

# ONE

## Next stage of growth – AI-powered Life Sciences

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CEO Smart Infrastructure Buildings

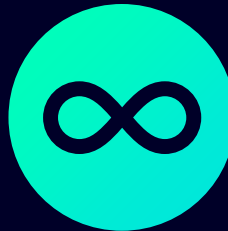
**Axel Lorenz**

CEO Digital Industries Process Automation

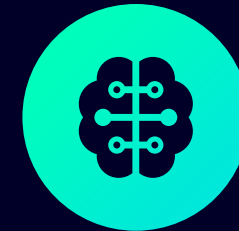
# ONE



We are in the sweet spot  
of the attractive market  
life sciences

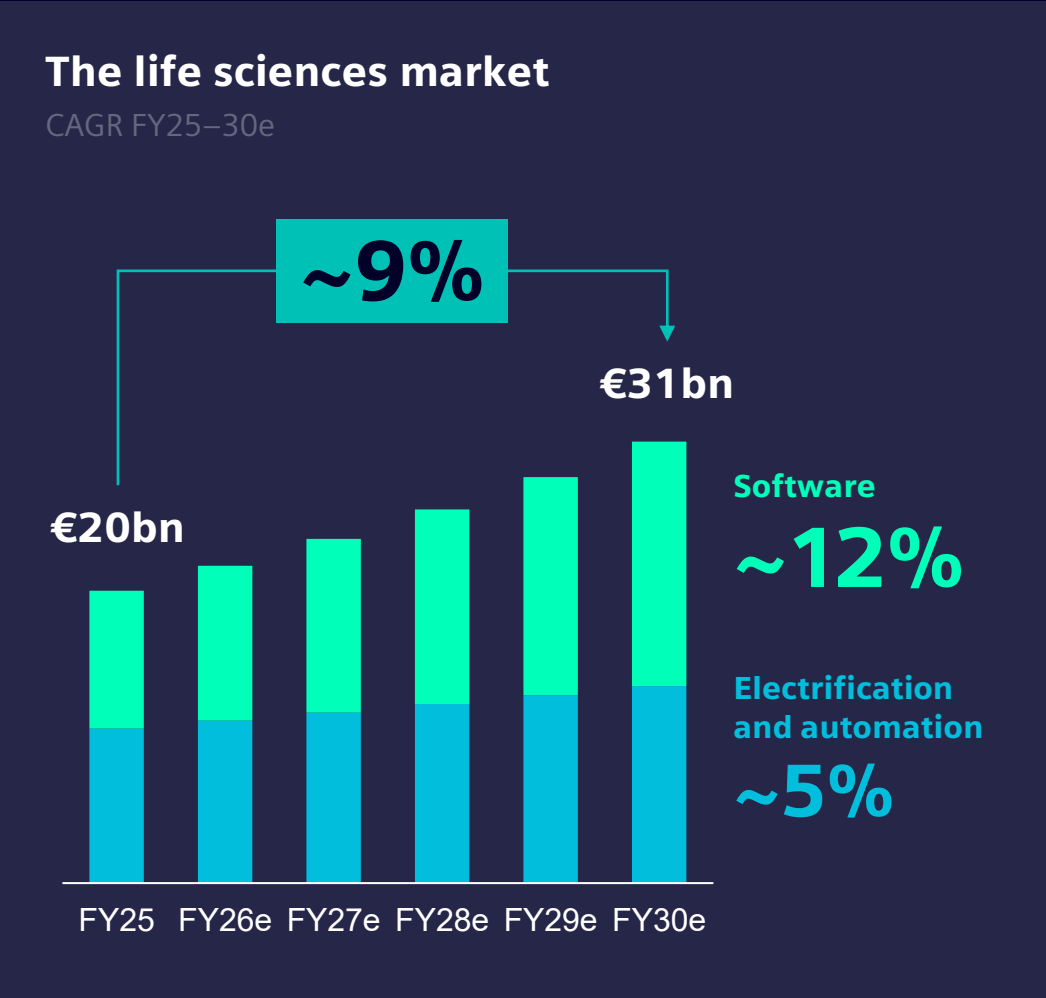


We accelerate  
transformation with the  
most complete and  
integrated portfolio



