Siemens Energy achieves all annual goals and sets new targets for 2028

Annual press conference for the 2024 financial year | Munich, November 13, 2024

Christian Bruch, President and CEO Siemens Energy AG
Maria Ferraro, Chief Financial Officer Siemens Energy AG

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Notes

to forward-looking statements

Forward-looking statements: Contains statements about future developments with risks and uncertainties based on management assumptions.

Risks and uncertainties: External influences and force majeure can lead to significant deviations in actual results.

No obligation to update: Siemens Energy is under no obligation to update or revise any forward-looking statements.

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Agenda

1. Review of the 2024 financial year
2. Our contribution to the energy transition
3. Outlook
4. Your questions



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01 Review of the 2024 financial year

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Review of the 2024 financial year

Siemens Energy achieves all goals

Orders

€50.2bn +0,9%[1]

Revenue

€34.5bn +12,8%[1]

Profit margin before Special items

1%

Net Income

€1.3bn

* All comparisons in percentages in this presentation are on a comparable basis.



Review of the 2024 financial year

A year with more highs than lows





Siemens Energy Group FY24

Strong revenue growth

Orders
€50.2bn
(+0.9%)

Revenue
€34.5bn
(+12.8%)

Profit margin before SI
1%
(prior year: -8.9%)

Order backlog[1]
€123bn

Book-to-bill
1.46

Free cash flow[2]
€1.9bn
(prior year: €784m)

[1] As of September 30, 2024. | [2] Before tax.



Siemens Energy Group in Q4 FY24

A strong end to the fiscal year

Orders
€15.0bn
(+42.3%)

Revenue
€9.7bn
(+16.6%)

Profit margin before SI
-0.9%
(prior year: -5.7%)

Order backlog[1]
€123bn

Book-to-bill
1.54

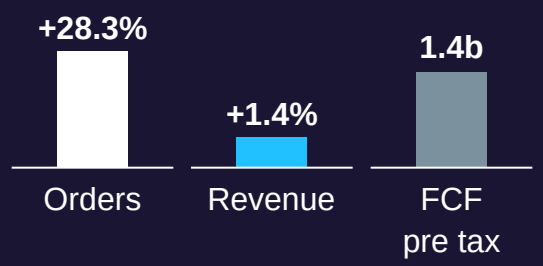
Free cash flow[2]
€932m
(prior year: €1.1bn)

[1] As of September 30, 2024. | [2] Before tax.

