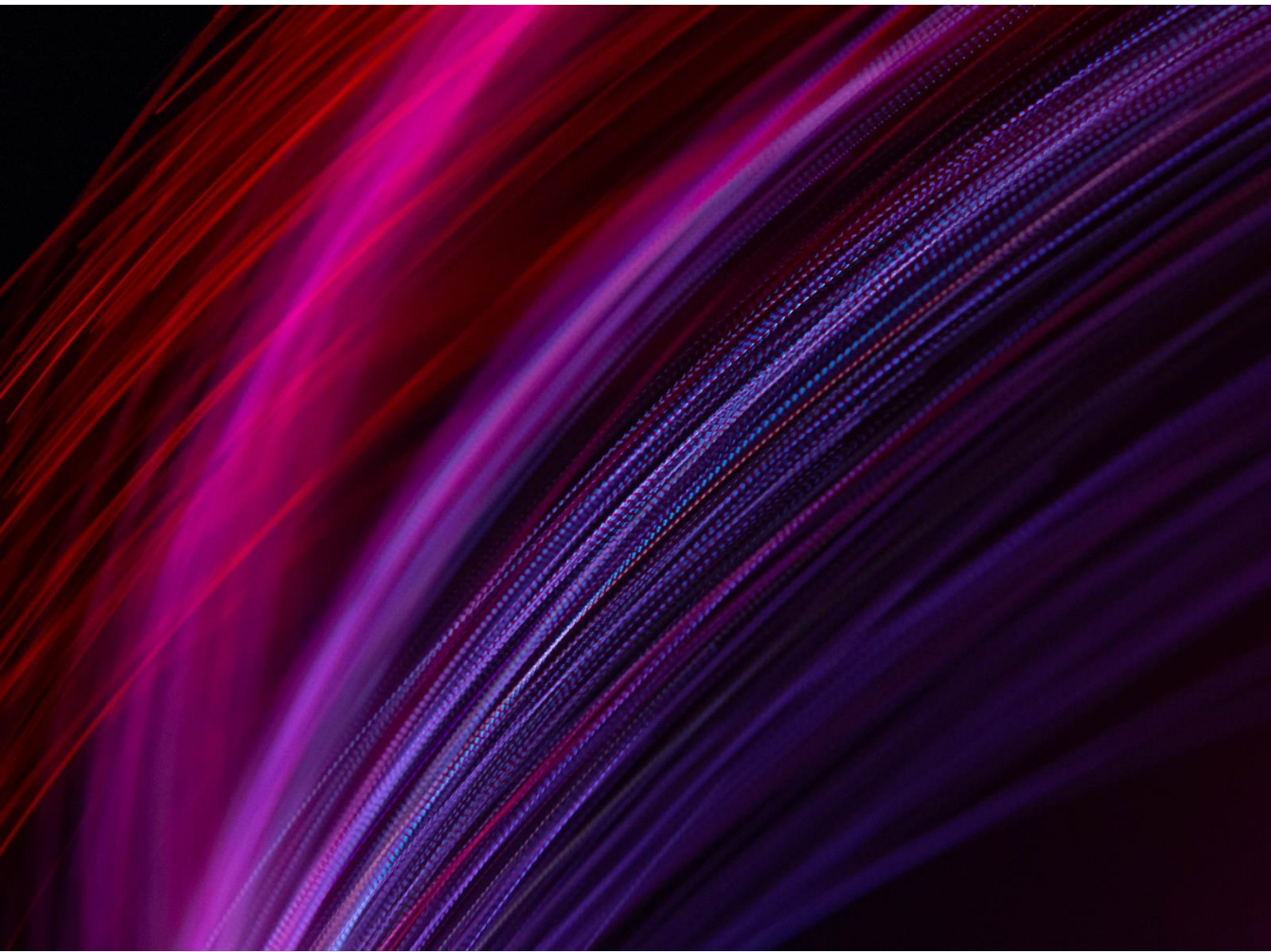


# Siemens Vietnam

April 2020

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More than 170 years ago, Siemens was founded on a powerful idea: A company should not only focus on maximizing profits.

It should also serve society – with technologies and products, with its employment practices, with everything that it does.

This idea is still alive today. Serving society while doing successful and sustainable business is at the heart of Siemens' strategy. It's our company's ultimate purpose."

**Joe Kaeser, President and CEO, Siemens AG**

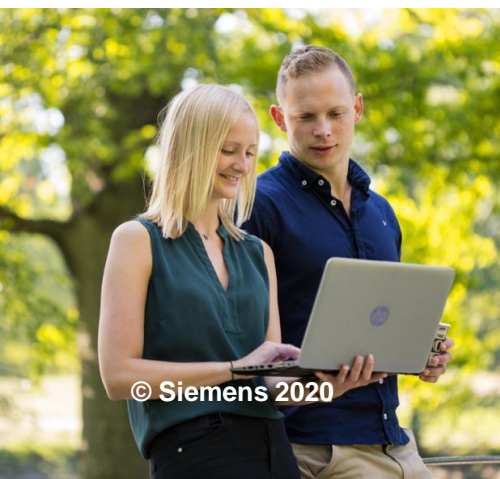


Our purpose

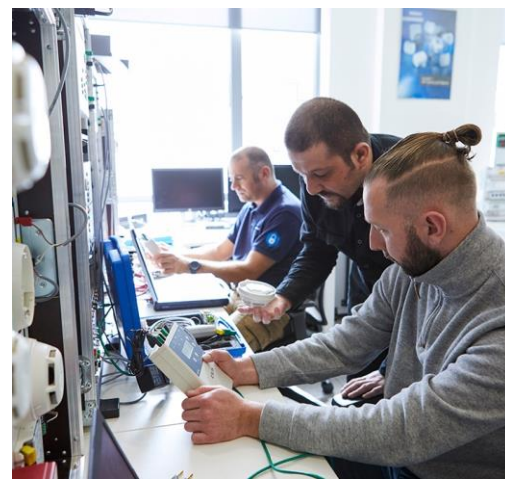
We serve society.

