

# Siemens in China

March 2021



**SIEMENS**

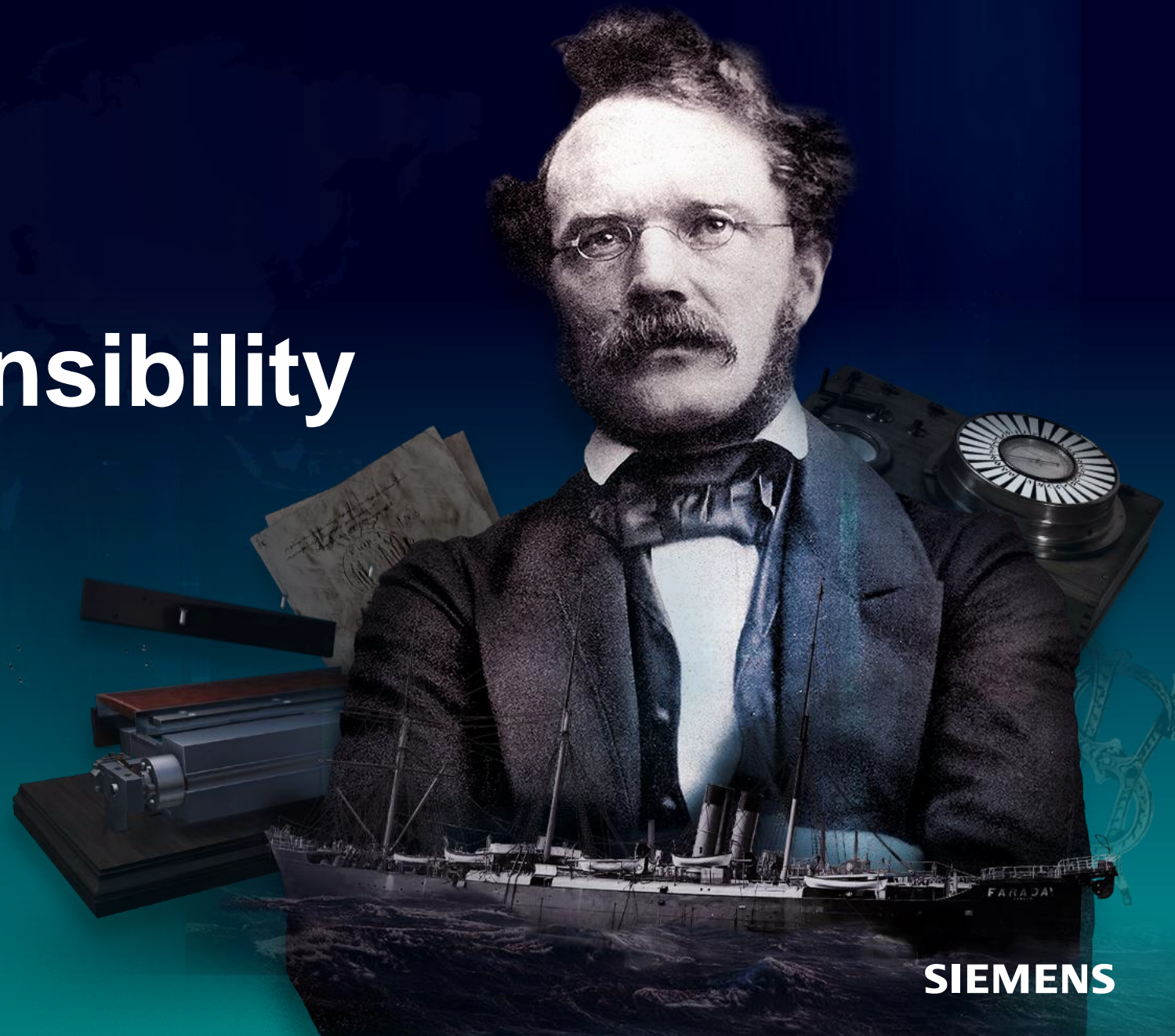


# 174 years of social responsibility

1816 - 1892

Werner von Siemens

Company founder, visionary and inventor

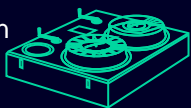


**SIEMENS**

# Since our founding, we've been shaping industrial revolutions

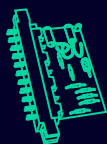
1847

Pointer telegraph laid the foundation of Siemens as a global company.



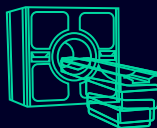
1959

SIMATIC made Siemens a leader in automation technology.



