

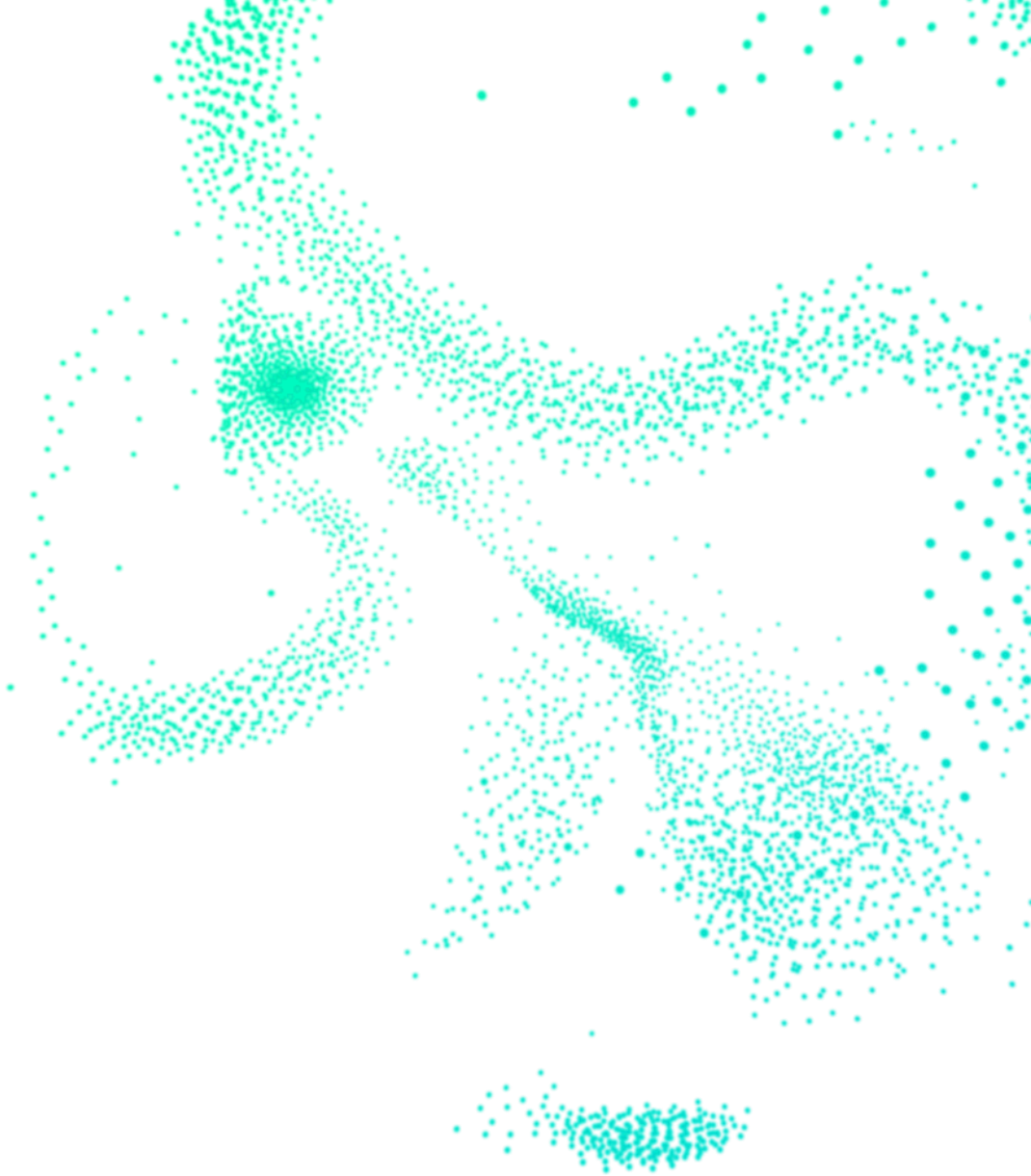


Siemens Vietnam

October 2020

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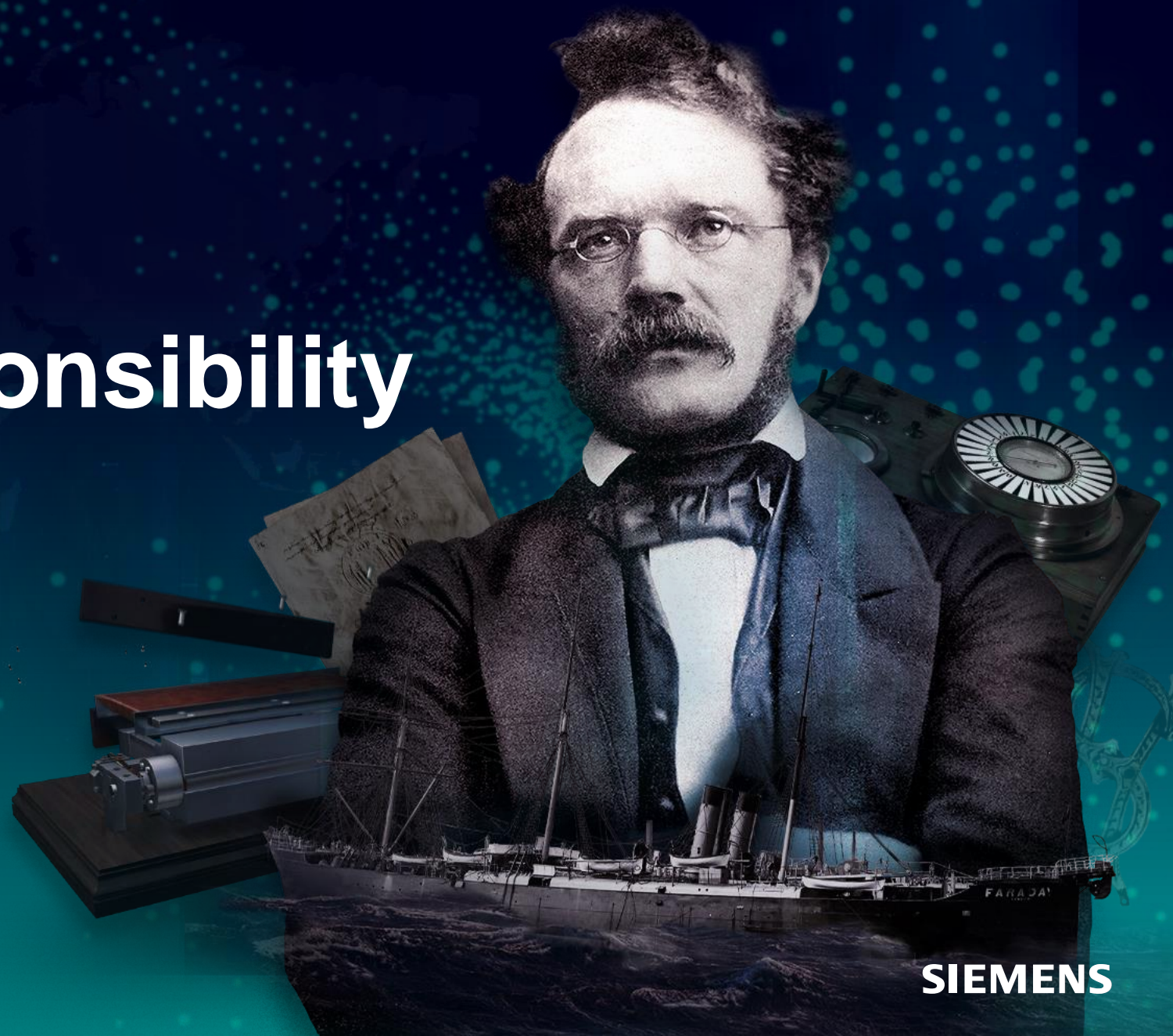


More than 170 years ago

Siemens was founded on a powerful idea: a company should not only focus on maximizing profit. It should also serve society – with technologies, with its employment practices, with everything it does. This idea is still alive today. Serving society while doing successful and profitable business is at the heart of Siemens' strategy. It's our company's ultimate purpose."

