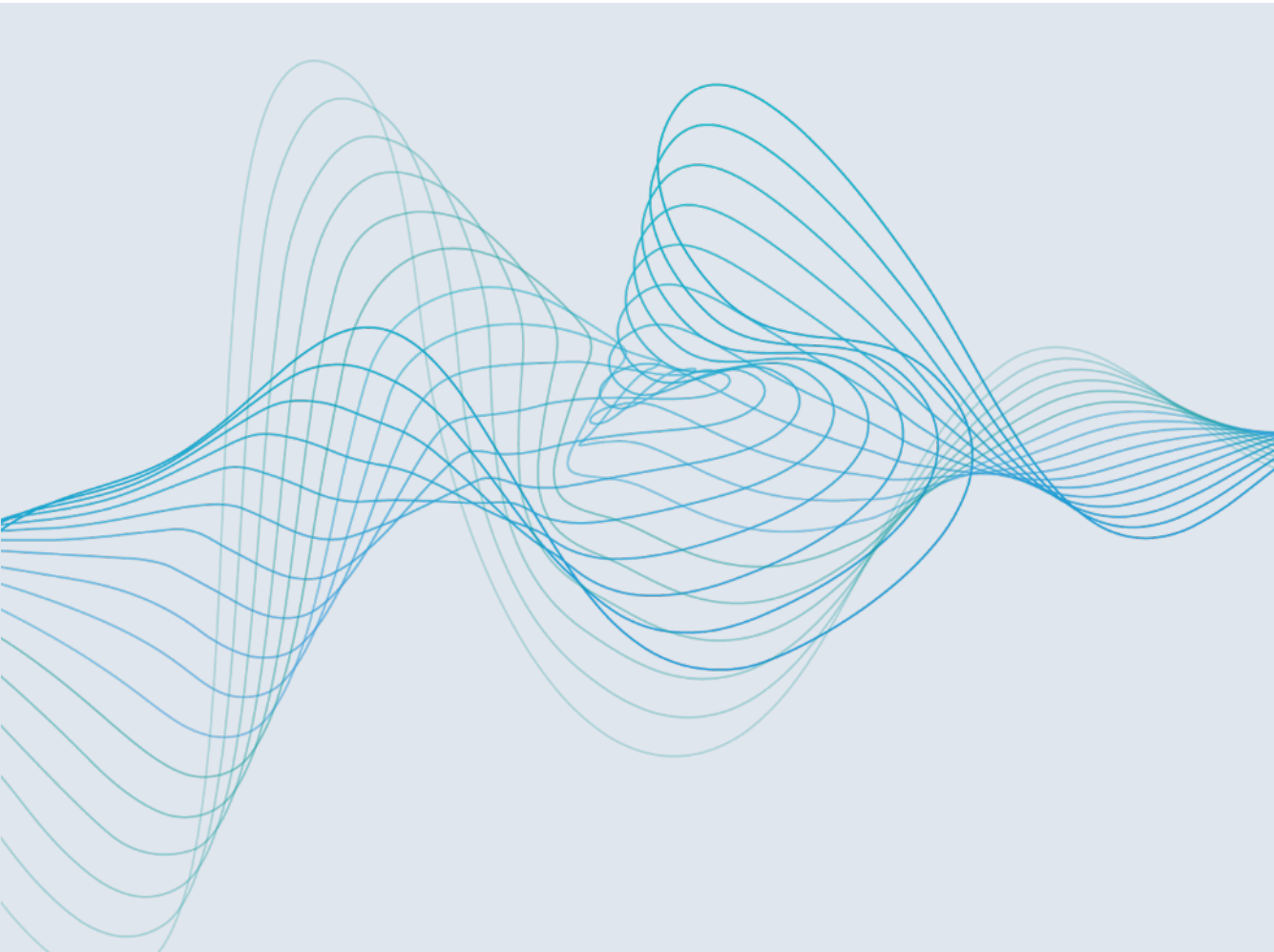




# Siemens Vietnam

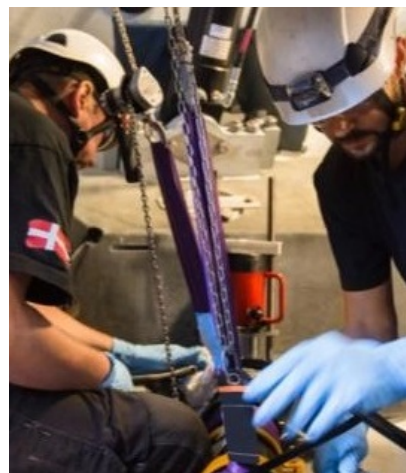
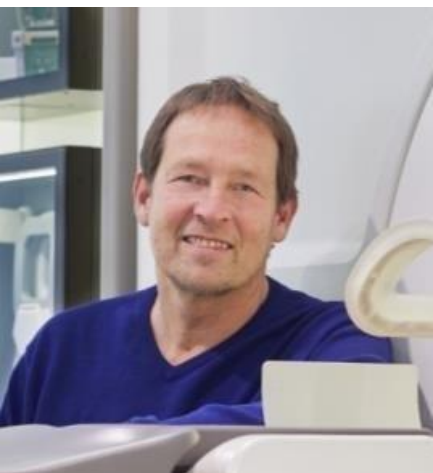
August 2019

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## Our purpose

We serve society.

We create value for all stakeholders.

We make real what matters.



