

# Innovating the digital portfolio – Siemens' digital enterprise

Innovation Day USA 2017 | Princeton, March 27, 2017

Tony Hemmelgarn, President and CEO of Siemens PLM Software

## Notes and forward-looking statements

This document contains statements related to our future business and financial performance and future events or developments involving Siemens that may constitute forward-looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. We may also make forward-looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of Siemens’ management, of which many are beyond Siemens’ control. These are subject to a number of risks, uncertainties and factors, including, but not limited to those described in disclosures, in particular in the chapter Risks in the Annual Report. Should one or more of these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of Siemens may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward-looking statement. Siemens neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

This document includes – in IFRS not clearly defined – supplemental financial measures that are or may be non-GAAP financial measures. These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Siemens’ net assets and financial positions or results of operations as presented in accordance with IFRS in its Consolidated Financial Statements. Other companies that report or describe similarly titled financial measures may calculate them differently.

Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.



Digital twins are a lot like real twins...

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*Ingenuity for life*





No twins are perfectly identical...

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But some are closer than others

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Digital Twins are transformative only if they encompass product, production and performance

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# Go big.



# Newport News Shipbuilding steers a new course for digital transformation

A wireframe model of a ship's hull, rendered in a light blue color, is positioned diagonally across the lower half of the slide. It serves as a background for the three diamond-shaped callouts.

