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Your letter of
Our reference
Date

CS/Ext/2023/162
January 9, 2023

SUBJECT: CORPORATE BRIEFING SESSION FOR FY 2022

Dear Sir,

In continuation of our letter No. CS/Ext/2022/160 dated January 5, 2023 on the captioned subject.

Please find attached here with Presentation for Corporate Briefing Session 2022 of the Company
"Siemens (Pakistan) Engineering Co. Limited" ("Siemens").

You may please inform the Certificate holders of the Exchange accordingly.

Yours Sincerely,
Siemens (Pakistan) Engineering Co. Limited

Khurram Muhammad Siddique
Company Secretary

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Corporate Secretariat
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Siemens (Pakistan) Engineering Co. Ltd.

Annual Corporate Briefing

Session for FY '22

January 12, 2023

Disclaimer

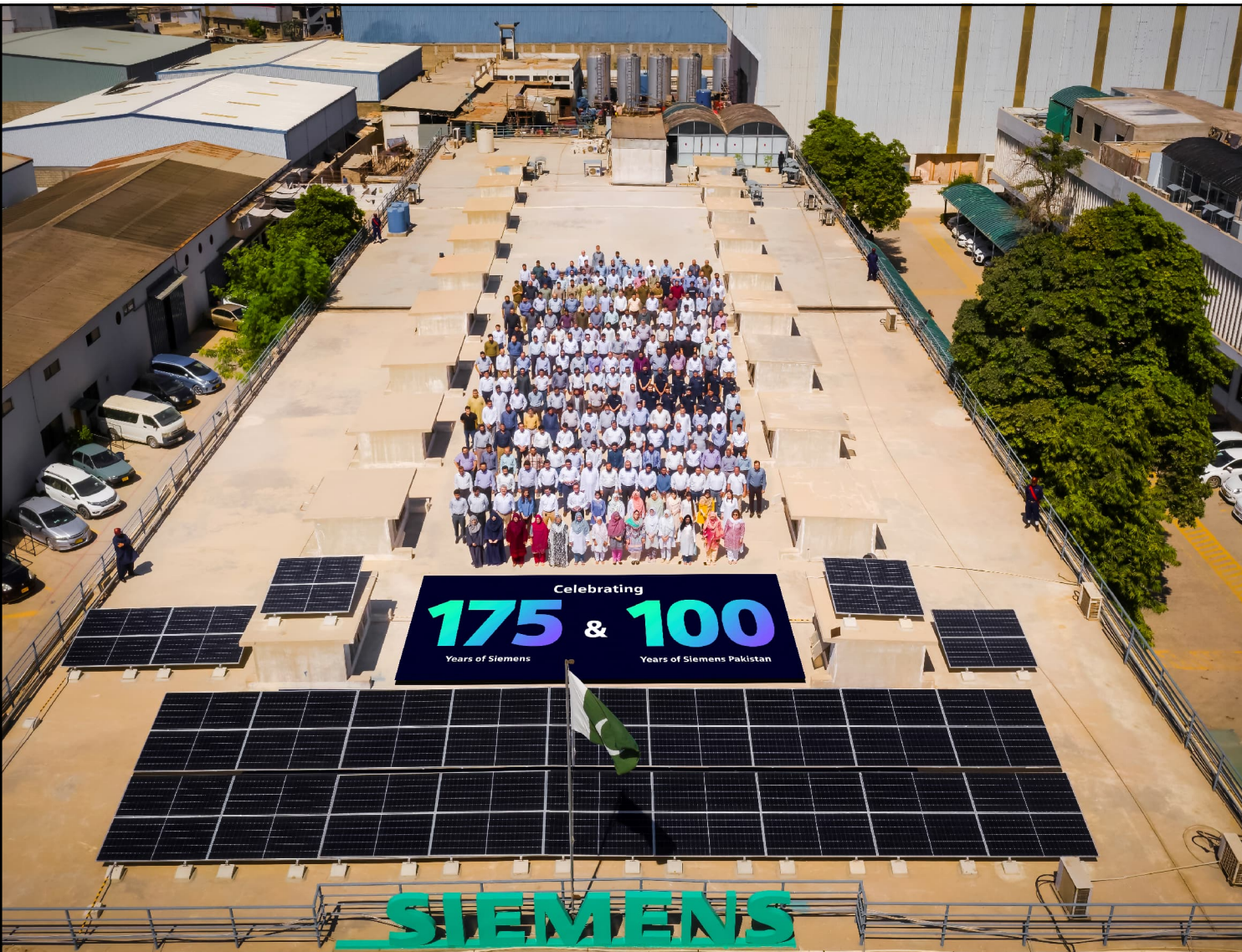
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**Siemens -
Transforms the
everyday to create a
better tomorrow**



SIEMENS



Siemens Pakistan

We are building the future and have been doing so for 100 years since 1922 in the region. The history is far richer globally as Siemens AG is celebrating its 175 years since establishment . Our tradition is to transform the everyday for ourselves, our customers, and for people all over the nation to create a better tomorrow.

