Notes and forward-looking statements

This document contains statements related to our future business and financial performance and future events or developments involving Siemens that may constitute forward-looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. We may also make forward-looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of Siemens’ management, of which many are beyond Siemens’ control. These are subject to a number of risks, uncertainties and factors, including, but not limited to those described in disclosures, in particular in the chapter Risks in the Annual Report. Should one or more of these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of Siemens may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward-looking statement. Siemens neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

This document includes – in the applicable financial reporting framework not clearly defined – supplemental financial measures that are or may be alternative performance measures (non-GAAP-measures). These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Siemens’ net assets and financial positions or results of operations as presented in accordance with the applicable financial reporting framework in its Consolidated Financial Statements. Other companies that report or describe similarly titled alternative performance measures may calculate them differently.

Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.
Strong performance across all divisions except PG

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY18</th>
<th>Q2 FY17</th>
<th>Δ y-o-y</th>
<th>Δ y-o-y ex. PG</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders (in €bn)</td>
<td>22.3</td>
<td>22.7</td>
<td>-1% comp.</td>
<td>flat comp.</td>
</tr>
<tr>
<td>Revenue (in €bn)</td>
<td>20.1</td>
<td>20.1</td>
<td>flat comp.</td>
<td>+6% comp.</td>
</tr>
<tr>
<td>IB Profit (in €bn)</td>
<td>2.3 (11.0%)</td>
<td>2.5 (12.0%)</td>
<td>-100bps</td>
<td>+80bps&lt;sup&gt;1)&lt;/sup&gt;</td>
</tr>
<tr>
<td>Net Income (in €bn)</td>
<td>2.0</td>
<td>1.5</td>
<td>+39%</td>
<td></td>
</tr>
<tr>
<td>EPS (in €)</td>
<td>2.39</td>
<td>1.75</td>
<td>+36%</td>
<td></td>
</tr>
</tbody>
</table>

<sup>1)</sup> Q2 FY17 excl. positive one-time pension effect of €138m, ~80bp on IB margin ex. PG

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Page 3 Paris, June 12, 2018

Exane European CEO Conference
Siemens portfolio in strong shape
Structural challenges in Power and Gas

Most divisions with excellent performance in or above margin targets
Breakthrough in restructuring achieved

Framework agreement for restructuring

- Covers German PG and PD sites
- Cost reduction targets retained
- Job cuts unavoidable
- Negotiations finalized end of FY18
- Savings completed in 2020

Future pact to shape structural transformation

- Structural challenges across certain markets
- Opportunities from digitalization
- Re-qualification of workforce required
- €500m annual invest for education & training
- Up to €100m additional invest over four years
Digital Factory leads the way in Digital Enterprise
Consistent market share gains – M&A strategy pays off

Revenue growth yoy

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Siemens DF nominal</th>
<th>DF competitor basket nominal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 FY17</td>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>Q2 FY17</td>
<td>8%</td>
<td>13%</td>
</tr>
<tr>
<td>Q3 FY17</td>
<td>11%</td>
<td>18%</td>
</tr>
<tr>
<td>Q4 FY17</td>
<td>9%</td>
<td>13%</td>
</tr>
<tr>
<td>Q1 FY18</td>
<td>7%</td>
<td>17%</td>
</tr>
<tr>
<td>Q2 FY18</td>
<td>6%</td>
<td>20%</td>
</tr>
</tbody>
</table>
Mentor – more than a great asset

**Strong market**
- Electronic Design Automation market €bn

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018e</th>
<th>2019e</th>
<th>2020e</th>
</tr>
</thead>
<tbody>
<tr>
<td>~8.4</td>
<td>~8.9</td>
<td>~5.1</td>
<td>~5.8</td>
<td>~7.2</td>
</tr>
</tbody>
</table>

- Key growth drivers: Miniaturization, AI & Machine Learning, IoT, Autonomous Driving and Integrated Systems Design
- Strong semiconductor market
- Bolt-on acquisitions to strengthen Mentor’s technology position

**Excellent fit**
- Broadest software portfolio with market leading automation for Smart Products
- Excellent cultural match
- Combined portfolio leads to joint sales success

**Profitable growth**
- DF Software Revenue €bn

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18e</th>
<th>FY19e</th>
<th>FY20e</th>
</tr>
</thead>
<tbody>
<tr>
<td>~2.6</td>
<td>~3.4</td>
<td>~4.3</td>
<td>~5.4</td>
<td></td>
</tr>
</tbody>
</table>