1983

First magnetic resonance imaging scanner went into operation.



2012

Test operation of the world's largest rotor for offshore wind turbines.



2018

Charter of Trust: a joint initiative for a secure digital world.



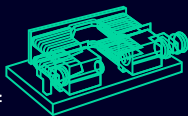
2020

Comfy workplace app made it safe to return to the office during the pandemic.



1866

The dynamo machine made electricity part of everyday life.



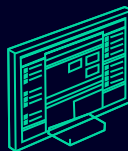
1975

Breakthrough of high-voltage direct-current transmission.



2010

TIA Portal took automation a stage further.



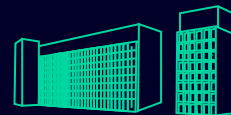
2016

Siemens launched MindSphere, the IoT-as-a-Service solution.



2019

Start of first project for Siemensstadt 2.0.



Steam power – Shift from manual to mechanical production



Electricity – Introduction of assembly line



Electronics and IT – Automation of manufacturing



Digitalization – Cyberphysical systems

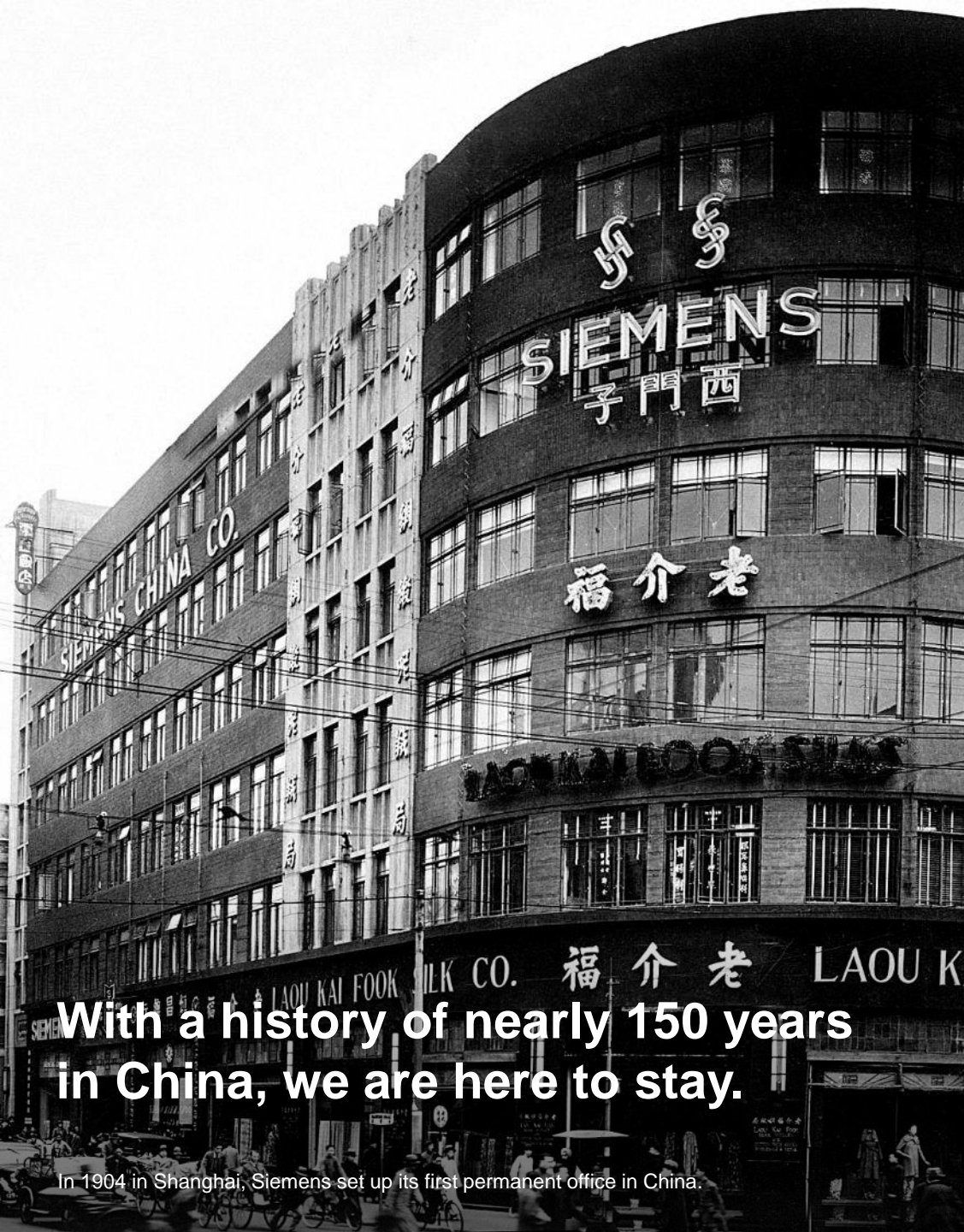
Industrie 1.0

Industrie 2.0

Industrie 3.0

Industrie 4.0



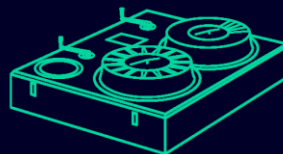


**With a history of nearly 150 years  
in China, we are here to stay.**

In 1904 in Shanghai, Siemens set up its first permanent office in China.

**1872**

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



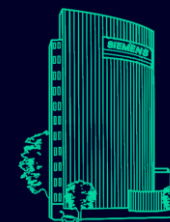
**1994**

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



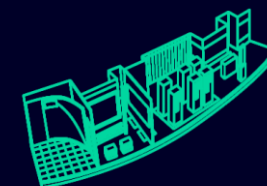
**2008**

Siemens Center (Beijing), headquarters of Siemens China, came into use.



