

# SIEMENS

*Ingenuity for life*

Munich, Germany, November 10, 2016

# Earnings Release

## Q4 FY 2016

July 1 to September 30, 2016

### Twice-raised guidance exceeded – historic success through strong team performance

»The fiscal year just ended was one of the strongest in the history of our company. Setting aside portfolio divestments, it was actually the best. We worked hard and I am proud of what our global team has achieved. In fiscal 2017 we will continue working with full concentration on the execution of Vision 2020,« said Joe Kaeser, President and Chief Executive Officer of Siemens AG.

#### Fiscal 2016

- Orders and revenue both 5% higher compared to fiscal 2015, at €86.5 billion and €79.6 billion, respectively, for a book-to-bill ratio of 1.09; excluding currency translation effects, orders and revenue both up 6%
- Industrial Business profit up 13%, at €8.7 billion; strong increases in Power and Gas, Energy Management, and Wind Power and Renewables and growth in other Divisions and Healthineers, more than offsetting a substantial decline in Process Industries and Drives
- Industrial Business profit margin reached 10.8%, with all industrial businesses except Process Industries and Drives within their target ranges
- Net income of €5.6 billion reflects the strong operating performance; fiscal 2015 net income of €7.4 billion included €3.0 billion related to divestments of the hearing aid business and Siemens' stake in BSH Bosch und Siemens Hausgeräte GmbH (BSH)
- Basic earnings per share (EPS) of €6.74, above the raised target range announced in the third quarter; basic EPS of €8.84 a year earlier included €3.66 related to the sale of the hearing aid business and the BSH stake
- Siemens proposes a dividend of €3.60 per share

#### Q4 Fiscal 2016

- Fourth-quarter orders of €20.3 billion, 14% lower than the prior-year period which included a substantially higher volume from large orders; excluding the change from large orders, orders rose moderately
- Revenue 3% higher, at €22.0 billion, for a book-to-bill ratio of 0.93; excluding currency translation effects, revenue up 5%, orders down 13%
- Industrial Business profit remains strong at €2.4 billion, with a 10.9% profit margin; increases in most Divisions largely offset by a negative swing in Process Industries and Drives due to previously announced capacity adjustments
- Net income up 18%, at €1.2 billion; basic earnings per share (EPS) up 21%, at €1.42 compared to €1.18 in Q4 FY 2015

[siemens.com](http://siemens.com)

## Siemens

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	20,326	23,716	(14)%	(13)%
Revenue	21,953	21,328	3%	5%
Profit				
Industrial Business	2,448	2,447	0%	
<i>therein: severance</i>	(333)	(264)		
Profit margin				
Industrial Business	10.9%	11.3%		
<i>excl. severance</i>	12.4%	12.5%		
Income from continuing operations	1,182	1,001	18%	
<i>therein: severance</i>	(349)	(343)		
Net income	1,176	1,000	18%	
Basic earnings per share (in €)	1.42	1.18	21%	
Free cash flow (continuing and discontinued operations)	3,570	4,375	(18)%	
ROCE (continuing and discontinued operations)	11.9%	10.7%		

- Currency translation effects took one percentage point from order and two percentage points from revenue development; portfolio effects had a minimal effect on volume development year-over-year
- Orders down due to a lower volume of large orders, particularly in Power and Gas and Wind Power and Renewables; orders rose moderately excluding the change from large orders
- Industrial Business order backlog was €113 billion
- Revenue increase in all industrial businesses except Process Industries and Drives, and driven by double-digit growth in Power and Gas, due mainly to a sharp increase in Egypt
- Profit Industrial Business: increases in most of the Divisions offset by Process Industries and Drives, where profit turned negative due mainly to severance charges related to previously announced capacity adjustments
- Income from continuing operations: improvement due mainly to Centrally managed portfolio activities, which benefited from a strong positive swing relating to a major asset retirement obligation and also included a lower loss from at-equity investments
- Decrease in Free cash flow from Industrial Business, to €4.034 billion from a high level of €4.952 billion in Q4 FY 2015. Free cash flow in the prior-year period benefited from significantly higher project prepayments at Power and Gas
- ROCE increase driven by higher net income
- Underfunding of Siemens' pension plans as of September 30, 2016: €12.8 billion (June 30, 2016: €12.7 billion)

## Power and Gas

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	3,218	5,297	(39)%	(38)%
Revenue	4,545	4,118	10%	12%
Profit	509	418	22%	
<i>therein: severance</i>	(23)	(91)		
<i>therein: integration costs Dresser-Rand</i>	(14)	(19)		
Profit margin	11.2%	10.2%		
<i>excl. severance and integration costs</i>	12.0%	12.8%		

- Orders came in substantially lower due to a smaller volume from large orders compared to Q4 FY 2015, when the Middle East recorded several large orders including in Egypt; the book-to-bill ratio dropped below 1 for the current quarter
- Revenue growth driven by strong execution from the backlog particularly including large orders in Egypt; increases in all three reporting regions
- Profitability influenced by a less favorable revenue mix, including a lower share from the service business; the current period includes lower severance as well as positive effects totaling €70 million from measurement of inventories; Q4 FY 2015 included a positive effect of €55 million related to a project settlement
- Overcapacities continue to create an aggressive competitive environment, resulting in increased price pressure

