

Munich, Germany, November 12, 2020

Earnings Release

Q4 FY 2020

July 1 to September 30, 2020

Excellent performance in remarkable times

»The Siemens team delivered a strong finish to a remarkable year. While shaping the structure of the new Siemens, our industrial and earnings performance in the quarter was up year over year,« said Joe Kaeser, President and Chief Executive Officer of Siemens AG. »After the Energy spin-off and the Flender disposal, Siemens is very well positioned to lead the industrial transformation going forward.«

Fiscal 2020

- Orders of €60.0 billion and revenue of €57.1 billion, for a book-to-bill ratio of 1.05
- These figures represent declines of 7% and 2%, respectively, compared to the prior year, on both a nominal and a comparable basis, excluding currency translation and portfolio effects
- Adjusted EBITA Industrial Businesses of €7.6 billion, 3% below the prior-year level; Adjusted EBITA margin of 14.3% included a positive €0.8 billion effect from the stake in Bentley Systems, Inc., which contributed 1.5 percentage points to the margin, partly offset by severance charges of €0.5 billion which took 0.9 percentage points; results outside Industrial Businesses impacted by a €0.5 billion impairment of an equity investment
- Net income declined to €4.2 billion, including a loss of €0.1 billion within discontinued operations compared to income from discontinued operations of €0.5 billion in the prior year, resulting in basic earnings per share (EPS) from net income of €5.00
- Despite less favorable conditions for cash collection, Free cash flow rose clearly to €6.4 billion, reaching the highest level in the past decade
- With the spin-off of the energy business, Siemens allocated 55.0% of its ownership interest in Siemens Energy AG to its shareholders, a further 9.9% were transferred to Siemens Pension-Trust e.V and the remaining 35.1% of shares are held by Siemens and reported within Reconciliation to Consolidated Financial Statements as Siemens Energy Investment
- After the successful spin-off of Siemens Energy, Siemens proposes a dividend of €3.50 per share, consisting of €3.00 at the upper end of our targeted dividend payout ratio, supplemented by an additional €0.50

Q4 Fiscal 2020

- Orders were €15.6 billion, nearly level with the same quarter a year ago and revenue was €15.3 billion, 6% lower year-over-year; orders and revenue development strongly impacted by negative currency translation effects; book-to-bill ratio above one, at 1.02
- On a comparable basis, orders rose 2% and revenue declined 3%
- Adjusted EBITA Industrial Businesses increased to €2.6 billion; Adjusted EBITA margin of 18.7% included a positive €0.5 billion effect from the stake in Bentley Systems Inc., which contributed 3.8 percentage points to the margin, partly offset by severance charges of €0.1 billion which took 0.8 percentage points; results outside Industrial Businesses included the above-mentioned €0.5 billion impairment of an equity investment
- Net income of €1.9 billion, up 28% from Q4 FY 2019, benefiting from €0.8 billion in income from discontinued operations, resulting in basic EPS of €2.20

Siemens

| (in millions of €) | Q4 | | % Change | |
|--|---------|---------|----------|-------|
| | FY 2020 | FY 2019 | Actual | Comp. |
| Orders | 15,559 | 15,659 | (1)% | 2% |
| Revenue | 15,312 | 16,375 | (6)% | (3)% |
| Adjusted EBITA Industrial Businesses | 2,644 | 2,411 | 10% | |
| <i>therein: severance</i> | (116) | (79) | | |
| Adjusted EBITA margin Industrial Businesses | 18.7% | 16.0% | | |
| <i>excl. severance</i> | 19.6% | 16.5% | | |
| Income from continuing operations | 1,072 | 1,376 | (22)% | |
| <i>therein: severance</i> | (153) | (114) | | |
| Income from discontinued operations, net of income taxes | 807 | 94 | >200% | |
| Net income | 1,879 | 1,470 | 28% | |
| Basic earnings per share (in €) | 2.20 | 1.63 | 35% | |
| Free cash flow (continuing and discontinued operations) | 3,762 | 5,262 | (29)% | |
| ROCE (continuing and discontinued operations) | 14.6% | 11.1% | | |

- Continuing complex macroeconomic environment influenced by the coronavirus pandemic (COVID-19), including both demand declines and increased growth opportunities that varied by business and geographic region
- Order intake close to the prior-year level, burdened by currency translation effects; double-digit growth in Mobility due to a higher volume from large orders and moderate increase in Siemens Healthineers, more than offset by declines in the other industrial businesses
- Revenue development held back by currency headwinds and impacts related to COVID-19; decline in all four industrial businesses
- Currency translation effects took five and four percentage points from order and revenue development year-over-year, respectively; portfolio effects added two percentage points on order development and had a minimal effect on revenue development
- Adjusted EBITA Industrial Businesses rose due to a positive €0.5 billion effect related to a stake in Bentley Systems, Inc. and a strong performance in the software business at Digital Industries along with a €0.2 billion gain from the sale of a business by Smart Infrastructure; these factors more than offset a decline in Siemens Healthineers from a high basis of comparison
- Substantially more negative results year-over-year outside Industrial Businesses particularly for Portfolio Companies, which included a €0.5 billion impairment of an equity investment and for Corporate Items, which a year earlier benefited from a positive effect from revised estimates related to provisions; income from Siemens Financial Services declined on higher credit risk provisions and negative equity investment results
- Net income rose due to higher income from discontinued operations, including a pretax gain from the spin-off of Siemens Energy, which was €0.9 billion net of related expenses for the full year
- Industrial Businesses generated Free cash flow of €3.144 billion, nearly unchanged from Q4 FY 2019 with €3.155 billion on strong contributions by all four industrial businesses, resulting in a cash conversion rate for Industrial Businesses of 1.19; while Free cash flow from continuing operations was significantly higher year-over-year, the former energy business drove a substantial negative swing in Free cash flow from discontinued operations from a positive €1.943 billion in Q4 FY 2019 to a negative €91 million
- Provisions for pensions and similar obligations as of September 30, 2020: €6.4 billion (June 30, 2020: €7.9 billion); significantly reduced mainly due to contributions, including the 9.9% interest in Siemens Energy AG, to Siemens Pension Trust e.V., which strengthened Siemens' pension assets and further safeguards the post-employment benefits of employees; lower discount rates had a partly offsetting influence
- ROCE increased on higher net income and lower average capital employed

