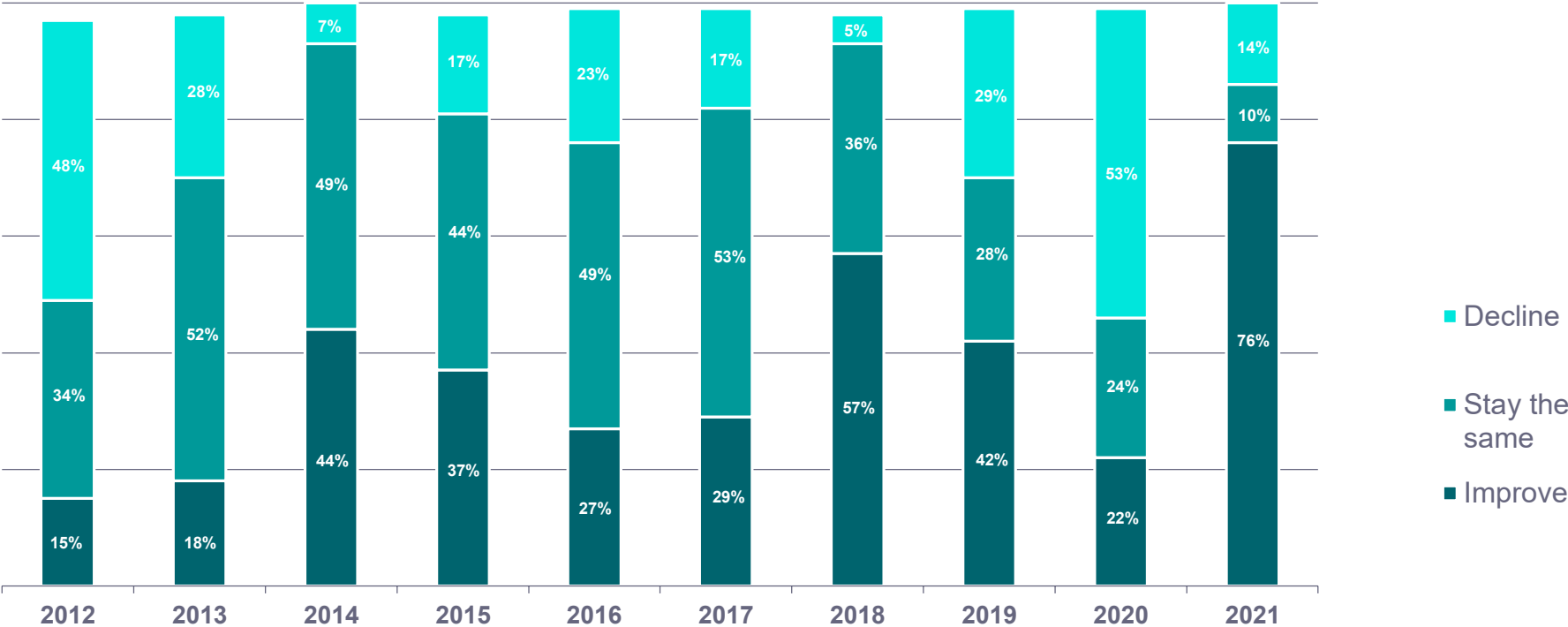




# Meeting Financing Needs of Manufacturers Post-Pandemic

Date: 05/06/2021

# Do you believe global economic growth will improve, stay the same or decline over the next 12 months?



Source: PWC 24th Annual Global CEO Survey. Note: From 2012 to 2014, respondents were asked, "Do you believe the global economy will improve, stay the same or decline over the next 12 months?"