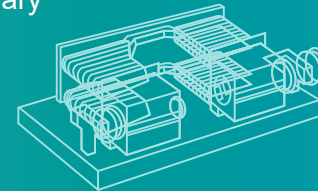
Siemens Innovation

# Milestones of a 171-year history



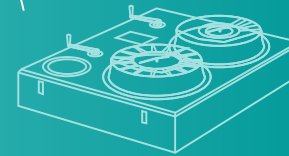
**1816 – 1892**

Company founder, visionary  
and inventor



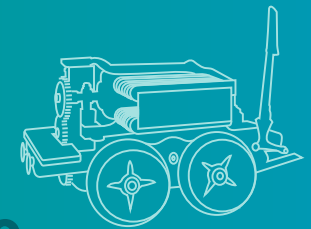
**1866**

The dynamo makes  
electricity part of  
everyday life



**1847**

Pointer telegraph  
lays the foundation  
of Siemens as a  
global company



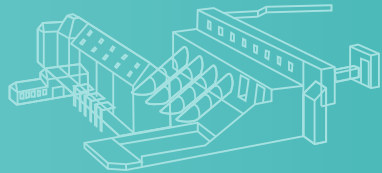
**1879**

World's first electric  
railway



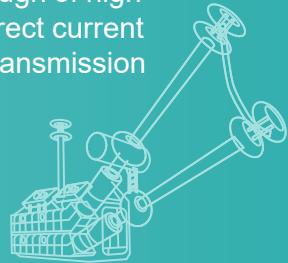
## 1925

Siemens electrifies the Irish Free State with a hydroelectric power plant



## 1975

Breakthrough of high-voltage direct current (HVDC) transmission



## 2010

TIA Portal takes automation a stage further



## 2016

MindSphere, the cloud-based operating system for the Internet of Things



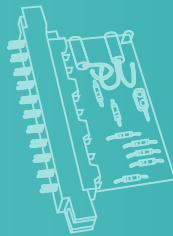
## 2019

Start of first project for Siemensstadt 2.0



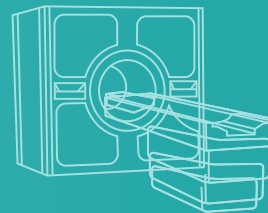
## 1959

SIMATIC makes Siemens a leader in automation technology



## 1983

First magnetic resonance imaging scanner goes 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



# Since its founding, Siemens shapes industrial revolutions





**SIEMENS**  
*Ingenuity for life*

Leading in Electrification,  
Automatization and  
**Digitalization**

**379,000**

Employees

**€83 bn**

Revenue

**€6.1 bn**

Net profit

**11.3%**

Profit margin industrial  
business

In Fiscal 2018



# Close to customers all over the world

<b>Americas</b>		Share of total worldwide
Revenue <sup>1</sup>	<b>€22.1 billion</b>	27%
Employees <sup>2</sup>	<b>75,000</b>	20%

<b>Europe (excluding Germany), CIS<sup>3</sup>, Africa, Middle East</b>		Share of total worldwide
Revenue <sup>1</sup>	<b>€31.1 billion</b>	37%
Employees <sup>2</sup>	<b>114,000</b>	30%

<b>Germany</b>		Share of total worldwide
Revenue <sup>1</sup>	<b>€11.7 billion</b>	14%
Employees <sup>2</sup>	<b>117,000</b>	31%

<b>Asia, Australia</b>		Share of total worldwide
Revenue <sup>1</sup>	<b>€18.1 billion</b>	22%
Employees <sup>2</sup>	<b>72,000</b>	19%

<sup>1</sup> As reported in FY 2018; by customer location  
<sup>2</sup> As of September 30, 2018; figures rounded; with beginning of FY 2018 part time employees are included to the full extent.  
<sup>3</sup> Commonwealth of Independent States

All figures refer to continuing operations.





Data analysis



Artificial intelligence



Simulation tools



Cloud and platforms



Secure networking



Cyber security

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*Ingenuity for life*

## Our digital portfolio

**~1.4 m**

connected devices and systems via MindSphere

**~500**

digital offerings

**Top 10**

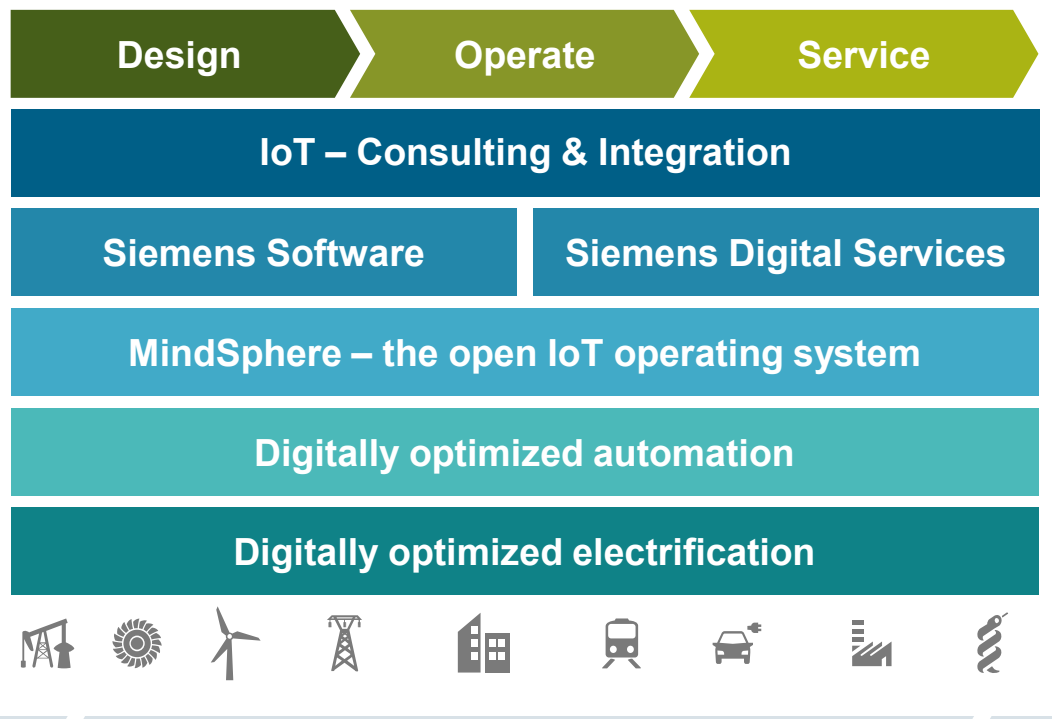
Siemens is one of the top 10 software companies

