



| Siemens Vietnam

March 2022

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Technology to Transform the Everyday



Digitalization is transforming
the backbone of our economies:

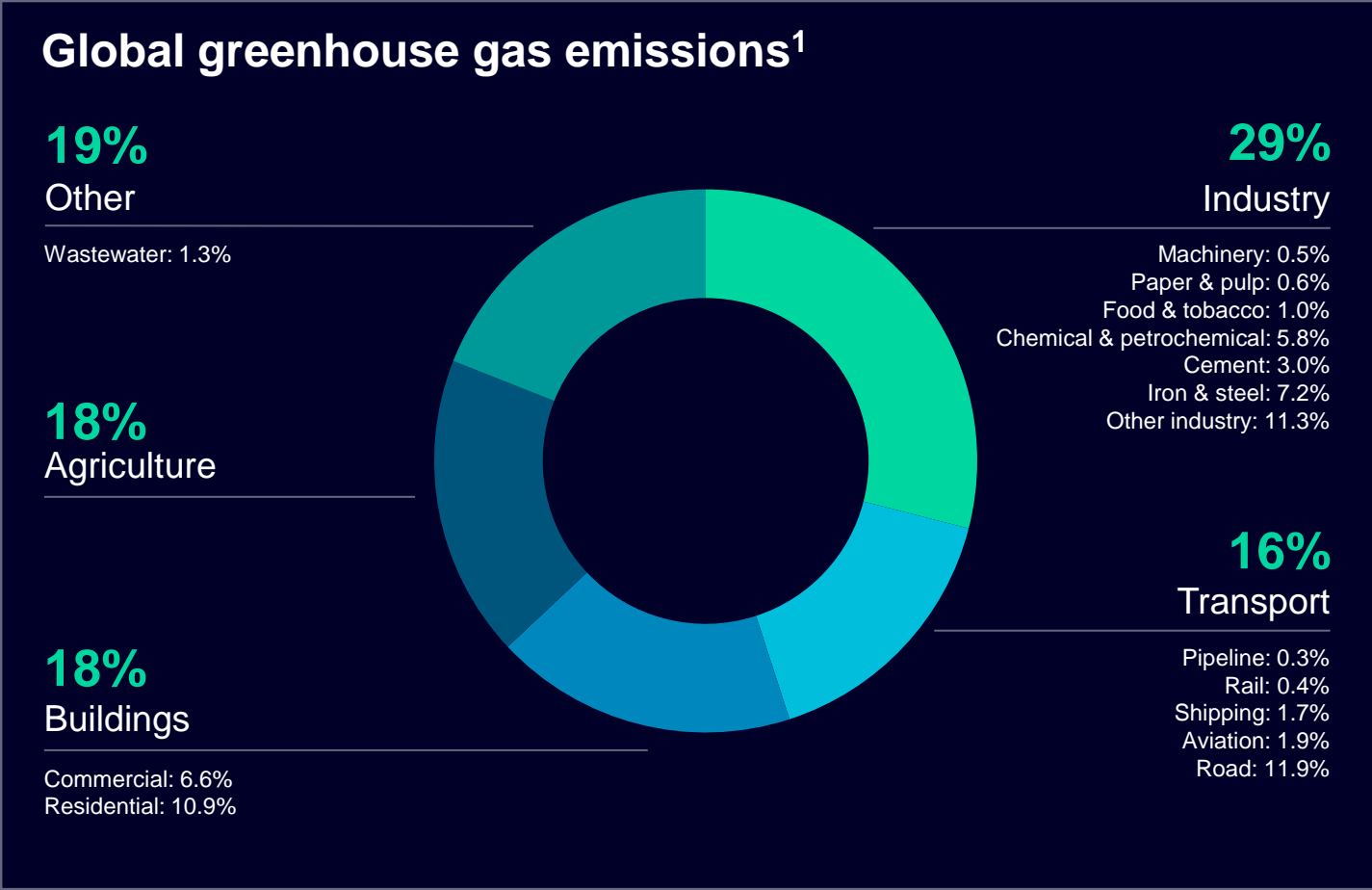
**Industry, infrastructure,
mobility, and healthcare.**

This transformation is key to business success
and for shaping a sustainable future.

With our technologies, we're helping our
customers to accelerate their own digital
transformation, to reinvent their companies and
industries, to become more sustainable.

Dr. Roland Busch,
President and CEO of Siemens AG

Siemens' technologies can help customers to decarbonize in sectors which account today for nearly three-quarter of global greenhouse gas emissions



Siemens contribution to decarbonize customers' and its own operations

88 m

metric tons of greenhouse gas reduction are achieved by customers through the use of Siemens technology in fiscal 2021

36%

reduction of Scope 1 & 2 emissions since 2019 according to Siemens' SBTI²-based reduction path

78%

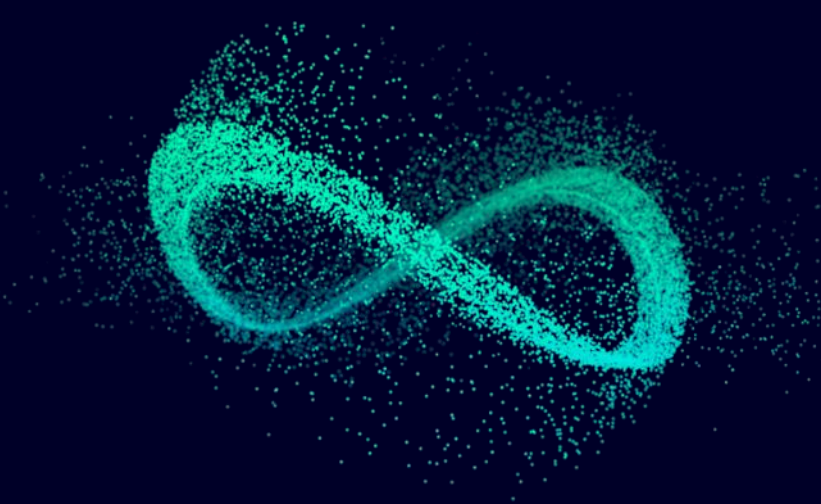
of Siemens' total energy consumption is green electricity

¹ Ritchie, H. (2020). Sector by sector: where do global greenhouse gas emissions come from? ourworldindata.org.
² Science Based Target Initiative; base year 2019.