## Standard & Poor's COVID-19 Industry impact

- Packaging
- Media & telecoms
- Healthcare & Pharma
- Utilities
- Waste Management
- Transmissions & distribution

**LOW**

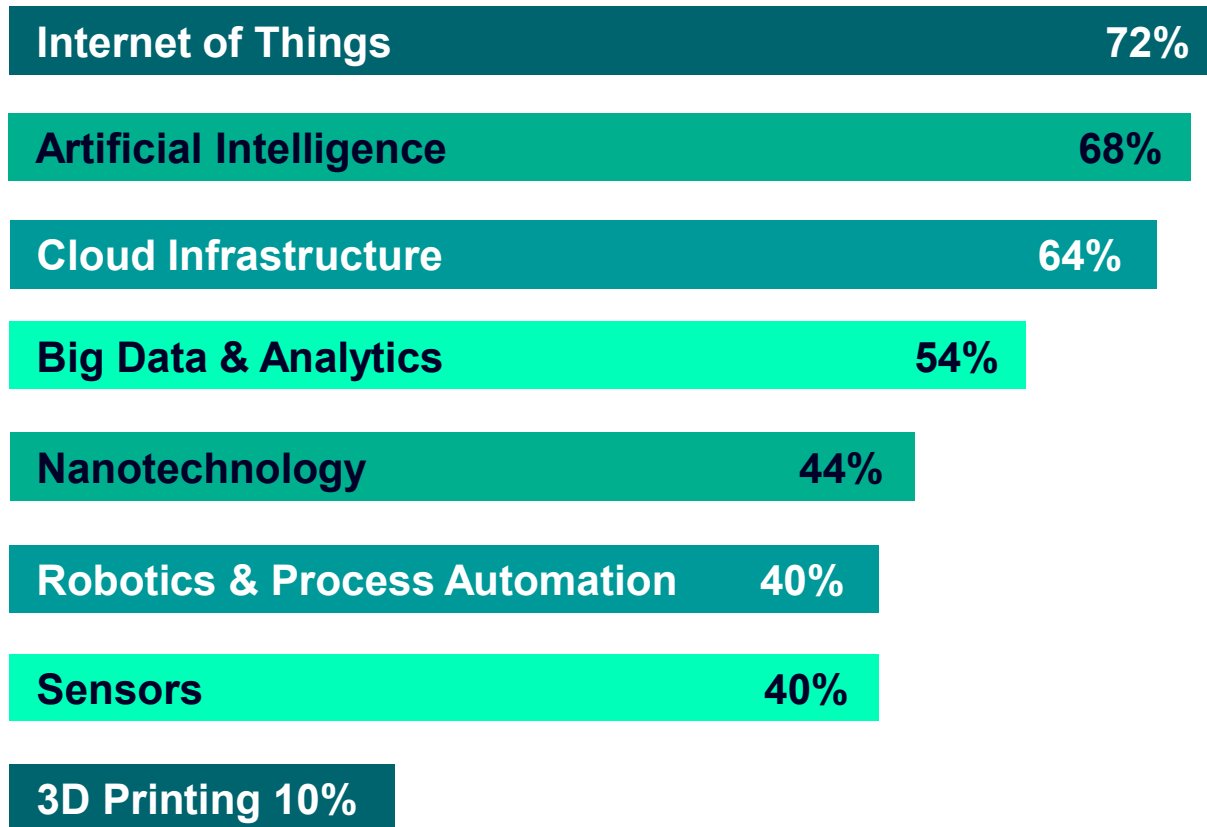
- Consumer products
- Metals & mining
- Oil & gas
- Chemicals
- Materials, buildings & construction
- Technology
- Capital goods
- Transportation freight
- Business services
- Financial institutions

**MEDIUM**

- Auto
- Transportation
- Gaming, leisure & lodging, incl. tourism
- Retail & restaurants

**HIGH**

## Which Industry 4.0 technologies are expected to have the most profound impact on your organization?



### Five manufacturing tech trends to look for in 2021



Increased investment in IOT



Supportive IT Infrastructure



Surge in 3D printing



Move to Glocalization



Human-Centered AI

#### Source

Deloitte Global Analysis. Accelerating smart manufacturing – the value of an ecosystem approach, respondents were asked “which Industry 4.0 technologies are expected to have the most profound impact on your organization”.  
Forbes – Six Manufacturing Tech Trends to look for in 2021