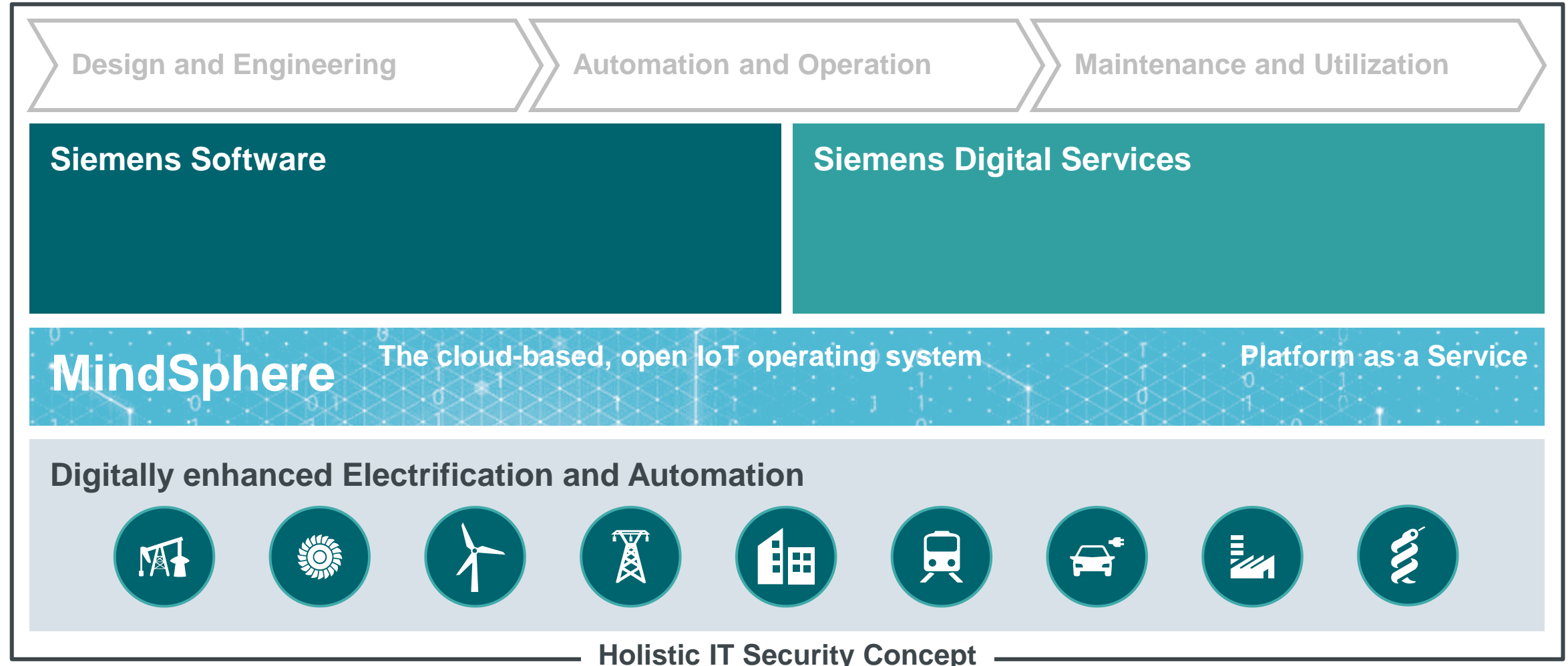
**300 million  
components  
designed**

**Digital work  
instructions  
delivered**

**Optimizing  
operations  
via the IoT**



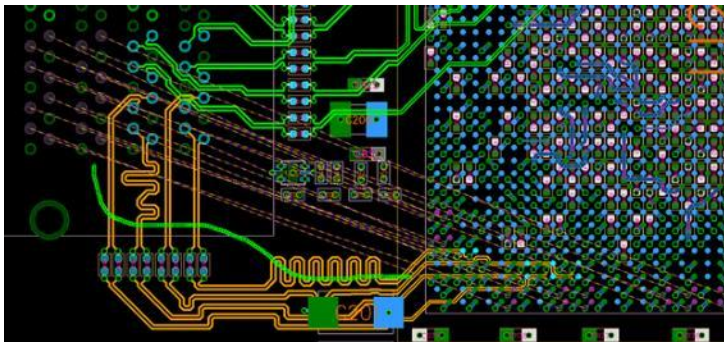
# Holistic approach to solve customer needs