By combining the real and the digital worlds, Siemens empowers its customers to master their digital transformation and sustainability challenges



Real
world



Digital
world



Digital transformation has the potential for every industry to drive progress and growth for societies, while consuming fewer resources

Industry



60%

of manufacturing tasks can be automated, improving productivity, quality and safety.

Infrastructure



80%

of lifecycle costs arise from operations. Digital technologies can unlock savings potential of up to 20%.

Mobility



20%

potential increase in transport capacity through digital signaling technology without building additional infrastructure.

Healthcare



50%

of stroke-related costs could be reduced by AI and digital-twin technologies.

Source: McKinsey, BCG, Siemens Healthineers

A focused technology company

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 170 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.



Businesses and Services of Siemens AG

Industrial Business

Digital Industries



Smart Infrastructure



Mobility



Siemens Healthineers¹



Portfolio Companies



Siemens Advanta



Services

Siemens Financial Services



Siemens Real Estate



Global Business Services

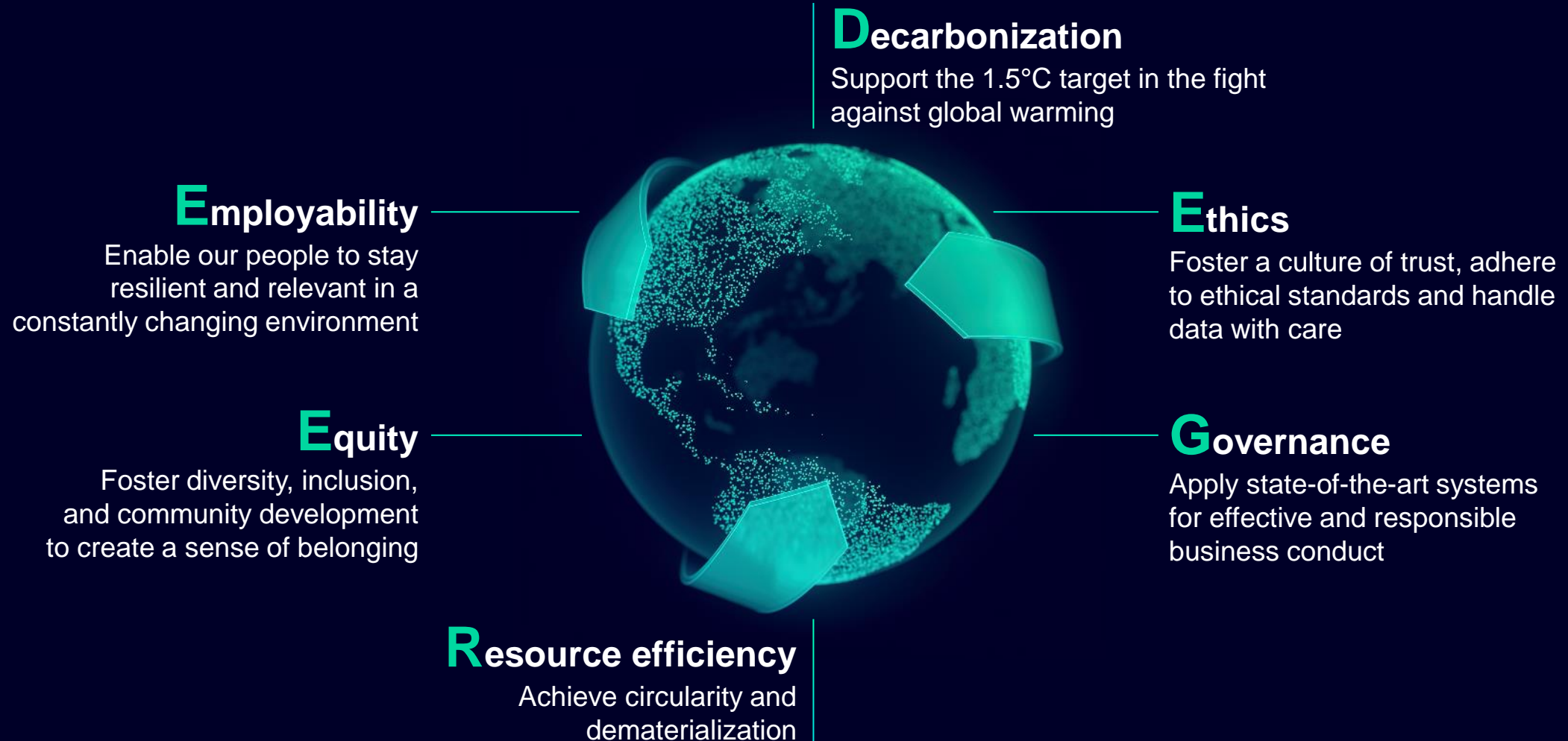


¹ Publicly listed subsidiary of Siemens; Siemens' share in Siemens Healthineers: 75%

**Transforming the
everyday to create
a better tomorrow**

Siemens' commitment to sustainability

Our DEGREE framework sets clear priorities



Siemens in figures



As a focused technology company, we empower our customers to transform their industries and markets, helping them to transform the everyday.