**€10 bn**

invested in digital companies in the past ten years

**29,000**

software engineers working for Siemens



Digital twin (products and infrastructure)



**SIEMENS**  
*Ingenuity for life*

**€5.6 bn**

R&D expenditures<sup>1</sup>

**43,400**

R&D employees<sup>2</sup>

**Siemens is the European champion of patents**

**7,300**

Inventions<sup>1</sup>

**3,850**

Patent applications<sup>1</sup>

**Cooperation with universities**

**8**

CKI universities<sup>3</sup>

**17**

Principal partner universities

<sup>1</sup> In FY 2018; continuing operations

<sup>2</sup> As of September 30, 2018. With beginning of FY 2018 part time employees are included to the full extent

<sup>3</sup> Centers of Knowledge Interchange



# Shaping the future Siemens with Vision 2020+



# Vision 2020+

## New company setup as of April 1, 2019



### Operating Companies

#### Gas and Power\*



#### Smart Infrastructure

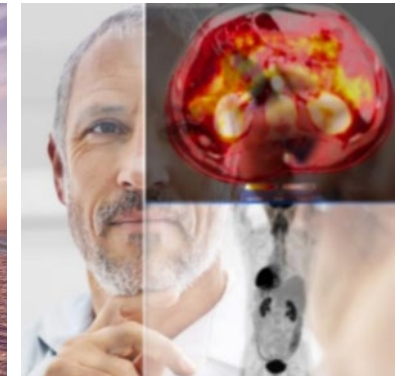
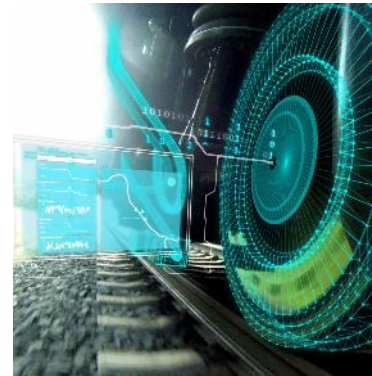


#### Digital Industries



### Strategic Companies

#### Siemens Mobility



Service Companies (Financial Services, Global Business Services, Real Estate Services)

Corporate Development (e.g., IoT Services, Corporate Technology, Next47, Portfolio Companies)

Governance units

\*Partial spinoff of Gas and Power planned; transfer of majority stake in SGRE (59%) to new company planned



# Siemens in Vietnam Milestones

**SIEMENS**  
*Ingenuity for life*



# Siemens in Vietnam

## Our mission

**SIEMENS**  
*Ingenuity for Life*

“ to be a long-term and trusted partner providing Vietnam with innovative and affordable world-class infrastructure portfolio ”





# Siemens in Vietnam

## An industry benchmark in Compliance

**SIEMENS**  
*Ingenuity for life*



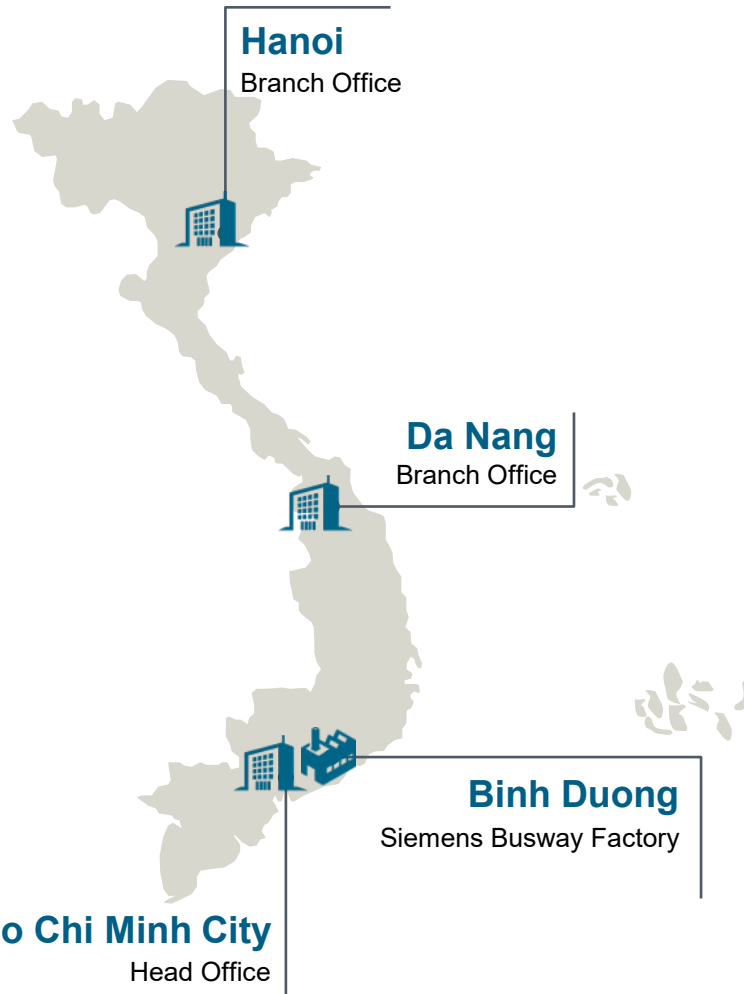
“ Our company’s active ownership culture makes the difference. Above and beyond ingenuity, people rightly associate Siemens with reliability, fairness and integrity ”

