Siemens Energy on track to meet full-year guidance including an improved cash outlook

Press Call, Q3, Fiscal Year 2024
Berlin, August 7, 2024

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



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Notes and comments on forward-looking statements

This document contains statements that relate to our future business and financial performance and to future events or developments at Siemens Energy that may constitute forward-looking statements. These statements can be identified by the use of words such as "expect", "want", "anticipate", "intend", "plan", "believe", "aim", "estimate", "will" and "predict" or similar expressions.

We may also make forward-looking statements in other reports, prospectuses, presentations, documents sent to shareholders and press releases.

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Due to rounding, it is possible that individual figures in this and other reports do not add up exactly to the totals given and that the percentages shown do not exactly reflect the absolute values to which they relate.

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Christian Bruch

President and CEO Siemens Energy AG



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Order backlog for Siemens Energy surpasses €120 billion

Increase in global energy consumption is leading to growth in all our businesses.

New order backlog at a record level of €120 billion, with improvement in margin quality.

Revenue grew by 18.5% in the 3rd quarter,
Profit before Special Items at €49 million.



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Siemens Energy is expanding production capacities

GT

Capacity expansions in Nuremberg, Weiz (Austria) and Charlotte (USA); inauguration of new vacuum interrupter facility in Berlin (SF_6-free).

GS

Inauguration of a new factory for gas turbine burners in Budapest with 400 additional jobs.

SG

Further ramp-up of production capacities for offshore wind turbines.



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Our contribution to the energy transition

Power generation with low or zero emissions

Gas Services



Major order to supply modern HL gas turbines to Saudi Arabia, including a 25-year service contract.

Siemens Gamesa



Delivery of the first 11 MW wind turbine for an offshore wind farm in the North Sea with a total of 83 turbines.

Transportation and storage of energy

Grid Technologies



Agreement worth € 1.4 billion to renew the Danish infrastructure with state-of-the-art grid technology.

Reducing GHG emissions & energy consumption in industrial processes

Transformation of Industry



Order for 280 MW electrolysis plant to produce 26,000 tons of green H_2 in northern Germany.

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Maria Ferraro

Chief Financial Officer Siemens Energy AG

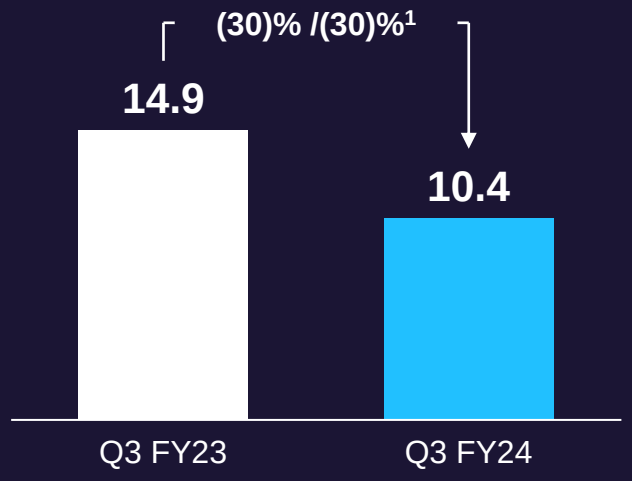


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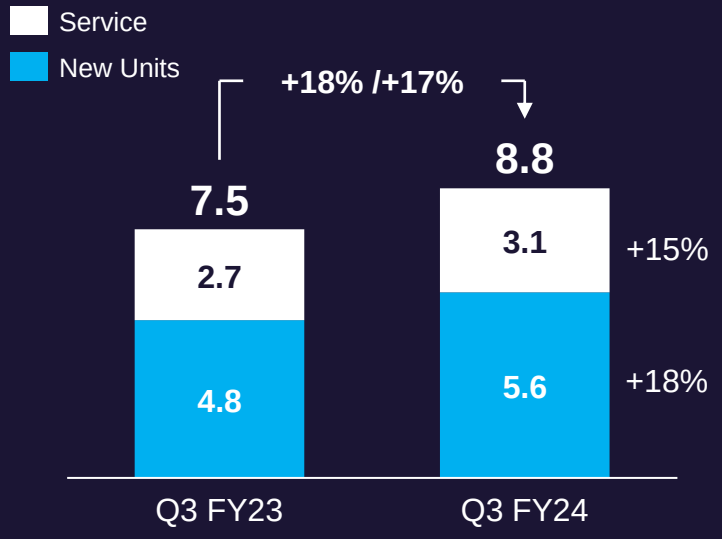
Siemens Energy Group in Q3 FY2024