303,000

employees¹

€62.3 bn

in revenue²

€6.7 bn

in net income³

15.0%

adjusted EBITA margin
for the Industrial
Businesses²

¹ As of September 30, 2021 | ² For fiscal 2021 | ³ Continuing and discontinued operations

Fiscal 2021 figures in detail

(Continuing operations; in millions of € except where otherwise stated)

	Fiscal 2021	Fiscal 2020	Change in %
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Volume

Orders	71,374	58,030	21% ¹
Revenue	62,265	55,254	11% ¹

Profitability and capital efficiency

Net income ²	6,697	4,200	59%
Return on capital employed (ROCE) ²	13.1%	7.8%	

	Fiscal 2021	Fiscal 2020
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Liquidity

Free Cash Flow ²	8,237	6,404
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Employees (in thousands)

	Sept. 30, 2021 ²	Sept. 30, 2020 ²
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Total	303	293
Germany	86	90
Outside Germany	217	203

¹ Excluding currency translation and portfolio effects | ² Continuing and discontinued operations

Businesses and Services



CEO Cedrik Neike
CFO Rudolf Basson
HQ Nuremberg, Germany

Digital Industries

Industry faces a major challenge: Because our planet's resources are finite, it 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. A key part of that is the comprehensive Digital Twin. It collects data on products throughout their entire lifecycle, from the initial concept to their production and deployment. Our cutting-edge technologies make it possible for industry to understand this data and to use finite resources much more efficiently. That is how we are making industry more sustainable.

CEO Matthias Rebellius
CFO Axel Meier
HQ Zug, Switzerland

Smart Infrastructure

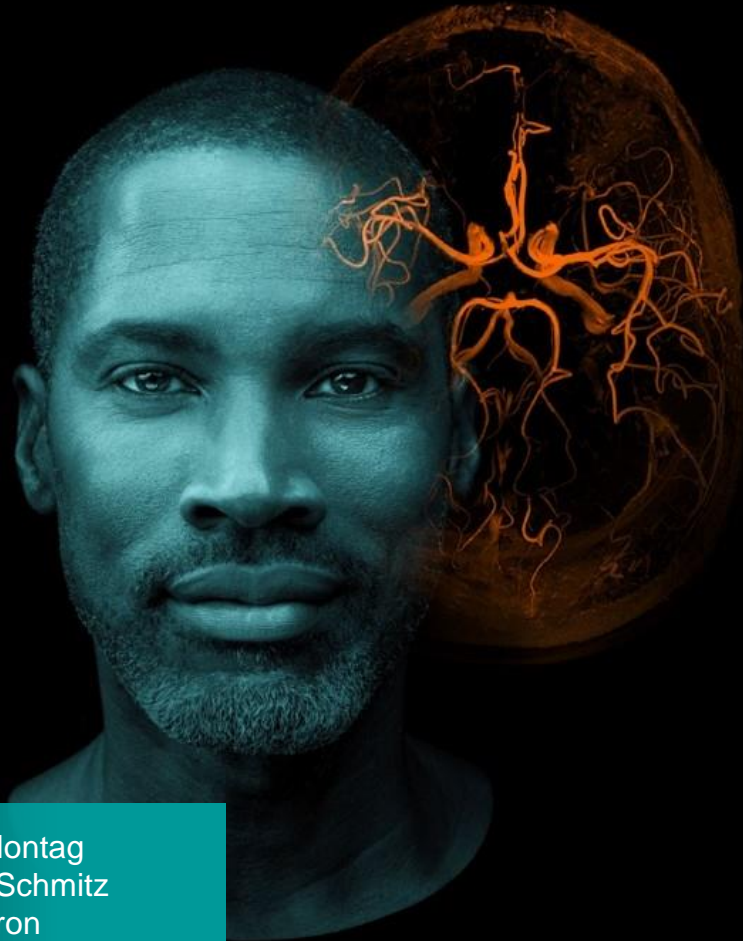
Smart infrastructure is sustainable infrastructure.

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. We work together with customers and partners to create an ecosystem that both intuitively responds to the needs of people and helps customers achieve their business goals. It helps our customers to thrive, communities to progress, and it supports sustainable development to protect our planet for the next generation.

CEO Michael Peter
CFO Karl Blaim
HQ Munich, Germany

Mobility


With digitalization, we enable mobility operators worldwide to make trains and infrastructure intelligent, increase value sustainably over the entire lifecycle, enhance the passenger experience and guarantee availability.



CEO	Dr. Bernd Montag
CFO	Dr. Jochen Schmitz
CHRO	Darleen Caron
MBM	Dr. Christoph Zindel
HQ	Erlangen, Germany

Siemens Healthineers

Siemens Healthineers AG is a listed, leading medical technology company that aspires to shape the healthcare system of the future. It helps healthcare providers around the world expand precision medicine, transform care delivery, improve the patient experience, and digitalize healthcare. The company is continuously developing its product and service portfolio with AI-supported applications and digital technologies that will play an important role in the next generation of medical technology.



