

# Welcome and Introduction

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### **SIEMENS**

#### Safe Harbour Statement

This document contains forward-looking statements and information – that is, statements related to future, not past, events. These statements may be identified by words such as "expects," "looks forward to", "anticipates", "intends", "plans", "believes", "seeks", "estimates", "will", "project" or words of similar meaning. Such statements are based on the current expectations and certain assumptions of Siemens' management, and are, therefore, subject to certain risks and uncertainties. A variety of factors, many of which are beyond Siemens' control, affect Siemens' operations, performance, business strategy and results and could cause the actual results, performance or achievements of Siemens to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. For Siemens, particular uncertainties arise, among others, from changes in general economic and business conditions (including margin developments in major business areas and recessionary trends); the possibility that customers may delay the conversion of booked orders into revenue or that prices will decline as a result of continued adverse market conditions to a greater extent than currently anticipated by Siemens' management; developments in the financial markets, including fluctuations in interest and exchange rates, commodity and equity prices, debt prices (credit spreads) and financial assets generally; continued volatility and a further deterioration of the capital markets; a worsening in the conditions of the credit business and, in particular, additional uncertainties arising out of the subprime, financial market and liquidity crises; future financial performance of major industries that Siemens serves, including, without limitation, the Sectors Industry, Energy and Healthcare; the challenges of integrating major acquisitions and implementing joint ventures and other significant portfolio measures; the introduction of competing products or technologies by other companies; a lack of acceptance of new products or services by customers targeted by Siemens; changes in business strategy; the outcome of pending investigations and legal proceedings and actions resulting from the findings of these investigations; the potential impact of such investigations and proceedings on Siemens' ongoing business including its relationships with governments and other customers; the potential impact of such matters on Siemens' financial statements; as well as various other factors. More detailed information about certain of the risk factors affecting Siemens is contained throughout this report and in Siemens' other filings with the SEC, which are available on the Siemens website, www.siemens.com, and on the SEC's website, www.sec.gov. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in the relevant forward-looking statement as expected, anticipated, intended, planned, believed, sought, estimated or projected. Siemens does not intend or assume any obligation to update or revise these forward-looking statements in light of developments which differ from those anticipated.

New orders and backlog; adjusted or organic growth rates of Revenue and new orders; book-to-bill ratio; return on equity, or ROE; return on capital employed, or ROCE; Free cash flow; cash conversion rate, or CCR; EBITDA (adjusted); EBIT (adjusted); earnings effect from purchase price allocation (PPA effects) and integration costs; net debt and adjusted industrial net debt are or may be non-GAAP financial measures. These supplemental financial measures should not be viewed in isolation as alternatives to measures of Siemens' financial condition, results of operations or cash flows as presented in accordance with IFRS in its Consolidated Financial Statements. A definition of these supplemental financial measures, a reconciliation to the most directly comparable IFRS financial measures and information regarding the usefulness and limitations of these supplemental financial measures can be found on Siemens' Investor Relations website at <a href="https://www.siemens.com/nonGAAP">www.siemens.com/nonGAAP</a>. For additional information, see "Supplemental financial measures" and the related discussion in Siemens' annual report on Form 20-F, which can be found on Siemens' Investor Relations website or via the EDGAR system on the website of the United States Securities and Exchange Commission.

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## Our expectations for Q3

	7	/-o-y <sup>1)</sup>	q-o-q <sup>1)</sup>	Comments on Q3
Industry	New orders Revenue Profit	0	000	<ul> <li>Improving environment in short cycle businesses</li> <li>Osram: Strong LED and Automotive demand</li> <li>IS: Continued market weakness in Metals</li> <li>Mobility: Volatile order intake; healthy sales funnel</li> </ul>
Energy	New orders Revenue Profit			Update at today's CMD Energy
Healthcare	New orders Revenue Profit		0	<ul> <li>Imaging &amp; IT: Release of pent-up demand in U.S. after passing of U.S. healthcare reform; strong demand in emerging markets</li> <li>DX: Growth challenge remains a focus</li> <li>Limited impact from FX hedging</li> </ul>
Total Sectors	New orders Revenue Profit	0		■ No significant one-time effects in Q3
Siemens (cont. operations)	Profit after tax	<b>O</b> <sup>2)</sup>	<b>(2)</b>	<ul> <li>Equity investments: negative earnings contribution</li> <li>SIS: performance issues, weak markets</li> <li>Corporate items &amp; pensions: run rate of ~€400m / quarter</li> </ul>

<sup>1)</sup> All indications refer to "as reported" numbers

<sup>2)</sup> Depending on timing of SIS restructuring