We create value for  
all stakeholders.

We make real what  
matters.



© Siemens 2020





172 years  
of social responsibility



Siemens Innovation

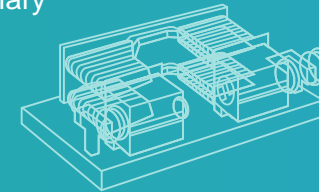
# Milestones of a 172-year history

**SIEMENS**  
*Ingenuity for life*



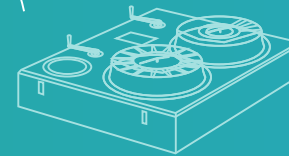
**1816 – 1892**

Company founder, visionary  
and inventor



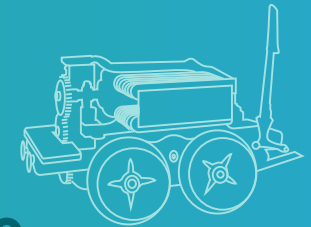
**1866**

The dynamo makes  
electricity part of  
everyday life



**1847**

Pointer telegraph  
lays the foundation  
of Siemens as a  
global company

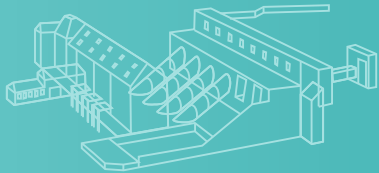


**1879**

World's first electric  
railway

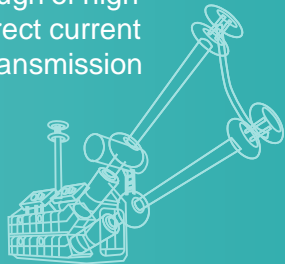
**1925**

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



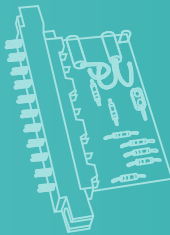
**2019**

Start of first project for Siemensstadt 2.0



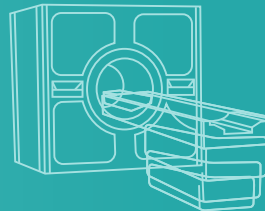
**1959**

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





# Leading in Electrification, Automation and Digitalization

**385,000**

Employees

**€87 bn**

Revenue

**€5.6 bn**

Net profit

**10.9%**

Profit margin  
industrial businesses

In fiscal 2019



# Vision 2020+

## New company setup as of April 1, 2019



### Operating Companies



### Strategic Companies



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

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

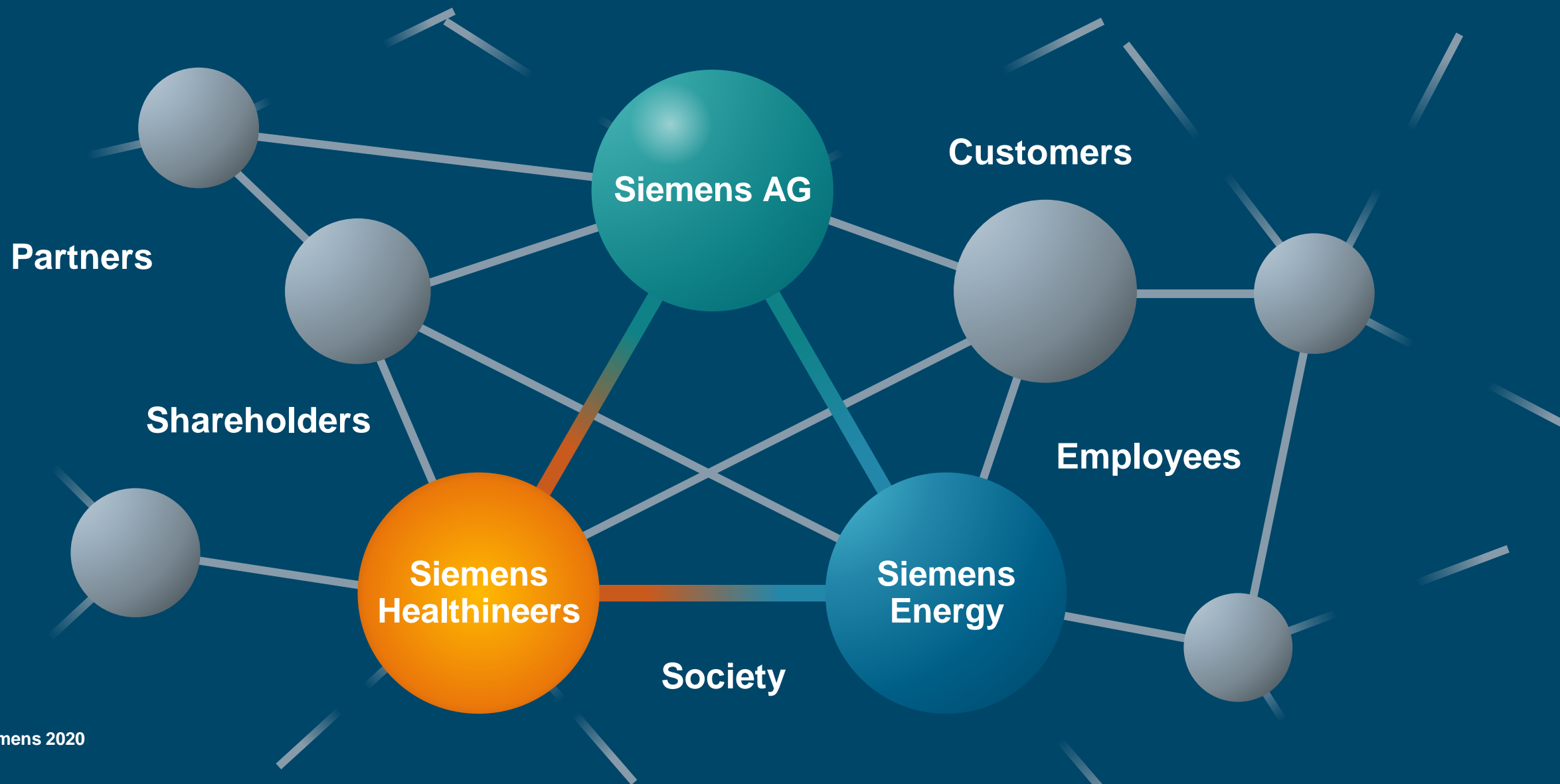
Governance units