All targets met or exceeded

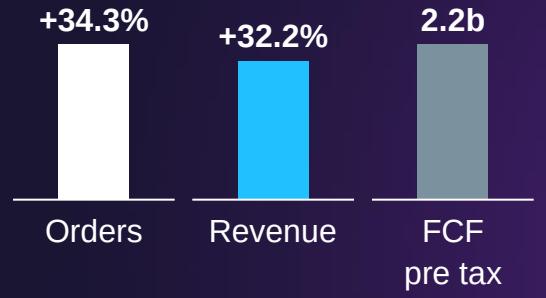
Gas Services



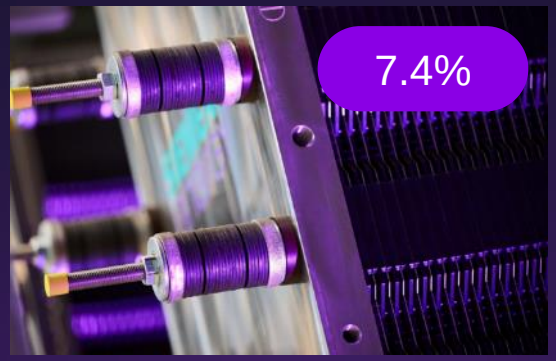


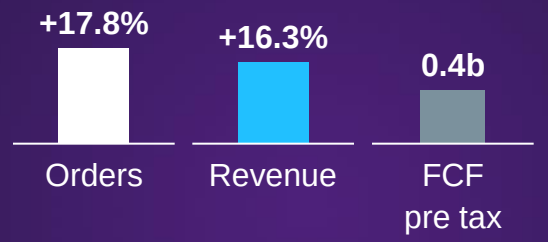
Grid Technologies





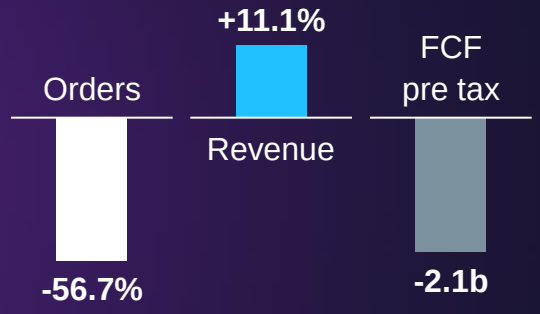
Transformation of Industry





Siemens Gamesa





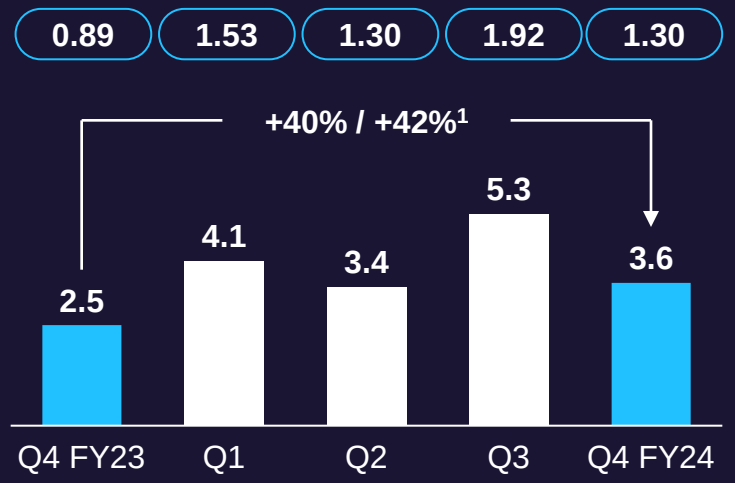
X.X% Profit margin before special items

X.X Profit before special items

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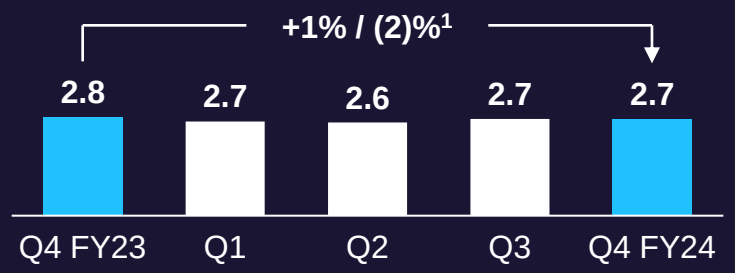
Gas Services: Solid finish to the year – profitability seasonally weaker in Q4

Orders
in €bn



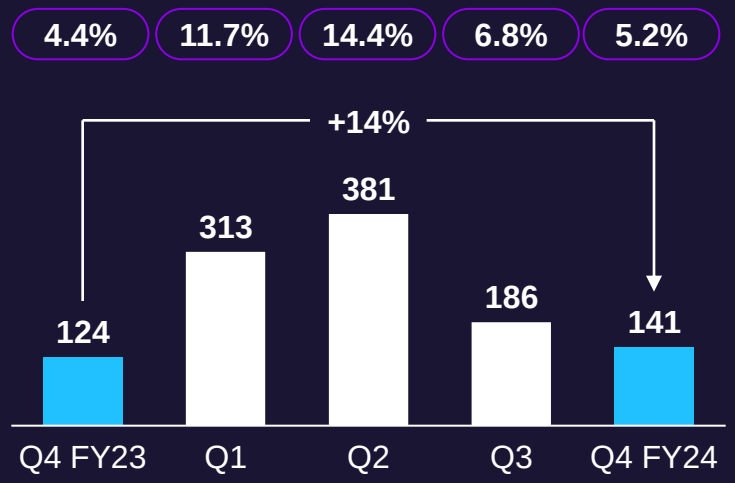
- Strong growth in the U.S. and the Middle East including higher volume from large orders
- Significant growth in service business
- Booked 6 gas turbines > 10MW for FY24 market share of 27%

Revenue
in €bn



- Clear growth in the service business (+6%) could not offset the decrease in the new unit business (-17%) due to timing effects
- FY24 revenue growth[1]: 1.4%

Profit before SI
in €m



- Significant increase compared to prior-year's quarter
- An improved operational performance was held back by negative project related one-time effects
- FY24 profit before SI margin: 9.5%

