

# Siemens Limited

# Q4 FY 22 Analyst Call

Sunil Mathur, Managing Director & Chief Executive Officer

Daniel Spindler, Executive Director & Chief Financial Officer

9<sup>th</sup> December 2022

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# Agenda

## Business highlights

## Financial highlights

(Continuing Operations without  
Large Drives Applications)

## Summary



# FY 22 Highlights

₹ Continued capex spend by Public and Private sectors

🚚 Revenues impacted by supply chain challenges

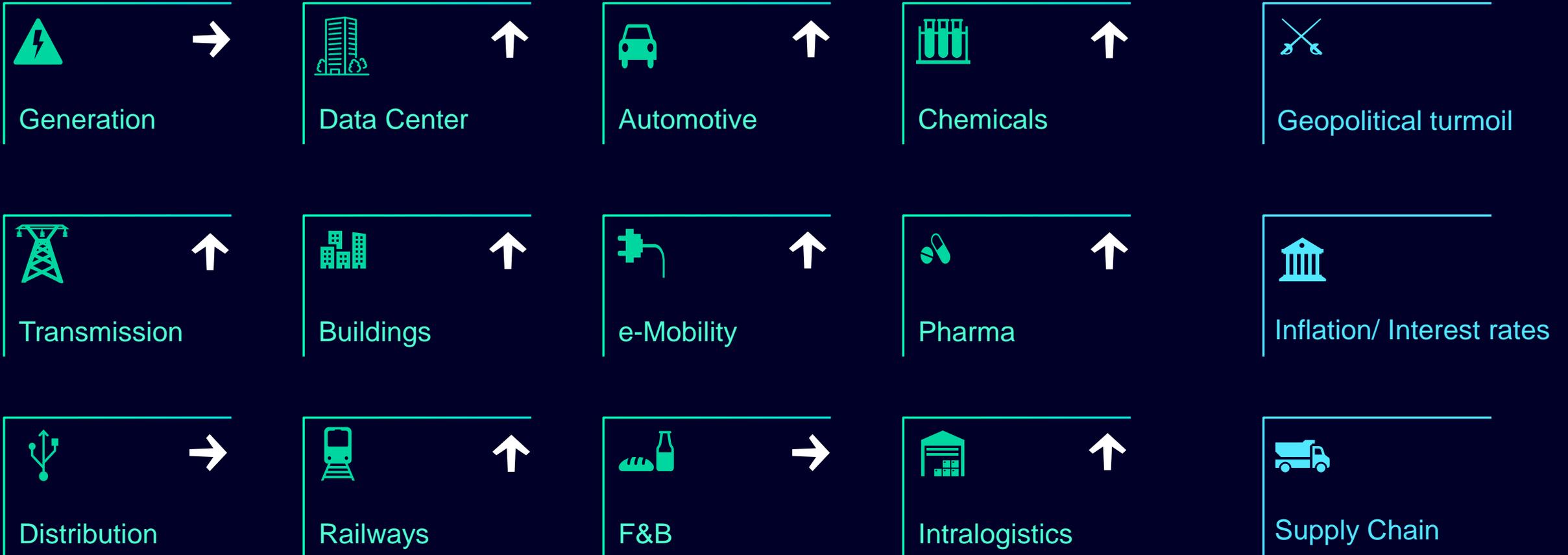
📍 Continued focus on localisation

✕ Uptick in digital solutions to drive customer productivity & energy efficiency

# Vertical markets continued to grow in 2022

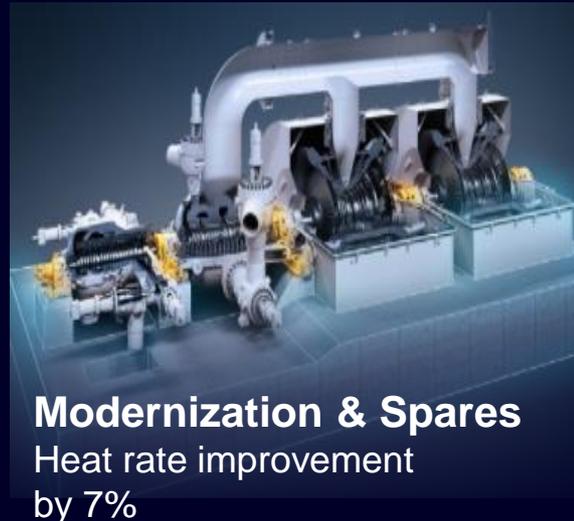
## Vertical Market Trends 2022

## Headwinds

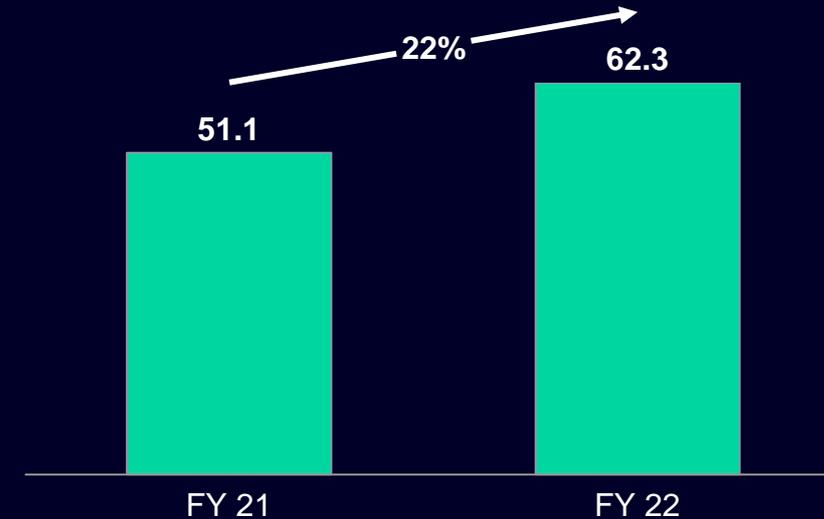