\*Partial spinoff of Siemens Energy planned; transfer of majority stake in SGRE (67%) to new company planned



# The Siemens Ecosystem

**SIEMENS**  
*Ingenuity for life*



# The “new” Siemens AG

**SIEMENS**  
*Ingenuity for life*

## Digital Industries



## Smart Infrastructure



## Siemens Mobility





# Close to customers all over the world



Americas		Share of total worldwide
Revenue <sup>1</sup>	<b>€23.8 billion</b>	27%
Employees <sup>2</sup>	<b>76,000</b>	20%

Germany		Share of total worldwide
Revenue <sup>1</sup>	<b>€12.3 billion</b>	14%
Employees <sup>2</sup>	<b>116,000</b>	30%

Europe (excluding Germany), CIS <sup>3</sup> , Africa, Middle East		Share of total worldwide
Revenue <sup>1</sup>	<b>€32.1 billion</b>	37%
Employees <sup>2</sup>	<b>118,000</b>	31%

Asia, Australia		Share of total worldwide
Revenue <sup>1</sup>	<b>€18.7 billion</b>	22%
Employees <sup>2</sup>	<b>75,000</b>	19%

<sup>1</sup> As reported in FY 2019; by customer location  
<sup>2</sup> As of September 30, 2019; 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.



How we're shaping  
the future





**SIEMENS**  
*Ingenuity for life*

**€ 5.7 bn**  
R&D expenditures<sup>1</sup>

**45,200**  
R&D employees<sup>2</sup>

**Siemens is the European champion of patents**

**6,850**  
Inventions<sup>1</sup>

**3,750**  
Patent applications<sup>1</sup>

**Cooperation with universities**

**8**  
CKI  
universities<sup>3</sup>

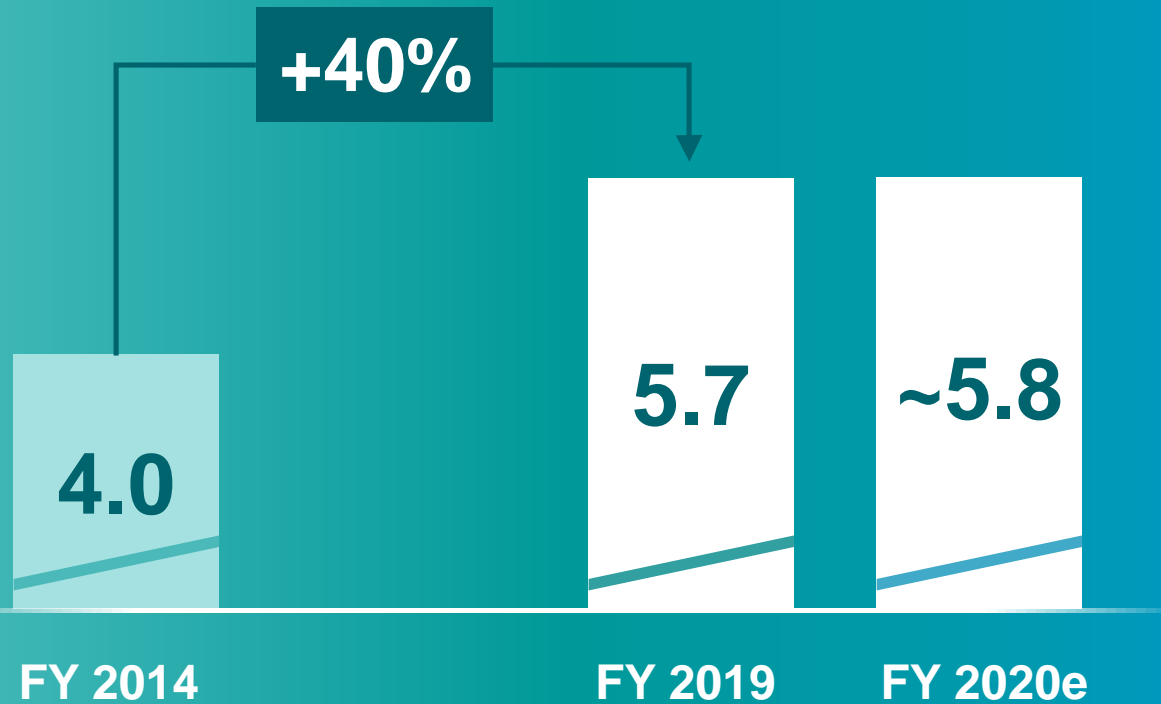
**17**  
Principal partner  
universities