## Key research & insights

**\$567** billion in investment funds are needed globally for digital transformation over the next five years

**5-7** years is the window of opportunity to gain competitive advantage from digital transformation, afterwards manufacturers will be playing catch-up

**62%** of surveyed manufacturers are forging ahead with smart manufacturing investments

**Billions** of “frozen” CAPEX and OPEX can be unlocked to weather the economic storm and avoid project delays with private sector finance

**Many** manufacturers are utilizing smart finance to capitalize on the low borrowing rates

**Sources**  
2020 Deloitte and MAPI Smart Manufacturing Ecosystem study, Forbes, 2021. Six Manufacturing Tech Trends to look for in 2021. McKinsey, *Manufacturing's next act*, June 2015; Siemens Financial Services, The Digitalization Productivity Bonus, April 2017; The Deloitte Review, *Industry 4.0 – are you ready?*, January 2018; KPMG, *Rethink Manufacturing*, April 2017; Cisco, *Accelerating; Industry 4.0*, April 2017; European Commission, *Analysis of National Initiatives for Digitising Industry across the EU*, 21 Nov. 2017; European Parliament, *Industry 4.0*, February 2016; PricewaterhouseCoopers, *Leading from the front: Redesigning finance for the digital age*, 2017; Ernst & Young, *The role of CFO and finance function in a 4.0 world*.

## Siemens Financial Services (SFS) - COF Americas

What sets us apart

What sets  
us **apart?**

For more information and contacts

[www.usa.siemens.com/finance](http://www.usa.siemens.com/finance)

**Easier financing** – Through exceptional customer service and seamless processes

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**Customized solutions** that build on a combination of financial expertise and industry know-how

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**Unique financing** solutions for each market, tailored to meet each customer's individual needs

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**Smooth implementation** of complex transactions through the global Siemens network

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**Our expertise** in country-specific tax and legal systems

**SIEMENS**

## SFS: Who We Are

Finance that makes a difference

Siemens combines the industry experience needed to understand your individual vision with the **financial know-how** required to bring it to life.