**2017**

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



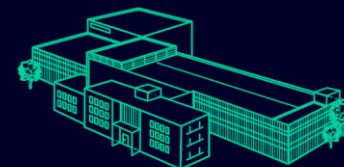
**1985**

Cooperation MoU inked with China. The partnership was deepened in 2017 in areas of innovation and digitalization.



**2006**

Siemens Corporate Technology China officially opened.



**2013**

Siemens' first digital enterprise outside Germany began operation in Chengdu.



**2020**

Siemens contributed immensely to the fight against COVID-19 in China.

**SIEMENS**

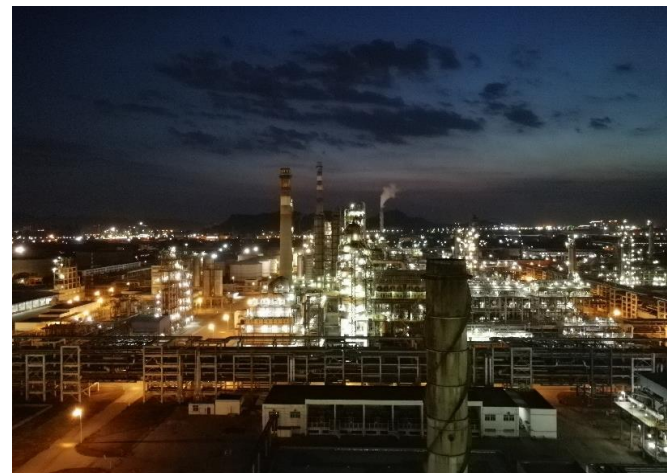




**What we  
stand for**

Being responsible, excellent and innovative,  
we create technology to transform the  
everyday and make real what matters.

工业信息安全测评平台 Industrial Security





# COVID-19 | Fight virus, fight as one

## What we care for

- No. 1 priority: ensure people's health and safety
- Fast crisis response with highly motivated people
- Reliable and trusted partner in China

## How we stand together

- Over 6,200 employees donated RMB 2.2 million in total, adding to company donation of RMB 15 million worth of medical equipment.\*
- Rushing in harm's way to deliver medical equipment to hospitals in Wuhan.
- Providing timely support to disease-hit areas, e.g. working nonstop to support construction of Leishenshan and Huoshenshan makeshift hospitals.
- Developing an intelligent disinfection robot in one week to help contain the spread of pandemic.
- Standing fast to ensure customer business continuity, e.g. bringing a customer's mask production line back to operation within 26 hours.

\*This data includes Siemens Energy.