## Wind Power and Renewables

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	1,205	2,716	(56)%	(56)%
Revenue	1,597	1,504	6%	11%
Profit	132	72	84%	
<i>therein: severance</i>	(2)	(3)		
Profit margin	8.3%	4.8%		
<i>excl. severance</i>	8.4%	5.0%		

- After very strong order growth in the first nine months, lower volume from large orders in the fourth quarter; Q4 FY 2015 included a €1.2 billion order for an offshore wind-farm, including service, in Germany and several large orders in the onshore business
- Clear revenue increase in the offshore new unit business despite negative effects from currency translation
- Continued strong profitability driven by higher revenue, improved productivity in production and installation, increased capacity utilization, and a larger contribution from the service business

## Energy Management

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	3,376	3,290	3%	4%
Revenue	3,573	3,473	3%	5%
Profit	299	259	15%	
<i>therein: severance</i>	(52)	(51)		
Profit margin	8.4%	7.5%		
<i>excl. severance</i>	9.8%	8.9%		

- Increase in orders mainly due to growth in the high voltage products and digital grid businesses
- Revenue up mainly due to growth in the solutions and transformer businesses; increase in all three reporting regions
- Robust profit development compared to the strong year-end quarter a year earlier, including profitability improvements in a majority of businesses led by the high voltage products and solutions businesses

## Building Technologies

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	1,770	1,662	7%	7%
Revenue	1,698	1,679	1%	2%
Profit	196	222	(12)%	
<i>therein: severance</i>	(10)	(7)		
Profit margin	11.5%	13.2%		
<i>excl. severance</i>	12.1%	13.6%		

- Continued strong order growth driven mainly by contract wins in the solutions business for energy efficiency projects in the U.S.
- Revenue growth in Asia, Australia and the Americas
- Strong profit contribution in typically robust year-end quarter

## Mobility

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	2,274	2,387	(5)%	(3)%
Revenue	2,070	1,998	4%	8%
Profit	173	171	1%	
<i>therein: severance</i>	(5)	(34)		
Profit margin	8.4%	8.6%		
<i>excl. severance</i>	8.6%	10.2%		

- Lower volume from large orders year-over-year; sharp order growth in the Americas due mainly to a contract win worth €0.4 billion for light rail vehicles in the U.S.
- Strongest revenue growth from the rolling stock businesses
- Solid project execution resulted in approval of operations and homologation in Germany for the Division's new high-speed train series, the ICE 4, according to the original plan
- Profitability impacted by a less favorable revenue mix, due to a larger share from the lower-margin rolling stock business

## Digital Factory

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	2,700	2,520	7%	7%
Revenue	2,787	2,661	5%	4%
Profit	515	468	10%	
<i>therein: severance</i>	(21)	(28)		
Profit margin	18.5%	17.6%		
<i>excl. severance</i>	19.2%	18.6%		

- Broad-based order and revenue growth; strongest contributions from the product lifecycle management (PLM) software business, which benefited from the acquisition of CD-adapco, and from the factory automation business
- Orders and revenue up in all regions, particularly in China
- Business performance of CD-adapco ahead of plan
- Profit at record high driven by the PLM and factory automation businesses

## Process Industries and Drives

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	2,213	2,271	(3)%	(1)%
Revenue	2,441	2,626	(7)%	(6)%
Profit	(72)	141	n/a	
<i>therein: severance</i>	<i>(199)</i>	<i>(31)</i>		
Profit margin	(3.0)%	5.4%		
<i>excl. severance</i>	<i>5.2%</i>	<i>6.6%</i>		

- Orders and revenue decline due mainly to ongoing weakness in oil and gas and other commodity-related markets; continued strong demand for wind power components
- On a regional basis, orders were down particularly in the U.S. and China and revenue declines were most notable in China and Germany
- Profit impacted by €199 million in severance charges related to previously announced capacity adjustments to address the ongoing market weakness noted above; Q4 FY 2015 included a warranty charge of €90 million

## Healthineers

(in millions of €)	Q4		% Change	
	FY 2016	FY 2015	Actual	Comp.
Orders	3,854	3,823	1%	1%
Revenue	3,698	3,622	2%	2%
Profit	696	696	0%	
<i>therein: severance</i>	<i>(22)</i>	<i>(19)</i>		
Profit margin	18.8%	19.2%		
<i>excl. severance</i>	<i>19.4%</i>	<i>19.8%</i>		

- Orders were nearly flat year-over-year, including an increase in Asia, Australia
- Revenue increase included clear growth in the diagnostic imaging business and, on a regional basis, in Asia, Australia
- Continued strong earnings performance from the diagnostic imaging business; high profitability overall with continuing expenses for the development of new product platforms

## Financial Services

(in millions of €)	Q4	
	FY 2016	FY 2015
Income before income taxes	121	144
therein: severance	(2)	(2)
ROE (after taxes)	15.5%	19.3%

  