– Joe Kaeser, President and CEO of Siemens AG

173 years of social responsibility



Siemens innovations

Milestones in a 173-year history

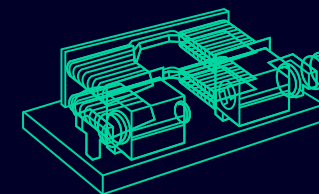
1816 – 1892

Company founder,
visionary and inventor



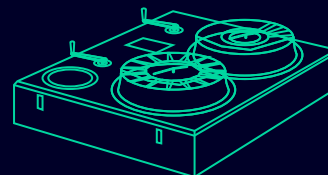
1866

The dynamo makes
electricity part of
everyday life



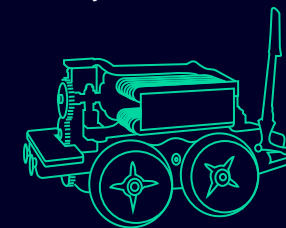
1847

Pointer telegraph lays the
foundation of Siemens as a
global company



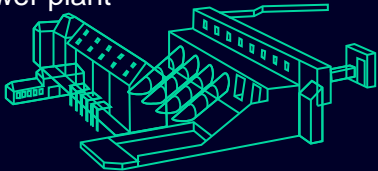
1879

World's first
electric railway



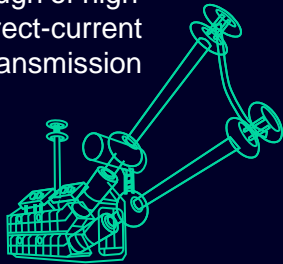
1925

Siemens electrifies the Irish Free State with a hydroelectric power plant



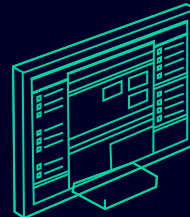
1975

Breakthrough of high-voltage direct-current (HVDC) transmission



2010

TIA Portal takes automation a stage further



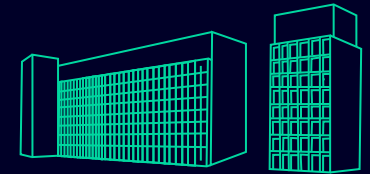
2016

MindSphere, the cloud-based IoT operating system



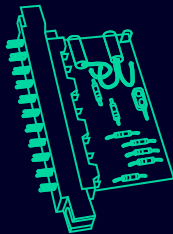
2019

Launch of first project for Siemensstadt 2.0



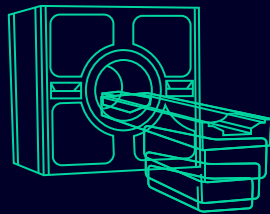
1959

SIMATIC revolutionizes automation



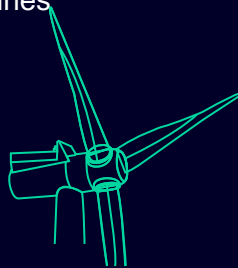
1983

First magnetic resonance imaging scanner



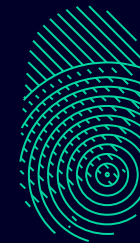
2012

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



2018

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

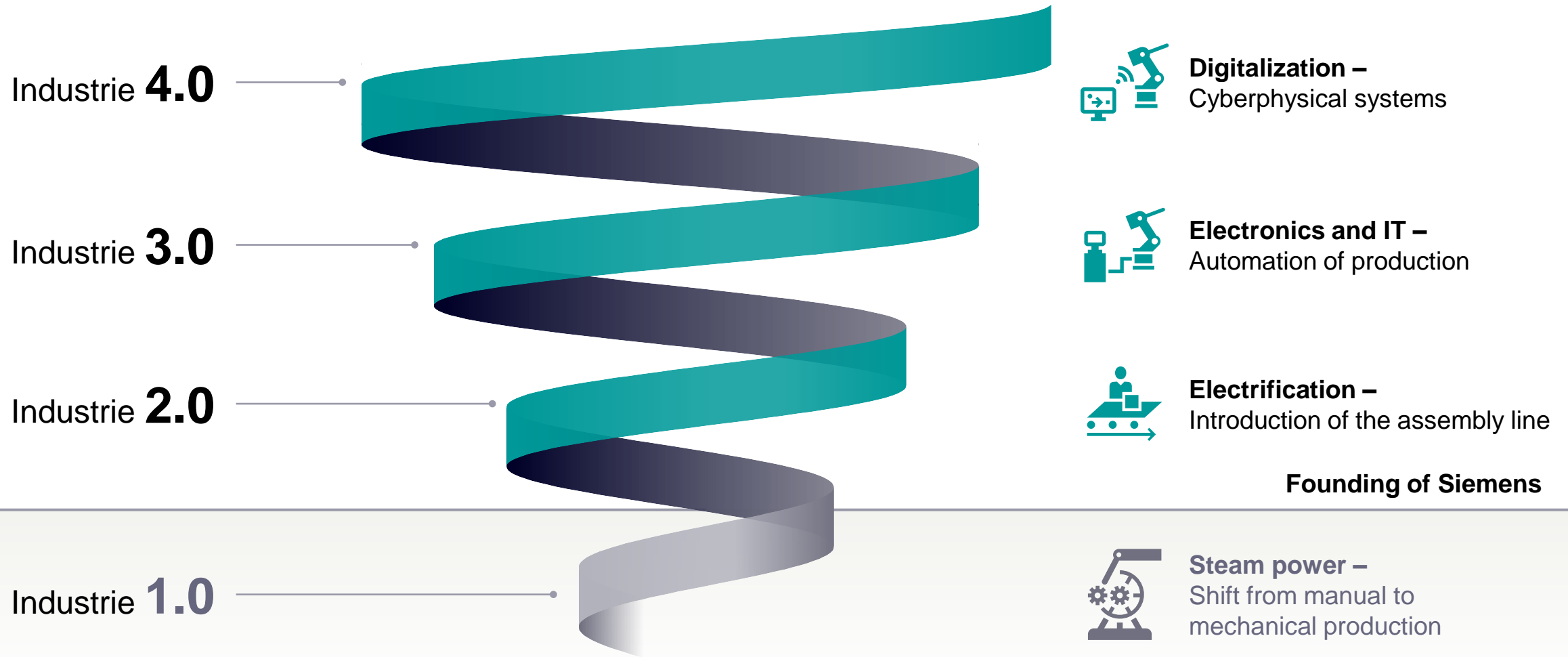


2020

Comfy workplace app makes it safe to return to the office during the coronavirus pandemic

