Disclaimer

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.

Financial publications are available for download at: www.siemens.com/ir
Milestones of a 171-year history

1816 – 1892
Company founder, visionary and inventor

1847
Pointer telegraph lays the foundation of Siemens as a global company

1866
The dynamo makes electricity part of everyday life

1925
Siemens electrifies the Irish Free State with a hydroelectric power plant

1959
SIMATIC makes Siemens a leader in automation technology

1975
Breakthrough of high-voltage direct current (HVDC) transmission

1983
First magnetic resonance imaging scanner goes into operation

2010
TIA Portal takes automation a stage further

2012
Test operation of the world’s largest rotor for offshore wind turbines

2017
MindSphere, the cloud-based operating system for the Internet of Things
## Key figures

(Continuing operations; in millions of € except where otherwise stated)

<table>
<thead>
<tr>
<th>Volume</th>
<th>Q3 2018</th>
<th>Q3 2017</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>22,802</td>
<td>19,675</td>
<td>21%¹</td>
</tr>
<tr>
<td>Revenue</td>
<td>20,473</td>
<td>21,298</td>
<td>0%¹</td>
</tr>
</tbody>
</table>

### Profitability and capital efficiency

<table>
<thead>
<tr>
<th></th>
<th>Q3 2018</th>
<th>Q3 2017</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income²</td>
<td>1,210</td>
<td>1,409</td>
<td>(14)%</td>
</tr>
<tr>
<td>Return on capital employed (ROCE)²</td>
<td>10.1%</td>
<td>11.6%</td>
<td></td>
</tr>
</tbody>
</table>

## Results of operations

(Continuing operations; in millions of € except where otherwise stated)

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Free cash flow²</td>
<td>Q3 2018</td>
<td>Q3 2017</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>879</td>
<td>941</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Employees

(in thousands) June 30, 2018

<table>
<thead>
<tr>
<th></th>
<th>Total³</th>
<th>Germany</th>
<th>Outside Germany</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>376</td>
<td>117</td>
<td>259</td>
</tr>
</tbody>
</table>

### Note:

Since the beginning of fiscal 2018, the accounting standard IFRS 15 (Revenue from Contracts with Customers) has been in effect at Siemens. Prior-year information is presented on a comparable basis.

¹ Excluding currency translation and portfolio effects; ² Continuing and discontinued operations; ³ As of the beginning of fiscal 2018, part-time employees are included to the full extent rather than proportionally.
### Fiscal 2017

#### Key figures

<table>
<thead>
<tr>
<th>Volume</th>
<th>Fiscal 2017</th>
<th>Fiscal 2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>85,669</td>
<td>86,480</td>
<td>(2)%²</td>
</tr>
<tr>
<td>Revenue</td>
<td>83,049</td>
<td>79,644</td>
<td>3%²</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Profitability and capital efficiency</th>
<th>Fiscal 2017</th>
<th>Fiscal 2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income³</td>
<td>6,179</td>
<td>5,584</td>
<td>11%</td>
</tr>
<tr>
<td>Return on capital employed (ROCE)³</td>
<td>13.5%</td>
<td>14.3%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liquidity</th>
<th>Fiscal 2017</th>
<th>Fiscal 2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free cash flow³</td>
<td>4,769</td>
<td>5,476</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>377</td>
<td>356</td>
</tr>
<tr>
<td>Germany</td>
<td>118</td>
<td>117</td>
</tr>
<tr>
<td>Outside Germany</td>
<td>259</td>
<td>239</td>
</tr>
</tbody>
</table>

1 As reported. Before implementation of IFRS 15; 2 Excluding currency translation and portfolio effects; 3 Continuing and discontinued operations; 4 As of the beginning of fiscal 2018 part time employees are included to the full extent rather than proportionally. Prior-year information is presented on a comparable basis; 5 Strategic Unit; 6 Commonwealth of Independent States

#### Revenue by Industrial Business

- Siemens Healthineers 16%[^5]
- Power and Gas 18%
- Process Industries and Drives 11%
- Siemens Gamesa Renewable Energy 9%[^5]
- Digital Factory 13%
- Energy Management 15%
- Mobility 10%
- Building Technologies 8%
- Energy Management 15%
- Building Technologies 8%