Digital Industries

| (in millions of €) | Q4 | | % Change | |
|-----------------------------------|---------|---------|----------|-------|
| | FY 2020 | FY 2019 | Actual | Comp. |
| Orders | 3,925 | 4,005 | (2)% | 3% |
| Revenue | 3,881 | 4,284 | (9)% | (6)% |
| <i>therein: software business</i> | 1,044 | 1,115 | (6)% | (2)% |
| Adjusted EBITA | 1,227 | 792 | 55% | |
| <i>therein: severance</i> | (43) | (43) | | |
| Adjusted EBITA margin | 31.6% | 18.5% | | |
| <i>excl. severance</i> | 32.7% | 19.5% | | |

- Digital Industries again achieved double-digit order growth in its software business, including a number of larger contract wins for Mentor, while the automation businesses continued to face weaker demand particularly from the automotive and machine-building industries; overall, reported orders came in lower due to negative currency translation effects
- Revenue declined across the businesses, most strongly in the automation businesses, which faced adverse market conditions as mentioned above
- On a geographic basis, orders and revenue rose in Asia, Australia, on double-digit growth in China, while volume declined in the other reporting regions due partly to negative currency translation effects
- Digital Industries continued to deliver strong results as impacts on Adjusted EBITA from lower revenue were partly offset by expense reductions including cost savings resulting from COVID-19 restrictions; results benefited from a positive €533 million effect from Digital Industries' stake in Bentley Systems, Inc., mostly from revaluation following that company's public listing in September 2020, which added 13.7 percentage points to Adjusted EBITA margin

Smart Infrastructure

| (in millions of €) | Q4 | | % Change | |
|-----------------------------------|---------|---------|----------|-------|
| | FY 2020 | FY 2019 | Actual | Comp. |
| Orders | 3,782 | 4,215 | (10)% | (6)% |
| Revenue | 3,905 | 4,181 | (7)% | (2)% |
| <i>therein: products business</i> | 1,370 | 1,491 | (8)% | (4)% |
| Adjusted EBITA | 586 | 549 | 7% | |
| <i>therein: severance</i> | (47) | (12) | | |
| Adjusted EBITA margin | 15.0% | 13.1% | | |
| <i>excl. severance</i> | 16.2% | 13.4% | | |

- Orders rose in the products business on a comparable basis; orders overall came in below the strong prior-year level due mainly to lower volume from large orders in the solutions and services business and unfavorable effects from currency translation
- Revenue development strongly impacted by adverse currency translation effects; post-pandemic stabilization in China
- Adjusted EBITA benefited from a €159 million gain from the sale of a business; earnings declines across the businesses, on lower revenue partly offset by expense reductions resulting from COVID-19 restrictions; higher expenses associated with the ongoing competitiveness program, primarily from severance

Mobility

| (in millions of €) | Q4 | | % Change | |
|---------------------------|---------|---------|----------|-------|
| | FY 2020 | FY 2019 | Actual | Comp. |
| Orders | 2,080 | 1,827 | 14% | 17% |
| Revenue | 2,446 | 2,500 | (2)% | 0% |
| Adjusted EBITA | 241 | 299 | (19)% | |
| <i>therein: severance</i> | (5) | (7) | | |
| Adjusted EBITA margin | 9.9% | 12.0% | | |
| <i>excl. severance</i> | 10.0% | 12.3% | | |

- Volume development impacted by effects related to COVID-19, particularly in the rail infrastructure and the service businesses, including restricted access to customer sites and lower operating mileage on public transport
- Orders rose on higher volume from large orders, including a first order of 100 dual-power locomotives out of a framework agreement comprising up to 400 vehicles in Germany and an order for signaling infrastructure in Singapore
- Revenue declined in the higher-margin rail infrastructure and service businesses; this was partly offset by growth in the rolling stock business, which continues to execute strongly on its large order backlog; overall, revenue came in lower due to currency translation effects
- Continued strong profitability despite a less favorable revenue mix; prior-year period benefited from substantial positive effects related to project execution and completion

Siemens Healthineers

| (in millions of €) | Q4 | | % Change | |
|---------------------------|---------|---------|----------|-------|
| | FY 2020 | FY 2019 | Actual | Comp. |
| Orders | 4,814 | 4,643 | 4% | 9% |
| Revenue | 3,876 | 4,142 | (6)% | (2)% |
| Adjusted EBITA | 590 | 771 | (23)% | |
| <i>therein: severance</i> | (22) | (18) | | |
| Adjusted EBITA margin | 15.2% | 18.6% | | |
| <i>excl. severance</i> | 15.8% | 19.0% | | |

- Orders up in the Americas and the region Europe, C.I.S., Africa, Middle East (Europe/CAME); significant headwinds from negative currency translation effects
- Revenue declines across the businesses from a high basis of comparison; decreases in the Americas and Asia, Australia were only partly offset by growth in Europe/CAME
- Adjusted EBITA down, mainly in the diagnostics business which saw a lower volume of testing for routine care and higher costs due to COVID-19