X.X Book-to-bill

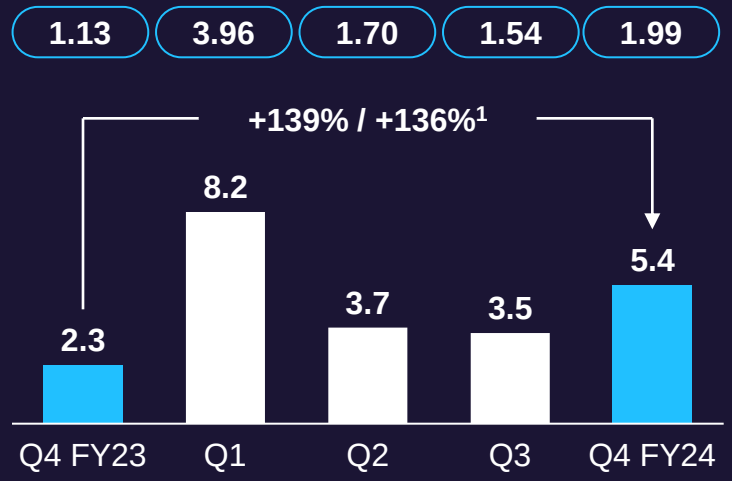
X.X% Profit margin before Special items

1 xx%/xx% = comparable (excluding currency translation and portfolio effects) / nominal

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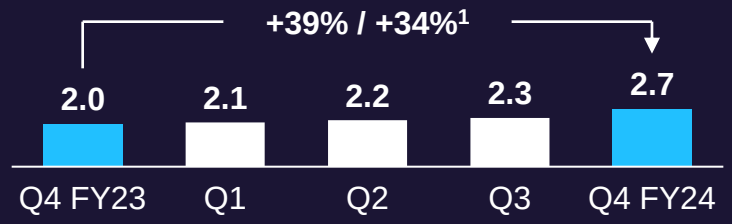
Grid Technologies: Strong revenue growth drives profitability in Q4

Orders
in €bn



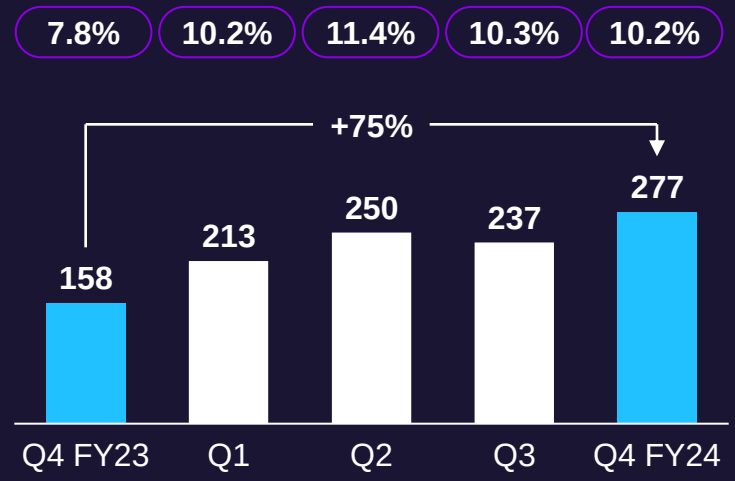
- Solid order growth in products
- Sharply higher volume in Grid solutions due to orders in Germany and the U.S.

Revenue
in €bn



- Substantial increase on a broad basis
- Grid solutions revenue nearly twice the level of the prior-year quarter
- FY24 revenue growth[1]: 32.2%

Profit before SI
in €m



- Sharp increase in profit before SI driven by continued strong operational performance, higher volume and higher margin of the processed order backlog year-over-year
- FY24 profit before SI margin: 10.5%

X.X Book-to-bill

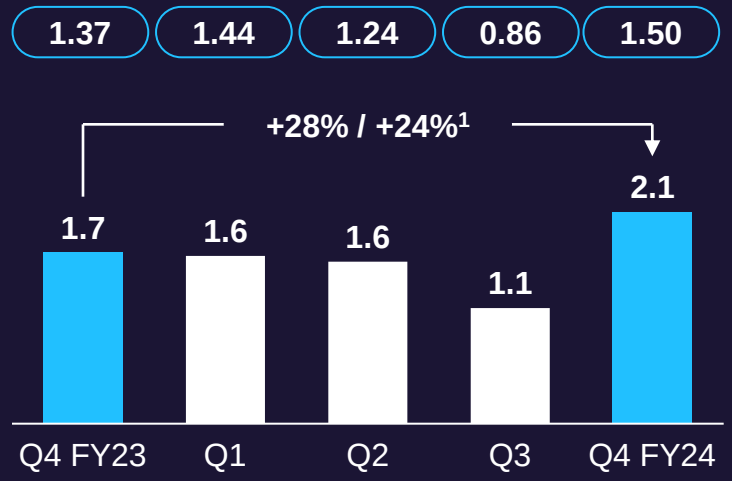
X.X% Profit margin before Special items

1 xx%/xx% = comparable (excluding currency translation and portfolio effects) / nominal