<sup>1</sup> In FY 2019; continuing operations

<sup>2</sup> Averaged in FY 2019. With beginning of FY 2018, part time employees are included to the full extent

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

R&D spending  
in billions of €



**Innovation is the  
basis of our  
success**



# The focus areas of our research and development



**Additive  
manufacturing**

**Autonomous  
robotics**

**Blockchain  
applications**

**Connected  
(e)mobility**

**Connectivity and  
edge devices**

**Cybersecurity**

**Data analytics,  
artificial intelligence**

**Distributed  
energy systems**

**Energy storage**

**Future of  
automation**

**Materials**

**Power electronics**

**Simulation and  
digital twin**

**Software systems  
and processes**

# Our answer to the challenges of the future – Vision 2020+



# Shaping the future Siemens with Vision 2020+



## Purpose

Business to Society | Value creation for all stakeholders | We make real what matters

### Businesses

drive our purpose

### Regions

are part of the businesses

### Services

enable and support

### Corporate Development

holds us together

### Governance

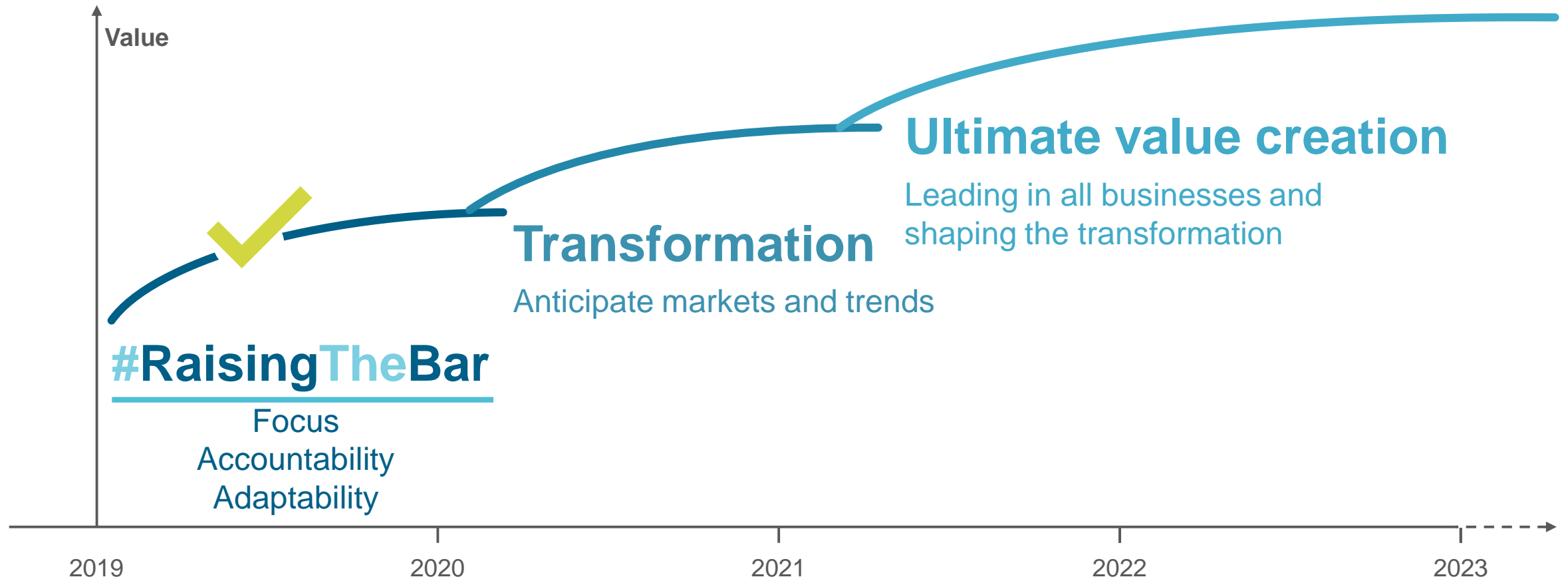
sets the frame

### Ownership Culture

connects and leads our actions

# Vision 2020+ Strategy concept for the industrial transformation

**SIEMENS**  
*Ingenuity for life*



**Foster Ownership Culture and strengthen entrepreneurial focus**



# Our 7 goals and how we measure our success

Goal		KPI
<b>1</b> Grow company value		Margin lift at Industrial Businesses + 2 pts. EPS growth > revenue growth <sup>1)</sup>
<b>2</b> Sharpen business focus in E-A-D		Accelerated comparable revenue growth + 2 pts. CAGR
<b>3</b> Be a partner of choice for our customers		> 20% improvement in customer satisfaction index
<b>4</b> Get closer to our markets		> 50% of business HQs outside Germany
<b>5</b> Live lean governance and drive continuous optimization		> 20% efficiency improvement of support functions in scope + 20% Global Business Services efficiency (fully optimized)
<b>6</b> Be an employer of choice		Improvement in employee satisfaction index
<b>7</b> Ignite pride and passion for Siemens through Ownership Culture		Improvement of approval ratings in employee surveys for aspects of leadership, openness, diversity and innovation