Our Four Strategic Priorities

Customer Impact

We anticipate what our customers need before they even know they need it.

Technology with Purpose

Innovative technology has been at the core of Siemens for more than 175 years and it will remain at the core of the future we're building.

Empowered People

Driving progress by empowering our customers, partners and employees.

Growth Mindset

Rather than make yesterday last, we are committed to building tomorrow – by learning and being open to change.



Our **Core Business** and our **Digital Business** reinforce each other in a virtuous cycle, accelerating high value growth

Core Business

We grow our core business by leveraging our digital capabilities

Digital Business

We grow our digital business by leveraging our core business and domain know-how

Our Businesses



Smart Infrastructure

- Electrical Products
- Building Products
- Electrification & Automation
- Grid Software
- eMobility
- Regional Solutions & Services



Digital Industries

- Industrial Software
- Factory Automation
- Motion Control
- Process Automation
- Customer Services



Siemens Energy

- Transmission Solution
- Transmission Service
- Products & Solutions
- Generation Service
- Oil & Gas Services



Smart Infrastructure 1/2

Smart infrastructure is sustainable infrastructure.

Siemens Smart Infrastructure combines the real and digital worlds across energy systems, buildings and industries, enhancing the way people live and work and significantly improving efficiency and sustainability.

Electrical Products

- Low-voltage protection devices (e.g. ACB1, MSP2), switching devices (e.g. soft-starters, contactors), measuring, and monitoring devices
- Low-voltage distribution boards and systems
- Medium-voltage vacuum circuit-breakers and contactors
- Vacuum interrupters for medium- and low-voltage
- Wiring accessories

Electrification and Automation

- Low Voltage Products
- Control Products
- LV Switchgears Partner (Sivacon S4)
- LV Switchgears Partner (Sivacon S5)
- Energy Monitoring and Management System

Building Products

- Fire safety incl. detection, alarming, evacuation and extinguishing
- Building and room automation, lighting control, HVAC³ OEM automation
- Sensors, valves and actuators
- Building management software for automation, fire safety, security and 3rd-party integrations
- Security software incl. video, access, intrusion and control
- Cloud applications for smart buildings including connectivity, data analytics and building twin



Smart Infrastructure 2/2

Grid Software

- Grid operations software and Grid control software
- Grid planning software and Grid simulation software
- Power system consulting and energy business advisory
- Meter data management software
- Grid resilience software
- Grid edge software

eMobility

- AC & DC charging infrastructure
- Connected services
- Digital charging software & services: driver, station, depot, enterprise & fleets
- Smart charging & fleet management
- Managed charging operations for fleets
- Ship-to-Shore power supply

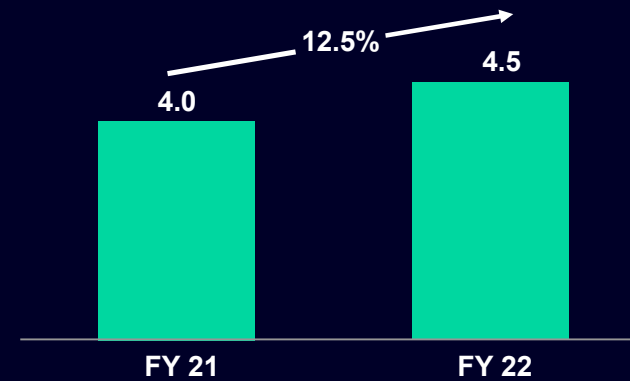
Regional Solutions and Services

- Solutions and services for building automation, fire safety, security, and other domains
- Solutions and services for energy and performance services
- Distributed Energy Systems
- Solutions and services for workplace experience
- Digital services
- Vertical markets specific offerings (e.g. for data centers, life science, smart offices) leveraging cloud and on-premise software