- On track to achieve FY 18 revenue target despite negative FX
- Strong profitability increase FY 18e despite ongoing invest in MindSphere & SaaS
- Synergies > €100m confirmed for FY 19 - ahead of plan
SGRE with significant customer wins
Stringent execution of roadmap continues

Performance highlights

- >84GW installed based
- Order intake of €10bn in last 12 months
- Q2 with strong book-to-bill of 1.4x
- Preferred supplier of largest offshore wind farm (1.4GW for Ørsted in the UK)
- Clear roadmap with L3AD2020 program

MAKE study confirms SGRE leading position

- Global #1 with 8.8 GW of new capacity in 2017
- Clear #1 in Offshore & #2 in Onshore
- Market share gain +3.3 ppts

Strong share price performance

Closing: €13.27

+20%
Successful IPO of Siemens Healthineers unlocks value potential

Siemens Healthineers (SHS)

- 15% share floated at placement price of €28
- Gross proceeds of €4.2bn
- Siemens as long-term majority shareholder

Strong share price performance

- Issue price: €28.00
- Closing: €35.50
- +27%

- Entrepreneurial flexibility
- Strategy 2025 on track for growth and margin expansion
- Expand leading role to shape the future of healthcare
Guidance FY 18 raised

Guidance update

We continue to expect geopolitical uncertainties such as trade restrictions that may affect investment sentiment.

Following the strong results achieved in the first half of fiscal 2018, we raise our outlook for basic EPS from net income to the range of €7.70 to €8.00, excluding severance charges, up from the range of €7.20 to €7.70.

Furthermore we confirm our expectation of modest growth in revenue, net of effects from currency translation and portfolio transactions, and continue to anticipate that orders will exceed revenue for a book-to-bill ratio above 1 for the full fiscal year.

We continue to expect a profit margin of 11.0% to 12.0% for our Industrial Business also excluding severance charges.

This outlook excludes charges related to legal and regulatory matters and potential effects which may follow the introduction of a new strategic program.
Siemens Vision 2020 execution well advanced
FY 2018 – Delivering results and setting direction for next level

Ownership culture driving leadership and people development

Drive performance
- Secure competitiveness in PG and PD
- Agility and continuous productivity improvement
- Stringent project execution

Strengthen core
- SGRE - Execution of L3AD2020
- Healthcare IPO
- Setting up Siemens Alstom

Scale up
- Customer and market focus
- Digitalization at work
- Innovation push

“Vision 2020+”

Optimization

Accelerated growth and outperformance

Operational consolidation

Strategic direction
One Siemens Financial Framework
Clear targets to measure success and accountability

Siemens

### Growth:
Siemens > most relevant competitors

(Comparable revenue growth)

<table>
<thead>
<tr>
<th>Siemens</th>
<th>PG</th>
<th>MO</th>
<th>PD</th>
<th>SFS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>11 – 15%</td>
<td>6 – 9%</td>
<td>8 – 12%</td>
<td>15 – 20%</td>
</tr>
<tr>
<td>PG</td>
<td>11 – 15%</td>
<td>6 – 9%</td>
<td>8 – 12%</td>
<td>15 – 20%</td>
</tr>
<tr>
<td>SGRE</td>
<td>5 – 8%</td>
<td>8 – 11%</td>
<td>14 – 20%</td>
<td>15 – 19%</td>
</tr>
</tbody>
</table>

### Capital efficiency
(ROCE\(^2\))

15 – 20%

Total cost productivity

3 – 5% p.a.

### Capital structure
(Industrial net debt/EBITDA)

up to 1.0x

Dividend payout ratio

40 – 60%\(^4\)

### Profit Margin ranges of businesses (excl. PPA)\(^5\)

<table>
<thead>
<tr>
<th>Siemens</th>
<th>PG</th>
<th>MO</th>
<th>PD</th>
<th>SFS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>11 – 15%</td>
<td>6 – 9%</td>
<td>8 – 12%</td>
<td>15 – 20%</td>
</tr>
<tr>
<td>PG</td>
<td>11 – 15%</td>
<td>6 – 9%</td>
<td>8 – 12%</td>
<td>15 – 20%</td>
</tr>
<tr>
<td>SGRE</td>
<td>5 – 8%</td>
<td>8 – 11%</td>
<td>14 – 20%</td>
<td>15 – 19%</td>
</tr>
</tbody>
</table>

