








Siemens Supply Chain Finance Program

FY 2022

Agenda

1	Introduction	
2	Program Benefits	
3	SCF Process	
4	Pricing	
5	Discounting Options and Examples	
6	Enrollment and Next Steps	
7	Questions and Contact Information	
8	Additional Resources	

Introduction to the SCF Program



The Supply Chain Finance (SCF) program uses a 3rd party web-based platform provider (*Orbian) to provide cost-effective receivables financing to Siemens suppliers and sub-contractors.

SCF leverages the financial strength of Siemens to offer **low discount rates** to selected suppliers invited into the program.

*Siemens has selected Orbian to provide the SCF platform. ORBIAN Corp. is an international company founded by SAP and Citibank, now held privately with focus on supply chain finance solutions. Please find more information at www.orbian.com. Orbian is not an affiliate of, or owned by, Siemens.

SCF Benefits at a Glance

1 Cash Flow Improvement

2 Working Capital Improvement

3 Increased Cash Flow Transparency

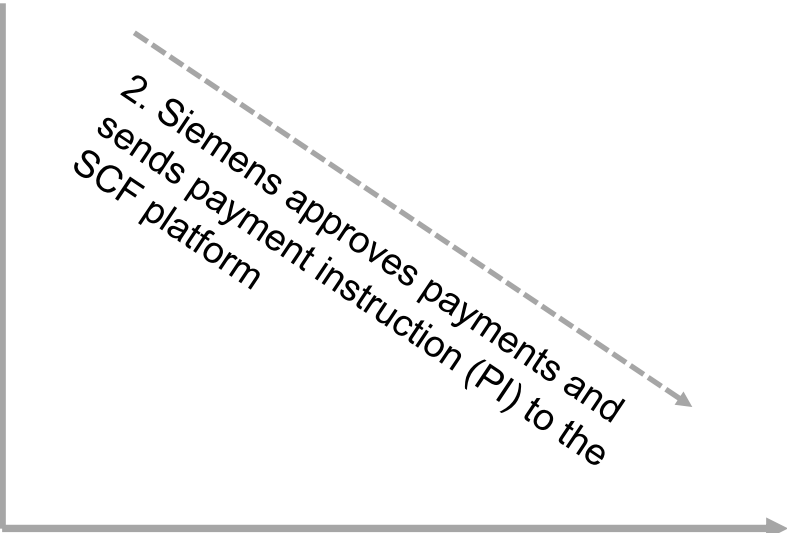
4 Cost Reduction



How does SCF work at Siemens?

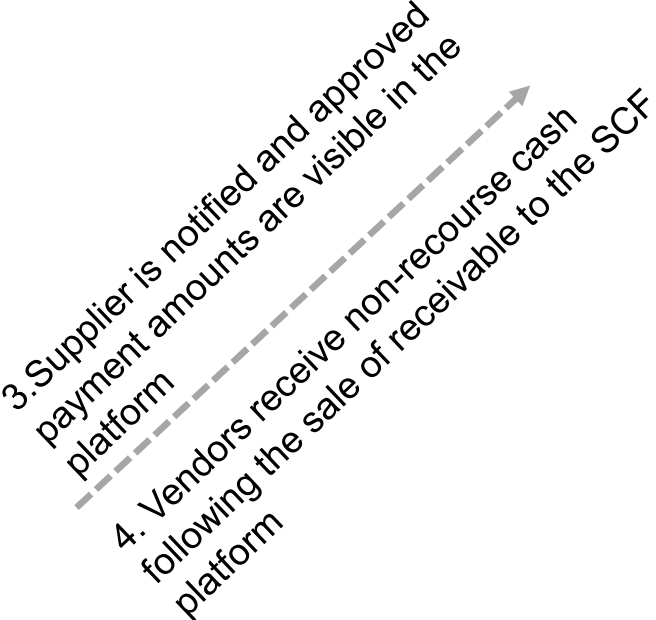


1. Supplier delivers goods and invoices Siemens in **exactly the same way** prior to enrollment



2. Siemens approves payments and sends payment instruction (PI) to the SCF platform

Supply Chain Finance Program



3. Supplier is notified and approved payment amounts are visible in the platform
4. Vendors receive non-recourse cash following the sale of receivable to the SCF platform

5. Siemens makes payment to SCF platform provider at scheduled maturity date

Discounting Options

Automatic Discounting

Upon enrollment, elect to automatically discount all approved Siemens receivables at the applicable discount rate

Manual Discounting

Vendors with annual sales of \$500k+ manually select which Siemens receivables to discount at the applicable discount rate. An additional fee of 0.12% (12 bps) p.a. is added to the discount rate.



How much does the SCF program cost?

- The only cost of the program is the discount charge a supplier pays to receive early payment.
- There are **no fees** to join, maintain, or exit the program.
- The Discount Rate currently offered in the Siemens SCF Program is **tiered**, dependent upon the supplier's total annual sales to Siemens, with a minimum of \$20k.