Smart Infrastructure

Revenue, billion PKR

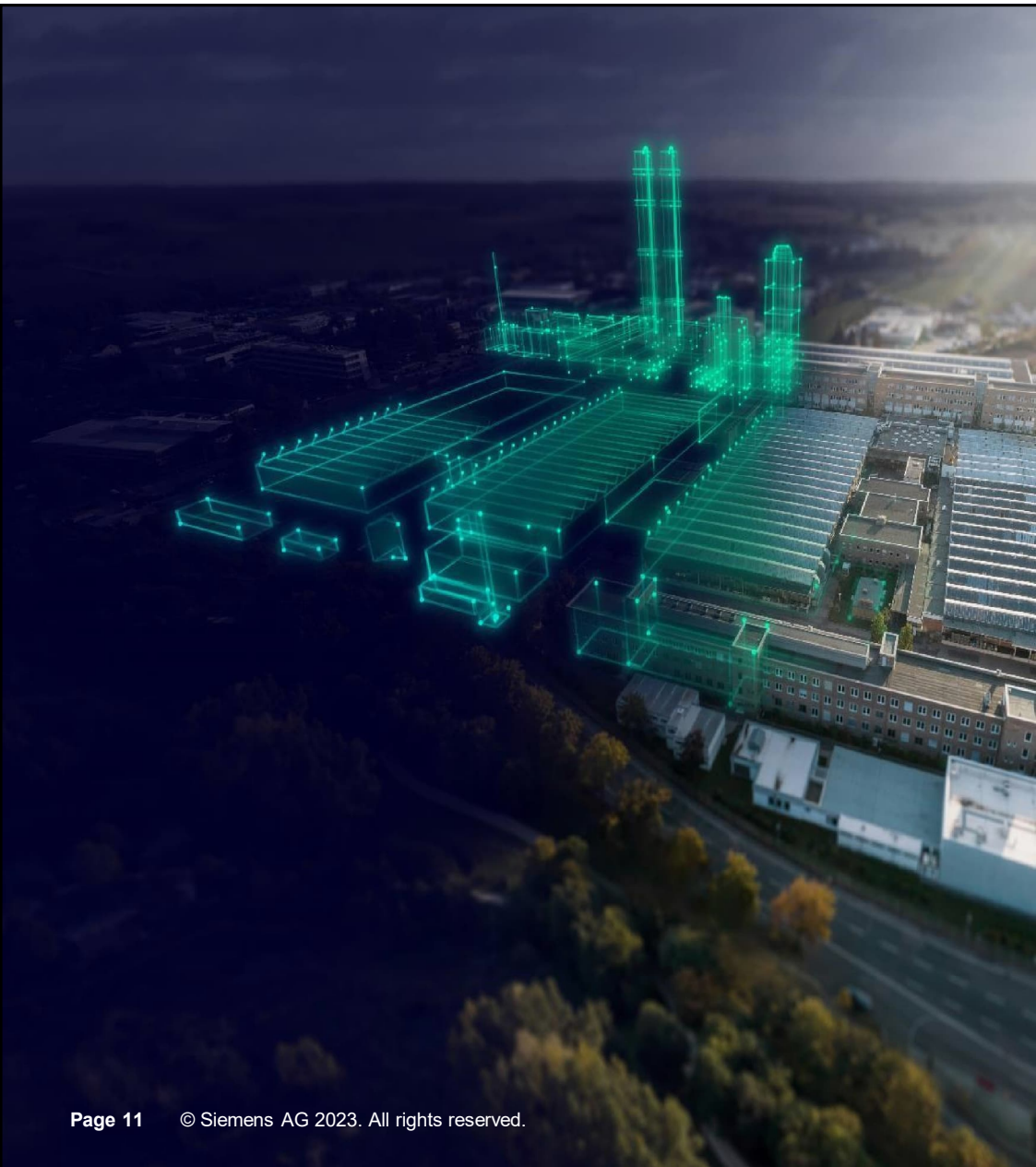


Growth Drivers

- Upgradation and improvement plan by DISCOs
- Demand for digital solutions

Challenges

- Reduced business confidence
- Import Restrictions
- Currency Volatility



Digital Industries

Industry faces a major challenge: Because our planet's resources are finite, we must produce more with less. Siemens' Digital Enterprise helps meet this challenge by merging the real and the digital worlds in a continuous flow of data.