#### Revenue by Region

- Asia, Australia 19%
- Europe, CIS, Africa, Middle East (without Germany) 39%
- Americas 28%
- Germany 13%
Global presence in fiscal 2017

<table>
<thead>
<tr>
<th>Region</th>
<th>Share of total worldwide</th>
<th>Revenue(^1)</th>
<th>Employees(^2)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Americas</strong></td>
<td></td>
<td>€23.5 billion</td>
<td>76,000</td>
</tr>
<tr>
<td><strong>Germany</strong></td>
<td></td>
<td>€11.1 billion</td>
<td>118,000</td>
</tr>
<tr>
<td><strong>Europe (excluding Germany), CIS, Africa, Middle East</strong></td>
<td></td>
<td>€32.2 billion</td>
<td>113,000</td>
</tr>
<tr>
<td><strong>Asia, Australia</strong></td>
<td></td>
<td>€16.2 billion</td>
<td>70,000</td>
</tr>
</tbody>
</table>

1 As reported in FY 2017; by customer location
2 As of September 30, 2017. With beginning of FY 2018 part time employees are included to the full extent. Prior-year information is presented on a comparable basis
3 Commonwealth of Independent States

All figures refer to continuing operations.

Close to customers all over the world
Megatrends that are changing our world

Digitalization

By 2025, the global volume of data will soar to 163 zettabytes.

By 2020, 30 billion devices will be connected.

Source: EY report on IDC, Internet of Things: Human-machine interactions that unlock possibilities, 2016; Cave, Ande, What Will We Do When The World’s Data Hits 163 Zettabytes In 2025?, April 2017; (both studies based on MacGillivray, Carrie, Worldwide Internet of Things Forecast Update, 2015-2019, International Data Corporation (IDC), February 2016.)
Megatrends that are changing our world

Globalization
In the time span of 20 years, global export volume has more than quadrupled. In 2017, goods worth US$17.7 trillion were exported.

Source: Statista, 2018
Urbanization

By 2050, nearly 68 percent of the world population will live in cities; today it's 55 percent.

The population of cities worldwide is growing at a rate of about 50 million people per year. Accordingly, investments in urban infrastructure are booming.

Megatrends that are changing our world

Demographic change

By 2050, the world population will grow from 7.6 billion today to 9.8 billion.

The average life expectancy will be 77 years in 2050; today it's 71 years.

Megatrends that are changing our world

Climate change

At the UN Climate Conference in Paris in 2015, almost all nations of the world agreed to limit anthropogenic global warming to well under 2°C centigrade.

In the summer of 2017, Earth's atmosphere had the highest concentration of carbon dioxide in 800,000 years.

Source: Earth System Research Laboratory, NOAA, October 5, 2017
Our claim "Ingenuity for life"

"Ingenuity" stands for innovation, engineering and genius. For us, it also includes unity: We are united in our efforts, and we are committed to partnering with our customers.

"For life" relates to our role in society: to make real what matters.

"Ingenuity for life" is therefore our unrelenting drive and promise to create value for customers, employees and society.
## Goals of our strategy program "Vision 2020" largely achieved

<table>
<thead>
<tr>
<th>Goal</th>
<th>KPI</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Implement stringent corporate governance</td>
<td>€1 billion in cost savings achieved by FY 2016 ✓</td>
</tr>
<tr>
<td>2. Strengthen portfolio</td>
<td>Tap growth fields                                                   ✓</td>
</tr>
<tr>
<td></td>
<td>&gt; 8% margin in underperforming businesses                           ✓</td>
</tr>
<tr>
<td>3. Execute financial target system</td>
<td>ROCE 15-20%                                                         ✓</td>
</tr>
<tr>
<td></td>
<td>Growth &gt; most-relevant competitors                                  ✓</td>
</tr>
<tr>
<td>4. Expand global management</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>≥ 20% improvement in Net Promoter Score                              ✓</td>
</tr>
<tr>
<td>6. Be an employer of choice</td>
<td>&gt; 75% approval rating in &quot;leadership&quot; and &quot;diversity&quot; areas in global employee survey ✓</td>
</tr>
<tr>
<td>7. Strengthen Ownership Culture</td>
<td>≥ 50% increase in number of employee shareholders                    ✓</td>
</tr>
</tbody>
</table>
Major achievements with "Vision 2020" – the right time for more

