

SIEMENS

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

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Name	Khurram Muhammad Siddique
Department	Corporate Secretariat
Telephone	92(21) - 32592403
Fax	
Mobile	
E-mail	khurram.siddique@siemens.com
Internet	www.siemens.com.pk
Your letter of	
Our reference	CS/Ext/2024/294
Date	January 15, 2024

SUBJECT: PRESENTATION CORPORATE BRIEFING SESSION FOR FY 2023

Dear Sir,

Further to our notice dated January 12, 2024 for Corporate Briefing Session (CBS) of the Company "**Siemens (Pakistan) Engineering Co. Limited**" for FY 2023 scheduled to be held on Tuesday, January 16, 2024, at 03:00 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

Siemens (Pakistan) Engg. Co. Ltd.
Corporate Secretariat
Head: Khurram Muhammad Siddique

Postal address:
Siemens (Pakistan) Engg. Co. Ltd.
B-72, Estate Avenue,
S.I.T.E., Karachi
Karachi - 75700

Office address:
Siemens (Pakistan) Engg. Co. Ltd.
B-72, Estate Avenue,
S.I.T.E., Karachi.
Tel: 92(21) 111-077-088

Siemens (Pakistan) Engg. Co. Ltd..
CUIN. Reg. No. 0000617; Reg. Address: B-72, Estate Avenue, S.I.T.E., Karachi.

Siemens (Pakistan) Engineering Co. Ltd.
Annual Corporate Briefing
Session for FY 23

January 16, 2024

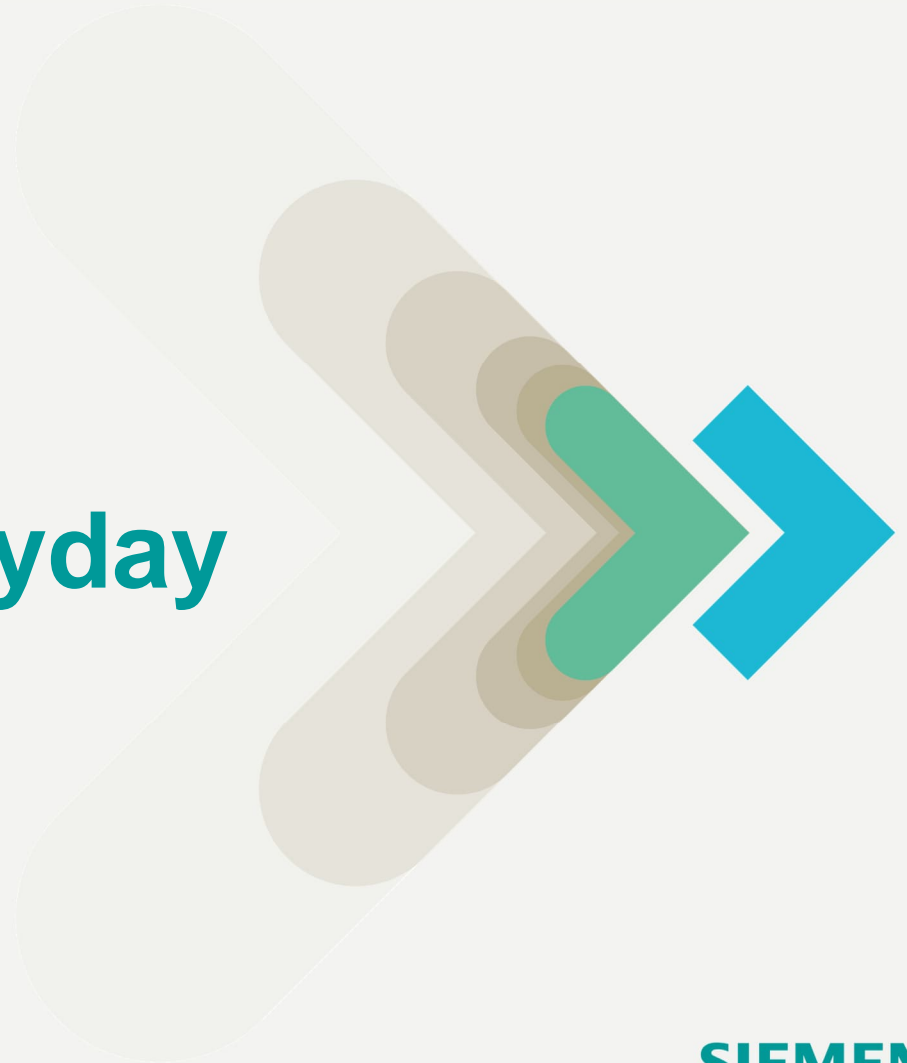


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This presentation has been prepared solely for use at the investor/analyst meet. By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

- 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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Technology to Transform **the Everyday**



Our Four Strategic Priorities

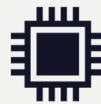
Customer Impact

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.

