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Siemens Building Technologies










The Future of Smart Buildings

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Siemens Overview



Divisions							Strategic Units	
Power and Gas (PG) Power Generation Services (PS)	Energy Management (EM)	Building Technologies (BT)	Mobility (MO)	Digital Factory (DF)	Process Industries and Drives (PD)	Financial Services (SFS)	Siemens Healthineers	Siemens Gamesa Renewable Energy
								

BT's Achievements – Creating Value for Siemens

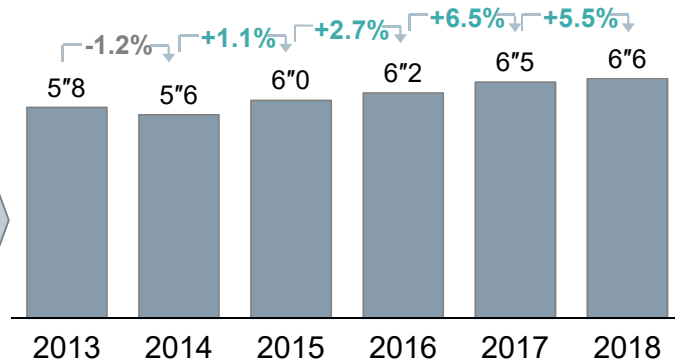
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Development of BT business