(in millions of €)	Sep 30,	Sep 30,
	2016	2015
Total assets	26,446	24,970

- Profit contribution from Financial Services (SFS) included stable results in the equity investments business
- While the debt business was generally stable, results were affected by a negative swing in the valuation of derivative instruments embedded in financing contracts, which was triggered by changes in the external interest rate environment
- Continued growth in total assets was held back by substantial early terminations of financings during the fiscal year

## Reconciliation to Consolidated Financial Statements

(in millions of €)	Q4	
	FY 2016	FY 2015
Centrally managed portfolio activities	(25)	(342)
Siemens Real Estate	(20)	9
Corporate items	(342)	(359)
Centrally carried pension expense	(127)	(105)
Amortization of intangible assets acquired in business combinations	(170)	(168)
Eliminations, Corporate Treasury and other reconciling items	(111)	(80)
<b>Reconciliation to Consolidated Financial Statements</b>	<b>(796)</b>	<b>(1,046)</b>

- Centrally managed portfolio activities (CMPA): strong positive swing in the result related to a major asset retirement obligation and a lower loss from at-equity investments; Q4 FY 2015 included an impairment of €138 million related to Siemens' stake in Primetals Technologies Ltd., which is still operating in a difficult market environment
- Results of CMPA are expected to remain volatile in coming quarters

## Outlook

We continue to anticipate headwinds for macroeconomic growth and investment sentiment in our markets due to the complex geopolitical environment. Therefore, we expect modest growth in revenue, net of effects from currency translation and portfolio transactions. We further anticipate that orders will exceed revenue for a book-to-bill ratio above 1. For our Industrial Business, we expect a profit margin of 10.5% to 11.5%. We expect basic EPS from net income in the range of €6.80 to €7.20, compared to €6.74 in fiscal 2016 which included €0.23 from discontinued operations.

This outlook assumes stabilization in the market environment for our high-margin short-cycle businesses. It further excludes charges related to legal and regulatory matters as well as potential burdens associated with pending portfolio matters.

## Notes and forward-looking statements

Starting today at 9:00 a.m. CET, the press conference at which Siemens CEO Joe Kaeser and Siemens CFO Ralf P. Thomas discuss the financial figures will be broadcast live at [www.siemens.com/pressconference](http://www.siemens.com/pressconference).

Starting today at 11:00 a.m. CET, Joe Kaeser and Ralf P. Thomas will hold a telephone conference in English for analysts and investors, which can be followed live at [www.siemens.com/analystcall](http://www.siemens.com/analystcall).

Recordings of the press conference and the conference call for analysts and investors will subsequently be made available as well.

Financial publications are available for download at: [www.siemens.com/ir](http://www.siemens.com/ir).

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.

All information is preliminary.

Financial Media:  
Alexander Becker  
Phone: +49 89 636-36558  
E-mail: [becker.alexander@siemens.com](mailto:becker.alexander@siemens.com)

Wolfram Trost  
Phone: +49 89 636-34794  
E-mail: [wolfram.trost@siemens.com](mailto:wolfram.trost@siemens.com)

Siemens AG,  
80333 Munich, Germany

© 2016 by Siemens AG, Berlin and Munich

**SIEMENS**

*Ingenuity for life*

# Financial Results

Fourth Quarter and Fiscal 2016

[siemens.com](http://siemens.com)



## Key figures

(in millions of €, except where otherwise stated)

### | Volume

	Q4		% Change		Fiscal Year		% Change	
	FY 2016	FY 2015	Actual	Comp. <sup>1</sup>	2016	2015	Actual	Comp. <sup>1</sup>
Orders	20,326	23,716	(14)%	(13)%	86,480	82,340	5%	4%
Revenue	21,953	21,328	3%	5%	79,644	75,636	5%	4%
Book-to-bill ratio	0.93				1.09			
Order backlog (Industrial Business, in billions of €)	113				113			

### | Profitability and Capital efficiency

	Q4		% Change		Fiscal Year		% Change	
	FY 2016	FY 2015	Actual	Comp. <sup>1</sup>	2016	2015	Actual	Comp. <sup>1</sup>
<b>Industrial Business</b>								
Profit	2,448	2,447		0%	8,744	7,737		13%
Profit margin	10.9%	11.3%			10.8%	10.1%		
<b>Continuing operations</b>								
EBITDA	2,496	2,226		12%	10,216	9,825		4%
Income from continuing operations	1,182	1,001		18%	5,396	5,349		1%
Basic earnings per share (in €) <sup>2</sup>	1.43	1.18		21%	6.51	6.38		2%
<b>Continuing and discontinued operations</b>								
Net income	1,176	1,000		18%	5,584	7,380		(24)%
Basic earnings per share (in €) <sup>2</sup>	1.42	1.18		21%	6.74	8.84		(24)%
Return on capital employed (ROCE)	11.9%	10.7%			14.3%	21.0%		

### | Capital structure and Liquidity

	Sep 30, 2016	Sep 30, 2015
Total equity (Shareholders of Siemens AG)	34,211	34,474
Industrial net debt	10,505	6,107
Industrial net debt / EBITDA <sup>3</sup>	1.0	0.6

	Q4 FY 2016	Q4 FY 2015	Fiscal Year 2016	Fiscal Year 2015
<b>Free cash flow</b>				
Continuing operations	3,579	4,391	5,533	4,984
Continuing and discontinued operations	3,570	4,375	5,476	4,674

### | Employees

	Sep 30, 2016	Sep 30, 2015
<b>Number of employees (in thousands)</b>	351	348
Germany	113	114
Outside Germany	238	234

<sup>1</sup> Throughout excluding currency translation and portfolio effects.

