

Global network
of innovation

Siemens Information Systems Ltd.
At the core of competence

*Capital Market Days in India
November 2005*

SIEMENS



Agenda

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SISL Overview

2

SISL Business Model & Core Competencies

3

Innovation & Quality

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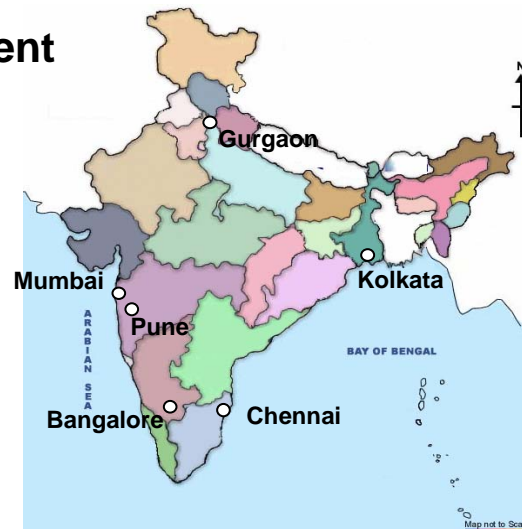
Innovation & Quality

Introduction to SISL

Overseas Liasion Offices



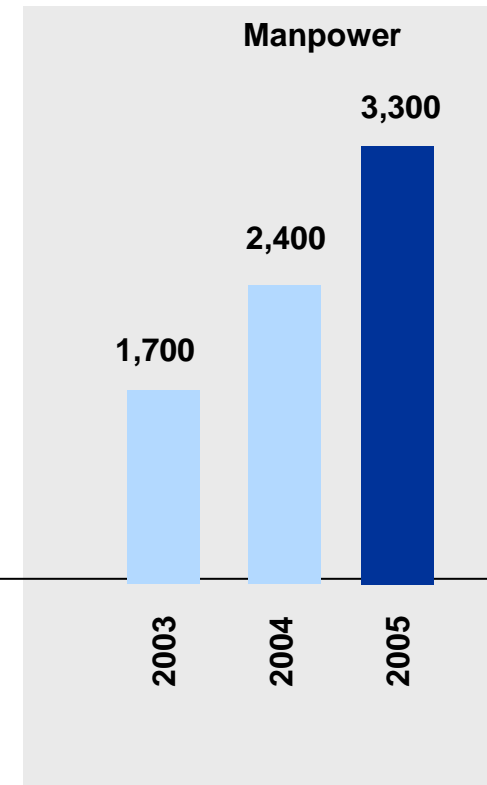
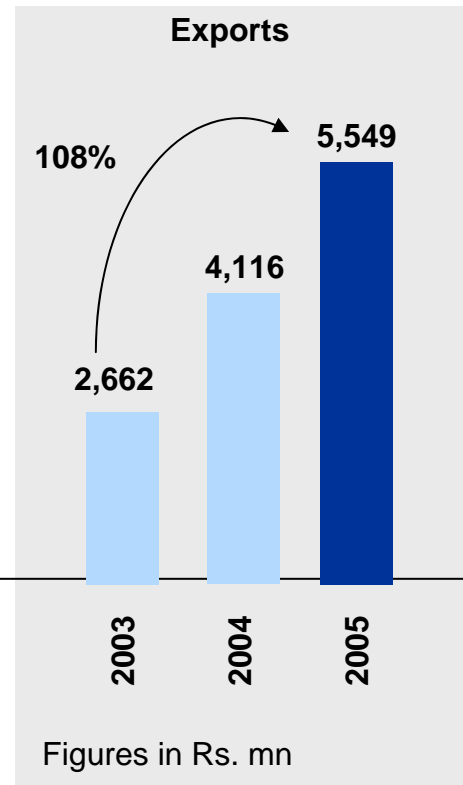
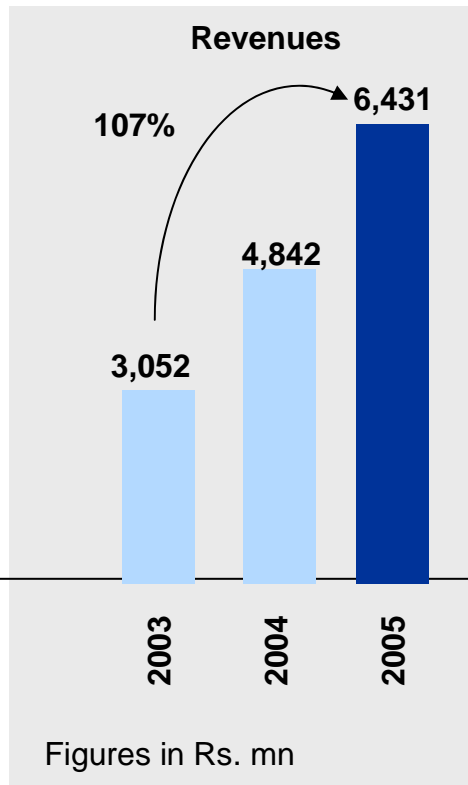
Development Centers