Ownership culture: >300,000 employee shareholders

Drive performance
Strengthen core
Scale up
"Vision 2020+

Strategic direction
Operational consolidation
Optimization
Accelerated growth and outperformance
Shaping the future Siemens with "Vision 2020+"

**Purpose**
- Business to Society
- Value creation for all stakeholders
- We make real what matters

**Governance**
- sets the frame

**Ownership Culture**
- connects and leads our actions

**Corporate Development**
- holds us together

**Regions**
- are part of the business

**Businesses**
- drive our purpose

**Services**
- enable and support
New company organization effective October 1, 2018
Siemens Industrial Businesses – focus drives value creation

<table>
<thead>
<tr>
<th>Operating Companies</th>
<th>Strategic Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gas and Power</td>
<td>Siemens ALSTOM¹</td>
</tr>
<tr>
<td>Revenue: ~€21bn</td>
<td>Revenue: ~€16bn</td>
</tr>
<tr>
<td>Employees: ~71,000</td>
<td>Employees: ~65,000</td>
</tr>
<tr>
<td>Profit margin: ~9%</td>
<td>Siemens share: &gt;50%</td>
</tr>
<tr>
<td></td>
<td>Siemens share: 59%</td>
</tr>
<tr>
<td>Smart Infrastructure</td>
<td>Siemens Gamesa</td>
</tr>
<tr>
<td>Revenue: ~€14bn</td>
<td>Revenue: ~€11bn</td>
</tr>
<tr>
<td>Employees: ~71,000</td>
<td>Employees: ~26,000</td>
</tr>
<tr>
<td>Profit margin: ~11%</td>
<td>Siemens share: 85%</td>
</tr>
<tr>
<td>Digital Industries</td>
<td>Siemens Healthineers</td>
</tr>
<tr>
<td>Revenue: ~€14bn</td>
<td>Revenue: ~€14bn</td>
</tr>
<tr>
<td>Employees: ~78,000</td>
<td>Employees: ~49,000</td>
</tr>
<tr>
<td>Profit margin: ~16%</td>
<td>Siemens share: 85%</td>
</tr>
</tbody>
</table>

¹ Pending regulatory approval
Our focus is on E-A-D – strong growth in digitalization

Digitalization → Leader
Automation → Global No. 1
Electrification → Leader

Revenue FY 2017

- Siemens software: ~4.0 billion €
- Digital services: ~1.2 billion €
- MindSphere: +20%

Market CAGR FY 2018 – 2022

- ~+8%
- ~+3%
- +1-3%

Strategic direction

- Strengthen leadership with a combination of software, platforms, and services
- Expand No. 1 position and utilize it for digitalization
- Differentiate through expanded offerings with automation and digitalization

Note: Figures based on Industrial Business; SGRE as of April 2017

1 Growth FY 2016 to FY 2017, rebased; 9% growth for Siemens software excludes Mentor Graphics
Successful execution of digitalization strategy

Siemens software and digital services

Revenue FY 2017: 5.2 billion €
FY 2017 growth rate: +20%
Our digital portfolio

- **Design**
  - IoT – Consulting & Integration
  - MindSphere – the open IoT operating system
  - Digitally optimized automation
  - Digitally optimized electrification
- **Operate**
  - Siemens software
- **Service**
  - Siemens digital services

- Data analysis
- Artificial intelligence
- Simulation tools
- Cloud and platforms
- Secure networking
- Cyber security

Digital twin (products and infrastructure)
MindSphere – the open, cloud-based operating system for the IoT

- 1 million connected devices and systems
- More than 250 digital offerings
- 20 MindSphere Application Centers with…
- 57 locations in 17 countries
- ~900 software developers, data specialists and engineers
Charter of Trust – joint initiative for a secure digital world

Objectives

1. Protect the data of individuals and companies
2. Prevent damage to people, companies and infrastructures
3. Establish a reliable foundation on which confidence in a networked, digital world can take root and grow
Research and development – we're investing more and sharpening our focus

R&D spending in billions of €

- FY 2014: 4.0
- FY 2017: 5.2
- FY 2018e: ~5.6

≈+40%

Cybersecurity
Power electronics
Autonomous robotics
Additive manufacturing
Distributed energy systems
Software systems and processes
Data analytics, artificial intelligence
Connectivity and edge devices
Simulation and digital twin
Blockchain applications
Connected (e)mobility
Future of automation
Energy storage
Materials
Innovation – that's how we shape the future