<sup>2</sup> Basic earnings per share – attributable to shareholders of Siemens AG. For fiscal 2016 and 2015 weighted average shares outstanding (basic) (in thousands) for the fourth quarter amounted to 808,579 and 812,959 and for the fiscal year to 808,686 and 823,408 shares, respectively.

<sup>3</sup> Accumulative EBITDA of the previous four quarters until the reporting date

## Consolidated Statements of Income

(in millions of €, per share amounts in €)	Q4		Fiscal year	
	FY 2016	FY 2015	2016	2015
Revenue	21,953	21,328	79,644	75,636
Cost of sales	(15,731)	(15,348)	(55,826)	(53,789)
Gross profit	6,222	5,980	23,819	21,847
Research and development expenses	(1,322)	(1,264)	(4,732)	(4,483)
Selling and general administrative expenses	(3,029)	(3,098)	(11,669)	(11,409)
Other operating income	106	155	328	476
Other operating expenses	(187)	(144)	(427)	(389)
Income (loss) from investments accounted for using the equity method, net	(37)	(126)	134	1,235
Interest income	336	324	1,314	1,260
Interest expenses	(248)	(246)	(989)	(818)
Other financial income (expenses), net	(69)	(35)	(373)	(500)
<b>Income from continuing operations before income taxes</b>	<b>1,772</b>	<b>1,545</b>	<b>7,404</b>	<b>7,218</b>
Income tax expenses	(590)	(544)	(2,008)	(1,869)
<b>Income from continuing operations</b>	<b>1,182</b>	<b>1,001</b>	<b>5,396</b>	<b>5,349</b>
Income (loss) from discontinued operations, net of income taxes	(6)	(1)	188	2,031
<b>Net income</b>	<b>1,176</b>	<b>1,000</b>	<b>5,584</b>	<b>7,380</b>
Attributable to:				
Non-controlling interests	24	41	134	98
Shareholders of Siemens AG	1,152	959	5,450	7,282
<b>Basic earnings per share</b>				
Income from continuing operations	1.43	1.18	6.51	6.38
Income (loss) from discontinued operations	(0.01)	—	0.23	2.47
<b>Net income</b>	<b>1.42</b>	<b>1.18</b>	<b>6.74</b>	<b>8.84</b>
<b>Diluted earnings per share</b>				
Income from continuing operations	1.41	1.17	6.42	6.30
Income (loss) from discontinued operations	(0.01)	—	0.23	2.44
<b>Net income</b>	<b>1.40</b>	<b>1.17</b>	<b>6.65</b>	<b>8.74</b>

## Consolidated Statements of Comprehensive Income

(in millions of €)	Q4		Fiscal year	
	FY 2016	FY 2015	2016	2015
Net income	1,176	1,000	5,584	7,380
Remeasurements of defined benefit plans	(58)	(176)	(2,636)	(370)
<i>therein: Income tax effects</i>	40	(111)	1,065	(107)
<b>Items that will not be reclassified to profit or loss</b>	<b>(58)</b>	<b>(176)</b>	<b>(2,636)</b>	<b>(370)</b>
<i>therein: Income (loss) from investments accounted for using the equity method, net</i>	—	7	—	(42)
Currency translation differences	(277)	(774)	(888)	1,089
Available-for-sale financial assets	372	23	434	354
<i>therein: Income tax effects</i>	(8)	10	4	(7)
Derivative financial instruments	62	108	210	(43)
<i>therein: Income tax effects</i>	(24)	(59)	(89)	(7)
<b>Items that may be reclassified subsequently to profit or loss</b>	<b>157</b>	<b>(643)</b>	<b>(244)</b>	<b>1,399</b>
<i>therein: Income (loss) from investments accounted for using the equity method, net</i>	14	(40)	(141)	149
<b>Other comprehensive income, net of income taxes</b>	<b>99</b>	<b>(819)</b>	<b>(2,879)</b>	<b>1,029</b>
<b>Total comprehensive income</b>	<b>1,275</b>	<b>182</b>	<b>2,705</b>	<b>8,408</b>
Attributable to:				
Non-controlling interests	27	30	134	133
Shareholders of Siemens AG	1,248	152	2,571	8,275

