Siemens is one of the world’s largest producers of energy-efficient and resource-saving technologies

Orders and revenue (Continuing operations)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>91,296</td>
</tr>
<tr>
<td>Revenue</td>
<td>83,044</td>
</tr>
</tbody>
</table>

Employees (in thousands)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total (continuing operations)</td>
<td>379</td>
</tr>
<tr>
<td>Germany</td>
<td>117</td>
</tr>
<tr>
<td>Outside Germany</td>
<td>262</td>
</tr>
</tbody>
</table>

Profitability and capital efficiency (Continuing and discontinued operations)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>6,120</td>
</tr>
<tr>
<td>Return on capital employed (ROCE)</td>
<td>12.7%</td>
</tr>
</tbody>
</table>

Close to customers all over the world

All figures relate to fiscal 2018
Fiscal 2018: October 1, 2017 – September 30, 2018
In millions of € except where otherwise stated
Siemens focuses on electrification, automation and digitalization with complete value chain.

**Operating Companies**
- Gas and Power
- Smart Infrastructure
- Digital Industries

**Strategic Companies**
- Mobility
- Siemens Gamesa
- Siemens Heathineers

*New organization in full implementation as of April 1, 2019*
Our values

Responsible
Committed to ethical and responsible actions

Excellent
Achieving high performance and excellent results

Innovative
Being innovative to create sustainable value
Our purpose

We create value for customers, employees and society
We make real what matters
We are a trusted partner of China
We have partnered with China for over 140 years

1847 Werner von Siemens founded Siemens & Halske.

1872 Siemens supplied the first pointer telegraph to China, marking the start of China’s modern telecommunications.

1904 Siemens set up its first permanent office in China in Shanghai.

1937 John Rabe, then Siemens representative in Nanjing, saved 250,000 lives from massacre.

1985 Cooperation memorandum inked with China. The cooperation was renewed in 2011 and 2016 and deepened in 2017 in areas of innovation and digitalization.

1994 Siemens Ltd., China was established, the first holding company formed by a foreign investor in China.

2006 Siemens China Corporate Technology officially opened.

2008 Siemens Center (Beijing), headquarters of Siemens China, came into operation.

2013 Siemens’ first “digital enterprise” in China began operation in Chengdu.

2017 Siemens’ first Digitalization Experience Center in Asia-Pacific Region opened in Beijing.

2018 Siemens held Belt and Road International Summit and set up a dedicated Belt and Road office in Beijing.
We are an integral part of China’s economy and society

- One of the largest foreign-invested companies in China
- Over 34,000 employees in Greater China
- World's Top Regarded Company 2017 by the Forbes
- China is the 2nd largest overseas market of Siemens

All figures relate to fiscal 2018
Digitalization fundamentally impacts Chinese society

In 2017, the value of China's big data industries totaled RMB 470 billion, growing 30% year on year.

It is estimated that China's total data volume will account for 20% of the world's total by 2020.

Source: China Academy of Information and Communications Technology, 2018; Ministry of Industry and Information Technology, 2018
Globalization propels China’s economic development

Over the past 40 years of reform and opening-up, China’s foreign trade of commodities increased 198 fold. The Chinese economy has seen over $2 trillion of foreign investment during the period.

China has also become the world’s largest trader of goods, the largest tourism market and a major trading partner of over 130 countries.

Source: General Administration of Customs, 2018
Urbanization accelerates China’s progress

China’s urbanization rate reached 58.52% in 2017. It is estimated that China’s urbanization rate will grow to 60.34% by 2020 and 81.63% by 2050.

Source: National Bureau of Statistics, 2018; Development Research Center of the State Council, 2017
China faces an increasingly aging population

It is forecast that by 2040 China’s population aged 65 or above will account for over 20% of its total, and the number of those aged 80 or above will increase to over 74 million.

Source: National Health Commission, 2018
China comes to a new era of energy transition and environment protection

In 2017, China’s carbon emissions per unit of GDP decreased around 46% from the 2005 level. The country pledges to raise non-fossil fuel energy consumption to 15% of the energy mix by 2020.

Source: Ministry of Ecology and Environment, 2018
In 2017, Siemens and China’s National Development and Reform Commission signed an MoU to further deepen partnership in innovation and application of digital technologies.
Digital Enterprise – Implement now!

Siemens joined hands with Cathay to build a world-class digital bio-manufacturing site in Wusu, Xinjiang.

