

## The Company

# Siemens 2009

Status: July 2009

## Our values – highest performance with highest ethics

### Responsible

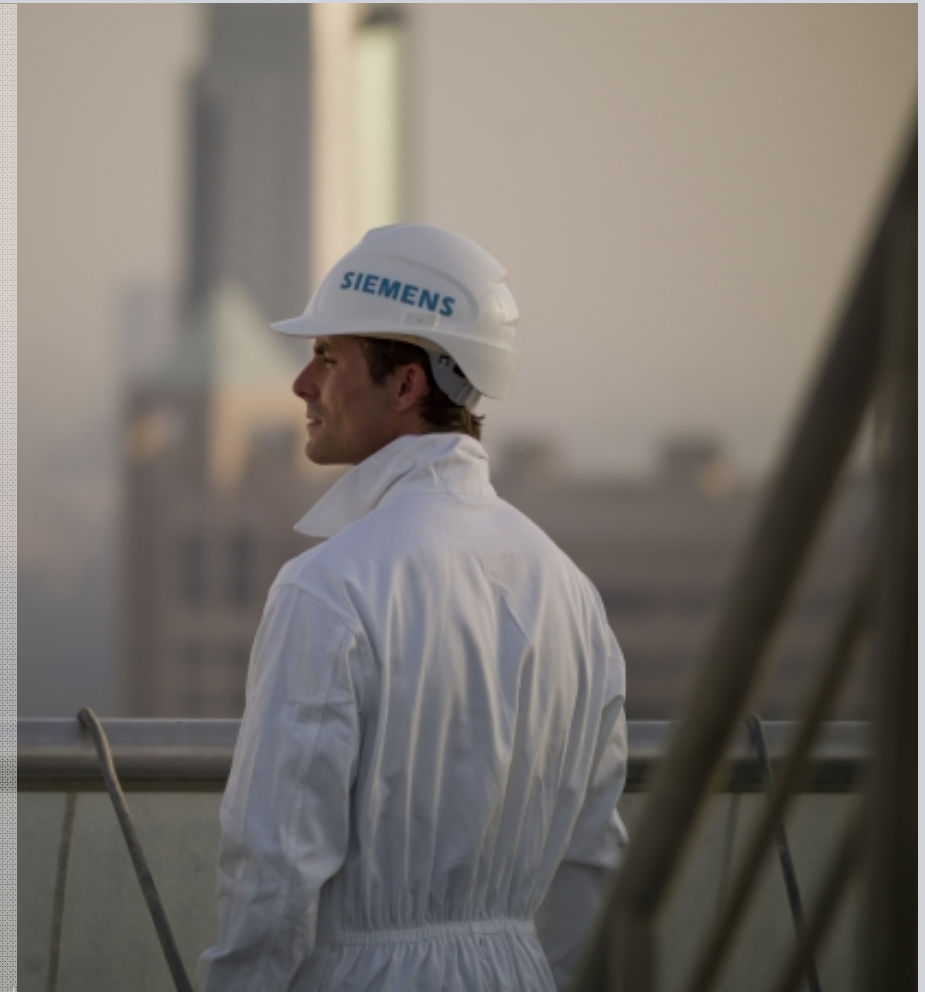
Committed to ethical and responsible actions

### Excellent

Achieving high performance and excellent results

### Innovative

Being innovative to create sustainable value



# Innovation is our lifeblood

## Major R&D investments

- €3.8 billion in fiscal 2008, or 4.9% of revenue
- 32,300 R&D employees worldwide
- 17,000 software engineers
- 150 R&D locations in over 30 countries around the world
- 8,200 inventions in FY2008
- 55,000 active patents