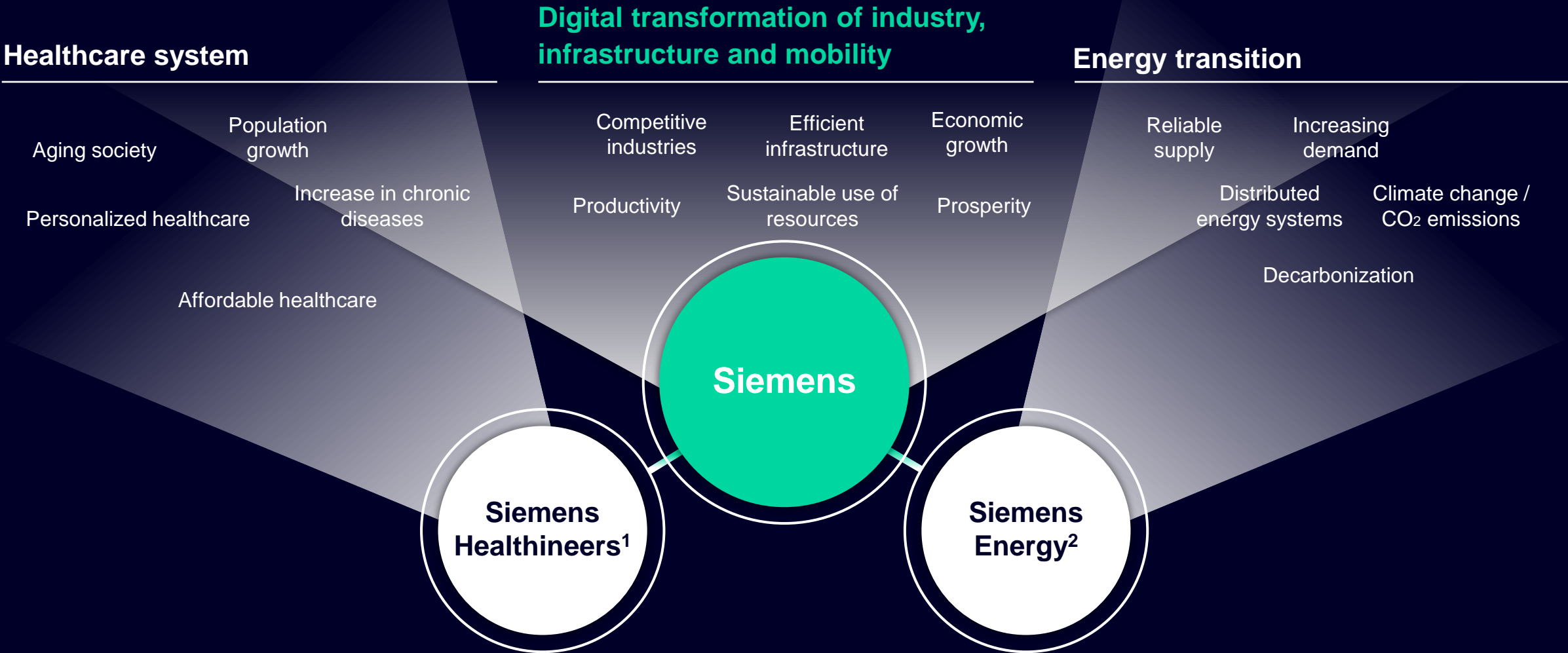


Siemens has been shaping industrial revolutions ever since its founding



A powerful ecosystem

With our solutions, we're addressing the greatest challenges of our time



¹ Publicly listed subsidiary of Siemens | ² 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



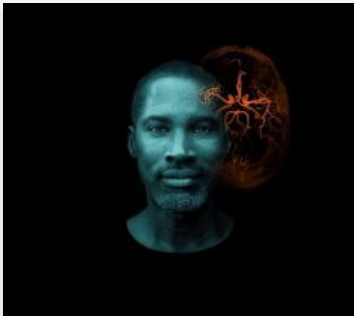
Siemens Advanta



Portfolio Companies



Siemens Healthineers¹



Countries

Service & Governance

¹ Publicly listed subsidiary of Siemens; Siemens Healthineers with its own setup for Countries and Service & Governance

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.

295,000

employees¹

€58.5 bn

in revenue²

€5.6 bn

in net income³

14.4%

adjusted EBITA margin
for the Industrial
Businesses²

¹ Continuing operations as of September 30, 2019 (excluding Siemens Energy) | ² Continuing operations for fiscal 2019 (excluding Siemens Energy) | ³ For fiscal 2019