# Siemens Energy: Growth in Industrial business

## Key Orders, FY 22



## Orders, billion INR



## Growth Drivers

- Growth in transmission network capacity
- Increasing demand of industrial **decarbonization** solutions –WHR<sup>1)</sup>, biomass, Modernization & Upgrade

## Challenges

- **Cost escalations** in sea freight, road transport
- TBCB<sup>2)</sup> projects **delayed** due to land acquisition, Right Of Way

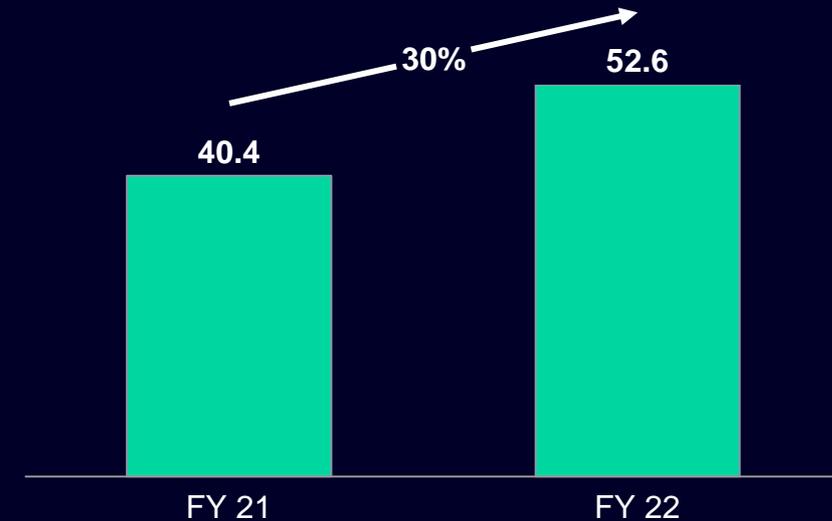
1) Waste Heat Recovery    2) Tariff Based Competitive Bidding

# Smart Infrastructure: Leveraging the infrastructure push

## Key Orders, FY 22



## Orders, billion INR



## Growth Drivers

- High growth in **Data Centers, Smart Metering projects, E-Mobility, Digital Buildings**
- Government focus on **infrastructure** – Railway, Airports, Metros, DISCOM privatization