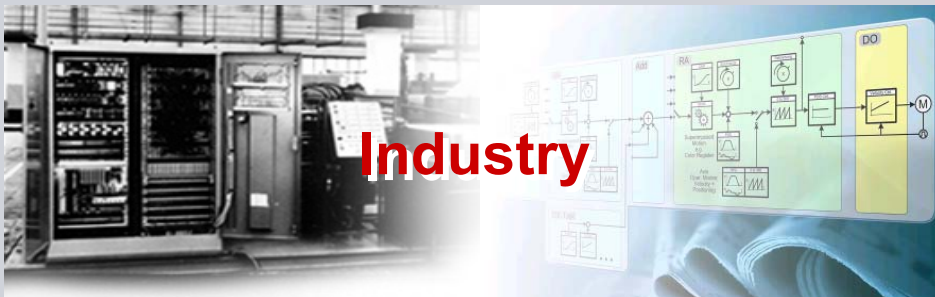


## Major innovations

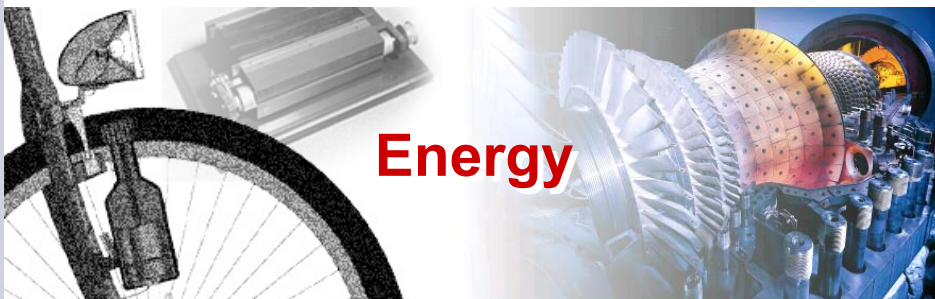
- **Our patent position in fiscal 2008:**
  - ➔ Germany: No. 2
  - ➔ Europe: No. 3
  - ➔ USA: No. 11
- **Most recent innovations:**
  - ➔ Somatom Definition Flash: CT with fastest imaging and lowest radiation dosage
  - ➔ Efficient power transport (HVDC): the new 800-kV high-voltage, direct-current transmission system minimizes power losses
  - ➔ Digital factory: virtual factory makes production more efficient and flexible



## Siemens' innovations have changed the world



From the first electronic controls –  
to fully automated factories



From the invention of the dynamo –  
to the world's most efficient gas  
turbines



From the first views inside the body –  
to full-body 3D scans

## Our innovations spark interest





# Our innovations make a major contribution to environmental protection

## Siemens Environmental Portfolio

- Nearly one quarter of our revenue is generated by products and solutions that make a direct, quantifiable contribution to environment and climate protection\* (~ €19 billion).
- By 2011, income from our environmental portfolio should grow to €25 billion.
- In fiscal 2008, energy-efficient products and solutions in our environmental portfolio saved about 148 million tons of CO<sub>2</sub> for our customers...
  - ...which equals the total CO<sub>2</sub> emitted by New York, London and Hong Kong



\* Status in fiscal 2008, reviewed by PwC

# Megatrends – the world's toughest questions



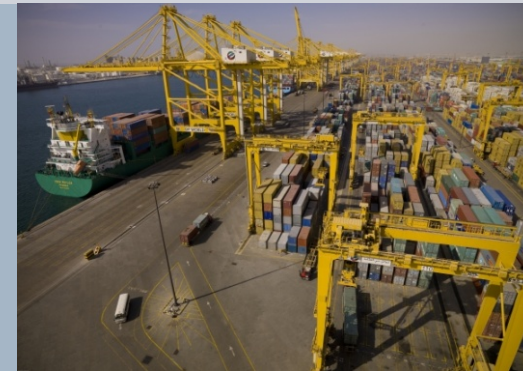
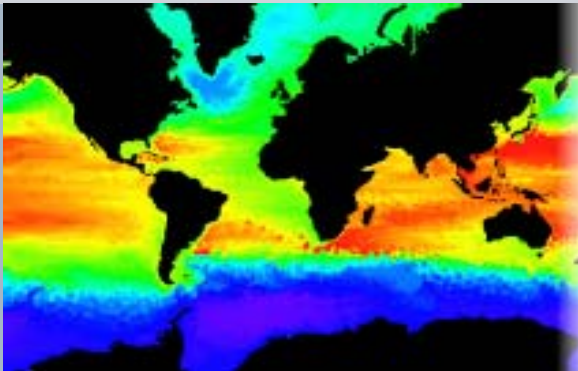
## Urbanization

- 2007: for the first time in history, more people live in cities than in rural areas.
- Today: 280 million people live in megacities (> 10 million residents)
- 2030: 60 % of the world's population will live in cities
- Urban conglomerations contribute a high share of a nation's economic output: Tokyo provides 40% of Japan's GDP, Paris generates 30% of France's GDP.

## Demographic Change

- Average life expectancy worldwide will increase to 72 years in 2025 from 46.6 years in 1950.
- World population will grow from more than 6 billion now to 8 billion by 2025
- 95% of the global population growth is taking place in developing countries.
- The 65+ generation will nearly double worldwide by 2030 (from 7% to 12%)

## Megatrends – the world's toughest questions



### Climate Change

- The average global surface temperature has increased by 0.76° C compared to the 18th century
- 11 of the 12 years between 1994 and 2005 rank among the 12 warmest since weather observations began
- Greenhouse gas emissions haven risen dramatically since industrialization. Today we face the highest CO<sub>2</sub> concentration in the atmosphere for the past 350,000 years.