Siemens is shaping the future



€5.7 bn

R&D expenditures¹

45,100

R&D employees²

Ingenuity drives innovation

6,850

Inventions³

3,750

Patent applications³

Cooperation

with universities

8

CKI universities⁴

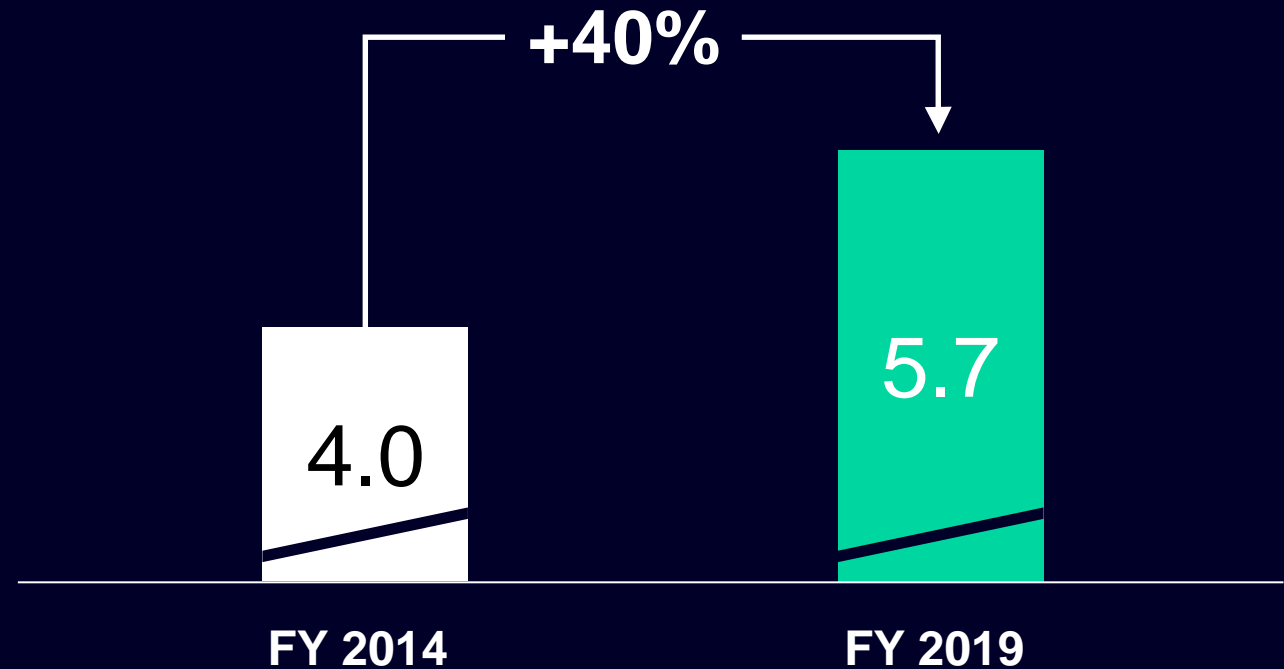
17

Principal partner universities

1 In fiscal 2019 (with Siemens Energy) | 2 On average during fiscal 2019 | 3 In fiscal 2019 (with Siemens Energy and Siemens Healthineers). As of September 30, 2019, Siemens held about 68,300 patents worldwide in its continuing operations. | 4 Centers of Knowledge Interchange