Industrial Software

- Integrated portfolio of Industrial Software
- Cloud based, open IoT operating system
- Rapid application development platforms

Customer Services

- Lifecycle services
- Digital services
- Digital Enterprise consulting and integration

Factory Automation

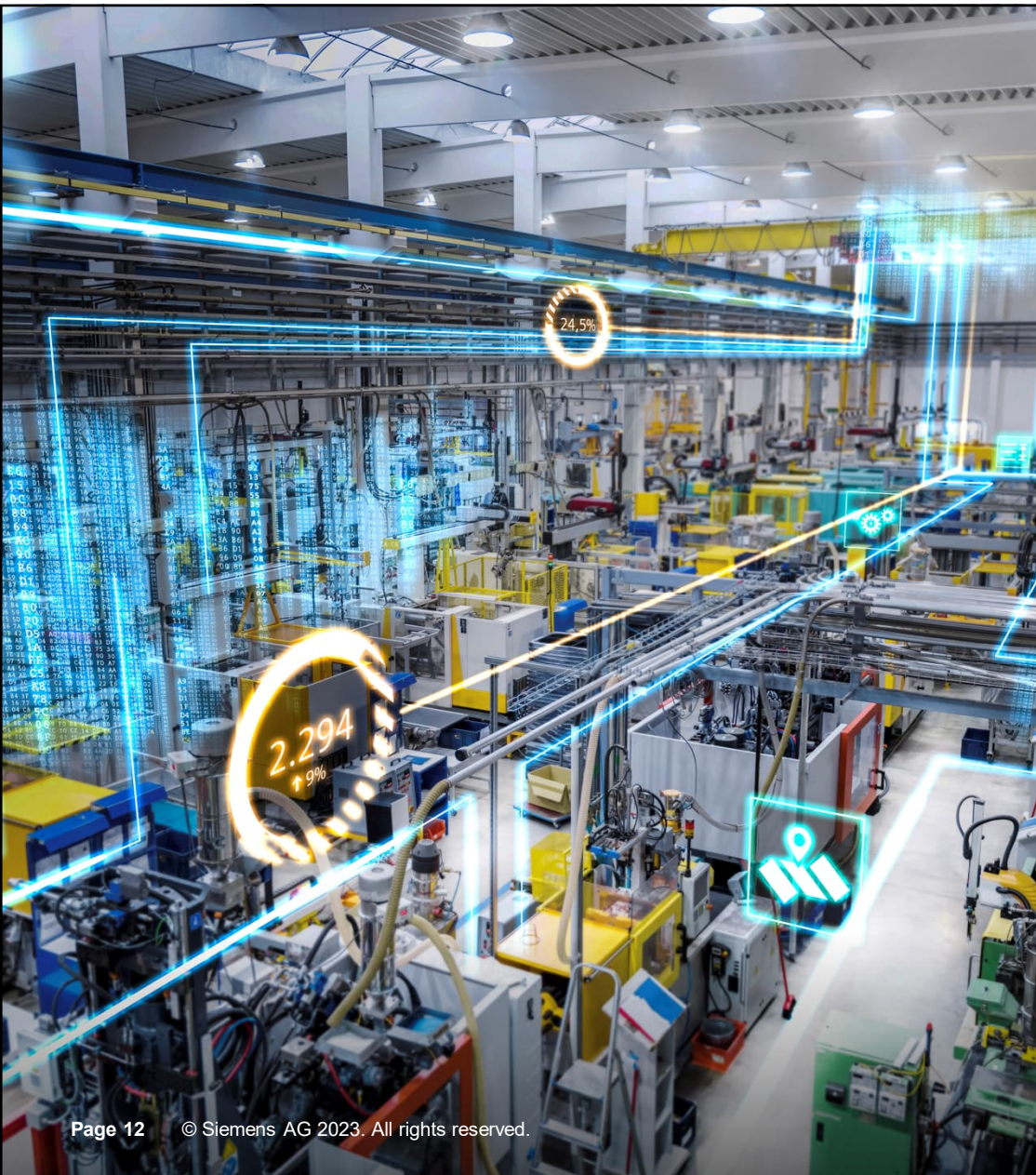
- Automation Products
- Engineering Software
- SCADA software
- Systems for production machines
- Industrial Edge

Process Automation

- Automation systems & software for process industries
- Process instrumentation & analytics
- Industrial communication & identification

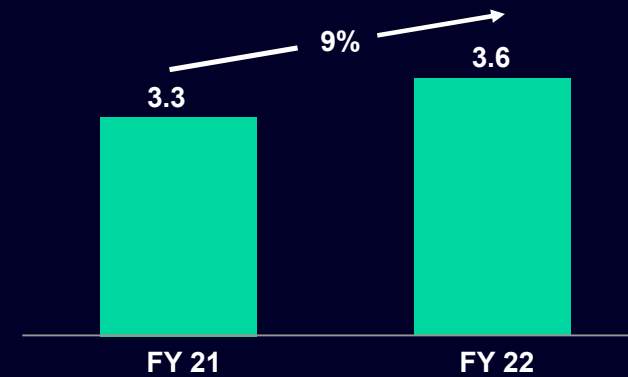
Motion Control

- Drives
- Motors
- Machine Tool Systems
- Additive Manufacturing
- Digitalization and Edge Computing for Machine Tools and Drive Technology