1) on constant minority shareholdings

# Siemens in Vietnam



# Siemens in Vietnam Milestones



Two industrial steam turbines & electrical equipment for Bai Bang Paper Company



First Magnetic Resonance System in the Friendship Hospital in Hanoi



Power Island for 1,500MW Ca Mau 1&2 CCPP & the long-term maintenance service contract in 2008



Power island for 750MW Nhon Trach 2 CCPP



Electrical package, automation system and gear units for Cong Thanh Cement Plant



Long-term service program contract extension for Phu My 3 CCPP



Supply contract of materials and services for 500kV Son La Substation



Technology transfer & motors/drives supply for e-Bus project of VinFast

1979 | 1993 | 1996 | 2002 | 2005 | 2008 | 2009 | 2010 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019



Opening of Representation Offices in Hanoi and Ho Chi Minh City



Establishment of Siemens Limited



Inauguration of Siemens Automation Systems Ltd.



Supply of Braumat solution for a number of large-scale breweries



Siemens Building Management System for Bitexco Financial Tower



SCADA/DMS and 110kV unmanned substations for Southern Power Corporation



BMS, Fire alarm system and Energy Management system for Deutsches Haus



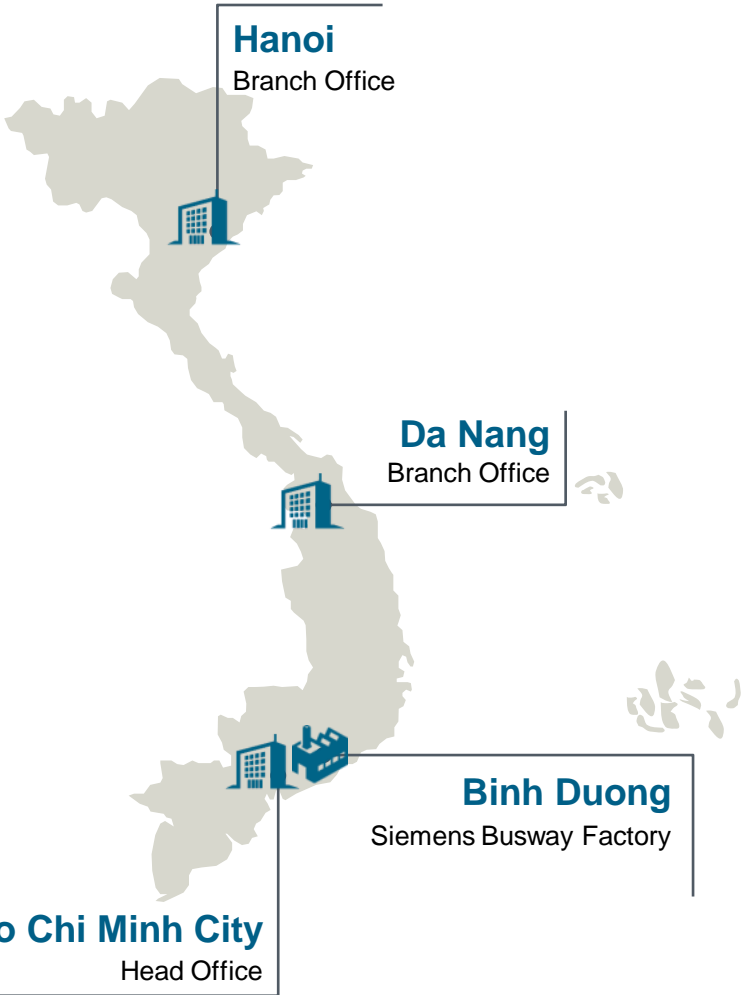
Low & Medium voltage products & systems for almost Vinhomes CentralPark project



Upgrade of Hiep Phuoc 1 steam power plant to a combined cycle power plant

# Siemens in Vietnam

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



Operating Companies	<b>Siemens Energy*</b>	<b>Smart Infrastructure</b>	<b>Digital Industries</b>
Strategic Companies	<b>Siemens Mobility</b>	<b>SIEMENS Gamesa* RENEWABLE ENERGY</b>	<b>SIEMENS Healthineers</b>

\*Partial spinoff of Siemens Energy planned; transfer of majority stake in SGRE (67%) to new company planned





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

© Siemens 2020

**SIEMENS**  
*Ingenuity for life*

## Operating Companies **Siemens Energy**

### **Leading the energy transformation.**

Siemens Energy 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 Siemens Energy comprises broad competencies along significant parts of the energy value chain and offers a comprehensive portfolio for utilities, independent power

producers, transmission system operators and the oil and gas industry.