- System Integrator and Total Solution Provider to a Global Clientele
- Revenue structure
85% Exports; 15% Domestic
- Portfolio structure
50% Solutions; 50% Software Engineering
- SEI CMMI Level 5
- SEI P-CMM Level 3
- Focus on niche in domestic market
- Domain competencies
Airports, Media, Financial Services, Telecom & Utilities

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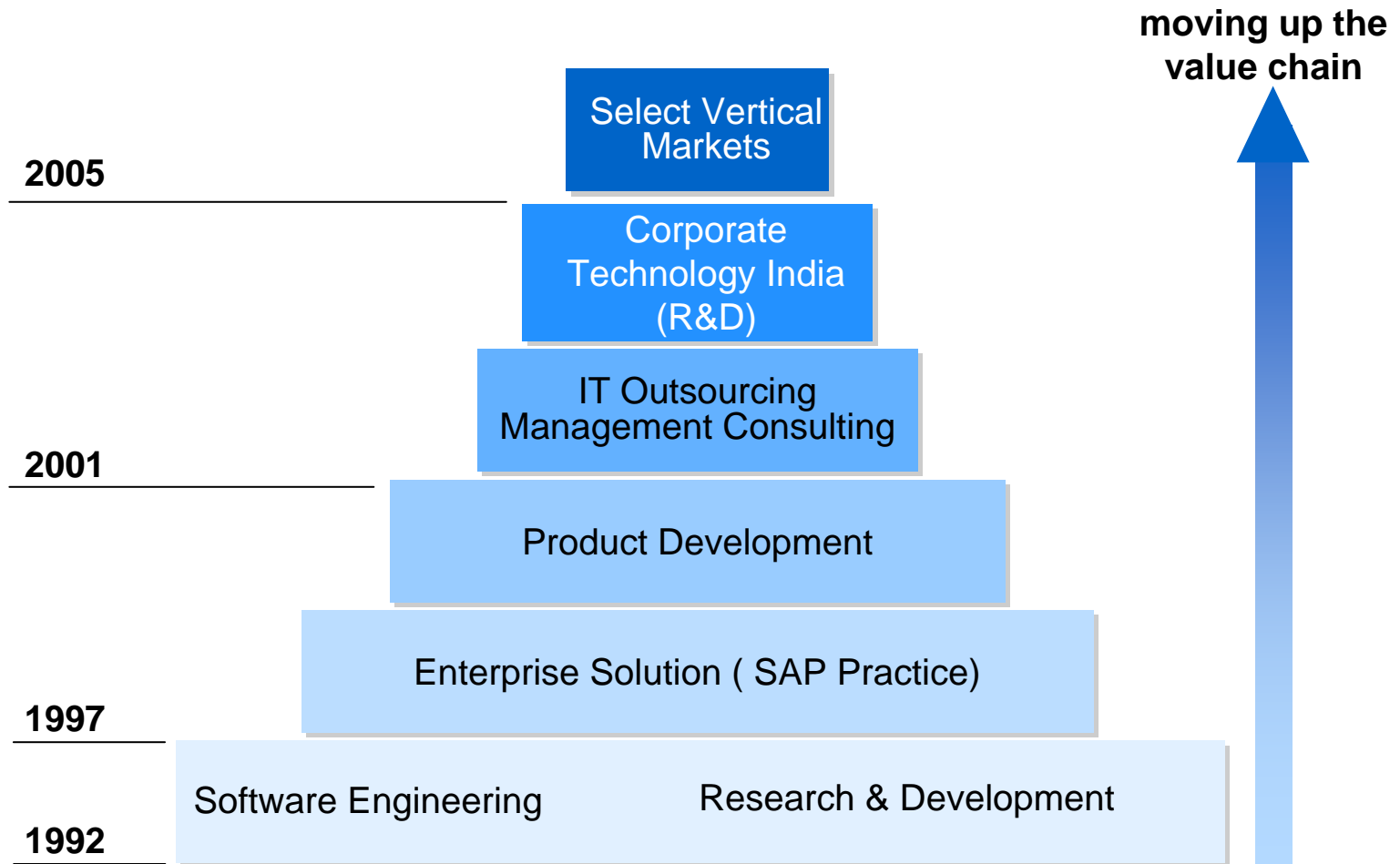
SISL has impressive performance and ambitious growth plans for the future