## Consolidated Statements of Financial Position

(in millions of €)	Sep 30, 2016	Sep 30, 2015
<b>Assets</b>		
Cash and cash equivalents	10,604	9,957
Available-for-sale financial assets	1,293	1,175
Trade and other receivables	16,287	15,982
Other current financial assets	6,800	5,157
Inventories	18,160	17,253
Current income tax assets	790	644
Other current assets	1,204	1,151
Assets classified as held for disposal	190	122
<b>Total current assets</b>	<b>55,329</b>	<b>51,442</b>
Goodwill	24,159	23,166
Other intangible assets	7,742	8,077
Property, plant and equipment	10,157	10,210
Investments accounted for using the equity method	3,012	2,947
Other financial assets	20,610	20,821
Deferred tax assets	3,431	2,591
Other assets	1,279	1,094
<b>Total non-current assets</b>	<b>70,388</b>	<b>68,906</b>
<b>Total assets</b>	<b>125,717</b>	<b>120,348</b>
<b>Liabilities and equity</b>		
Short-term debt and current maturities of long-term debt	6,206	2,979
Trade payables	8,048	7,774
Other current financial liabilities	1,933	2,085
Current provisions	4,166	4,489
Current income tax liabilities	2,085	1,828
Other current liabilities	20,437	20,368
Liabilities associated with assets classified as held for disposal	40	39
<b>Total current liabilities</b>	<b>42,916</b>	<b>39,562</b>
Long-term debt	24,761	26,682
Post-employment benefits	13,695	9,811
Deferred tax liabilities	829	609
Provisions	5,087	4,865
Other financial liabilities	1,142	1,466
Other liabilities	2,471	2,297
<b>Total non-current liabilities</b>	<b>47,986</b>	<b>45,730</b>
<b>Total liabilities</b>	<b>90,901</b>	<b>85,292</b>
Equity		
Issued capital	2,550	2,643
Capital reserve	5,890	5,733
Retained earnings	27,454	30,152
Other components of equity	1,921	2,163
Treasury shares, at cost	(3,605)	(6,218)
<b>Total equity attributable to shareholders of Siemens AG</b>	<b>34,211</b>	<b>34,474</b>
Non-controlling interests	605	581
<b>Total equity</b>	<b>34,816</b>	<b>35,056</b>
<b>Total liabilities and equity</b>	<b>125,717</b>	<b>120,348</b>

## Consolidated Statements of Cash Flows

(in millions of €)	Q4	
	FY 2016	FY 2015
<b>Cash flows from operating activities</b>		
Net income	1,176	1,000
Adjustments to reconcile net income to cash flows from operating activities - continuing operations		
Loss from discontinued operations, net of income taxes	6	1
Amortization, depreciation and impairments	742	724
Income tax expenses	590	544
Interest (income) expenses, net	(88)	(78)
(Income) loss related to investing activities	(14)	52
Other non-cash (income) expenses	154	339
Change in operating net working capital		
Inventories	977	1,112
Trade and other receivables	166	66
Trade payables	600	611
Billings in excess of costs and estimated earnings on uncompleted contracts and related advances	(634)	373
Additions to assets leased to others in operating leases	(154)	(150)
Change in other assets and liabilities	832	725
Income taxes paid	(362)	(604)
Dividends received	70	93
Interest received	335	292
<b>Cash flows from operating activities - continuing operations</b>	<b>4,396</b>	<b>5,098</b>
Cash flows from operating activities - discontinued operations	(9)	(17)
<b>Cash flows from operating activities - continuing and discontinued operations</b>	<b>4,387</b>	<b>5,081</b>
<b>Cash flows from investing activities</b>		
Additions to intangible assets and property, plant and equipment	(817)	(707)
Acquisitions of businesses, net of cash acquired	(10)	(10)
Purchase of investments	(143)	(24)
Purchase of current available-for-sale financial assets	(354)	(333)
Change in receivables from financing activities	(1,308)	(354)
Disposal of investments, intangibles and property, plant and equipment	91	217
Disposal of businesses, net of cash disposed	(1)	(21)
Disposal of current available-for-sale financial assets	313	284
<b>Cash flows from investing activities - continuing operations</b>	<b>(2,230)</b>	<b>(948)</b>
Cash flows from investing activities - discontinued operations	(1)	(10)
<b>Cash flows from investing activities - continuing and discontinued operations</b>	<b>(2,232)</b>	<b>(958)</b>
<b>Cash flows from financing activities</b>		
Purchase of treasury shares	(101)	(852)
Other transactions with owners	—	(4)
Issuance of long-term debt	5,300	64
Repayment of long-term debt (including current maturities of long-term debt)	(1,779)	(5)
Change in short-term debt and other financing activities	(1,120)	(1,212)
Interest paid	(167)	(164)
Dividends attributable to non-controlling interests	(51)	(37)
<b>Cash flows from financing activities - continuing operations</b>	<b>2,082</b>	<b>(2,210)</b>
Cash flows from financing activities - discontinued operations	—	—
<b>Cash flows from financing activities - continuing and discontinued operations</b>	<b>2,082</b>	<b>(2,210)</b>
Effect of changes in exchange rates on cash and cash equivalents	—	(163)
Change in cash and cash equivalents	4,237	1,750
Cash and cash equivalents at beginning of period	6,381	8,207
Cash and cash equivalents at end of period	10,618	9,958
Less: Cash and cash equivalents of assets classified as held for disposal and discontinued operations at end of period	13	—
<b>Cash and cash equivalents at end of period (Consolidated Statements of Financial Position)</b>	<b>10,604</b>	<b>9,957</b>