We enable a data and  
AI-powered industry  
and infrastructure

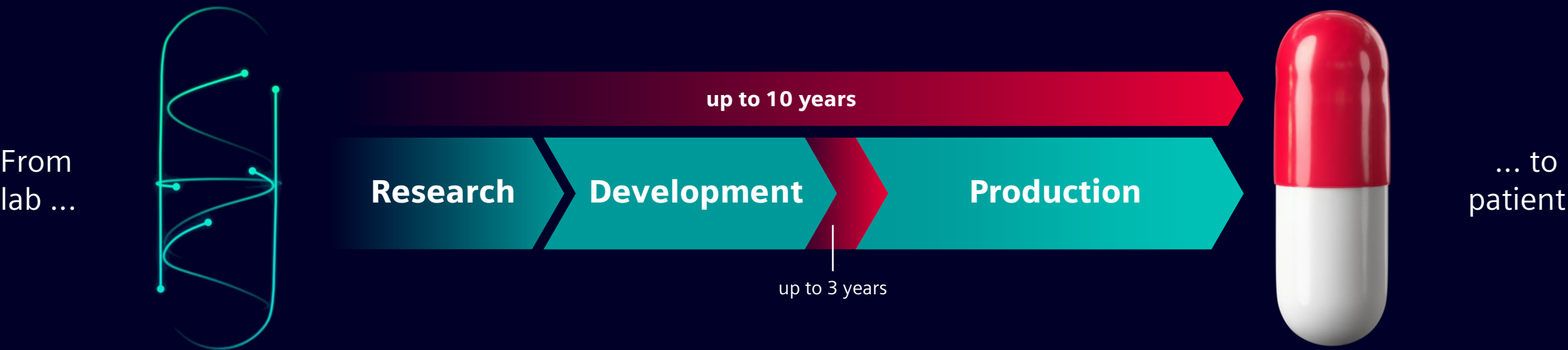
# Life sciences – a rapidly growing and transforming market



- Life sciences is growing fast and innovating globally
- Increasing demand
  - Biotech and new treatments
  - Geopolitical uncertainties
  - Digitalization



# Shorten the path from lab to patient: Win the race against time



**\$1.4m**

average loss of launch  
delay per drug,  
per day

Source: [Contract Pharma](#)

**\$50m**

value of single  
manufacturing  
batch in Biotech

Source: [ScienceDirect](#)

**\$2.2bn**

average pharma  
R&D cost per asset

Source: [Deloitte](#)

**1.2%**

average ROI from  
R&D in 2022  
vs. 6.5% in 2014

Source: [Deloitte](#)

# Ready to leverage technologies

Siemens has a very strong footprint in the life sciences industry



## Pfizer

Faster production, more flexible and sustainable site

Siemens as a single-source provider of industrial solutions, from initial design to the running system

