



On the way to a
digital future

*“Always keep
the distant
future in mind
– that’s what
matters
most.”*

Werner von Siemens
Founder of Siemens



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landscape mode



Aim your device at
the AR mark



Experience immersive
3D visuals



Lothar Herrmann
CEO Siemens Greater China



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experience AR

Shaping a digital future

The world today is undergoing a fundamental paradigm shift. Our business environment is characterized with a high level of volatility, uncertainty, complexity and ambiguity. As the era of big data arrives, digitalization has become a game changer for the future of all industries. Disruptive and digital innovations as well as Internet-based business models are changing the lives of everyone.

China is now in a critical stage of transformation. The country is pushing forward “Made in China 2025” and “Belt and Road” initiatives for innovation-driven and shared development. Enterprises also need to upgrade and transform themselves in the digital age for shorter time-to-market, greater flexibility, higher efficiency and better quality. Such revolution requires support from partners - partners with expertise in electrification, automation and digitalization, partners who think long term and do not sidestep the challenges ahead. Siemens is that kind of partner.

More than 170 years ago, it was our company founder Werner von Siemens who first defined purpose of the company. He said: “Always keep the distant future in mind – that’s what matters most.” Since entering China 145 years ago, Siemens has remained true to that purpose by making contributions to a sustainable future of China. As the digitalization wave rises, we are ready to partner with China to jointly master opportunities and challenges of digitalization.

Here, you will experience an innovative, responsible and excellent Siemens that delivers its promises to customers, employees and the society.

A handwritten signature in black ink, reading 'L. Herrmann'.

Lothar Herrmann
CEO Siemens Greater China

Ingenuity for life

As one of the world's largest producers of energy-efficient and resource-saving technologies, Siemens is active in more than 200 countries.

We focus on electrification, automation and digitalization to make real what matters. Today, Siemens has become an integral part of the Chinese economy and society, creating values for our customers, employees and the society.

We support Chinese manufacturers in their move to embrace the digital future, make urban infrastructure more intelligent and build a sustainable energy system to create better lives for everyone. "Ingenuity for life", or "BO DA JING SHEN, TONG XIN ZHI YUAN" in Chinese, is more than just our company brand claim. It is our unrelenting drive and promise.




* Shanghai Tower supported by Siemens technologies

Business to society

Driving the economy

- ~ 162,000**  Technical support for ~ 162,000 Chinese industrial enterprises by fiscal 2016
- > 45%**  > 45% of China's fossil power plants use Siemens' highly-efficient turbine technologies
- > 1,000**  > 1,000 Chinese SMEs upgraded their equipment through Siemens financial solutions by fiscal 2016

Improving quality of life

- 31**  31 metro lines in 14 Chinese cities used Siemens signaling systems by 2016, which brought about efficient, reliable and convenient transportation for people
- > 1/4**  > 1/4 of China's mid and high-end buildings rely on Siemens fire alarm systems to ensure safety for people's lives and property
- > 650**  > 650 people per day in China go through heart surgery with the support of Siemens medical equipment




Developing local jobs and skills

- > 31,000**  > 31,000 jobs created in China. In 2014-2017, Siemens ranked as the No.1 most attractive employer by Universum in engineering and manufacturing industry among engineering students of China for four consecutive years
- > 8,500**  > 8,500 participations per year in trainings provided by Learning Campus China of Siemens
- > 250**  Offline Core Learning Program and > 250 courses on E-Learning Platform open for employees in China

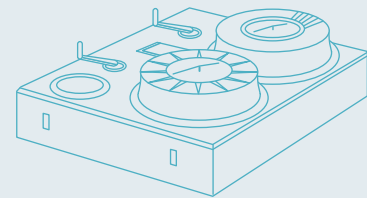
Value-added for innovations and societal transformation

- > 24,000**  > 24,000 innovative engineering talents cultivated by 2017 via "Siemens Cup" China Intelligent Manufacturing Contest held for 11 years
- > 25**  Create level-playing field through Collective Action and Siemens Integrity Initiative with ~ 55 projects in > 25 countries
- > 100**  Cooperation with > 100 Chinese EPCs in > 60 overseas markets by 2016

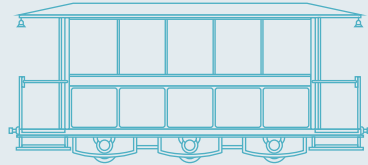
Sustaining the environment

- > 50%**  > 50% of offshore wind turbines installed in 2014 and 2015 in China were manufactured with Siemens technology
- 18**  Contributed to construction of 18 HVDC lines in China by early 2017
- > 20,000**  > 20,000 children in nine cities across China benefited from Siemens I-Green Education Program by 2016

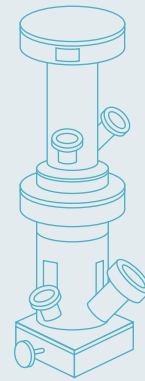
* All figures relate to fiscal 2016 (October 1, 2015 – September 30, 2016) unless stated otherwise

**1847**

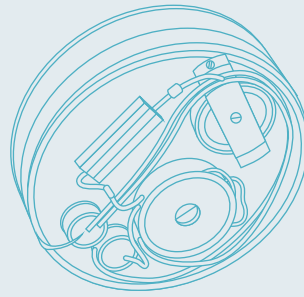
World's first pointer telegraph invented