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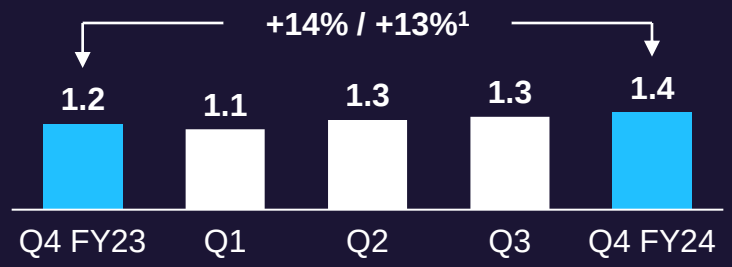
Transformation of Industry: Highest quarterly orders to date pave way for profitable growth

Orders
in €bn



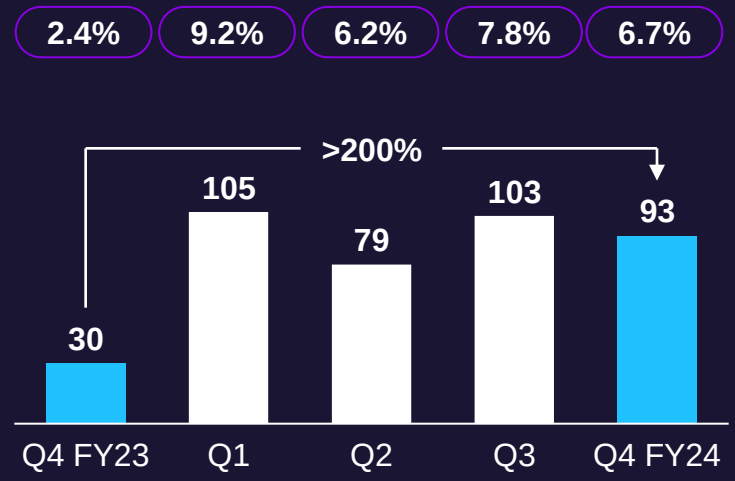
- Highest quarterly orders to date
- The increase was driven by Compression and Sustainable Energy Systems
- Order backlog grew to €8bn

Revenue
in €bn



- All businesses contributing to growth supported by strong execution of the order backlog both in service and new unit business
- FY24 revenue growth[1]: 16.3%

Profit before SI
in €m



- Profit before SI grew sharply year-over-year due to operational improvements, increased volume and higher margin quality from order backlog
- FY24 profit before SI margin: 7.4%

X.X Book-to-bill

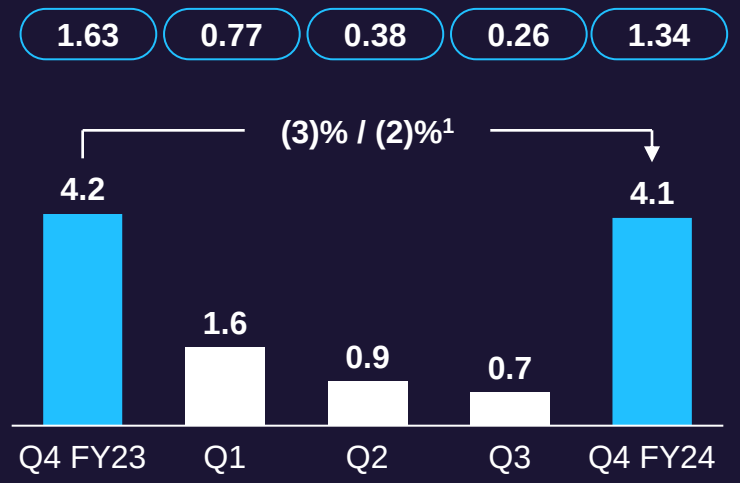
X.X% Profit margin before Special items

1 xx%/xx% = comparable (excluding currency translation and portfolio effects) / nominal

