



SIEMENS

Dr. Gunter Beitinger | Vice President Manufacturing

Welcome to Electronics Works Amberg (EWA)

Investors & Analysts – Site Visit EWA | September 29, 2015

Notes and forward-looking statements

This document contains statements related to our future business and financial performance and future events or developments involving Siemens that may constitute forward-looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. We may also make forward-looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of Siemens’ management, of which many are beyond Siemens’ control. These are subject to a number of risks, uncertainties and factors, including, but not limited to those described in disclosures, in particular in the chapter Risks in the Annual Report. Should one or more of these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of Siemens may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward-looking statement. Siemens neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

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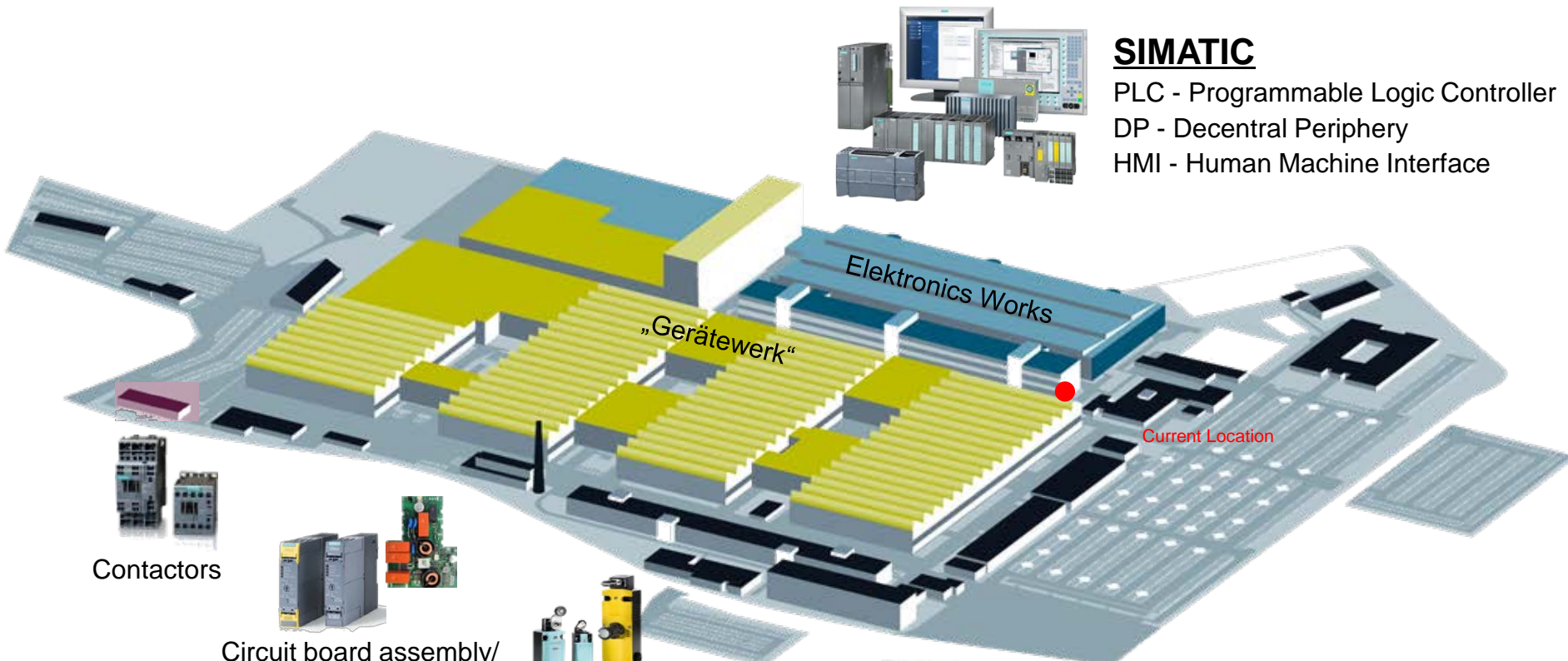
Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Site Amberg Plants & Products