**1881**

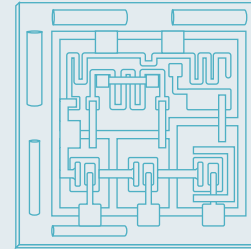
World's first electric streetcar built

**1939**

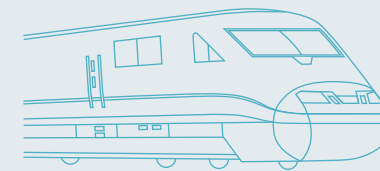
Series production of electron microscope started

**1958**

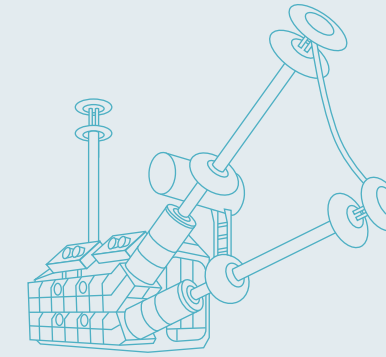
World's first cardiac pacemaker installed

**1965**

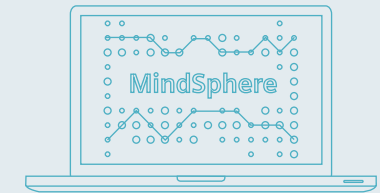
Europe's first mass produced integrated circuit presented

**1985**

ICE train with top speed of 300 km/h delivered

**2009**

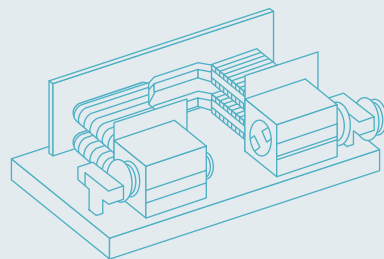
World's first ± 800 kV HVDC line, Yunnan-Guangdong HVDC power transmission system, began operation

**2016**

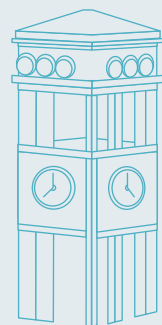
The cloud-based, open IoT operating system MindSphere launched

1866

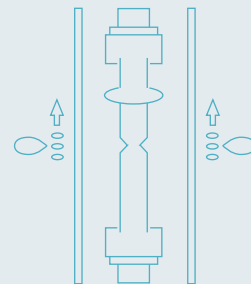
World's first dynamo machine invented

**1924**

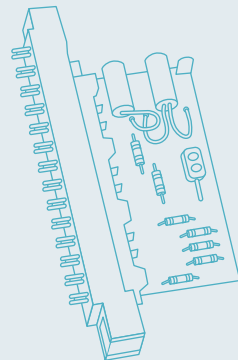
Germany's first automatic traffic signal system installed

**1953**

High purity silicon production procedure developed

**1958**

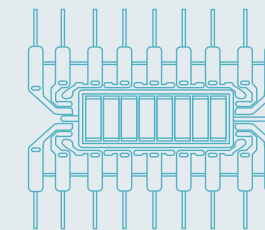
SIMATIC controllers launched

**1974**

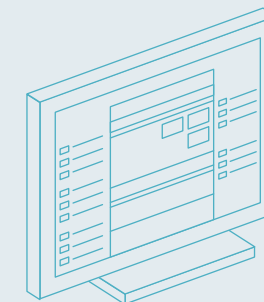
Siemens' first computed tomography scanner launched

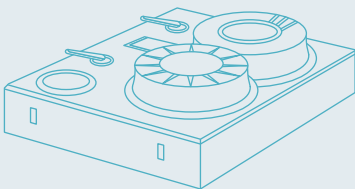
**1988**

The first 1-MB chips developed

**2010**

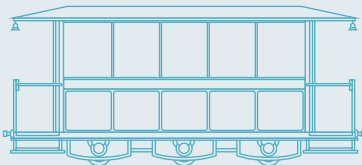
Engineering software platform TIA Portal introduced





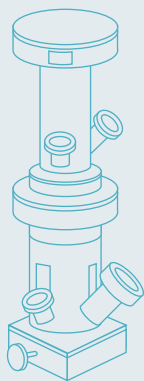
1847

World's first pointer telegraph invented



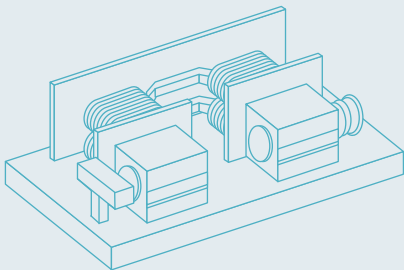
1881

World's first electric streetcar built



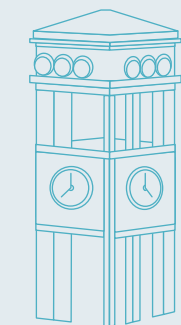
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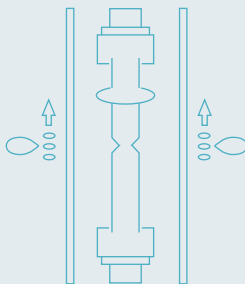
1866