## Consolidated Statements of Cash Flows

(in millions of €)	Fiscal year	
	2016	2015
<b>Cash flows from operating activities</b>		
Net income	5,584	7,380
Adjustments to reconcile net income to cash flows from operating activities - continuing operations		
Income from discontinued operations, net of income taxes	(188)	(2,031)
Amortization, depreciation and impairments	2,764	2,549
Income tax expenses	2,008	1,869
Interest (income) expenses, net	(325)	(442)
(Income) loss related to investing activities	(373)	(1,603)
Other non-cash (income) expenses	400	366
Change in operating net working capital		
Inventories	(1,009)	(793)
Trade and other receivables	(579)	(811)
Trade payables	327	(247)
Billings in excess of costs and estimated earnings on uncompleted contracts and related advances	20	914
Additions to assets leased to others in operating leases	(484)	(451)
Change in other assets and liabilities	(281)	852
Income taxes paid	(1,718)	(2,306)
Dividends received	302	495
Interest received	1,219	1,138
<b>Cash flows from operating activities - continuing operations</b>	<b>7,668</b>	<b>6,881</b>
Cash flows from operating activities - discontinued operations	(57)	(270)
<b>Cash flows from operating activities - continuing and discontinued operations</b>	<b>7,611</b>	<b>6,612</b>
<b>Cash flows from investing activities</b>		
Additions to intangible assets and property, plant and equipment	(2,135)	(1,897)
Acquisitions of businesses, net of cash acquired	(922)	(8,254)
Purchase of investments	(271)	(568)
Purchase of current available-for-sale financial assets	(1,139)	(899)
Change in receivables from financing activities	(1,356)	(1,667)
Disposal of investments, intangibles and property, plant and equipment	377	3,474
Disposal of businesses, net of cash disposed	9	445
Disposal of current available-for-sale financial assets	1,031	651
<b>Cash flows from investing activities - continuing operations</b>	<b>(4,406)</b>	<b>(8,716)</b>
Cash flows from investing activities - discontinued operations	262	2,889
<b>Cash flows from investing activities - continuing and discontinued operations</b>	<b>(4,144)</b>	<b>(5,827)</b>
<b>Cash flows from financing activities</b>		
Purchase of treasury shares	(463)	(2,700)
Other transactions with owners	(13)	10
Issuance of long-term debt	5,300	7,213
Repayment of long-term debt (including current maturities of long-term debt)	(2,253)	(354)
Change in short-term debt and other financing activities	(1,408)	351
Interest paid	(809)	(596)
Dividends paid to shareholders of Siemens AG	(2,827)	(2,728)
Dividends attributable to non-controlling interests	(236)	(145)
<b>Cash flows from financing activities - continuing operations</b>	<b>(2,710)</b>	<b>1,051</b>
Cash flows from financing activities - discontinued operations	—	5
<b>Cash flows from financing activities - continuing and discontinued operations</b>	<b>(2,710)</b>	<b>1,056</b>
Effect of changes in exchange rates on cash and cash equivalents	(98)	83
Change in cash and cash equivalents	660	1,923
Cash and cash equivalents at beginning of period	9,958	8,034
Cash and cash equivalents at end of period	10,618	9,958
Less: Cash and cash equivalents of assets classified as held for disposal and discontinued operations at end of period	13	—
<b>Cash and cash equivalents at end of period (Consolidated Statements of Financial Position)</b>	<b>10,604</b>	<b>9,957</b>

## Overview of Segment figures

(in millions of €)	Orders				Revenue				Profit		Profit margin / SFS: ROE		Net capital employed / SFS: Total assets		Free cash flow	
	Q4		Actual	% Change Comp.	Q4		Actual	% Change Comp.	Q4		Q4		Sep 30, 2016	Sep 30, 2015	Q4	
	FY 2016	FY 2015			FY 2016	FY 2015			FY 2016	FY 2015	FY 2016	FY 2015			FY 2016	FY 2015
Power and Gas	3,218	5,297	(39)%	(38)%	4,545	4,118	10%	12%	509	418	11.2%	10.2%	9,066	8,871	777	1,127
Wind Power and Renewables	1,205	2,716	(56)%	(56)%	1,597	1,504	6%	11%	132	72	8.3%	4.8%	(190)	(346)	371	730
Energy Management	3,376	3,290	3%	4%	3,573	3,473	3%	5%	299	259	8.4%	7.5%	4,335	3,929	570	1,068
Building Technologies	1,770	1,662	7%	7%	1,698	1,679	1%	2%	196	222	11.5%	13.2%	1,324	1,337	261	248
Mobility	2,274	2,387	(5)%	(3)%	2,070	1,998	4%	8%	173	171	8.4%	8.6%	2,868	2,526	518	92
Digital Factory	2,700	2,520	7%	7%	2,787	2,661	5%	4%	515	468	18.5%	17.6%	5,731	4,906	555	570
Process Industries and Drives	2,213	2,271	(3)%	(1)%	2,441	2,626	(7)%	(6)%	(72)	141	(3.0)%	5.4%	1,800	2,152	231	258
Healthineers	3,854	3,823	1%	1%	3,698	3,622	2%	2%	696	696	18.8%	19.2%	11,211	11,153	752	859
<b>Industrial Business</b>	<b>20,610</b>	<b>23,966</b>	<b>(14)%</b>	<b>(13)%</b>	<b>22,409</b>	<b>21,681</b>	<b>3%</b>	<b>5%</b>	<b>2,448</b>	<b>2,447</b>	<b>10.9%</b>	<b>11.3%</b>	<b>36,145</b>	<b>34,527</b>	<b>4,034</b>	<b>4,952</b>
Financial Services (SFS)	225	260	—	—	225	260	—	—	121	144	15.5%	19.3%	26,446	24,970	146	174
Reconciliation to Consolidated Financial Statements	(510)	(510)	—	—	(681)	(613)	—	—	(796)	(1,046)	—	—	63,126	60,851	(601)	(735)
<b>Siemens (continuing operations)</b>	<b>20,326</b>	<b>23,716</b>	<b>(14)%</b>	<b>(13)%</b>	<b>21,953</b>	<b>21,328</b>	<b>3%</b>	<b>5%</b>	<b>1,772</b>	<b>1,545</b>	<b>—</b>	<b>—</b>	<b>125,717</b>	<b>120,348</b>	<b>3,579</b>	<b>4,391</b>