Innovation is the basis for our success

Expenditures for research and
development in billions of €



All figures including Siemens Energy

The areas our research and development is focusing on

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

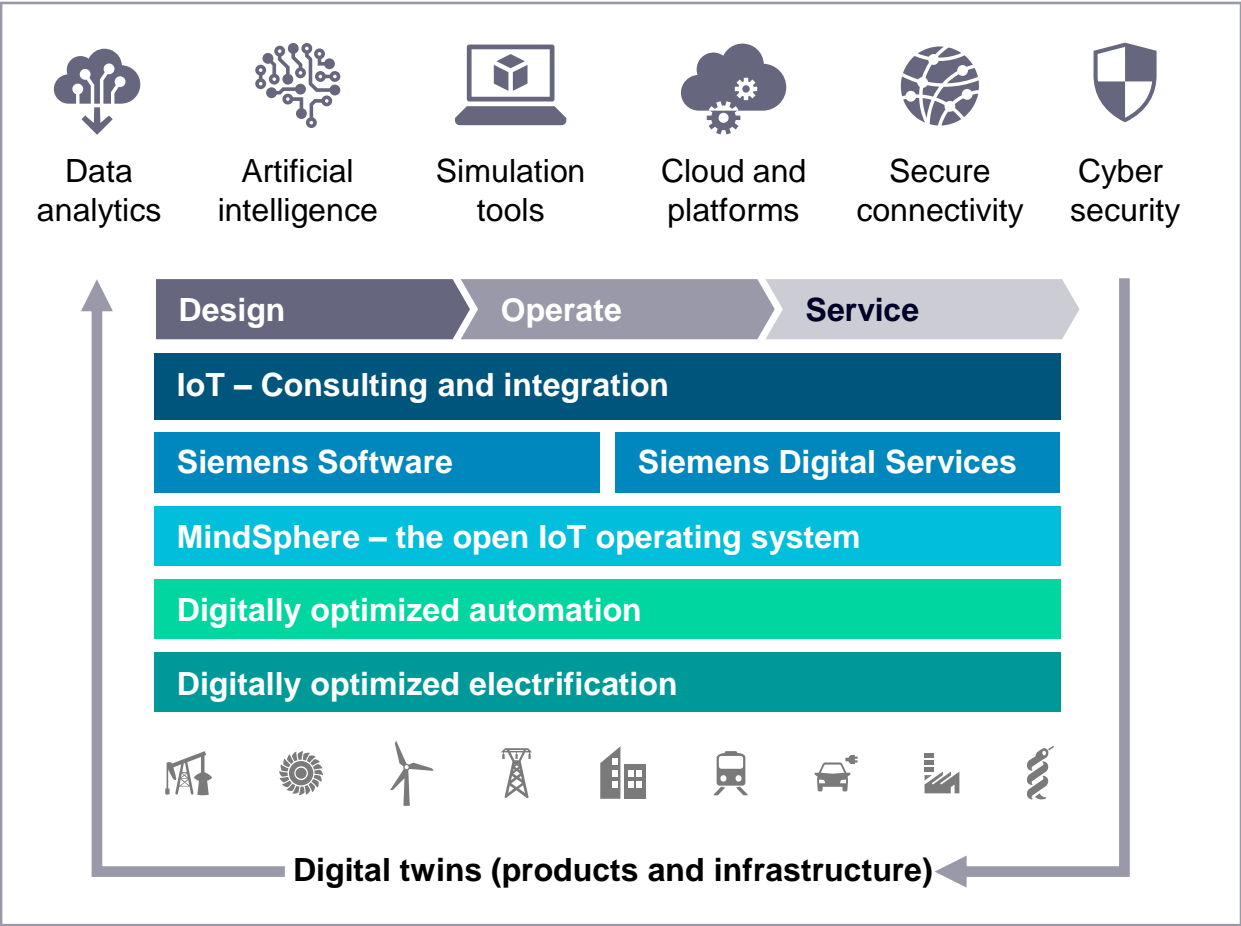
Materials

Power electronics

Simulation and
digital twins

Software systems
and processes

Our digital portfolio



1 As of September 30, 2020 (including Siemens Energy) | 2 In FY 2019 (including Siemens Energy) | 3 As of September 30, 2019 (including Siemens Energy)

€10 billion

invested in digital companies in the past 10 years¹

20

MindSphere Application Centers set up globally ¹

Top 10

Siemens is one of the top 10 Software companies¹

~530

digital offerings¹

~1/3

of all new patent applications are in digital technologies²

~40,000

Employees in digital jobs at Siemens³



Mobile working

as a key element of the “new normal”

Mobile working **two to three days a week** will be a worldwide standard