<table>
<thead>
<tr>
<th>R&amp;D expenditures¹</th>
<th>5.2 billion €</th>
</tr>
</thead>
<tbody>
<tr>
<td>R&amp;D employees²</td>
<td>40,500</td>
</tr>
</tbody>
</table>

Inventions and patents

<table>
<thead>
<tr>
<th>Inventions¹</th>
<th>7,450</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patent applications¹</td>
<td>3,650</td>
</tr>
</tbody>
</table>

Cooperation with universities

| CKI universities³ | 8           |
| Principal partner universities | 17          |

1 In FY 2017; 2 As of September 30, 2017. With beginning of FY 2018 part time employees are included to the full extent. Prior-year information on a comparable basis; 3 Centers of Knowledge Interchange
The next generation of innovation – an independent unit for startups

next 47

...combines the speed and agility of an independent investor with the breadth of Siemens' businesses and technologies. The unit doesn't just fund startups; it also connects entrepreneurs with industry experts and a global ecosystem.

Capital volume

1 billion € for five years

Key technologies

- Artificial Intelligence
- Virtual reality
- Robotics and drones
- Additive manufacturing
- Innovation areas

Siemens target markets

Energy
Infrastructure
Industry
Our purpose

We serve society.
We create value for all stakeholders.
We make real what matters.
How our activities benefit society

**Investments**
Contribution to global GDP of about 250 billion €
Contribution to infrastructure financing of about 26 billion €

**Jobs**
Support of 4.3 million jobs worldwide
2.2 million of them in developing countries

**Innovation**
Investment of 5.2 billion € in research and development

**Environment**
The technologies of our Environmental Portfolio reduce emissions at customers worldwide by 570 million tons per year

**Health**
More than 90 million patients worldwide receive medical treatment with the help of our medical technologies and laboratory tests

**Compliance**
We work together with about 90,000 suppliers who comply with our code of conduct
The five elements of our Ownership Culture

Equity
Support long-term, output and profit orientation

People orientation
• Empowerment and trust
• Honesty, openness and collaboration

Ownership Culture

Values – Our foundation
• Responsible
• Excellent
• Innovative

Behaviors
• Respect
• Focus
• Initiative and execution

Leadership
• Be bold, decisive and courageous
• Exemplify "Siemens matters"
• Motivate and engage
Siemens as an employer

• Worldwide, around 386,000 people work for Siemens¹
• New hires totaled 39,000 worldwide²
• Siemens work-study programs provide training for 11,400 trainees and university students worldwide²

¹ Including trainees; as of September 30, 2017; continuing operations
² As of September 30, 2017
Being an employer of choice

Siemens invests about **€510 million** each year in the training and education of employees.

Siemens supports employee engagement with employee share programs. More than **300,000 Siemens employees** are already shareholders of the company.

The „International Tech Apprenticeship@Siemens program enables more than **120 young people** from EU countries as well as Turkey, Egypt, Algeria, Morocco, South Africa, Mozambique, Iran and Saudi Arabia to participate in work-study programs in Germany in the fields of electronics and mechatronics.

Around **6,700 Siemens employees** are enrolled in work-study programs that combine academic learning with practical experience.
<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Regions/units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joe Kaeser</td>
<td>President and Chief Executive Officer</td>
<td>Governance and Markets, Communications, Legal and Compliance</td>
</tr>
<tr>
<td>Roland Busch</td>
<td>Chief Technology Officer</td>
<td>CIS¹, Middle East, Building Technologies, Mobility, next47</td>
</tr>
<tr>
<td>Lisa Davis</td>
<td></td>
<td>Americas, Power and Gas, Power Generation, Services</td>
</tr>
<tr>
<td>Klaus Helmrich</td>
<td>Chief HR Officer</td>
<td>Africa, Europe, Digital Factory, Process Industries and Drives</td>
</tr>
<tr>
<td>Janina Kugel</td>
<td></td>
<td>Human Resources</td>
</tr>
<tr>
<td>Cedrik Neike</td>
<td></td>
<td>Asia, Australia, Energy Management</td>
</tr>
<tr>
<td>Michael Sen</td>
<td></td>
<td>Global Services, Siemens Healthineers², Siemens Gamesa, Renewable Energy²</td>
</tr>
<tr>
<td>Ralf P. Thomas</td>
<td>Chief Financial Officer</td>
<td>Controlling and Finance, Financial Services</td>
</tr>
</tbody>
</table>