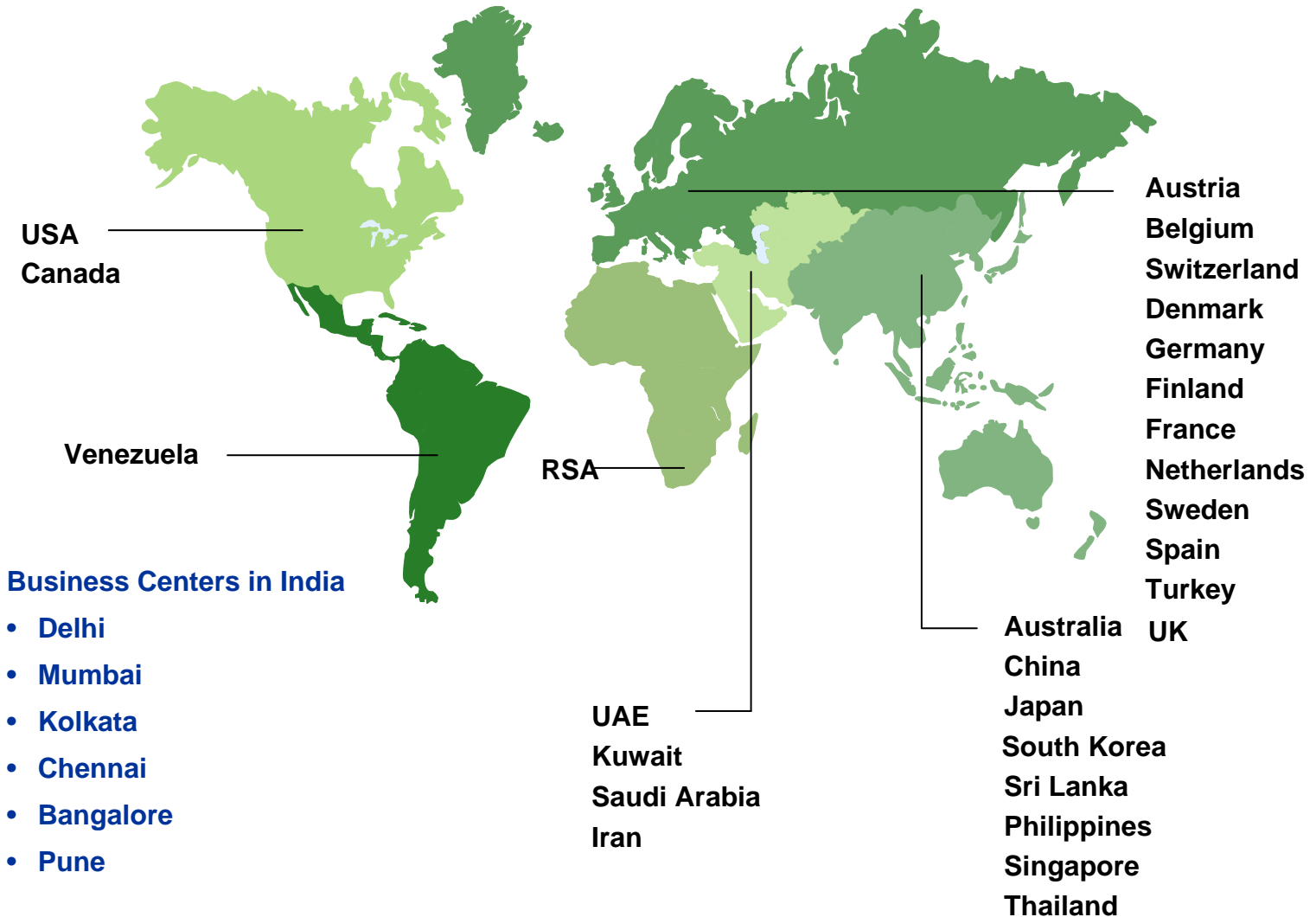
- *SISL has consistently outperformed the industry*
- *SISL is ranked in Deloitte Technology Fast 50 2005 India and Technology Fast 500 2005 Asia Pacific*

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Evolution of business in SISL: moving up the value chain



Global footprint: generating sales around the globe



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Global network
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	For Siemens	With Siemens	Third Party
Market Size (2004 - 05)	> €3 bn	> €700 bn	
Geographical Reach	Siemens divisions	Entire global market	India
Offerings	Software Engineering, Remote Appln. Support	Projects in partnership for market penetration	Niche markets - Mfg, Healthcare, Telecom, Govt, Utilities
Pricing	Frame contracts	Transfer price / Market minus	Market driven