Digital Industries

Revenue, billion PKR¹



Growth Drivers

- Demand for digital solutions in key industries

Challenges

- Reduced business confidence
- Import Restrictions
- Currency Volatility

1. Includes Revenue from ERP Business

SIEMENS



Siemens Energy

Siemens Energy is a global team of more than 91,000 dedicated employees. Together, we're responsible for meeting the growing energy demand while ensuring our climate is protected. We keep the best of our legacy and push the boundaries of what is possible. We strive for sustainability in our decarbonization journey, innovation centered on future technologies, and transformation among future focused offerings, portfolio and mindset.

Transmission Solutions

- Transmission system
- Gas – insulated switchgear
- Circuit breaker, surge arresters, disconnectors
- Substations
- Grid access

Transmission Services

- Product related services
- Modernization, upgrades
- Long term programs incl. operations

Product and Solutions

- Large and Industrials Gas Turbines
- Large and Industrials Steam Turbines
- Large Generators Solutions
- Large and Industrials power plants
- Re-powering solutions

Generation Services

- Modernization and upgrades
- Long term Programs
- Operation and maintenance
- Field Service

Oil and Gas Services

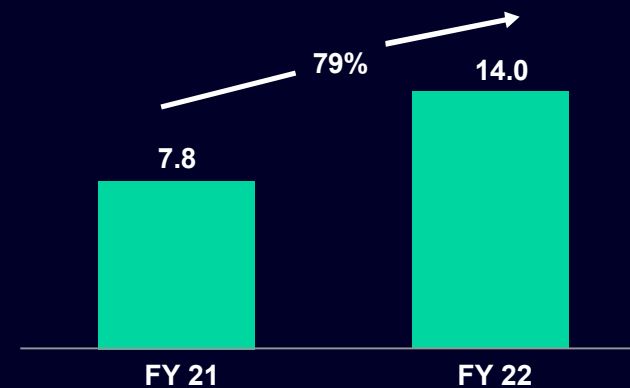
Following services of Turbo Compressors and Reciprocating Compressors (This also covers small gas Turbines)

- Spare Parts, Repairs, Field Service, Modernization and Upgrades
- Long Term Programs



Siemens Energy

Revenue, billion PKR



Growth Drivers

- Donor aided Large projects
- Transmission capacity gap
- Focus on renewable energy

Challenges

- Import Restrictions
- Low government development fund
- Currency Volatility

SIEMENS

Siemens Xcelerator – An open digital business platform with three pillars



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

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

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



Sustainability at Siemens – What it means for us

- Profitable, long-term growth, lasting value for all our stakeholders
- Positive impact on the Economy, Society, and the Environment
- Creating new Business Opportunities
- Embed it in our business purpose, our corporate culture and our code of business conduct



Corporate Citizenship at Siemens

Good corporate citizenship has been an integral component of the Company philosophy.

Three focus areas:

- Access to Technology
- Access to Education
- Sustaining Communities

SIEMENS



Siemens

Caring Hands

Siemens Caring Hands e.V. is a charitable association that was founded at the initiative of Siemens AG in 2001.

The association is especially active in providing support in major emergencies and pursues charitable and non-profit purposes. These include the promotion of assistance for disaster victims, support for fire / disaster / civil protection and the promotion of the public health system.

Siemens Caring Hands also supported Indus hospital in the catastrophic flood relief campaigns to help people in dire need.

Corporate Citizenship at Siemens



Siemens Pakistan has joined **Khubaib Foundation** in their mission to patronize deserving children and to see them grow up as good citizens and useful members of the society, leading a dignified and prosperous life.



Siemens and **Indus Hospital & Health Network** established strategic partnership for Employee Engagement, volunteer work, awareness campaigns, blood donation drives and any other way(s) that the parties can help each other achieving their CSR objectives.

Corporate Citizenship at Siemens



To support people affected by flood **Siemens Pakistan** arranged a **Collection Drive** at all three locations of Siemens premises



Siemens Pakistan as part of its commitment to the society, played part in alleviating the catastrophic situation in the country by supporting **The Citizen Foundation** in the flood relief drive.