## Our compassion, courage and solidarity



Siemens donations for fighting virus



Emergency aid to Wuhan



Racing against time to support Wuhan Leishenshan Hospital



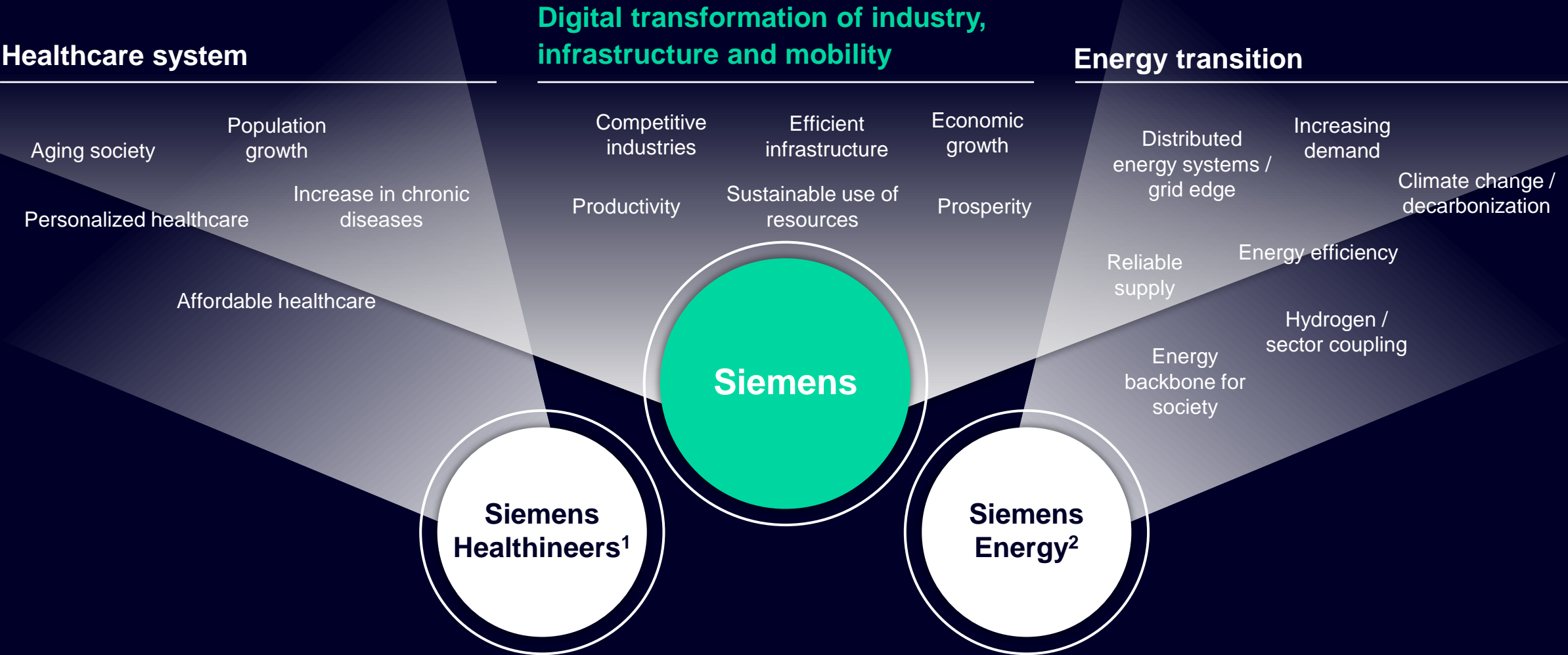
On-site services to customer power plant



# A powerful ecosystem



# Provide technology solutions to address the greatest challenges of our times



<sup>1</sup> Publicly listed subsidiary of Siemens | <sup>2</sup> Publicly listed associate