World's first dynamo machine invented



1924

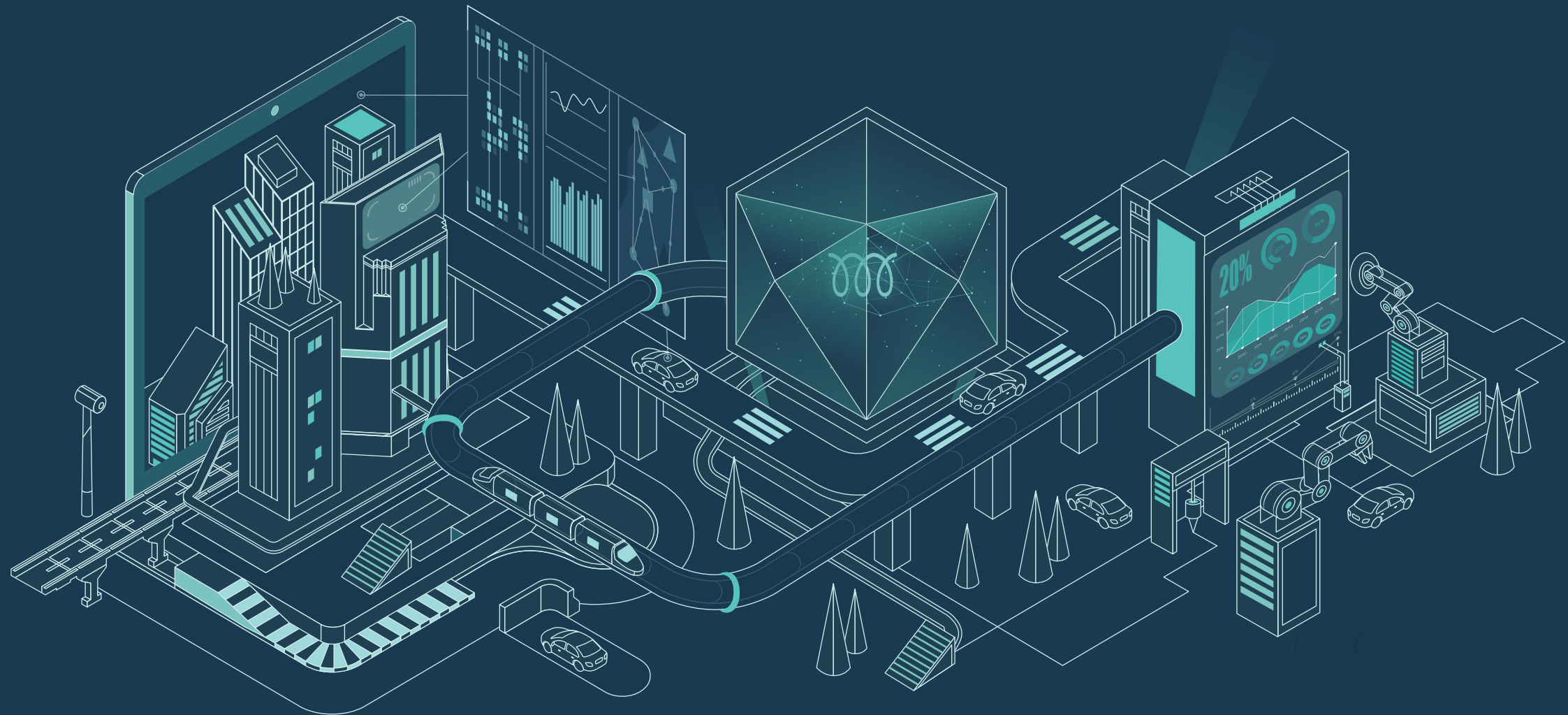
Germany's first automatic traffic signal system installed



1953

High purity silicon production procedure developed

Innovations drive world progress



Be local, stay open, go digital

As a cornerstone of Siemens' success, innovations have transformed our company from a small workshop into a leading global enterprise. In the future, innovations will continue to move us forward and enable us to lead the race of digitalization.

In China, we focus on digital innovations and combine our extensive network of innovation centers and global R&D systems with local business needs. We develop innovative products and solutions to fulfill the needs of local customers and breathe fresh life into transformation and upgrade of China's industries.

Meanwhile, Siemens spares no efforts to build an open innovation eco-system in China. We partner with local governments, leading enterprises, medium, small and micro-sized enterprises and start-ups, as well as universities and scientific research institutions to jointly develop future-oriented innovations and achieve win-win situation for all parties.





*“Ideas alone have little value.
An innovation’s importance lies
in its practical implementation.”*

Werner von Siemens

> 4,500

R&D researchers
and engineers



> 11,000

Active patents
and patent applications



20

R&D hubs



87

Universities and education
organizations in
R&D cooperation



- Siemens Corporate Technology China boasts extensive innovation network covering Beijing, Shanghai, Suzhou, Nanjing, Wuhan, Wuxi, Qingdao and Tianjin, etc.
- “Siemens China Innovation Center” Initiative develops digital innovations in areas including industrial big data analytics, industrial Internet of Things, connected city solutions, industrial cyber defense, digital enterprise, digital power plant and autonomous robotics, etc.
- Center of Knowledge Interchange (CKI) strategic ties established with Tsinghua University to promote cooperation on scientific and technical exchanges as well as talent cultivation
- The global separate unit next47 fosters disruptive ideas and accelerates development of new technologies

