

Siemens Real Estate expands into the market

- **Corporate real estate management now also for external customers**
- **Renting, development and consulting in focus**
- **Intelligent real estate in close cooperation with other Siemens units**

Siemens Real Estate (SRE) has been managing Siemens' real estate portfolio for more than 20 years and, as a versatile and future-oriented corporate real estate manager, has repeatedly adapted to the challenges of the market. Effective immediately, SRE will make the expertise it has acquired available to external clients for the first time.

Companies that do not yet have their own professional real estate management will thus have access to SRE's knowledge and experience in the three product groups of consulting, renting and real estate and location development.

"The real estate market for industrial companies is facing one of the biggest structural changes in its history as a result of the major issue of Industry 4.0. In the coming years alone, about half of all industrially used areas will either be newly developed or economically restructured," explains SRE CEO Zsolt Sluitner. "This also creates an immense need for professional support in this process. And this is exactly where our expertise comes in."

For many years, SRE has had extensive experience in all areas of successful operational real estate management. For Siemens, SRE is currently responsible for a real estate portfolio of around 11 million square meters of space at over 1,700 locations worldwide. SRE is currently developing two major projects in Germany alone for over 1 billion euros: Siemensstadt 2.0 in Berlin and the Siemens Campus Erlangen. The focus here is on the conversion of an existing location, some of which is determined by production areas, into a future-oriented working environment.

With immediate effect, SRE will support its external customers in three areas: In the renting of space, including the further development of "Siemens Technoparks," in which space can be rented including individually retrievable services; in the development or conversion of our own, existing and new industrial sites; and finally, by consulting on the existing real estate portfolio of a respective company in the environment of changing company structures and working environments.

"Thanks to our many years of experience in corporate real estate management, we specialize in involving all stakeholders in companies and accompanying change processes," says Sluitner. "We have the inside view of two worlds: the real estate market and companies."

Moreover, existing innovative technologies from Siemens enable customers to further enhance the potential of their real estate and space to create value. For example, by digitalizing buildings and creating digital twins. The data obtained can be used for intelligent energy management, predictive maintenance, other location-based services or to increase building security. SRE is working closely with Siemens Smart Infrastructure and Siemens MindSphere to make buildings and locations fit for the digital real estate future.

This press release is available at www.sie.ag/2naHiet

Further information on SRE's products for external customers can also be found on the newly-launched homepage at: www.siemens.com/realestate

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As a leading corporate real estate company, **Siemens Real Estate** is responsible for all of Siemens' real estate activities. This includes managing the portfolio, optimizing space utilization, managing the operation of real estate, including all real estate-related services, letting and utilization, as well as implementing all Siemens-wide construction projects. This ensures an optimized and sustainable use of resources in terms of costs, transparency and efficiency. In fiscal 2018, Siemens Real Estate generated sales of around EUR 2.2 billion with approximately 1,100 employees in real estate-specific functions. The result was EUR 140 million. Further information is available at www.siemens.com/realstate

Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 170 years. The company is active around the globe, focusing on the areas of power generation and distribution, intelligent infrastructure for buildings and distributed energy systems, and automation and digitalization in the process and manufacturing industries. Through the separately managed company Siemens Mobility, a leading supplier of smart mobility solutions for rail and road transport, Siemens is shaping the world market for passenger and freight services. Due to its majority stakes in the publicly listed companies Siemens Healthineers AG and Siemens Gamesa Renewable Energy, Siemens is also a world-leading supplier of medical technology and digital healthcare services as well as environmentally friendly solutions for onshore and offshore wind power generation. In fiscal 2018, which ended on September 30, 2018, Siemens generated revenue of €83.0 billion and net income of €6.1 billion. At the end of September 2018, the company had around 379,000 employees worldwide. Further information is available on the Internet at www.siemens.com.