1) ABB, GE, Schneider, MHI, Eaton, weighted; 2) Based on continuing and discontinued operations; 3) Productivity measures divided by functional costs (cost of sales, R&D, SG&A expenses) of the group; 4) Of net income excluding exceptional non-cash items; 5) Excl. acquisition related amortization on intangibles; profit margin ranges will be reviewed and updated with Vision2020+; 6) SFS based on return on equity after tax
Siemens Vision 2020 - Execution well underway, most targets already achieved by FY 2017

<table>
<thead>
<tr>
<th>GOAL</th>
<th>INTENT</th>
<th>KPI</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Implement stringent company governance with effective support functions</td>
<td>Live lean governance and drive continuous optimization</td>
<td>€1bn cost savings by FY 2016 achieved</td>
</tr>
<tr>
<td>2 Strengthen portfolio</td>
<td>Sharpen our business focus in electrification, automation, and digitalization</td>
<td>Tap growth fields &gt; 8% margin in underperforming businesses</td>
</tr>
<tr>
<td>3 Execute financial target system</td>
<td>Grow our company value</td>
<td>15-20% ROCE</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Growth &gt; most relevant competitors</td>
</tr>
<tr>
<td>4 Expand global management</td>
<td>Get closer to our customers and markets</td>
<td>&gt; 30% of Division and Business Unit management outside Germany</td>
</tr>
<tr>
<td>5 Be a partner of choice for our customers</td>
<td>Foster an intimate and trusting partnership with our customers</td>
<td>≥ 20% improvement in Net Promoter Score</td>
</tr>
<tr>
<td>6 Be an employer of choice</td>
<td>Unleash the full potential of our people</td>
<td>&gt; 75% approval rating in leadership and diversity in global employee survey</td>
</tr>
<tr>
<td>7 Foster Ownership Culture</td>
<td>Ignite pride and passion for Siemens, through a new mindset and equity ownership</td>
<td>≥ 50% increase in number of employee shareholders</td>
</tr>
</tbody>
</table>
PG: Solid service business
Contracting markets require further rightsizing of capacities

Power and Gas (PG)

<table>
<thead>
<tr>
<th></th>
<th>Orders (€bn)</th>
<th>Revenue (€bn)</th>
<th>Profit (€m)</th>
<th>Profit margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY 17</td>
<td>3.8</td>
<td>4.1</td>
<td>438</td>
<td>10.9%</td>
</tr>
<tr>
<td>Q2 FY 18</td>
<td>3.2</td>
<td>2.9</td>
<td>114</td>
<td>10.8%</td>
</tr>
</tbody>
</table>

1) Comparable, i.e. adjusted for currency translation and portfolio effects

Key actions
- Rigorous productivity and product cost out focus
- Footprint restructuring and support functions reduction
- Selective portfolio simplification and R&D investment
- Consistent project execution
- Innovation in product and customer delivery
- New revenue stream focus

Business Mix (Revenue)

- Compression
- Steam (Large & Small)
- Large Gas
- Small Gas (SGT, MGT, AGT)
- Solution
- Product

H1 2018 % of total

Large Gas

Key actions

- Margin excl. severance

Exane European CEO Conference
PG: Industry overcapacities creating pricing pressure in all product lines – PG with market share gains

### Large Gas Turbines

<table>
<thead>
<tr>
<th></th>
<th>FY 15</th>
<th>FY 17</th>
<th>FY 18e</th>
</tr>
</thead>
<tbody>
<tr>
<td>No signs</td>
<td>186</td>
<td>120</td>
<td>≤ 100</td>
</tr>
<tr>
<td>of mid-term recovery</td>
<td>~45%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Small/Medium/Aero GT

<table>
<thead>
<tr>
<th></th>
<th>FY 15</th>
<th>FY 17</th>
<th>FY 18e</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial: Down</td>
<td>721</td>
<td>478</td>
<td>~500</td>
</tr>
<tr>
<td>Oil &amp; Gas: Up</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Moderate growth

### Compression

<table>
<thead>
<tr>
<th></th>
<th>FY 15</th>
<th>FY 17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Addressed market in €</td>
<td>~30%</td>
<td></td>
</tr>
<tr>
<td>New units rotating equipment</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Rightsizing of manufacturing and service footprint
- Significant cost-out measures across fleet through design-to-cost and sourcing
- Selective investment in strengthening performance
- Consolidation of solution resources and bundling of expertise
- Invest in digital twin and design automation for faster time-to-market
PG: Our increasing and resilient Services backlog is complemented by technology infusion

