

Anton S. Huber | CEO Digital Factory

Investors and Analysts Site Tour Electronic Works Amberg

Amberg, 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.

This document includes – in IFRS not clearly defined – supplemental financial measures that are or may be non-GAAP financial measures. These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Siemens’ net assets and financial positions or results of operations as presented in accordance with IFRS in its Consolidated Financial Statements. Other companies that report or describe similarly titled financial measures may calculate them differently.

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.

Digital Factory – adapting organization to major market trends

Key figures FY 2014: Orders €9.2bn; Employees 43,100; Margin target 14% - 20%



PLM Software

Proven software solutions to create, validate and manage product and process knowledge across the product lifecycle

9,700 employees

#1 Digital Manufacturing

#2 in CAx, MES



Factory Automation

World market leader in automation with integrated automation portfolio for all industries

11,300 employees

#1 in

Discrete Automation



Control Products

Products and systems to switch, protect and control low-voltage consumers

6,500 employees

#2 in

Control Components



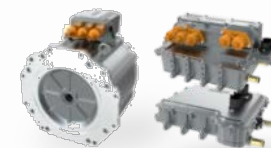
Motion Control

Leading supplier of products, systems and solutions: Drives, Motion Control Motors, CNC Solutions for machinery and plants

9,100 employees

#1 CNC controllers

#2 Converters



eCar Powertrain Systems

High quality powertrain components and charging systems for electric and hybrid vehicles

400 employees

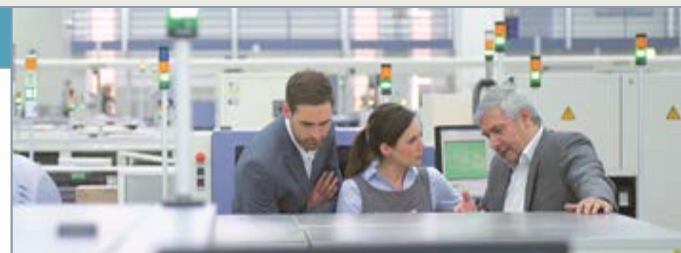
Customer Services

Integrated service offering from a single source throughout the product lifecycle

#1 Maintenance outsourcing;