# A new chapter in the history of Siemens AG

Company setup as of October 1, 2020

## Businesses

Digital  
Industries



Smart  
Infrastructure



Mobility



Siemens  
Advanta



Portfolio  
Companies



Siemens  
Healthineers\*



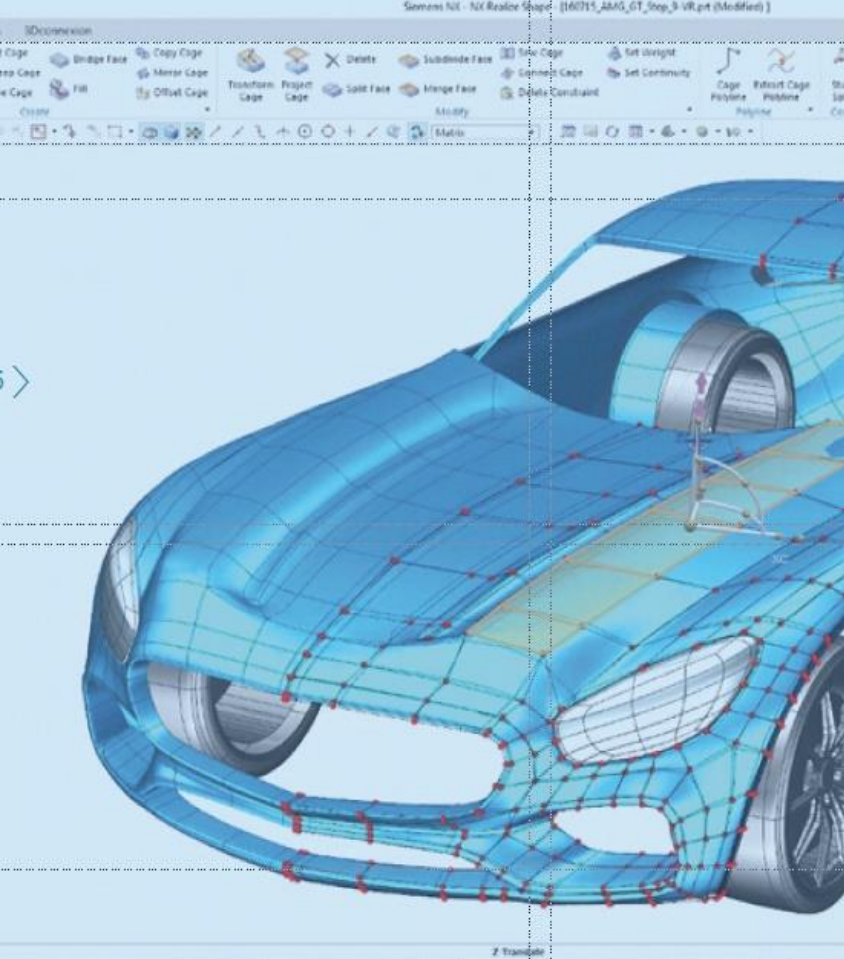
## Countries

## Service & Governance

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

# Technology to Transform the Everyday





We commute in cars, which are designed with **Siemens software** ...



... built in factories running on **Siemens automation** ...



... connected to **Siemens urban traffic control and traffic management system**.

**SIEMENS**





We work in **smart buildings** that  
keep us comfortable and healthy ...



... with a **carbon neutral footprint**  
that keeps the planet healthy as well.

**SIEMENS**





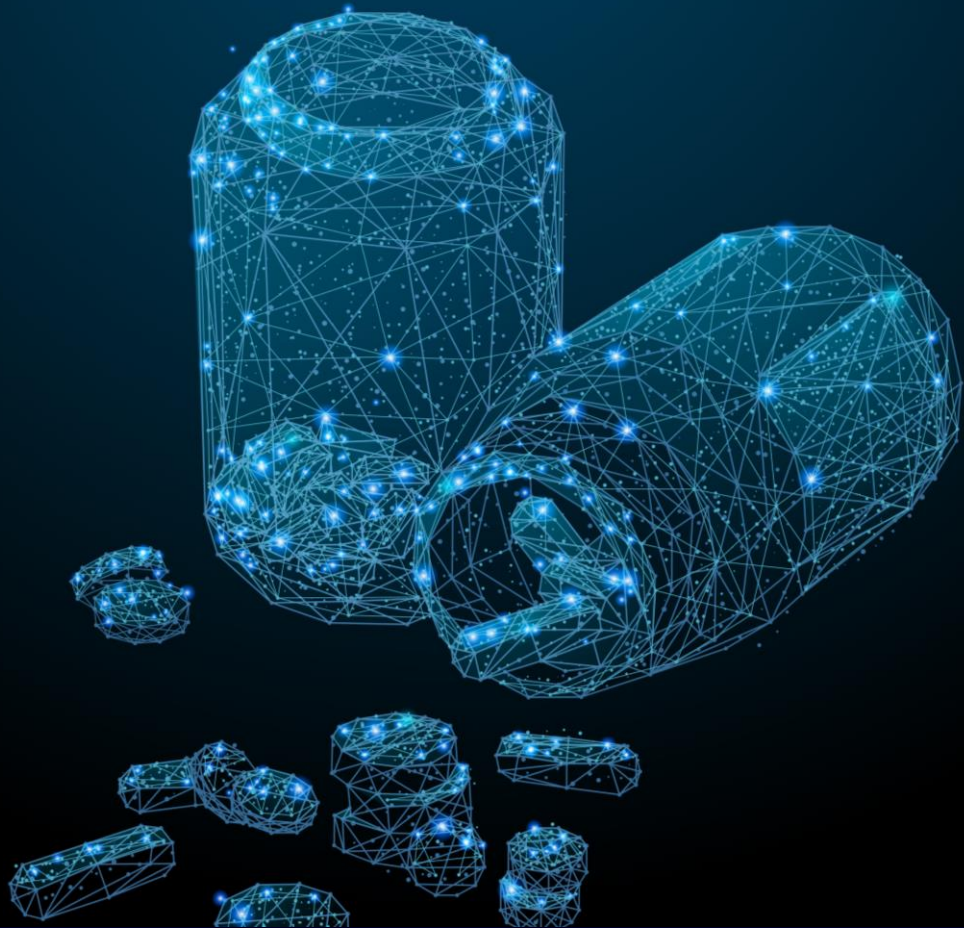
We travel on trains supported by **Siemens Mobility rolling stock, rail infrastructure products, services...**



