SIEMENS DIGITAL INDUSTRIES SOFTWARE

Leading digital transformation

Tony Hemmelgarn, President and CEO

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The world is changing
Customer expectations are changing

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SIEMENS
#1 Automation
in the world

SIEMENS DIGITAL INDUSTRIES SOFTWARE
#1 Industrial software
in the world

Unrestricted | © Siemens 2021 | Tony Hemmelgarn | Siemens Digital Industries Software

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A unique powerhouse combining the real and digital worlds

Digital Industries
Revenue split

Software
Revenue split

Mendix and MindSphere

€16.5bn
FY 21

€4.3bn
FY 21

Software

EDA

PLM

Automation
incl. Service

Transition to SaaS starting 2022

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Creating the perfect wave – anytime, anywhere

Why Siemens

- Simulate the Waves

- Design the Machine

- Control the Machine

- Optimize Performance with IOT

SURFLOCH

SIEMENS

Xcelerator
design   realize   optimize

collaboration · applications · IoT-Analytics · operations · manufacturing · simulation · electronics · mechanical

Comprehensive Digital Twin

Personalized Adaptable/ Modern

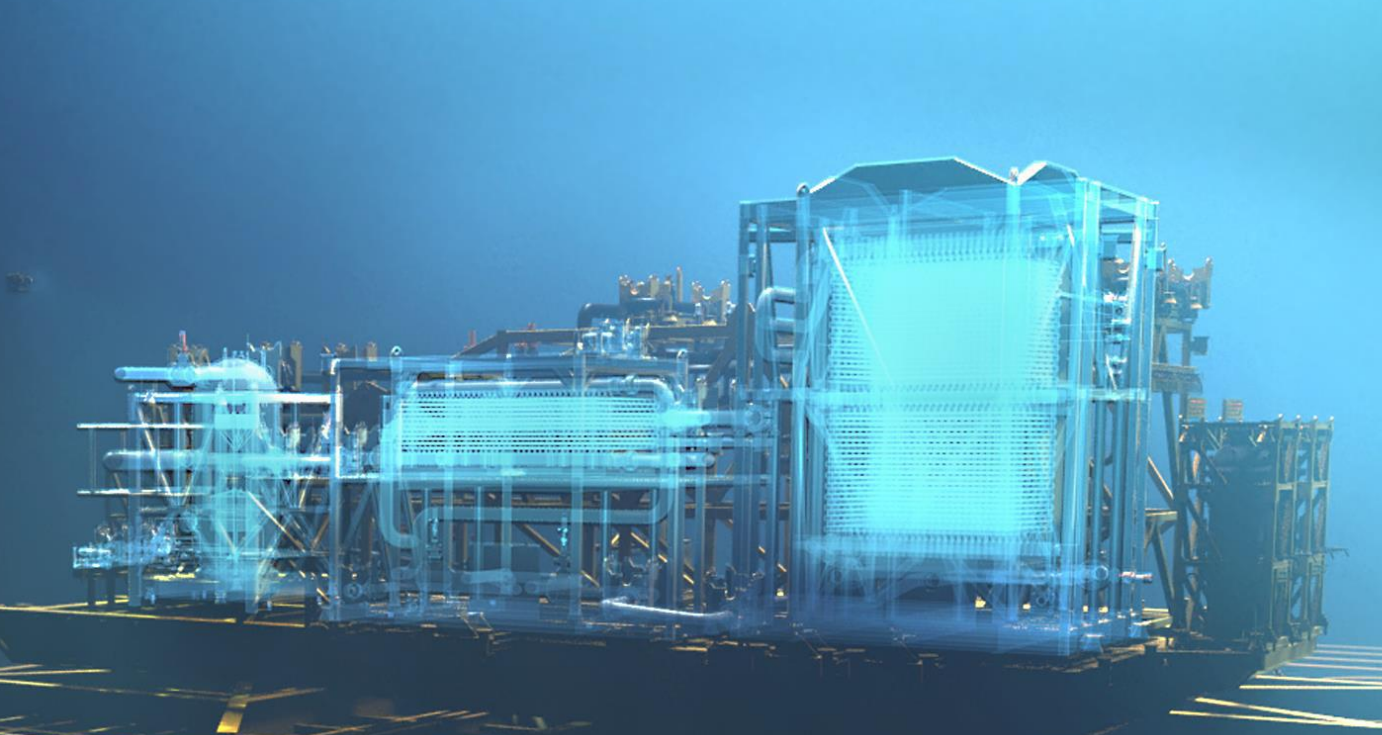**Flexible Open Ecosystem**

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Automate analysis to find optimal pipe design