## Challenges

- Increase in import costs of components of products such as **GIS, Protection, Automation**

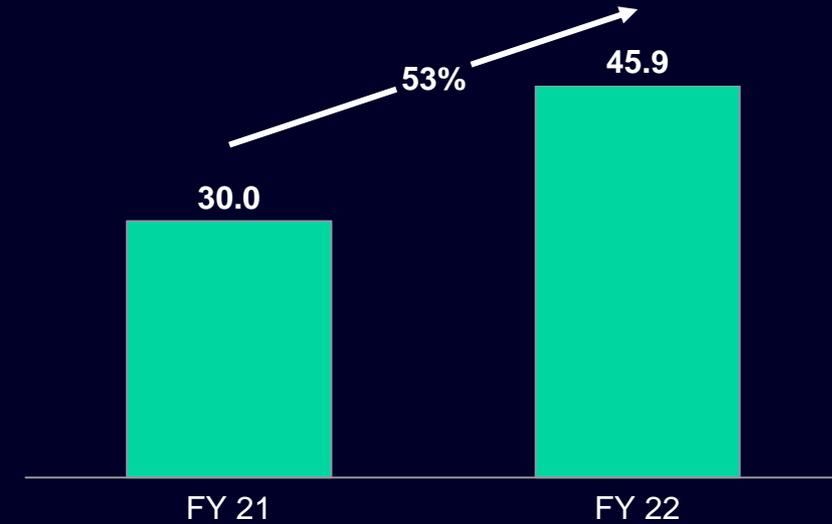
1) Ring Main Unit    2) Integrated Building Management System

# Digital Industries: Strong growth continues

## Key Orders, FY 22



## Orders, billion INR



## Growth Drivers

- **Large orders** in Sugar, Petrochemical, Steel, Water, F&B, Chemicals
- Increasing interest in **digitalization**, e.g., intralogistics in a Steel plant

## Challenges

- **Delayed deliveries** of Instrumentation, Communication and Automation products

# Mobility: Electrification orders providing impetus

## Key Orders, FY 22



## Orders, billion INR



## Growth Drivers

- **Large orders** such as Pune Hinjewadi Metro Corridor, IR Trainset Development (Vande Bharat), 9000HP Locomotive propulsion upgrade
- Major **electrification** orders

## Challenges

- **Supply chain** delays for products like axle counter and loco propulsion parts
- **Semiconductor** shortage

1) Based on New Metro Rail Policy of 2017 2) Rail Vikas Nigam Limited (Kolkata Metro)

# Sustainability Business is increasing in importance for our customers



## Waste Heat Recovery

Reducing carbon footprint at a large Cement producer



## Energy Efficiency Program

Driving resource efficiency and decarbonization for F&B, Hospitality, Automotive customers



## Electric Mobility

Providing eCharging infrastructure at Chandigarh, Bengaluru

# Xcelerator – Siemens is the partner of choice in digital transformation



A comprehensive, curated **portfolio** that includes digital and IoT-enabled offerings from Siemens and certified partners