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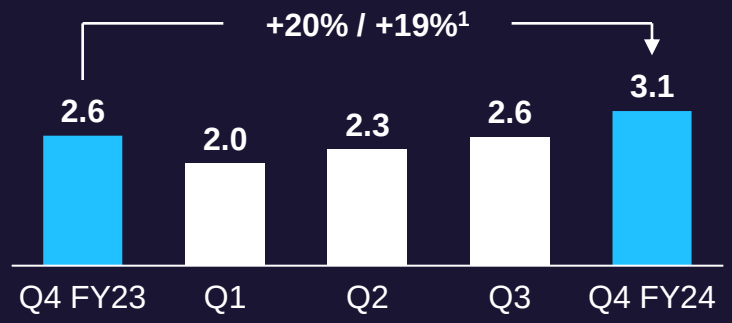
Siemens Gamesa: Stabilized in line with expectations in Q4

Orders
in €bn



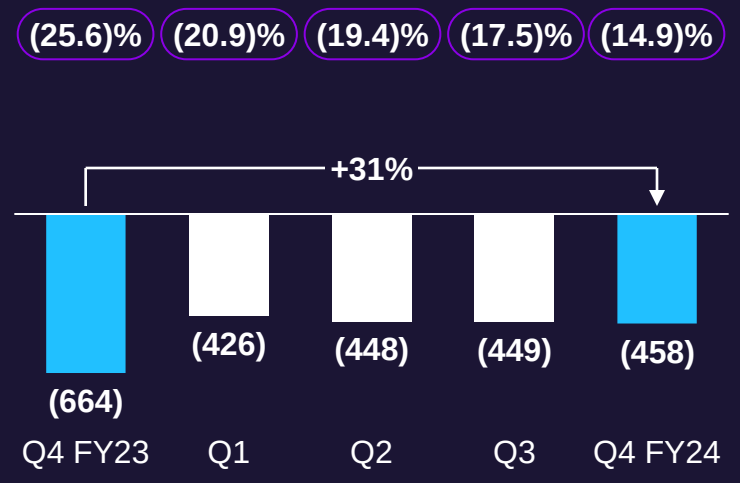
- Orders moderately down as an increase in offshore business could not offset decreases in the onshore and service businesses
- Offshore growth was driven by a single large order in the North Sea worth €2.9bn

Revenue
in €bn



- Significant growth driven by the increase in the offshore business reflecting progress in the ramp-up of its activities
- FY24 revenue growth[1]: 11.1%

Profit before SI
in €m



- Profit margin before SI continued to be burdened by higher planned costs due to the known quality issues as well as increased costs and ramp-up challenges in the offshore area
- FY24 loss before SI: €1.8bn

X.X Book-to-bill

X.X% Profit margin before Special items

1 xx%/xx% = comparable (excluding currency translation and portfolio effects) / nominal