CEO	Aymeric Sarrazin
CFO	Gerlinde Sturm
HQ	Munich, Germany

Siemens Advanta

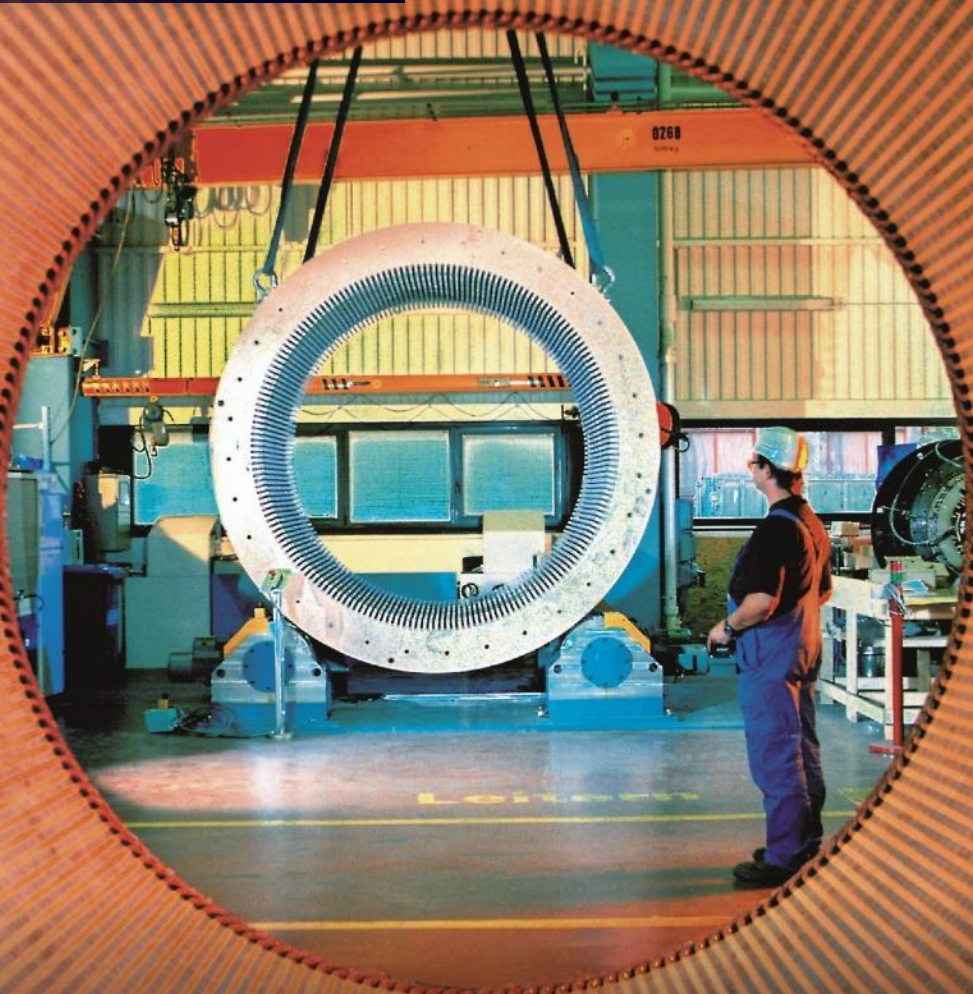
Siemens Advanta enables companies to unlock the digital future by supporting their unique digitalization journey from start to finish. Siemens Advanta's key differentiator is its unrivalled combination of deep domain knowledge, the strong Siemens technology stack and a powerful ecosystem of partners around the globe. With its three units – Consulting, Solutions & Implementation, and Development – Siemens Advanta's services begin with strategy and operations consulting and range from design and prototyping to platform solutions and data services, and from software and applications development all the way to implementation and operation. Siemens Advanta cares for its clients individually, creating a tailored digitalization journey designed to meet each client's specific needs – end-to-end, with all capabilities from a single source.

Chairman
Head of
Finance

Dr. Horst J. Kayser
Dr. Martin Meyer


HQ

Erlangen, Germany



Portfolio Companies

Under the umbrella of Portfolio Companies, Siemens operates the units Large Drives Applications, Siemens Logistics, Commercial Vehicles, and Mechanical Systems and Components. The Portfolio Companies employ about 15,100 people and generated approximately €3.1 billion in revenue in fiscal 2021. With a decentralized setup, fast decision-making processes and quick reaction times, these units are agile and flexible, which makes them more competitive in their specific markets and enables them to focus more sharply on their customers.




CEO Veronika Bienert
CFO Dr. Andreas Rudolf
HQ Munich, Germany

Siemens Financial Services

Siemens Financial Services (SFS) – Siemens' financial arm – provides financial solutions for business clients.

SFS enables customers to access new technologies, promotes growth, creates added value and increases competitiveness. Its exceptional combination of financial expertise, risk management and industry-specific know-how enables SFS to offer a range of tailored, innovative financing solutions around the world. SFS supports customers by providing financing and leasing, corporate financing, equity investments, and project-related and structured financing as well as trade and receivables finance solutions.

¹ As of September 30, 2021

A photograph of three women sitting around a table in a meeting. The woman on the left is a Black woman with long dark hair, wearing a dark blue shirt, looking at a laptop. The woman in the middle is an Asian woman with dark hair tied back, wearing a light grey sweater, looking towards the right. The woman on the right is a woman with curly brown hair, wearing a dark green top, looking down at a document. They are all smiling and appear to be in a collaborative work environment. A white geometric line graphic is overlaid on the image, connecting the executive list to the meeting scene.

CEO Hannes Apitzsch
COO Kai-Eberhard Lueg
CFO Sigrid Dengler
HQ Munich, Germany

Global Business Services

Siemens Global Business Services (GBS) designs, innovates, and efficiently operates business services for Siemens AG units worldwide as well as external customers. Its portfolio comprises transactional and expertise-driven services – with a strong focus on digitalization in areas like business administration, human resources, supply chain management, sales, marketing, and engineering.

With unique expertise and more than 20 years of business services experience, GBS creates value tailored to the specific needs of customers. Its global delivery network enables it to achieve economies of scale and provide flexibility by bundling services and balancing efficiency and customer proximity requirements.

Siemens GBS serves customers from eleven major locations around the globe. It employs 10,000 people worldwide and is headquartered in Munich, Germany.



CEO
Head of
Finance

Dr. Zsolt Sluitner
Dr. Stephan Jakoby

HQ

Munich, Germany

Siemens Real Estate Services

Siemens Real Estate (SRE) specializes in solutions for the operation of office, industrial and specialized buildings.

As a trusted partner, SRE creates value and increases the efficiency of real estate for Siemens and external customers.

With 25 years of experience in corporate real estate management, SRE is driving digitization in corporate real estate by providing smart and sustainable solutions that increase the flexibility of its customers.

SRE is significantly contributing to the Group's goal of being carbon neutral by 2030 and implementing innovative workplace concepts that support future-oriented hybrid working.