**40+ years** of experience working within the equipment and technology finance market



**Flexible solutions** tailored to meet customer-specific needs



We have more than **250,000 customers** across the globe

### SFS' portfolio of products



**Extended Payment Terms**



**Loans**

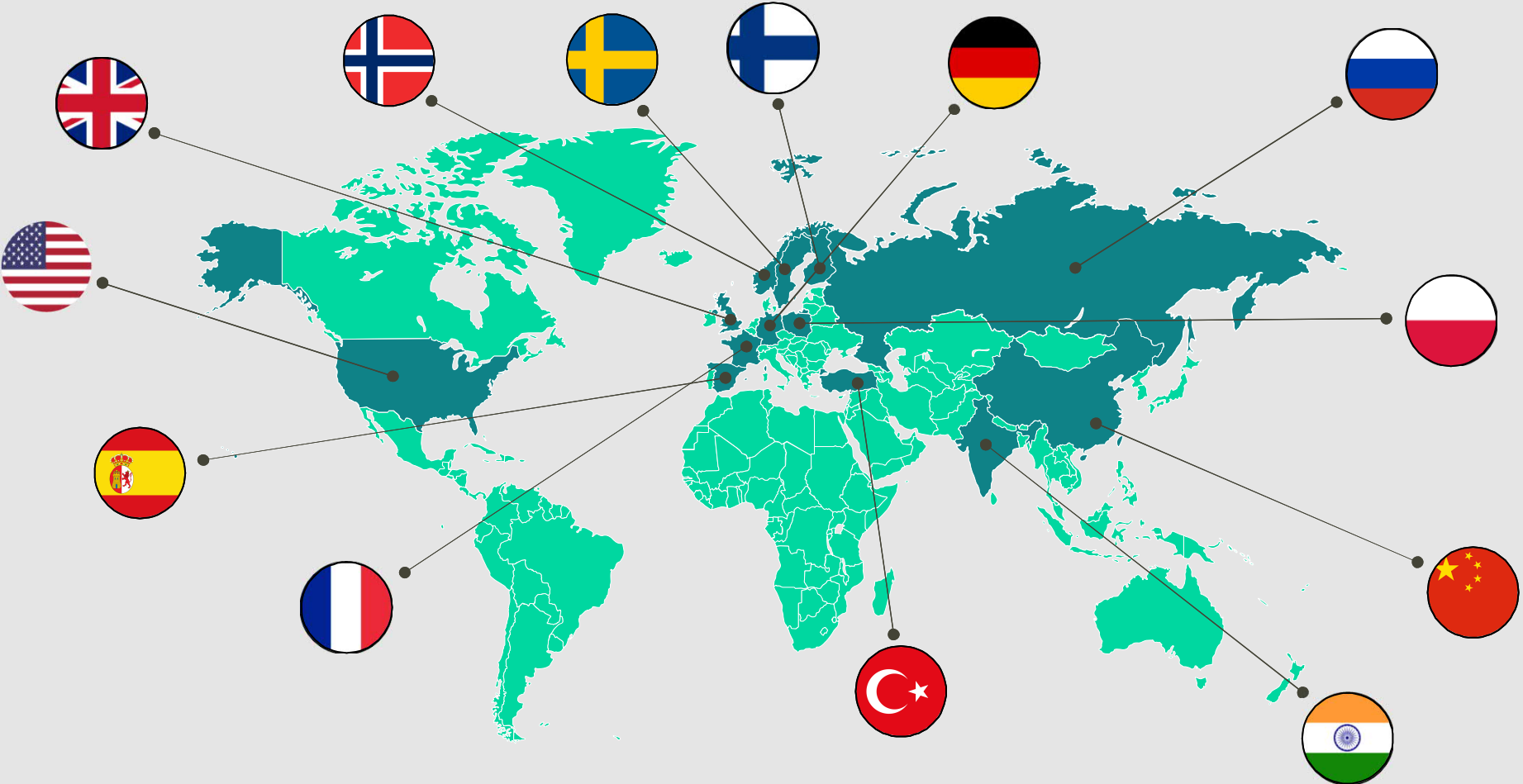


**FMV Leases (Residual Value)**



**Tax-Exempt Financing**

# A global footprint





## SFS' Value Proposition

SFS provides financing solutions to empower customers to meet their **business goals**.

Throughout years of supporting our customers, we have gained firsthand experience within their respective markets. This means we can create solutions that help our customers **become more successful in their markets**.

We leverage our long-term relationship and technology know-how to **facilitate growth, build value, enhance competitiveness and help customers access new technologies**.

