

SIEMENS XCELERATOR & OUR CURATED PORTFOLIO

MAKING DIGITALIZATION EASY

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Digital Business Media Day
Berlin, 13. October 2022

INTRODUCTION

Good morning, everyone.

I am very grateful to see all of you here. We have guests today from over 20 countries!

I appreciate that you have taken the long journey to get here today.

Some of you attended our 175-year anniversary celebration yesterday evening.

So you know: The common thread throughout our long history has been that Siemens has had to reinvent itself constantly.

From the electrification of industries over a hundred years ago, to the disruption that was caused by automation and information technology to today's transformation toward digital and sustainable technology:

We had to change to stay a valuable partner for our customers.

We had to turn bold ideas into new solutions and new technologies to help our customers adapt in a changing world.

And we had to make it as easy as possible for our customers to transform.

Because, as Werner von Siemens used to say: "Ideas alone have little value. An innovation's importance lies in its practical implementation."

That was true then. And it's still true today, in the volatile times we now live in.

My name is Peter Körte. For all of you who may not know me personally yet: I'm the CTO and Chief Strategy Officer for Siemens. I'm here for you today with colleagues from our three businesses

- Rainer, Magnus, Thomas, Michael and Johannes.

And I'm also very pleased that

- Nicolas Cuming from our partner Bentley Systems
- and Essa Al-Saleh, CEO of Volta Trucks, and Carl-Magnus Norden, Volta's founder.

have taken the time to be with us today.

Together, we want to take a closer look with you at what Siemens **does** and **is today**. And what our digital business and Siemens Xcelerator is all about.

DIGITALIZATION WILL HELP SOLVE THE CHALLENGES OF OUR TIME

You've heard it many times: digitalization is the key to solving the great challenges of our time.

With new technologies, we can do more with less. Or more precisely: *We are doing more with less.*

In many developed countries, we're seeing a decrease in carbon emissions while economies are continuing to grow. And in many, if not most, other countries around the world, emissions are growing slower than the economy is.

Of course, we still have a long way ahead of us. But we know sustainable growth *is* possible.

And for businesses, the digital transformation provides a way to secure a prosperous future – or to simply stay relevant in a world that is changing faster than ever.

That's why, together with our partners and customers, Siemens is driving the digital transformation of economies. Digital technologies will help achieve a sustainable future.

ACCELERATING DIGITALIZATION

Well, what is industrial digitalization all about?

In essence, it comes down to this: We're making hardware smart. We're equipping machines with sensors, connecting them to the internet of things, and using artificial intelligence to make them intelligent.

We combine the real and the digital worlds with cutting-edge technologies, like:

- cloud and edge computing,
- data analytics and artificial intelligence,
- digital twins and simulation technologies.

Yet, to be successful in their digitalization, to ensure a profound impact on their businesses and industries, our customers need *more* than just outstanding solutions.

True innovation requires more than just great inventions. **Commercialization**, too, is a must.

Inventions offer new ways to do things. But they must be commercialized before a growing number of businesses will choose this new way of doing things – and create real value for society.

Remember what Werner used to say: "Ideas alone have little value."

Let me ask you: Who of you here in this room would say that the practical implementation of digital solutions – that the digital transformation – is easy for businesses today?

The fact is – many companies want to drive their digital transformation.

But they simply don't know how.

86 percent avoid transformation because they don't know how to integrate new solutions into their legacy systems.

45 percent don't know how to manage the successful roll-out of IoT solutions.

And 40 percent simply cannot find the right partner to help them implement their vision.

HOW SIEMENS XCELERATOR MAKES DIGITALIZATION EASY

And this is where Siemens Xcelerator comes into play; in particular, our curated portfolio.

Siemens Xcelerator is an open digital business platform. Here, customers can find the best solutions, fast.

It's designed to make things easy; to accelerate the digital transformation of our customers.

Put simply: Siemens Xcelerator is all about being ...

- **Easy:** It will feel like a **plug-and-play** experience when customers combine it with other solutions from Siemens Xcelerator.
- **Flexible:** **We will make it fit easily** to legacy systems or applications from other companies by using open APIs.
- **Open:** **Customers will always be free** to use applications from third parties.

In short, we are making the best solutions easy to find, easy to integrate and easy to adapt.

SIEMENS XCELERATOR IS GROWING STEADILY

Since the launch about three months ago, Siemens Xcelerator is growing steadily, offering our customers ever more opportunities.

We started with a strong ecosystem. And we are constantly expanding it.