Levers

1

Growth¹⁾



2

Profitability

6.6% 9.2% 9.2% 9.4% 10.9%²⁾ 11.4%

- 1) comparable
2) w/o Swiss pension impact

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December 2018



FY 18 Achievements

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~45 k

New system
installations

> 1 m

Connected
data points

~310 k

Service
agreements
under contract

~3.2 m

Valves and
actuators sold

620 m

Data sets
imported to
Navigator daily

~190 k

Additional
rooms
automated

~5 m

Fire and smoke
detectors sold

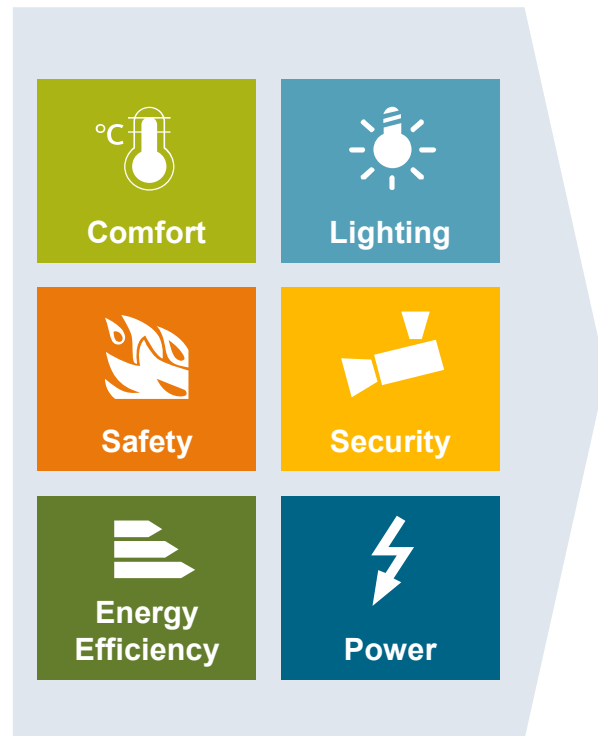
>4.7 k

New sites
connected

Siemens Building Technologies Overview



Our Offering

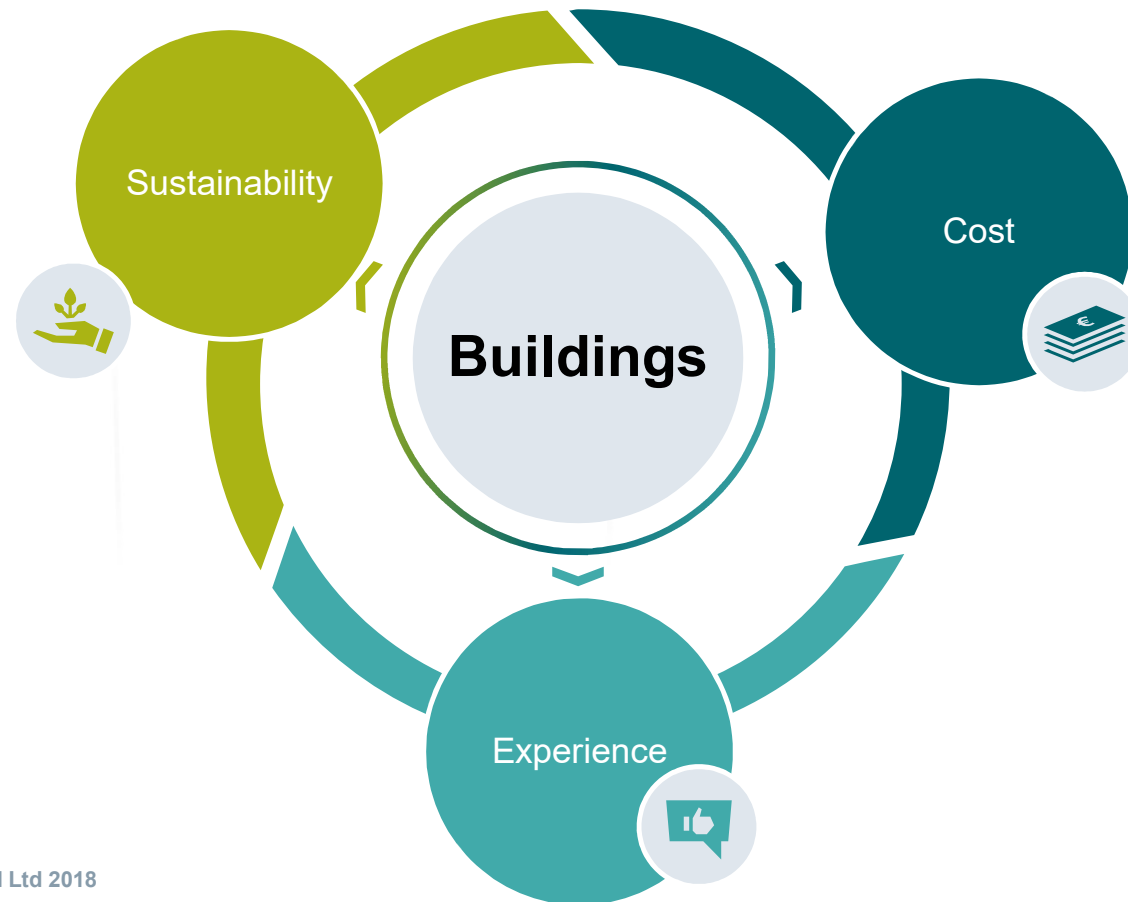


Our Markets



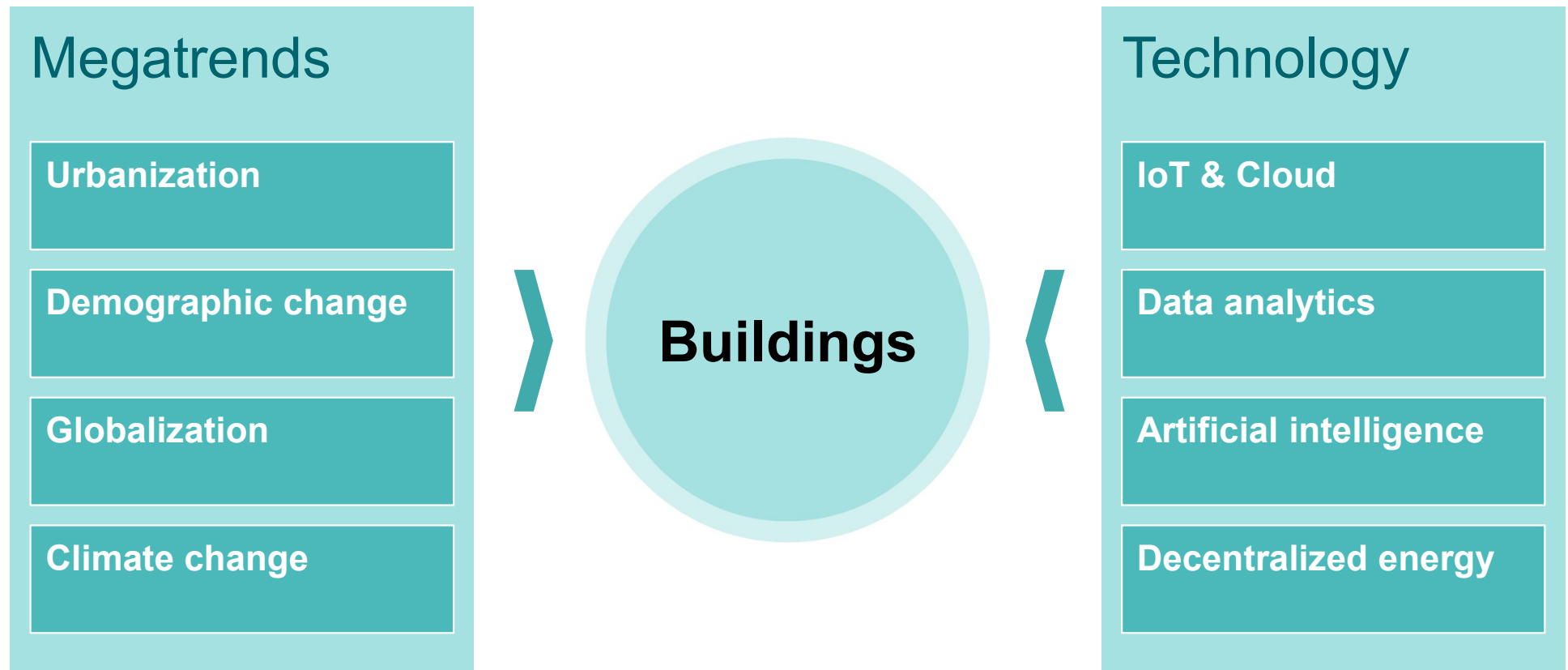
Why Do Buildings Matter?

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Our Market is Changing

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Recent Acquisitions Complement our Value Propositions