**+40%**  
more energy-efficient

## Bayer

Integrated IT/OT solutions for large scale automated production

MES for easier handling of changes in the automation system

Change to paperless documentation

**-80%**  
less time and effort

## Merck

Plug and produce for faster and more flexible production

Module Type Package technology enables rapid integration of production modules

**-80%**  
less engineering effort

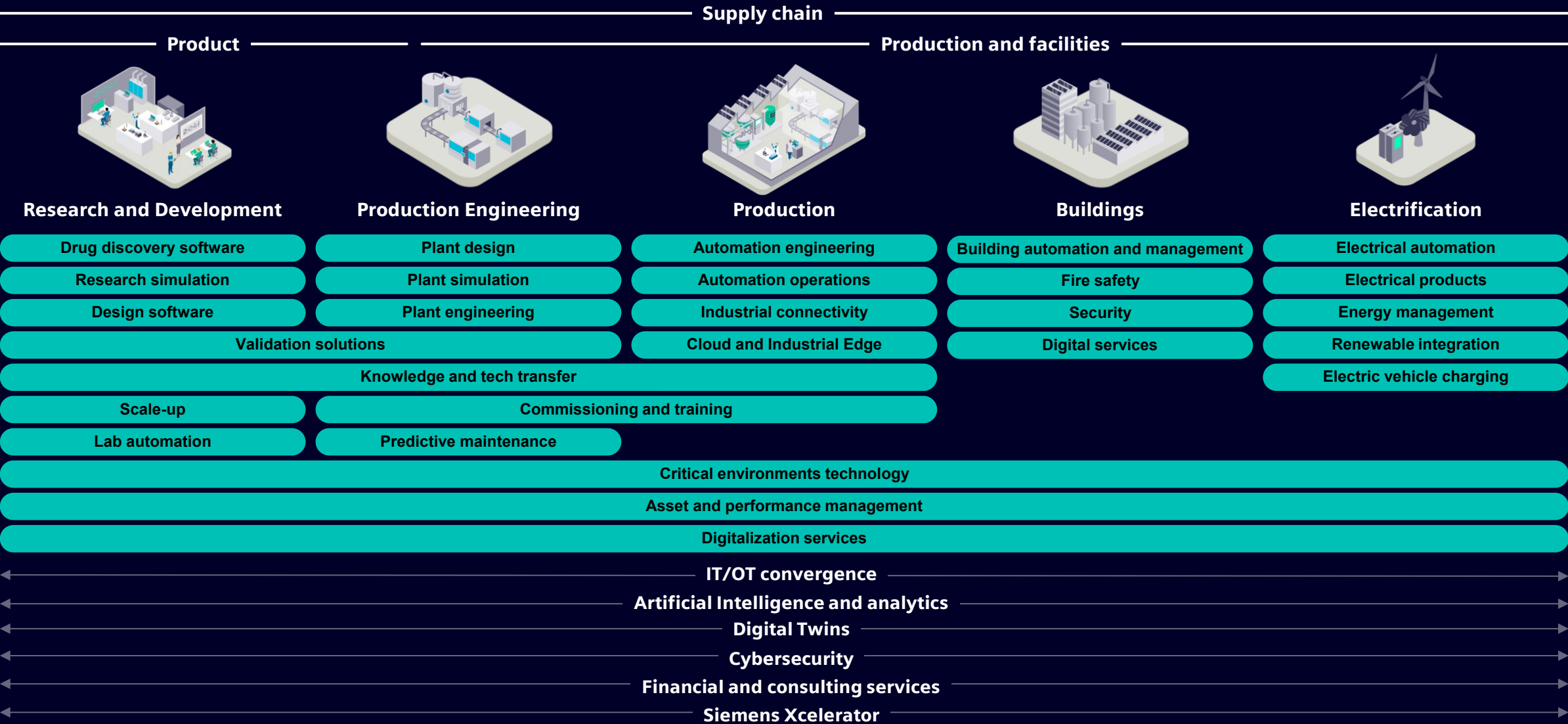
## GSK

Digital Twins for accelerated vaccine development

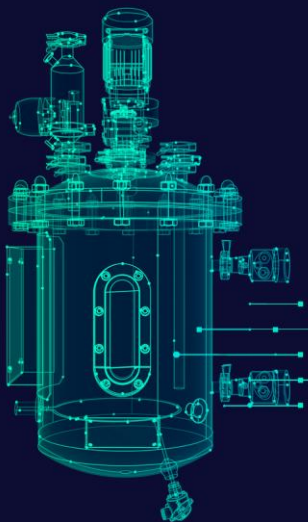
Significantly shorter development times, making vaccines available faster and in optimal quality