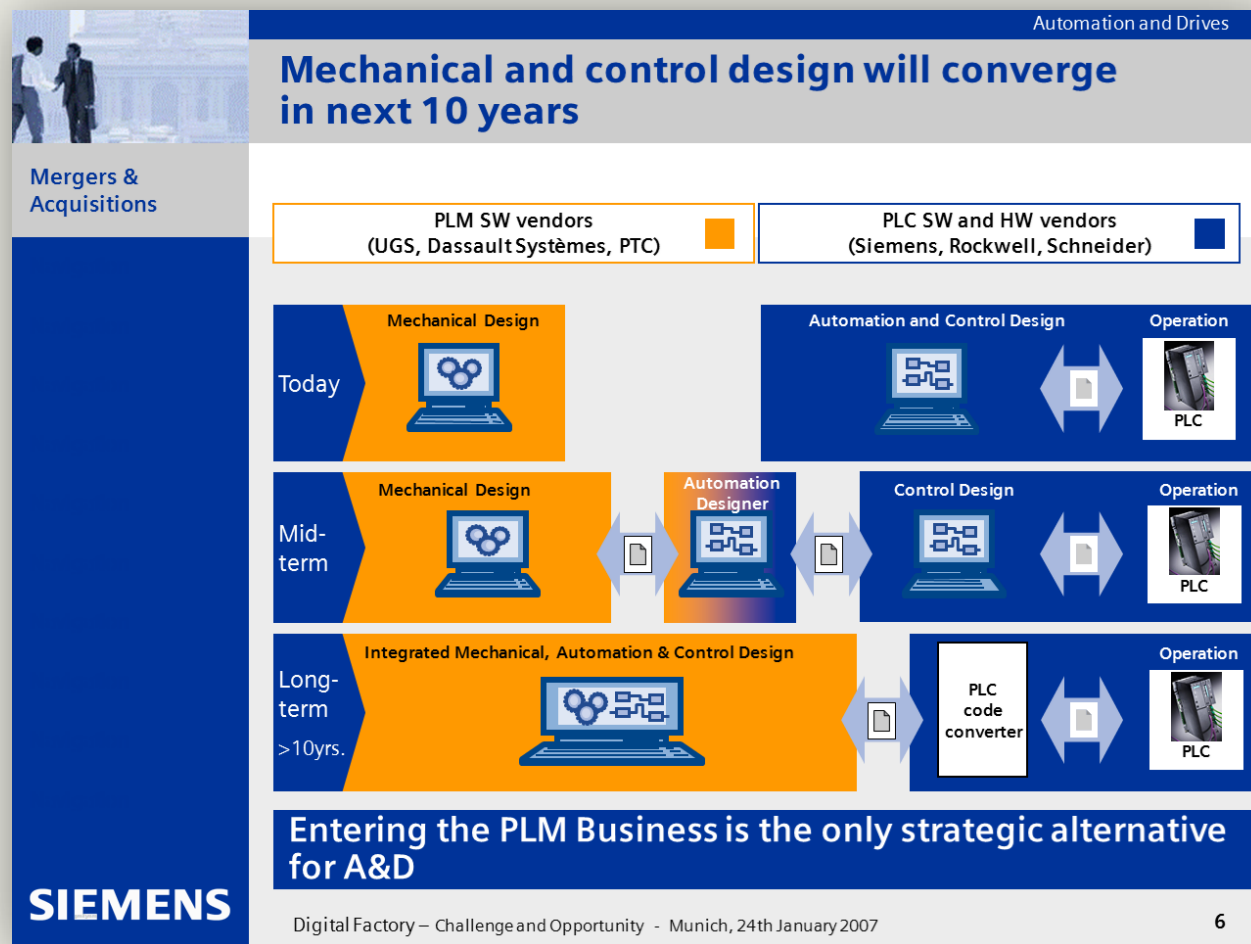
#2 Repair network for motors and drives

#1 Service for machine tool manufacturers



The implementation of our vision of a “Digital Enterprise” started in 2007 with the acquisition of UGS

Our
vision
2007:



Today we are almost there with our unique software suite for integrated mechatronic engineering (Will be exhibited at Hanover Fair 2016)

Process Planning

Equipment Selection

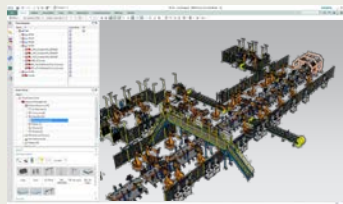
Automation Design

Automation Engineering

Virtual Commissioning



Teamcenter
Manufacturing



Line
Designer



Automation
Designer



TIA Portal



Process Simulate &
PLCSIM Advanced

Product availability:



Limited release



Requirements to drive enterprise competitiveness – more than increasing sophistication of manufacturing automation

