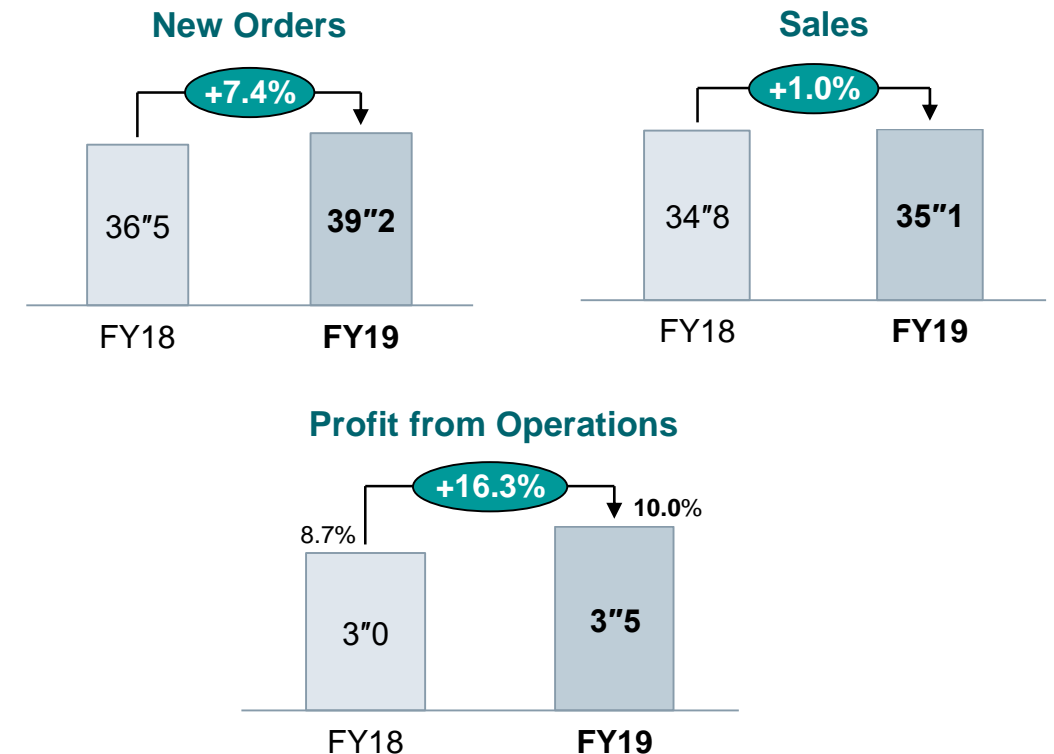
Gas and Power (GP)

- Growth in services and small turbines offset by decline in large projects
- Underlying margin improvement



Smart Infrastructure (SI)

- Growth across end users in Hospitality, Commercial Offices and Data Centers, slowdown in Utilities
- Increased competition / price pressure in Distribution business

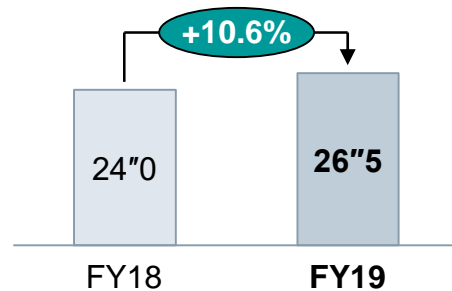


Steady performance across most businesses in FY19

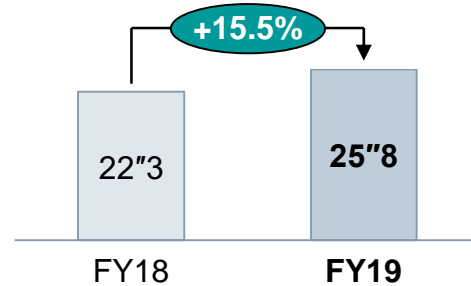
Digital Industries (DI)

- F&B and Pharma driving growth, slowdown in Auto in H2
- Profit impacted due to costs of rationalization of operations