## Major advancements across the innovation lifecycle

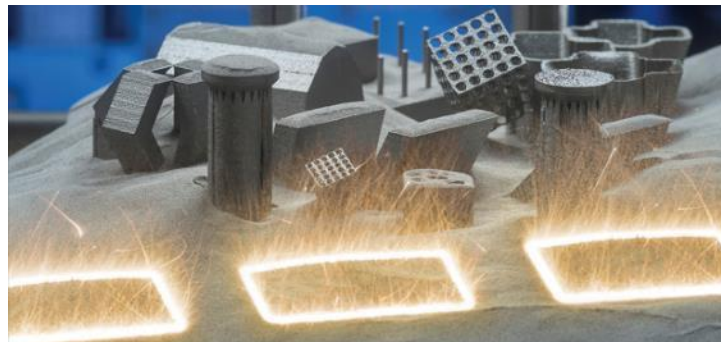
**Design &  
Engineering**

**Mentor Graphics  
acquisition**



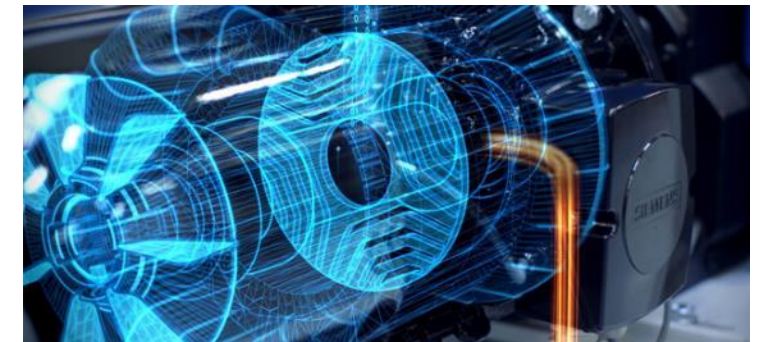
**Automation and  
Operation**

**Additive  
Manufacturing  
solutions**



**Maintenance &  
Utilization**

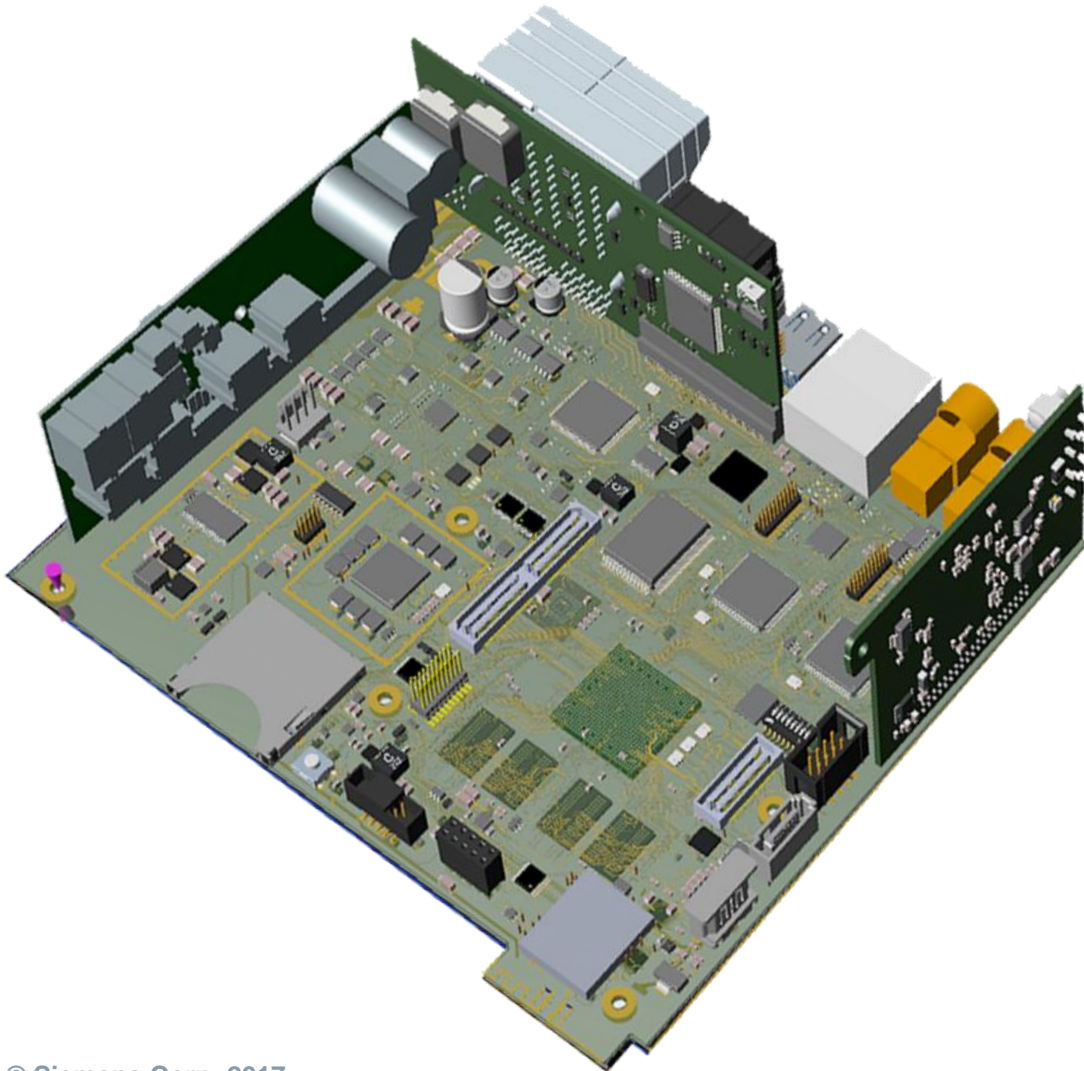
**MindSphere  
IoT Operating  
System**





# Mentor Graphics – Enriching the Digital Twin of smart, connected products

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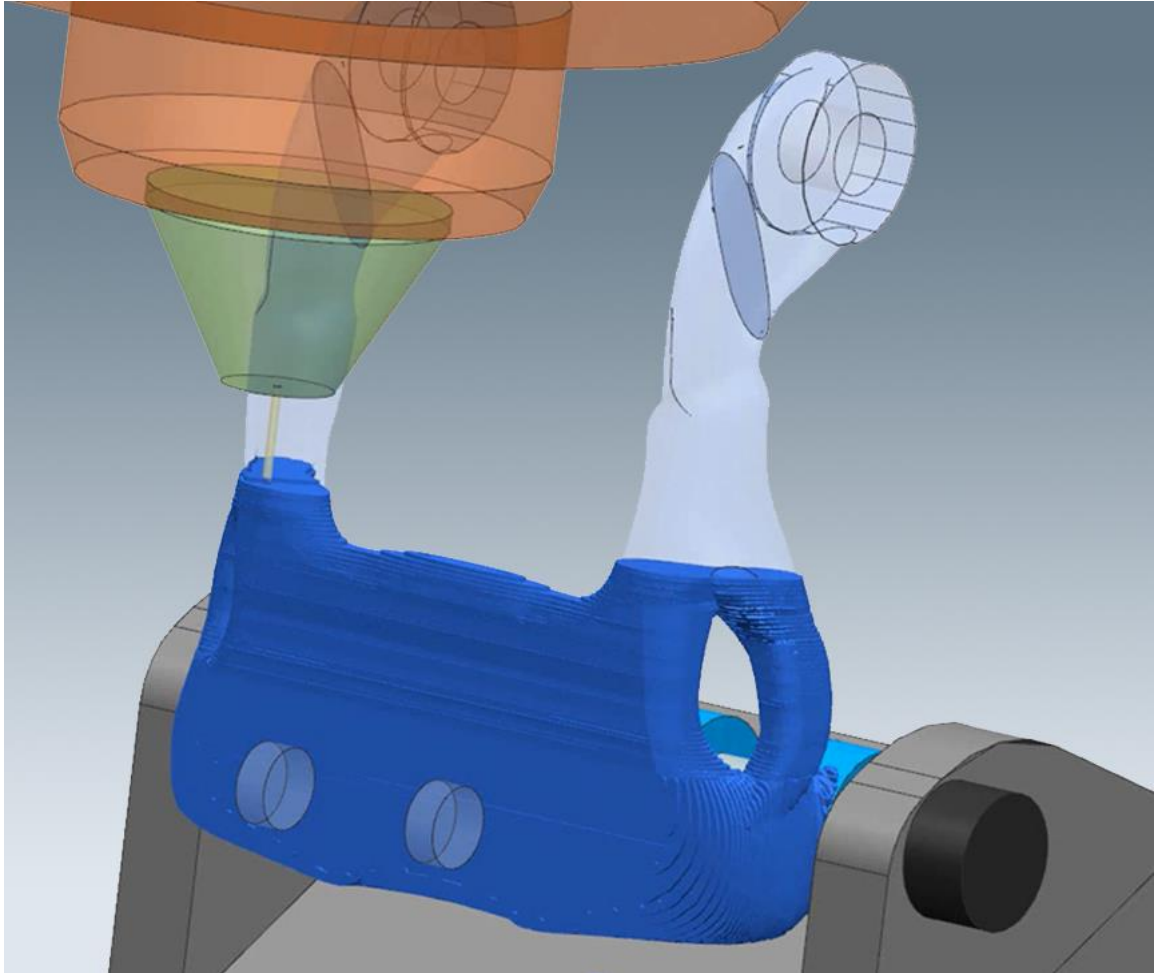


Mentor Graphics makes Siemens the only digital industrial player to offer mechanical, electrical and software capabilities on a single platform

**“This merger deal  
is unprecedented in  
the design, engineering  
and product life-cycle  
management  
software markets”**

**Gartner®**

# Siemens Additive Solutions – Reshaping production, rethinking business



Change what you make...  
and how you make it

Design | Simulate | Print paradigm

Our solution industrializes  
the entire process



# MindSphere – The cloud-based, open operating system for the Internet of Things

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- Konecranes links full digital twin and MindSphere
- Condition monitoring and predictive maintenance for the factory
- Feeding back operational data to product design
- Closing the lifecycle data loop

With a  
comprehensive  
digital twin...



Companies  
can go big and  
get disruptive



We're investing  
aggressively in  
digitalization