On track to deliver on FY guidance

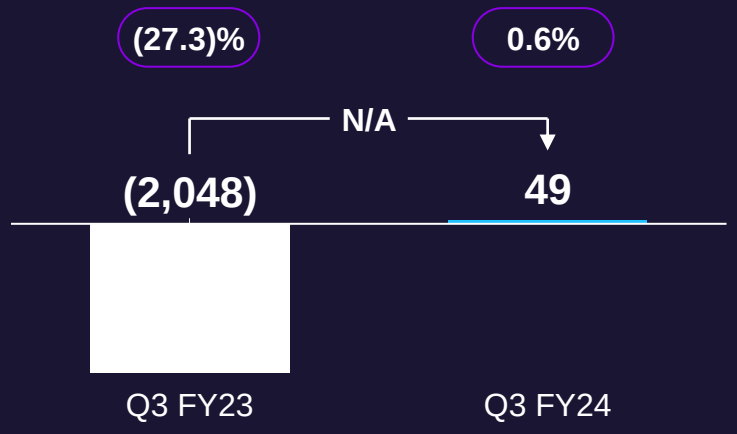
Orders
in €bn



Revenue
in €bn



Profit before SI
in €m



Order backlog[2] **€120bn**
Q2 FY24: €119bn

Book-to-bill ratio **1.18**
Q3 FY23: 1.98

Free cash flow[3] **€727m**
Q3 FY23: €27m

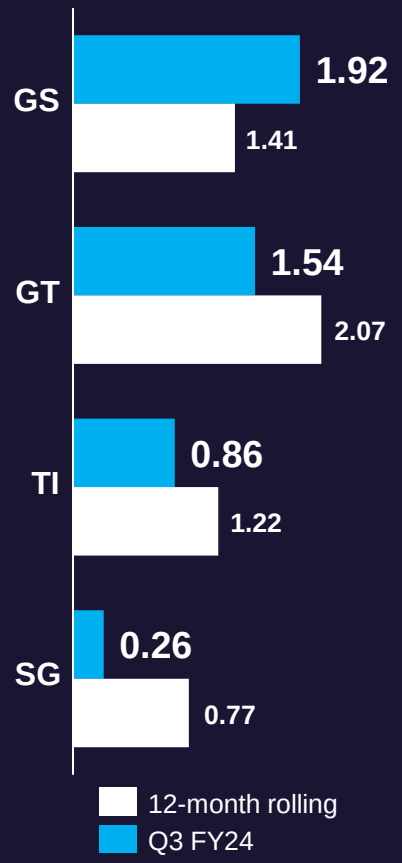
1 xx%/xx% = comparable (excluding currency translation and portfolio effects) / nominal | **2** As of June 30, 2024 | **3** Free cash flow pre tax