Highlights FY 22



Dolmen Lahore Project won with **Siemens Electrification** and **BMS Solution**



DI breakthrough with Emergency Shutdown System in **O&G Vertical** in Pakistan at **PARCO**

Highlights FY 22

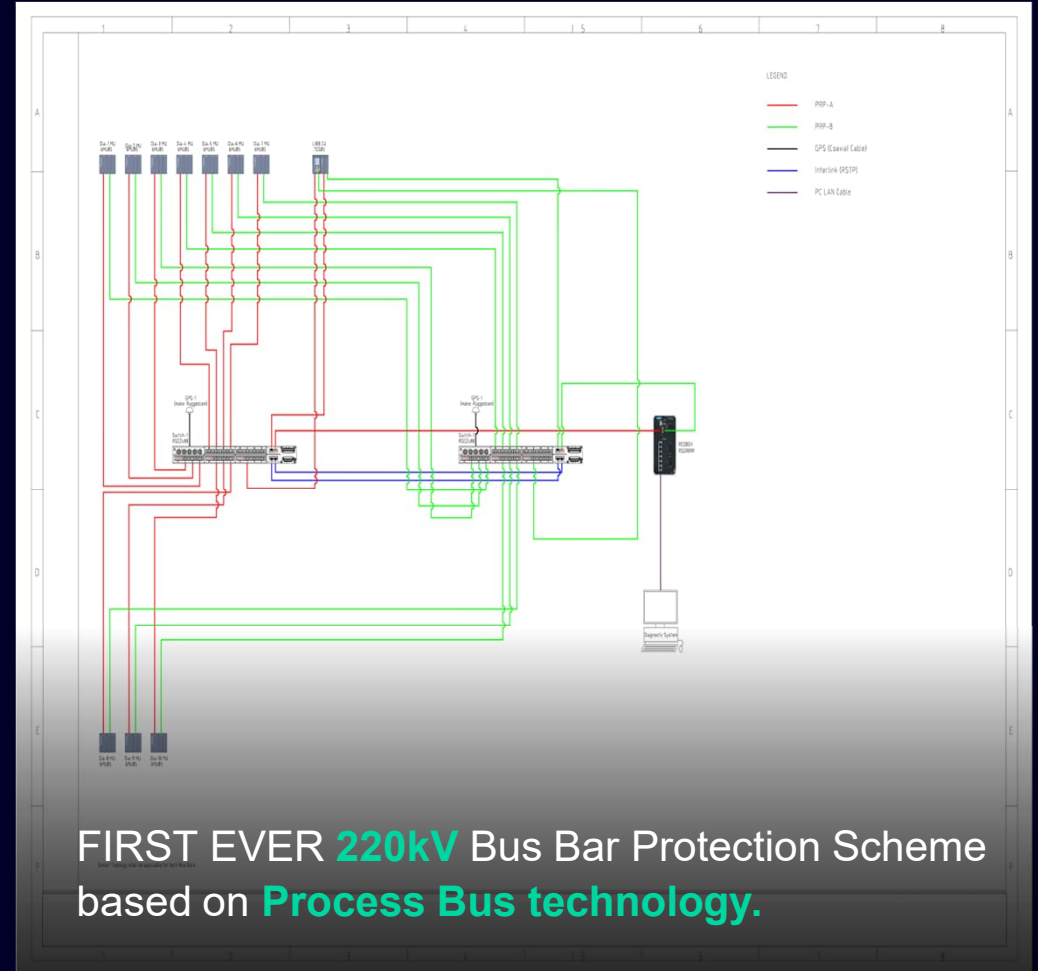


First Fire of the first Unit **(450MW)** achieved in March'22 at **BQPS III**



Main Electrical Contactor for Engineering and Mfg. of Complete **Power Distribution Systems** for **VW Plant**.