**Services with an increasing backlog …**

€bn

- **FlexLTP**
  - March 2018: 31
  - FY2023e: 6

**… from a growing fleet**

- LGT
- IGT & AGT
- Ind. ST

- Service-relevant fleet growth FY17-22:
  - +20%
  - +15%
  - +5%

**… a resilient regional mix**

<table>
<thead>
<tr>
<th>Year</th>
<th>Middle East</th>
<th>LAM</th>
<th>Asia</th>
<th>Europe, CIS</th>
<th>NAM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>+4%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>+1%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>0%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>-2%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>+10%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018 YTD</td>
<td>+6%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**… and strong technology focus**

- Self-learning optimization software
- Performance upgrades
- Innovation, e.g., 3D printing
PG: Customer proximity and innovation key drivers for success

First H-Class for China mainland

- Two H-Class gas turbines for customer Huadian Fuxin
- After completion end of 2019 most efficient gas fired power plant in China
- 65 H-class in operation with ~650,000 fired hours

Integrated solution for FPSO vessel

- Six aeroderivative Gas Turbine packages for Petrobras FPSO
- Large installed offshore fleet in Brazil: 128 ADGT and 189 compressors

Significant invest in 3D-Printing

- €30m invest in Materials Solutions Ltd. factory
- Double additive manufacturing footprint
- Fully powered by Digital Enterprise solutions
PG: Savings are delivered at different speeds dependent on country – material impact on bottom line expected in FY 2020

Share of 6,100 announced job reductions

Status and expected financial impact

- Significantly lower FY 18 revenue vs. FY 17
- Ramp up of savings:
  - US – implementation well on track, savings starting in FY 18 until FY 20
  - Germany – negotiations ongoing, agreement expected in the current fiscal year
- PG margin excluding severance:
  - Mid to high single digit in FY 18 and FY 19
DF: World-class Digital Enterprise winning market share
PD: Implementation of turnaround measures well underway

### Digital Factory (DF)

<table>
<thead>
<tr>
<th></th>
<th>Orders</th>
<th>Revenue</th>
<th>Profit</th>
<th>Profit margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY 17</td>
<td>€2.9bn</td>
<td>€2.3bn</td>
<td>€487m</td>
<td>18.4%</td>
</tr>
<tr>
<td>Q2 FY 18</td>
<td>€3.4bn</td>
<td>€3.3bn</td>
<td>€682m</td>
<td>21.2%</td>
</tr>
</tbody>
</table>

1) Comparable, i.e. adjusted for currency translation and portfolio effects

### Process Industries and Drives (PD)

<table>
<thead>
<tr>
<th></th>
<th>Orders</th>
<th>Revenue</th>
<th>Profit</th>
<th>Profit margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY 17</td>
<td>€2.3bn</td>
<td>€2.2bn</td>
<td>€134m</td>
<td>6.5%</td>
</tr>
<tr>
<td>Q2 FY 18</td>
<td>€2.3bn</td>
<td>€2.1bn</td>
<td>€143m</td>
<td>6.1%</td>
</tr>
</tbody>
</table>

1) Comparable, i.e. adjusted for currency translation and portfolio effects

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Exane European CEO Conference

Paris, June 12, 2018
Hanover Fair 2018
Digital Enterprise – implement now!

Digital solutions can be deployed end-to-end in every industry and in companies of all sizes | ~7,400 Leads

Rapidly growing MindSphere ecosystem
> 40 Partners | ~140 Applications | 20 MAC’s

Broad Cybersecurity and seamlessly integrated Additive Manufacturing offering

“At this year’s Hanover Fair, it’s clear that practical solutions to embrace digitalization transformation are available NOW. Siemens’ industry use cases show how taking a holistic approach to optimizing the entire value chain bears fruit….Our industry has never been more exciting” (David W. Humphrey, ARC Advisory Group)

Notes: MAC – MindSphere Application Center
EM: Broad based improvement confirms positive trajectory
BT: Great performance – operational margin expansion

### Energy Management (EM)

<table>
<thead>
<tr>
<th></th>
<th>Orders (€bn)</th>
<th>Revenue (€bn)</th>
<th>Profit (€m)</th>
<th>Profit margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY 17</td>
<td>3.6</td>
<td>3.0</td>
<td>224</td>
<td>7.7%</td>
</tr>
<tr>
<td>Q2 FY 18</td>
<td>-14%(^1)</td>
<td>+6%(^1)</td>
<td>260</td>
<td>8.9%</td>
</tr>
</tbody>
</table>