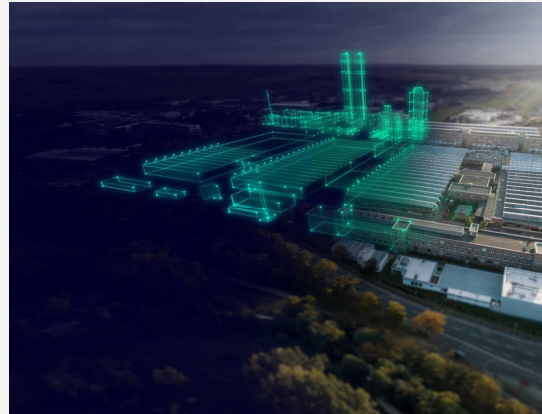


Our Businesses



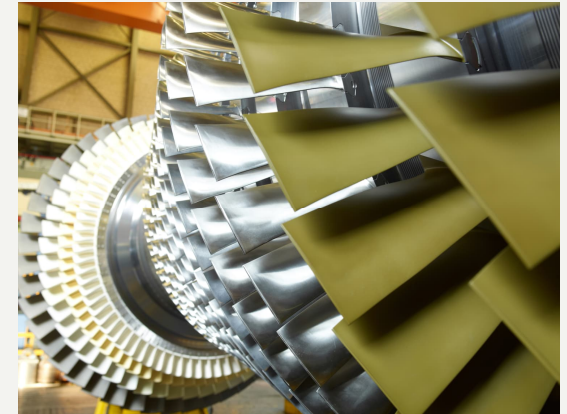
Smart Infrastructure

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



Digital Industries

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



Siemens Energy

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



Smart Infrastructure 1/3

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.

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 incl. connectivity, data analytics and building twin

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



Smart Infrastructure 2/3

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, 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



Smart Infrastructure 3/3

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.