Siemens Financial Services

| (in millions of €) | Q4 | |
|-----------------------------|---------|---------|
| | FY 2020 | FY 2019 |
| Earnings before taxes (EBT) | 4 | 114 |
| <i>therein: severance</i> | (1) | (1) |
| ROE (after taxes) | 1.0% | 12.8% |

| (in millions of €) | Sep 30, 2020 | Sep 30, 2019 |
|--------------------|--------------|--------------|
| Total assets | 28,946 | 29,901 |

- Siemens Financial Services addressed continuing high uncertainty in its markets, resulting in a sharp increase of credit risk provisions in the debt business compared to Q4 FY 2019; in the equity business, negative results compared to moderate income in Q4 FY 2019 due mainly to a loss of €98 million from an impairment of an equity investment in the U.S. partly offset by the reversal of an impairment of €55 million related to an agreement to sell a stake in an equity investment in Brazil
- Decrease in total assets since the end of fiscal 2019 due mainly to negative currency translation effects

Portfolio Companies

| (in millions of €) | Q4 | | % Change | |
|---------------------------|---------|---------|----------|-------|
| | FY 2020 | FY 2019 | Actual | Comp. |
| Orders | 1,215 | 1,291 | (6)% | (1)% |
| Revenue | 1,486 | 1,611 | (8)% | (3)% |
| Adjusted EBITA | (524) | (11) | >(200)% | |
| <i>therein: severance</i> | (10) | – | | |
| Adjusted EBITA margin | (35.2)% | (0.7)% | | |
| <i>excl. severance</i> | (34.5)% | (0.6)% | | |

- In addition to adverse currency translation effects volume development was held back by impacts related to COVID-19, most evidently in the large drives applications business, which posted significantly lower orders and revenue
- Despite lower revenue, the fully consolidated units delivered a positive earnings performance on the prior-year level before recording a goodwill impairment of €99 million related to the remaining Siemens Energy activities, mainly in Asia; in addition, substantially higher negative results from equity investments due mainly to an impairment of €453 million on the Valeo Siemens eAutomotive investment
- Equity investment results are expected to remain volatile in coming quarters
- During FY 2020 Flender's businesses made good progress with a 8% increase in revenue, to €2,185 million, and a 31% increase in Adjusted EBITA, to €169 million. At the end of October 2020, Siemens agreed to sell Flender for a price of approximately €2.0 billion to Carlyle Group Inc. The transaction is expected to close in the first half of calendar 2021. Criteria for the classification of Flender's businesses as held for disposal and discontinued operations will be met in Q1 FY 2021

Reconciliation to Consolidated Financial Statements

Profit

| (in millions of €) | Q4 | |
|---|--------------|--------------|
| | FY 2020 | FY 2019 |
| Siemens Energy Investment | (24) | – |
| Siemens Real Estate | 33 | 5 |
| Corporate items | (423) | (114) |
| Centrally carried pension expense | (49) | (53) |
| Amortization of intangible assets acquired in business combinations | (162) | (159) |
| Eliminations, Corporate Treasury and other reconciling items | (46) | (72) |
| Reconciliation to Consolidated Financial Statements | (671) | (392) |

- Siemens Energy Investment comprises the results related to our 35.1% investment in Siemens Energy for the period between September 25, 2020 (spin-off day) and the fiscal year-end
- Siemens Real Estate: increase in profit due mainly to a gain related to a disposal of an investment
- The change in Corporate items was due mainly to a positive result in Q4 FY 2019 from revised estimates related to provisions; severance charges were €22 million (€31 million in Q4 FY 2019)
- Eliminations, Corporate Treasury and other reconciling items: lower interest expenses on debt

Outlook

For our outlook for fiscal 2021 we assume that the COVID-19 pandemic will not have a long-lasting impact on the world economy. Given this condition, we expect a fairly robust return to global GDP growth. While we anticipate that important customer industries for Siemens will continue to face challenges related to the pandemic and industry-specific structural changes, and that this will cause growth in global fixed investments to lag behind GDP growth, we expect improved conditions particularly for our high-margin short-cycle businesses in the second half of fiscal 2021.

We further anticipate that negative currency effects will strongly burden both nominal growth rates in volume and Adjusted EBITA for our industrial businesses in fiscal 2021.

For comparable revenue, net of currency translation and portfolio effects, we expect the Siemens Group to achieve moderate growth and a book-to-bill ratio above 1.

Digital Industries expects fiscal 2021 comparable revenue to grow modestly year-over-year. Adjusted EBITA margin is expected at 17% to 18%.

Smart Infrastructure expects to achieve moderate comparable revenue growth in fiscal 2021. Adjusted EBITA margin is expected at 10% to 11%.

Due mainly to executing its large order backlog, Mobility anticipates mid-single-digit comparable revenue growth in fiscal 2021. Adjusted EBITA margin is expected to be 9.5% to 10.5%.

Assuming the expectations described above are fulfilled during fiscal 2021, we anticipate net income to increase moderately from €4.2 billion in fiscal 2020 despite the strong currency headwinds.

For our net income guidance, we assume that the divestment gain related to the announced divestment of Flender will be largely offset by burdens related to Siemens Energy. Within our equity investment in Siemens Energy, we expect an €0.3 billion impact from amortization of assets in addition to our participation in its profit after tax. We also expect expenses remaining from the spin-off transaction.

Excluded from this outlook are burdens from legal and regulatory issues and effects in connection with Siemens Healthineers' planned acquisition of Varian Medical Systems, Inc., which is expected to close in the first half of calendar 2021.