Why Siemens

- Design the Pipe Choke

- Simulate Durability
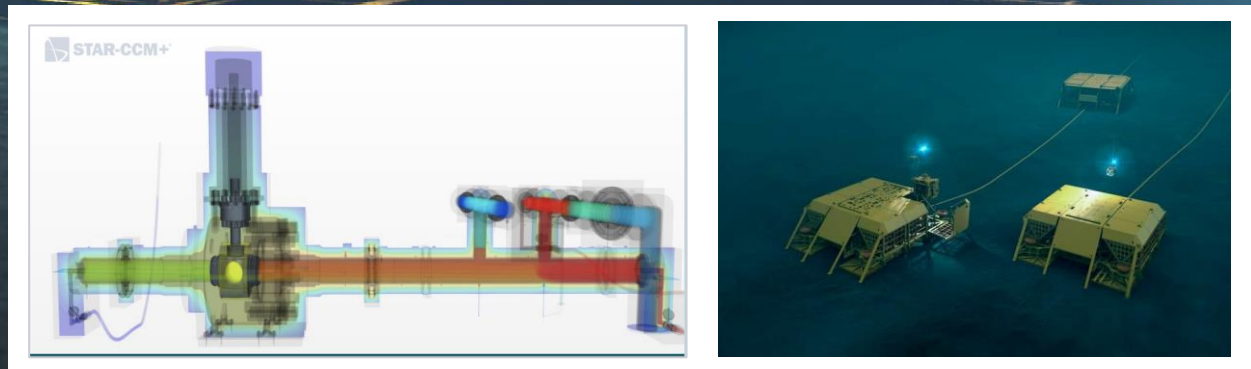
- Simulate Fluid Flow