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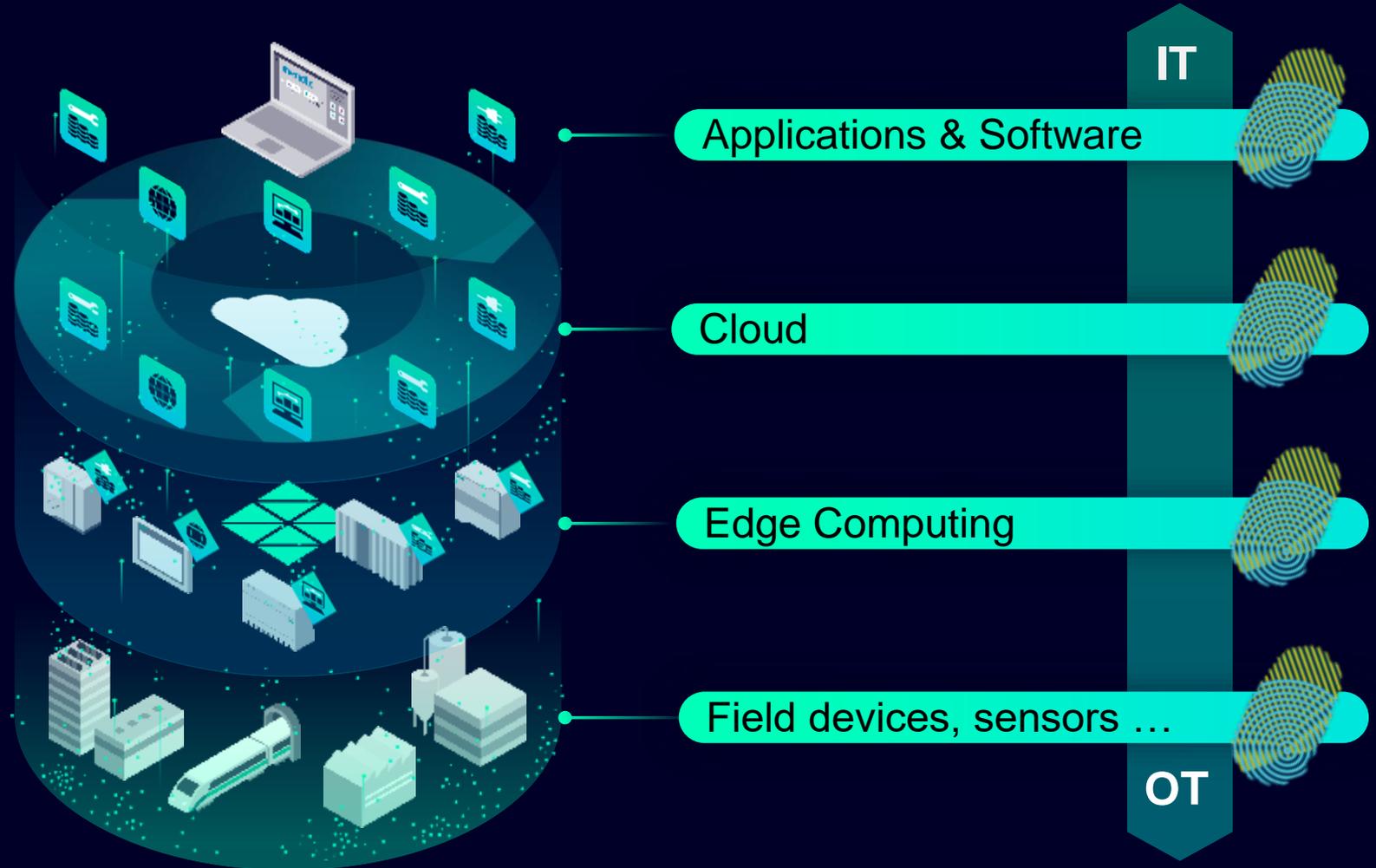
A continuously growing, powerful **ecosystem** of partners

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An evolving **marketplace** that enables education, exploration, exchange & transaction within a community of customers, partners & experts

# Xcelerator – Portfolio Design Principles

- Interoperable
- Flexible
- Open
- As a service
- + Cybersecure



# Agenda

Business highlights

**Financial highlights**

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Summary



# Q4 FY 22: Continued growth in New Orders and Revenue driving stable EBITDA

## New Orders

(y-o-y)

+25.4%



## Revenue

(y-o-y)

+10.8%



## EBITDA

(% of revenue)

+11.1%



## Profit before Tax

(% of revenue)

+12.4%



## Profit after Tax

(% of revenue)

+9.3%



## Earnings per Share

(in INR)

₹ 11.01



# FY 22: Double-digit top line growth supporting stable double-digit EBITDA

## New Orders

(y-o-y)

+43.1%



## Revenue

(y-o-y)

+18.3%



## EBITDA

(% of revenue)

+11.0%



## Profit before Tax

(% of revenue)

+11.5%



## Profit after Tax

(% of revenue)

+8.6%



## Cash from Operations

(in billion INR)