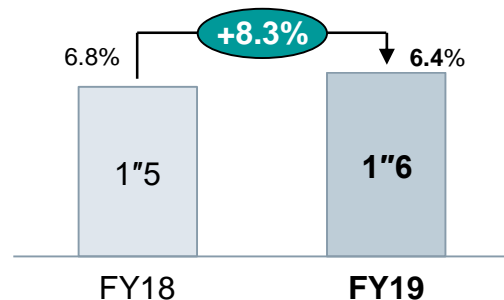
New Orders



Sales



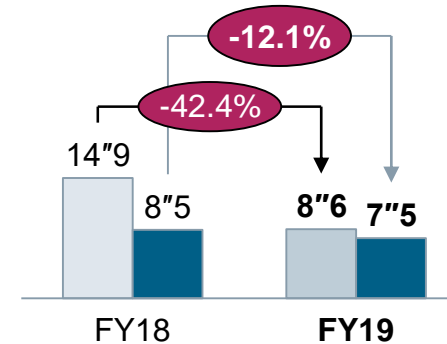
Profit from Operations



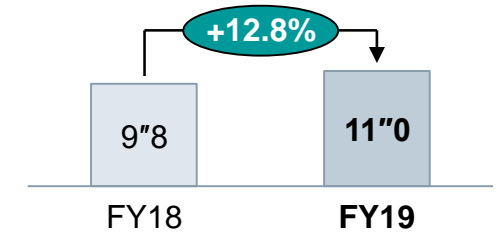
Mobility (MO)

- Aggressive pricing reduces order intake volume
- Sales growth from execution of order backlog

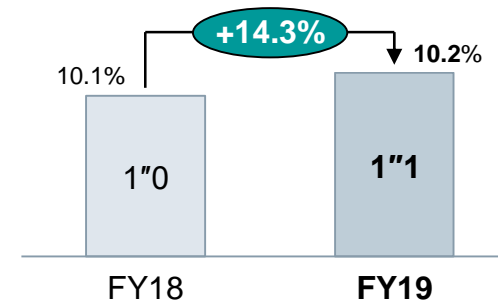
New Orders



Sales



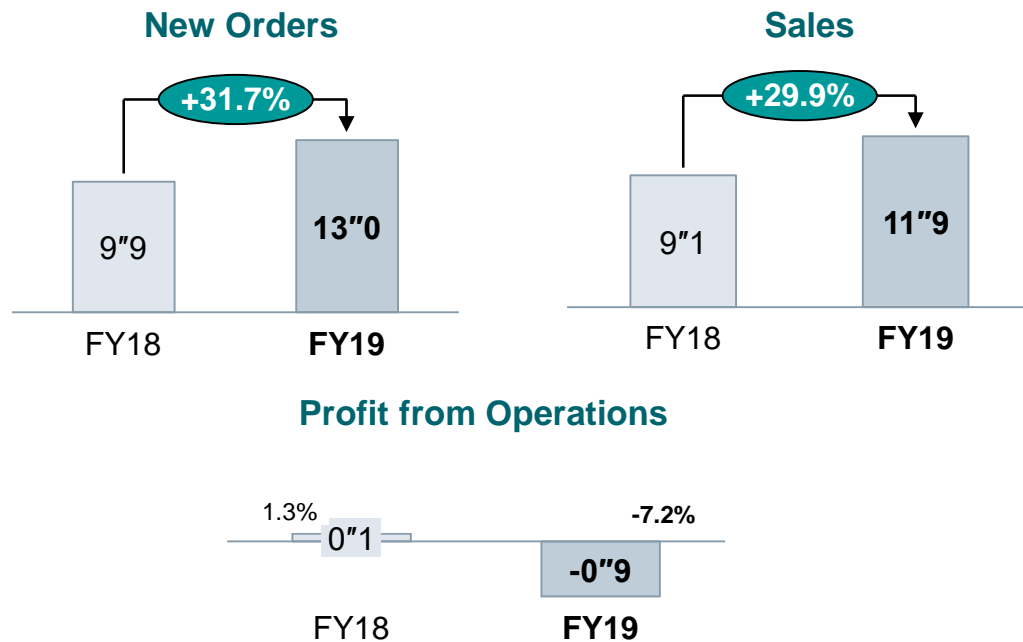
Profit from Operations



Steady performance across most businesses in FY19

Portfolio Companies (POC)