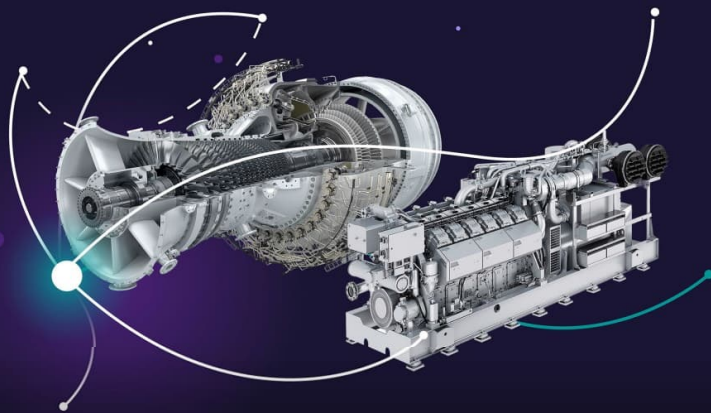
Highlights FY 22



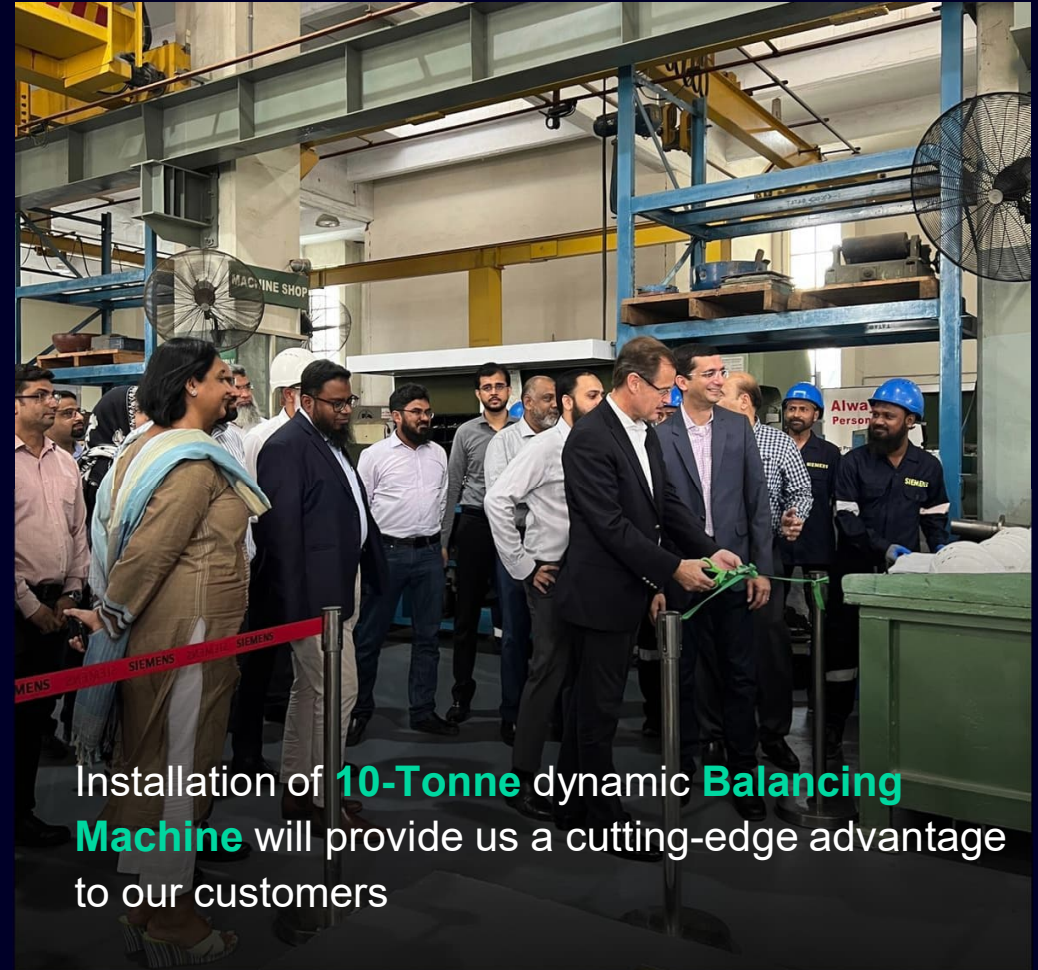
Highlights FY 22



Highlights FY 22



Mari Petroleum First time successfully Supplied, Installed & Commissioned **1 x SGT-A05 (501KB)**.



Installation of **10-Tonne** dynamic **Balancing Machine** will provide us a cutting-edge advantage to our customers

Recent Highlights – Unflinching Support of German Ambassador towards Pakistan Business Interface



Visit to **Siemens Office** by Consul General of Germany H.E. **Dr. Rodiger Lotz**



Gathering of Ger-Pak Business Community **co-hosted** by **German Consulate**

Recent Highlights – Unflinching Support of German Ambassador towards Pakistan Business Interface



Participation in German Unity Day hosted by **Consul General of Germany H.E. Dr. Rodiger Lotz**

FY 22: Continued growth in New Orders and Revenue driving stable Profitability

New Orders

(y-o-y)

+76.71%



Revenue

(y-o-y)

+49.7%



Gross Profit

(% of revenue)

+23.2%



Profit before Tax

(% of revenue)

+12.1%



Profit after Tax

(% of revenue)