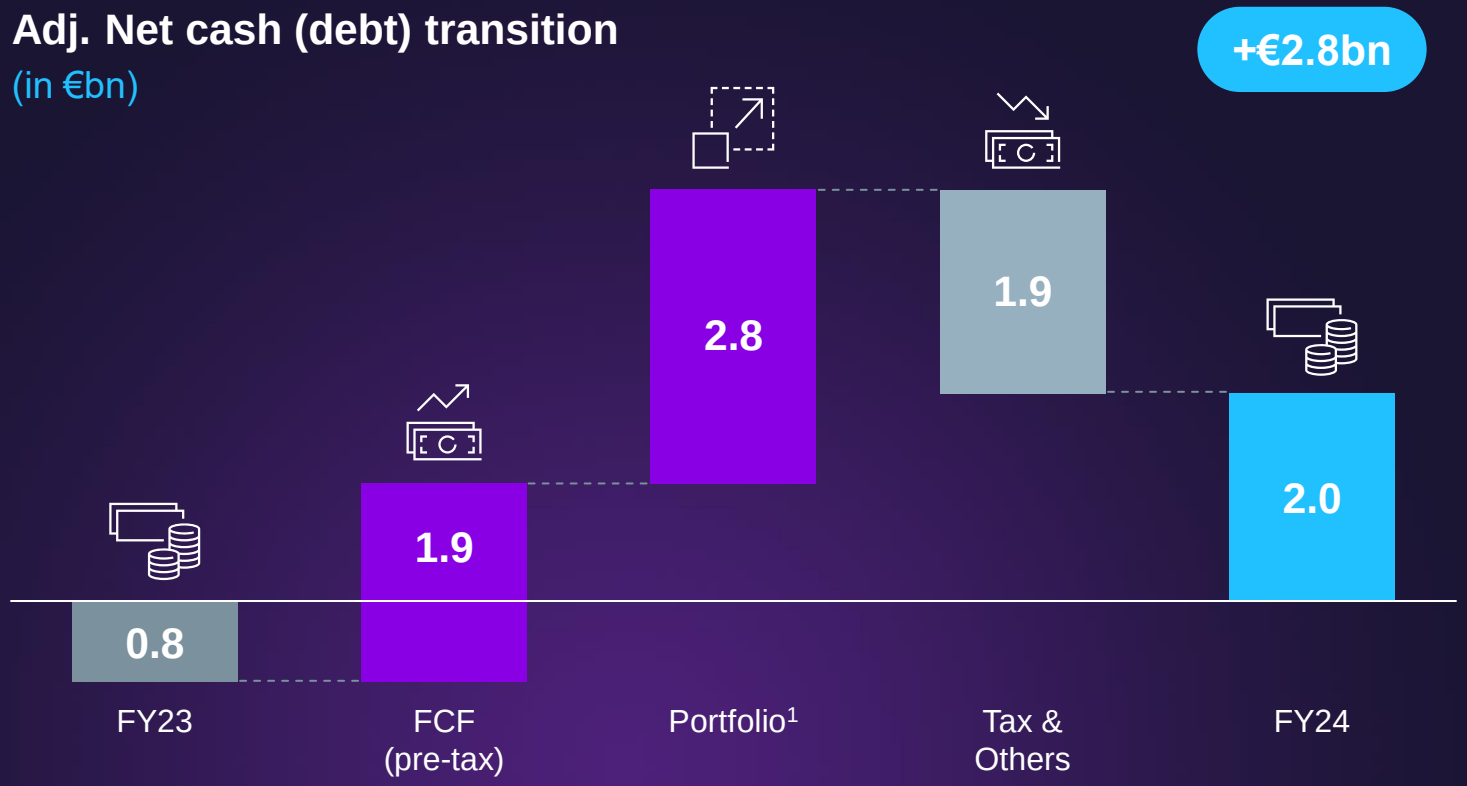
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Net cash position expanded

Adj. Net cash (debt) transition

(in €bn)



[1] Cash flow from investing activities less additions to intangible assets and property plant and equipment (reported in FCF).

