

SIEMENS

Siemens (Pakistan) Engg. Co. Ltd., CS, B-72, Estate Avenue, S.I.T.E., Karachi.

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Your letter of Our reference Date	CS/Ext/2025/378 January 13, 2025

SUBJECT: PRESENTATION CORPORATE BRIEFING SESSION FOR FY 2024

Dear Sir,

Further to our notice dated January 10, 2025 for Corporate Briefing Session (CBS) of the Company "**Siemens (Pakistan) Engineering Co. Limited**" for FY 2024 scheduled to be held on Tuesday, January 14, 2025, at 3:00 p.m. through Video Link facility.

We are pleased to submit the presentation for the said Corporate Briefing Session (CBS) for the information of the certificate holders/participants and TRE certificate holders of the Exchange accordingly.

Yours Sincerely,
Siemens (Pakistan) Engineering Co. Limited



Khurram Muhammad Siddique
Company Secretary

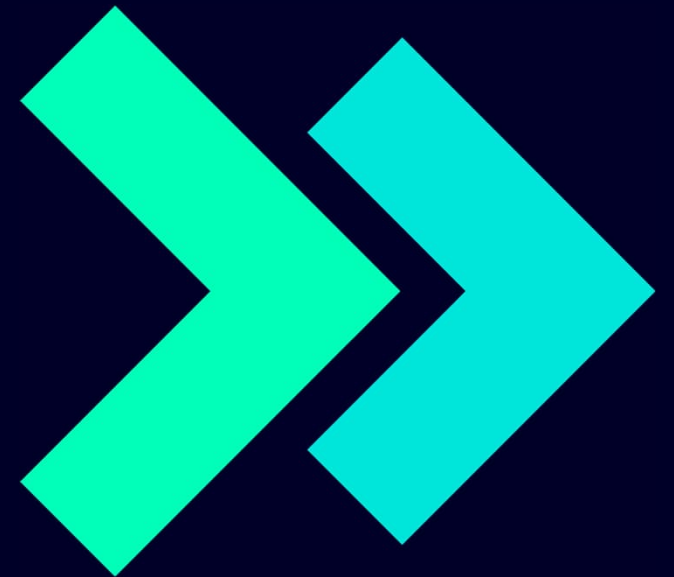
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Siemens (Pakistan) Engineering Co. Ltd.
**Annual Corporate Briefing
Session for FY 24**

January 14, 2025



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This presentation has been prepared solely for use at the investor/analyst meet. By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

- Siemens Limited (“Siemens” or “Company”) cannot give assurance to the correctness of such information and statements. These forward-looking information and statements can generally be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use terminology such as “targets”, “believes”, “expects”, “aims”, “assumes”, “intends”, “plans”, “seeks”, “will”, “may”, “anticipates”, “would”, “could”, “continues”, “estimate”, “milestone” or other words of similar meaning and similar expressions or the negatives thereof.
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- Given the aforementioned uncertainties, prospective or present investors are cautioned not to place undue reliance on any of these forward-looking statements.
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A **leading** technology company

We create **technology** to
transform the everyday,
for **everyone.**

Four strategic priorities - that guide our mindset, behaviors and actions

Customer impact

We think and act customer first

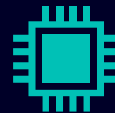
Everything we do is motivated by creating more impact for our customers and accelerating their digitalization and sustainability journey.



Technology with purpose

Solving real-world problems

For more than 175 years, Siemens has been developing technology with purpose.



Empowered people

Better and faster decisions

We are driving progress by empowering our people to take decisions in the best interest of the company.



Growth mindset

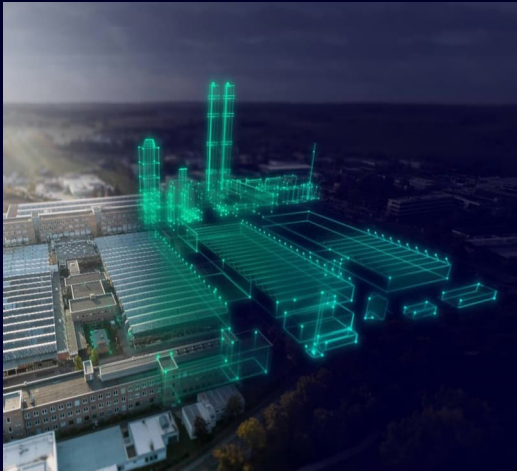
Try, learn, improve

We think about the businesses of tomorrow as well as today, always exploring what's possible to expand our technology leadership.