X.X% Profit margin before special items

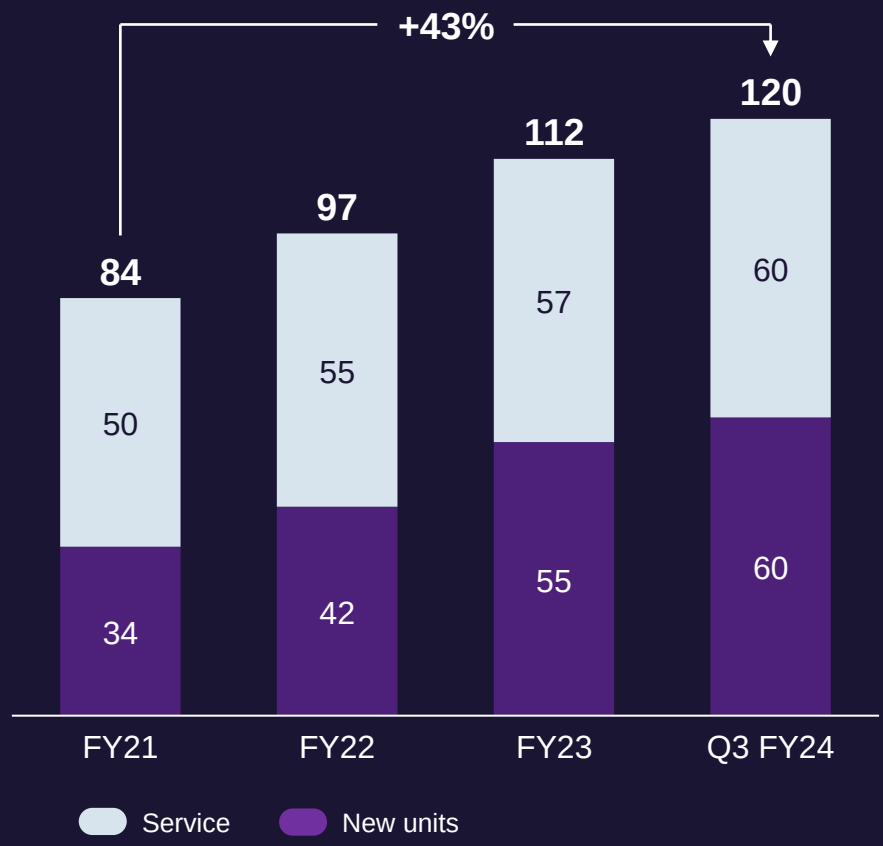
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Increasing order backlog
as a source of strength and resilience

Book-to-bill Q3 FY24



SE order backlog development (€bn)

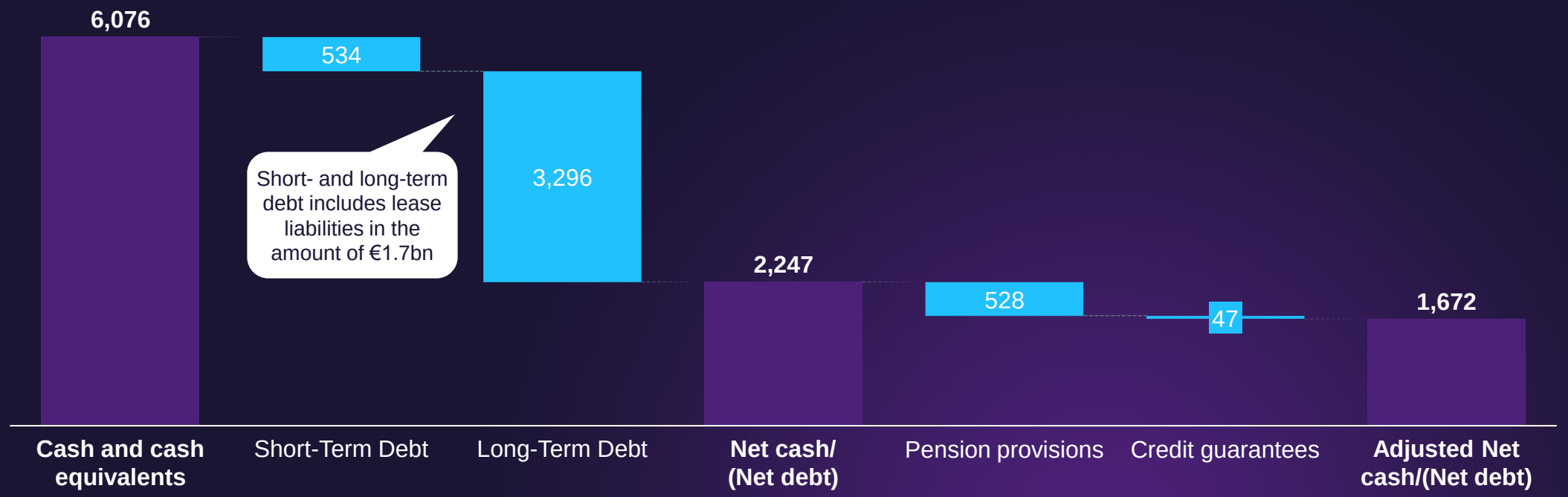


- Large majority of FY25 revenue already secured in the backlog
- Increase across all businesses
- Stronger growth in new units supporting growth of our serviced fleet
- Resilience from long-term service business particular in Gas Services
- Margin profile in the order book support our mid-term targets
- Backlog covering almost 4x annual revenue