eMobility

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

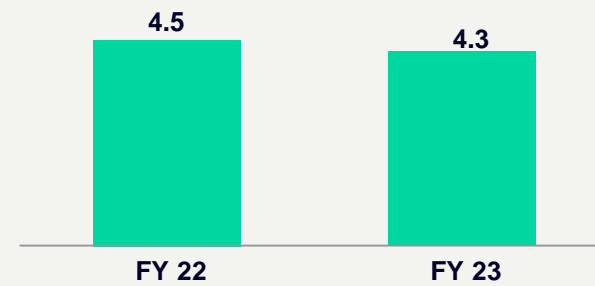
Regional Solutions and Services

- 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

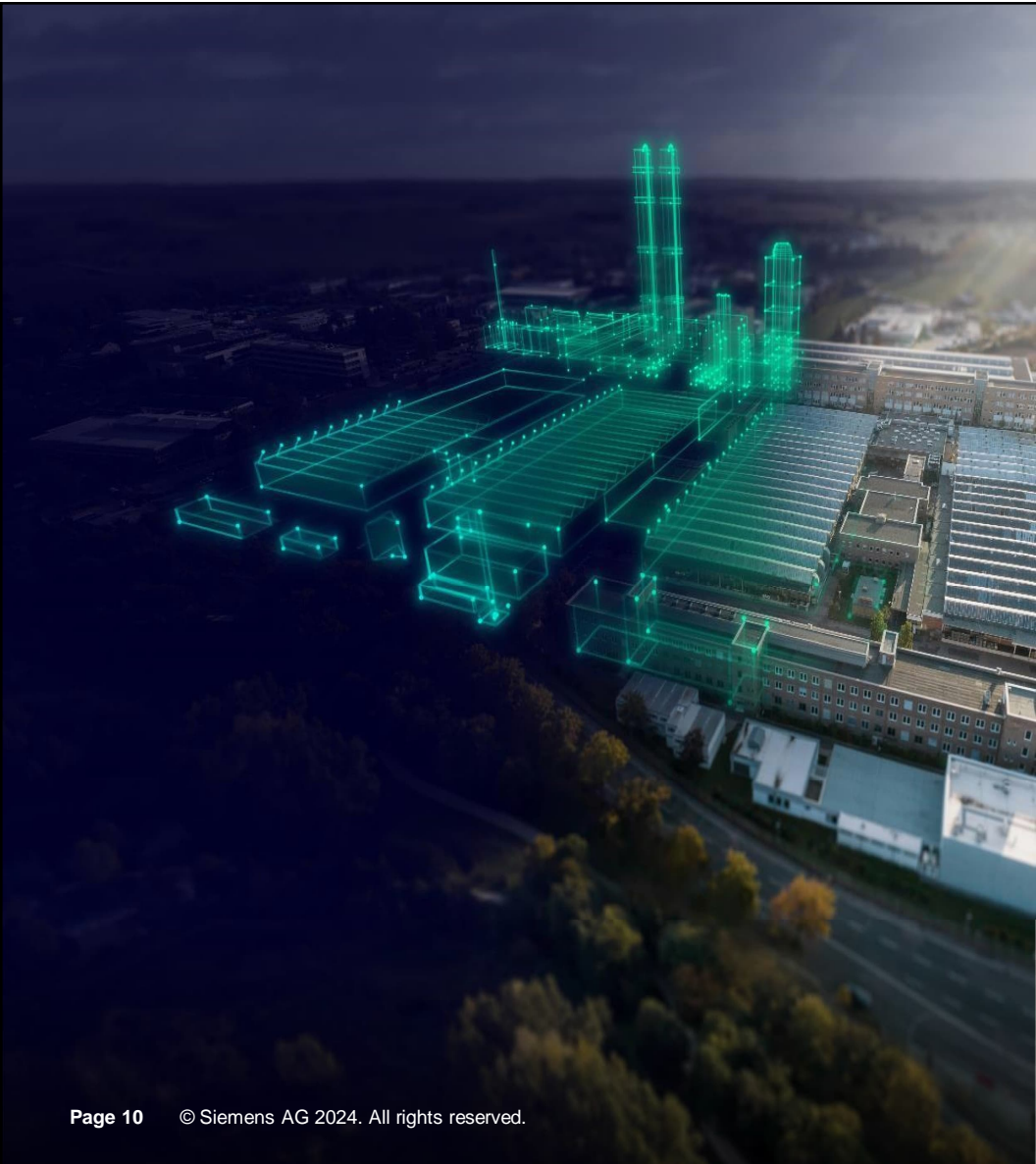


Growth Drivers

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

Challenges

- Import restrictions
- Reduced business confidence
- 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.