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Comfortable
and safe



Energy and
asset efficient



Space and
user efficient



J2INNOVATIONS

enlightened

Comfy

Comfy – Cloud-based Software Application for Individual Control of the Office Environment and Feedback

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Workplace apps



Occupant-centric workplace app, based on a world-class user experience

- Improving workplace **productivity**
- Delivering operational **savings**
- Driving strategic decisions via **analytics**



Enlighted – Core Competency is a Building IoT System with Sensors and Wireless Lighting Control

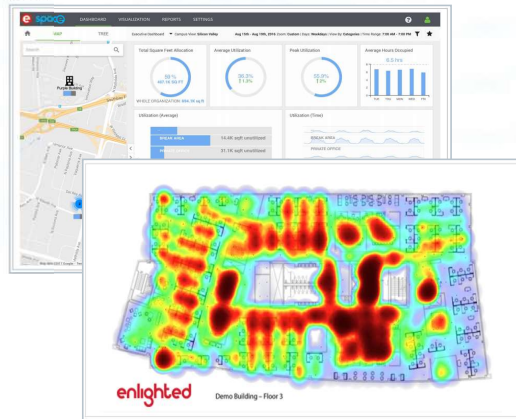
Sensor
embedded in
fixture

Collect data
via sensors

Communicate data
via IoT system
/network to cloud



Apps / use cases
based on data



5th generation multi-function sensor and building IoT system, including **4 apps** for:

- Intelligent Lighting Control
- Energy Savings
- Asset Tracking
- Space Utilization