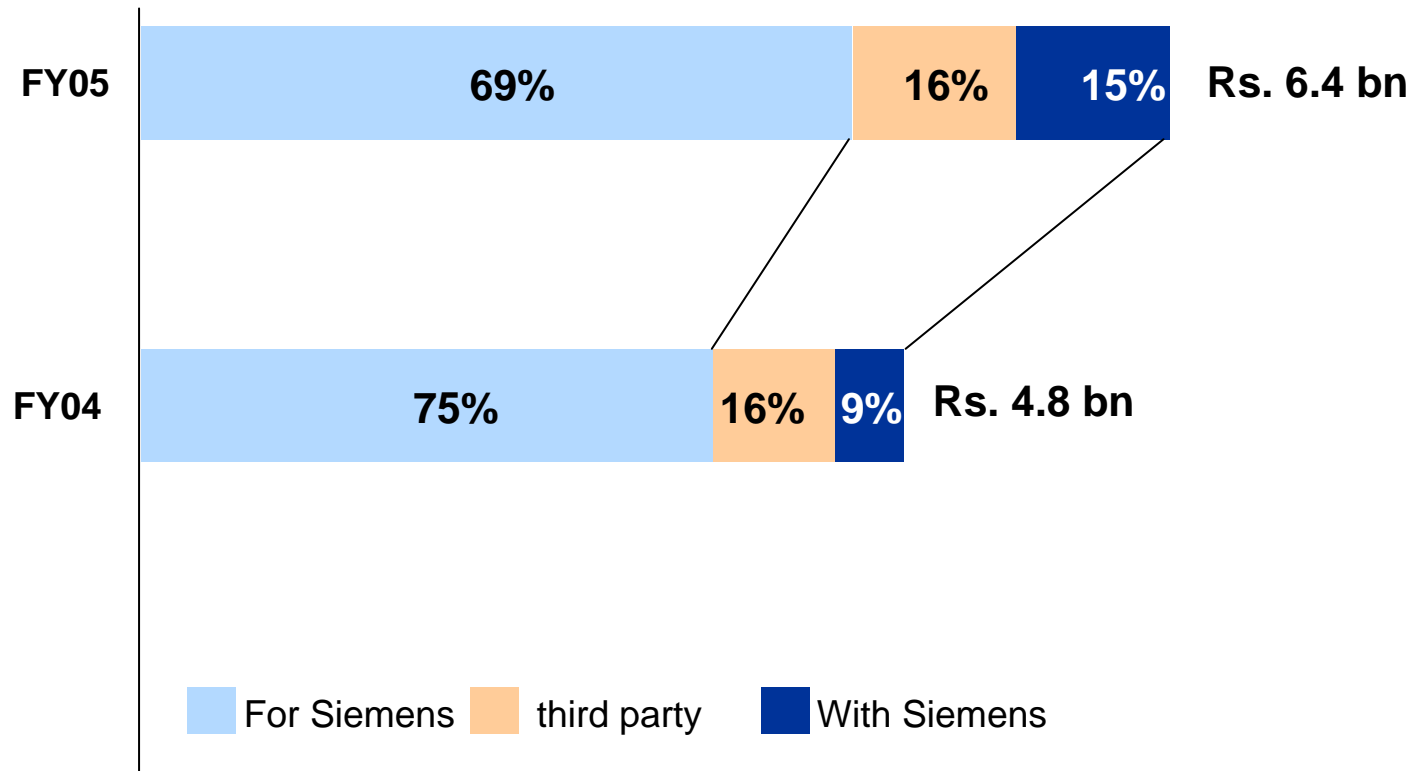
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Well entrenched in Siemens group; we partner basically all Siemens groups for IT services

Information and Communications	Automation and Control	Power	Transportation	Medical	Lighting	Financing and Real Estate
Siemens COM 850	Automation and Drives 55	Power Generation 8	Transportation Systems 6	Medical Solutions 1095	Osram	Siemens Financial Services
Siemens Business Services 383	Industrial Solutions and Services 14	Power Transmission and Distribution 35	Siemens VDO 160			Siemens Real Estate
	Logistics and Assembly Systems 15					
	Siemens Building Technologies 4					

00 Figures represents avg staff year for 04-05 SISL

Growth Catalysts - "With Siemens" and third party



*Long term approach: "For Siemens" to provide anchor;
"With Siemens" and third party to catalyze growth*

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Our comprehensive portfolio give us competitive advantage