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Net cash position expanded

Net cash/(Net debt) as of June 30, 2024 (in €m)

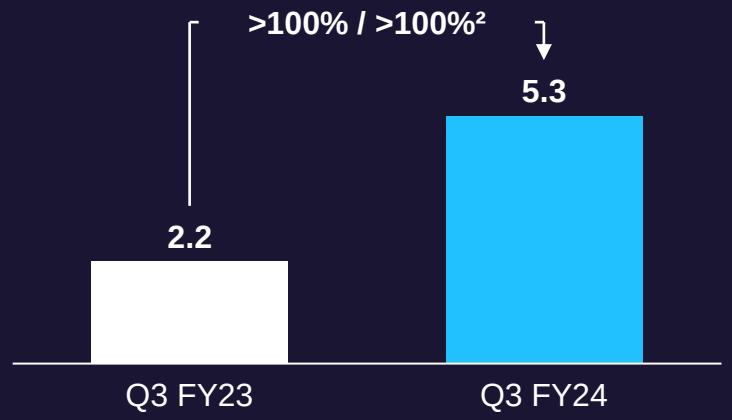


Siemens Energy: €10.1bn liquidity available (€6.1bn cash, €4.0bn undrawn facilities)

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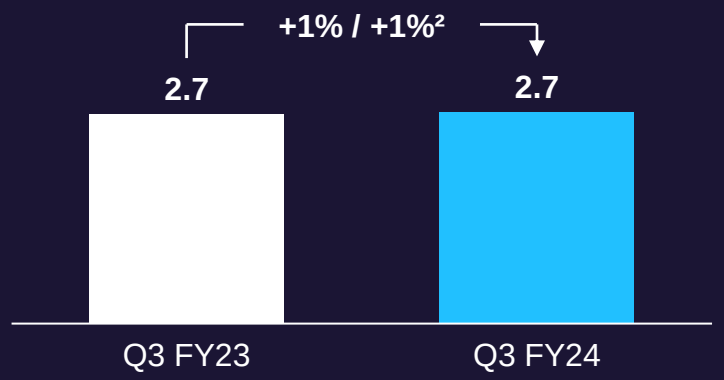
Gas Services: Strong demand; profitability seasonally weaker (incl. legacy item)
Q3 FY24[1]

Orders
in €bn



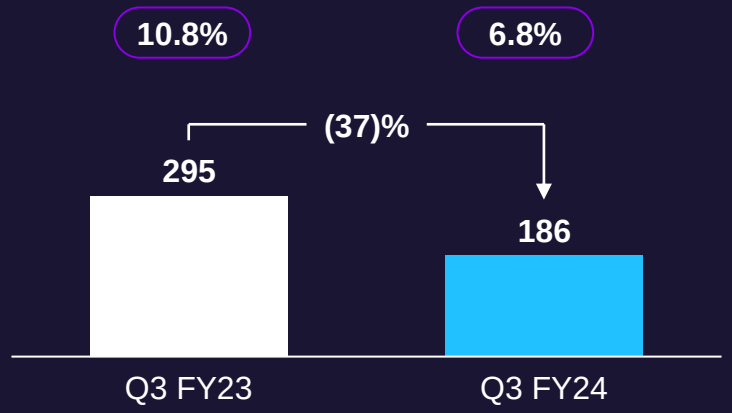
- Record orders mainly due to large service contract wins in the Middle East
- Volume from large orders rose to 4x prior year's level