¹ Commonwealth of Independent States;² Strategic Unit

© Siemens AG 2018
The Power and Gas Division offers utilities, independent power producers, engineering, procurement and construction companies (EPCs), and oil and gas customers a broad spectrum of products and solutions for the environmentally compatible and resource-saving generation of power from fossil fuels and renewable sources of energy and for the reliable transportation of oil and gas.

www.siemens.com/about/power-gas

<table>
<thead>
<tr>
<th></th>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders in millions of €</td>
<td>13,422</td>
<td>19,454</td>
</tr>
<tr>
<td>Revenue in millions of €</td>
<td>15,467</td>
<td>16,471</td>
</tr>
<tr>
<td>Employees¹</td>
<td>46,800</td>
<td>48,700</td>
</tr>
</tbody>
</table>

¹ Full Time Equivalent (FTE); as of September 30
The Energy Management Division is one of the leading global suppliers of products, systems, solutions and services for the economical, reliable and intelligent transmission and distribution of electrical power.

The Division’s portfolio ranges from systems for the low-voltage and distribution power grid level to smart grids and energy automation solutions to power supplies for industrial plants and high-voltage transmission systems.

www.siemens.com/about/energy-management
The Building Technologies Division is a leading global provider of safe, energy-efficient and environmentally friendly building and infrastructure technologies.

As a technology partner, consultant, service provider, systems integrator and supplier, the Division offers solutions for fire safety, security, building automation, heating, ventilation and air conditioning (HVAC) as well as energy management.

www.siemens.com/buildingtechnologies
www.siemens.com/perfect-places

<table>
<thead>
<tr>
<th></th>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders in millions of €</td>
<td>6,913</td>
<td>6,435</td>
</tr>
<tr>
<td>Revenue in millions of €</td>
<td>6,523</td>
<td>6,156</td>
</tr>
<tr>
<td>Employees¹</td>
<td>28,100</td>
<td>27,700</td>
</tr>
</tbody>
</table>

¹ Full Time Equivalent (FTE); as of September 30
The efficient, safe and environmentally friendly transportation of people and goods by rail and road – the Mobility Division bundles all of Siemens’ transportation-related products, solutions and services.

Advanced networked and IT-based mobility solutions and comprehensive know-how are increasing infrastructure availability, optimizing route use and raising travel quality to new levels – by rail, on the road, or across multiple modes of transportation.

Provided regulatory authorities approve, the planned merger of the Siemens and Alstom mobility businesses will unite two successful and innovative companies with a long tradition in the rail industry. Our aim is to jointly create a European champion and so offer customers unique added value.

www.siemens.com/about/mobility

<table>
<thead>
<tr>
<th></th>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders in millions of €</td>
<td>8,963</td>
<td>7,875</td>
</tr>
<tr>
<td>Revenue in millions of €</td>
<td>8,099</td>
<td>7,825</td>
</tr>
<tr>
<td>Employees¹</td>
<td>28,400</td>
<td>27,100</td>
</tr>
</tbody>
</table>

¹ Full Time Equivalent (FTE); as of September 30
Helping manufacturers make their digital transformation successful

The Digital Factory Division offers a comprehensive portfolio of seamlessly integrated hardware, software and technology-based services to support manufacturing companies worldwide in enhancing the flexibility and efficiency of their production processes and in reducing the time to market of their products.

The ultimate goal is the complete integration and digital representation of the physical value chain. The platform for this is called Digital Enterprise.

www.siemens.com/about/digital-factory

<table>
<thead>
<tr>
<th></th>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders in millions of €</td>
<td>11,532</td>
<td>10,332</td>
</tr>
<tr>
<td>Revenue in millions of €</td>
<td>11,378</td>
<td>10,172</td>
</tr>
<tr>
<td>Employees¹</td>
<td>51,500</td>
<td>45,000</td>
</tr>
</tbody>
</table>

¹ Full Time Equivalent (FTE); as of September 30
As a proven partner, we help customers go to market with their products much faster. We do that by providing innovative, integrated technologies for the entire lifecycle, that measurably increase productivity, shorten time-to-market, and improve the reliability, safety, and efficiency of products, processes and plants.