## Overview of Segment figures

(in millions of €)	Orders				Revenue				Profit		Profit margin / SFS: ROE		Net capital employed / SFS: Total assets		Free cash flow	
	Fiscal year		Actual	% Change Comp.	Fiscal year		Actual	% Change Comp.	Fiscal year		Fiscal year		Sep 30, 2016	Sep 30, 2015	Fiscal year	
	2016	2015			2016	2015			2016	2015	2016	2015			2016	2015
Power and Gas	19,454	15,742	24%	16%	16,471	13,418	23%	12%	1,872	1,415	11.4%	10.5%	9,066	8,871	1,149	1,272
Wind Power and Renewables	7,973	6,136	30%	35%	5,976	5,660	6%	9%	464	160	7.8%	2.8%	(190)	(346)	330	389
Energy Management	12,963	12,956	0%	2%	11,940	11,922	0%	2%	895	570	7.5%	4.8%	4,335	3,929	375	691
Building Technologies	6,435	6,099	6%	6%	6,156	5,999	3%	3%	577	553	9.4%	9.2%	1,324	1,337	598	546
Mobility	7,875	10,262	(23)%	(22)%	7,825	7,508	4%	6%	678	588	8.7%	7.8%	2,868	2,526	497	118
Digital Factory	10,332	10,036	3%	3%	10,172	9,988	2%	2%	1,690	1,685	16.6%	16.9%	5,731	4,906	1,771	1,790
Process Industries and Drives	8,939	9,144	(2)%	(1)%	9,038	9,553	(5)%	(4)%	243	581	2.7%	6.1%	1,800	2,152	618	591
Healthineers	13,830	13,349	4%	4%	13,535	12,930	5%	5%	2,325	2,184	17.2%	16.9%	11,211	11,153	2,154	2,048
<b>Industrial Business</b>	<b>87,802</b>	<b>83,723</b>	<b>5%</b>	<b>4%</b>	<b>81,112</b>	<b>76,978</b>	<b>5%</b>	<b>4%</b>	<b>8,744</b>	<b>7,737</b>	<b>10.8%</b>	<b>10.1%</b>	<b>36,145</b>	<b>34,527</b>	<b>7,493</b>	<b>7,446</b>
Financial Services (SFS)	979	1,048	—	—	979	1,048	—	—	653	600	21.6%	20.9%	26,446	24,970	680	884
Reconciliation to Consolidated Financial Statements	(2,300)	(2,432)	—	—	(2,447)	(2,391)	—	—	(1,994)	(1,119)	—	—	63,126	60,851	(2,640)	(3,346)
<b>Siemens (continuing operations)</b>	<b>86,480</b>	<b>82,340</b>	<b>5%</b>	<b>4%</b>	<b>79,644</b>	<b>75,636</b>	<b>5%</b>	<b>4%</b>	<b>7,404</b>	<b>7,218</b>	<b>—</b>	<b>—</b>	<b>125,717</b>	<b>120,348</b>	<b>5,533</b>	<b>4,984</b>

## EBITDA Reconciliation

(in millions of €)	Profit		Amortization of intangible assets acquired in business combinations		Financial income (expenses), net		EBIT		Amortization, depreciation and impairments		EBITDA	
	Q4		Q4		Q4		Q4		Q4		Q4	
	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015
Power and Gas	509	418	(61)	(65)	20	24	428	329	132	134	560	463
Wind Power and Renewables	132	72	(2)	(2)	3	10	128	61	38	35	165	96
Energy Management	299	259	(5)	(6)	2	—	292	253	62	67	355	321
Building Technologies	196	222	(3)	(4)	—	—	192	218	22	22	214	240
Mobility	173	171	(14)	(15)	—	3	159	152	36	33	194	185
Digital Factory	515	468	(36)	(23)	3	(1)	475	446	86	75	561	521
Process Industries and Drives	(72)	141	(7)	(7)	(1)	—	(78)	133	69	66	(10)	199
Healthineers	696	696	(41)	(46)	4	3	651	648	139	141	790	789
<b>Industrial Business</b>	<b>2,448</b>	<b>2,447</b>	<b>(170)</b>	<b>(167)</b>	<b>32</b>	<b>40</b>	<b>2,246</b>	<b>2,240</b>	<b>583</b>	<b>573</b>	<b>2,829</b>	<b>2,814</b>
Financial Services (SFS)	121	144	—	—	144	144	(23)	(1)	57	55	34	55
Reconciliation to Consolidated Financial Statements	(796)	(1,046)	170	167	(157)	(141)	(469)	(737)	102	95	(367)	(643)
<b>Siemens (continuing operations)</b>	<b>1,772</b>	<b>1,545</b>	<b>—</b>	<b>—</b>	<b>18</b>	<b>43</b>	<b>1,754</b>	<b>1,502</b>	<b>742</b>	<b>724</b>	<b>2,496</b>	<b>2,226</b>