### Globalization

- From 1950 to 2004, the volume of global trade has increased 27.5-fold.
- The number of global players has grown from 17,000 in 1980 to over 70,000 today.
- Ocean freight has increased over the past four decades from less than 6,000 billion ton-miles to over 27,500 billion ton-miles a year.



## Siemens answers the world's toughest questions



### Industry

#### Facts that prompt questions

- The growing global population requires efficient production and supplies of foods and goods at affordable prices
- Freight transport worldwide will increase over 60% by 2030.
- More than one billion people have no access to drinking water
- Growing need for public security

#### Siemens answers

- Leader in developing automation technologies
- Full spectrum of mobility systems (Complete Mobility)
- Biggest provider of products and systems for every stage of water processing
- Complete security solutions

## Siemens answers the world's toughest questions



### Energy

#### Facts that prompt questions

- More than 40% increase in worldwide energy demand in the coming 25 years
- Emerging countries account for two-thirds of the increase in the world's primary energy consumption.
- Energy mix will not change fundamentally in the next 10 years.
- Increase of CO<sub>2</sub> emissions endangers global climate.

#### Siemens answers

- Market leader for offshore wind farms
- Manufacturer of largest and most efficient gas turbine
- Leading provider of HVDC lines and world's most powerful 800-kV transformer
- "Performance Contracting" – energy savings finance investments in energy-efficient building technology

## Siemens answers the world's toughest questions



### Healthcare

#### Facts that prompt questions

- 80+ generation's share of population will grow worldwide
- Healthcare costs in industrial nations account for more than 10% of GDP.
- Number of people requiring daily care will rise to 165 million by 2020 in India and China alone.

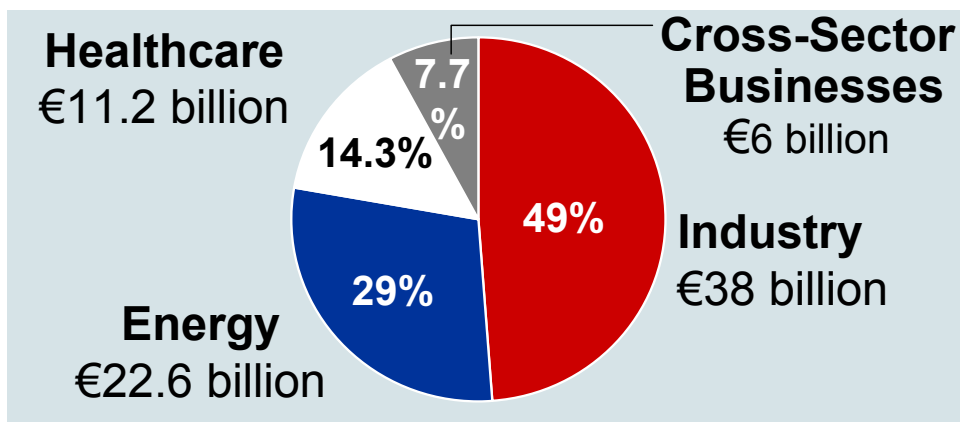
#### Siemens answers

- Siemens enables early detection of disease by combining state-of-the-art laboratory diagnostics (in-vitro) and imaging technologies (in-vivo).
- Siemens is the world leader in IT solutions for healthcare.
- Efficient processes in hospitals reduce healthcare costs.