\(^1\) Comparable, i.e. adjusted for currency translation and portfolio effects

### Building Technologies (BT)

<table>
<thead>
<tr>
<th></th>
<th>Orders (€bn)</th>
<th>Revenue (€bn)</th>
<th>Profit (€m)</th>
<th>Profit margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY 17</td>
<td>1.6</td>
<td>1.8</td>
<td>141</td>
<td>8.8%</td>
</tr>
<tr>
<td>Q2 FY 18</td>
<td>+8%(^1)</td>
<td>+5%(^1)</td>
<td>175</td>
<td>11.2%</td>
</tr>
</tbody>
</table>

\(^1\) Comparable, i.e. adjusted for currency translation and portfolio effects

Pension effect €94m (590bps) in Q2 FY17

Margin excl. severance x.x%
MO: Excellent growth and industry leading margins

<table>
<thead>
<tr>
<th></th>
<th>Orders</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€bn</td>
<td></td>
</tr>
<tr>
<td>Q2 FY 17</td>
<td>2.1</td>
<td>2.0</td>
</tr>
<tr>
<td>Q2 FY 18</td>
<td>2.4</td>
<td>2.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Profit</th>
<th>Profit margin</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€m</td>
<td></td>
</tr>
<tr>
<td>Q2 FY 17</td>
<td>212</td>
<td>10.8%</td>
</tr>
<tr>
<td>Q2 FY 18</td>
<td>233</td>
<td>11.3%</td>
</tr>
</tbody>
</table>

- Leading portfolio of Rolling Stock, Mobility Management, Rail Electrification and Services
- Healthy order backlog of ~€28bn
- Sustainably improved execution – substantially lower non-conformance cost

1) Comparable, i.e. adjusted for currency translation and portfolio effects
2) adjusted for pension effect +28m (140bps) in Q2 FY17

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Page 23 Paris, June 12, 2018
SGRE – Stringent execution of roadmap continues

Siemens Gamesa Renewable Energy (SGRE)

Orders
€bn

-32%\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY 17</th>
<th>Q2 FY 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.1</td>
<td>3.0</td>
<td></td>
</tr>
</tbody>
</table>

Revenue
€bn

-9%\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY 17</th>
<th>Q2 FY 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.5</td>
<td>2.2</td>
<td></td>
</tr>
</tbody>
</table>

Profit
€m

-25%

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY 17</th>
<th>Q2 FY 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>155</td>
<td>117</td>
<td></td>
</tr>
</tbody>
</table>

Profit margin

-510bps

<table>
<thead>
<tr>
<th></th>
<th>Q2 FY 17</th>
<th>Q2 FY 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>10.4%</td>
<td>10.3%</td>
<td>7.7%</td>
</tr>
</tbody>
</table>

- Clear roadmap with L3AD2020 program
- Global #1 with 8.8 GW of new capacity in 2017 ahead of competition
- SGRE clear #1 in Offshore & #2 in Onshore
- SGRE market share gain +3.3ppts

Market share 2017 (in GW)

Source: MAKE

Unrestricted © Siemens AG 2018

Page 24 Paris, June 12, 2018
Q2 FY18 Profit Bridge from SGRE disclosure to SAG disclosure
Different profit definitions at SGRE and SAG to be considered in models

in €m

**SIEMENS Gamesa**

**disclosure (as of May 4, 2018)**

- EBIT (as reported): 54
- Integration & Restructuring Cost: 61
- PPA effects: 75
- EBIT (underl.): 189

**SIEMENS**

**disclosure (as of May 9, 2018)**

- Integration & Restructuring Cost: -4
- Financial Income: -7
- Intercompany Consolidation: 117
- Profit (as reported): 55
- Severance: 172

**Profit (excl. severance)**

- Margin: x.x%
Q2 18 performance aligned with FY18 guidance

<table>
<thead>
<tr>
<th>Guidance FY2018</th>
<th>H1 18</th>
<th>FY 18¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues (€m)</td>
<td>4,369</td>
<td>9,000 - 9,600</td>
</tr>
<tr>
<td>EBIT margin (in %) (pre-PPA, I&amp;R cost)</td>
<td>7.4%</td>
<td>7% - 8%</td>
</tr>
<tr>
<td>Working Capital to LTM Sales (in %)</td>
<td>2.8%</td>
<td>-3% to +3%</td>
</tr>
<tr>
<td>CAPEX (in €m)</td>
<td>166</td>
<td>500</td>
</tr>
</tbody>
</table>

¹ This outlook excludes charges related to legal and regulatory matters and is given at constant FX rates.