**-25%**  
less physical experiments

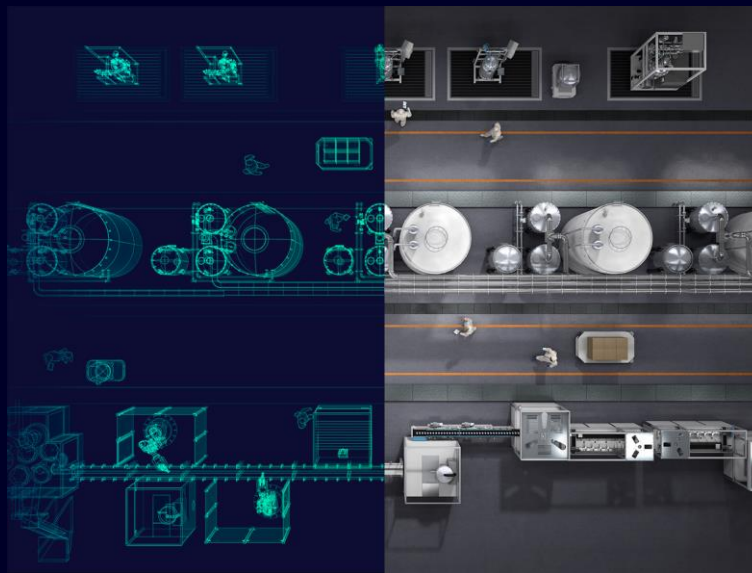
# Siemens offers end-to-end solutions across the life sciences value chain



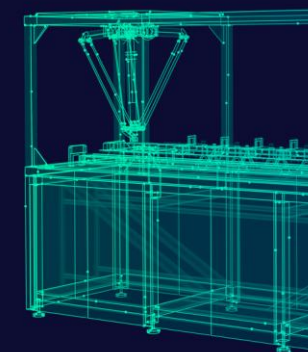
# Accelerate transformation in...