Siemens is shaping the future



Innovation is the basis for our success

€4.9 bn

R&D expenditures¹

42,500

R&D employees²

4,480

inventions¹

2,520

patent
applications¹

Cooperation

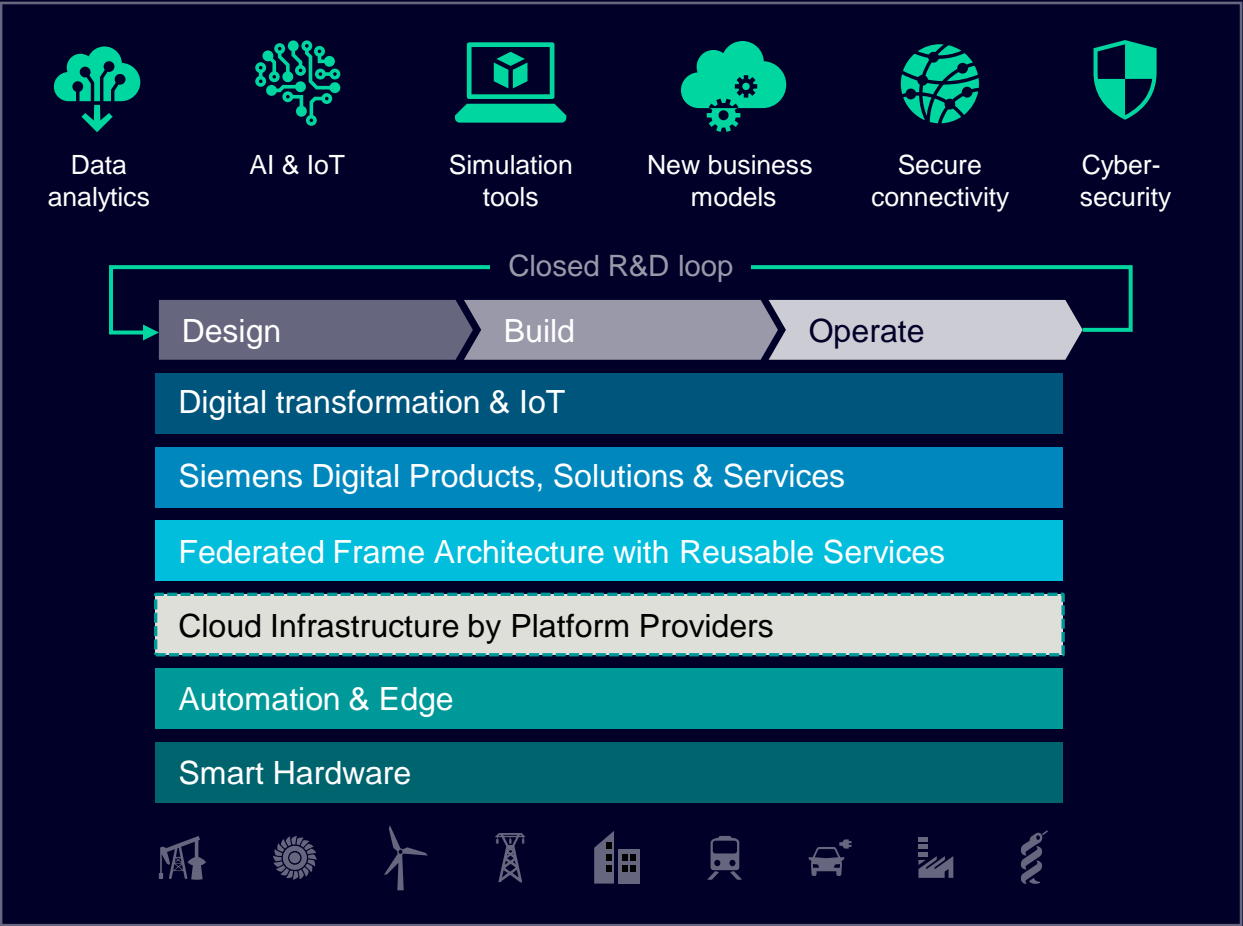
with universities, research institutes,
and start-ups