SISL Management Board

Business Groups

Business Solutions

SAP Consulting

IT Services

Management Consulting

Supply Chain Management

Training

Engineering & Industrial Application

S/W Engg. Center

Product Dev.
Healthcare

Scientific Application

Communication

Network

Business Application

Select Vertical Market

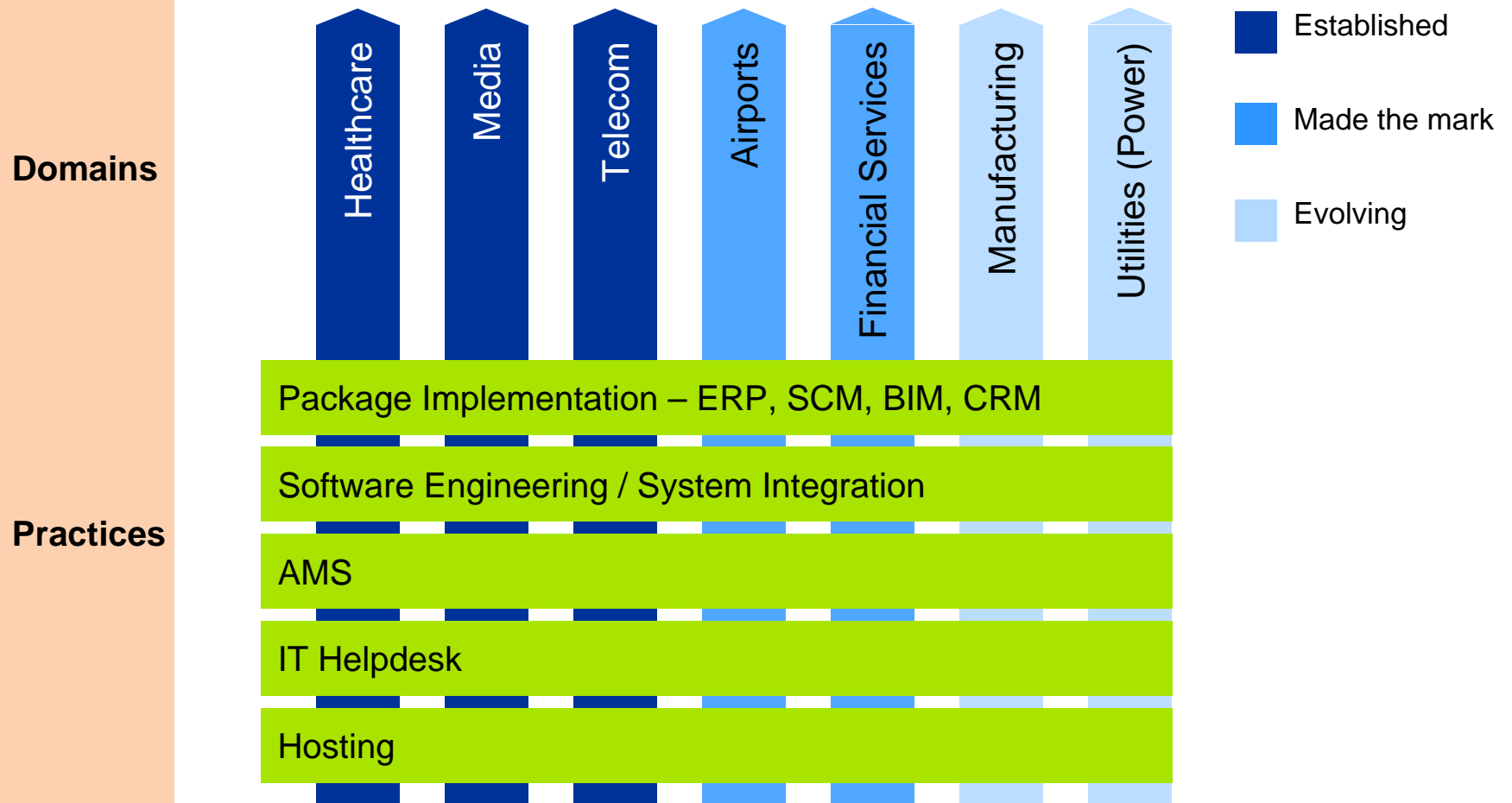
Manufacturing

Financial Services

Utility

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A matrix structure with Consultancy led focus



Telecom

Solutions & Offering

- Consulting – revenue assurance, next generation OSS
- Operation & Business Support System (OSS/BSS) Offering: convergent mediation (Fulcrum), pre-paid & post paid Billing System (GABS), network element performance analysis
- Messaging Solution: fleet management, SNMS

Partner Products

- Micromuse – Netcool: NMS Integration
- Metasolv: OSS provisioning solution
- Cramer: OSS provisioning solution

Customers

- British Telecom
- Hutch – India, Sri Lanka
- Reliance Telecom
- Sheba (Orascom Group)



Manufacturing

Solutions & Offering

- Product life cycle management (PLM), knowledge based engineering
- Engineering services (CAD/CAM)
- Manufacturing execution services, Industrial automation
- Manufacturing automation
- Supply chain management

Partner Products

- Simatic IT
- Siemens control systems S7/PCS7
- SAP APO: supply chain management

Customers

- The Boeing Company
- Nissan
- Motorola
- Tata Iron & Steel Co. (TISCO)



Financial Services

Solutions & Offering

- Industry Domain and Consulting led IT Services & Offshore Development center
- Business Process Management solutions for Insurance & Banks
- Partner product implementation in core & niche solutions in Financial Services

Partner Products

- LISS Systems for Policy Administration
- Staffware (Tibco) & FileNet for Workflow & imaging

Customers

- National Savings & Investment, UK
- HDFC-Standard Life
- Barclays & Barclaycards



Airports Systems

Solutions & Offerings

- IT Consulting for Greenfield airports
- Airport wide application deployment
- Integration services

Partner Products

- UFIS: Airport Database
- SAP: Enterprise Solutions
- RESA: CUTE
- SITA: CUTE

Customers

- New Bangkok International Airport
- Bangalore International Airport



Utilities

Solutions & Offering

- Value based consulting
- Workflow, billing & customer care
- Network documentation & planning, network asset management
- Compliance & Reliability (NESRA)

Partner Products

- SAP-IS-Utilities
- SICAD: Network asset management & consumer indexing
- NETOMAC (Siemens): Network analysis

Customers

- National Thermal Power Corporation
- BEST
- AEC



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The Future lies in Innovation!

“The best way of predicting the future is to invent and shape it yourself!”