Revenue
in €bn



- Growth in the service business offset a decrease in the new unit business

Profit before SI
in €m



- Profit before SI below prior year level mainly due to a negative one-time effect from a legacy project
- Underlying margin seasonally lower than during H1

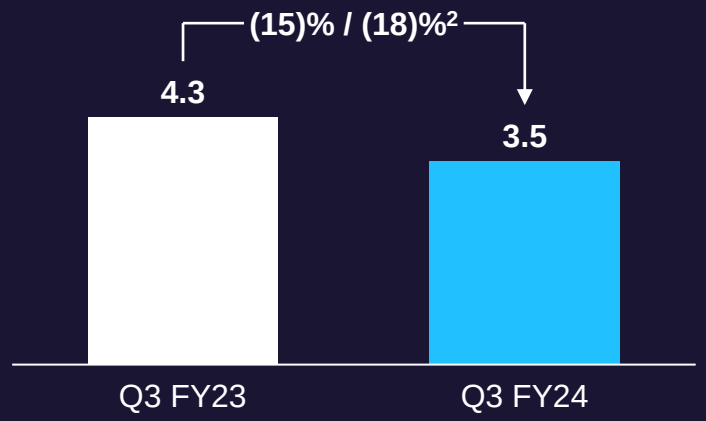
1 Prior year figures are presented on a comparable basis | 2 xx%/xx% = comparable (excluding currency translation and portfolio effects) / nominal

X.X% Profit margin before Special Items

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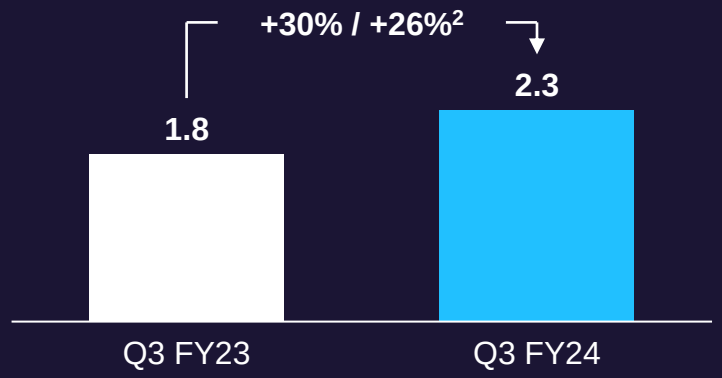
Grid Technologies: Strong revenue growth drives profitability
Q3 FY24[1]

Orders
in €bn



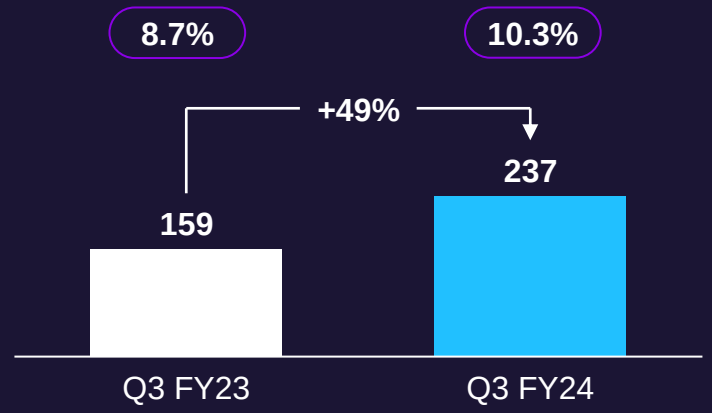
- Solid orders of €3.5bn for a book to bill of 1.5
- Strong growth in product orders driven by global demand, but especially from Germany and the US

Revenue
in €bn



- Substantial increase in all businesses with strong growth in both the product and solution businesses

Profit before SI
in €m



- Strong increase in Profit before SI driven by higher volume and comparatively higher margins in the processed order backlog