* All figures relate to fiscal 2016 unless stated otherwise

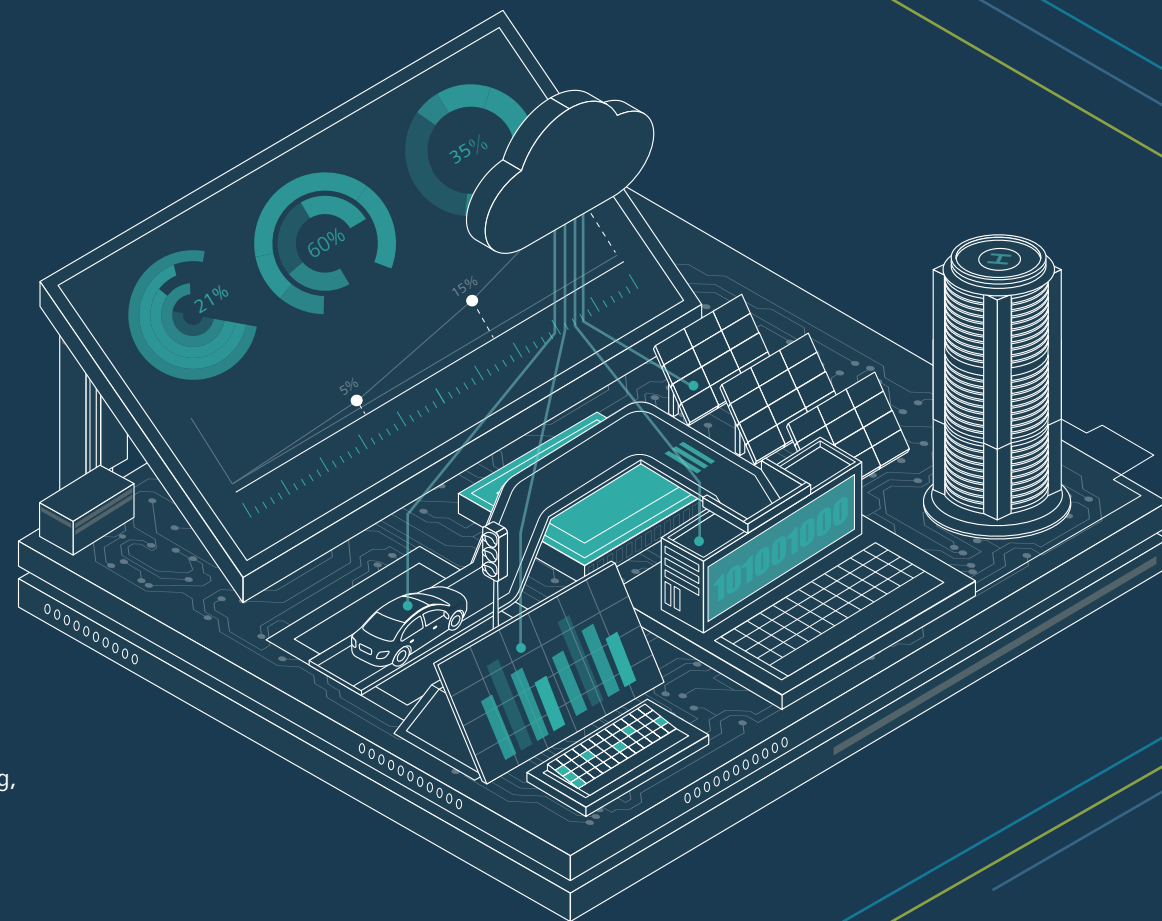
Electrification Automation Digitalization

– our path forward

On the way to Vision 2020, we focus on the growth fields along electrification, automation and digitalization. We make real what matters by setting the benchmark in the way we electrify, automate and digitalize the world around us.

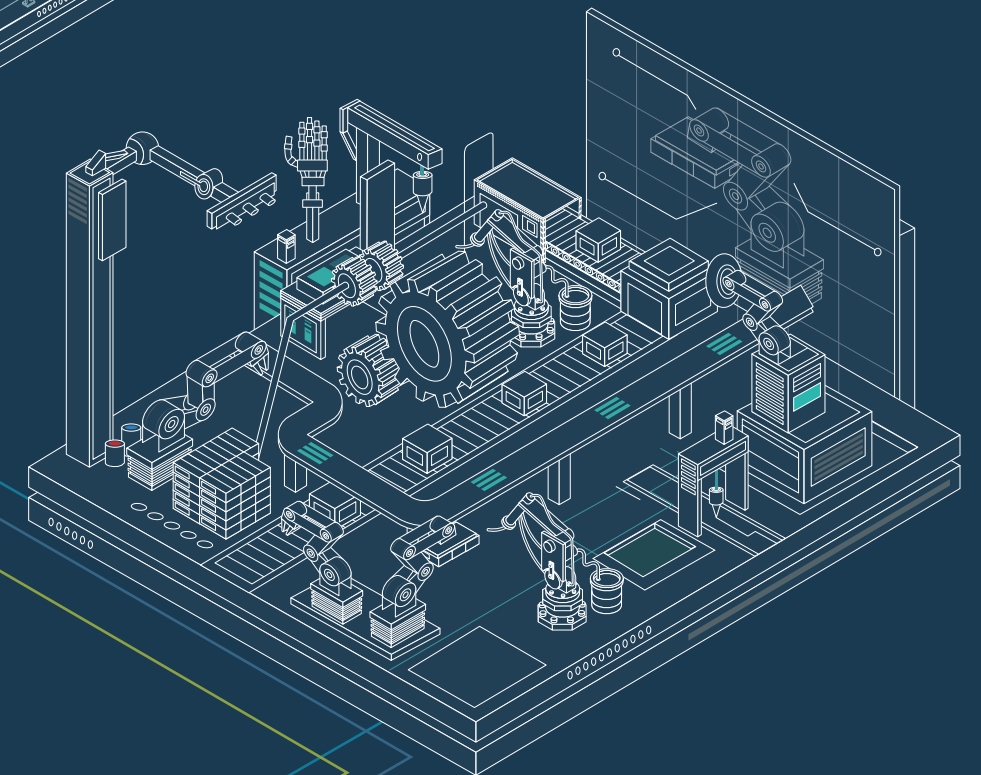
Digitalization

With a combination of hardware, software, industry know-how and data, we push for mergence of the physical and virtual worlds to benefit customers from design and engineering, to production and operation as well as maintenance and service.