16

Siemens Research and Innovation Ecosystems

¹ In fiscal 2021 | ² On average during fiscal year 2021

Our digital portfolio



Top 10

Siemens is one of the top 10 software companies¹

€5.6 billion

digital revenue¹ to grow with 10% CAGR until FY25

~44,000

employees in digital jobs at Siemens²

~430

digital offerings¹

€10 billion

invested in digital companies in the past 10 years¹

¹ For fiscal 2021 | ² As of September 30, 2021



Compliance

Zero tolerance for misconduct

High rankings

in Dow Jones Sustainability Index
in the category “Compliance” since 2009

US\$120 m

since 2009 to support organizations
fighting corruption and fraud

>330,000

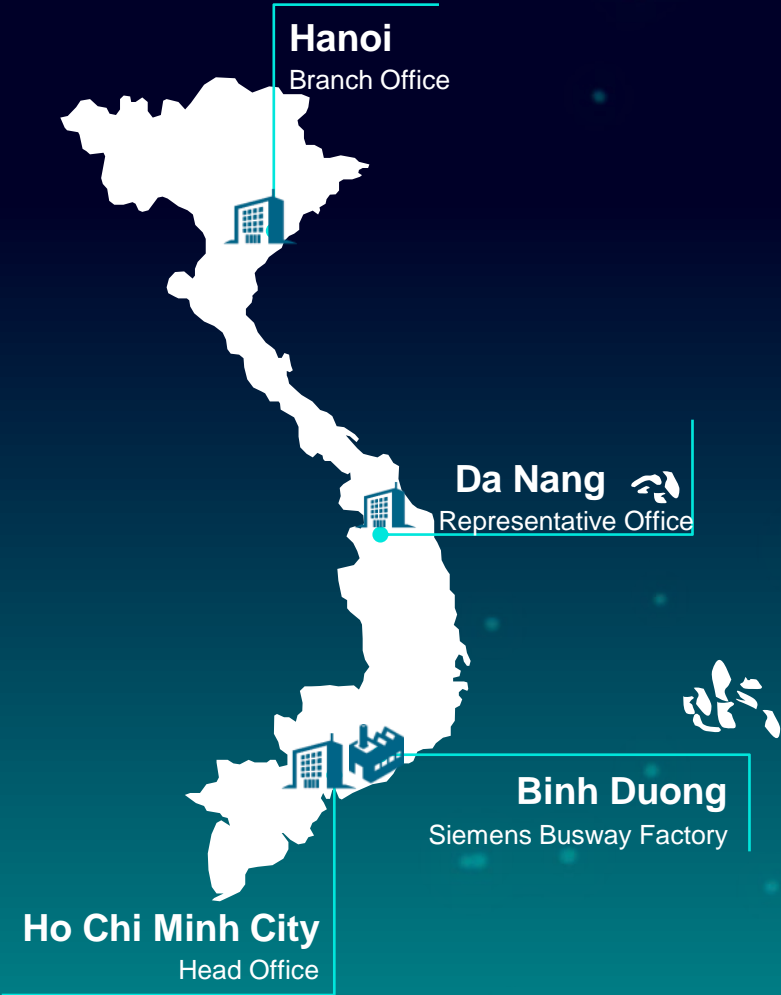
web-based compliance trainings
of employees each year, averaged¹

¹ Without Siemens Healthineers

Siemens in Vietnam

Siemens in Vietnam

Strong presence and footprint



195
employees¹

¹ Continuing operations as of Feb 2021 (excluding Siemens Healthineers)
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Siemens in Vietnam

Key milestones



Siemens in Vietnam

Innovation and market leader in a wide range of businesses



**Digital
Industries**



**Smart
Infrastructure**



Mobility



**Portfolio
Companies**



**Siemens
Healthineers¹**

¹ Siemens Healthineers with its own setup for Countries and Service & Governance



Digital Industries

Our automation solutions help Vietnamese customers in water treatment, food and beverage, paper, cement, machinery, chemical, metal and other industries to enhance their productivity, energy efficiency and flexibility. Siemens' entire solution on SIMOCRANE base for hardware & software upgrading enables Saigon New Port – the biggest container port in Vietnam to maximize its productivity in order to reduce vessel releasing time. We also helped VinFast, Vietnam's first volume car manufacturer, to build Southeast Asia's first fully digital factory, which is one of the most state-of-the-art 4.0 Industry factories.

Siemens Digital Industries focus on Vietnamese customer needs with software, automation and services



Software



**Factory
Automation**



**Motion
Control**



**Process
Automation**



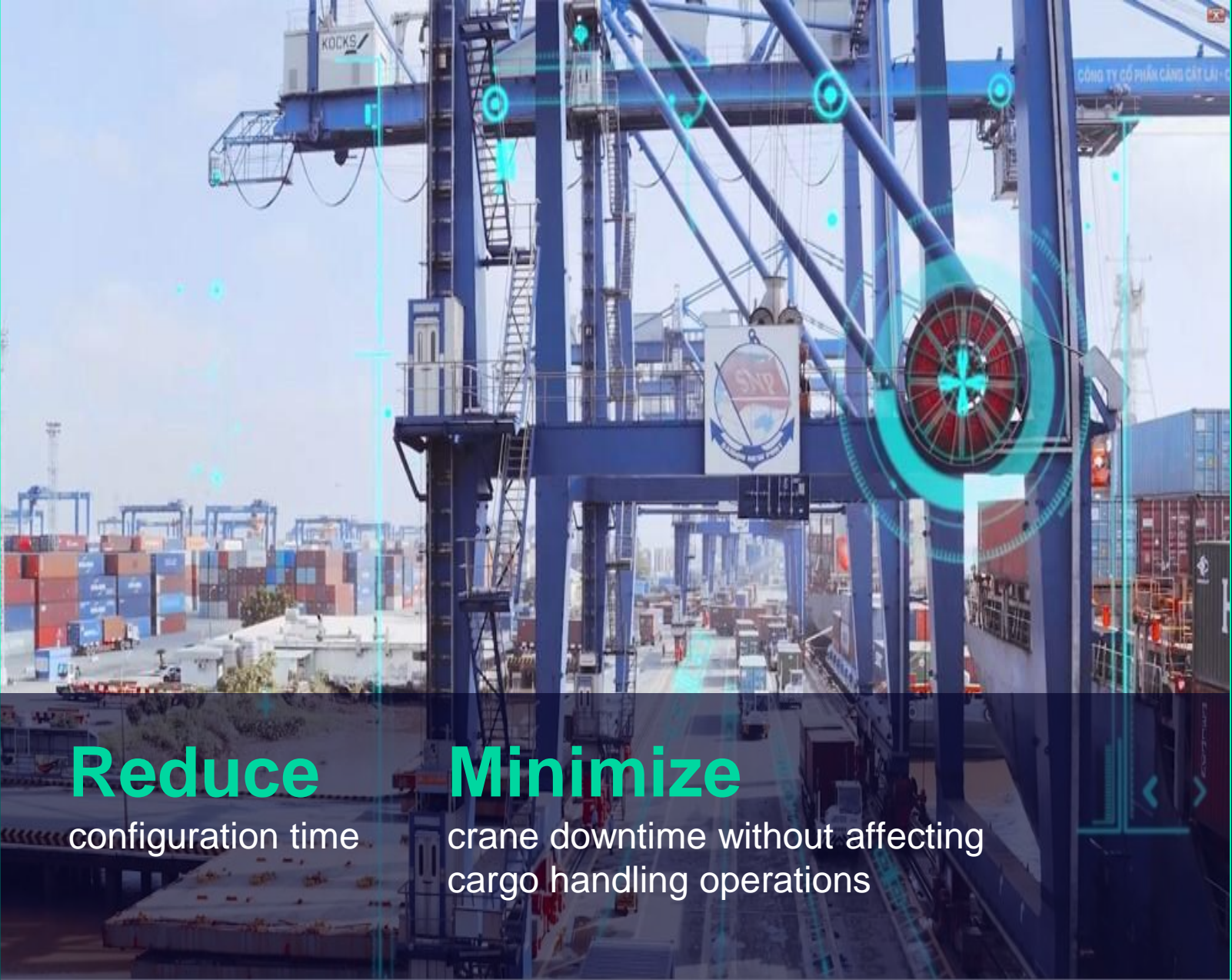
**Customer
Services**



Control and SCADA systems for the tidal flood control project of Ho Chi Minh City