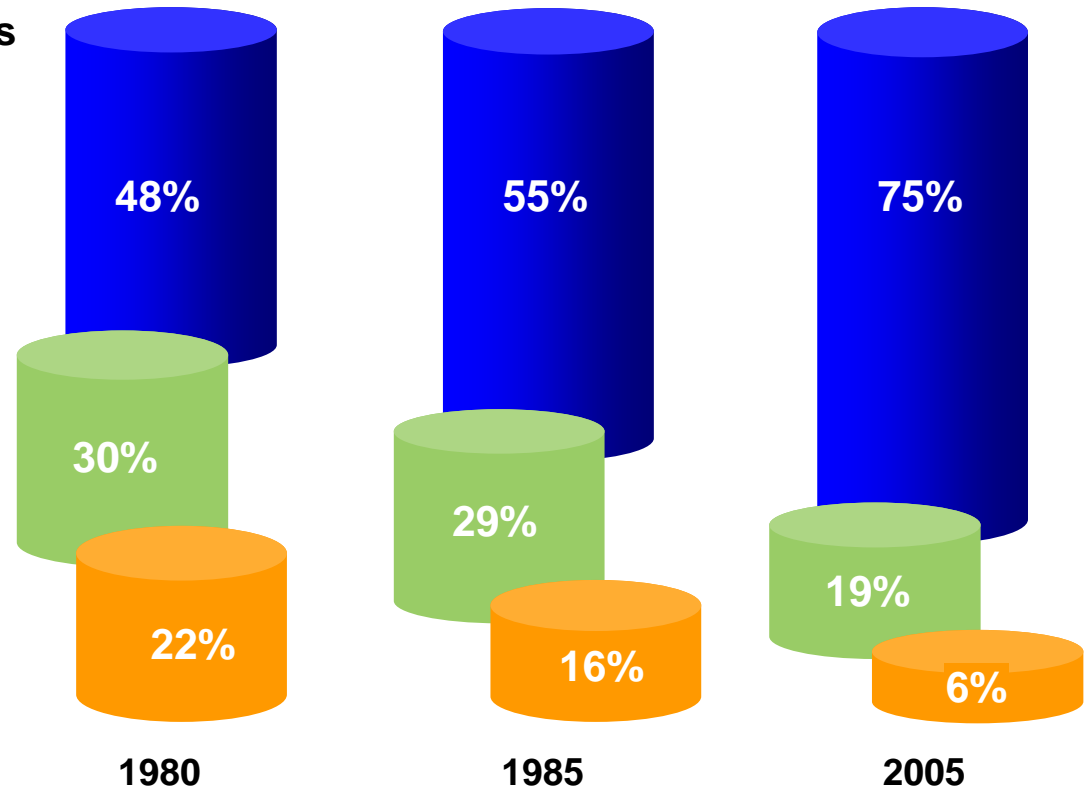
Heinrich von Pierer – Chairman of the Siemens Supervisory Board

Siemens' share of
sales with products

5 years
and younger

6 to 10
years

more than
10 years



CT India, (T&I) - Spearheading on innovation front

CT India

- CT is engaged in R&D for Siemens AG
- Focused on computer vision, software engineering & distributed computing
- Filed for 22 invention disclosures
- 33 scientists at work

Other Groups

- Other groups of SISL also involved in developing innovative solutions
- Med is ready to file for invention disclosures
- Initiatives – Technology & Innovation (T&I)



Innovation at SISL - Technology and Innovation (T&I)

Strengthen technical career path

- Develop technical career landscape
- Focus on cross-Siemens Business Units technical roles

Drive growth in technical expertise

- Architecture review board
- Metrics and trending

Build and disseminate technical knowledge

- “Birds of a feather” Workshops
- SISL Technical Journal

Strive for Global Recognition

- Special focus on Innovation
- External publications
- Participation in standards organizations



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Exploiting the innovative potential of R&D employees

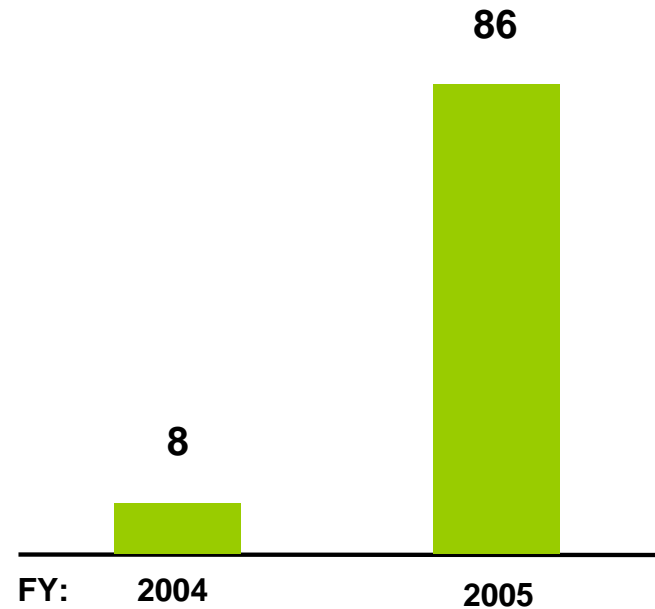
Increasing no. of Invention Disclosures in
software development