₹14.2



# New Orders: Steady y-o-y growth in New Orders also based on growth in Base Business

y-o-y development figures in billion INR



**2<sup>nd</sup> wave**

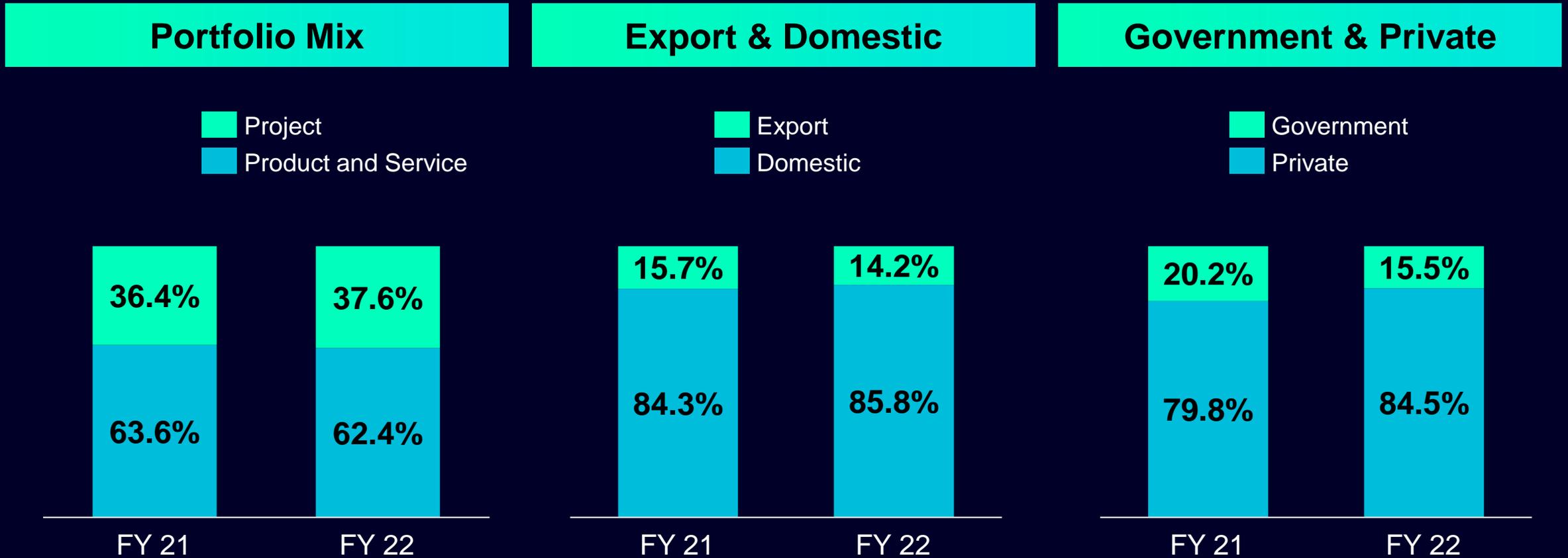
Healthy order backlog of 171.8 

Growth in Base Business 

Multiple large orders in SE, SI and MO (Pune Hinjewadi 9.4 in Q1 FY 22) 

