

Accelerate our journey by delivering profitable growth, fixing the wind business and maintaining a solid financial foundation

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Our mission

Supporting our customers in transitioning to a more sustainable world, based on our innovative technologies and our ability to turn ideas into reality

Key messages

We have been changing the shape of the company to capitalize on the energy transition

Operational improvements introduced, including the new group structure, have been playing out **across Gas Services, Grid Technologies and Transformation of Industry, but not yet at Siemens Gamesa**

We will accelerate our journey focusing on three priorities:

- Deliver on profitable growth
- Fix the wind business
- Maintain solid financial foundation

Where we are today

Energy market

Strong development – well positioned to capitalize on structural trends

Structural trends

Growing demand for electricity
+1.4%¹ globally in 2023

Push for low / no CO₂ power generation
~€630bn² investment in renewables in 2023

Significant grid investment need
~€315bn² investment volume in 2023

Heavy investments in energy efficiency
~€360bn² investment volume in 2023

Orders

(in €bn)

Gas
Services

11.8

12.9

Grid
Technologies

10.4

15.8

Transformation
of Industry

5.6

5.6

Siemens
Gamesa

11.6

16.8

FY22

FY23

Market position³

#2

Large GT

#2

Industrial GT

#2

Products

#1

Solutions

#1

Industrial Steam

#2

Compression

#2

Electrification, Automation, Digital

#1

Offshore

#5

Onshore

¹ S&P | ² IEA, World Energy Investment, 2023, includes storage | ³ Internal assessment, McCoy 9M23, Wood Mackenzie 2022 market shares excl. China

Where we are today

Energy market

We deliver tomorrow's technology today

Power generation with low or zero emissions

Gas Services

Gas turbine operating with 100% renewable H₂



- HYFLEXPOWER¹ project in France produces, stores and re-electrifies 100% renewable hydrogen

Siemens Gamesa

Floating offshore windfarm in operation

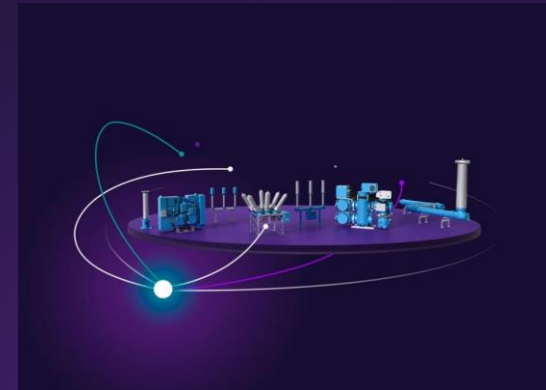


- World's largest floating offshore windfarm opened in Aug 2023
- Decarbonizing operations at Equinor's Oil and Gas fields

F-gas free electricity transport

Grid Technologies

Decarbonizing US grid with our blue portfolio



- First delivery of F-gas free switching products² to National Grid US planned for Dec. 2023
- 75+ further orders in production for North America

CO₂ reduction

Transformation of Industry

Pioneering Direct Air Capture (DAC) applications



- Partner of Saudi-Aramco to develop DAC test unit and larger pilot plant
- Combining expertise of both companies in process, chemicals, plant design and operations

¹ Received funding from the EU grant agreement No. 884229 | ² Dead tank breakers

Energy market

Opportunities and risks

Capitalizing on opportunities

1 Increasing demand

- Emerging markets with strong electrification growth
- Governmental investment programs

2 Adjusted policy frameworks

- Frameworks to support transition (IRA, EU Wind)
- Further decarbonization drive (e.g., carbon pricing)

3 Sensitivity to security of supply

- Need for fuel-flexible generation
- Pressure on grid stability

Managing risks

1 Macroeconomic factors

- Persistent inflation
- High interest rates
- Recession risks and high public debt

2 Geopolitical conflicts

- Expansion of Middle East conflict
- Escalation of war in Ukraine

3 Supply chain constraints

- Demand-supply anomalies (esp. minerals)
- Industry bottlenecks (e.g., jack-up vessels)

Three priorities to deliver shareholder returns



01 Deliver on profitable growth

- **Executing on a record backlog** with healthy margins
- **Project execution excellence** driven across SE by Global Functions
- **Expanding** capacities and competencies with **efficient use of capital resources**



02 Fix the wind business

- **Progress on Onshore** quality issues and **Offshore** ramp-up trajectory
- **Action plan to get profitability back** to a sustainable level



03 Maintain solid financial foundations

- **Active portfolio management** to eliminate distractions from strategic core
- **Strict capital discipline**, supported by stringent capital allocation principles

Build

a resilient energy technology company ...