Notes and forward-looking statements

The press conference on Siemens' quarterly figures will be broadcast live for journalists at www.siemens.com/pressconference starting at 08:00 a.m. CET today.

You can also follow the conference call for analysts and investors live at www.siemens.com/analytstcall starting at 10:00 a.m. CET today.

Recordings of both conference calls will be made available afterwards.

The financial publications can be downloaded at: 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 prospectuses, 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 Report on expected developments and associated material opportunities and risks of the Annual Report, and in the Half-year Financial Report, which should be read in conjunction with the Annual Report. Should one or more of these risks or uncertainties materialize, events of force majeure, such as pandemics, occur or should underlying expectations including future events occur at a later date or not at all 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.

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Financial Results

Fourth Quarter and Fiscal 2020

Key figures

(in millions of €, except where otherwise stated)

Volume

| | Q4 | | % Change | | Fiscal Year | | % Change | |
|----------------------------------|---------|---------|----------|--------------------|-------------|--------|----------|--------------------|
| | FY 2020 | FY 2019 | Actual | Comp. ¹ | 2020 | 2019 | Actual | Comp. ¹ |
| Orders | 15,559 | 15,659 | (1)% | 2% | 59,977 | 64,682 | (7)% | (7)% |
| Revenue | 15,312 | 16,375 | (6)% | (3)% | 57,139 | 58,483 | (2)% | (2)% |
| Book-to-bill ratio | 1.02 | | | | 1.05 | | | |
| Order backlog (in billions of €) | 70 | | | | 70 | | | |

Profitability and Capital efficiency

| | Q4 | | % Change | Fiscal Year | | % Change |
|---|---------|---------|----------|-------------|-------|----------|
| | FY 2020 | FY 2019 | | 2020 | 2019 | |
| Industrial Businesses | | | | | | |
| Adjusted EBITA | 2,644 | 2,411 | 10% | 7,560 | 7,789 | (3)% |
| Adjusted EBITA margin | 18.7% | 16.0% | | 14.3% | 14.4% | |
| Continuing operations | | | | | | |
| EBITDA | 1,731 | 2,662 | (35)% | 7,601 | 8,683 | (12)% |
| Income from continuing operations | 1,072 | 1,376 | (22)% | 4,290 | 5,158 | (17)% |
| Basic earnings per share (in €) ² | 1.22 | 1.55 | (21)% | 4.93 | 5.94 | (17)% |
| Discontinued operations | | | | | | |
| Income (loss) from discontinued operations, net of income taxes | 807 | 94 | >200% | (90) | 490 | n/a |
| Basic earnings per share (in €) ² | 0.98 | 0.08 | >200% | 0.06 | 0.47 | (86)% |
| Continuing and discontinued operations | | | | | | |
| Net income | 1,879 | 1,470 | 28% | 4,200 | 5,648 | (26)% |
| Basic earnings per share (in €) ² | 2.20 | 1.63 | 35% | 5.00 | 6.41 | (22)% |
| Return on capital employed (ROCE) | 14.6% | 11.1% | | 7.8% | 11.1% | |

Capital structure and Liquidity

| | Sep 30, 2020 | Sep 30, 2019 |
|---|--------------|--------------|
| Total equity | 39,823 | 50,984 |
| Industrial net debt | 10,189 | 6,404 |
| Industrial net debt / EBITDA ³ | 1.3 | 0.6 |

| | Q4 FY 2020 | Q4 FY 2019 | Fiscal Year 2020 | Fiscal Year 2019 |
|--|------------|------------|------------------|------------------|
| Free cash flow | | | | |
| Continuing operations | 3,854 | 3,319 | 6,625 | 5,167 |
| Discontinued operations | (91) | 1,943 | (220) | 678 |
| Continuing and discontinued operations | 3,762 | 5,262 | 6,404 | 5,845 |
| Cash conversion rate | | | | |
| Industrial Businesses | 1.19 | 1.31 | 0.94 | 0.86 |

Employees

| (in thousands) | Sep 30, 2020 | | Sep 30, 2019 | |
|-----------------|-----------------------|--------------------|-----------------------|--------------------|
| | Continuing operations | Total ⁴ | Continuing operations | Total ⁴ |
| Siemens Group | 293 | 293 | 295 | 385 |
| Germany | 90 | 90 | 91 | 116 |
| Outside Germany | 203 | 203 | 204 | 269 |

¹ Throughout excluding currency translation and portfolio effects.

² Basic earnings per share – attributable to shareholders of Siemens AG. For fiscal 2020 and 2019 weighted average shares outstanding (basic) (in thousands) for the fourth quarter amounted to 799,310 and 811,311 and for the fiscal year to 806,335 and 807,273 shares, respectively.

³ Accumulative EBITDA of the previous four quarters until the reporting date; prior year figure as originally reported.

⁴ Continuing and discontinued operations.