- Optimize Simultaneously

300 design iterations in **5 days** versus previous
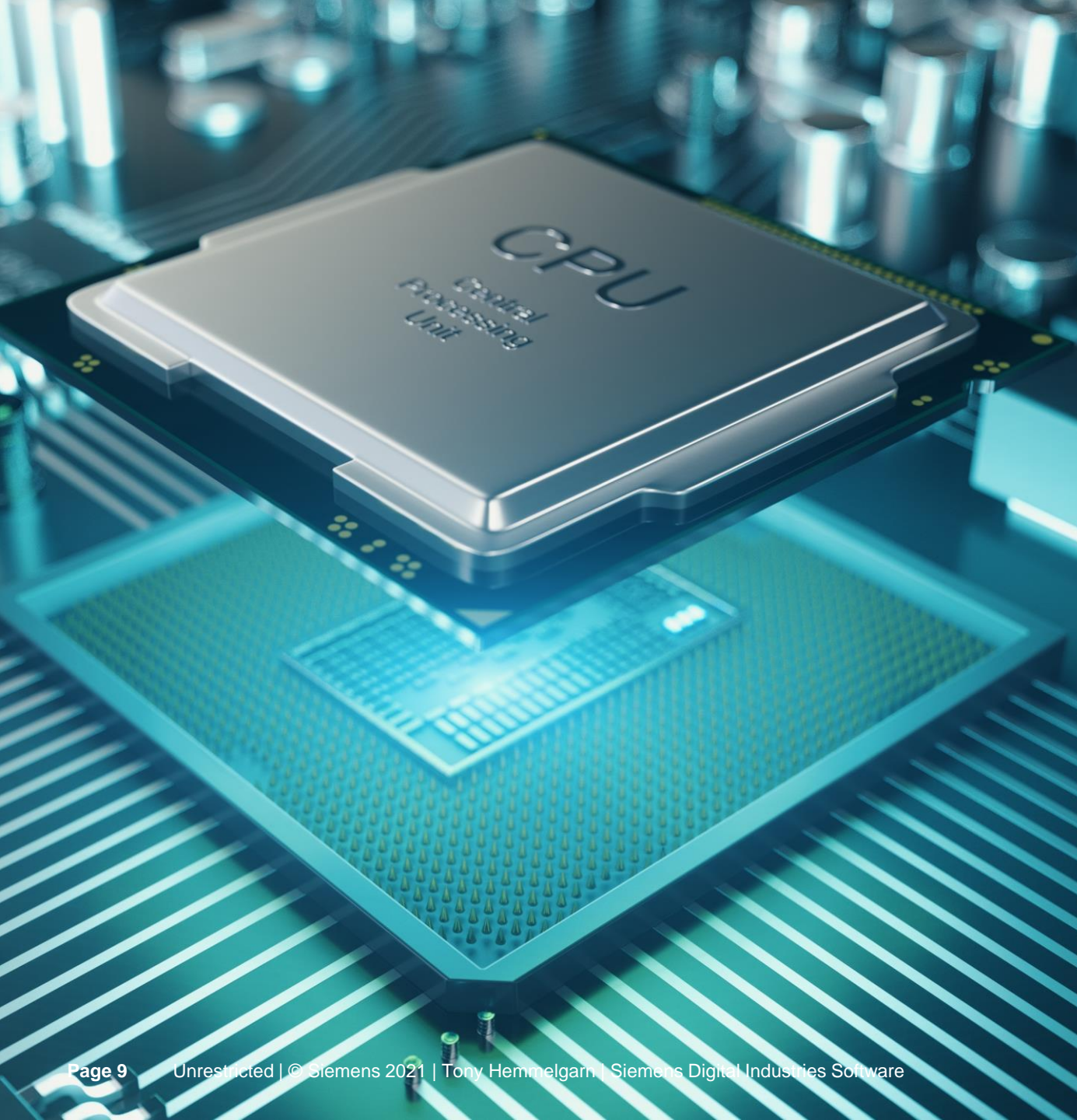**3 design iterations** in **10 days**

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Reduce operational risk and increase uptime

Why Siemens?

- Executable Digital Twin

- Physical Performance controlled by Virtual Models

- Optimize Performance in Real Time on the Edge

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Electrical and mechanical integration enables advanced semiconductor chip design

Why Siemens?

- 3D Integrated Circuit Stacking

- Integrated IC Design, Printed Circuit Board Design, and Mechanical Design managed by Teamcenter

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Strong organic growth coupled with acquisitions

Building the comprehensive digital twin

Selection of acquisitions

FORAN

Nextflow Software

profpga

mx mendix

ESTEQ

Supplyframe

MultiMechanics

timeseries

Mentor Graphics®

COMSA

CULGI

onespin

FRACTAL Technologies

LIGHTWORKS

POLARION

SAAB

Atlas 3D

AVATAR Integrated Systems

IBS

LMS®

CD-adapco www.cd-adapco.com

tass International A Siemens Business

ultraSOC

VISTAGY   CAMSTAR

innotec innovation worldwide

UGS The PLM Company

Virtual world
Software

Industrial software #1

Real world
Automation

Automation #1

2007

2021

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Industry leadership

FORRESTER WAVE
#1 PLM vendor

FORRESTER WAVE
Industrial IoT Leader and Visionary

FORRESTER WAVE
Low Code highest scoring

GARTNER MAGIC QUADRANT
Opcenter leader

ABI RESEARCH
Industrial Simulation Software Overall leader

GARTNER MAGIC QUADRANT
Multi-experience Development Environment

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Xcelerator Cloud: Agility and flexibility with the leading low-code foundation by Mendix

Industry Solutions

Aerospace/Def	Automotive	CP&G	Electronics	Energy/Util.	Industrial Mach.	Marine	Medical	Heavy Equip	IT

Applications / Solutions

Collaboration	IoT-Analytics	Operations	Manufacturing	Simulation	Electronics	Mechanical

Platform

App Services

Lifecycle	IoT	Engineering	Mfg.