... and drink beer produced in factories enabled by **Siemens digital technologies.**

**SIEMENS**





We rely on **lifesaving drugs** sped to market ...



... thanks to **Siemens innovations.**

**SIEMENS**



# Siemens in figures

As a leading technology company, we provide industry-specific support to our customers. That's what we do today and will do tomorrow.

**293,000**

employees<sup>1</sup>

**€57.1 bn**

in revenue<sup>2</sup>

**€4.2 bn**

in net income<sup>3</sup>

**14.3%**

adjusted EBITA margin  
for the Industrial  
Businesses<sup>2</sup>

<sup>1</sup> As of September 30, 2020 (without Siemens Energy) | <sup>2</sup> For fiscal 2020 (without Siemens Energy) | <sup>3</sup> Continuing and discontinued operations

**SIEMENS**





**Siemens is an integral part of  
China's economy and society.**

**€7.3 bn**

Revenue in fiscal 2020

---

**>30,000**

employees

---

**2nd**

China is the 2nd largest overseas  
market of Siemens

---

**>40**

operating companies

---

The figures of revenue and operating companies are  
pertaining to Chinese mainland; other figures are pertaining to  
Greater China; all without Siemens Energy; by fiscal 2020,  
except where otherwise stated.

**SIEMENS**

# Businesses and Services



Connect, create and collaborate!





# Digital Industries

Digital Industries helps customers and partners unlock their full potential, providing cutting-edge technologies for automation and digitalization of discrete and process industries.

As an innovation leader, DI drives development of industrial IoT by integrating OT and IT. With Digital Enterprise portfolio, it provides companies of all sizes with the right products, solutions and services for integrating and digitalizing the entire value chain.

Currently, DI has 8 R&D centers, 7 factories and 6 training centers in China.





“

Drawing strength from Siemens' professional digital consultation and planning services, as well as seamless workflow from assessment, consultation to implementation, we look forward to deeper partnership with Siemens in digital transformation.

Li Shenhua  
Chairman of Guangdong Huaxing Glass Co., LTD

## Build digital lighthouse factories

Based on the concept of lean digital factory, Siemens provided Huaxing Glass with digitalization blueprint and implementation roadmap, empowering digital transformation of all its factories to improve product quality, increase efficiency and flexibility of production, and maximize all-factor production efficiency. Siemens' integrated solutions, including automatic data acquisition SCADA, industrial network, cybersecurity, intelligent instrumentation, MES, product lifecycle management, are being implemented in the first digital lighthouse factory of Huaxing Glass.

### 100X

Siemens has enabled digital transformation of hundreds of Chinese industrial enterprises in dozens of sectors.

**SIEMENS**





# Make intelligent manufacturing real

Siemens and GAC Motor co-created a digital benchmark factory combining advanced automation and intelligent manufacturing technologies.

With Siemens' TIA solutions, artificial intelligence and edge computing technologies, the welding assembly line of the factory achieved interconnection of all equipment, as well as data collection, monitoring and analysis in real time, thus making prediction and optimization of welding quality possible.

“  
Siemens' Digital Enterprise solutions and SICAR standard for the automotive industry empowered our digital transformation. Together, we are making intelligent manufacturing a reality.  
Zhang Shaowei  
Deputy General Manager  
Yichang Branch of Guangzhou Automobile Group Motor Co., Ltd.

**100%**  
automation rate in the welding workshop







Creating environments that care

# Smart Infrastructure

Smart Infrastructure intelligently connects energy systems, buildings and industries to enhance the way we live and work through greater efficiency and sustainability.

By integrating software and hardware, products, systems and solutions, SI makes infrastructures more productive, intelligent and adaptable.

Currently, SI has 12 operating companies and 9 R&D centers in China.