Consolidated Statements of Income

| (in millions of €, per share amounts in €) | Q4 | | Fiscal year | |
|---|--------------|--------------|--------------|--------------|
| | FY 2020 | FY 2019 | 2020 | 2019 |
| Revenue | 15,312 | 16,375 | 57,139 | 58,483 |
| Cost of sales | (10,096) | (10,201) | (36,953) | (36,849) |
| Gross profit | 5,215 | 6,174 | 20,187 | 21,634 |
| Research and development expenses | (1,207) | (1,283) | (4,601) | (4,669) |
| Selling and general administrative expenses | (2,699) | (2,843) | (10,774) | (10,688) |
| Other operating income | 268 | 113 | 631 | 376 |
| Other operating expenses | (183) | (117) | (403) | (362) |
| Income (loss) from investments accounted for using the equity method, net | (553) | 5 | (596) | 112 |
| Interest income | 311 | 409 | 1,547 | 1,534 |
| Interest expenses | (142) | (253) | (815) | (965) |
| Other financial income (expenses), net | 442 | (81) | 496 | (39) |
| Income from continuing operations before income taxes | 1,453 | 2,123 | 5,672 | 6,933 |
| Income tax expenses | (381) | (747) | (1,382) | (1,775) |
| Income from continuing operations | 1,072 | 1,376 | 4,290 | 5,158 |
| Income (loss) from discontinued operations, net of income taxes | 807 | 94 | (90) | 490 |
| Net income | 1,879 | 1,470 | 4,200 | 5,648 |
| Attributable to: | | | | |
| Non-controlling interests | 121 | 150 | 170 | 474 |
| Shareholders of Siemens AG | 1,758 | 1,319 | 4,030 | 5,174 |
| Basic earnings per share | | | | |
| Income from continuing operations | 1.22 | 1.55 | 4.93 | 5.94 |
| Income from discontinued operations | 0.98 | 0.08 | 0.06 | 0.47 |
| Net income | 2.20 | 1.63 | 5.00 | 6.41 |
| Diluted earnings per share | | | | |
| Income from continuing operations | 1.20 | 1.53 | 4.86 | 5.86 |
| Income from discontinued operations | 0.97 | 0.07 | 0.06 | 0.46 |
| Net income | 2.17 | 1.61 | 4.93 | 6.32 |

Consolidated Statements of Comprehensive Income

| (in millions of €) | Q4 | | Fiscal year | |
|---|----------------|--------------|----------------|----------------|
| | FY 2020 | FY 2019 | 2020 | 2019 |
| Net income | 1,879 | 1,470 | 4,200 | 5,648 |
| Remeasurements of defined benefit plans | (347) | (54) | (261) | (1,163) |
| <i>therein: Income tax effects</i> | 130 | 62 | 33 | 624 |
| Remeasurements of equity instruments | – | (16) | 5 | (15) |
| <i>therein: Income tax effects</i> | – | 3 | (3) | 3 |
| Income (loss) from investments accounted for using the equity method, net | 18 | – | 17 | (6) |
| Items that will not be reclassified to profit or loss | (329) | (69) | (240) | (1,184) |
| Currency translation differences | (836) | 1,344 | (2,805) | 1,841 |
| Derivative financial instruments | 67 | (111) | 148 | (177) |
| <i>therein: Income tax effects</i> | (16) | 48 | (38) | 69 |
| Income (loss) from investments accounted for using the equity method, net | (24) | 5 | (89) | (8) |
| Items that may be reclassified subsequently to profit or loss | (792) | 1,238 | (2,746) | 1,656 |
| Other comprehensive income, net of income taxes | (1,122) | 1,169 | (2,986) | 472 |
| Total comprehensive income | 757 | 2,638 | 1,214 | 6,120 |
| Attributable to: | | | | |
| Non-controlling interests | (5) | 196 | (47) | 540 |
| Shareholders of Siemens AG | 763 | 2,442 | 1,261 | 5,581 |

Consolidated Statements of Financial Position

| (in millions of €) | Sep 30, 2020 | Sep 30, 2019 |
|--|-----------------|-----------------|
| Assets | | |
| Cash and cash equivalents | 14,041 | 12,391 |
| Trade and other receivables | 14,074 | 18,894 |
| Other current financial assets | 8,382 | 10,669 |
| Contract assets | 5,545 | 10,309 |
| Inventories | 7,795 | 14,806 |
| Current income tax assets | 1,523 | 1,103 |
| Other current assets | 1,271 | 1,960 |
| Assets classified as held for disposal | 338 | 238 |
| Total current assets | 52,968 | 70,370 |
| Goodwill | 20,449 | 30,160 |
| Other intangible assets | 4,838 | 9,800 |
| Property, plant and equipment | 10,250 | 12,183 |
| Investments accounted for using the equity method | 7,862 | 2,244 |
| Other financial assets | 22,771 | 19,843 |
| Deferred tax assets | 2,988 | 3,174 |
| Other assets | 1,769 | 2,475 |
| Total non-current assets | 70,928 | 79,878 |
| Total assets | 123,897 | 150,248 |
| Liabilities and equity | | |
| Short-term debt and current maturities of long-term debt | 6,562 | 6,034 |
| Trade payables | 7,873 | 11,409 |
| Other current financial liabilities | 1,958 | 1,743 |
| Contract liabilities | 7,524 | 16,452 |
| Current provisions | 1,674 | 3,682 |
| Current income tax liabilities | 2,281 | 2,378 |
| Other current liabilities | 6,209 | 9,023 |
| Liabilities associated with assets classified as held for disposal | 35 | 2 |
| Total current liabilities | 34,117 | 50,723 |
| Long-term debt | 38,005 | 30,414 |
| Provisions for pensions and similar obligations | 6,360 | 9,896 |
| Deferred tax liabilities | 664 | 1,305 |
| Provisions | 2,352 | 3,714 |
| Other financial liabilities | 769 | 986 |
| Other liabilities | 1,808 | 2,226 |
| Total non-current liabilities | 49,957 | 48,541 |
| Total liabilities | 84,074 | 99,265 |
| Equity | | |
| Issued capital | 2,550 | 2,550 |
| Capital reserve | 6,840 | 6,287 |
| Retained earnings | 33,078 | 41,818 |
| Other components of equity | (1,449) | 1,134 |
| Treasury shares, at cost | (4,629) | (3,663) |
| Total equity attributable to shareholders of Siemens AG | 36,390 | 48,125 |
| Non-controlling interests | 3,433 | 2,858 |
| Total equity | 39,823 | 50,984 |
| Total liabilities and equity | 123,897 | 150,248 |