Reducing the time to market



- Shorter innovation cycles
- More complex products
- Larger data volumes

Enhancing flexibility



- Individualized mass production
- Volatile markets
- High productivity

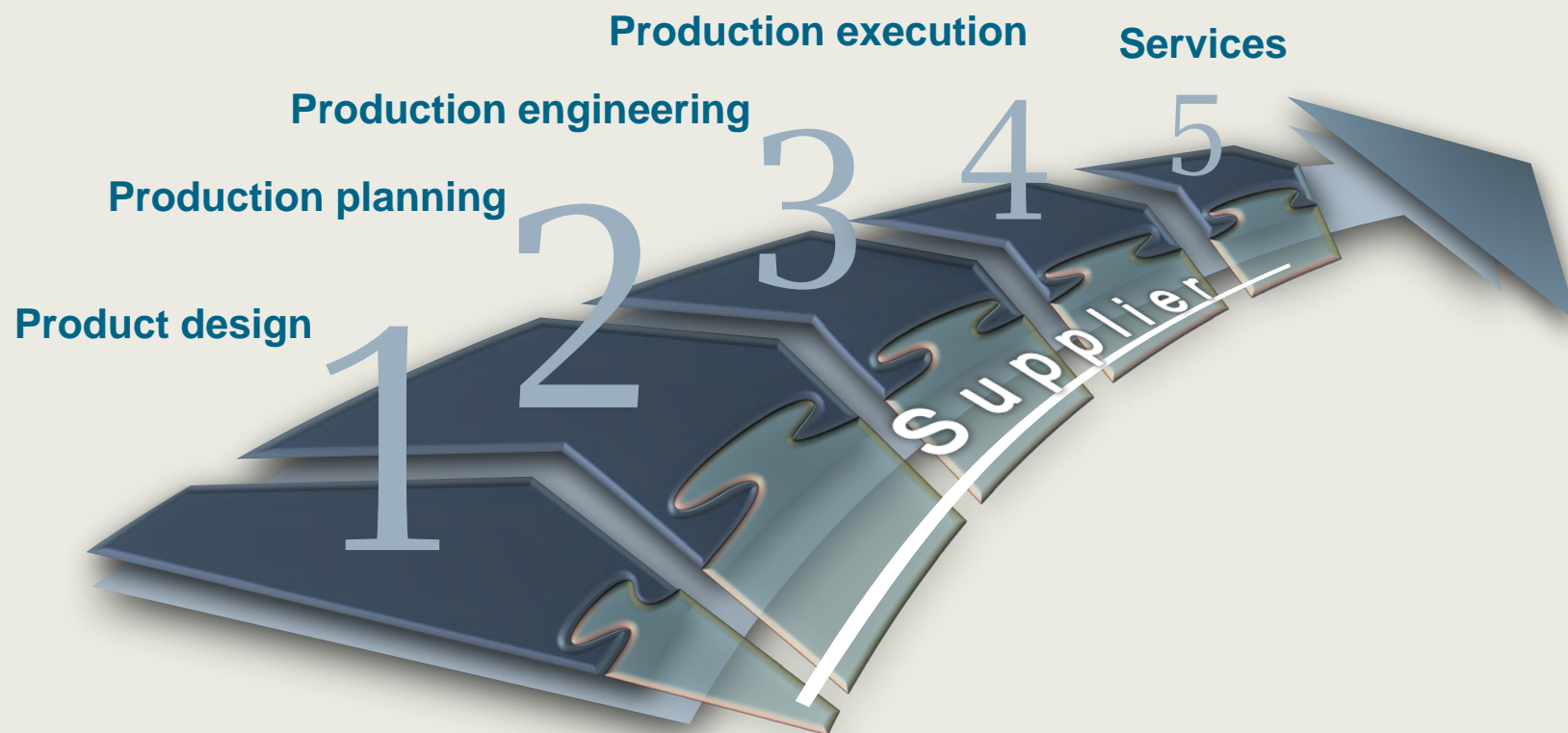
Increasing efficiency



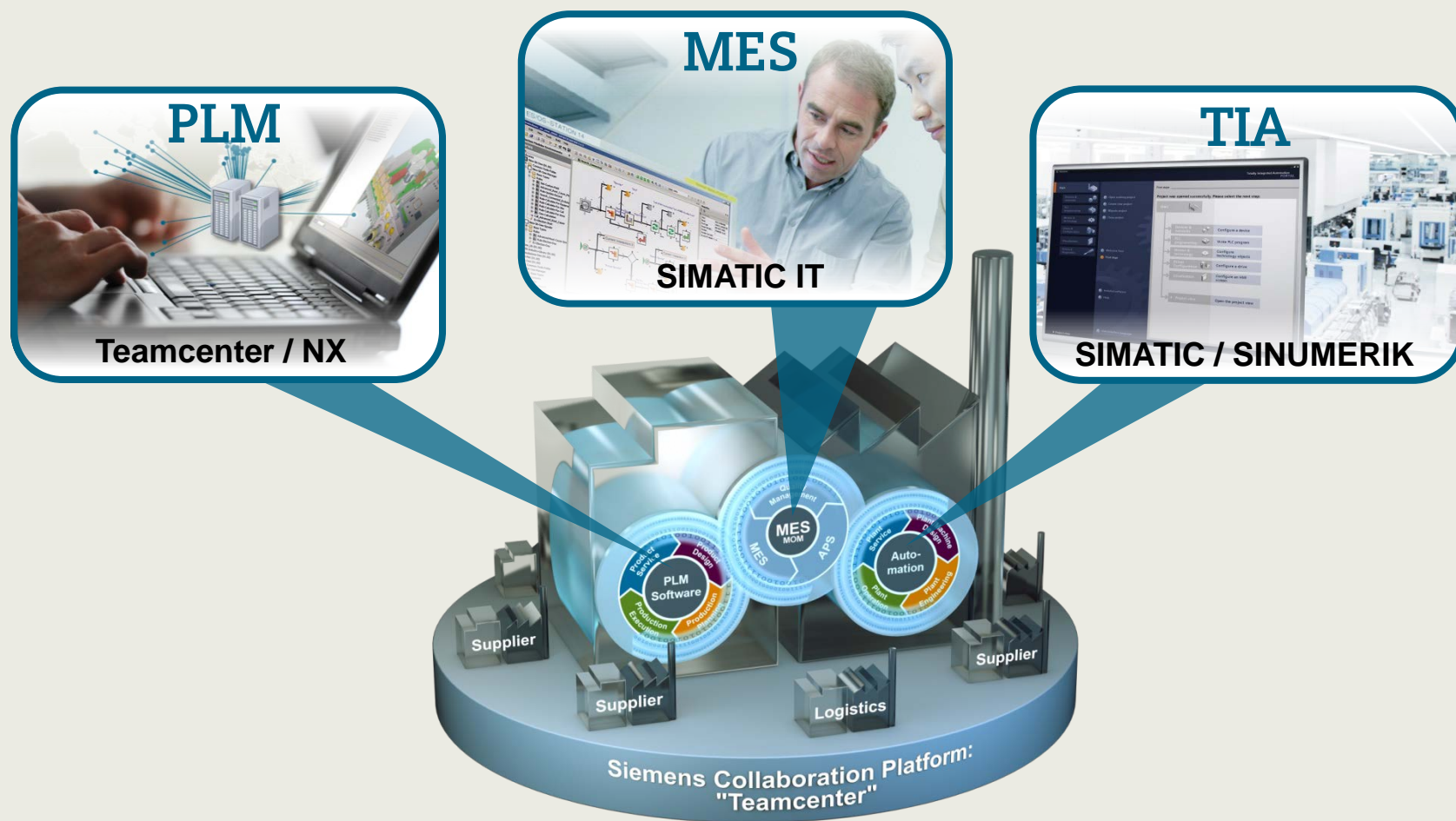
- Energy and resource efficiency as key competitive factors
- Cost reduction

Enabling proven productivity gains up to 50 percent !

Only a holistic approach automating the whole value add workflow will lead to sustainable competitiveness









2015: Digital Enterprise Software Suite – The Siemens answer to Industrie 4.0 requirements