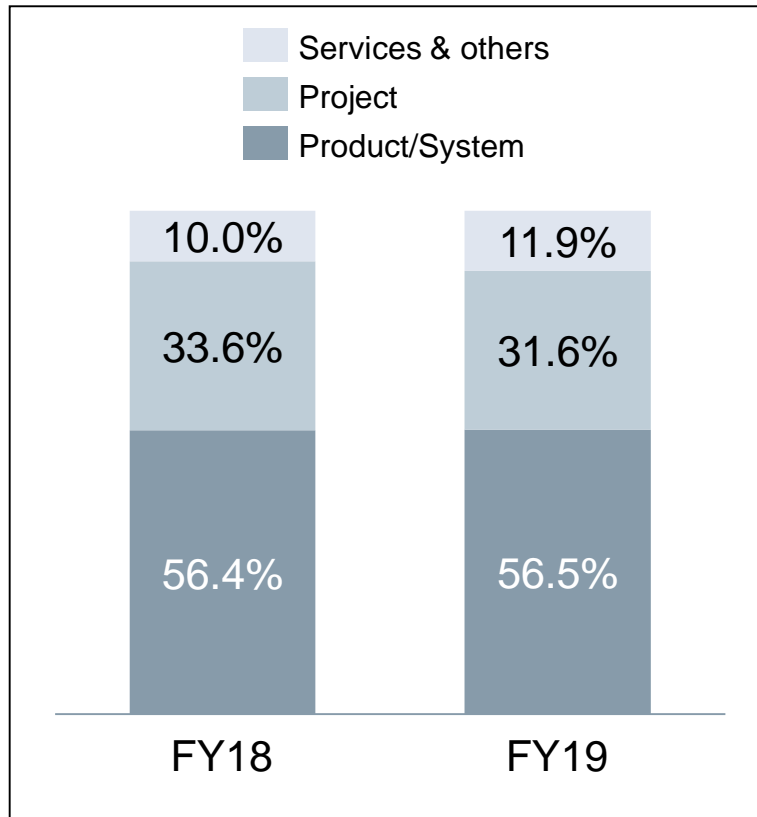
- Growth driven by a pickup in Wind industry
- Profit impacted due to one time costs of rationalization and inventory provisioning