Our solutions have helped Ho Chi Minh City authorities control the tidal flooding effectively through regulating water levels in city canals and improving local water drainage. The city landscape has been enhanced as well.

Benefit around **6.5 million city dwellers**



Reduce

configuration time

Minimize

crane downtime without affecting
cargo handling operations

Automating cranes for increased productivity

Saigon Newport Corporation's Tan Cang Cat Lai Terminal is the biggest and most modern international container terminal in Vietnam. To increase its productivity, Saigon Newport decided to install Siemens's SIMOCRANE crane technology platform, which reduces loading time, provides more flexibility and efficiency in load handling while reducing energy consumption.



Our customers:

VinFast, SABECO, Coca-Cola,
Heineken, Samsung, TetraPak,
GROB-WERKE...

3,800 members

joining the Facebook group of
SITRAIN

Developing skills for the digital age

To develop high-quality workforce ready who can help propel Vietnam's economic and industrial progress, Siemens has set up a Siemens Digital Industry Academy – SITRAIN in Ho Chi Minh City in May 2018. With more than 300 courses conducted so far for learners across Vietnam, SITRAIN has assisted our customers to unlock their full potential and be part of the leading pack to shape the digital transformation in their very own enterprise.

An aerial view of a city skyline, likely New York City, with numerous skyscrapers. Overlaid on the image are glowing blue digital lines and energy pulses, suggesting smart infrastructure and data connectivity. The sky is filled with soft, white clouds.

Smart Infrastructure

Siemens is a leading supplier of efficient power transmission solutions and a pioneer in infrastructure solutions in Vietnam. Our smart grid solutions automate and stabilize Vietnam's power grid and help the country to cope with fluctuating energy sources. Our offerings on HVAC (heating, ventilation, air-conditioning, and room automation), and building management systems help create healthy, productive, sustainable environments and safe workplaces for Vietnamese people to live and work.



Trung Nam – Thuan Nam 450MW Solar Power Plant combined with 220/500kV substation and 500kv, 220kV transmission lines

With its broad scope of supply, including 500/220kV substation protection and automation system, Electrical Balance of Plant (eBoB) solution (comprising 33kV gas-insulated switchgear, 33kV ring main units, PV central inverter stations), and power plant controller system, Siemens has energized the largest solar power plant in Vietnam. The whole project is expected to contribute about 1 billion kWh of electricity to the national grid per year. Siemens has also helped Trung Nam Group to position themselves as one of the most powerful power groups in Vietnam.



Improving efficiency and reliability of the distribution network in 21 provinces and cities in the southern region of Vietnam

Siemens was entrusted by EVN SPC to develop, design and build the facilities in the main control center in order to remotely monitor and control the medium- and low-voltage grids in 21 southern provinces in Vietnam. The control center technology is based on Siemens Spectrum Power™ software platform SCADA/DMS supplemented by Unmanned substations and Telecommunication system. Siemens has helped not only to improve the distribution grid performance but also to reduce power outages, thus contributing to the economic development in this region.



Integrated Building Management Systems for the most sustainable office building in Vietnam

Siemens Building Products Division has been involved in key infrastructure projects, ranging from hospitals, office and residential buildings, hotels and resorts, to airports in Vietnam. Our building technology has supported the Deutsches Haus (German House) in Ho Chi Minh City to become one of the most sustainable and modern office buildings in Vietnam. It's also the first building in Vietnam and one of the few in South East Asia which was awarded with two green environment and energy efficiency certificates.



LED lighting & control
Water efficient system
Air quality
Fire and Life safety

Powering the largest hospital complex in Southern Vietnam - Military Hospital 175 Complex

Siemens is proud to supply an integrated solution comprising LV Switchboard (Sivacon S8), MV Panel, Busbar, Transformer and Building Management System (BMS) to the Orthopedics and Trauma Center, which is 1st phase of Military Hospital 175 Complex mega project. Once completed, it will be the largest hospital complex in the Southern region of Vietnam and will operate at the highest level of reliability and efficiency thus providing the best medical service to both the country's military and public community.



1500 beds **21 hectares** **€215 million**

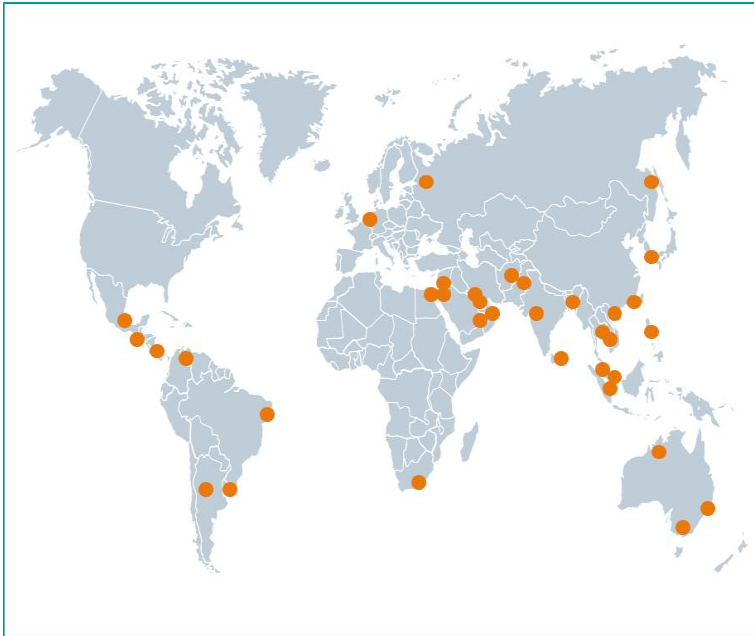
capacity and can be
extended to 3500 beds