SIEMENS

SIMATIC

PLC - Programmable Logic Controller
DP - Decentral Periphery
HMI - Human Machine Interface



Contactors



Circuit board assembly/
Electronic Products



Push buttons and
signal columns



Production metal parts
and assembly groups



SIRIUS

Electronics Works Amberg

The Factory of Automation Systems of Siemens

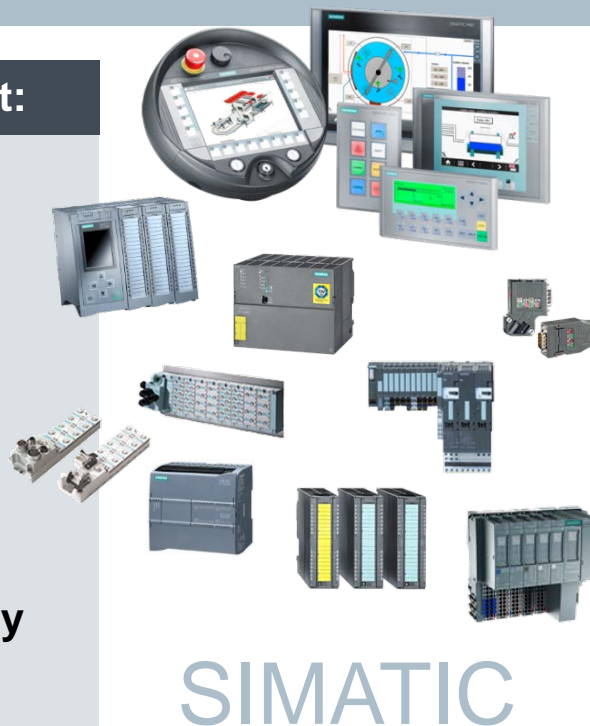
Vision & Mission Statement:

Vision

- Perfection for our Customers

Mission

- Quality First
- Highest Delivery Performance
- Innovation, Sustainability and our Culture



People, Products & Processes:

People

- Approx. 1.200 highly dedicated & qualified employees

Products

- Approx. 1.000 variants to control, operate & observe

Processes

- Approx. 1 product per second leaves the 10.000 m² floor space

Lean Enterprise Principles

Elimination of Waste
Continuous Learning
Reduction of Complexity

Staying Competitive in a dynamic Business Environment through

- Reducing Time-to-market
- Enhancing Flexibility
- Increasing Efficiency

Digital Enterprise Principles

Efficient Information Flow
Transparency in Real-time
to master Complexity

EWA - Key areas where a Digital Enterprise solution will provide significant progress

Reducing time-to-market



- Shorter innovation cycles
- More complex products
- Bigger but smarter data volumes

- About **5000 work plan changes** per year (20% due to component discontinuation)
- More than **120 variant types** are built per day, based on 75% automation
- Collection of ~ **50 Mio. process & product** relevant data per day

Enhancing flexibility



- Mass customization
- Volatile markets
- Highest productivity

- About **350 changeovers** over all workplaces per day
- At least **99.5% delivery reliability** in combination with 24 hour delivery time
- Available **20% personal capacity flexibility** to cover unplanned volume peaks