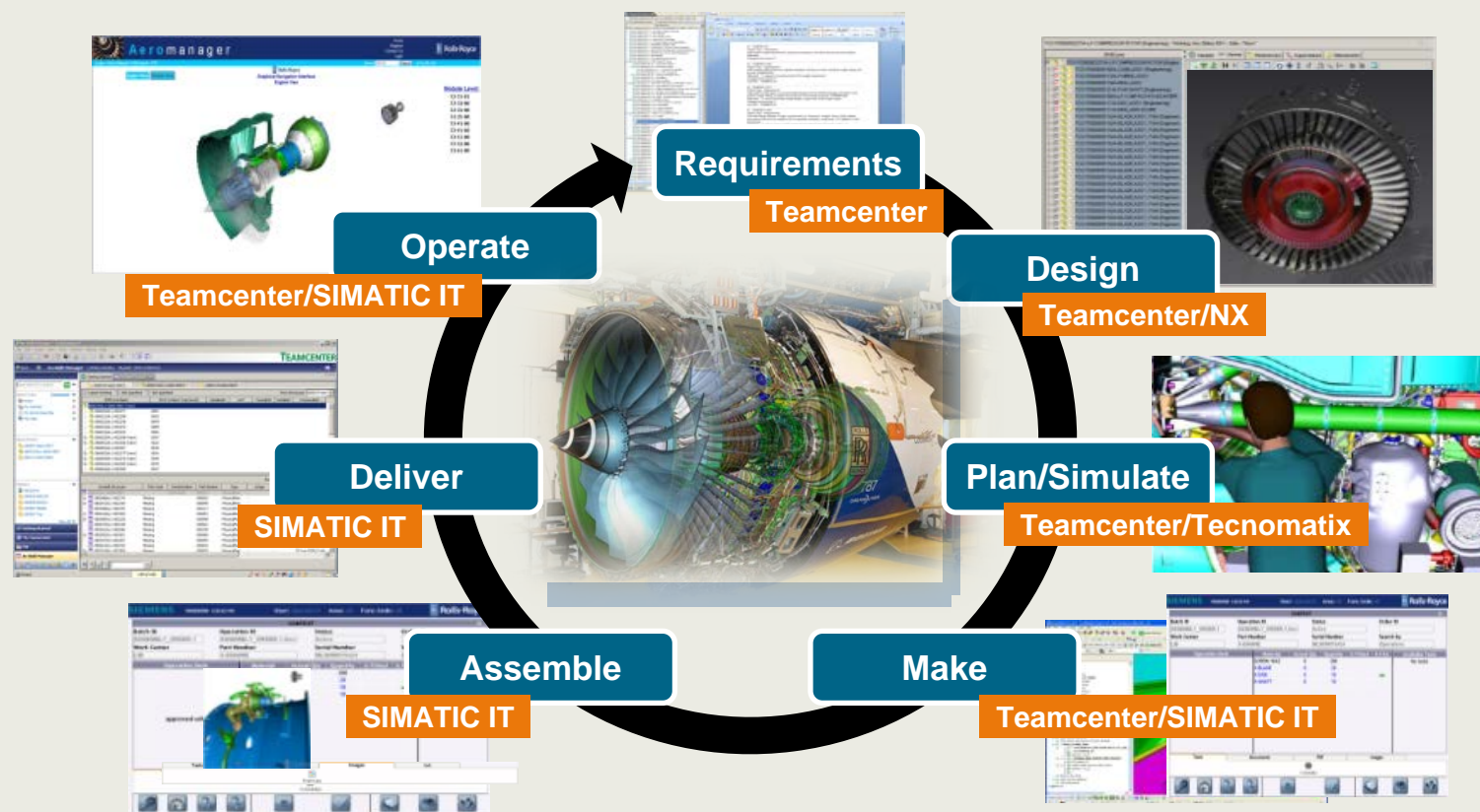


Maserati enhances its competitiveness by digitalizing its core processes

Challenges for automotive industry and example Maserati

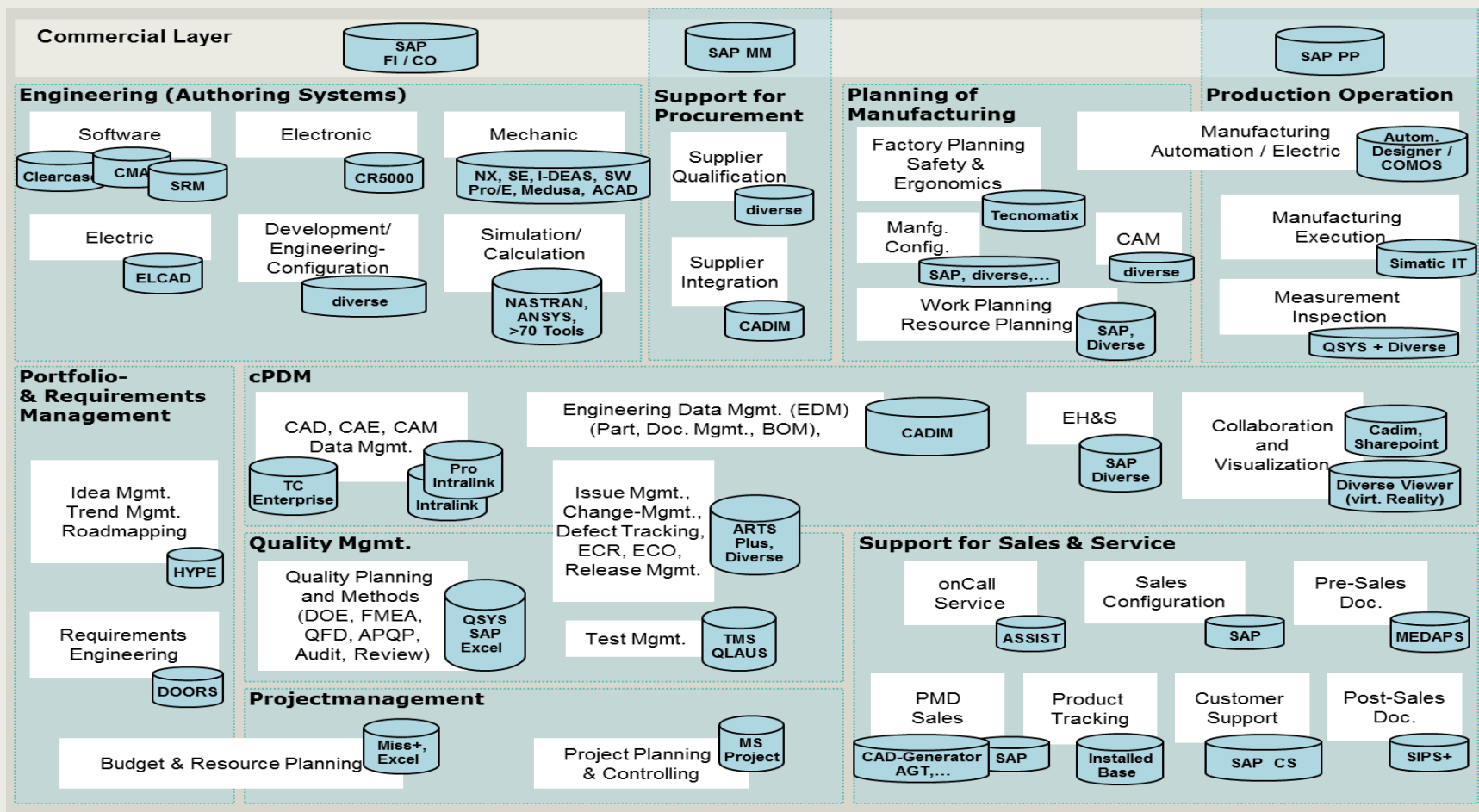
Challenges for the automotive industry	Reducing the time to market	Enhancing flexibility	Increasing efficiency
	<ul style="list-style-type: none"> • Shorter innovation cycles • More complex products • Larger data volumes 	<ul style="list-style-type: none"> • Individualized mass production • Volatile markets • High productivity 	<ul style="list-style-type: none"> • Energy and resource efficiency as key competitive factors 
Example Maserati	<ul style="list-style-type: none"> • Time-to-market reached in 16 instead of 30 months • 30% shorter development time • Suppliers connected to data stream 	<ul style="list-style-type: none"> • Ghibli available in 27 versions, 13 colors, 205 configuration options, resulting in 70.000 combinations 	<ul style="list-style-type: none"> • 3 times more cars produced than before at same very high quality standards • Integration of two new assembly lines into existing factory 

Siemens Industry Software supports the whole design, make and maintenance process of Rolls-Royce turbines



**Full work flow transparency – consistent data all times –
increased quality – increased speed of workflow**

2007: Initial Situation at Automation & Drives (A&D) – multiple uncoordinated data sources



2015: Teamcenter – The foundation and backbone of the digital enterprise

One single Teamcenter System¹⁾ connects more than 12,500 Siemens engineers globally, enabling fast and efficient development of innovative Siemens industrial products.

Across all Siemens businesses, a total of appr. 25,000 users benefit from the capabilities of Teamcenter



¹⁾ IEC Teamcenter (covering Digital Factory Division and Process Industries and Drives Division)

Anton S. Huber | CEO of Digital Factory division

Thank you.