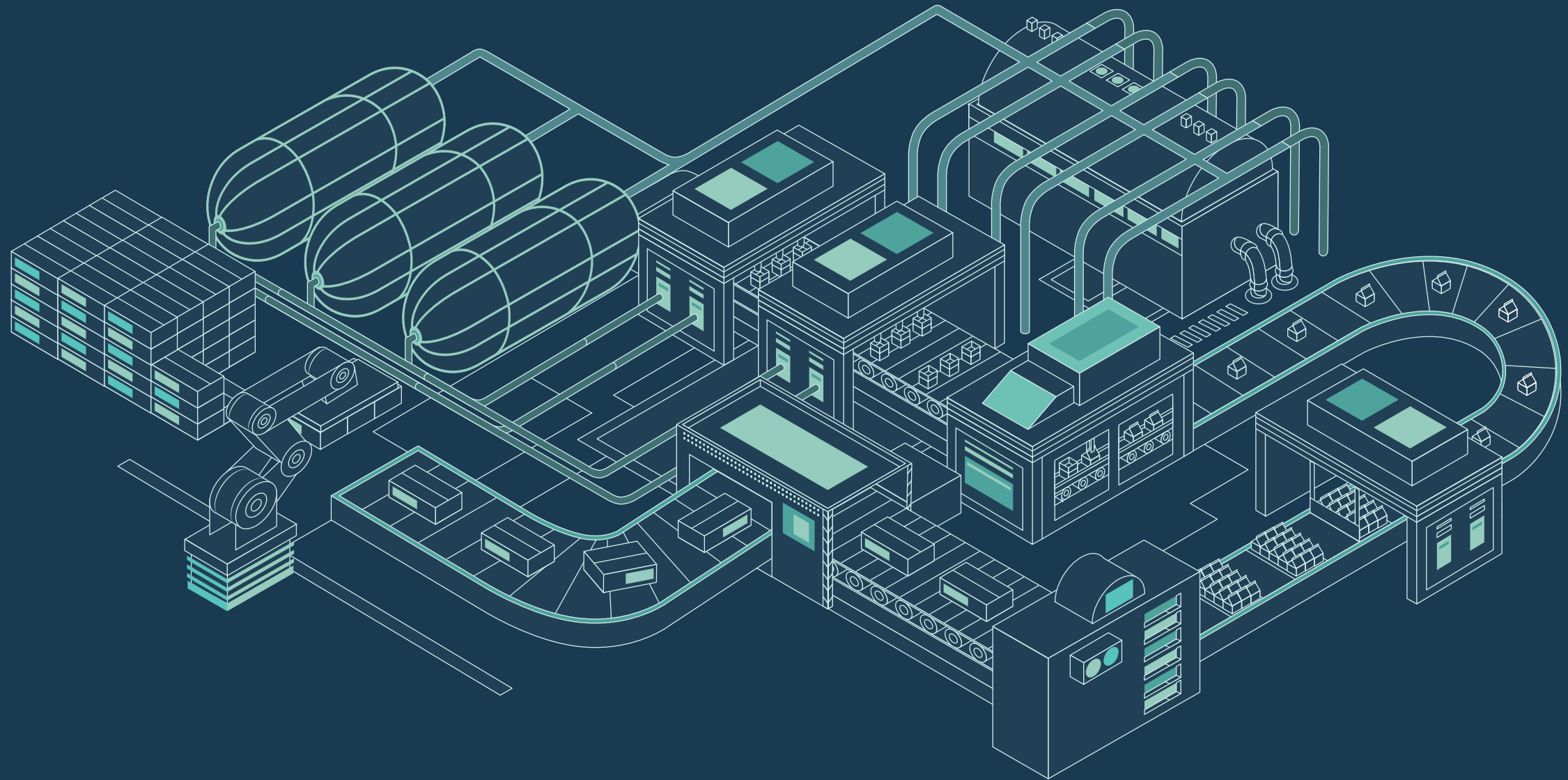
Electrification

We transform the electrification value chain by empowering our customers to generate, transmit, distribute, utilize power and manage digital grid with high efficiency.



Automation

Whether it's a power plant, mobility network, industrial equipment or a building, we automate our customers' facilities and systems to enable a higher level of productivity, efficiency and availability.



Leading the future of manufacturing

China's manufacturing industry is accelerating transformation and upgrade in line with the national strategy "Made in China 2025". The fast changing requirements of consumers are also placing manufacturers under growing pressures to achieve shorter time-to-market, greater flexibility, higher efficiency and better quality.

Our Digital Enterprise solutions encompass four cornerstones: industrial software and automation, industrial communication, industrial security and industrial services. By merging the physical and virtual worlds, our Digital Enterprise Suite for discrete industries and the solutions from Integrated Engineering to Integrated Operations for process industries digitalize and integrate all steps along the complete manufacturing lifecycle on the basis of "Digital Twin".