*Joe Kaeser,  
President and CEO of Siemens AG*

# Siemens in Vietnam

## Innovation and market leader in a wide range of businesses

**SIEMENS**  
Ingenuity for life



Operating Companies

Gas and Power\*



Smart Infrastructure

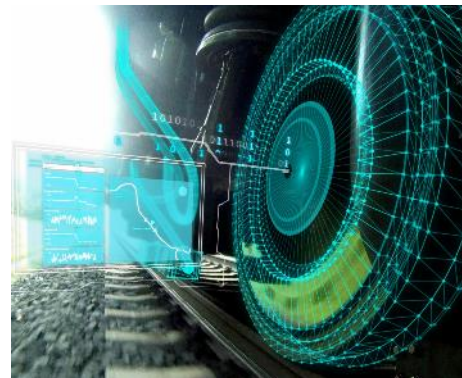


Digital Industries



Strategic Companies

Siemens Mobility



**SIEMENS Gamesa\***  
RENEWABLE ENERGY



**SIEMENS Healthineers**



\*Partial spinoff of Gas and Power planned; transfer of majority stake in SGRE (59%) to new company planned



Operating Companies

## Gas and Power

**Leading the energy transformation.**

Gas and Power is a global pacesetter in energy, helping customers to meet the evolving demands of industries and societies. The energy industry is challenged to shift towards a carbon-neutral future, manage the complexity of decentralized energy systems, and adopt new digital technologies to maintain the competitiveness of its assets.

As the leading innovator for the energy systems of today and tomorrow Gas and Power comprises broad competencies across the entire energy value chain and offers a uniquely comprehensive portfolio for utilities, independent power producers, transmission system operators and the oil and gas industry.

On May 7<sup>th</sup>, Siemens announced its plans to give Gas and Power complete independence and entrepreneurial freedom through a carveout and a subsequent public listing (spinoff). In addition, Siemens plans to contribute its majority stake in the market-leading renewable energies company SGRE – currently 59 percent – to GP.

**Fully integrated solutions  
along the entire energy  
value chain**

## Siemens Gas and Power offers complete capabilities

### **Oil and Gas**

Gas compression, gas injection, power generation and distribution

---

### **Power generation, transmission, and distribution**

Tailored OEM plant solutions, facilities or systems for low-voltage distribution, high-voltage transmission

---

### **Extensive service network**

Expert factory or field service support that improve, de-risk asset performance

---

### **Digital services**

Remote monitoring and diagnostics that lower costs

---

### **Proven project capabilities**

Products, solutions, services (including digital services), and financing



# Leading supplier of gas turbines for Combined Cycle Power plants in Vietnam



Siemens' gas turbines installed in combined cycle power plants (CCPP) in Vietnam contribute **over 10% of Vietnam's total electricity output** with a high **reliability of more than 95%**, including:

- 740MW Phu My 3 CCPP
- 1.500MW Ca Mau 1&2 CCPP
- 750MW Nhon Trach 2 CCPP



## Erection & Construction (EC) Hub

- **18 high-skilled engineers** as part of Siemens AG's global expert pool for site execution
- Presence in **25 countries**
- Executed **44 power plant projects** worldwide so far

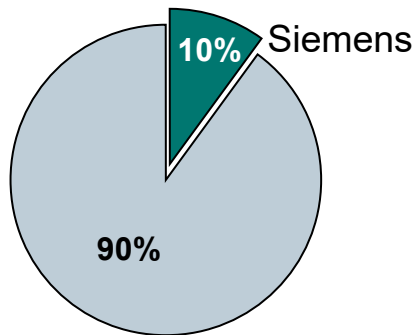


# Most efficient thermal Power Plant in Vietnam Nhon Trach 2 combined cycle power plant

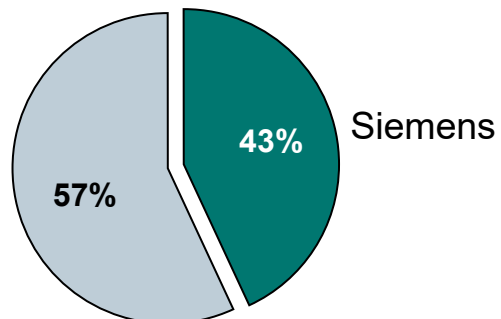


## Siemens's contribution to Vietnam Power Generation (2018)

Total Power Generation Output: > 175 billion GWh



Total gas-fired installed capacity: 8 GW



## Highest efficient Power Plant in Vietnam with 57% efficiency





Partner to industry in  
digital transformation

**SIEMENS**  
*Ingenuity for life*

Operating Companies

## Digital Industries

The advancing digitalization, in tandem with the increasing flexibilization of production processes, provides new opportunities and choices for industrial companies all across the globe. Digital Industries supports our customers in unlocking the full potential: as a partner providing cutting-edge technologies for the automation and digitalization of the discrete and process industries.

The Digital Enterprise portfolio is at the core of our offer. It provides companies of all sizes with the right products, along with consistent solutions and services for the integration and digitalization of the entire value chain. As an innovation leader, we think ahead to the next level of digital transformation – and integrate cutting-edge technologies such as artificial intelligence, edge computing, industrial 5G, autonomous handling systems, blockchain and additive manufacturing into our portfolio.