Comments

- Low end of revenue guidance fully covered by order backlog as of March 2018
- Synergies of 1.5% of revenues targeted by YE 2018 included in margin expectations
- Estimated impact of PPA amortization of intangible fair value of €321m for FY 18: €158m in H1 18 and €75 M in Q2 18
- Expected integration and restructuring costs of €160m in FY 2018: €75m in H1 18 and €61m in Q2 18
- Stronger H2 driven by project timing and cost optimization programs and expected synergy delivery in H2 18
SGRE has set clear profitable growth targets for 2020

- **Top line growth:** faster than the market in MW and EUR
- **8-10% EBIT** margin excl. PPA, integration and restructuring costs
- **CAPEX < 5% of sales**
- **Positive cash flow** generation every year
- **8-10% ROCE:** enhance capital efficiency
- **25% of net income as dividend policy**
Q2 FY18 Profit Bridge from Siemens Healthineers disclosure to SAG disclosure

Different profit definitions at Siemens Healthineers and SAG to be considered in models

<table>
<thead>
<tr>
<th></th>
<th>Siemens Healthineers</th>
<th>SAG</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit (adjusted)</td>
<td>17.4%</td>
<td>16.5%</td>
</tr>
<tr>
<td>Profit (as reported)</td>
<td>14.2%</td>
<td>17.0%</td>
</tr>
<tr>
<td>IPO costs</td>
<td>€73 million</td>
<td>€0</td>
</tr>
<tr>
<td>IPO costs were deducted</td>
<td>from equity</td>
<td></td>
</tr>
</tbody>
</table>

Profit (excl. severance) |

in €m

Profit (as reported)

Severance

Consolidation and accounting differences

Margin x.x%
Siemens Healthineers
FY 2018 Guidance reaffirmed

<table>
<thead>
<tr>
<th>FY2017 (IFRS 15)</th>
<th>FY2018E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (€m)</td>
<td>13,677</td>
</tr>
<tr>
<td>Comparable growth (%)</td>
<td>3.8%¹</td>
</tr>
<tr>
<td>Adj. Profit (€m)</td>
<td>2,458</td>
</tr>
<tr>
<td>Adj. Profit margin (%)</td>
<td>18.0%</td>
</tr>
<tr>
<td>Adj. net income (€m)</td>
<td>1,540</td>
</tr>
</tbody>
</table>

Comments on FY2018E

- Comparable revenue growth on a q-o-q basis can fluctuate significantly
- Significant FX headwinds in FY2018E expected resulting in slightly decreasing reported revenue
- Adjusted for severance and external costs related to the IPO
- €50m of €240m cost savings from stand-alone setting and organizational efficiency program to materialize in FY2018E (additional part in FY2019E and beyond)
- Adjusted for severance, external costs related to the IPO and PPA
- Estimated net financial result for 2018E of €140-170m; significantly lower interest expenses post implementation of new capital structure
- Effective tax rate: 28-30%

Note: Comparable growth defined as growth net of currency translation effects and portfolio effects.
1) Refers to comparable revenue CAGR from FY2015 to FY2017 under old IFRS.
Siemens Healthineers
Clear agenda to drive earnings growth – mid-term goals

**Top line growth**
- Imaging: Further expanding market and innovation leadership
- Diagnostics: Fully capitalizing on Atellica over time
- Advanced Therapies: Long-term growth driven by minimally invasive procedures

**Margin expansion**
- Process efficiency and structural cost improvements
- Continuous productivity improvements
- Long-term boost expected from new performance level in Diagnostics

**Cash generation**
- Trade working capital and cash focused management
- Maintain high FCF conversion
- Disciplined capital allocation incl. targeted bolt-on M&A

**Mid-term comp. revenue growth target**
- 2.7% in 2017
- 4-6% Mid-term

**Mid-term profitability\(^1\) targets**
- Imaging: 20-22%
- Adv. Therapies: 20-22%
- Diagnostics: 16-19%

**Dividend policy**
- EPS\(^2\) 50-60%

**Capital structure**
- Solid investment grade rating as a minimum

Note: Comparable growth defined as growth net of currency translation effects and portfolio effects.
1) Margin of earnings before financing interest, certain pension costs, income taxes and amortization expenses of intangible assets acquired in business combinations, adj. for severance.
2) Dividend policy refers to 50-60% of (reported) net income.
Financial calendar

June

June 12, 2018
Exane Conference (Paris)

June 15, 2018
JP Morgan Conference (London)

August

August 2, 2018
Q3 Earnings Release