+7.8%



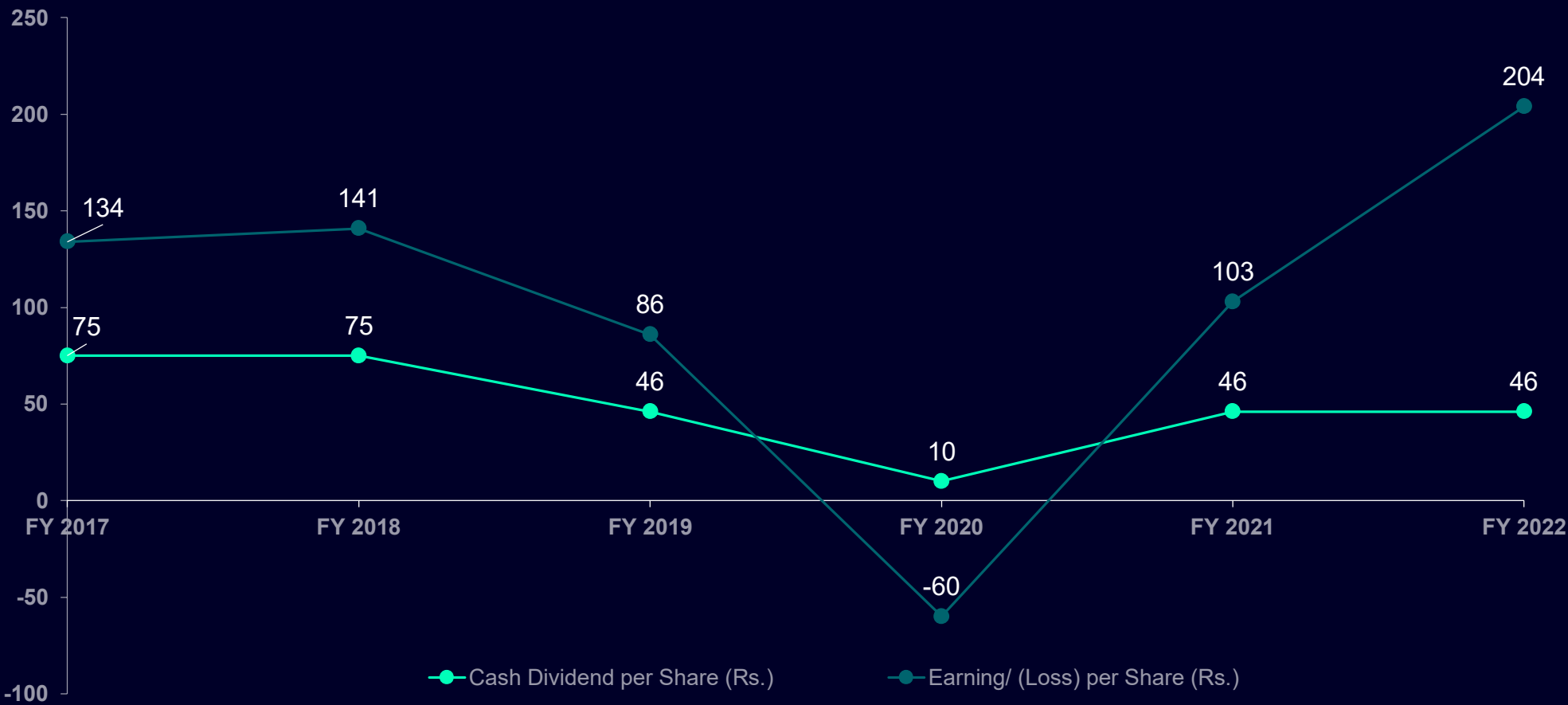
Earnings per Share

(in PKR)

203.8



EARNINGS & DIVIDEND ANALYSIS – FY 22



No. of shares : 8,247,037

Future Outlook – Well Positioned for Continued Momentum barring External Factors

Strengths

- Solid Order Backlog
- Strong Product Portfolio and Expertise
- Development spending plan by government in Infrastructure Projects
- Increasing Interest in Energy Efficiency and Decarbonization solution

Potential Challenges

- The Company continues to Monitor Risks including the Political and Economic Situation of the country
- High Inflationary and External sector pressures
- Challenges in approval of Import Transactions
- Rapid Devaluation of the Currency
- Low GDP - Projected Pakistan's economic growth for FY'23 between 2.0-3.5% of GDP due to Floods devastation



“Ideas alone have little value. An innovation’s importance lies in its practical implementation.”

Werner von Siemens, January 27, 1865”



Thank You