On May 7<sup>th</sup>, 2019, Siemens announced its plans to give Siemens Energy 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 67 percent – to Siemens Energy.

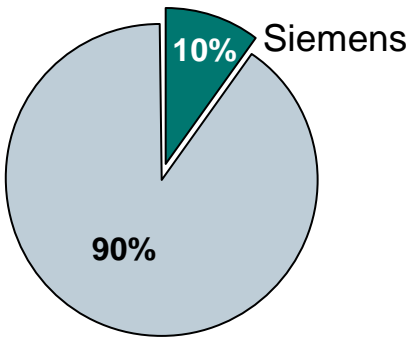
[siemens.com.vn](https://www.siemens.com.vn)

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

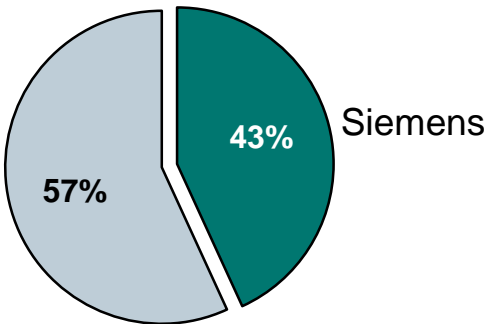


## Siemens's contribution to Vietnam Power Generation (2019)

Total Power Generation Output: > 211 billion kWh



Total gas-fired installed capacity: 8 GW



## Highlighted project in 2019: Repowering Hiep Phuoc Power Plant

- Supply 03 Gas Turbines 4000F + Genos+ HRSG
- Estimated completion date: mid 2022







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.

# 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



# Integrated Building Management Systems for the largest and most modern medical facility in Vietnam



## 108 Military Central Hospital



Total investment of **\$500 million**

Total floor area: **150,000 sq.m**

Total Capacity of **2,000 beds** and **4,000 beds** in emergencies

Receive up to **4,000 – 5,000 patients** daily

Scope of supply:

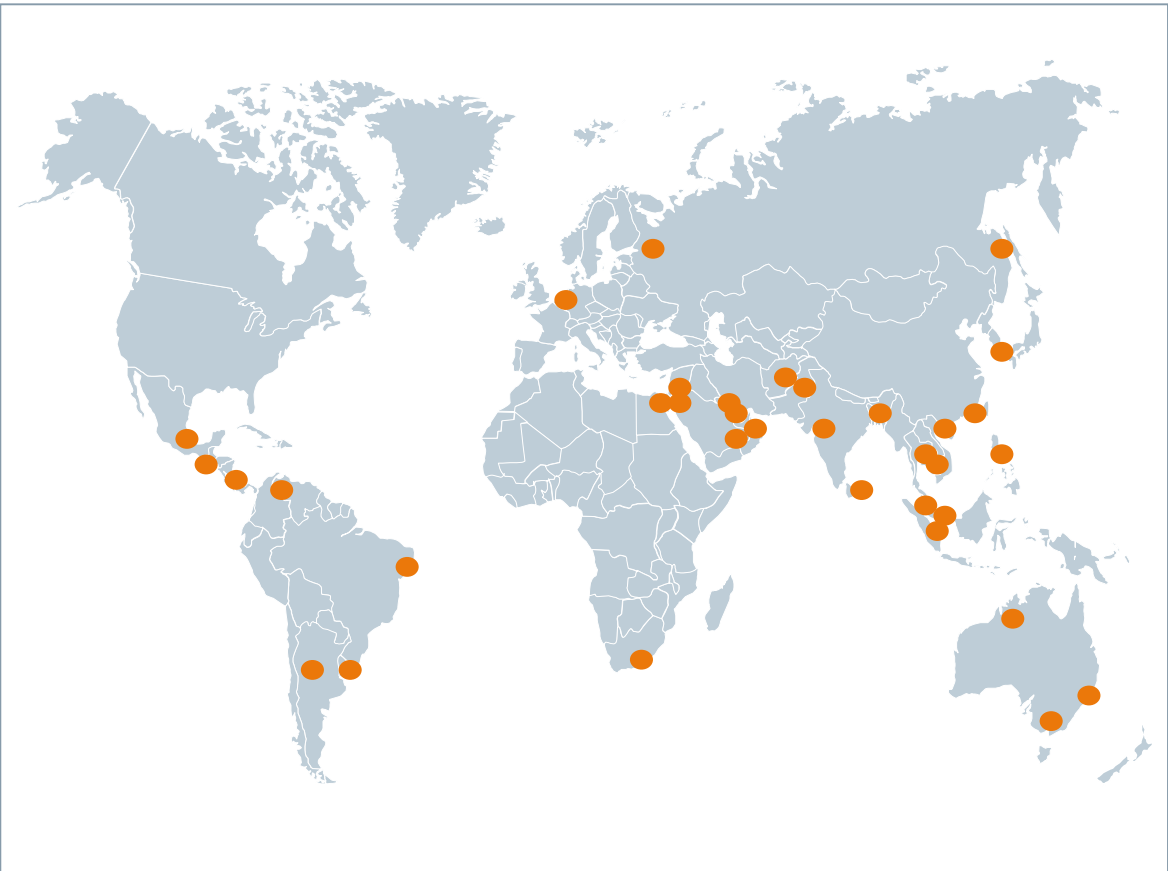
- > **iBMS**
- > **Building Management system** including monitor and control HVAC system, Venturi Valves, operating rooms, clean rooms
- > **Integrating other systems:** Lifts, PMS, Access control system