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

**SIEMENS**  
*Ingenuity for life*



**Software**



**Factory  
Automation**



**Motion  
Control**



**Process  
Automation**



**Customer  
Services**

**Vertical solutions**



# Big projects with VinFast to establish Vietnamese cars and eBus industry

**SIEMENS**  
*Ingenuity for life*

## Complete PLM, MES, and TIA for VinFast factory

- Siemens' Complete Digital Enterprise Portfolio
- 50% shorter time to market
- Flexibility - Increasing number of models and manufacturing depth
- Efficiency - Maximized energy efficiency with SIEMENS TIA portfolio

## Supply of technology and components for manufacturing eBus in Vietnam

- Goal to launch the first eBus by the end of 2019
- Siemens to provide electric motors and drives



# SITRAIN – Siemens Vietnam Training Center

## Siemens Digital Industries Academy



**In operation since November 2017**

**20 standardized training courses** on Factory Automation, Motor & Drives, Control Products, Process Automation...

... together with **Customer-tailored courses**

**Professional trainers** from Siemens Vietnam or Siemens worldwide

**Nearly 40 courses** so far

**Highlighted customers:** Coca-Cola, Heineken, VinFast, Samsung, TetraPak, GROB-WERKE, etc.

**More than 1,400 members** on the Facebook group of Siemens Training Center - SITRAIN





Creating environments  
that care

**SIEMENS**  
*Ingenuity for life*

Operating Companies

## Smart Infrastructure

**Smart grids + smart buildings = smart infrastructure.**

Smart Infrastructure brings together energy systems – from the intelligent control across the grid to medium-voltage distribution system, through a broad range of low-voltage and control products, to the point of consumption – with Siemens' broad portfolio of building technologies. We support utilities, building customers and industries with a wide range of applications.

At the point of connection between the grid and buildings – at the grid edge – there are exciting nascent markets including prosumption, electric vehicle infrastructure, energy storage and microgrids.

We will combine physical solutions and digitalization across the focus areas of electrification and automation.



# The Smart Infrastructure offers a broad portfolio

Smart grids + Smart buildings = Smart infrastructure



**Control  
Products**

**Low Voltage  
Products**

**Building  
Products**

**Distribution  
Systems**

**Digital Grid**

**Solutions &  
Services  
Portfolio**

# Complete “Electric Balance of Plant Solution” for the largest solar farm in Vietnam

**SIEMENS**  
*Ingenuity for life*

## Trung Nam Solar Power Plant



Total investment: **\$223 million**  
(VND 5 trillion)

Total Capacity: **204 MW**

Deliver up to **425 GWh** per year

Supply electricity for **200,000 households**

Saves around **250,000 tonnes** of CO<sub>2</sub>

Almost **700,000 PV panels** used on **270 ha**



# One of the most energy-efficient buildings in Vietnam Deutsches Haus

**SIEMENS**  
*Ingenuity for life*

## Siemens's Integrated Building Management System, Fire Alarm, and Power System



First building in Vietnam and one of few in South East Asia awarded with two energy efficiency certificates



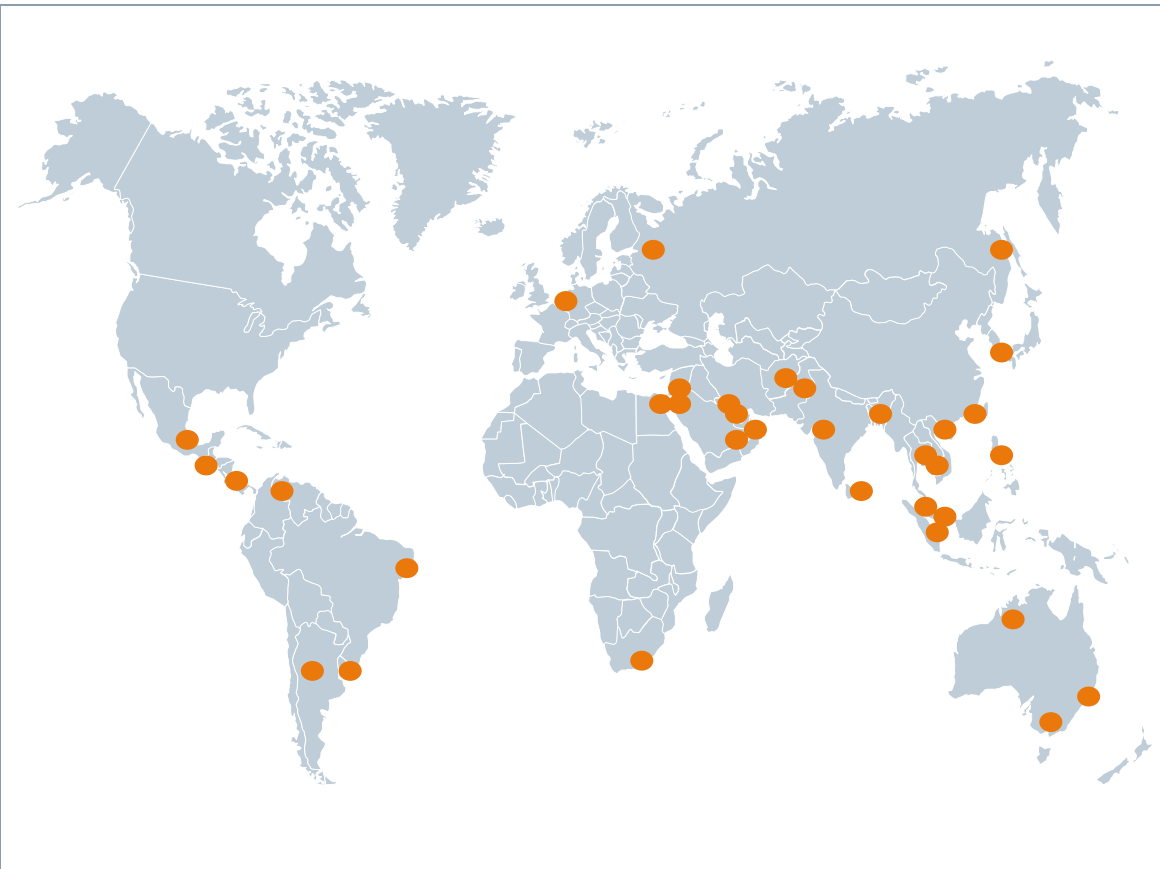


# From Vietnam to The World

## Siemens Vietnam Busway Factory

**SIEMENS**  
*Ingenuity for life*

Exporting to 37 countries at 5 continents



Vinhomes Central Park - USD 1.5 Billions  
10,000 apartments and Landmark 81







**Shaping  
connected mobility**

**SIEMENS**  
*Ingenuity for life*

Strategic Companies

## Siemens Mobility

The efficient, safe and environmentally friendly transportation of people and goods by rail and road – Mobility bundles all of Siemens' transportation-related products, solutions and services.