For about **140,000 employees¹** at more than **125 locations** in **43 countries**

The New Normal Working Model will enable employees to choose – following consultation – to work wherever they can be most productive. This change also accommodates the employees’ desire for more flexibility and personalized approaches when it comes to choosing where they work.

¹ Number of job profiles that are suitable for mobile working.

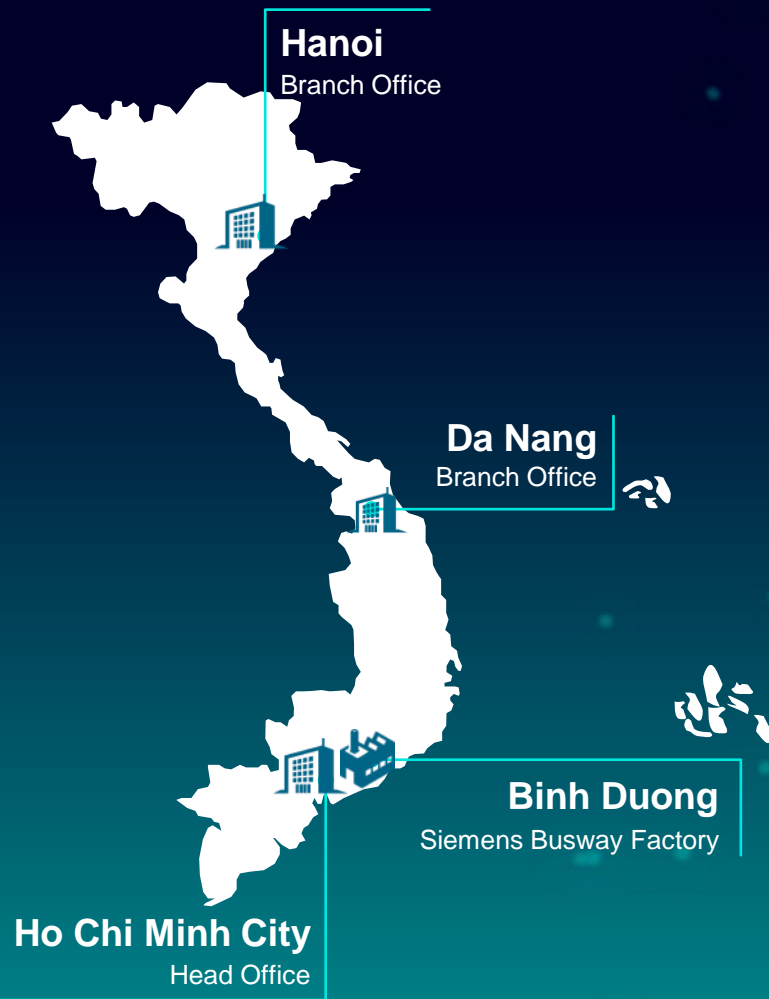
Siemens in Vietnam

Siemens in Vietnam Milestones



Siemens in Vietnam

Innovation and market leader in a wide range of businesses



200
employees¹

Digital
Industries



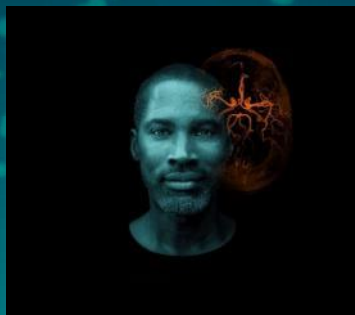
Smart
Infrastructure



Mobility



Siemens
Healthineers²



¹ Continuing operations as of October 2020 (excluding Siemens Healthineers) | ² Publicly listed subsidiary of Siemens

Digital Industries

Advances being made in digitalization – combined with the move toward increasingly flexible manufacturing processes – are creating new opportunities and choices for industrial companies across the globe.