Factory Automation

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

Motion Control

- Drives
- Motors
- 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

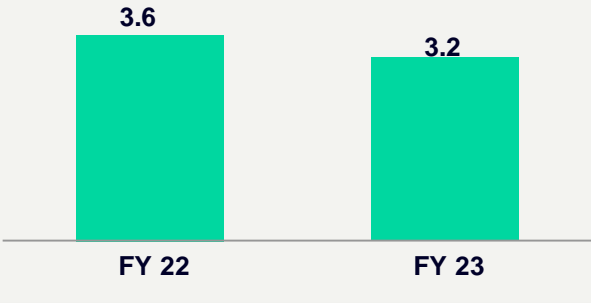
Process Automation

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



Digital Industries

Revenue, billion PKR

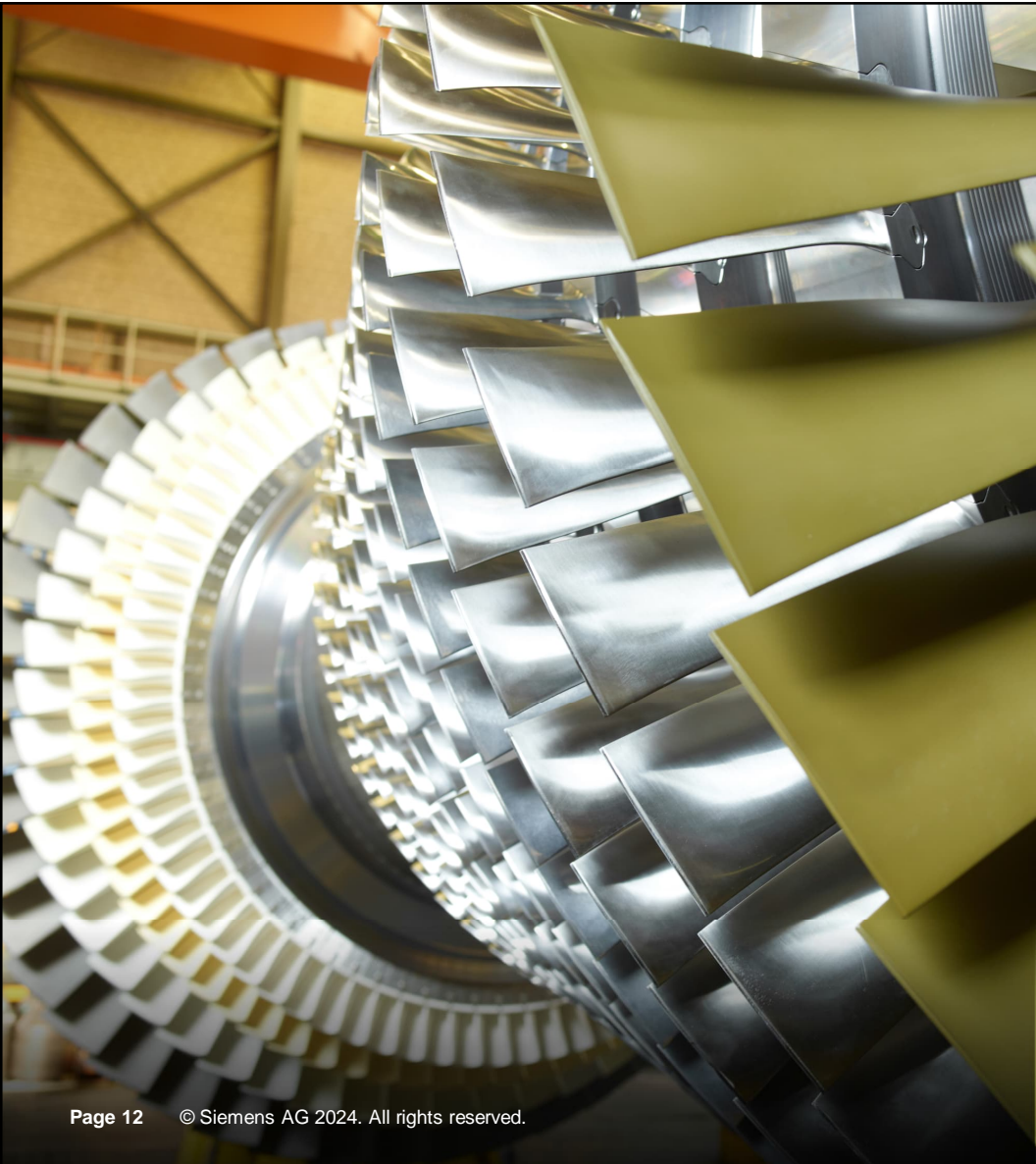


Growth Drivers

- Demand for digital solutions in key industries
- Energy optimization
- Cybersecurity