By fiscal 2018, Siemens had enabled digital transformation of hundreds of Chinese industrial enterprises in dozens of sectors.
Siemens entered global strategic cooperation with Mino Equipment. Siemens Digital Enterprise solutions helped the Chinese company reduce engineering time by 1/3 and increase onsite commissioning efficiency by 50%.
Siemens provided the world’s first ±1,100 kV high-voltage direct-current (HVDC) transformers for the world’s first and longest ±1,100 kV HVDC link (Changji – Guquan).

By fiscal 2018, Siemens had contributed to construction of 24 HVDC links already in operation in China.
Siemens delivered two H-class gas turbines to Huadian Group, marking the first order of Siemens H-class gas turbine on China’s mainland. One H-class combined cycle unit can meet the household electricity demand of a city with a population of 3 million.
Siemens equipped China’s highest building Shanghai Tower with advanced energy management and intelligent building systems in terms of power transmission and distribution, energy automation, fire alarm control and intelligent lighting system, enabling safe and reliable power supply and intelligent management of the building.
Siemens fire alarm system helps Zhuhai Grand Theatre to eliminate fire hazards in time and protect personnel and property safety, creating perfect place for wonderful performances.

By fiscal 2018, more than 1/4 of China’s mid and high-end fire alarm systems had been provided by Siemens.
Siemens provided core components, advanced technical services and advanced signal priority technologies for 26 100% low-floor trams in Huai’an, Jiangsu province to ensure safe and stable operation of the trams. The annual punctuality rate of the trams can reach 99.6%.
Shape connected mobility

By fiscal 2018, 33 metro lines in 15 Chinese cities had used Siemens’ signaling systems to bring about efficient, reliable and convenient transportation to people.
Create value with digital healthcare

Siemens Healthineers enables healthcare providers to increase value by expanding precision medicine, transforming care delivery and improving patient experience.

Every day, around 5 million patients globally benefit from innovative medical technologies and services of Siemens in such areas as diagnostic and therapeutic imaging, laboratory diagnostics and molecular medicine.
Provide clean and renewable energy

At Yunnan Cangfang wind farm with an altitude of 3,400 meters, Siemens Gamesa’s wind turbines convert wind power into clean energy for numerous households.
Siemens and Alibaba Cloud jointly launched MindSphere, the cloud-based open IoT operating system, on China’s mainland to support development of industrial Internet of Things in China.
Drive innovation - be local, be global and be open

Siemens develops the most promising products and solutions in China, for China and the world, with a focus on R&D of data analytics, industrial IoT, cyber security, simulation and “Digital Twin”, autonomous robotics, etc.

By fiscal 2018, Siemens had 21 R&D hubs, nearly 5,000 R&D and engineering staff, and nearly 13,000 active patents and patent applications in China.
Siemens cooperated with China Machinery Engineering Corporation to deliver two H-class gas turbines to Jhang Combined Cycle Power Plant, the largest of its kind in Pakistan. The project marked the debut of H-class gas turbine of Siemens in Pakistani market. The power plant could fulfill power demands of nearly 4 million households in Pakistan.
Cultivate digital talents

Siemens partnered with the Ministry of Education to jointly foster innovation-oriented talents.

By fiscal 2018, Siemens had sponsored “Siemens Cup” China Intelligent Manufacturing Challenge for 12 years, and cooperated with more than 90 universities and research institutes on over 750 R&D projects in China.
Our commitment to corporate social responsibility

By fiscal 2018, Siemens I-Green Education Program, rolled out in 10 Chinese cities, had helped over 23,500 migrant children with increased awareness of environmental protection and scientific innovation.
Integrity sets us apart

Siemens adheres to the highest ethical and moral standards in doing business. Only clean business is Siemens business.

By fiscal 2018, the company had created level playing field through Collective Action and Siemens Integrity Initiative with around 55 projects in more than 25 countries.
We are the employer of choice

We attract and develop talents by encouraging them to take full ownership of self-learning and career development and fostering high performance culture.
We make real what matters

> **178,000**
Technical support for
>178,000 Chinese industrial enterprises by fiscal 2018

> **9,000**
>9,000 participants in trainings provided by Learning Campus China of Siemens in fiscal 2018

> **100**
Cooperation with >100 Chinese companies to explore opportunities in >100 countries and regions by fiscal 2018

> **45%**
>45% of China’s fossil power plants had used Siemens’ highly-efficient turbine technologies by fiscal 2018

> **50%**
>50% of installed offshore wind turbines in China had been based on Siemens technology by fiscal 2018

> **1,000**
>1,000 Chinese SMEs had upgraded their equipment through Siemens financial solutions by fiscal 2018

Siemens provided an advanced Power Package System for "BLUEWHALE I", the world’s largest and most advanced offshore drilling rig, enabling it to successfully extract gas from methane hydrate for the first time.
Ingenuity for life
We make real what matters