Customers all over the world benefit from our future-proof automation, drive technology, industrial software, and services based on best-in-class technology platforms.

We are advancing the digitalization of the process industry – from integrated engineering to integrated operation and digital services.

www.siemens.com/about/process-industries

<table>
<thead>
<tr>
<th></th>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders in millions of €</td>
<td>9,034</td>
<td>8,939</td>
</tr>
<tr>
<td>Revenue in millions of €</td>
<td>8,876</td>
<td>9,038</td>
</tr>
<tr>
<td>Employees¹</td>
<td>44,800</td>
<td>45,000</td>
</tr>
</tbody>
</table>

¹ Full Time Equivalent (FTE); as of September 30
The listed Siemens Healthineers enables healthcare providers around the world to deliver high-quality patient care. As a leading global healthcare company, we're continuously developing our portfolio, expanding our medical imaging and laboratory diagnostics offerings and augmenting them with a growing range of healthcare management, consulting and IT services – such as advanced therapeutic solutions and molecular in-vitro diagnostics.

Siemens Healthineers is proactively developing its digital healthcare services. We help customers succeed in today's dynamic healthcare market by creating new business models that maximize opportunities and minimize risks for healthcare providers.

www.siemens.com/about/healthineers

<table>
<thead>
<tr>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders in millions of €</td>
<td>14,218</td>
</tr>
<tr>
<td>Revenue in millions of €</td>
<td>13,789</td>
</tr>
<tr>
<td>Employees²</td>
<td>47,800</td>
</tr>
</tbody>
</table>

1 Strategic Unit  
2 Full Time Equivalent (FTE); as of September 30
Siemens Gamesa Renewable Energy is a leading supplier of reliable, environmentally friendly, and cost-efficient renewable energy solutions. The wind turbines offered by Siemens Gamesa Renewable Energy are a worthwhile investment from both a financial and an environmental perspective. Our wind power solutions deliver clean, renewable energy from onshore and offshore installations all over the world.

www.siemensgamesa.com

<table>
<thead>
<tr>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders in millions of €</td>
<td>8,768</td>
</tr>
<tr>
<td>Revenue in millions of €</td>
<td>7,922</td>
</tr>
<tr>
<td>Employees²</td>
<td>25,300</td>
</tr>
</tbody>
</table>

1 Strategic Unit 2 Full Time Equivalent (FTE); as of September 30
3 Relates to the former Division Wind Power and Renewables
The Financial Services Division helps enterprise customers implement investment projects by providing project-related and structured financing as well as leasing and equipment financing.

The success of Financial Services is based on a unique combination of risk management competence, technological expertise and reliable financial resources. Through our international network of SFS companies, we provide – subject to country-specific legal requirements – a broad range of financial solutions.

www.siemens.com/about/financial-services

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<tr>
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<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets in millions of €</td>
<td>26,390</td>
<td>26,446</td>
</tr>
<tr>
<td>Employees¹</td>
<td>3,200</td>
<td>3,200</td>
</tr>
</tbody>
</table>

¹ Full Time Equivalent (FTE); as of September 30
A strong partner around the world – Germany

- Supports more than 500,000 jobs\(^1\)
- Invests ~€200 million a year in vocational training in Germany.

<table>
<thead>
<tr>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue(^2) in billions of €</td>
<td>11.1</td>
</tr>
<tr>
<td>Employees(^3)</td>
<td>115,000</td>
</tr>
</tbody>
</table>

\(^1\) Direct, indirect and induced
\(^2\) By customer location
\(^3\) Full-time equivalent (FTE); as of September 30; continuing operations

Siemens has acquired the Chemnitz-based company Agilion GmbH, a leading supplier of industrial real-time locating systems (RTLS) that focuses on applications in production, logistics and maintenance. The company is recognized as a pioneer in the field of RTLS in the ultra wide band (UWB) frequency spectrum.

Siemens' motto at this year's Hanover Fair was "Digital Enterprise – Implement now!" On 3,500 square meters of exhibition space, Siemens presented its enhanced Industrie 4.0 portfolio and showed how companies of any size can use the Digital Enterprise portfolio to secure competitive advantages.