enlightedTM
A Siemens Company

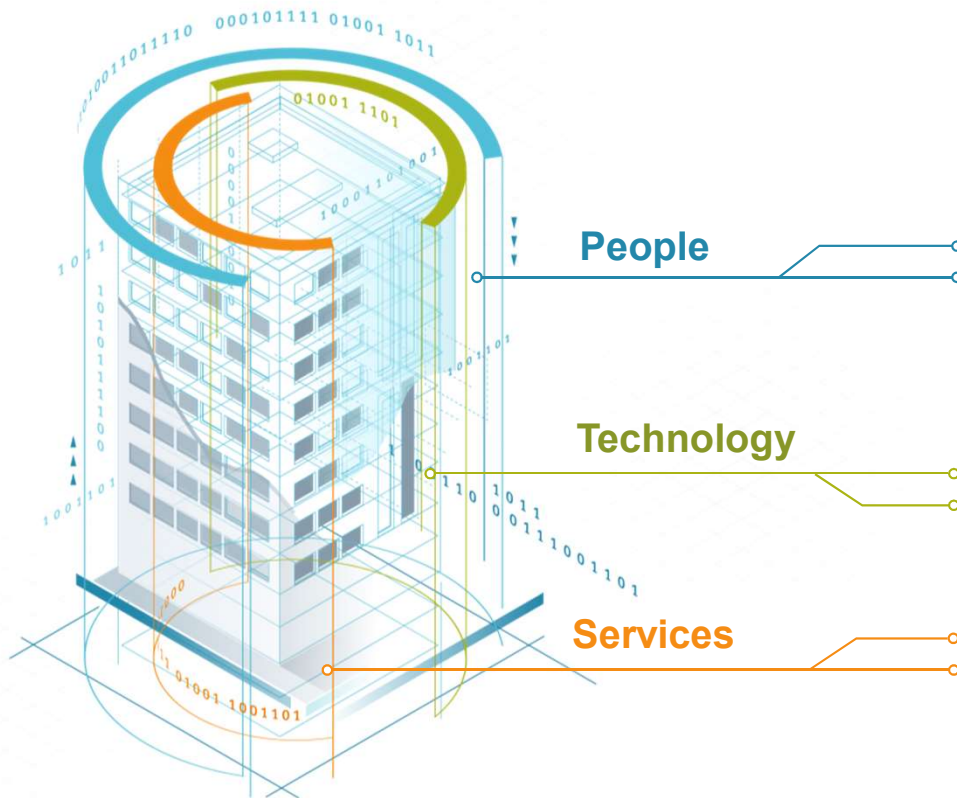
Challenges of Different Stakeholders in Buildings

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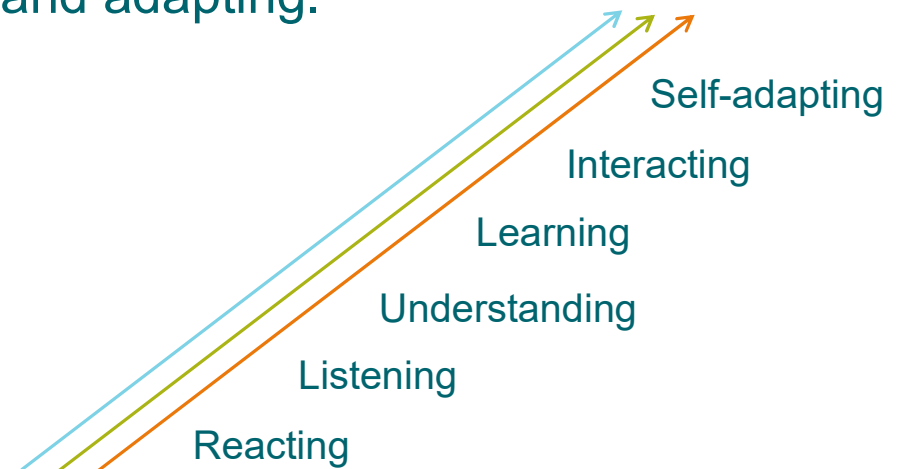


What is a Smart Building?

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A smart building is an active contributor to the experience and success of its stakeholders by continuously interacting, learning and adapting.