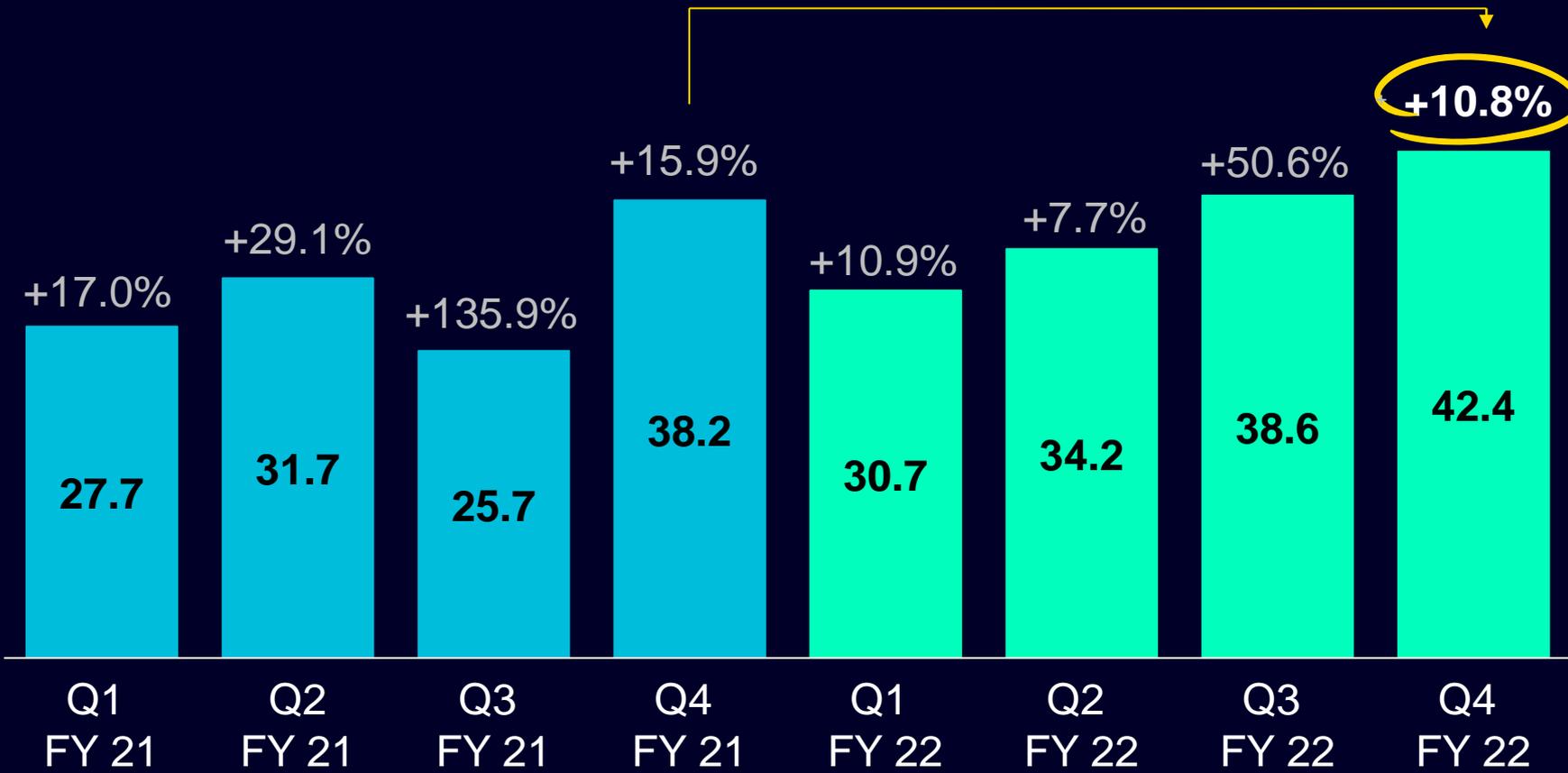
# New Orders: Balanced mix enriched by large domestic orders expanding project business