**We have a proven track record of helping organizations...**



Enhance  
customer  
retention



Minimize  
Risk



Expand sales  
opportunities



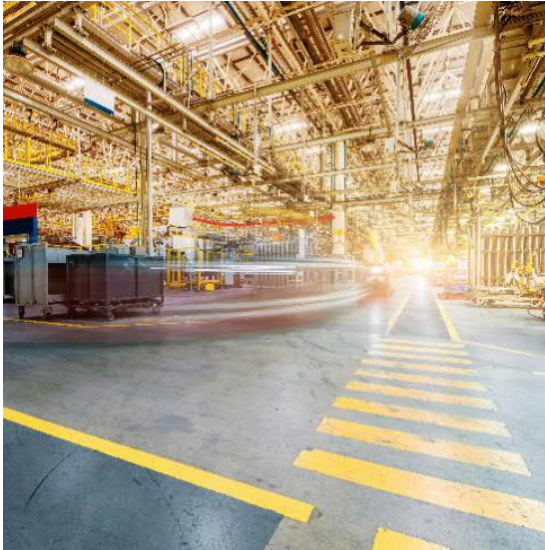
Optimize  
cash flow



Support  
growth

# Target Markets

## Industrial



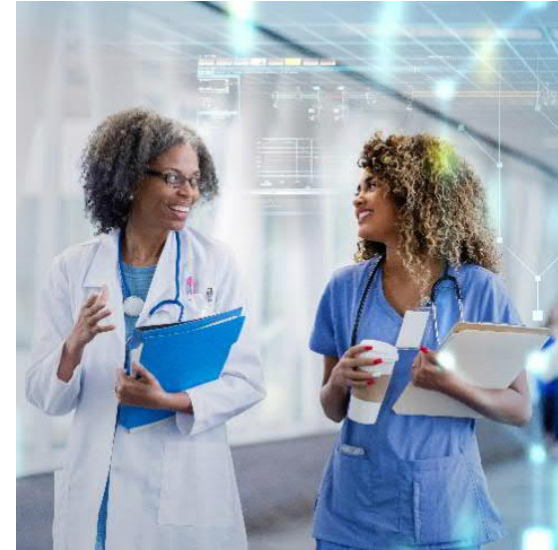
- Manufacturing
- Production
- Construction
- Aerospace
- Food and Beverage

## Infrastructure



- Factories & Plants
- Commercial Treatment Facilities
- Commercial Buildings
- Municipalities
- Universities and Educational Systems