Consolidated Statements of Cash Flows

| (in millions of €) | Q4 | | Fiscal year | |
|--|----------------|----------------|----------------|----------------|
| | FY 2020 | FY 2019 | 2020 | 2019 |
| Cash flows from operating activities | | | | |
| Net income | 1,879 | 1,470 | 4,200 | 5,648 |
| Adjustments to reconcile net income to cash flows from operating activities - continuing operations | | | | |
| (Income) loss from discontinued operations, net of income taxes | (807) | (94) | 90 | (490) |
| Amortization, depreciation and impairments | 890 | 614 | 3,157 | 2,280 |
| Income tax expenses | 381 | 747 | 1,382 | 1,775 |
| Interest (income) expenses, net | (169) | (157) | (732) | (569) |
| (Income) loss related to investing activities | (194) | (76) | (642) | (340) |
| Other non-cash (income) expenses | 143 | 371 | 379 | 540 |
| Change in operating net working capital from | | | | |
| Contract assets | (420) | 3 | (723) | (455) |
| Inventories | 767 | 660 | (425) | (207) |
| Trade and other receivables | (453) | (199) | 236 | (330) |
| Trade payables | 680 | 551 | 143 | 139 |
| Contract liabilities | (120) | (390) | 433 | 523 |
| Additions to assets leased to others in operating leases | (145) | (198) | (500) | (660) |
| Change in other assets and liabilities | 1,705 | 411 | 1,192 | (250) |
| Income taxes paid | (180) | (332) | (1,650) | (2,409) |
| Dividends received | 114 | 74 | 293 | 242 |
| Interest received | 303 | 390 | 1,347 | 1,510 |
| Cash flows from operating activities - continuing operations | 4,373 | 3,845 | 8,178 | 6,947 |
| Cash flows from operating activities - discontinued operations | 269 | 2,247 | 684 | 1,508 |
| Cash flows from operating activities - continuing and discontinued operations | 4,642 | 6,092 | 8,862 | 8,456 |
| Cash flows from investing activities | | | | |
| Additions to intangible assets and property, plant and equipment | (520) | (526) | (1,554) | (1,780) |
| Acquisitions of businesses, net of cash acquired | (55) | (77) | (1,727) | (958) |
| Purchase of investments and financial assets for investment purposes | (344) | (670) | (1,269) | (1,940) |
| Change in receivables from financing activities | (555) | (642) | (994) | (1,160) |
| Disposal of intangibles and property, plant and equipment | 1 | 52 | 47 | 213 |
| Disposal of businesses, net of cash disposed | 220 | 45 | 218 | 17 |
| Disposal of investments and financial assets for investment purposes | 300 | 499 | 1,174 | 1,402 |
| Cash flows from investing activities - continuing operations | (952) | (1,318) | (4,105) | (4,207) |
| Cash flows from investing activities - discontinued operations | (362) | (294) | (1,080) | (804) |
| Cash flows from investing activities - continuing and discontinued operations | (1,315) | (1,612) | (5,184) | (5,011) |
| Cash flows from financing activities | | | | |
| Purchase of treasury shares | (52) | (316) | (1,517) | (1,407) |
| Re-issuance of treasury shares and other transactions with owners | 2,709 | 1,089 | 2,624 | 1,044 |
| Issuance of long-term debt | – | 3,492 | 10,255 | 6,471 |
| Repayment of long-term debt (including current maturities of long-term debt) | (6) | (2,577) | (4,472) | (3,205) |
| Change in short-term debt and other financing activities | (1,012) | (1,179) | 1,588 | 211 |
| Interest paid | (227) | (403) | (833) | (1,064) |
| Dividends paid to shareholders of Siemens AG | – | – | (3,174) | (3,060) |
| Dividends attributable to non-controlling interests | (20) | (14) | (208) | (205) |
| Cash flows from financing activities - continuing operations | 1,392 | 91 | 4,263 | (1,214) |
| Cash flows from financing activities - discontinued operations | (170) | (306) | (1,091) | (1,063) |
| Cash flows from financing activities - continuing and discontinued operations | 1,222 | (214) | 3,172 | (2,277) |
| Effect of deconsolidation of Siemens Energy on cash and cash equivalents | (4,663) | – | (4,663) | – |
| Effect of changes in exchange rates on cash and cash equivalents | (283) | 104 | (525) | 157 |
| Change in cash and cash equivalents | (396) | 4,370 | 1,663 | 1,325 |
| Cash and cash equivalents at beginning of period | 14,450 | 8,022 | 12,391 | 11,066 |
| Cash and cash equivalents at end of period | 14,054 | 12,391 | 14,054 | 12,391 |
| Less: Cash and cash equivalents of assets classified as held for disposal and discontinued operations at end of period | 13 | – | 13 | – |
| Cash and cash equivalents at end of period (Consolidated Statements of Financial Position) | 14,041 | 12,391 | 14,041 | 12,391 |