% of new orders



# Revenue: Strong quarter to quarter growth repeatedly for several quarters in a row

y-o-y development  
figures in billion INR

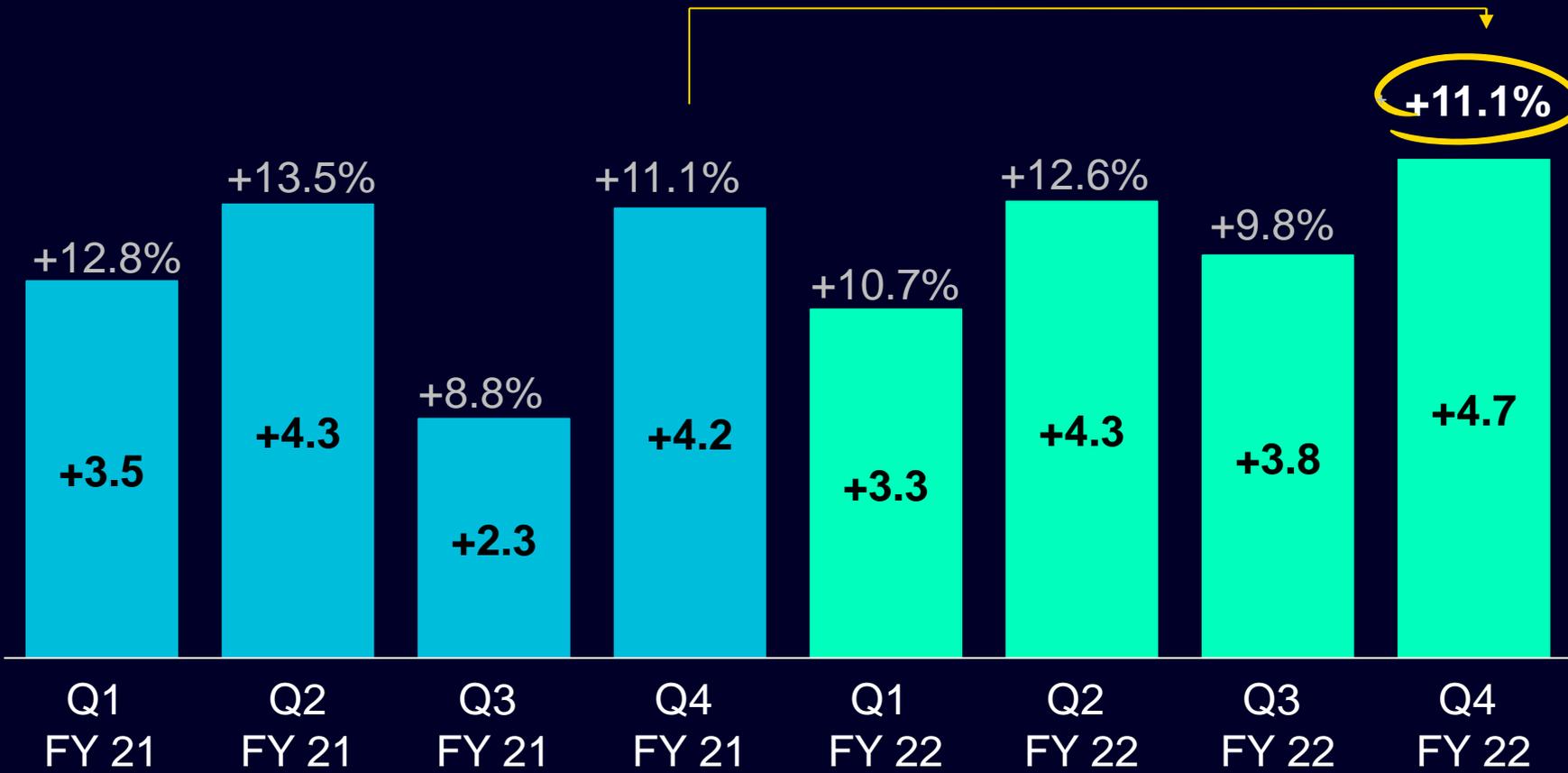


**2<sup>nd</sup> wave**

- Book-to-bill at 1.33 trends towards growth ✓
- Strong Order backlog execution throughout FY 22 ✓
- Enhanced Inventory management ✓