# From Vietnam to The World

## Siemens Vietnam Busway Factory



Exporting to 46 countries at 5 continents



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







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



**Software**



**Factory  
Automation**



**Motion  
Control**



**Process  
Automation**



**Customer  
Services**

**Vertical solutions**



# Helping customers unlock the full potential of automation and digitalization

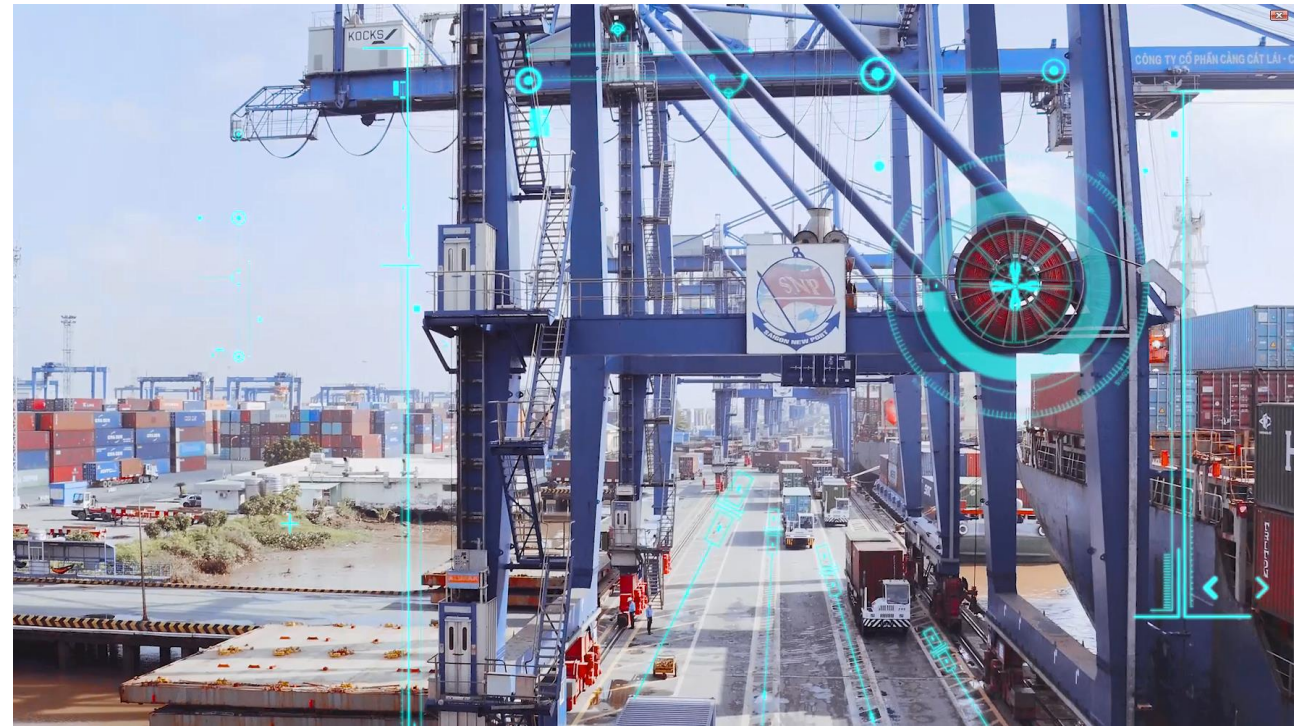
## MindSphere Application for Siemens Vietnam Busway Factory

- Siemens Digital Industries provided Digitalization system – first locally built MindSphere Application for Siemens Vietnam Busway Factory in Binh Duong and now the reference for other Siemens projects in Vietnam & in the region.



## Saigon New Port project

- Siemens provided entire solution on SIMOCRANE base for hardware & software upgrading at Saigon New Port – the biggest container port in Vietnam.





# SITRAIN Vietnam Digital Industry Academy

**SIEMENS**  
*Ingenuity for life*



**Officially open since May 2018**

**> 20 standardized training courses** on Factory Automation, Process Automation, Motion Control, CNC Automation Systems and Digital Enterprise

... together with **Custom-tailored courses**

**Professional trainers** from Siemens Vietnam & Siemens global

**Over 300 courses** so far

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

**More than 2,300 members** on the Facebook group of SITRAIN Vietnam





**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*

## 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

## Introduce the new sensor to Level Crossing of Vietnam Railways

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







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.

A large offshore wind turbine is shown from a low angle, with its three blades extending across the frame. The turbine is white and has 'SIEMENS Gamesa' written on its nacelle. It is situated in the middle of the ocean. The background features a sunset or sunrise with a warm orange and yellow glow on the horizon, reflecting on the water's surface. The sky is a mix of purple, blue, and orange.