With MindSphere, our cloud-based, open operating system for the Internet of Things, we make it possible to generate customer value by collecting, analyzing and utilizing data. MindSphere also provides a solid foundation for applications and data-based services from Siemens and third-party providers, for example in the areas of predictive maintenance, energy data management and resource optimization.



The world's largest semi-submersible drilling rig BLUEWHALE I

"In our close cooperation over the past few years, Siemens has never let us down."

Hou Liping
Manager of the TCT Department
Yantai CIMC Raffles Offshore Ltd.

- Siemens' Power Package System ensures its efficient, stable and safe operation
- 11% of savings in fuel consumption enabled by DP3 Closed Ring Power Solution
- 20% of CO₂ emission reduction

20%

CO₂ emission reduction

11%

savings in fuel consumption

Siemens is a trusted partner in close cooperation with China's manufacturers. In 1903, we provided a motor for Tsingtao Brewery. It can still work well after running for nearly 100 years.



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Siemens in China
Since 1872

The world's drilling rig

- Siemens' Power Package S... efficient, stable and safe o
- 11% of savings in fuel cons... DP3 Closed Ring Power Sol
- 20% of CO₂ emission reduc

China's leading dairy maker – Mengniu



- Siemens' SIMATIC IT Unilab and Totally Integrated Automation systems help ensure food safety and improve productivity
- ~ 1,400 quality test methods digitally documented and calculated
- > 15% increase in quality test efficiency

> 15%
increase in efficiency

~ 1,400
quality test methods



Partnering with Ministry of Education for talent cultivation

- > 24,000 innovative engineering talents cultivated by 2017 via "Siemens Cup" China Intelligent Manufacturing Contest held for 11 years
- > 300 labs built together with educational organizations
- > 3,000 teachers trained

> 24,000
talents cultivated

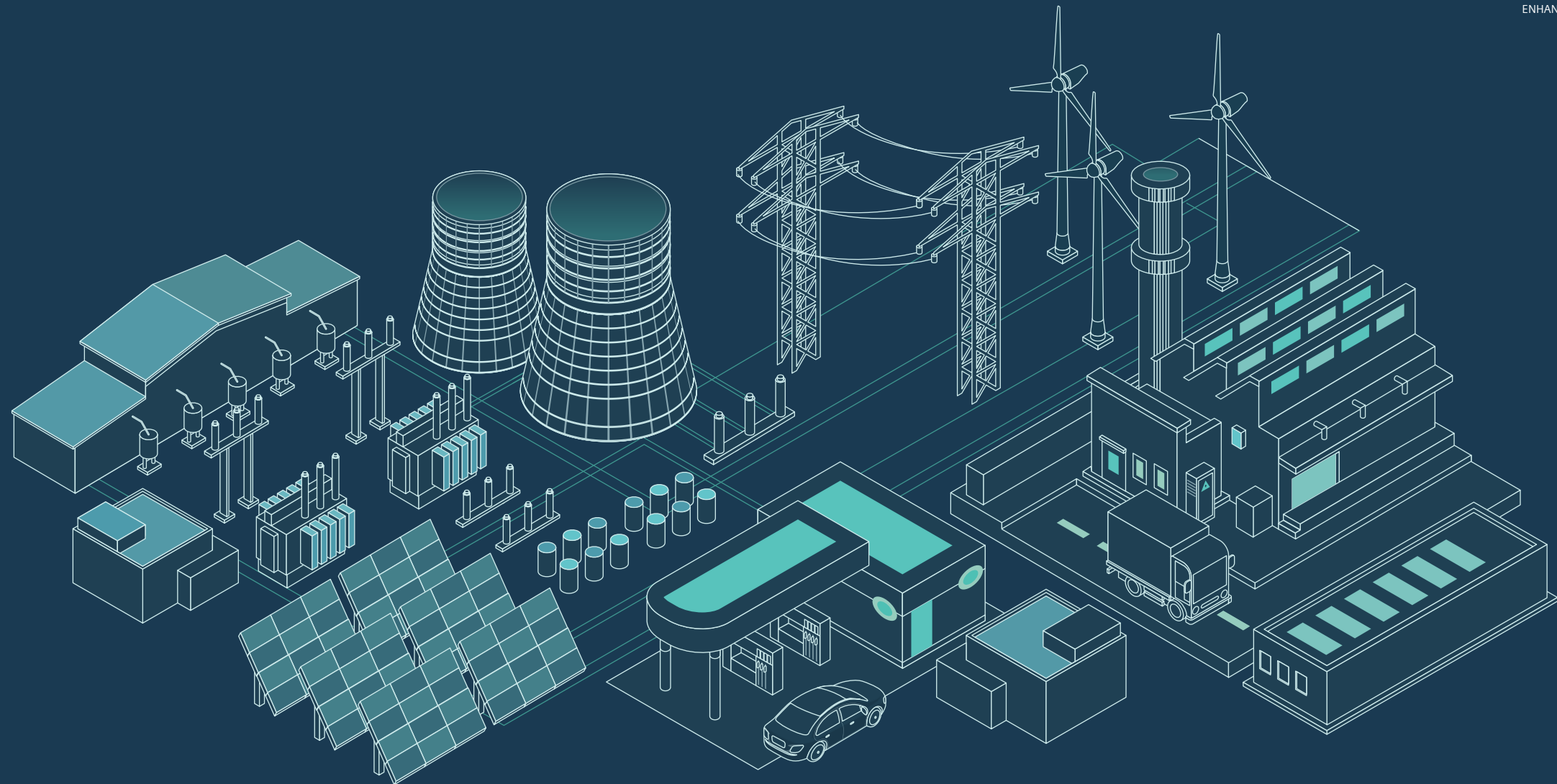
> 300
labs built

> 3,000
teachers trained

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Enhancing sustainable energy