Annual Sales Level	Annualized Discount Rate
\$500,000+	1.50% + Term SOFR*
\$300,000 - \$499,999	1.75% + Term SOFR*
\$20,000 - \$299,999	2.50% + Term SOFR*

* As referenced in the Orbian Supplier Agreement



Discount Charge Example Supplier with \$500k+ Annual Sales

Payment Terms with Siemens: 120 Days

Siemens Approved Payment Amount: \$10,000

Annualized SCF Discount Rate: 3.1% (assumes Term SOFR @ 1.6 + 1.5%)

Event Scenario	Auto Discount
Day invoice is submitted	Day 0
Payment approved by Siemens and shared with SCF platform	Day 7
Cash received by supplier or sub-contractor	Day 10
Number of days cash received early (“Discounting Period”)	110 Days
Discount charge paid by supplier or sub-contractor (110/360) * .031 * \$10k	\$95
Discount charge as a percentage of the receivable	0.95%
Cash proceeds received by supplier or sub-contractor on Day 10	\$9,905

Interactive Discount Calculator

Supplier or sub-contractor's payment terms with Siemens:

120

Siemens approved payment amount:

10000

Annualized SCF Discount Rate
(Term SOFR+applicable rate%):

2.22

Payment approved by Siemens and shared
with SCF platform on day:

0

Receivable sold to Orbian by supplier or sub on day:

7

Cash received by supplier or sub-contractor on day:
(2 business days + day invoice approved)

10

Number of days cash received early

110

Discount Charge paid by supplier or sub

\$68

Discount Charge as a percentage of the receivable

0.68%

Cash proceeds received by supplier or sub

\$9,932

Calculate

Summary of Benefits



The Siemens Supply Chain Finance (SCF) Program allows suppliers to quickly convert invoices to cash at attractive discounting rates. This cash flow and internal cost improvement may result in more competitive bidding.

Cash Flow Improvement

Working Capital Improvement

Increased Cash Flow Transparency

Cost Reduction

Next Steps

1

- Go to <https://www.orbiansupplier.com>
- Based on the supplier's location of incorporation, use the following enrollment codes:
 US: Siemens2123; Mexico: Siemens2130; Canada: Siemens2125; Germany: Siemens2129;
 UK: Siemens2128; Hong Kong: Siemens2126; Denmark: Siemens2127
- Suppliers in Canada selling to Siemens Canada: Siemens2140
- Follow directions to complete paperwork

2

- Orbian will complete the activation process
- Supplier will receive access to the SCF web portal
- Start converting invoices to cash, fast!



Next Steps – Siemens Energy Suppliers

1

- Go to <https://www.orbiansupplier.com>
- Based on the supplier's location of incorporation, use the following enrollment codes:
US: sie2000; Mexico: sie3000; Canada: sie7000; Germany: sie1000; UK: sie6000;
China: sie4500; Switzerland: sie4000; Singapore: sie5500; Sweden: sie5000
- Follow directions to complete paperwork

2

- Orbian will complete the activation process
- Supplier will receive access to the Siemens Energy SCF web portal
- Start converting invoices to cash, fast!



Thank You!

Douglas Schoch
VP, Relationship Management



Credit Risk Intelligence
Siemens Financial Services

Phone
+1 (732) 590-6582

E-mail
douglas.schoch@siemens.com

Monica Moskowitz
Supply Chain Finance Program Manager

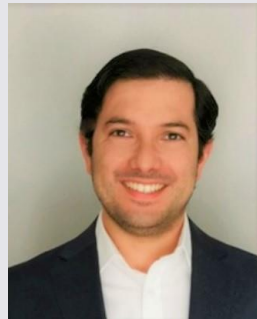


Credit Risk Intelligence
Siemens Financial Services

Phone
+1 (732) 590-2524

E-mail
monica.moskowitz@siemens.com

Eduardo Roxo
Supply Chain Finance Program Manager



Credit Risk Intelligence
Siemens Financial Services

Phone
+1 (848) 359-7129

E-mail
eduardo.roxo@siemens.com

Rillary Gomes Agostinho
Supply Chain Finance Analyst



Credit Risk Intelligence
Siemens Financial Services

E-mail
rillaryagostinho@siemens.com

Additional Resources



Questions about enrollment documentation?

Kayla Iversen
Orbian Documentation Manager
documentation@orbian.com
+1 (760) 891-2300

[Siemens Supply Chain Finance Website \(for suppliers\)](#)

[Siemens Energy Supply Chain Finance Website \(for suppliers to Siemens Energy\)](#)

[Siemens Supply Chain Finance Intranet Site \(for Siemens colleagues\)](#)

[Siemens Energy Supply Chain Finance Intranet Site \(for Siemens Energy colleagues\)](#)

[Current Term SOFR Rates](#)