Our Businesses – FY'24 and Present

Digital Industries



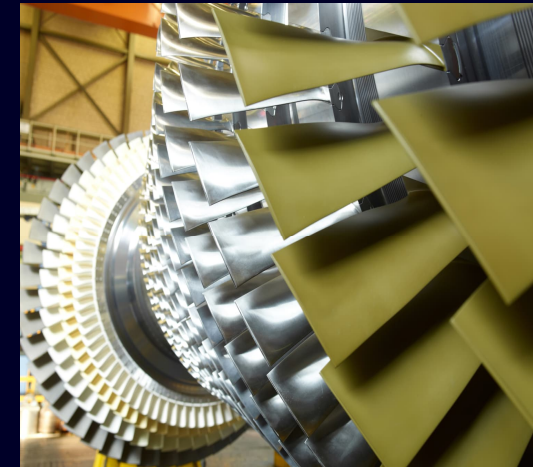
- Factory Automation
- Motion Control
- Process Automation
- Customer Services

Smart Infrastructure



- Electrical Products
- Electrification & Automation
- Grid Software
- Buildings

Energy Business– Carved out w.e.f 31-12-24



- 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.

Electrification and Automation

- Medium Voltage Switchgears (AIS & GIS)
- Low Voltage Switchgears & Busways
- Substation Protection, Automation, Cyber Security, Power Quality & Communication Solutions.
- Power Distribution Solutions/ E-House
- Medium Voltage Components (VCB, VI & Cont.)
- Digital & Classical services for full portfolio of distribution systems
- Photovoltaic Inverter Systems
- Customer Services (Extension/ Maintenance/ Retrofits/ Spares)

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

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Smart Infrastructure 2 / 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.

Buildings

- Products and systems for building automation, fire safety, and security
- Building X and software applications offerings along the building and infrastructure lifecycle
- Vertical products/solution bundles integrating Siemens and 3rd party products, software, and services to achieve key outcomes for our customers
- Services for building automation, fire safety, mechanical, electrical, IoT, security domains, as on-site, remote, and data-driven services by global digital service centers
- Sustainability offerings around building energy efficiency, decarbonization of operations, energy resiliency, and energy security

Electrical Products

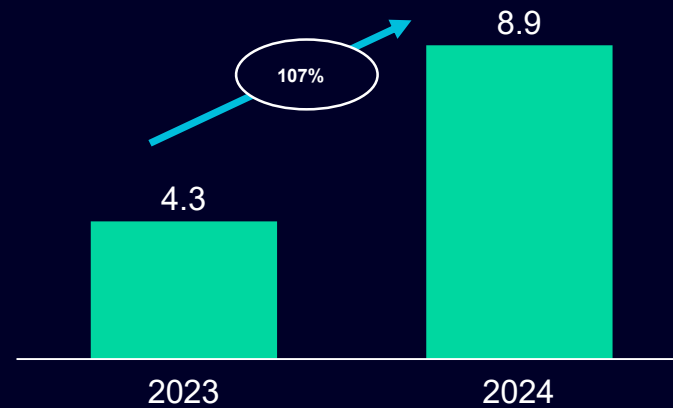
- Low-voltage protection devices (e.g., ACB, MCCBs), switching devices (e.g., Control devices, soft-starters, contactors), measuring, and monitoring devices
- Low-voltage distribution (SIVACON S4) boards and systems
- Wiring accessories