**Leader in the  
renewable energy industry**

# Siemens Gamesa Renewable Energy

## Preferred partner for Vietnam's wind power projects



### Strengthening our presence in onshore wind projects in Vietnam

- 40 MW Dam Nai 1 & 2 wind farm in Ninh Thuan
- 21 MW Phuong Mai 3 wind farm in Binh Dinh
- 100 MW Hoa Thang 1.2 wind farm in Binh Thuan
- 30 MW Vinh Chau Phase 1 wind farm in Soc Trang
- 113 MW Hoa Thang 1.2 wind farm in Binh Thuan

### Pioneer in nearshore wind projects in Vietnam

- 60 MW Thanh Hai 1 & 2 wind farm in Ben Tre
- 310 MW Binh Dai wind farm in Ben Tre







**Next generation  
healthcare technologies**

**SIEMENS**  
*Ingenuity for life*

Strategic Companies

## **Siemens Healthineers**

The listed Siemens Healthineers enables healthcare providers around the world to deliver high-quality patient care. As a leading global healthcare company, we're continuously developing our portfolio, expanding our medical imaging and laboratory diagnostics offerings and augmenting them with a growing range of healthcare management, consulting and IT services – such as advanced therapeutic solutions and molecular in-vitro diagnostics.

Siemens Healthineers is proactively developing its digital healthcare services. We help customers succeed in today's dynamic healthcare market by creating new business models that maximize opportunities and minimize risks for healthcare providers.

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



Diagnostic Imaging



Ultrasound



Advanced Therapies



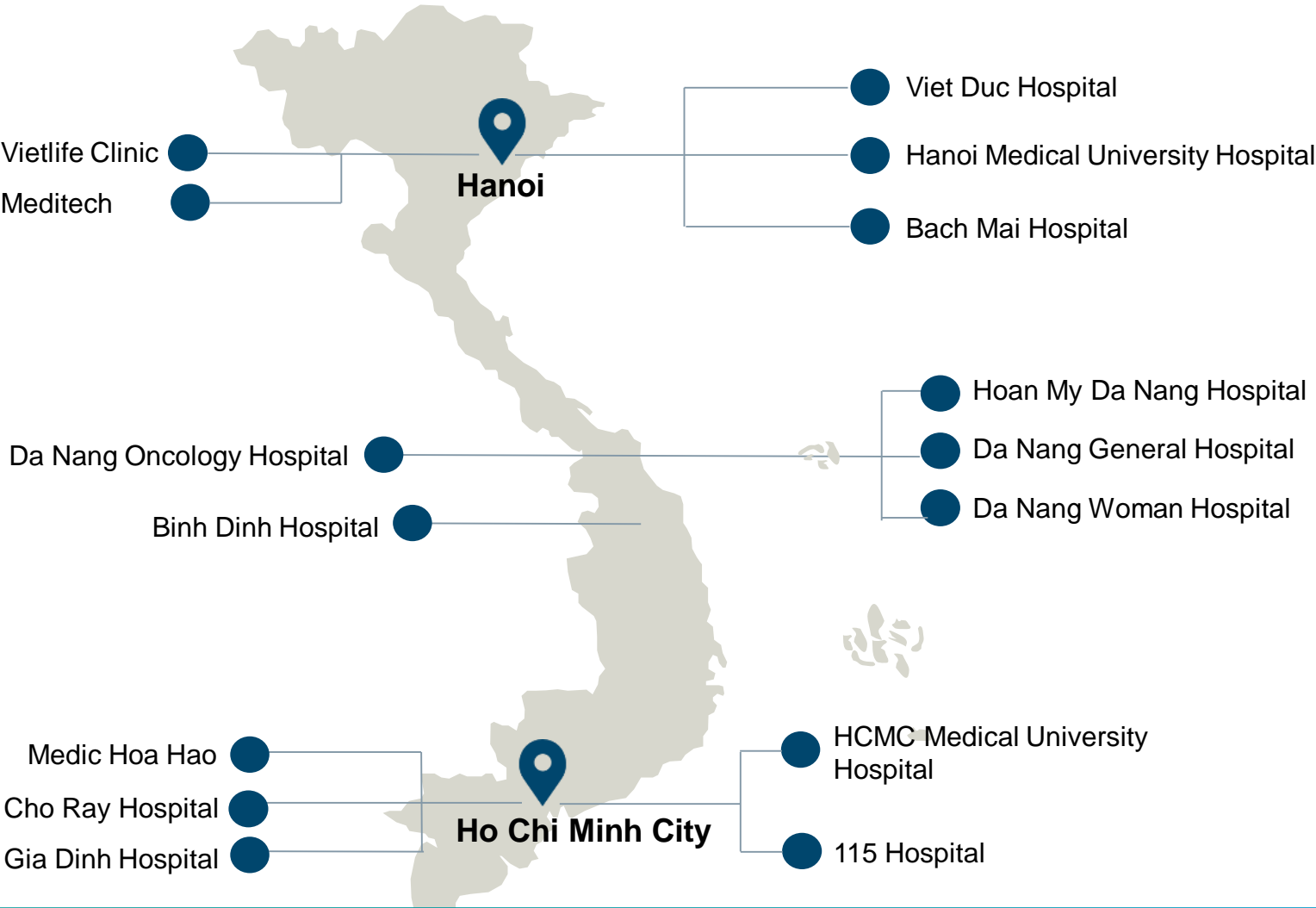
Laboratory Diagnostics



Point of Care Diagnostics



Value-added services





# Siemens in Vietnam

## An industry benchmark in Compliance



“ 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*

# Contact



## Communications Siemens Vietnam

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