Overview of Segment figures

| (in millions of €) | Orders | | | | Revenue | | | | Profit (IB, POC: Adj. EBITA; SFS: EBT) | | Profit margin (Adj. EBITA margin; SFS: ROE) | | Assets (IB, POC: Net capital employed; SFS: Total assets) | | Free cash flow | |
|---|---------------|---------------|-------------|-------------------|---------------|---------------|-------------|-------------------|--|--------------|---|--------------|--|-----------------|----------------|--------------|
| | Q4 | | Actual | % Change Comp. | Q4 | | Actual | % Change Comp. | Q4 | | Q4 | | Sep 30, 2020 | Sep 30, 2019 | Q4 | |
| | FY 2020 | FY 2019 | | | FY 2020 | FY 2019 | | | FY 2020 | FY 2019 | FY 2020 | FY 2019 | | | FY 2020 | FY 2019 |
| Digital Industries | 3,925 | 4,005 | (2)% | 3% | 3,881 | 4,284 | (9)% | (6)% | 1,227 | 792 | 31.6% | 18.5% | 10,756 | 10,626 | 982 | 873 |
| Smart Infrastructure | 3,782 | 4,215 | (10)% | (6)% | 3,905 | 4,181 | (7)% | (2)% | 586 | 549 | 15.0% | 13.1% | 4,340 | 4,907 | 884 | 924 |
| Mobility | 2,080 | 1,827 | 14% | 17% | 2,446 | 2,500 | (2)% | 0% | 241 | 299 | 9.9% | 12.0% | 3,424 | 3,045 | 442 | 570 |
| Siemens Healthineers | 4,814 | 4,643 | 4% | 9% | 3,876 | 4,142 | (6)% | (2)% | 590 | 771 | 15.2% | 18.6% | 15,338 | 13,889 | 836 | 787 |
| Industrial Businesses (IB) | 14,601 | 14,691 | (1)% | 4% | 14,109 | 15,107 | (7)% | (3)% | 2,644 | 2,411 | 18.7% | 16.0% | 33,859 | 32,467 | 3,144 | 3,155 |
| Siemens Financial Services (SFS) | 173 | 217 | – | – | 173 | 217 | – | – | 4 | 114 | 1.0% | 12.8% | 28,946 | 29,901 | 151 | 144 |
| Portfolio Companies (POC) | 1,215 | 1,291 | (6)% | (1)% | 1,486 | 1,611 | (8)% | (3)% | (524) | (11) | (35.2)% | (0.7)% | 1,544 | 2,383 | 263 | 161 |
| Reconciliation to Consolidated Financial Statements | (430) | (540) | – | – | (457) | (560) | – | – | (671) | (392) | – | – | 59,548 | 85,498 | 295 | (141) |
| Siemens (continuing operations) | 15,559 | 15,659 | (1)% | 2% | 15,312 | 16,375 | (6)% | (3)% | 1,453 | 2,123 | – | – | 123,897 | 150,248 | 3,854 | 3,319 |

| (in | Orders | | | | Revenue | | | | Profit (IB, POC: Adj. EBITA; SFS: EBT) | | Profit margin (Adj. EBITA margin; SFS: ROE) | | Assets (IB, POC: 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, 2020 | Sep 30, 2019 | Fiscal year | |
| | 2020 | 2019 | | | 2020 | 2019 | | | 2020 | 2019 | 2020 | 2019 | | | 2020 | 2019 |
| Digital Industries | 15,896 | 15,944 | 0% | 0% | 14,997 | 16,087 | (7)% | (6)% | 3,252 | 2,880 | 21.7% | 17.9% | 10,756 | 10,626 | 2,854 | 2,635 |
| Smart Infrastructure | 14,734 | 15,590 | (5)% | (5)% | 14,323 | 14,597 | (2)% | (2)% | 1,302 | 1,465 | 9.1% | 10.0% | 4,340 | 4,907 | 1,498 | 1,540 |
| Mobility | 9,169 | 12,894 | (29)% | (29)% | 9,052 | 8,916 | 2% | 2% | 822 | 983 | 9.1% | 11.0% | 3,424 | 3,045 | 862 | 903 |
| Siemens Healthineers | 16,163 | 15,853 | 2% | 3% | 14,460 | 14,517 | 0% | 0% | 2,184 | 2,461 | 15.1% | 17.0% | 15,338 | 13,889 | 1,928 | 1,618 |
| Industrial Businesses (IB) | 55,963 | 60,281 | (7)% | (7)% | 52,832 | 54,118 | (2)% | (2)% | 7,560 | 7,789 | 14.3% | 14.4% | 33,859 | 32,467 | 7,142 | 6,696 |
| Siemens Financial Services (SFS) | 716 | 832 | – | – | 716 | 832 | – | – | 345 | 632 | 11.7% | 19.1% | 28,946 | 29,901 | 611 | 621 |
| Portfolio Companies (POC) | 5,258 | 5,562 | (5)% | (4)% | 5,393 | 5,455 | (1)% | 0% | (504) | 2 | (9.3)% | 0.0% | 1,544 | 2,383 | 556 | 189 |
| Reconciliation to Consolidated Financial Statements | (1,959) | (1,993) | – | – | (1,801) | (1,922) | – | – | (1,730) | (1,491) | – | – | 59,548 | 85,498 | (1,684) | (2,339) |
| Siemens (continuing operations) | 59,977 | 64,682 | (7)% | (7)% | 57,139 | 58,483 | (2)% | (2)% | 5,672 | 6,933 | – | – | 123,897 | 150,248 | 6,625 | 5,167 |