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Smart Infrastructure

Revenue, billion PKR



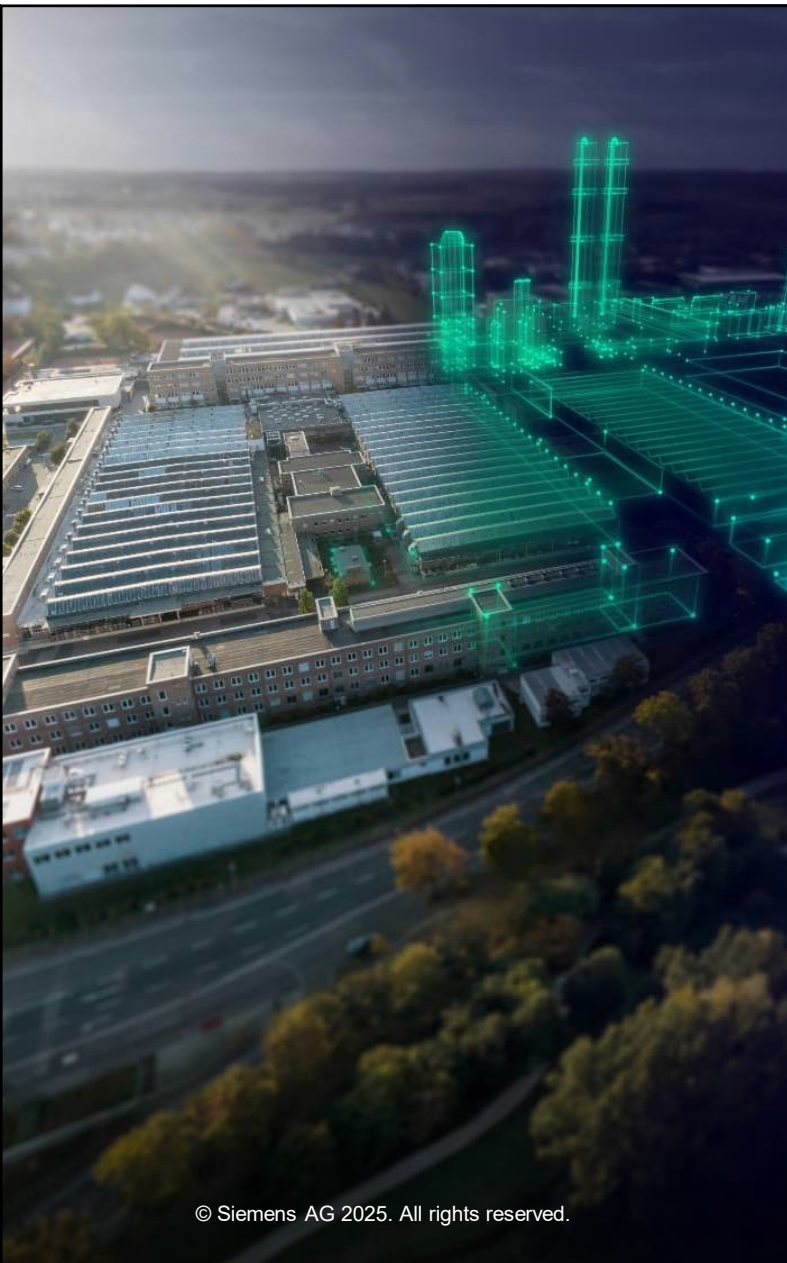
Growth Drivers

- Energy conservation / optimization
- Rehabilitation of electrical distribution network
- Channel Partner augmentation
- Refinery upgrade / expansion projects

Challenges

- Low public and private sector investment
- Potential Logistics bottleneck due to geo-political tensions
- Brain drain

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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.