Development Services

Security	Low-code	Dev / Ops	Multi-experience

Data / Integration Services

Integration

Multi Cloud

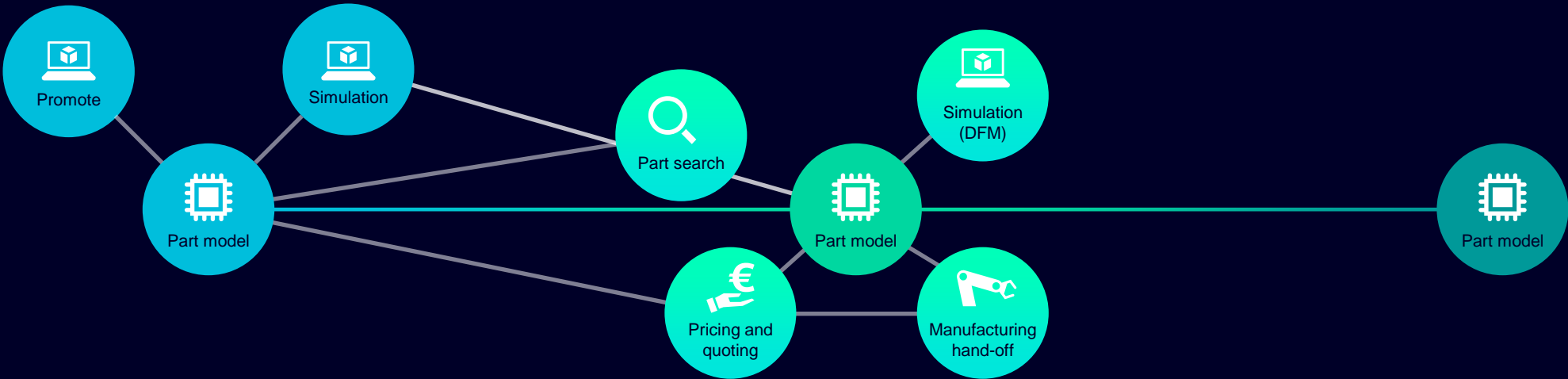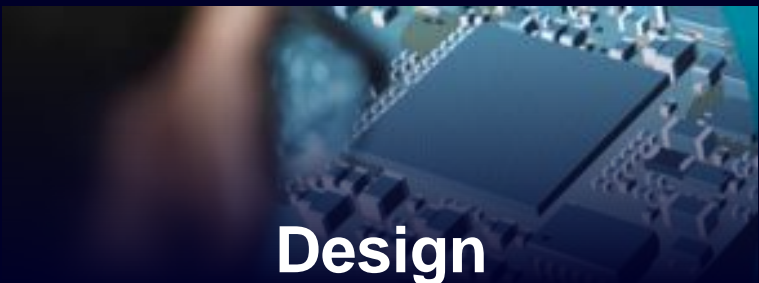| Xcelerator Cloud	Public Cloud	Private Cloud	Managed Cloud	Hybrid	On Premises	Edge

mx mendix

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Low-code development ecosystem with >220k developers