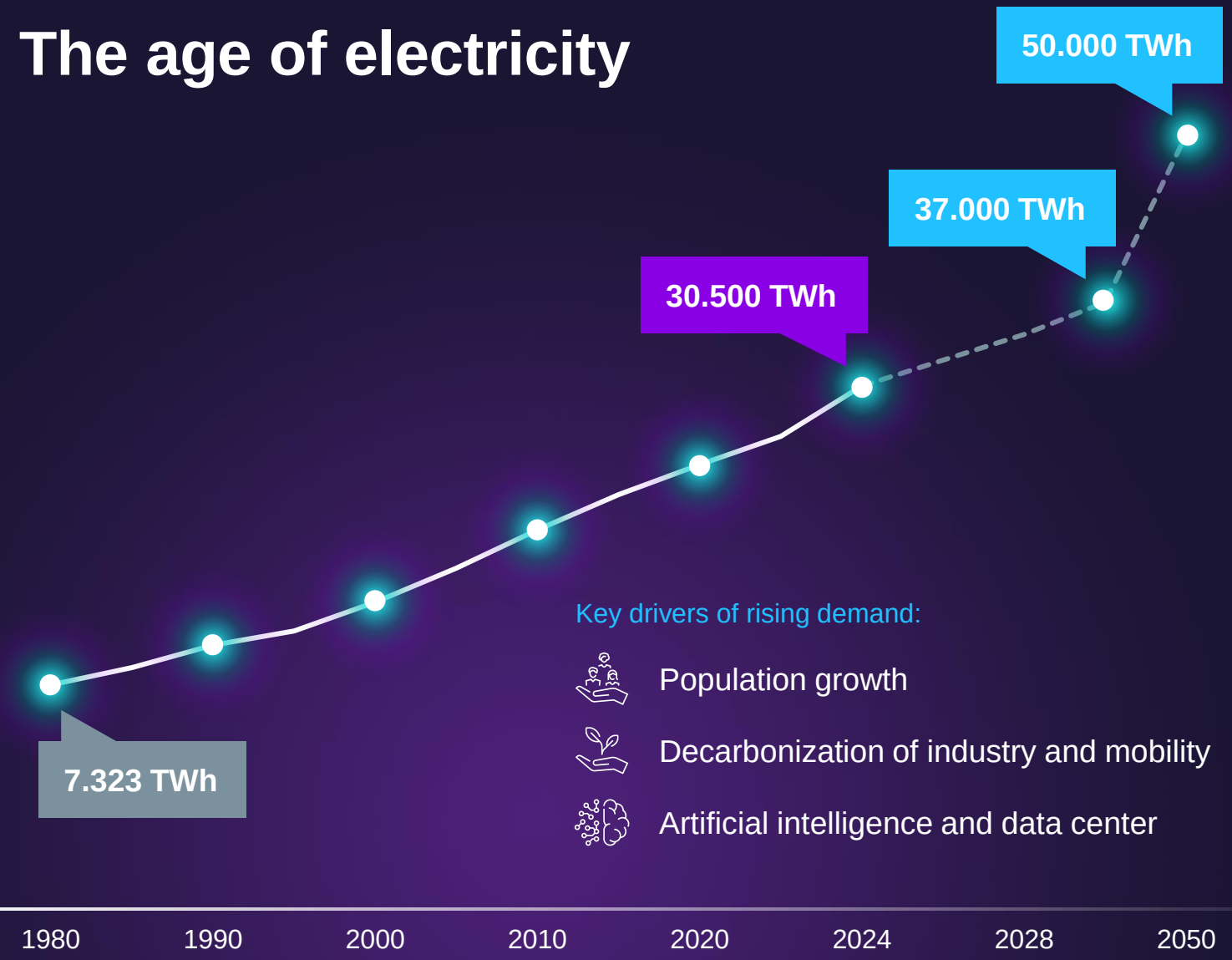
02 Our contribution to the energy transition

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Our contribution to the energy transition

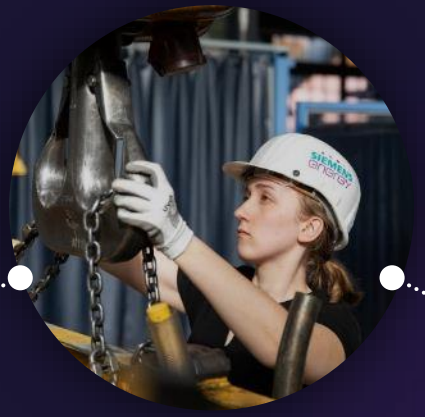
The age of electricity



Five criteria for a successful energy transition



Expansion
of wind power



Securing
the supply chain



Conversion
of power plants



Decarbonizing industry



Strengthening
of the grid

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03 Outlook

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Outlook FY25 and midterm targets FY28

	Revenue Growth[1] FY25	Profit Margin before SI[3] | FY25	Revenue CAGR[2] FY28	Margin reported[3] FY28
Gas Services	7 – 9%	10 – 12%	Low/mid single digit	12 – 14%
Grid Technologies	23 – 25%	10 – 12%	Low double digit	13 – 15%
Transformation of Industry	11 – 13%	8 – 10%	High single digit	10 – 12%
Siemens Gamesa	(9) – (5)%	around neg. €1.3bn	Low/mid single digit	3 – 5%
Siemens Energy	**8 – 10%**	**3 – 5%**	**High single/ low-double digit**	**10 – 12%**
Net Income	Around break-even ex. assumed positive Special items			
Free Cash Flow pre-tax	Up to €1.0bn			

This outlook excludes charges related to legal and regulatory matters.

1 Comparable revenue growth: Excluding currency translation and portfolio effects | **2** Compound annual revenue growth rate (FY24-based) | **3** Profit margin in % of revenue with profit as earnings before financial result, income taxes, amortization expenses related to intangible assets acquired in business combinations, and goodwill impairments



Outlook

Siemens Energy grows profitably

The increasing global demand for electricity is driving the growth of Siemens Energy.

We have the portfolio for a sustainable and reliable energy supply.

We are investing in expanding our capacities and creating jobs.

With our medium-term plan, we are delivering sustainable value for our investors.

04 Your questions

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Media calendar 2024/2025

December 12
Publication of Annual report

February 12
Q1

February 20
Annual Shareholder Meeting

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