Increasing efficiency

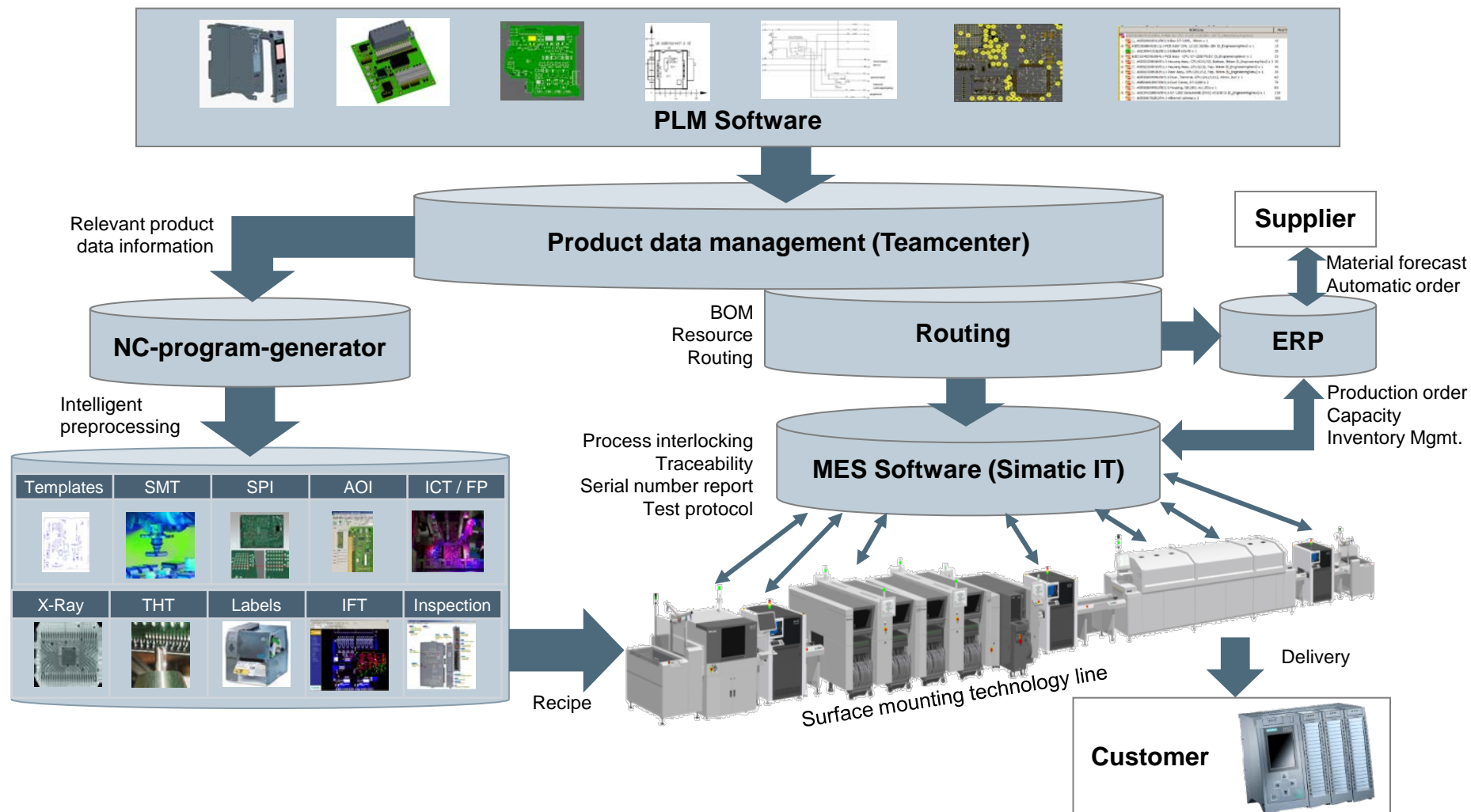


- Optimal capacity utilization
- Highest quality standards
- Efficient resource utilization

- More than **75% line utilization** (plus 20% flexibility)
- Less than 11 dpm-A equals **99.9988%** built in quality
- ~ **33% increase** of shop floor utilization per year

Electronic Works Amberg

Consistency from design to production



Manufacturing @ DF FA

SEWC – a genetic twin of EWA with the same DNA

Siemens Electronics Works Chengdu

Foundation: September 2013

Province: Sichuan / China

450 employees

3,100 m² floor space



Source: Wikipedia

EWA & SEWC SIMATIC produces SIMATIC

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Thank you
for your
attention



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Amberg, September 29, 2015

Investors & Analysts – Site Visit EWA | Dr. Beitinger

Information Preparation plant tour

**Takeaway information
material in the foyer!**



Kindly observe:



Taking pictures is prohibited

**Don't interfere with running
machines and systems!**

Personal protective equipment:



Button up the coats