Challenges

- Reduced business confidence
- Currency volatility



Energy Business

We are 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

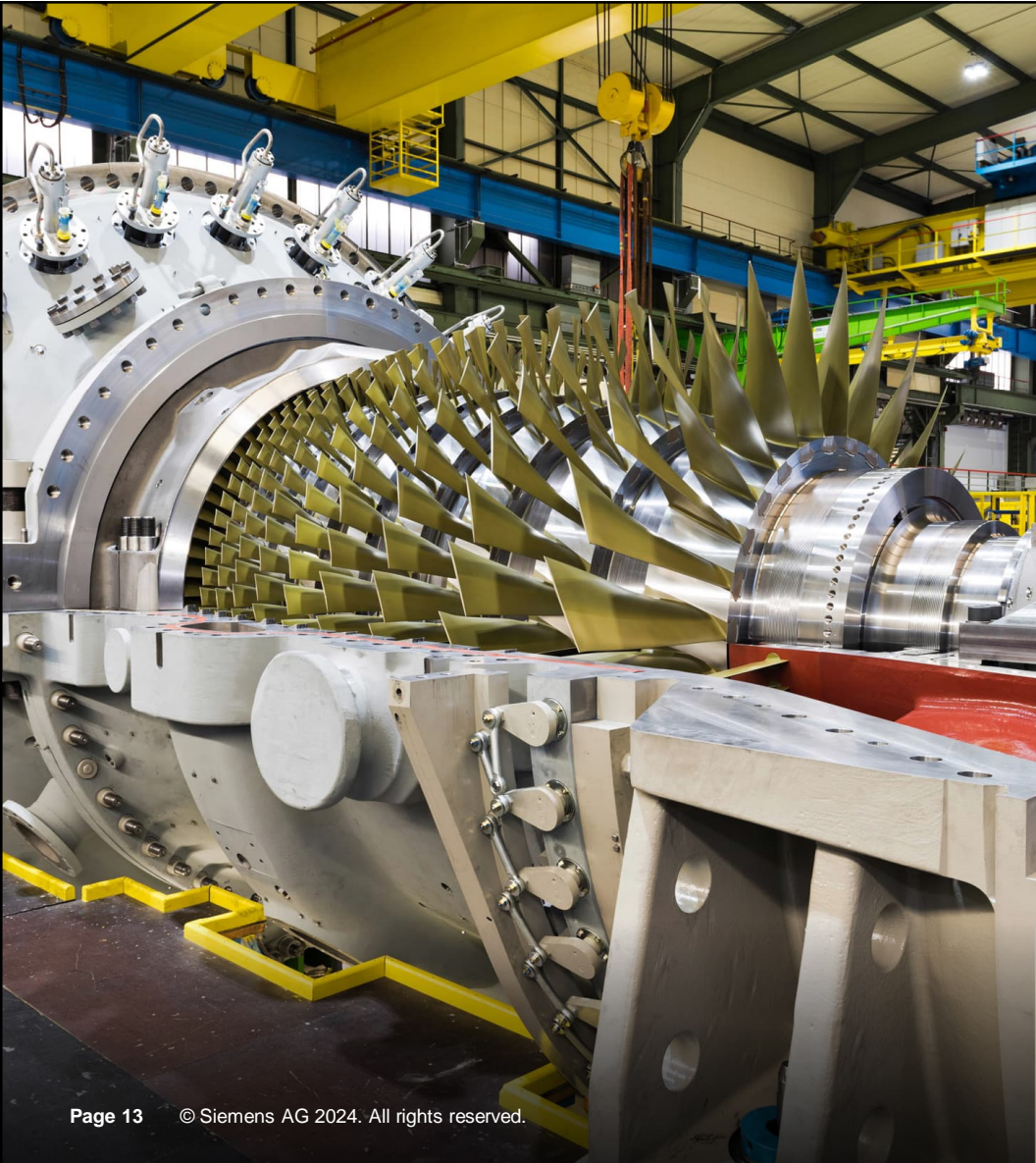
Generation Services

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

Oil and Gas Services

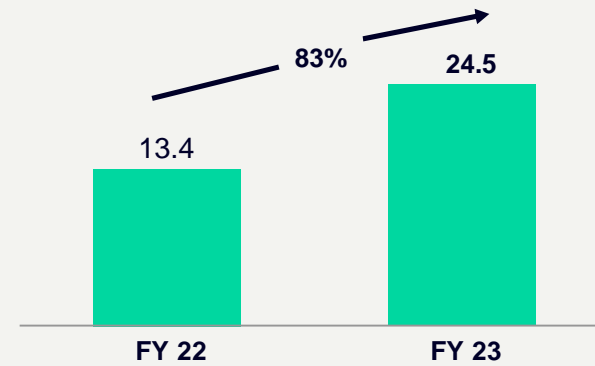
Following services of turbo compressors and reciprocating compressors (This also covers small gas turbines)

- 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 Xcelerator – Siemens Xcelerator is designed to accelerate the digital transformation of our customers



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

Siemens' commitment to sustainability

Our DEGREE framework sets clear priorities



Our value proposition for customers

Decarbonization
and energy efficiency

Resource efficiency
and circularity

People centricity
and societal impact





Corporate Citizenship 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



Corporate Citizenship

Sindh Flood Relief

Siemens Pakistan donated significantly to the Sindh government for flood relief during the 2022 monsoon in Pakistan. Expressing solidarity, Siemens is committed to aiding recovery and standing united with the people of Pakistan during the challenging time.