...design and  
development



...smart  
production



...equipment  
engineering



# Accelerate transformation in design and development

By using Digital  
Twins and AI  
simulation

UP TO

**30%**

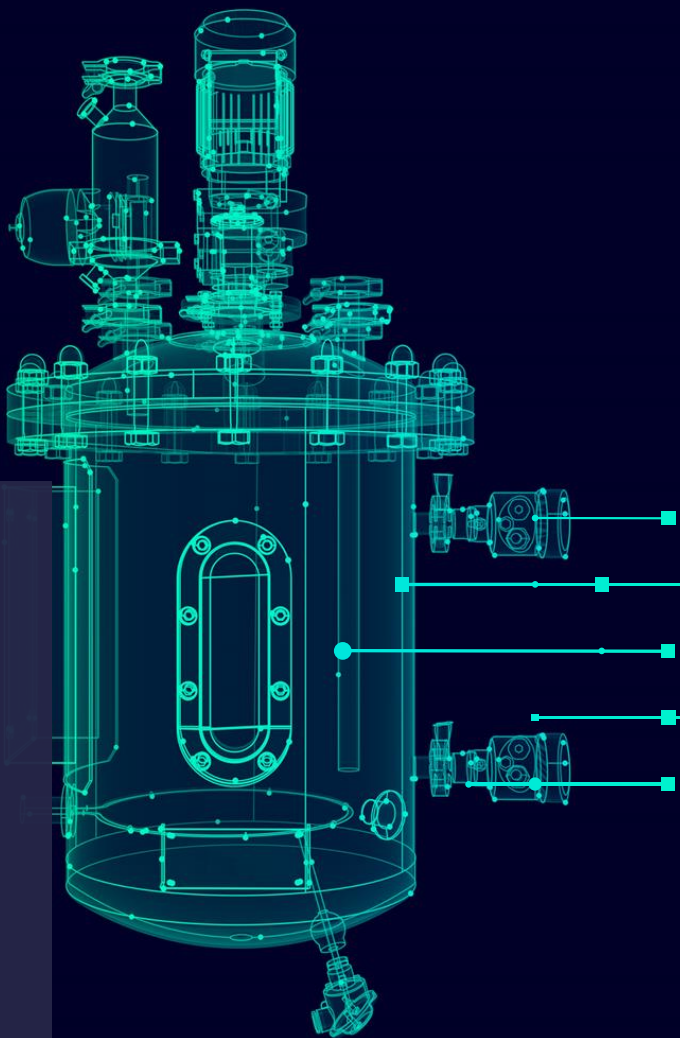
less raw  
material use

By using AI  
enabled room  
automation

UP TO

**80%**

faster lab design  
and planning





# Accelerate transformation in smart production

By streamlining  
workflows with  
Digital Twin and  
AI technologies

UP TO

**50%**

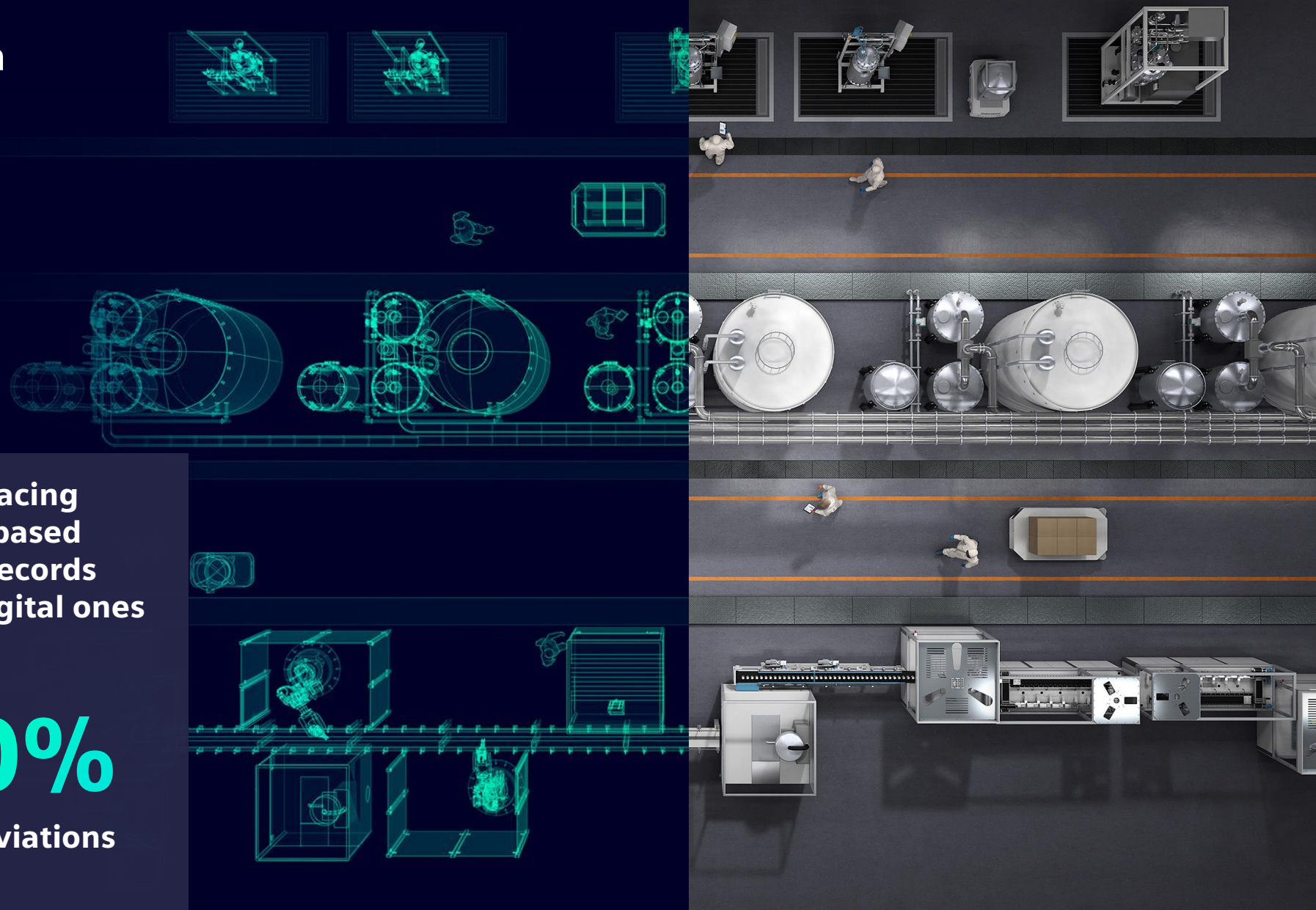
reduced time-  
to-market

By replacing  
paper-based  
batch records  
with digital ones

UP TO

**80%**

less deviations



# Accelerate transformation in equipment engineering

By building  
Digital Twin of  
consumables  
and equipment

UP TO

**15%**

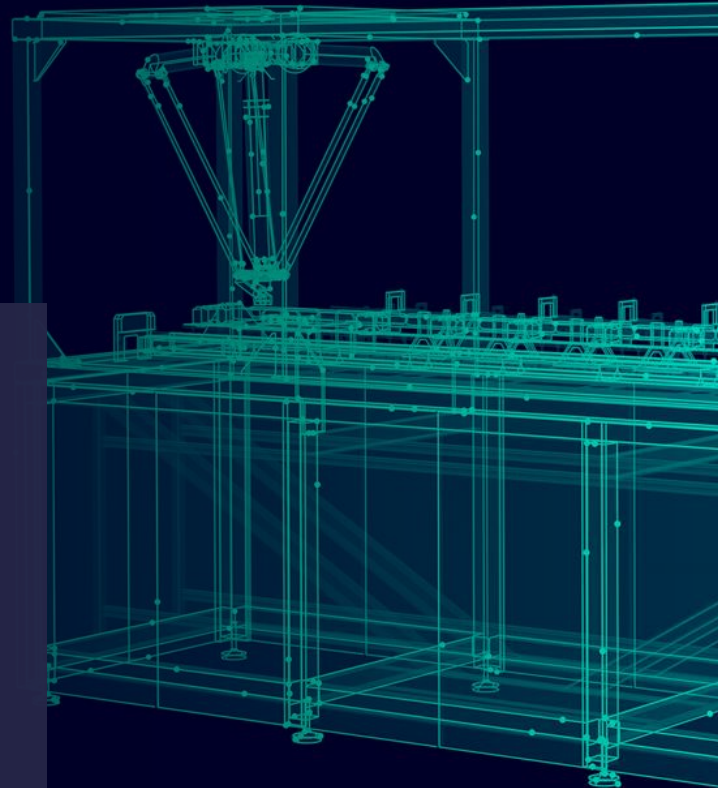
less project time

By smart data  
processing with  
Industrial Edge

UP TO

**30%**

downtime  
reduction



# What's next?

## Data and AI-powered insights – exemplary offerings

Building X