... to achieve positive net income

Key Messages as of Q1 FY24

Highlights

- GS, GT and TI continue to take advantage of favorable market trends
- Siemens Gamesa turnaround plan under execution
- Significant progress in divestment program - return to net cash position
- Investment grade rating affirmed
- Significant progress on our ESG targets (Sustainability Report published)

Market Environment

- Continuous healthy demand across GS, GT and TI
- European Wind package signed by 26 EU member states

Siemens Energy FY24 Guidance (unchanged)

- Revenue: 3% to 7% comparable¹
- Profit margin before SI: neg. 2% to 1%
- Net Income: up to €1bn (incl. impacts from disposals)
- Free cash flow pre tax: around neg. €1.0bn
- Proceeds from disposals: ~€2.5 – 3.0bn

¹ Comparable: excluding currency translation and portfolio effects

Q1 FY24 Financial Performance

- **Orders: +23.9%** comp.¹ at €15.4bn
- **Order backlog at new high of €118bn**
- **Revenue: +12.6%** comp.¹ at €7.6bn; **book-to-bill of 2.01**
- **Profit before SI: pos. €208m** (up from neg. €282m)
- **Profit margin before SI: pos. 2.7%** (Q1 FY23: neg. 4.0%)
- **FCF pre tax: neg. €283m** (Q1 FY23: neg. €58m)
- **Adj. Net cash/(Net debt): €840m** (Q1 FY23: neg. €660m)

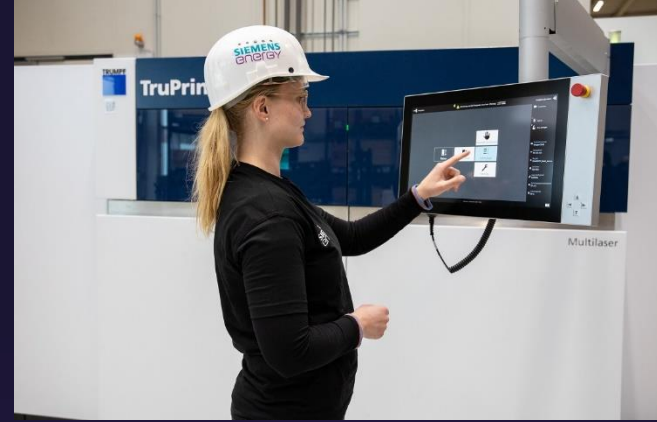
Financial outlook confirmed

Fiscal Year 2024

	FY24 Outlook	
	Revenue Growth ¹	Profit Margin before SI ²
Gas Services	(4) – 0%	9 – 11%
Grid Technologies	18 – 22%	7 – 9%
Transformation of Industry	8 – 12%	5 – 7%
Siemens Gamesa	0 – 4%	around neg. €2.0bn
Siemens Energy	3 – 7%	(2) – 1%
Net Income		up to €1bn incl. impacts from disposals
Free Cash Flow pre-tax ³		around neg. €1.0bn
Proceeds from disposals		€2.5 – 3.0bn

This outlook excludes charges related to legal and regulatory matters.

1 Comparable revenue growth: Excluding currency translation and portfolio effects | 2 Profit Margin before Special Items in % of revenue with Profit as earnings before financial result, income taxes, amortization expenses related to intangible assets acquired in business combinations, and goodwill impairments | 3 Free Cash Flow pre-tax as operating cashflow and additions to intangible assets and PPE less Income taxes paid



We energize society



2024

May 8

Aug 7

Nov 13



Q2 FY24

Q3 FY24

Q4 FY24

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Appendix

Latest presentations



Capital Markets Day (November 2023)

- [CEO](#)
- [CFO](#)
- [Siemens Gamesa](#)
- [Gas Services](#)
- [Grid Technologies](#)
- [Transformation of Industry](#)
- [Global Functions](#)

Q1 Fiscal Year 2024

- [Earnings Release and Financial Results](#)
- [Presentation Analyst Call](#)