## Healthcare



- Hospitals
- Health Centers
- Community Healthcare Centers
- Imaging Centers

## Key products

### Extended Payment Terms

Get up to 180 days to settle your invoices



Enhances budget flexibility



Simple to set up and easy to use



Repay anytime before the due date

### As-a-Service Models

All inclusive service payments



Installation and roll-out costs included



Predictable fixed payments



Easy to budget

### Software Financing

A payment plan when investing in new licenses



Get the software you need



Optimizes working capital



Installation and roll-out costs included

### Equipment Finance

Individual payment plan



Pay as you use new equipment



Credit lines remain untouched

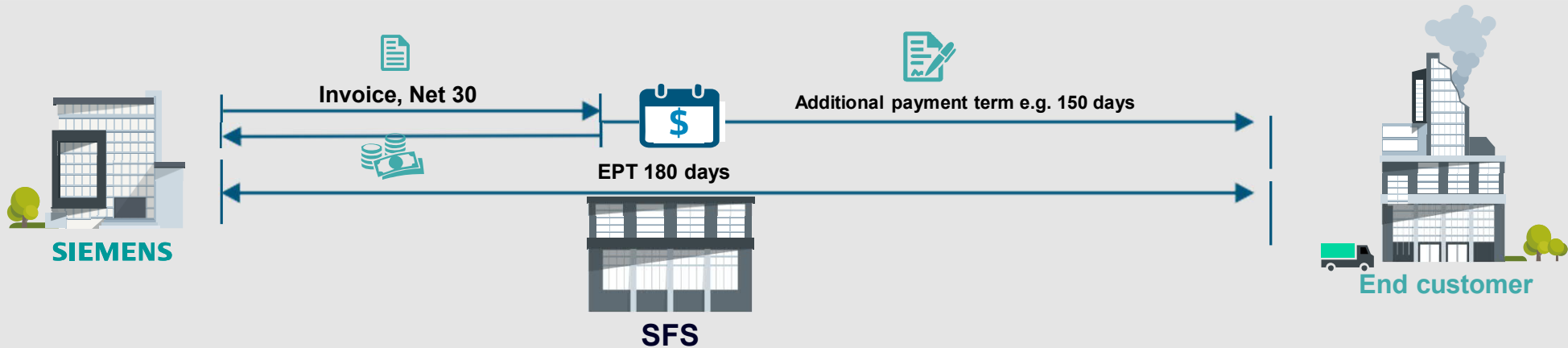


Affordable financing payments

**SIEMENS**

# Extended Payment Term

## Key product features

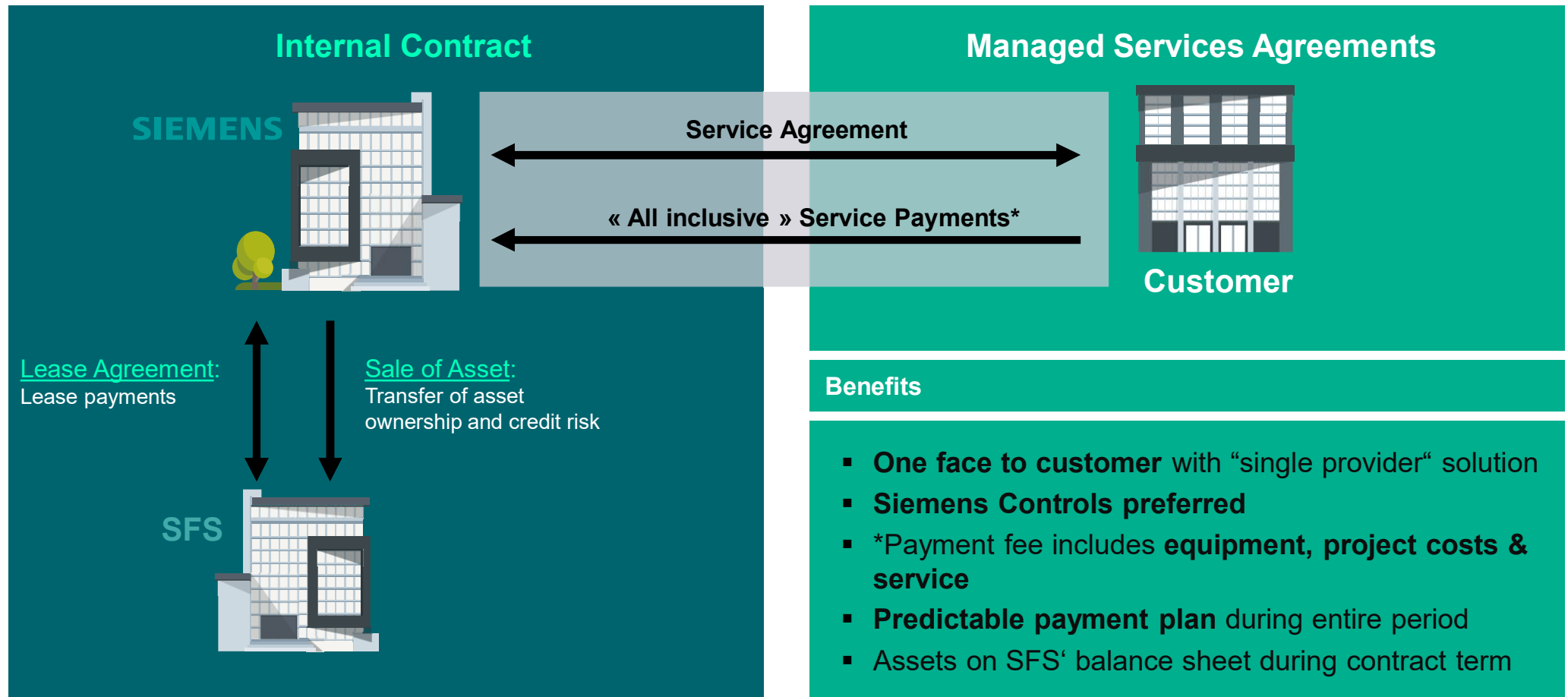


### Product characteristics

- 1 Extended payment terms for purchasing goods from Siemens
- 2 Partner receives an annual credit line which is additional to existing line at Siemens
- 3 Payment term of up to 180 days with flexible repayment option
- 4 Partner decides flexibly which invoices want to include in the program
- 5 Independent from bank – no impact on existing credit lines
- 6 EPT is a product dedicated exclusively for Siemens customers and partners