total area

total investment

From Vietnam to the World Siemens Busway Factory

Exporting products to 51 countries
across 5 continents



Supplying ~10,000m LX busway for
VinFast factory



Supplying 13,337m LI busway for
Vinhomes Central Park





**Siemens installed intelligent road solutions for Hanoi
(Pham Hung – Me Tri intersection)**

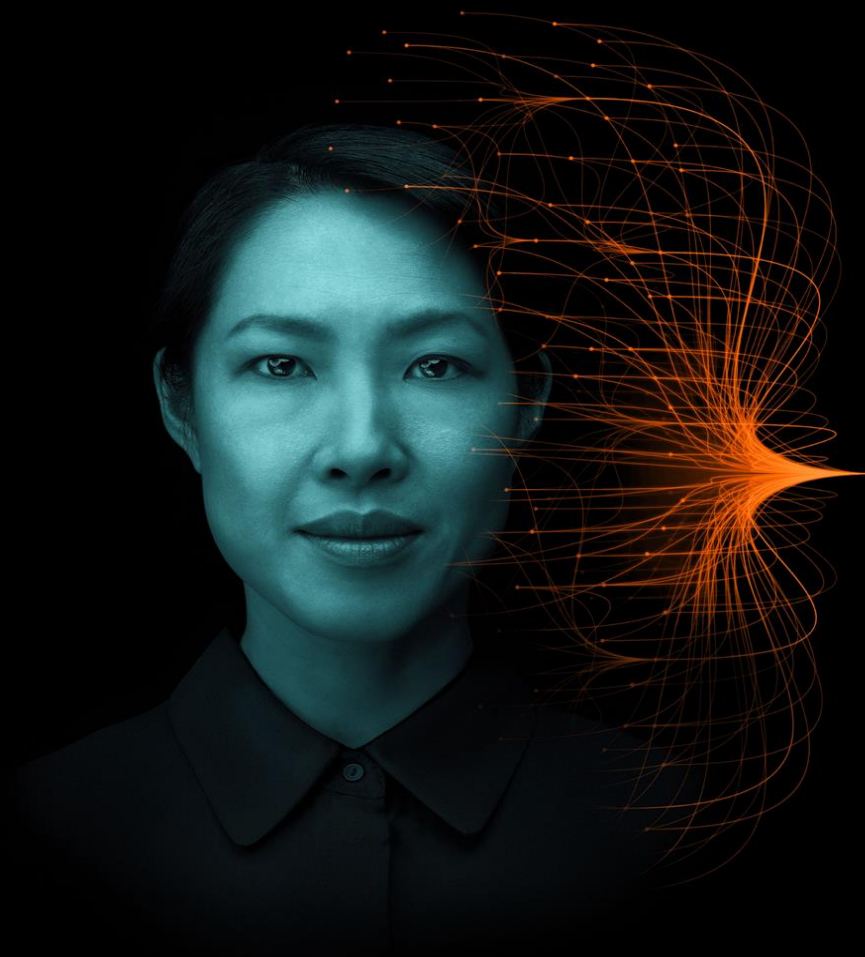
Up to 70%

energy saving with Siemens
very low power traffic lights

- Holistic city traffic management system thanks to Siemens controller “sX” (Smart Crossing)

Intelligent & efficient solutions for Vietnam’s urban development

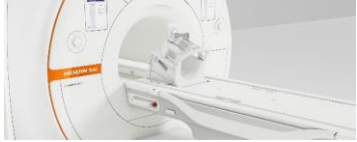
Smart Mobility solutions increase the availability of infrastructure, optimize throughput and create a new quality of passenger experience through digitalization. In Vietnam, we are working with the Ministry of Transport and different city governments to make transportation more efficient by implementing intelligent traffic lights and traffic management systems to regulate the flow of traffic.



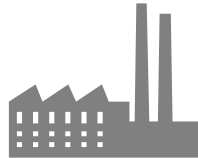
Siemens Healthineers¹

In Vietnam, Siemens Healthineers is a leading medical technology provider that works toward the empowerment of healthcare providers in the country to expand precision medicine, transform care delivery, improve patients experience, and digitalize healthcare. Digitalization and artificial intelligence (AI) in healthcare will transform the way we understand and treat diseases. Siemens Healthineers is here to help fast-growing country like Vietnam to build up professional, affordable, and accessible healthcare solutions, not only in metropolitan centers, but also in rural remoted areas.

We are among the largest health-tech providers in Vietnam,
offering the broadest and deepest portfolio to worldwide healthcare providers



**Diagnostic
Imaging**



3 Offices

- Hanoi
- Da Nang
- Ho Chi Minh City



**Advanced
Therapies**



Ultrasound



**Laboratory
Diagnostics**



**Point of Care
Diagnostics (POC)**



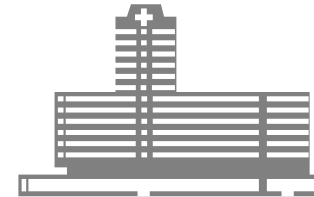
**Customer
services**



165 Employees

>1,700 Customers

**~4,200 Active
Install Base**



**18 Trusted
Partners**



**80 Educational/Clinical
workshops & CMEs**

attract
more than

15,000 Participants
per year

Transforming healthcare. And lives.

| Contact

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