Factory Automation

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

Motion Control

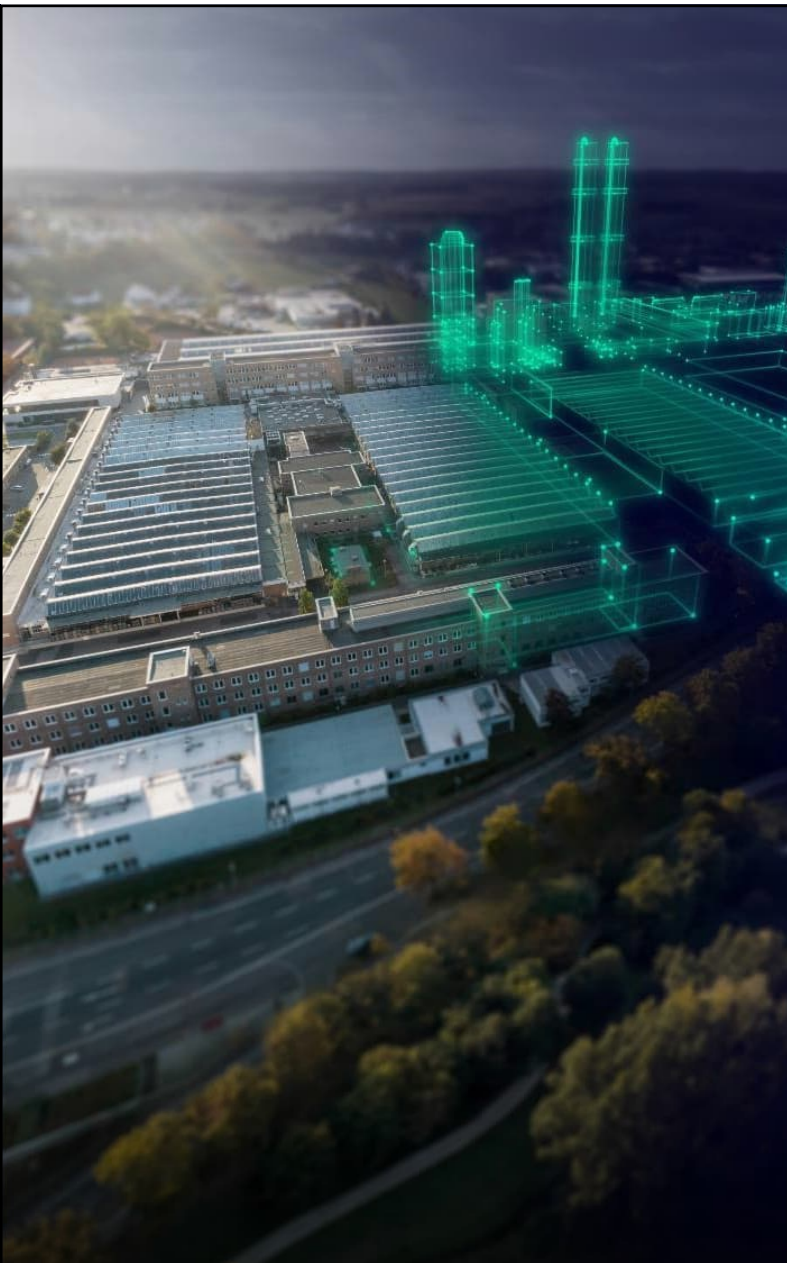
- Drives
- Machine Tool Systems
- Additive Manufacturing
- Digitalization and Edge Computing for Machine Tools and Drive Technology