# EBITDA: Despite unfavorable FX/ Commodity impact EBITDA remains above +11%

% of revenue  
figures in billion INR



**2<sup>nd</sup> wave**

Operational margin stable



Better price extraction



# EBITDA Bridge: Underlying EBITDA margin improved without FX/ Commodity impact

figures in million INR

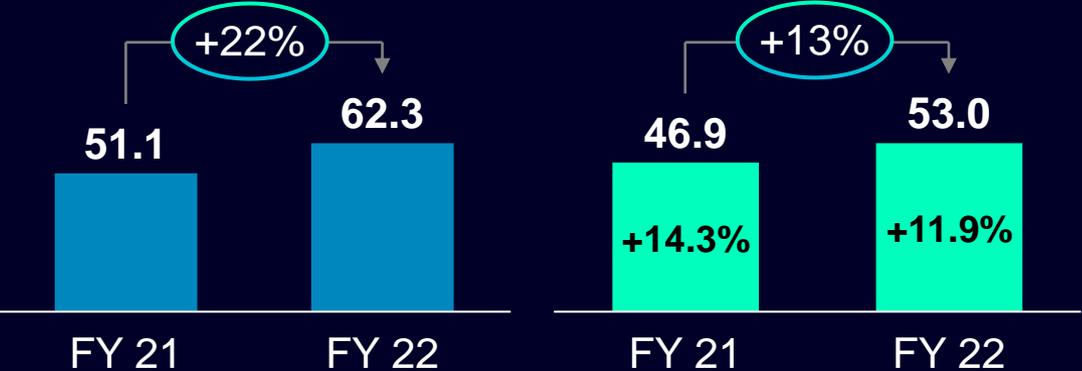
	FY 21	FY 22	Q4 FY 21	Q4 FY 22
<b>Revenue from contracts with customers</b>	<b>123,280</b>	<b>145,881</b>	<b>38,228</b>	<b>42,367</b>
<b>EBITDA as reported</b>	<b>14,311</b>	<b>16,070</b>	<b>4,236</b>	<b>4,696</b>
<i>Margin (% of revenue)</i>	11.6%	11.0%	11.1%	11.1%
<i>Included:</i>				
<b>FX gains/ losses</b>	<b>26</b>	<b>-1,307</b>	<b>-14</b>	<b>-710</b>
<b>Commodity gains/ losses</b>	<b>339</b>	<b>-771</b>	<b>-120</b>	<b>-396</b>
<b>Total</b>	<b>365</b>	<b>-2,078</b>	<b>-134</b>	<b>-1,106</b>
<b>Adjusted EBITDA</b>	<b>13,946</b>	<b>18,148</b>	<b>4,370</b>	<b>5,802</b>
<i>Margin (% of revenue)</i>	11.3%	12.4%	11.4%	13.7%

# FY 22 performance

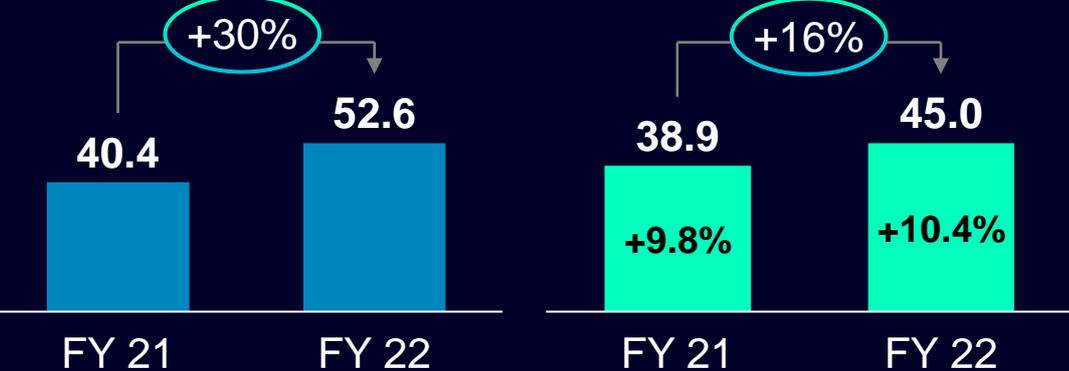
■ New Order ■ Revenue

xx.x% EBITDA % of revenue  
figures in billion INR

## Energy (SE)



## Smart Infrastructure (SI)



## Digital Industries (DI)



## Mobility (MO)



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# Outlook for 2023: Strong momentum to continue

 Government spending on **infrastructure capex** to drive growth

 Private capex to continue in **critical verticals** (Semiconductors, Data Centers, EV)

 **Mobility** offerings to be expanded to **complete systems** (Rolling Stock, Bogies, Turnkey, etc.)

 Selective participation in **large projects**

 Continued focus on **increasing digitalization** business

 Increasing interest in **Energy Efficiency** and **Decarbonization** solutions