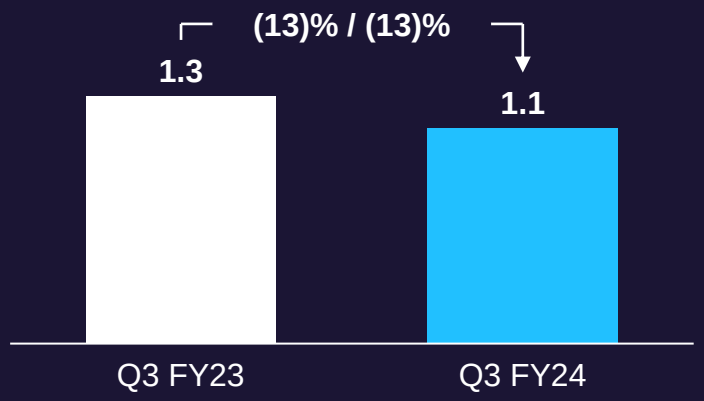
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X.X% Profit margin before Special Items

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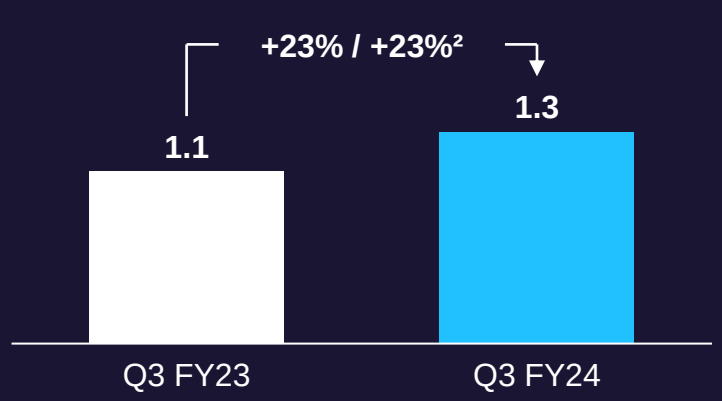
Transformation of Industry: Strong growth and profitability
Q3 FY24[1]

Orders
in €bn



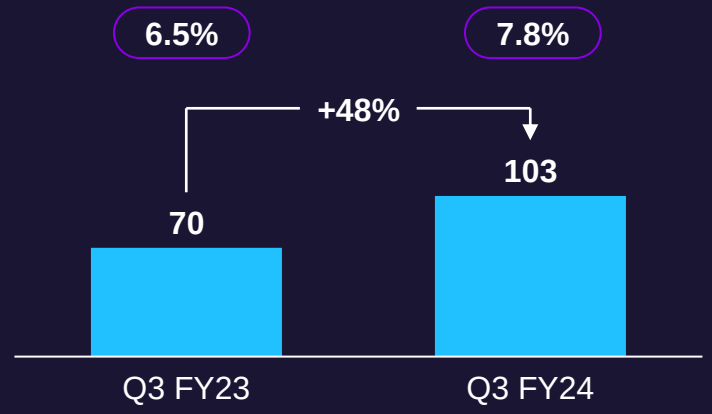
- Decrease y-o-y driven due to timing effects and high base of comparison in EAD

Revenue
in €bn



- Significant increase y-o-y with all businesses growing at a double-digit rate
- Continuing service strength, particularly in the Compression and Industrial Steam Turbines Generators businesses

Profit before SI
in €m



- Profit before SI increased y-o-y driven by increased volume, better pricing, and increased service revenue

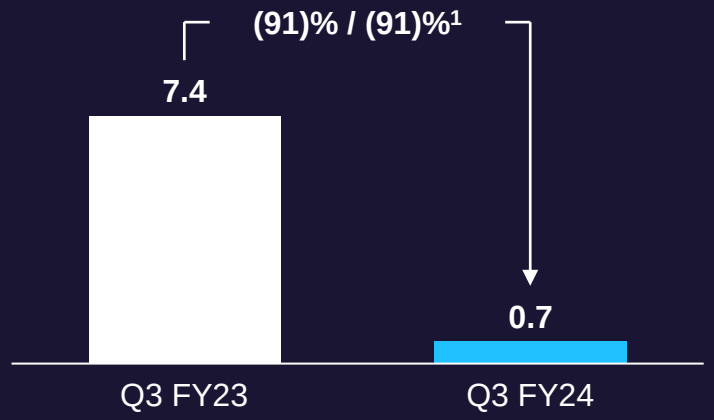
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X.X% Profit margin before Special Items