## EBITDA Reconciliation

(in millions of €)	Profit		Amortization of intangible assets acquired in business combinations		Financial income (expenses), net		EBIT		Amortization, depreciation and impairments		EBITDA	
	Fiscal year		Fiscal year		Fiscal year		Fiscal year		Fiscal year		Fiscal year	
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Power and Gas	1,872	1,415	(249)	(120)	40	31	1,583	1,264	522	350	2,105	1,615
Wind Power and Renewables	464	160	(6)	(6)	16	19	441	135	137	132	578	267
Energy Management	895	570	(22)	(23)	16	(3)	857	550	218	230	1,074	780
Building Technologies	577	553	(13)	(15)	—	(2)	564	539	85	86	649	625
Mobility	678	588	(60)	(61)	9	4	609	524	132	126	741	650
Digital Factory	1,690	1,685	(117)	(93)	15	1	1,559	1,590	304	281	1,862	1,871
Process Industries and Drives	243	581	(27)	(41)	(2)	(1)	219	541	231	240	450	780
Healthineers	2,325	2,184	(179)	(180)	18	17	2,128	1,988	563	545	2,691	2,532
<b>Industrial Business</b>	<b>8,744</b>	<b>7,737</b>	<b>(673)</b>	<b>(539)</b>	<b>113</b>	<b>66</b>	<b>7,959</b>	<b>7,131</b>	<b>2,191</b>	<b>1,990</b>	<b>10,150</b>	<b>9,120</b>
Financial Services (SFS)	653	600	1	(2)	618	582	36	17	216	219	252	235
Reconciliation to Consolidated Financial Statements	(1,994)	(1,119)	671	541	(780)	(706)	(543)	128	357	341	(186)	469
<b>Siemens (continuing operations)</b>	<b>7,404</b>	<b>7,218</b>	<b>—</b>	<b>—</b>	<b>(48)</b>	<b>(58)</b>	<b>7,452</b>	<b>7,276</b>	<b>2,764</b>	<b>2,549</b>	<b>10,216</b>	<b>9,825</b>

## Orders & Revenue by region

(in millions of €)	Q4		Actual	Orders % Change Comp.	Q4		Actual	Revenue % Change Comp.
	FY 2016	FY 2015			FY 2016	FY 2015		
Europe, C.I.S., Africa, Middle East	8,934	12,105	(26)%	(25)%	11,498	10,722	7%	10%
<i>therein: Germany</i>	2,419	3,517	(31)%	(31)%	3,082	3,152	(2)%	(3)%
Americas	7,251	7,454	(3)%	(3)%	6,154	6,345	(3)%	(2)%
<i>therein: U.S.</i>	5,357	5,388	(1)%	(1)%	4,500	4,624	(3)%	(3)%
Asia, Australia	4,141	4,157	0%	(1)%	4,302	4,261	1%	1%
<i>therein: China</i>	1,762	1,824	(3)%	1%	1,794	1,915	(6)%	(2)%
<b>Siemens (continuing operations)</b>	<b>20,326</b>	<b>23,716</b>	<b>(14)%</b>	<b>(13)%</b>	<b>21,953</b>	<b>21,328</b>	<b>3%</b>	<b>5%</b>
<i>therein: Emerging markets</i>	6,698	8,373	(20)%	(18)%	7,871	7,352	7%	10%

(in millions of €)	Fiscal year		Actual	Orders % Change Comp.	Fiscal year		Actual	Revenue % Change Comp.
	2016	2015			2016	2015		
Europe, C.I.S., Africa, Middle East	46,185	42,539	9%	9%	41,819	38,799	8%	8%
<i>therein: Germany</i>	10,525	11,991	(12)%	(13)%	10,739	11,244	(4)%	(5)%
Americas	24,794	24,769	0%	(3)%	22,707	21,702	5%	1%
<i>therein: U.S.</i>	18,162	17,357	5%	(2)%	16,769	15,263	10%	3%
Asia, Australia	15,501	15,033	3%	3%	15,118	15,135	0%	(1)%
<i>therein: China</i>	6,850	6,623	3%	7%	6,439	6,938	(7)%	(6)%
<b>Siemens (continuing operations)</b>	<b>86,480</b>	<b>82,340</b>	<b>5%</b>	<b>4%</b>	<b>79,644</b>	<b>75,636</b>	<b>5%</b>	<b>4%</b>
<i>therein: Emerging markets</i>	30,512	29,730	3%	5%	27,268	25,239	8%	9%