Cost optimization and compliance



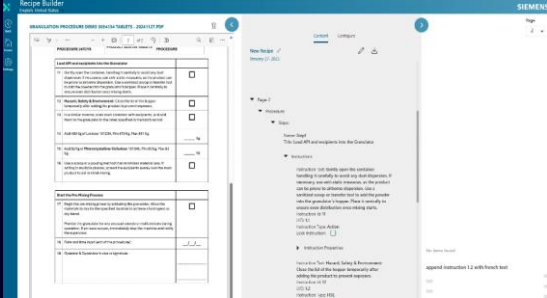
Executable Digital Twin

Increase process efficiency




Recipe Builder

Accelerate pharmaceutical recipe creation



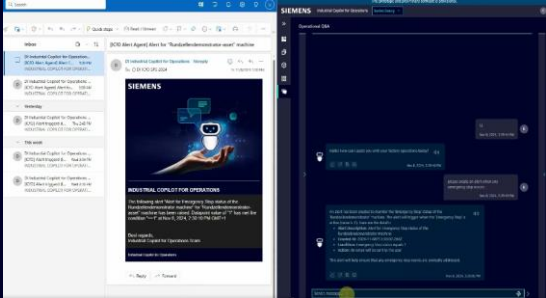
Simulating complex labs

AI powered Digital Twins optimizing lab safety and efficiency



Gen-AI-powered assistant

Increase operational transparency



AI-powered execution copilot

Unlock production insights

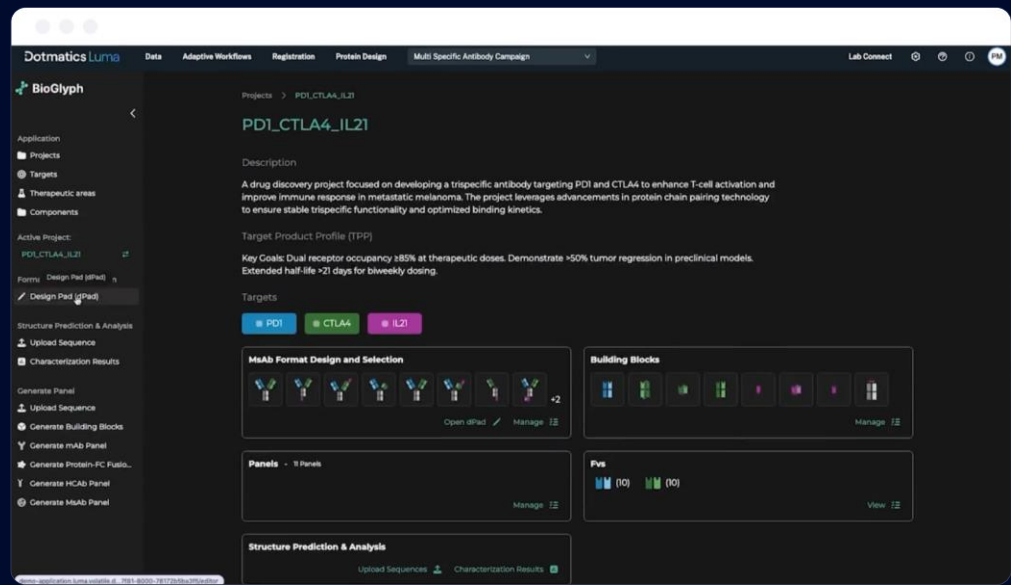






# What's next?

## Data and AI-powered insights – applying Siemens' proven value creation playbook to Life Sciences



Dotmatics

Expanding Siemens' market leading position in Industrial Software by **extending AI-powered PLM portfolio** into Life Sciences

Creating **end-to-end digital thread that connects data** from research through to production helping customers to innovate even faster

Structural factors driving need for digital transformation in Life Sciences with **Data and AI as game changer to win the race against time**



## We are in the sweet spot of the attractive market life sciences

Life Sciences is growing ~9% CAGR over the next five years.

Siemens has a very strong footprint in the life sciences industry.

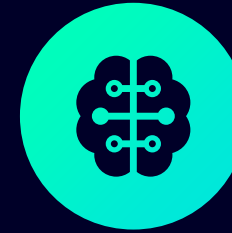
We continue our profitable growth and with Dotmatics we expand into a new market segment.



## We accelerate transformation with our portfolio

Siemens connects the real and digital worlds with the most complete end-to-end portfolio from electrification to automation to digitalization.

We accelerate innovation across the entire lifecycle, empowering industries with integrated technologies and unmatched domain expertise.



## We enable a data and AI-powered industry and infrastructure

Siemens' AI offerings today already result in faster time to market, reduced material consumption, and lower energy usage.

With Dotmatics we make our customers AI ready, enabling multimodal drug development.

# Safe harbor statement

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