**SIEMENS**





# Create a smart village with digitalization

Siemens joined hands with State Grid to help build “China’s first smart energy village”. For Shanghai Lianmin Villiage Green Energy Application Demonstration Project, Siemens is customizing an integrated solution from planning consultation to the deployment of core energy management platform.

In collaboration with partners, Siemens created an exemplary solution of energy utilization in rural areas by combining energy stream, information stream and value stream.

**10%**  
reduction estimated in  
energy consumption with  
heat-power coupling

**50%**  
reduction estimated in  
carbon emissions





# Embark on new path toward intelligent refining

As a strategic partner of Chambroad, Siemens provided the customer with comprehensive power distribution solutions, including medium and low-voltage distribution systems, power automation products, solar power products and intelligent lighting control systems, etc.

The tailor-made solutions with a high safety level helped Chambroad improve its overall power supply reliability and better meet environmental requirements.

>1,000

Chambroad employees had participated in training sessions organized by Siemens by 2020.





# Mobility

As a leading provider of transport solutions, Mobility is constantly innovating its portfolio in the core areas of rolling stock, rail automation and electrification, turnkey systems, intelligent traffic systems as well as related services.

With digitalization, it is enabling mobility operators in China to make infrastructures intelligent, increase value sustainably over the entire lifecycle, enhance passenger experience and guarantee availability.





## Support driverless metro

Siemens provided train network control systems and traction system core components for FAO trains of GoA4 driverless operation in Shanghai Metro Line 18 Phase I project.

Siemens is joining hands with local partners to explore the way to success of FAO, co-create the future of digital urban rail transit, and continue providing safe and reliable mobility solutions.

“

As a pioneer in innovation, Siemens not only offered unique and cutting-edge technologies but also brought us benefits with a good combination of global experience and local operational practices.

Chen Chao  
Vice General Manager  
Shanghai Shentong Rolling Stock Company





# Enable Suzhou Industrial Park in autonomous driving testing

Siemens' cooperation project with Suzhou Industrial Park – V2X testing filed was officially launched in November 2019. This was Siemens' first Intelligent Connected Vehicles test project in China.

With comprehensive solutions including ICV infrastructure and virtual simulation platform, Siemens helped the test field virtually test and evaluate autonomous driving functions under various complex traffic conditions.

“

Our V2X testing field project built in partnership with Siemens is running well. We would further accelerate application of new technologies and new products, and build a demonstration model of intelligent transportation together.

Wu Qingwen  
Member of the Standing Committee of CPC Suzhou Committee  
Secretary of CPC SIP Working Committee Suzhou Industrial Park





# Siemens Advanta

With a comprehensive approach to develop strategies, and to create, plan and deliver end-to-end solutions along the entire IoT value chain, Siemens Advanta provides customized digital paths for customers.

In China, Siemens Advanta has hundreds of consultants and IoT design and implementation experts in Beijing, Suzhou, Shanghai, Nanjing and Guangzhou, etc. to implement projects of various scales, from strategy consulting and operation consulting to IoT solution development.



# Empower cities with enabling centers

Industrial Internet Enabling Centers are proved to be an innovative business model to deliver real impact for customers and partners.

By the end of 2020, Siemens had partnered with Yantai, Jining, Wuhan and Yulin to develop software and service-based Enabling Centers, which would empower local enterprises and support upgrade of local industries.





## Make laboratory diagnostics 4.0 possible

In the healthcare sector, Siemens and KingMed Diagnostics joined hands to drive innovation for the next level of development in Independent Clinical Laboratory (ICL) services in China.

Leveraging the concept from Industry 4.0 and domain expertise in healthcare, Siemens provided KingMed Diagnostics with end-to-end digital transformation solutions from strategy consulting to implementation, and co-created a sound vision, blueprint and concrete implementation plan for ICL 4.0.



# Portfolio Companies

Under the umbrella of Portfolio Companies, Siemens operates several units that have been bundled together since April 1, 2019. With a decentralized setup, fast decision-making processes and quick reaction times, these units have agile and flexible operations. These advantages make the Portfolio Companies more competitive in their specific markets and enable them to focus more sharply on their customers.





## Forge digital stockyard with capacity of 10 million tons

The digital stockyard of HBIS Group, with a capacity of 10 million tons, is one of the largest and most complex stockyards in the iron and steel industry.

Siemens' digital stockyard management solution made intelligent and unmanned operation possible for the stockyard. In the process of technology development and project execution, Siemens' Large Drives Applications ensured that the stockyard could meet high environmental standards during operation and that its blending and matching quality of materials reach a high level.