Corporate Citizenship

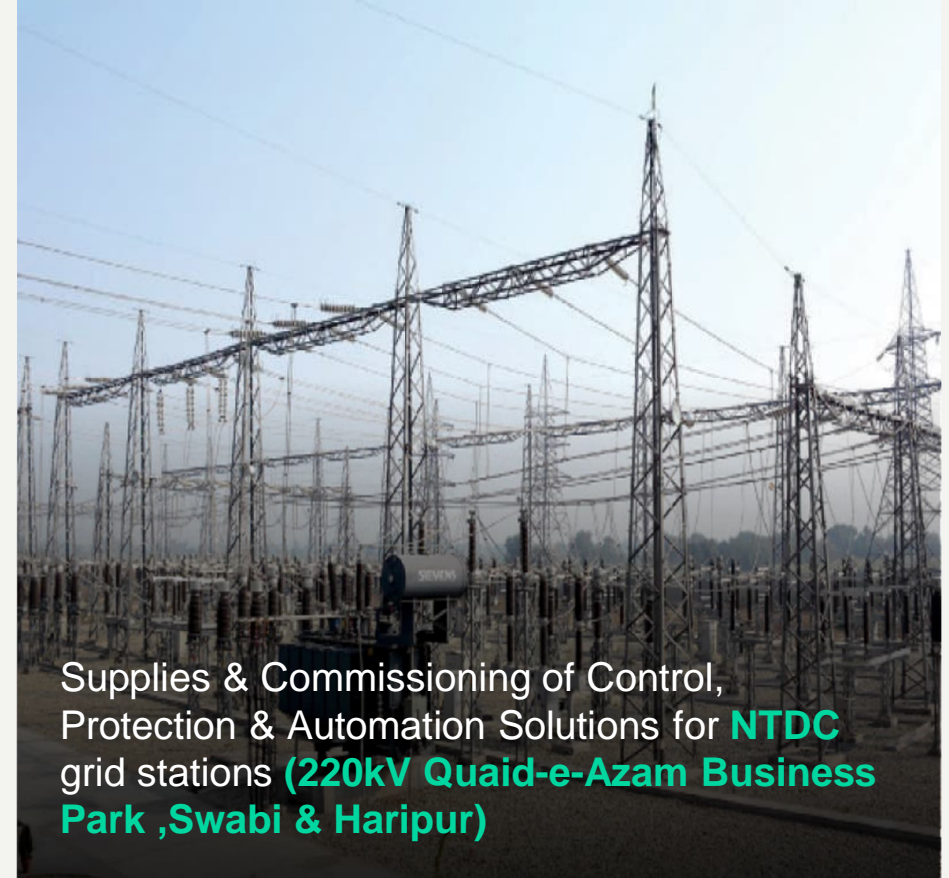
Shana Bashana

"Shana Bashana: Siemens-GIZ in Pakistan promotes gender equality in STEM education. Trained 57 women at Siemens Pakistan, providing technical exposure and workplace inclusivity."

Highlights FY 23



Highlights FY 23 – Acquisition of major orders



Highlights FY 23 – Strong Participation in Energy Exhibition & Conference held in Expo Centre Lahore



Highlights FY 23 – Strong Participation in Industrial Electrical and Electronics & B2B Exhibition of Pakistan held in Expo Centre Karachi



FY 23: We continue to be resilient despite challenging business environment

New Orders

(in PKR)

38 bn



Revenue

(in PKR)

31 bn



Revenue

(y-o-y)

+47%



Gross Profit

(% of revenue)

16.2%



Profit before Tax

(% of revenue)

6%



Earnings per Share

(in PKR)

118



Outlook – Well Positioned for Continued Momentum barring External Factors

Strengths

- Solid order backlog
- Strong product portfolio and expertise
- Transmission capacity gap
- Energy efficiency and decarbonization solution

Potential Challenges

- The company continues to monitor risks including the political and economic situation of the country
- Geopolitical situation and resulting logistics challenges (recent development of Red Sea Crisis)
- High inflationary and external sector pressures
- Challenges in approval of import transactions
- Devaluation of the currency
- Low GDP - projected Pakistan's economic growth for FY'24 approximates 2% of GDP



“The process of invention is useful and clearly successful only when it is closely linked to production for the purpose of solving today’s problems.”

(Werner von Siemens to Engineer Gilli, January 16, 1886)

 **Thank You**