Eisenbahngesellschaft Potsdam mbH (EGP) has ordered three Smartron locomotives from Siemens. The new locomotives are preconfigured for transporting freight in Germany and deliver highly cost-efficient and reliable operation.
A strong partner around the world – Europe¹, C.I.S.², Africa, Middle East

• In the United Arab Emirates (UAE), around 90% of the airport logistics technology is from Siemens.
• In South Africa, every second automobile is manufactured using technology from Siemens.

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<tr>
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<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue³ in billions of €</td>
<td>32.1</td>
<td>31.1</td>
</tr>
<tr>
<td>Employees⁴</td>
<td>111,000</td>
<td>102,300</td>
</tr>
</tbody>
</table>

³ By customer location
⁴ Full time equivalent (FTE); as of September 30; continuing operations

Turkish State Railways has ordered ten Velaro high-speed trains from Siemens. The contract also includes the maintenance, repair and cleaning of the trains for a period of three years. With this contract, the Turkish Velaro fleet will grow to 17 trains.

In Linz, Austria, the H2FUTURE project consortium has begun construction of the world's largest pilot plant for the production of "green" hydrogen. The partners, including Siemens, will use this facility to research innovative technologies for meeting global climate goals over the long term.

Siemens is to equip the entire Norwegian railroad network, which comprises about 4,200 kilometers of track, with the Trainguard solution for European Train Control System (ETCS) Level 2. This new signaling system enhances safety, punctuality and capacity. Worth around €800 million, this is the biggest rail infrastructure order in Siemens' history.

¹ Excluding Germany  ² Commonwealth of Independent States  ³ Siemens AG 2018
A strong partner around the world –
The Americas

- Siemens technology is the basis for 80 percent of Argentina’s cutting-edge power grid.
- Siemens employs more than 50,000 people in the U.S. and invests $1 billion a year in R&D there.

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<tr>
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<th>FY 2017</th>
<th>FY 2016</th>
</tr>
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<tbody>
<tr>
<td><strong>Revenue</strong>¹</td>
<td>23.5</td>
<td>22.7</td>
</tr>
<tr>
<td><strong>Employees</strong>²</td>
<td>76,000</td>
<td>72,600</td>
</tr>
</tbody>
</table>

¹ By customer location
² Full time equivalent (FTE); as of September 30; continuing operations

Siemens has received its first order for six SGT-800 gas turbines from Panama. The industrial gas turbines, along with a steam turbine, are part of a flexible combined cycle power plant that will provide approximately 440 megawatts of electrical power – enough for approximately 1.9 million people.

In June, Siemens signed a Memorandum of Understanding with a Brazilian holding company. The agreement foresees the provision of a full digital service package for smart energy management, including data management for digital billing, and operation and maintenance (O&M) solutions.

Siemens has installed an upgraded control system for the Trans Bay Cable (TBC) project. The upgraded system will enable the U.S. company Trans Bay Cable to restore electricity to the San Francisco peninsula after a severe network event and is the first project of its kind in the U.S.
A strong partner around the world – Asia, Australia

- Siemens employs 4,500 researchers and developers in China.
- Every third industrial plant and production facility in Singapore uses Siemens automation.

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<thead>
<tr>
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<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue¹ in billions of €</td>
<td>16.1</td>
<td>15.1</td>
</tr>
<tr>
<td>Employees²</td>
<td>70,000</td>
<td>62,700</td>
</tr>
</tbody>
</table>

¹ By customer location
² Full time equivalent (FTE); as of September 30; continuing operations

The first of 22 new four-car metro trains for Bangkok's Green Line extension is ready for shipment from the factory in Ankara. The entire distance from the factory to the train’s final destination is around 15,000 kilometers. Arrival is scheduled for August 2018.

In Beijing, Siemens held the first "Belt and Road International Summit." More than ten cooperation agreements with Chinese enterprises were signed there. As a long-term and well-established partner of China and its industries, Siemens embraces the "Belt and Road Initiative" (BRI).

Siemens won its first order for H-class gas turbines in mainland China. After project completion, the facility in Guangdong Province will be the most efficient gas-fired power plant in China – thanks to gas turbines, steam turbines and generators from Siemens.