**IP in India
Inventions**

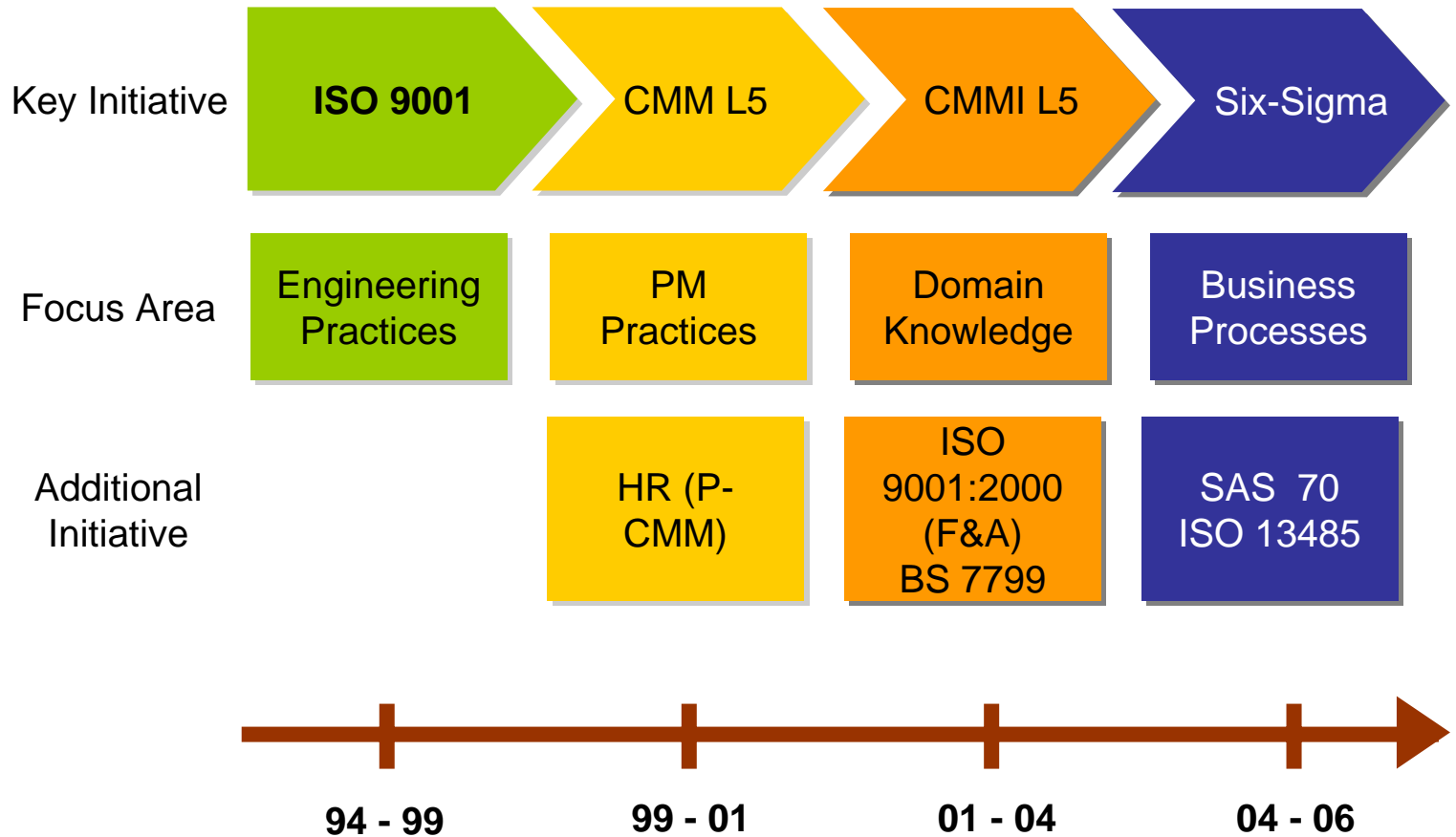


Invention Disclosures by SISL in FY 04-05

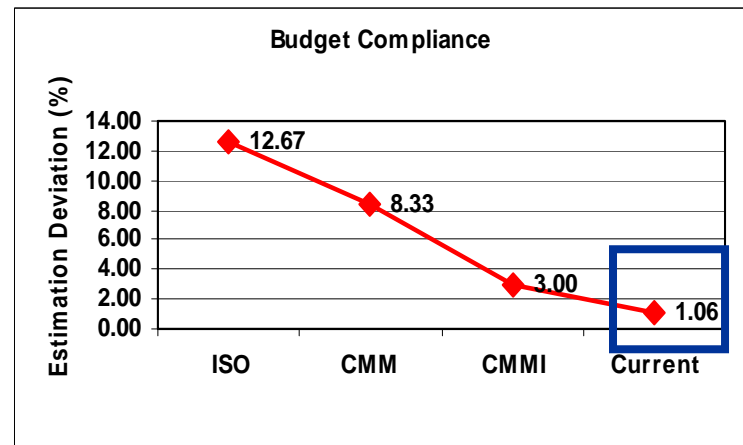
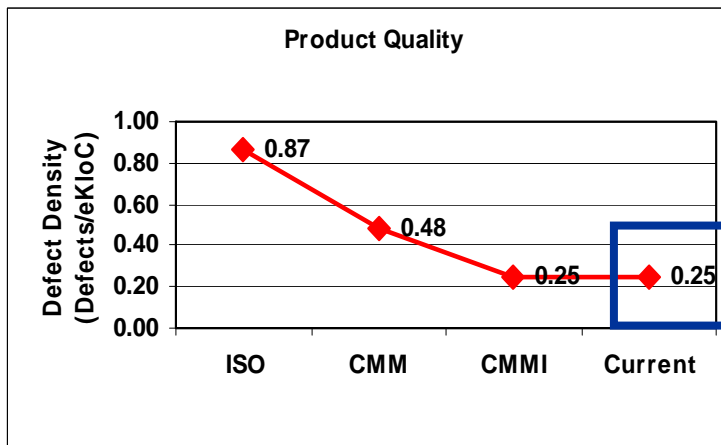
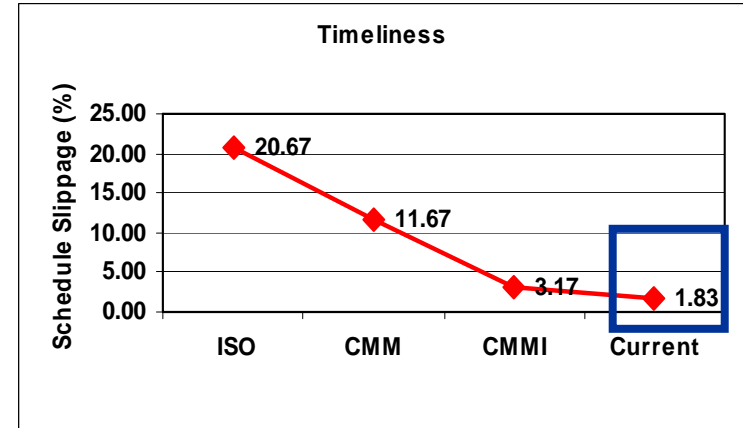
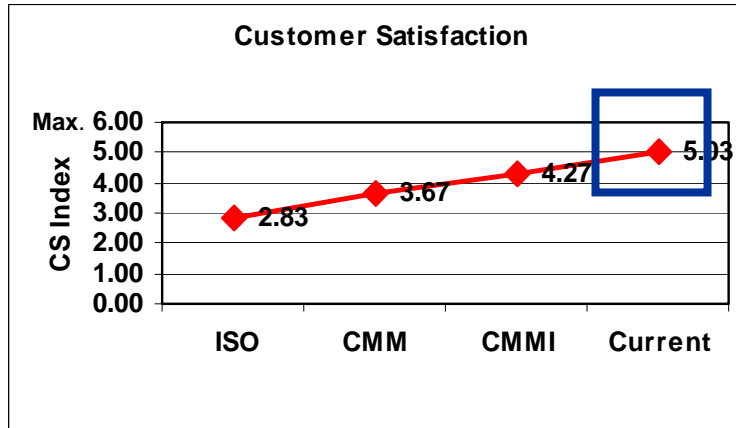


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SISL's Quality Journey