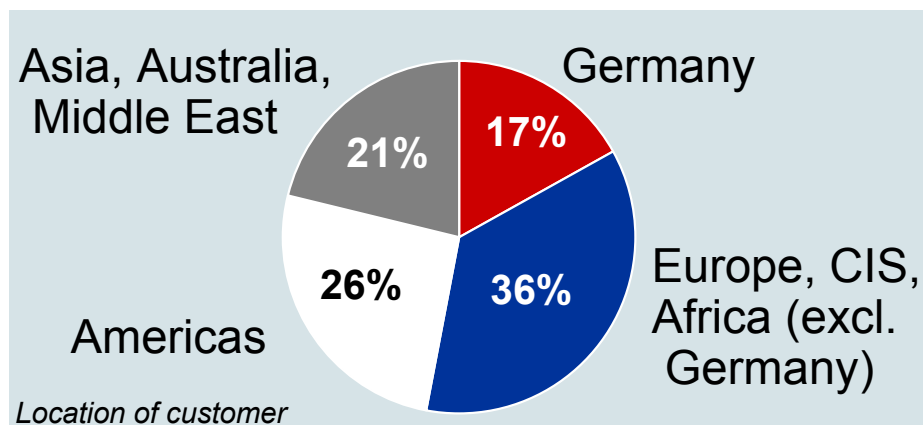


## Committed to profit and growth

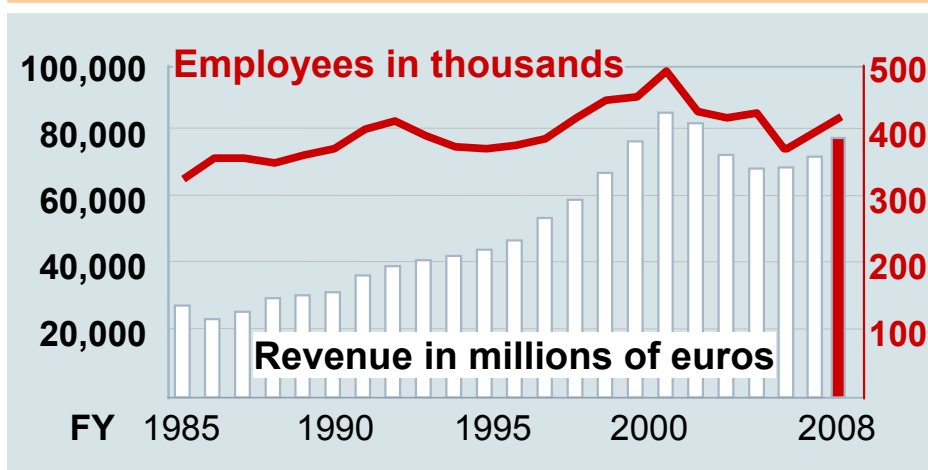
### Active in three Sectors



### Revenue by region



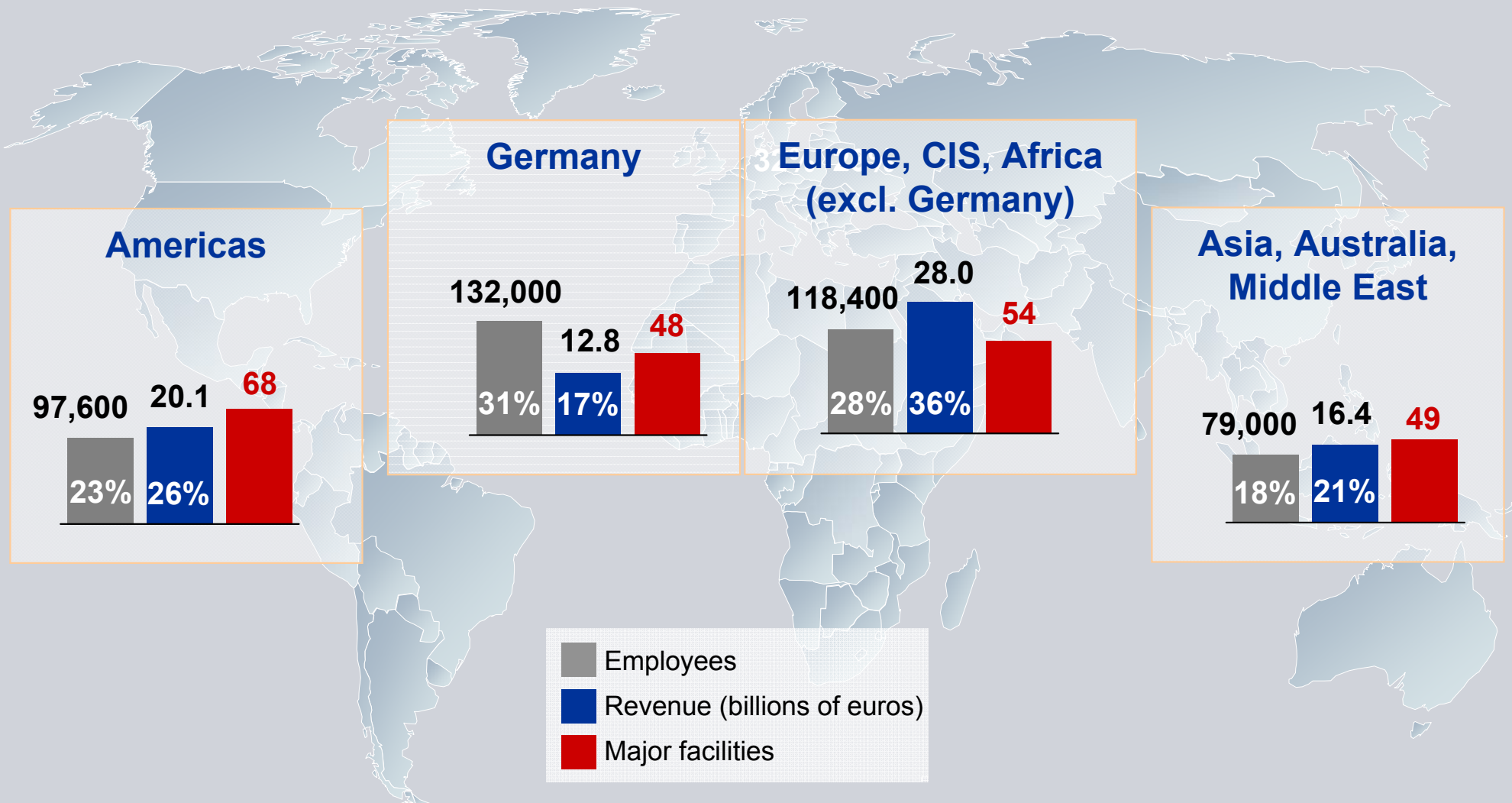
### Revenue and employees



### Key figures

Continuing operations (in millions of euros)	FY2008	FY2007
<b>Revenue</b>	77,327	72,448
<b>New orders</b>	93,495	83,916
<b>Income</b>	1,859	3,909
<b>Free cash flow</b>	5,739	6,755
<b>Employees</b>	<b>427,000</b>	<b>398,000</b>

## Global presence – basis for competitiveness



As of September 30, 2008

## Sectors and Divisions: Industry

### Sectors

#### Industry

##### Divisions

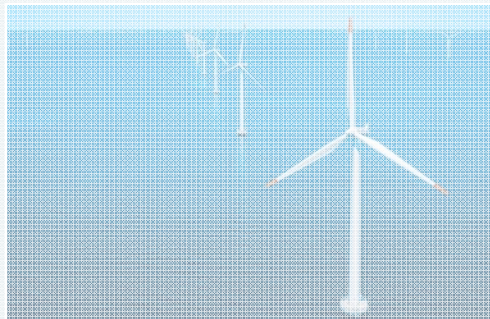
- Drive Technologies
- Industry Automation
- Building Technologies
- Mobility
- Lighting (OSRAM)
- Industry Solutions



#### Energy

##### Divisions

- Fossil Power Generation
- Renewable Energy
- Oil & Gas
- Energy Service