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 2020 | FY 2019 | FY 2020 | FY 2019 | FY 2020 | FY 2019 | FY 2020 | FY 2019 | FY 2020 | FY 2019 | FY 2020 | FY 2019 |
| Digital Industries | 1,227 | 792 | (93) | (100) | 532 | 1 | 601 | 691 | 172 | 174 | 773 | 865 |
| Smart Infrastructure | 586 | 549 | (12) | (9) | (2) | 2 | 577 | 539 | 88 | 74 | 665 | 613 |
| Mobility | 241 | 299 | (16) | (16) | 2 | 5 | 223 | 278 | 77 | 49 | 301 | 327 |
| Siemens Healthineers | 590 | 771 | (39) | (33) | 6 | 8 | 544 | 730 | 215 | 177 | 760 | 906 |
| Industrial Businesses | 2,644 | 2,411 | (161) | (158) | 538 | 15 | 1,946 | 2,238 | 552 | 473 | 2,498 | 2,711 |
| Siemens Financial Services | 4 | 114 | – | – | 111 | 160 | (107) | (46) | 64 | 58 | (43) | 12 |
| Portfolio Companies | (524) | (11) | (1) | (1) | 8 | (63) | (532) | 51 | 130 | 26 | (402) | 78 |
| Reconciliation to Consolidated Financial Statements | (671) | (392) | 162 | 159 | (44) | (38) | (466) | (196) | 144 | 57 | (322) | (139) |
| Siemens (continuing operations) | 1,453 | 2,123 | – | – | 612 | 75 | 841 | 2,048 | 890 | 614 | 1,731 | 2,662 |

| (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 | |
| | 2020 | 2019 | 2020 | 2019 | 2020 | 2019 | 2020 | 2019 | 2020 | 2019 | 2020 | 2019 |
| Digital Industries | 3,252 | 2,880 | (397) | (401) | 769 | 15 | 2,087 | 2,464 | 700 | 668 | 2,786 | 3,132 |
| Smart Infrastructure | 1,302 | 1,465 | (50) | (32) | (5) | 26 | 1,257 | 1,407 | 337 | 263 | 1,594 | 1,670 |
| Mobility | 822 | 983 | (66) | (66) | 10 | 20 | 747 | 898 | 292 | 184 | 1,039 | 1,083 |
| Siemens Healthineers | 2,184 | 2,461 | (168) | (131) | 24 | 19 | 1,992 | 2,311 | 815 | 620 | 2,807 | 2,931 |
| Industrial Businesses | 7,560 | 7,789 | (680) | (629) | 798 | 80 | 6,082 | 7,080 | 2,144 | 1,735 | 8,226 | 8,816 |
| Siemens Financial Services | 345 | 632 | (1) | (1) | 566 | 672 | (222) | (41) | 253 | 220 | 31 | 179 |
| Portfolio Companies | (504) | 2 | (3) | (3) | 21 | (49) | (527) | 48 | 217 | 100 | (310) | 148 |
| Reconciliation to Consolidated Financial Statements | (1,730) | (1,491) | 684 | 633 | (157) | (173) | (889) | (684) | 543 | 225 | (346) | (459) |
| Siemens (continuing operations) | 5,672 | 6,933 | – | – | 1,228 | 530 | 4,444 | 6,403 | 3,157 | 2,280 | 7,601 | 8,683 |

Orders & Revenue by region

| (in millions of €) | Q4 | | | | Q4 | | | |
|--|---------------|---------------|-------------|----------------|---------------|---------------|-------------|----------------|
| | FY 2020 | FY 2019 | Actual | % Change Comp. | FY 2020 | FY 2019 | Actual | % Change Comp. |
| Europe, C.I.S., Africa, Middle East | 6,564 | 6,767 | (3)% | (1)% | 7,486 | 7,853 | (5)% | (3)% |
| <i>therein: Germany</i> | 2,347 | 2,133 | 10% | 10% | 2,572 | 2,624 | (2)% | (2)% |
| Americas | 5,058 | 5,150 | (2)% | (2)% | 4,073 | 4,550 | (10)% | (4)% |
| <i>therein: U.S.</i> | 4,470 | 4,224 | 6% | 3% | 3,406 | 3,746 | (9)% | (4)% |
| Asia, Australia | 3,936 | 3,741 | 5% | 11% | 3,754 | 3,972 | (6)% | (1)% |
| <i>therein: China</i> | 2,100 | 1,800 | 17% | 22% | 2,052 | 1,911 | 7% | 12% |
| Siemens (continuing operations) | 15,559 | 15,659 | (1)% | 2% | 15,312 | 16,375 | (6)% | (3)% |
| <i>therein: emerging markets</i> | 4,329 | 4,419 | (2)% | 7% | 4,549 | 4,985 | (9)% | (1)% |

| (in millions of €) | Fiscal year | | | | Fiscal year | | | |
|--|---------------|---------------|-------------|----------------|---------------|---------------|-------------|----------------|
| | 2020 | 2019 | Actual | % Change Comp. | 2020 | 2019 | Actual | % Change Comp. |
| Europe, C.I.S., Africa, Middle East | 28,571 | 32,164 | (11)% | (11)% | 28,062 | 28,821 | (3)% | (2)% |
| <i>therein: Germany</i> | 10,927 | 10,088 | 8% | 8% | 9,726 | 9,882 | (2)% | (2)% |
| Americas | 17,045 | 18,469 | (8)% | (9)% | 15,464 | 15,597 | (1)% | (1)% |
| <i>therein: U.S.</i> | 14,458 | 14,675 | (1)% | (5)% | 12,981 | 12,937 | 0% | (1)% |
| Asia, Australia | 14,361 | 14,049 | 2% | 3% | 13,613 | 14,065 | (3)% | (2)% |
| <i>therein: China</i> | 7,840 | 7,065 | 11% | 12% | 7,254 | 6,947 | 4% | 6% |
| Siemens (continuing operations) | 59,977 | 64,682 | (7)% | (7)% | 57,139 | 58,483 | (2)% | (2)% |
| <i>therein: emerging markets</i> | 16,120 | 18,111 | (11)% | (8)% | 16,168 | 16,773 | (4)% | (1)% |