Advanced networked and IT-based mobility solutions and comprehensive know-how are increasing infrastructure availability, optimizing route use and raising travel quality to new levels – by rail, on the road, or across multiple modes of transportation.



# Intelligent & efficient solutions for Vietnam's urban development

**SIEMENS**  
*Ingenuity for life*

## 200 - 500 sets of barrier driver per year to Vietnam Railways

- This project contributes to reduce railway accidents, bringing safety to Vietnamese people.



## Siemens installs intelligent road solutions for Hanoi

- Energy saving up to 70% with Siemens Very-Low-Power traffic lights
- Holistic city traffic management system thanks to Siemens controller "sX" (Smart Crossing)



Siemens very-low-power traffic lights at Pham Hung – Me Tri intersection in Hanoi



**Leader in the  
renewable energy industry**

**SIEMENS**  
*Ingenuity for life*

Strategic Companies

## Siemens Gamesa Renewable Energy

Siemens Gamesa Renewable Energy is a leading supplier of reliable, environmentally friendly, and cost-efficient renewable energy solutions.

The wind turbines offered by Siemens Gamesa Renewable Energy are a worthwhile investment from both a financial and an environmental perspective. Our wind power solutions deliver clean, renewable energy from onshore and offshore installations all over the world.



# Siemens Gamesa Renewable Energy

## Preferred partner for Vietnam's wind power projects

**SIEMENS**  
*Ingenuity for life*

### 40MW Dam Nai 1 & 2 wind farm in Ninh Thuan

- 15 x SG114 – 2.6MW
- Currently the largest wind turbine generator to be installed in Vietnam
- Successfully installed and exceeding customer's expectations of annual energy production

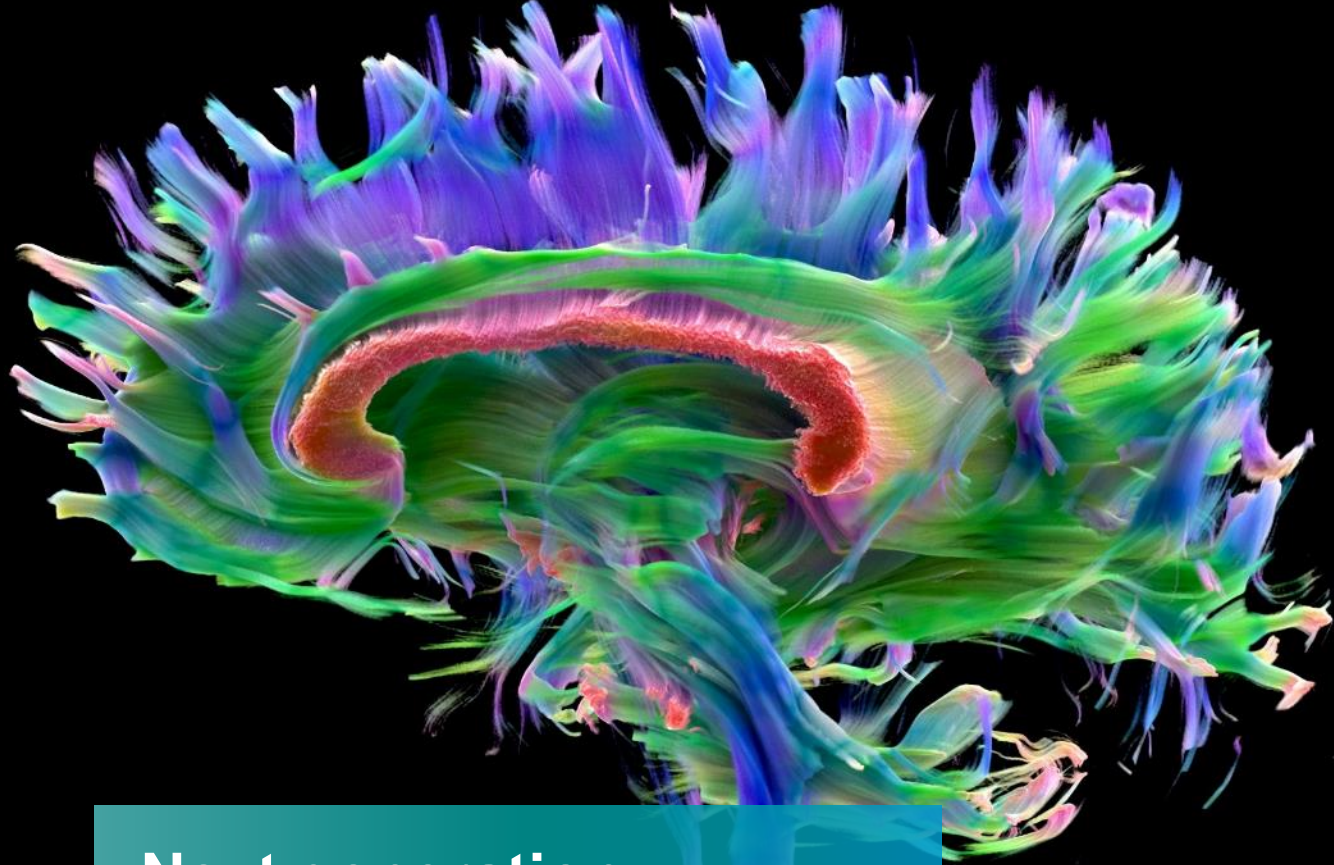
### 21MW Phuong Mai 3 wind farm in Binh Dinh

- 6 x SG132 – 3.4MW
- Will be the largest wind turbine generator in Vietnam when completed in quarter 4 of 2019

### 63MW Thanh Hai 1 & 2 wind farm in Ben Tre

- 14 x SG145 – 4.5MW
- Will be the largest wind turbine generator in Vietnam when completed in 2020





**Next generation  
healthcare technologies**

**SIEMENS**  
*Ingenuity for life*

Strategic Companies

## Siemens Healthineers

Siemens Healthineers is the separately managed healthcare business of Siemens AG enabling healthcare providers worldwide to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, improving patient experience and digitalizing healthcare.