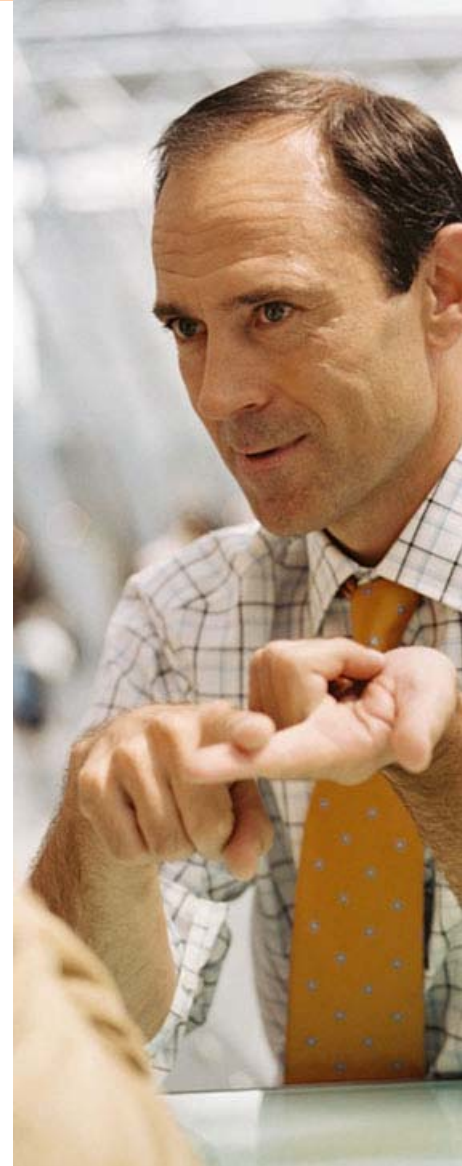


Metrics - the only way to qualitative improvements



In conclusion

- Demonstration of quality growth through higher value delivery to the customer
- Consulting led Industry specific approach
- Innovation & Quality: the core values



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Thank You