China's economic development creates increasing demands for sustainable energy. Meanwhile, the country is sparing no effort to reduce its CO₂ emissions per unit of GDP by 40%-45% by 2020 from a 2005 basis. China's Energy Development Initiative Strategic Action Plan (2014-2020) has set a clear goal to build a clean, efficient, safe and sustainable modern energy system. The constantly changing energy markets and development of renewable energy and distributed energy are bringing about both challenges and opportunities for the energy system.

With a strong position along the entire electrification value chain, Siemens helps address China's energy and climate challenges together with our customers and partners. By combining data and industry know-how, we help build the energy system of the future.

From fossil fuels to renewables, our power generation solutions ensure maximum efficiency. With innovative digitalization technologies, we help build digital power plant where data is leveraged to conduct predictive diagnosis, optimize plant assets and support decision-making. In addition, our energy management portfolio helps establish

an efficient and reliable power infrastructure covering power transmission, distribution and digital grid. In the field of energy utilization, our products and technologies in buildings, manufacturing and mobility stand out with high efficiency and low carbon footprint.

Distributed energy is witnessing fast development and growth in China. With advanced solutions in power generation, energy management and smart buildings, we can support Chinese customers to reach the target of developing distributed energy systems as well as reduce their operational costs and carbon emissions.

Black Point Power Plant in Hong Kong

- The first H-class power plant in greater China, with 8000H gas turbine and other equipment from Siemens
- The plant will have an installed total capacity of 550 megawatts
- The plant to provide electricity for ~ 1 million households per month

"With Siemens' high-efficiency power plant technology and its broad experience in constructing large-scale plants, we are able to fulfill the community's desire for improved environmental standards, provide reliable and reasonably-priced electricity to our customers and make contribution to a sustainable energy future for Hong Kong."

Ir. Chris K C Cheung
Director - Generation Engineering
CLP Power Hong Kong Limited

550 MW

plant's installed total capacity

1 million

households per month
supplied with electricity

Siemens' contribution to China's energy development dates back to over a century ago. In 1910, Yunnan Shilongba Hydropower Plant imported two hydro-electric generators from Siemens, marking the start of China's hydropower development.



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Black Point in Hong Ko

- The first H-class power p with 8000H gas turbine from Siemens
- The plant will have an in 550 megawatts
- The plant to provide elec households per month

Changji-Guquan – world’s first 1,100 kV HVDC line



- Siemens provides the world’s first 1,100 kV converter transformers
- Transmission distance: 3,284 km
- Transmission capacity: 12 gigawatts

1,100 kV
world's first

12 GW
transmission capacity



One of China’s highest buildings – Shanghai Tower

- Power consumption of the tower is equivalent to that of a small town with a population of 50,000
- Siemens’ advanced energy management and intelligent building systems make the tower more energy-efficient, safe and reliable
- Energy Automation System can help the tower save 5%-10% of energy

50,000
people

5%-10%
energy savings rate

Siemens’ contribution to China’s energy development dates back to over a century ago. In 1910, Yunnan Shilongba Hydropower Plant imported two hydro-electric generators from Siemens, marking the start of China’s hydropower development.



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Developing intelligent infrastructure

China's urbanization process is expected to reach 60% by 2020. Infrastructure is a crucial driver of urban development. It moves people and goods, powers our lives and fuels economic growth. Yet Chinese big cities are coming under increasing strains. The challenges of traffic congestion, environmental pollution and resource waste have to be addressed.

City cluster development requires further improvement in infrastructure, such as strengthened mobility network, greater information connectivity and cleaner energy.

With unmatched engineering and data expertise, we help improve efficiency and capacity of information-enabled intelligent infrastructure to build digital cities, and make cities and city clusters more efficient, livable, resilient and sustainable.

With the most cutting-edge digital technologies, we ensure efficient, safe and environment-friendly passenger and freight transportation. Our integrated mobility solutions cover mainline transport, intercity transport, mass transit as well as road traffic.

Meanwhile, Siemens offers comprehensive portfolio of building automation and control systems, room automation, field devices and fire safety products. We ensure perfect room climate for building users, keep people and assets safe as well as reduce energy consumption and operation costs of buildings.

Moreover, we have the most comprehensive energy management portfolio from high-voltage transmission systems to medium and low-voltage distribution infrastructure and systems, and digital grid solutions, serving such sectors as utilities, manufacturing, infrastructure and buildings.



Zhuhai integrated traffic information and service platform

- Siemens' Integrated Traffic Management System collects, sorts out and analyzes mass traffic data to bring tangible convenience to residents
- The Green Traffic Index System provides decision-makers a quantitative basis and criterion for environment-friendly and global experience-based transportation system
- Residents can receive and search tailored traffic information on website and mobile app

"We chose to work with Siemens because it has so many experiences in intelligent traffic management from its projects around the world and it has developed great technical innovation capabilities."

Miao Qianming
Director of the Information Center
Zhuhai Transport Bureau

Since 1899 when Siemens built China's first tramline in Beijing, we have been providing strong support to China's infrastructure sector.