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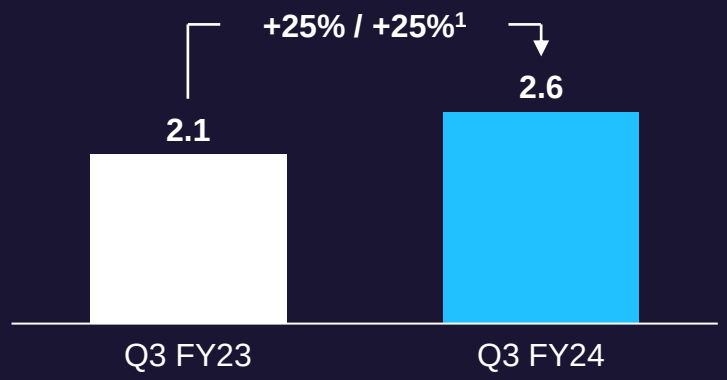
Siemens Gamesa: Developing in line with expectations
Q3 FY24

Orders
in €bn



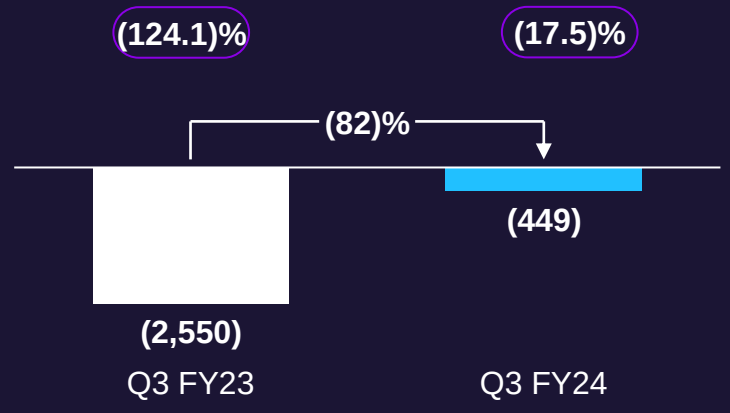
- Orders sharply down as all business reported decreases
- Onshore orders continue to be impacted by the temporary interruption of sales activities for the 4.X and 5.X turbines
- No large orders in offshore and service businesses

Revenue
in €bn



- Strong growth driven by higher offshore revenue as well as low base of comparison in onshore.

Profit before SI
in €m



- Profit margins 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
- Q3 was also impacted by the annual updating of the statistical models utilized for the evaluation of the entire fleet as well as project reviews

X.X% Profit margin before Special Items

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

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Financial outlook
Fiscal year 2024

	FY24 Outlook	
	Revenue growth[1]	**Profit Margin before SI[2]**
Gas Services	(2) - 0%	9 - 11%
Grid Technologies	32 - 34%	8 - 10%
Transformation of Industry	14 - 16%	5 - 7%
Siemens Gamesa	10 - 12%	up to neg. €2bn *(around neg. €2bn)*
Siemens Energy	**10 - 12%**	**(1) - 1%**
Net income		up to €1bn incl. impacts from disposals
Free cash flow pre tax[3]		pos. €1bn to €1.5bn *(prev. up to pos. €1bn)*
Proceeds from disposals		around pos. €3bn

This outlook excludes charges related to legal and regulatory matters

1 Comparable revenue growth: Excluding currency translation and portfolio effects I 2 Profit Margin before Special Items 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 I 3 Free Cash Flow pre tax as operating cashflow and additions to intangible assets and PPE less Income taxes paid

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Christian Bruch

Chief Executive Officer Siemens Energy AG



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Our focus, also beyond the financial year

1 **Profitable growth**

2 **Turnaround in the wind business**

3 **Further strengthen the balance sheet**



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Questions & Answers

Christian Bruch and Maria Ferraro



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Media calendar 2024/2025

November 13
Annual Press Conference

December 12
Publication of Annual report

February 12
Q1

February 20
Annual General Meeting

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