Digital Framework

Applications and Services



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Powerful applications
and Digital Services



IoT operating system



Field devices and IoT connectivity
across all domains



Making Smart Buildings a Reality

10,000

service
technicians

240

performance
engineers

4

locations

MindSphere
Application
Centers

160+

services
overall

of which **85**

digital
services

Digital Services Meet the Expectations of our Customers



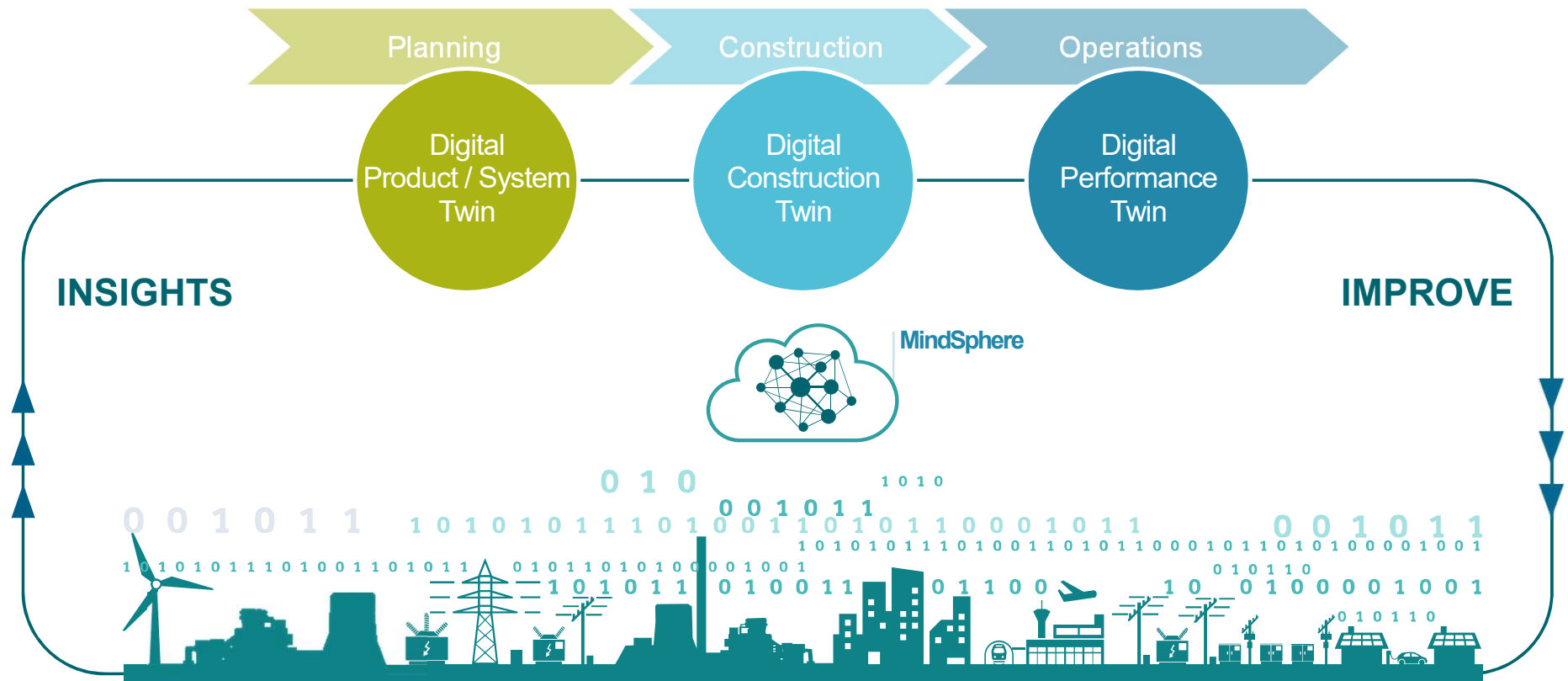
Existing services get digitally enhanced ...