Digital Industries helps its customers unlock their 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 offerings. It provides companies of all sizes with the right products, along with consistent solutions and services for integrating and digitalizing the entire value chain. As an innovation leader, we think ahead to the next level of the digital transformation and of integrated cutting-edge technologies – such as artificial intelligence, edge computing, industrial 5G, autonomous handling systems, blockchain and additive manufacturing.

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



Software



**Factory
Automation**



**Motion
Control**



**Process
Automation**



**Customer
Services**

Vertical solutions

Helping Ho Chi Minh City control tidal flooding as a response to climate change

Control and SCADA systems for the tidal flood-control project of Ho Chi Minh City



End customer: **Ho Chi Minh City People's Committee**

Scope of supply: **Control and SCADA systems**

Benefit around **6.5 million city dwellers**
in a **570-square-kilometer stretch of land**

Other benefits:

- help **regulate water levels** in city canals
- **improve local water drainage**
- **beautify the landscape** of nearby areas

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 Corporation – the biggest container port in Vietnam.



SITRAIN Vietnam Digital Industry Academy



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 3,500 members on the Facebook group of SITRAIN Vietnam

SIEMENS



Smart Infrastructure

Smart grids + smart buildings = 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, we make infrastructure more intelligent, responsive and responsible. Smart Infrastructure unites building technology with energy supply – including low- and medium-voltage power distribution and grid control. There are exciting growth markets at the grid edge, where these realms meet. In these markets, we ensure that energy is used efficiently – in generation, consumption and storage, in electric vehicle infrastructure and in microgrids. Our offerings combine physical solutions and digitalization across the focus areas of electrification and automation.

Energizing the largest solar power plant in Vietnam

Trung Nam – Thuan Nam 450MW solar power plant,
combined with 220/500kV substation and 500kV, 220kV transmission lines



Total investment: **VND 12.000 billion (\$518 million)**

Total Capacity: **450 MW**

Deliver up to **1 billion kWh** per year

In commercial operation since **end of September 2020**

Scope of supply:

- **500/220kV substation protection and automation system**
- **Electrical Balance of Plant (EBoP) solution with inverter stations and power plant controller system**

Integrated Building Management Systems for the luxury Resort in Vietnam

JW Marriott Cam Ranh Bay Resort and Spa



Location: Cam Ranh, Khanh Hoa province, Vietnam

Total area: **210,000 sq.m**

Capacity: 5 Hotel Blocks

76 Villas

Spa, Relax Pool, Resort Clubhouse, Kid's Club & Beach Restaurant

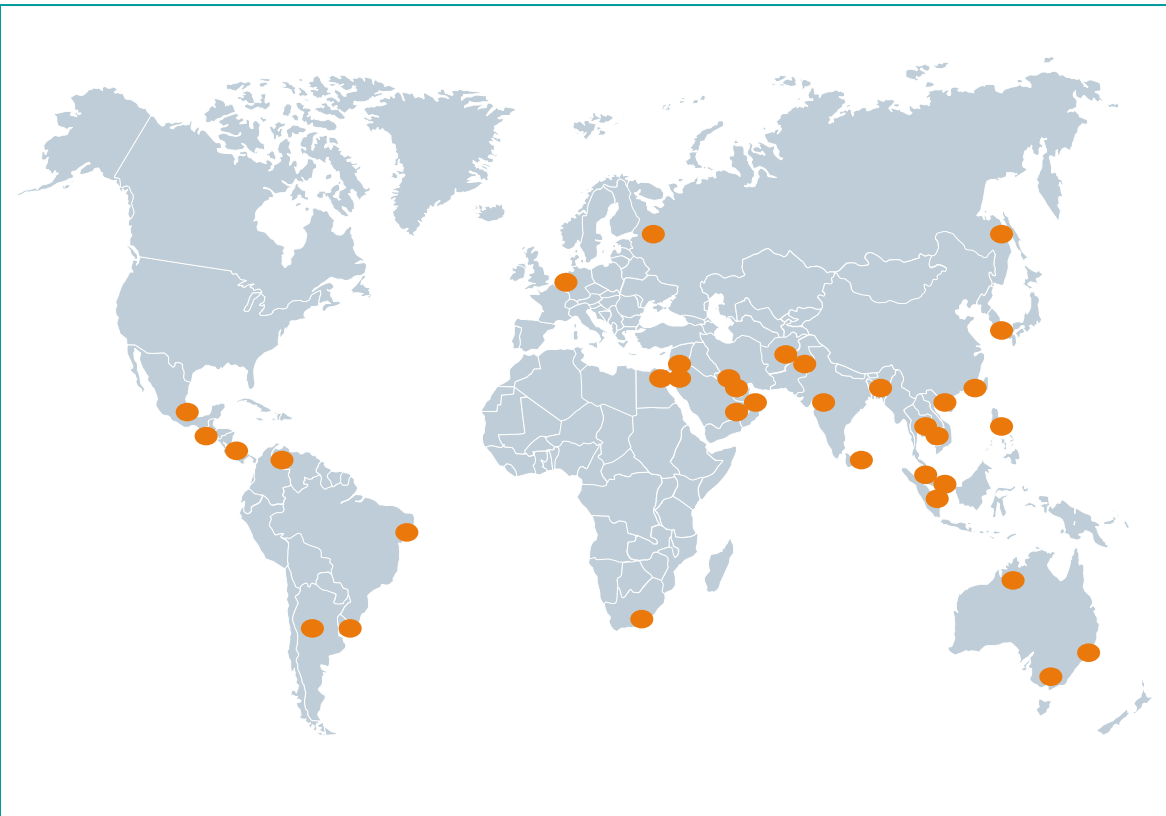
Scope of supply:

- **Building Management system** including monitor and control HVAC system, electrical system, Mechanical system...
- **Room control unit system** for Guest rooms
- **Lighting control** for Public areas
- **Integrating other systems:** PMS, Access control system, CCTV, Lift

From Vietnam to The World

Siemens Vietnam Busway Factory

Exporting to 46 countries at 5 continents



Recent highlighted project:
Supply of ~10.000m LX busway for VinFast factory





Mobility

We use digitalization to enable transportation service providers worldwide to make trains and infrastructure intelligent, increase value sustainably throughout the entire system lifecycle, enhance passenger experience, and guarantee availability.

Intelligent & efficient solutions for Vietnam's urban development

Siemens installs intelligent road solutions for Hanoi

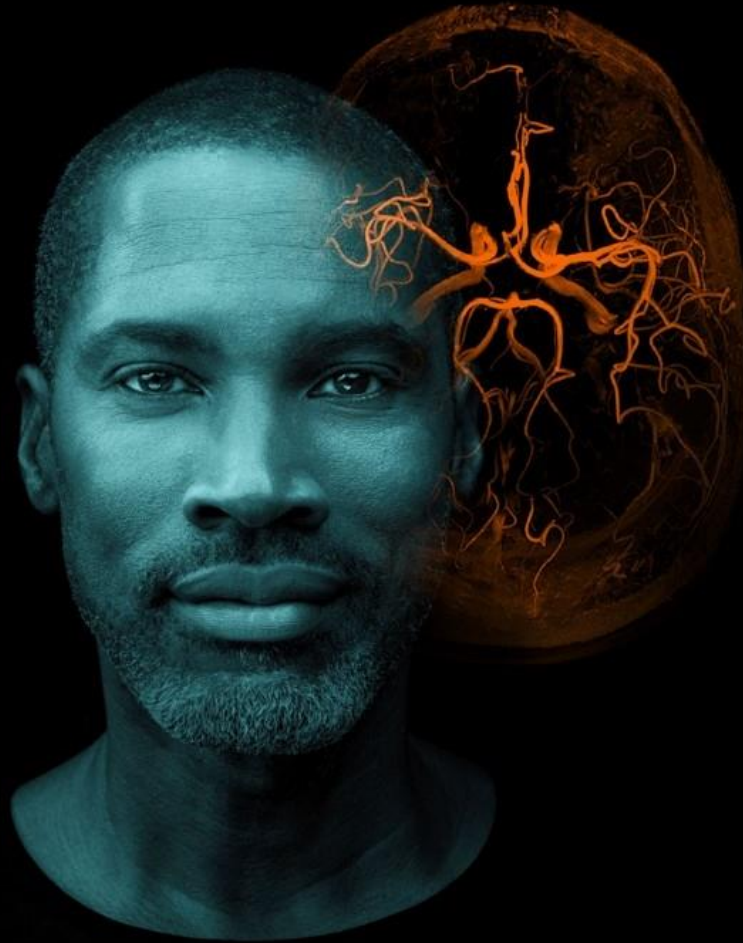
- Energy saving up to 70% with Siemens Very-Low-Power traffic lights
- Holistic city traffic management system thanks to Siemens controller “sX” (Smart Crossing)



Introduce the new sensor to Level Crossing of Vietnam Railways

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





Siemens Healthineers¹

The listed company Siemens Healthineers AG aspires to shape the healthcare system of the future. As a leading medical technology company, it helps healthcare providers around the world to expand precision medicine, transform care delivery, improve the patient experience and digitalize healthcare. Siemens Healthineers is continuously developing its product and service portfolio with AI-supported applications and digital products that will play an increasingly important role in the next generation of medical technology.

¹ Publicly listed subsidiary of Siemens

We are among the largest health-tech provider in Vietnam,
offering the broadest and deepest portfolio to worldwide healthcare providers



**Diagnostic
Imaging**



**Advanced
Therapies**



Ultrasound



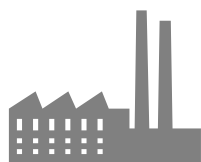
**Laboratory
Diagnostics**



**Point of Care
Diagnostics (POC)**



**Customer
services**



3 Offices

- Hanoi
- Da Nang
- Ho Chi Minh City



200 Employees

Inclusive of **80** Experienced & Well-trained
Engineers & Specialists

>1,500 Customers

**~4,000 Active
Install Base**



**20 Trusted
Partners**



**80 Educational/Clinical
workshops & CMEs**

attract more than **15,000** Participants
per year

We shape the future of Healthcare

| Contact

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Ho Chi Minh City | Vietnam

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