As a leader in medical technology, Siemens Healthineers is constantly innovating its portfolio of products and services in its core areas of diagnostic and therapeutic imaging and in laboratory diagnostics and molecular medicine. Siemens Healthineers is also actively developing its digital health services and enterprise services.



# Siemens Healthineers - Providing top cutting-edge technologies for more than 1,250 hospitals & clinics in Vietnam



**Diagnostic Imaging**



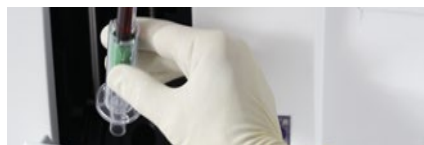
**Ultrasound**



**Advanced Therapies**



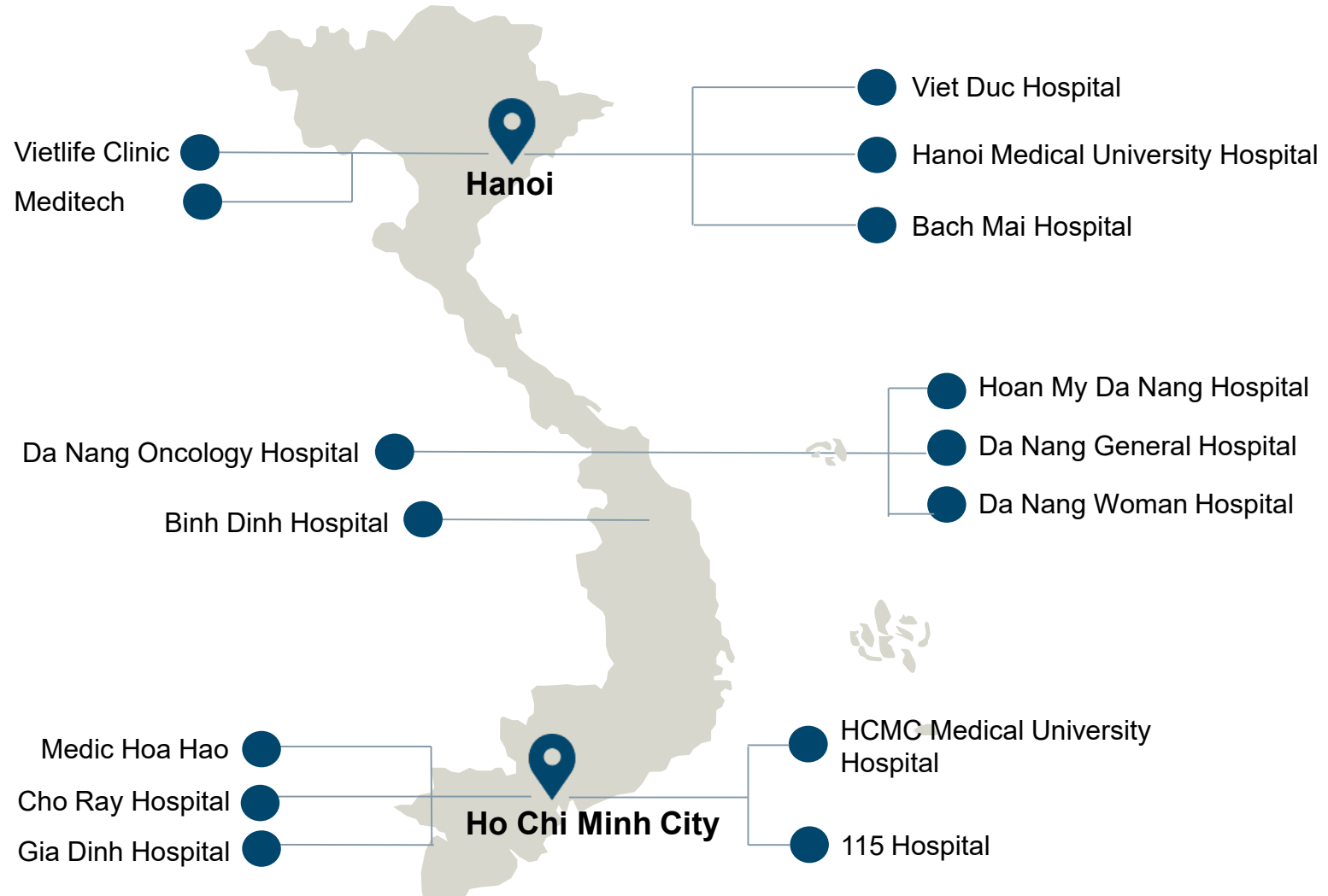
**Laboratory Diagnostics**



**Point of Care Diagnostics**



**Value-added services**



80 educational workshops & CMEs for more than 15,000 participants per year

# Business to society

## We make real what matters to Vietnam

**SIEMENS**  
*Ingenuity for life*



### Improving Quality of Life

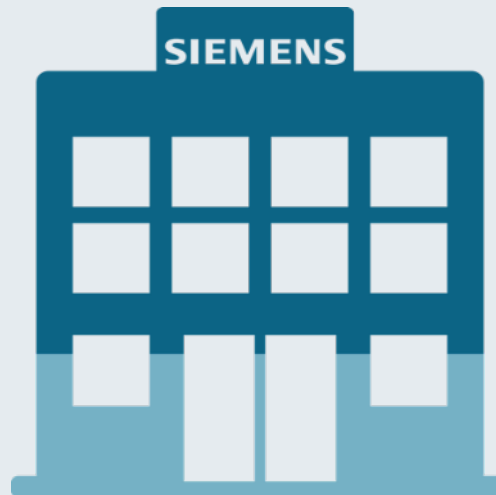
- Siemens gas turbines contribute over **10% of Vietnam's total electricity output** with **more than 95% reliability**
- **Over 1,250 hospitals & clinics** nationwide equipped with Siemens diagnostic and imaging systems
- **Hundreds of 110kV/ 220kV and dozens of 500kV** substations equipped with Siemens high-medium voltage products & protection and control systems