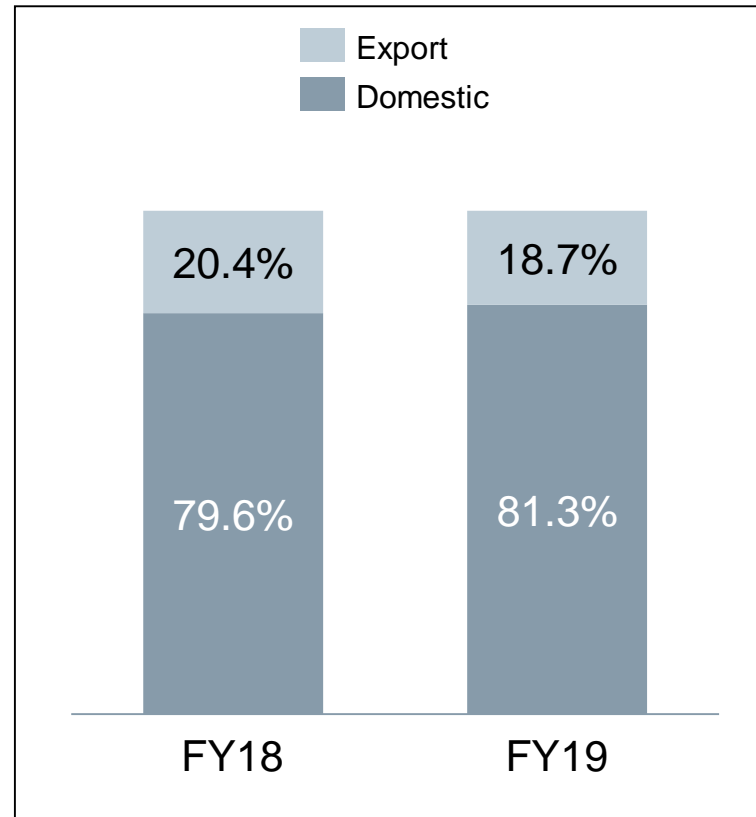
INR figures in billions

Business mix remains stable

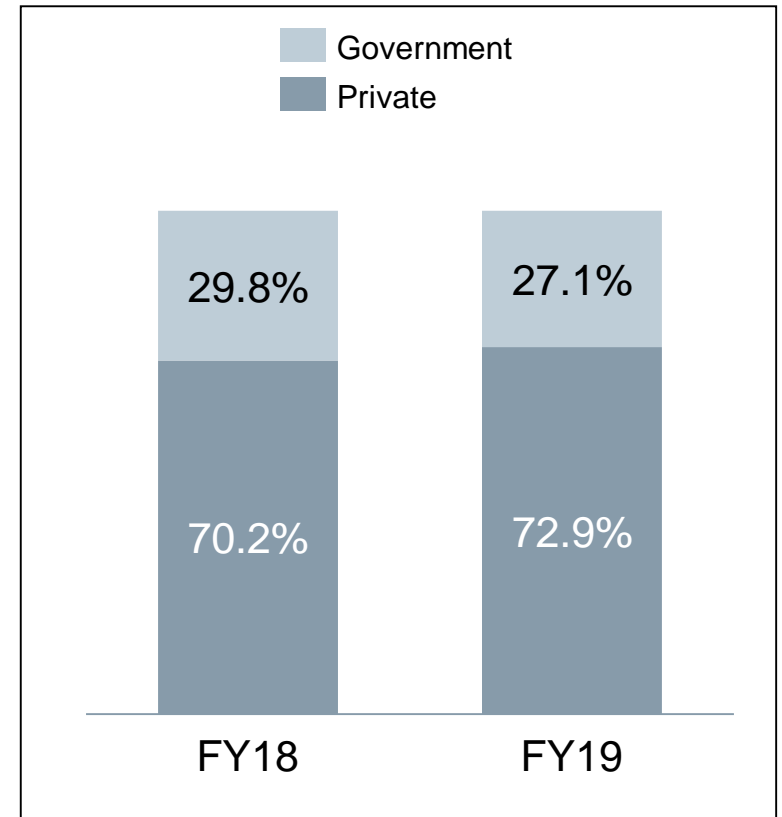
Sales Mix



Export & Domestic



Government and Private



Digitalization continues to gain pace with 105 use cases



References across multiple themes with 50+ customers ...

Productivity Improvement	Performance Monitoring	Process Optimization
Remote Monitoring	Energy Efficiency	Digital Buildings
Grid Stability	Cybersecurity	Remote Diagnostics
Broken Rail Detection	Digital Substations	Process Analytics

Across 18 Market / Industry Segments ...

Machine Building	Hospitality
Oil & Gas	Pharmaceuticals
Power Utilities	Aerospace
Public Sector	F&B
Chemicals	Healthcare
Metals	IT & Telecom
Minerals	Water
Transport	Construction
Automotive	Marine

Improving performance of gas turbines

Power Generation

Customer Requirements

- Real-time data analysis of 29 gas turbines for GAIL India

Our Solution

- Remote Diagnostic Services for combining asset data with OEM industry expertise

Customer Benefits

- Increased availability
- Reduced forced outages
- Enabled prescriptive maintenance

Reducing power consumption

Customer Requirements

- Energy efficiency at Hyatt Regency

Our Solution

- Energy efficiency and performance monitoring solution

Customer Benefits

- Energy savings of ~ 25-30%
- Reduced maintenance requirement

Hospitality

Shorten Time-to-Manufacturing

Customer Requirements

- Reduce development and commissioning time for Hirotec India

Our Solution

- Simulation during configuration and engineering and standardization for HMI

Customer Benefits

- Reduced development time by ~ 10%
- Reduced engineering time by ~ 15%

Automotive

Siemens well positioned in a challenging environment

Outlook

1

Pickup in domestic demand critical for growth

2

Government spending on capex and infrastructure will drive large projects

3

Digitalization initiatives on track and continue to grow

4

Focus on profitable growth and working capital management

Investor Relations Contact



Gaurav Ajjan

Siemens Ltd.

Investor Relations

Birla Aurora, Level 21, Plot No. 1080,

Dr. Annie Besant Road, Worli,

Mumbai – 400030

E-mail: gaurav.ajjan@siemens.com