Personalized solutions with Mendix

Fast and easy linking of engineering and business data
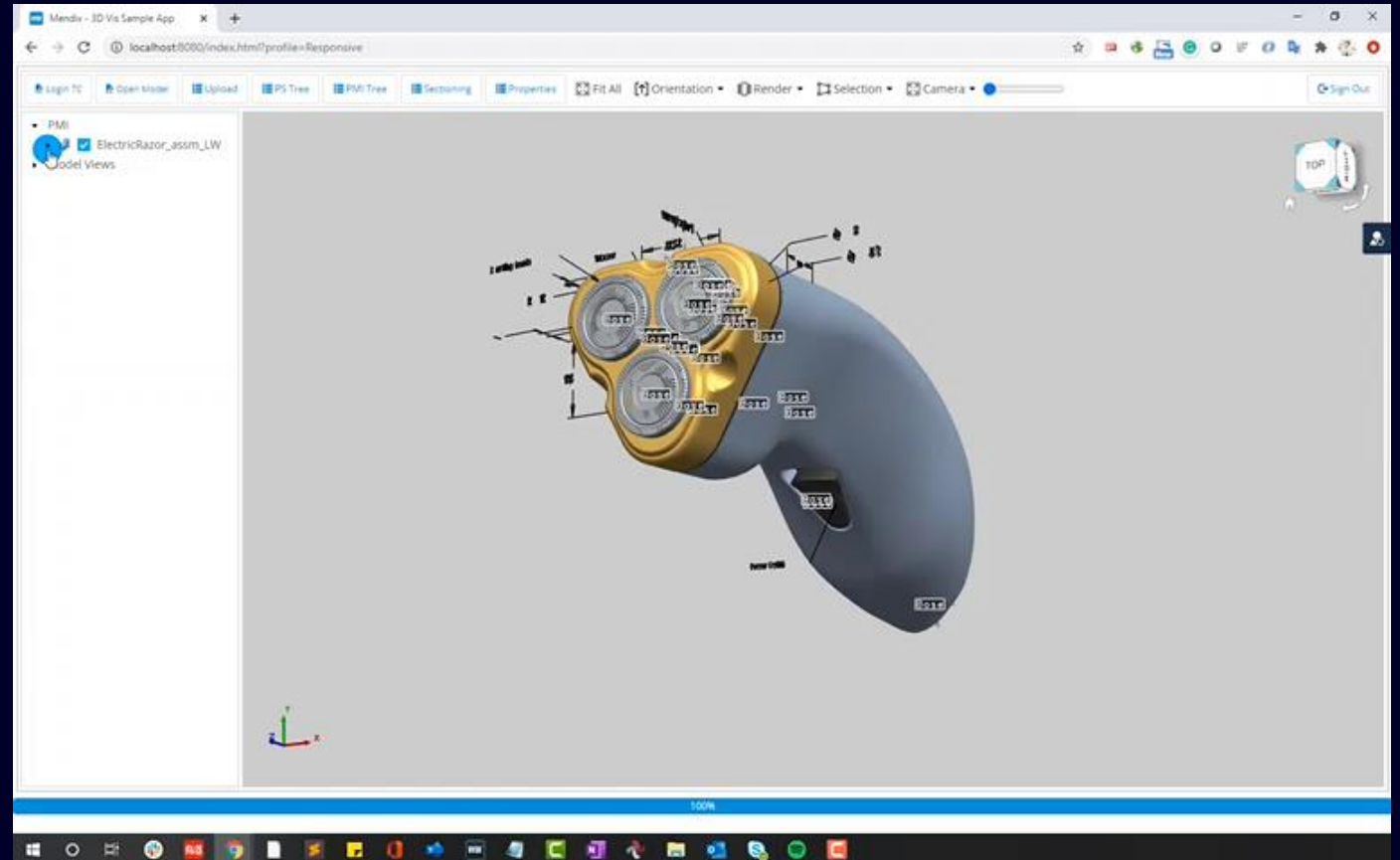
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Supplyframe - Multi-source marketplace with >10M users

Supplyframe

Procurement

Design

Manufacturing

- Promote
- Simulation
- Part model
- Part search
- Pricing and quoting
- Part model
- Simulation (DFM)
- Manufacturing hand-off
- Part model

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Software as a Service (SaaS) and Cloud create opportunities for Siemens

Customer perspective

Low entry price and risk

Reduction of hardware and IT ops

Scalability and collaboration across regions and organizations

Easy deployment and continuous enhancements

New markets

New ways of working

New users

Siemens perspective

More predictable, resilient

Capture key customer insights

Better cash conversion than on premise model

Easier entry to SMBs, yet scalable land and expand for enterprises

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Comprehensive Digital Twin

Personalized Adaptable/ Modern

Flexible Open Ecosystem

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Financial calendar

November 12, 2021

JP Morgan Digital Twin Conference

January 11, 2022

Commerzbank Conference

November 11

Q4 Earnings Release

November 12–25

Q4 Roadshow

February 10, 2022

Q1 Earnings Release and AGM

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