### Propelling Economic Development \*

- Siemens' global operations makes direct contribution of more than **VND 10.3tn** to Vietnam's GDP which is ~ **0.3%** of its GDP.
- A total of **over 93,000 jobs in Vietnam** are linked to Siemens' global business operations.

*\* all figures relate to Fiscal year 2015*



### Fostering Human Capital & Innovation

- Providing free **automation products** and **PLM software** to universities nationwide
- Supporting Vietnamese universities in **training kits, curriculum development, technical workshops, career talks, especially in introducing the Industry 4.0 concept**
- **Erection and Commissioning Hub** with 18 high-skilled engineers

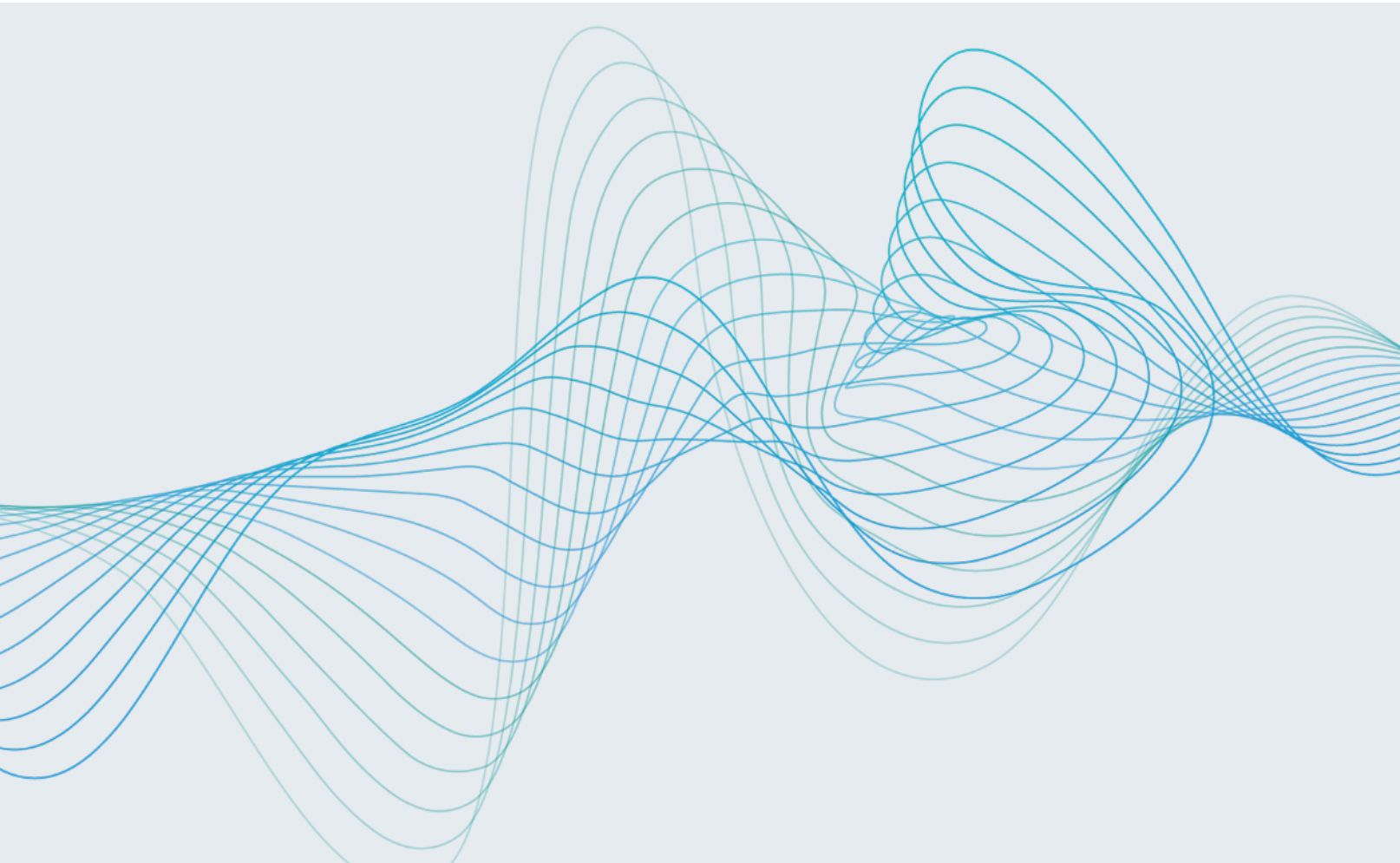


### Sustaining the Environment

- Siemens CCPP helps Vietnam **reduce 5 millions tons of CO<sub>2</sub> emission/year** compared to the world average
- Using Siemens' Total Building Solution, Bitexco Financial Tower has been able to save energy cost by **approximately 20%**.
- Thanks to Siemens technology, the Deutsches Haus in Ho Chi Minh city has become **one of the most energy efficient and green commercial buildings** in Vietnam.



# Contact



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