Customer Services

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

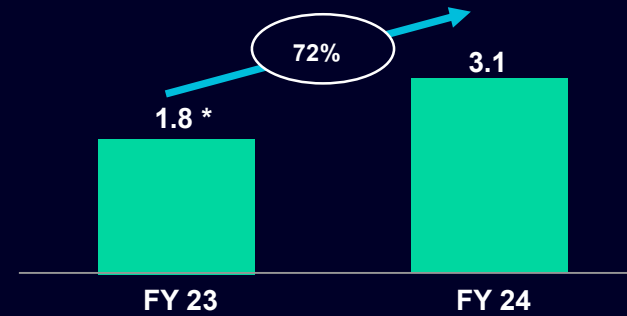
Process Automation

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



Digital Industries

Revenue, billion PKR



Growth Drivers

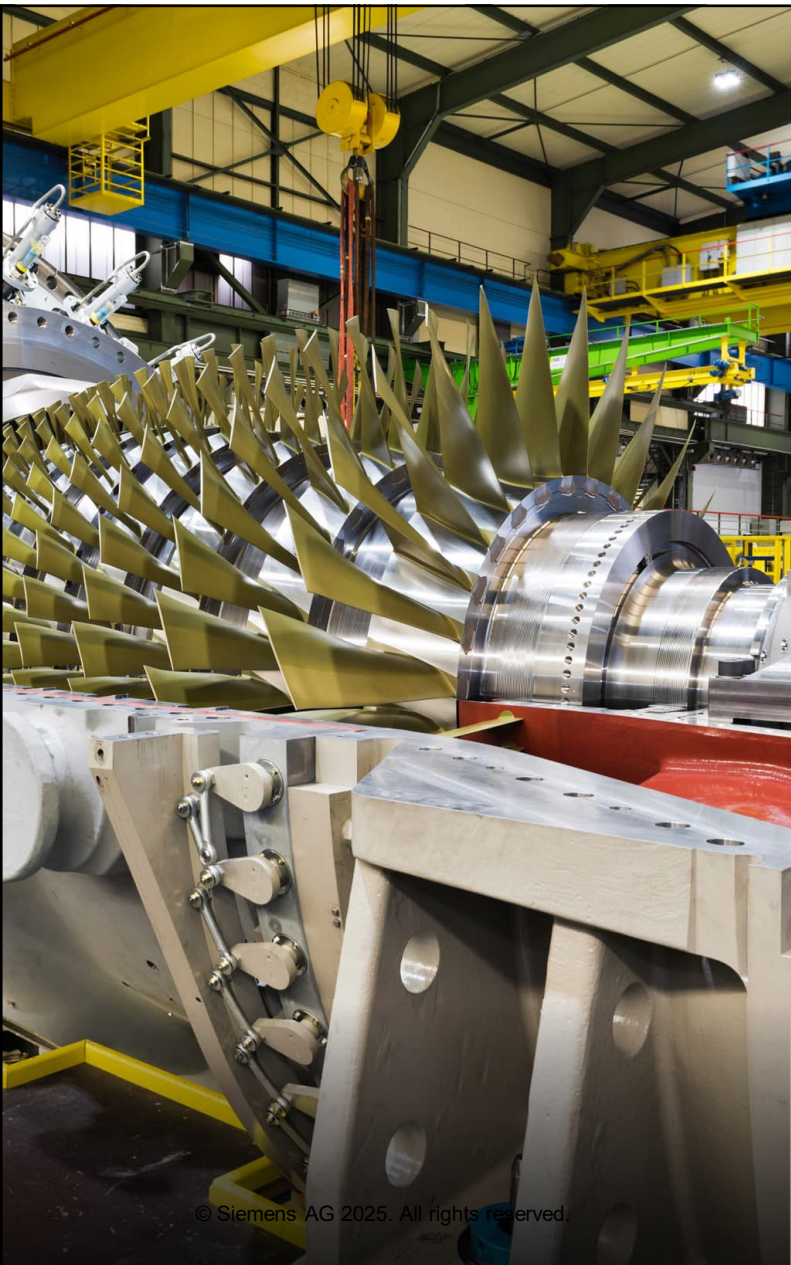
- Demand for digital solutions in key industries
- Energy optimization
- Cybersecurity
- Channel Partner augmentation
- Infrastructure projects

Challenges

- Low public and private sector investment
- Brain drain

* Represents DI Core Portfolio excluding SW Rs 1.4 bn

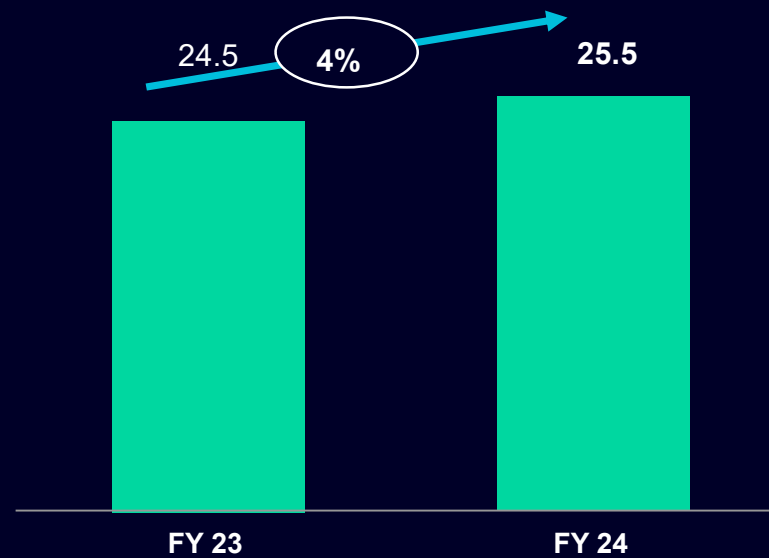
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Energy Business