... while data-driven services
create actionable insights

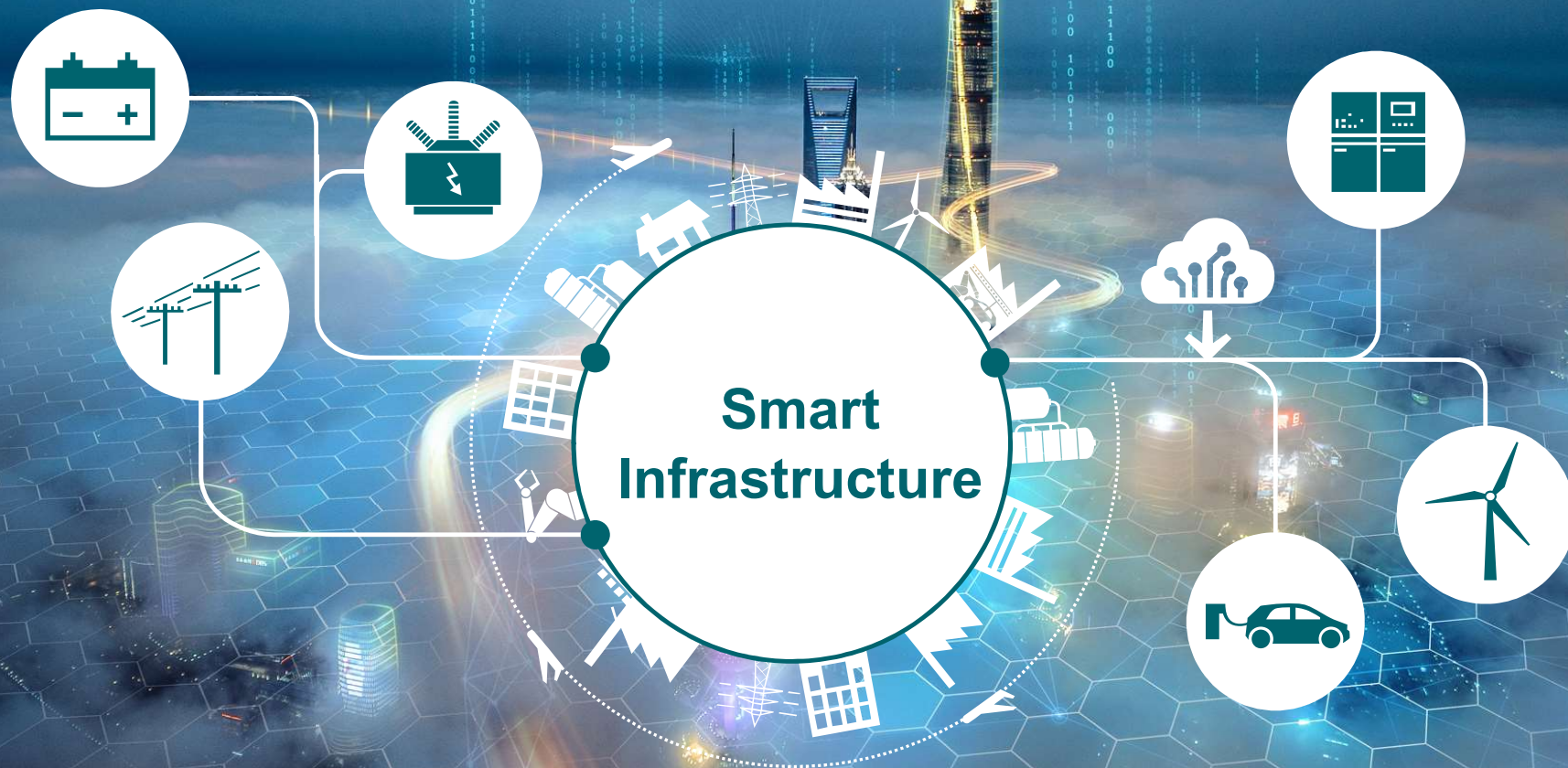
Digital Twin – One Virtual Representation of the Building and its Performance Throughout the Lifecycle

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We Don't Stop Here...

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Key Takeaways



- 1 BT has developed into a reliable value creator for Siemens, outgrowing the market and increasing profitability year over year
- 2 Our asset is our customer proximity around the globe, huge installed base and 100+ years of domain expertise
- 3 We started early with the digital evolution of our products, services and processes, based on a strong core enabling us to guide our customers through their transformation
- 4 We are making buildings smart using the power of data delivering value and performance to our customers with proven outcome and transparency
- 5 With our three acquisitions, the lever of MindSphere, focus on cybersecurity and an open ecosystem, we are able to scale up our digital offerings
- 6 This will result in continued above market growth and delivering profitability to our shareholders



Our Vision

Building Technologies

The Leading
Smart Building
Company

#CreatingPerfectPlaces

Q&A

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