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Since 1872

Zhuhai intelligent information

- Siemens' Integrated Traffic Management System (ITS) collects and analyzes mass traffic data to help residents
- The Green Traffic Index System provides a quantitative basis and creates a more comfortable, experience-based transportation environment
- Residents can receive an intelligent traffic information website and mobile app

Passive House Technology Center at Qingdao Sino-German Ecopark



- Siemens' Building Automation System integrates subsystems into one platform to maximize energy efficiency
- Siemens products and systems optimize management of lighting, shading and HVAC systems
- The center saves > 90% of energy

13,800 sqm

total floor area

> 90%

energy savings rate



Tencent data center

- Tencent data center stores data of > 1,000 PB (1PB=1,024 TB), more than that of the world's 15,000 largest libraries
- Siemens' Totally Integrated Power solutions ensure stable and safe power supply
- Chiller plant optimization solution from Siemens protects data center server to ensure smooth operation and maximum energy efficiency

~ 2%

proportion of data center in
global energy consumption

> 1,000 PB

Tencent data center data storage

Since 1899 when Siemens built China's first tramline in Beijing, we have been providing strong support to China's infrastructure sector.



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We are a local company in China!

Rooted in China, Siemens supports the ambitious goals of our local customers and partners, and also strives for value co-creation. From R&D and productions to sales and services, our localized industrial value chain and comprehensive portfolio have laid a solid foundation for our long-term development in China.

Hospital

Smart building

Biomass power plant

Onshore wind power

Solar power

Mine

Digitalized auto
production line

Combined cycle power plant

Food and beverage factory

Distributed gas power plant

Intelligent traffic system

Stadium

Innovation center

Data center

Coal-fired power plant

LNG ship

Amusement park

Port

Natural gas

Energy management center

Power transmission,
distribution and smart grid

Offshore wind power

Energy storage

Offshore oil drilling rig

Oil refinery

Cement plant

Employer of choice

We are engineers, scientists, sales personnel, designers or consultants, etc. We work in a global community, from shop floor to executive offices, all contributing to our products and solutions that benefit everyone.

We take on tough projects. We build infrastructures, energize the world, help industries run smoothly and create a digital tomorrow. We care about our people and train and develop them to master these challenges.

We are respectful, inclusive and diverse. Everyone has a variety of opportunities and everyone is treated in a fair way.



Talent acquisition

- Every year graduates from top universities join Siemens via various channels, including trainee programs such as Siemens Sales Trainee Program, Siemens R&D Trainee Program, Siemens Commercial Trainee Program and Siemens Graduate Program
- In 2014-2017, Siemens ranked as the No.1 most attractive employer by Universum in engineering and manufacturing industry among engineering students of China for four consecutive years



Career development

- Well-established talent development programs covering different career stages, and international assignments for development across geographical borders
- Three career paths for employees: Management, Project Management and Expert
- > 2,500 employees joined the 2nd Siemens China Learning Day in February 2017 to discuss and share on core topics like digitalization, innovation and Industrie 4.0



High-performance culture

- Comprehensive performance evaluation and continuous feedback
- Equity culture and flexible reward measures

145 years in China

145

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Siemens in China
Since 1872

1847

Werner von Siemens founded
Siemens & Halske

1899

China's first tramline built in
Beijing, and the first trams
produced for the country

1904

Siemens' first permanent office
in China set up in Shanghai

1937

John Rabe, then Siemens
representative in Nanjing, saved
more than 250,000 lives from
massacre

1872

The first pointer telegraph
supplied to China, marking the
start of China's modern
telecommunications

1899

China's first power plant built in
Beijing to generate energy to
light a number of city districts
and drive the tramline

1910

Yunnan Shilongba Hydropower
Plant imported two hydro-electric
generators from Siemens, marking
the start of China's hydropower
development

1985

Cooperation memorandum inked
with China, the first of its kind
among foreign enterprises in China.
The memorandum was renewed in
2011 and 2016. The cooperation
was deepened in 2017 in areas of
innovation and in the application of
digital technologies

1994

Siemens Ltd., China
established, the first holding
company formed by a foreign
investor in China

2010

As a global partner of Expo
Shanghai, Siemens supplied
advanced technologies and
solutions to help build a
green Expo

2012

Siemens Employee Volunteer
Association established to
provide a volunteerism platform
for employees, the company and
the society, focusing on creating
value for the society

2016

"Siemens China Innovation
Center" Initiative launched to
explore digital innovations

2017

Siemens' first Digitalization
Experience Center in Asia-Pacific
Region opened in Beijing

2006

Siemens China Corporate
Technology officially opened in
Beijing. It has become one of the
largest Siemens corporate R&D
bases outside Germany

2011

Cooperation memorandum signed
with the Ministry of Education to
jointly promote education of China's
engineering talents. The
memorandum was renewed in 2016

2013

Siemens' first digital factory in China
began operation in Chengdu

2017

Continued strategic partnership with
Chinese enterprises to jointly push
forward intelligent manufacturing on
their way toward "Made in China 2025"
and Industrie 4.0



Siemens Ltd., China

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Chaoyang District, Beijing, P.R. China
Company Hotline: 400 616 2020
Email: contact.slc@siemens.com

For further information on Siemens Ltd., China,
please visit: [**www.siemens.com.cn**](http://www.siemens.com.cn)

For more stories of Siemens, please visit:
[**www.siemens.com.cn/stories**](http://www.siemens.com.cn/stories)

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