Revenue, billion PKR



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Highlights FY 2024



Successful Energization of **KKI 500/220kV GIS Grid Station** Project

Siemens Pakistan has signed a contract with **CDigital-HBCC JV** for automating 27 **barrages** and a command center for the **Indus Basin Irrigation System**, enhancing its efficiency.



Successful Installation and Commissioning of **MV Switchgears at PARCO**. Scope included IoT-ready MV Switchgears, NXAIR, equipped with our digital solutions for High-Speed Bus Transfer and Substation Control & Monitoring Solutions.

Highlights FY 2024



Siemens hosted the **Digital Transformation and Cybersecurity Summit** bringing together **200+ attendees** to explore cutting-edge innovations like **electrification and digital twin technology**. Expert demos and discussions made the event a resounding success.

Export of technical services to Middle East Region for Electrical Distribution and Protection systems installation, testing and commissioning which is a testament of competency of local talent within Siemens Pakistan.



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

Our **DEGREE** sustainability framework

Decarbonization

Support the 1.5°C target to fight global warming

Ethics

Foster a culture of trust, adhere to ethical standards, and handle data with care

Governance

Apply state-of-the-art systems for effective and responsible business conduct

Resource efficiency

Achieve circularity, dematerialize, and conserve biodiversity

Equity

Foster diversity, equity, inclusion, and community development to create a sense of belonging

Employability

Enable people to stay resilient and relevant in a permanently changing environment

A 360°
approach
to our core
sustainability
values



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CSR at Siemens

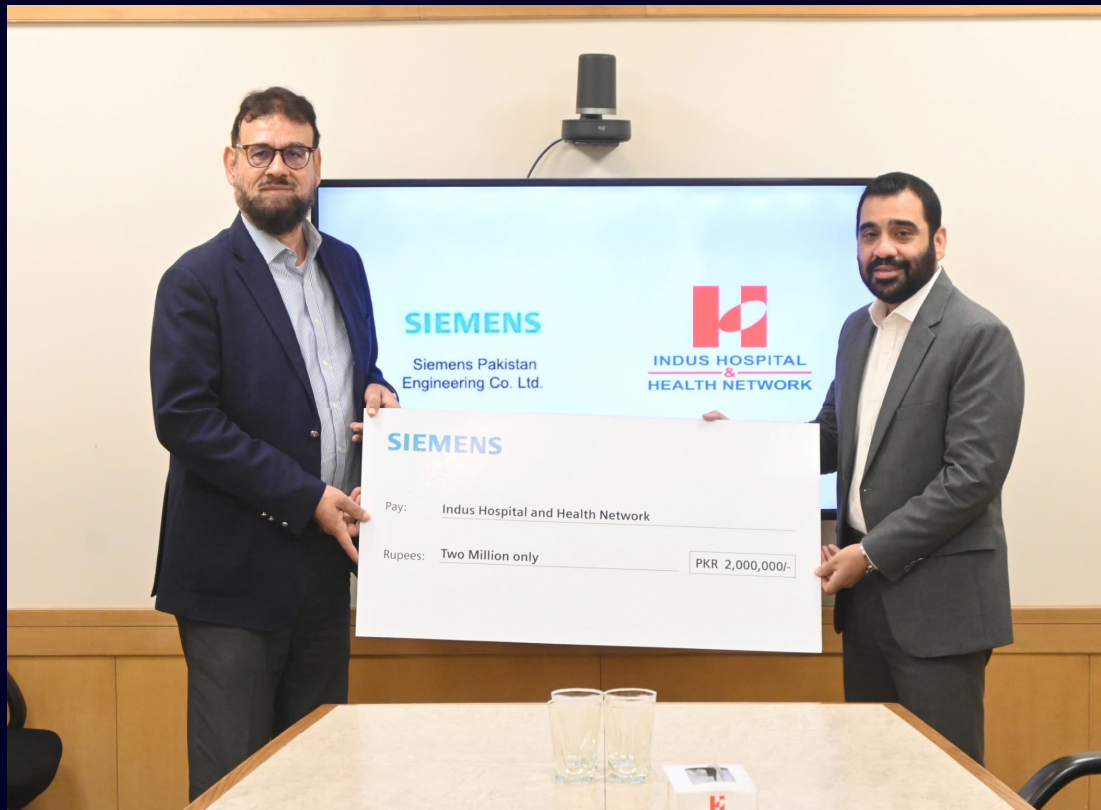
Good corporate citizenship has been an integral component of the Company philosophy.

