

# Driving innovation for the U.S. and the world

Innovation Day USA 2017 | Princeton, March 27, 2017  
Judy Marks, CEO Siemens USA

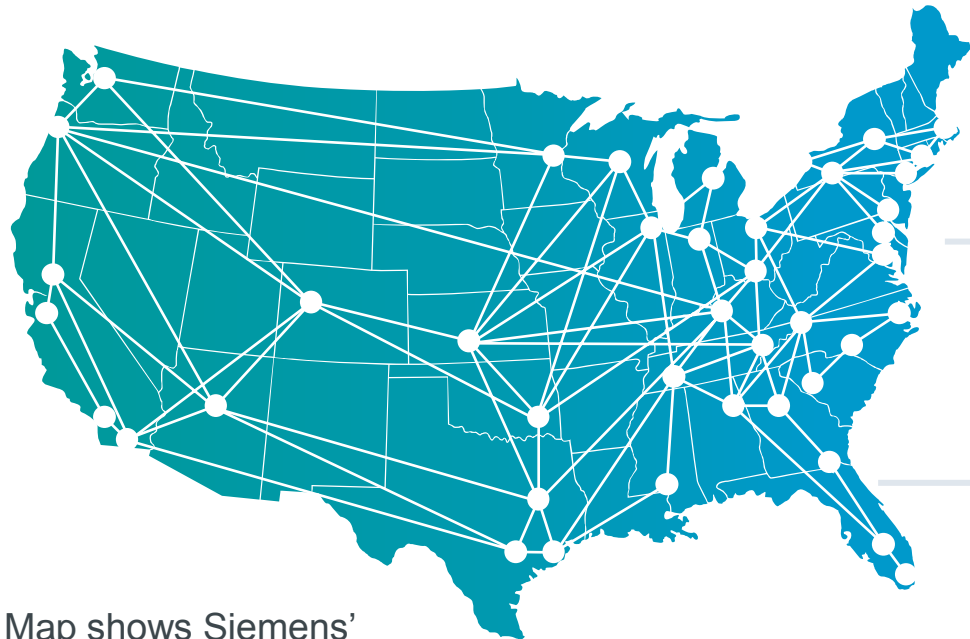
## Notes and forward-looking statements

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.

# In just the past 15 years, Siemens has invested more than \$35 billion in the US



Map shows Siemens' major employment hubs

Employing more than  
**50,000 people**

Investing more than  
**\$50 million**  
annually in workforce training

Operating  
**more than 60**  
Manufacturing sites

Exporting more than  
**\$5 billion**  
annually

Investing more than  
**\$1 billion**  
annually in R&D

Supporting more than  
**800,000 US jobs**  
linked to Siemens' global  
business operations in FY15

## We will continue

to deploy our innovative technologies to meet America's greatest challenges, particularly in the fields of:



Infrastructure



Power Generation  
& Management



Mobility



Industrial  
Modernization



Medical  
Solutions

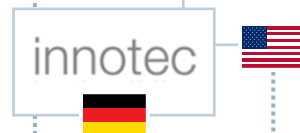
# Siemens combines the physical and the virtual world – Strong partners from the US helped to make this happen



## Siemens Software – virtual world



## Siemens automation – physical world



SIMATIC\*

Totally integrated automation – TIA\*

Desigo CC\*

Spectrum Power ADMS\*

1958

1996

2001

2007

2010

2012

2014

2016

\* In-house developments/digital upgrades

## U.S. manufacturers are facing significant data gap

### Top 5 Digital Technologies implemented by manufacturers

Cloud  
computing



85%

Connected  
sensors in plant  
operations



65%

Connected  
sensors  
in products



59%

3D  
printing



39%

Advanced data  
analytics tools



34%