“

Siemens has always been a leader and innovator in industrial transformation. We are confident for the cooperation with Siemens in industrial digitalization and intelligent manufacturing.

Yu Yong  
Chairman of the Board of HBIS Group Co., Ltd

**SIEMENS**





# Siemens Healthineers

As a leading medical technology company, Siemens Healthineers enables healthcare providers worldwide to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, improving the patient experience, and digitalizing healthcare. In China, our installed base is around 61,000 units, covering more than 13,800 hospitals.

**~1,960,000**

people receive diagnostic tests, CT and MR scans and interventional procedures through Siemens Healthineers products every day in China.

**SIEMENS**





## Contribute to fight against COVID-19

With the 5G Remote Scanning Assistant (RSA) function, Siemens Healthineers' relocatable CT solution was delivered to Huanggang makeshift hospital and put into operation in March 2020. In the fight against COVID-19, the 5G RSA solution effectively helped alleviate medical resource shortages and avoid cross-infection.

During the period of regular epidemic prevention and control, the solution helped optimize the allocation of high-quality medical resources, improve the diagnosis and treatment skill level of doctors in community-level hospitals, and benefit the people in poor and remote areas.



**Siemens is shaping  
the future**





# Build innovation with purpose

**21**  
R&D hubs

---

**>4,600**  
R&D & engineering staff

---

**~11,000**  
active patents and  
patent applications

---

**6**  
MindSphere Application  
Centers

---

**85**  
representative seats in standardization committees  
and associations

---

The figures about R&D & engineering staff and MindSphere Application Centers are pertaining to Greater China; other figures are pertaining to Chinese mainland; all without Siemens Energy; by fiscal 2020.



## Focus areas of our research and development

Additive  
manufacturing

Autonomous  
robotics

Blockchain  
applications

Connected  
(e)mobility

Connectivity and  
edge

Cybersecurity

Data analytics,  
Artificial intelligence

Distributed energy  
systems

Energy storage  
systems

Future of  
automation

Materials

Power electronics

Simulation and  
digital twins

Software systems  
and processes





# Nurture digital talents

Siemens partners with the Ministry of Education to jointly foster digital talents for the future. The company also collaborates with universities and vocational schools in development of labs, teachers training, engineering textbooks and scholarships.

~90

universities and research institutes in cooperation with Siemens on some 780 R&D projects.

~60,000

innovative engineering talents nurtured through “Siemens Cup” China Intelligent Manufacturing Challenge for 14 years.

The figures are all without Siemens Energy, by fiscal 2020.





## Uphold Compliance

Siemens adheres to the highest ethical and moral standards in doing business. Only clean business is Siemens business.

## Highest rankings

in Dow Jones Sustainability Index in the category of Compliance since 2009.

## >14,000

employees of Siemens in China participated in the web-based training of “Siemens Business Conduct Guidelines” in fiscal 2020.

This figure is without Siemens Energy, Siemens Gamesa, Mobility, Siemens Healthineers, Hong Kong and Taiwan.





# Committed to sustainability in environment, society and governance

Siemens is contributing significantly to sustainable development of the society through the impact of our products, solutions and responsible operations along the value chain.

**2nd**

among industrial enterprises in Dow Jones Sustainability Index in 2020

**54%**

reduction in carbon footprint of Siemens' own value chain between 2014 and 2020

**SIEMENS**





## Create lasting value for society

Siemens I-Green University Students Summer Project launched in 2018 aims to support education on environmental protection and technological innovation.

The project has supported 751 student volunteers from 17 universities in teaching classes in 27 provinces, benefiting tens of thousands of primary and secondary school students and rural teachers in China. In the summer of 2019 and 2020, around 100 Siemens employee volunteers provided coaching and support to the university students as I-Green mentors.

**SIEMENS**





# Employer of choice

Siemens attracts and develops talents by encouraging them to take full ownership of self-learning and career development and fostering high-performance culture. For seven consecutive years, Siemens China has been No.1 among Industrial Engineering companies on the list of Most Attractive Employers in China by Universum.

Siemens adopts mobile working in China, empowering employees to leverage digital collaboration and choose the most productive way of work.





# Transform the everyday!

Siemens China

Email: [contact.slc@siemens.com](mailto:contact.slc@siemens.com)

Company hotline: 400 616 2020

For further information, please visit:

[www.siemens.com.cn](http://www.siemens.com.cn)

Scan the QR  
code to follow  
Siemens China  
WeChat.