# Managed Services Agreements

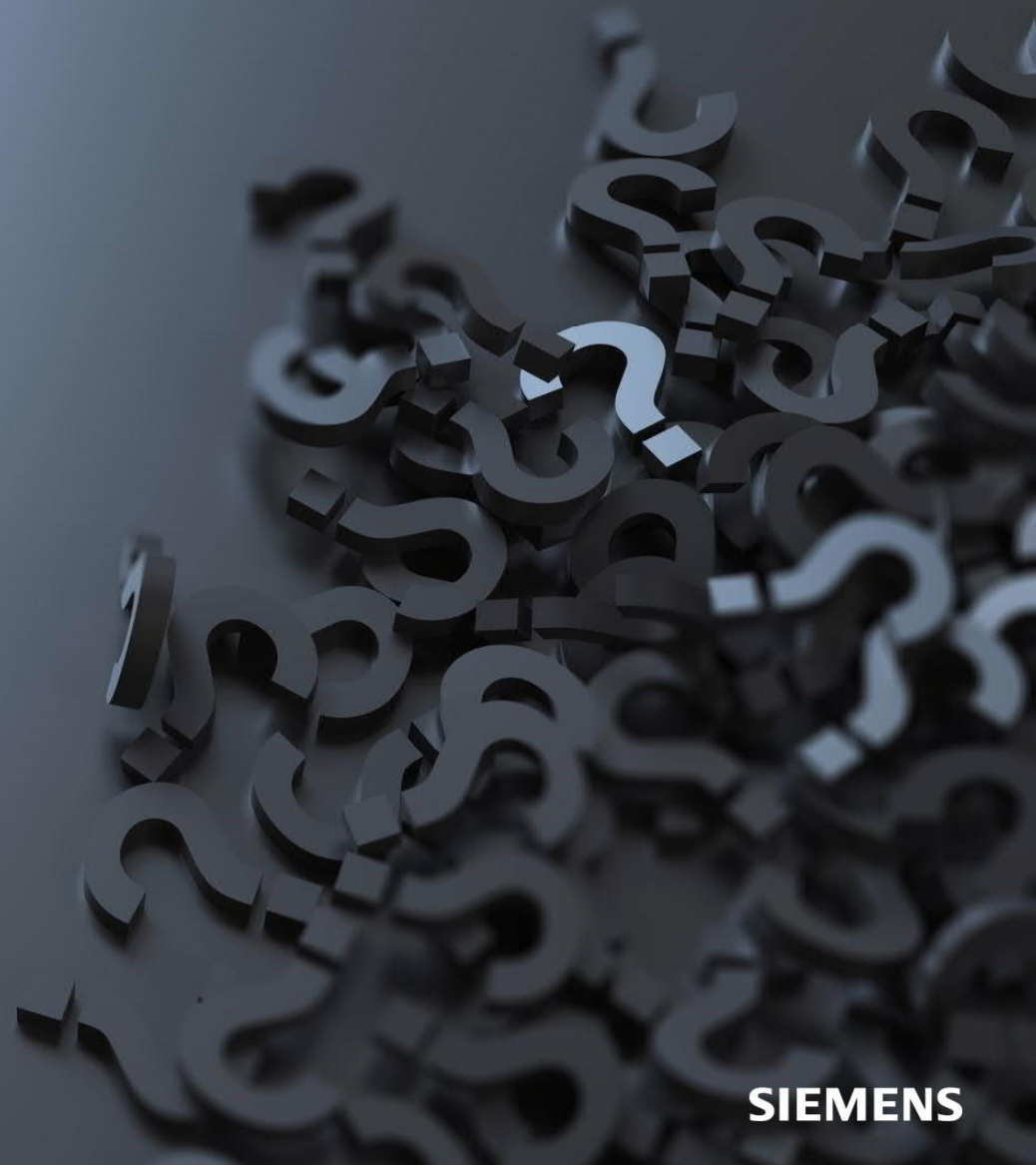
How does it work?



## Benefits

- **One face to customer** with “single provider“ solution
- **Siemens Controls preferred**
- \*Payment fee includes **equipment, project costs & service**
- **Predictable payment plan** during entire period
- Assets on SFS' balance sheet during contract term

# Q&A



SIEMENS

## Team contact information & additional resources



**Sales, DI, SI EP**

**Damian Born**

+1 (484) 630-4685

Damian.Born@siemens.com

[Connect with Damian on LinkedIn](#)



**Sales, DI**

**Abid Kabani**

+1 (484) 502-6988

Abid.Kabani@siemens.com

[Connect with Abid on LinkedIn](#)

Learn more about our financing solutions – visit our website

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