We forged new partnerships. For example, with Sustamize, which contributes its capabilities in measuring the global carbon footprint. Or ESRI, the global leader in geographic information systems.

With their portfolios, these partners add to the platform. But more so, we develop solutions together for the pressing needs of our customers.

We have **certified several new partners from the Siemens ecosystem** that will contribute with their solutions – and many more are to come.

But in order to keep our promises of a high quality, trustworthy environment to our customers, we must follow a process that requires diligence and takes some time.

We are **acquiring new solutions**, for instance, for climate-neutral aviation (**ZONA**) and predictive maintenance for manufacturing (**Senseeye**).

And, of course, we are adding more and more solutions of our own. Including flagship offerings like **Railigent X** and **Mobility Software Suite X**.

In parallel, we are working on a number of services to further increase the value of Siemens Xcelerator for our customers.

For example, we have kicked off co-creation right on schedule. And we are fully on time when it comes to developing new key elements – like an SME track and our Trainings Academy.

WHAT OUR SOLUTIONS ARE DOING FOR OUR CUSTOMERS

[Pause] Siemens Xcelerator is not about us. It's about making digitalization easy for our customers. And the reactions show that we are actually "preaching to the choir" here.

We're seeing great interest – for example, at leading trade fairs such as Light & Building, which took place just a few days ago, or Innotrans, which was held here in Berlin a few weeks ago.

And we're gaining exciting customers for our portfolio. I'm thinking, for example,

- of **REGENT**, a company building all-electric seaglidors;
- and I'm also thinking of our new cooperation with the **International Automobile Federation, FIA**;
- and of our new partnerships with **Automotive Cells Company (ACC)** and with **VOLTA Trucks**, which we announced today. More on that later!

To give you a better impression of why these and other customers are adopting our portfolio, we want to take a closer look at some concrete solutions with you today.

For example, our **Building X** software suite.

When you look around you here in **Siemensstadt**, you get an idea of how incredibly intricate digitalization can be.

Yet with Building X, we offer a single source of truth. When things are already tough, we make it easier.

You will hear more about this from my colleague Thomas Kiessling. He will also tell you about what we are doing when it comes to grid software and electrification; and what our exciting new partnership with **VOLTA Trucks** is all about.

In another session, Johannes and Michael will explain how we apply the design principles of our curated portfolio in our open **Railigent X** application suite. How we help our customers in the transportation sector to transform their businesses – by making intelligent use of their rail assets.

Rainer and Magnus will discuss with you how we help our industrial customers to become a **Digital Enterprise**. Our new partnership with **ACC** is the perfect example

of how our portfolio will boost productivity and reduce energy consumption – enabling several new gigafactories in Europe!

[Pause]

THE EVOLUTION OF DIGITAL TWIN TECHNOLOGY

I would also like to briefly throw a spotlight on our **digital twin** technology. We will speak about this in greater detail this afternoon.

Globally, the digital twin market is expected to grow over the next five years to 73.5 billion dollars from today's level of 6.9 billion dollars. That's a compound annual growth rate of 60.6%! [[Markets & Markets, June 2022, SE 5540](#)]

And Siemens is at the forefront of this development. For over a decade now, our digital twin technology has been helping customers to boost their productivity. Today, we offer the most comprehensive physics-based digital twin. It behaves just like the real thing.

Now, together with partners like **NVIDIA** and **Bentley**, we will take this technology to the next level: a digital twin that allows for physics-based, photo-realistic and real-time simulations.

This combination will open a whole new world of collaboration and create many new opportunities, in part by empowering everyone to develop and try out new ideas, fast, easy and without any risk.

There's currently a lot of discussion about *if* the **Industrial Metaverse** will truly emerge and about *how* that might happen. From our perspective, however, this will be simply the natural evolution of digital twin technology.

But no matter where you stand on this topic: We can be sure that the technologies that are developing and converging today will not only change the way people shop or play or work. They will also change the way businesses innovate, collaborate and manufacture.

As in the early days of the internet, we can't say yet where exactly all this will lead us.

But we at Siemens will be a part of this journey. Because for us, this virtual world is only the evolution of what Siemens does today. It's about combining the real and the digital worlds.

Because at Siemens, we don't just want to have the best *ideas* today and tomorrow.

Together with our partners, we also intend to help our customers to make their *digital transformation* easy.

Ladies and gentlemen, thank you for being here with us, today!

And now let's hear what Thomas, Essa and Carl-Magnus have to say about what Volta has planned!