Our focus areas:

- Access to Technology
- Access to Education
- Sustaining Communities

SIEMENS

CSR at Siemens



Indus Hospital & Health Network

Siemens Pakistan is proud to extend its support to the Indus Hospital & Health Network through a significant contribution aimed at acquiring a lifesaving machine, an essential piece of medical equipment that will deliver critical treatment to patients in need.

This donation reflects Siemens' unwavering commitment to enhancing healthcare access and improving the overall well-being of vulnerable communities across the country.

Through this partnership, Siemens Pakistan is dedicated to fostering a future where quality healthcare is within reach for all, reaffirming its mission to make a meaningful impact on the lives of those who need it most.

CSR at Siemens



Network of Organizations Working For People With Disabilities Pakistan

Siemens Pakistan partnered with NOWPDP (Network of organizations working for people with disabilities Pakistan) to support the Taaleem initiative, which aims to enhance educational access for children with special needs. Siemens contributed to the construction of a dedicated classroom for these underserved communities.

This initiative reflects our commitment to diversity, equity, and inclusion, as we empower individuals and strengthen community ties. By focusing on the educational needs of children with special needs, Siemens Pakistan strives to create a lasting impact and foster an inclusive environment where every individual's potential is recognized.

CSR at Siemens



Shana Bashana

“Shana Bashana” – Side by Side is an integrated development partnership between the German Agency for International Cooperation (GIZ) and Siemens Pakistan, dedicated to promoting gender equality and addressing prevalent gender biases in vocational training throughout the country. This partnership aims to elevate women within Pakistan’s infrastructure landscape by integrating them into the workforce through Technical and Vocational Education and Training (TVET) and providing them with Workplace-Based Training (WBT). This unique program seeks to empower and enhance the employability of women through STEM education, particularly in a male-dominated field.

To support this objective, Siemens Pakistan has provided industry exposure through WBT to 44 remarkable women this year selected from the TVET sector. The updated training focus includes non-conventional trades.

FY 24: We continue to be resilient despite challenging business environment

New Orders

(in PKR)

26 bn



Revenue

(in PKR)

35 bn



Revenue

(y-o-y)

+14%



Gross Profit

(% of revenue)

6.3%



Contribution to Exchequer

(In PKR)

10.4 bn



EBITDA

(in PKR)

0.4 bn

Loss Before Tax

(2.3) bn



Outlook – Well Positioned for Continued Momentum barring External Factors

Strengths

- Strong Brand Reputation known for quality and innovation
- Diversified product portfolio and expertise
- Technology centric solutions catering to future needs of the Industry
- Solid order backlog

Potential Challenges

- Vulnerability to economic downturns
- Low public / private sector investment
- Country's Security / Political environment
- Brain drain



We create technology that the world needs – in

industry, infrastructure, mobility, and healthcare.

These industries are the backbone of our economies – and for all of them, digitalization offers tremendous opportunities to become more competitive, more resilient, and more sustainable.

With our technologies, we empower our customers to accelerate their digital and sustainability transformations. Together we're transforming the everyday, for everyone.

Dr. Roland Busch

President and CEO of Siemens AG



Q&A

| Thank You