- Power Transmission
- Power Distribution



#### Healthcare

##### Divisions

- Imaging & IT
- Workflow & Solutions
- Diagnostics





## Industry Sector – overview

### Sector profile

The Siemens Industry Sector is the world's leading supplier of production, transport, building and lighting systems. Siemens increases the productivity, flexibility and efficiency of its industry and infrastructure customers with its complete hardware and software technologies and comprehensive industry solutions.

### Some product highlights

**Customized motors**



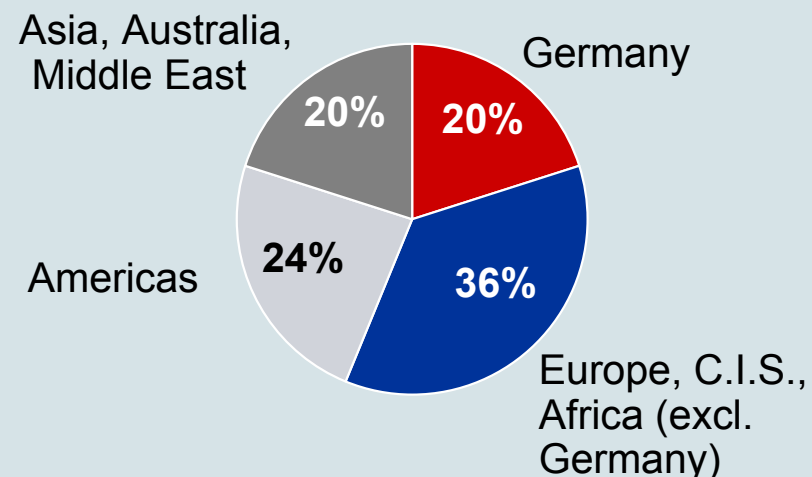
**Industrial water treatment**



**Velaro high-speed trains**



### Revenue by region (FY2008)



*Location of customer*

### Performance in Q3

(in millions of euros)	<b>Q3 2009 <sup>1)</sup></b>	<b>vs. Q3/08</b>
<b>Revenue</b>	8,129	-13%
<b>New orders</b>	6,597	-42%
<b>Profit</b>	534	-54%
<b>Profit margin</b>	6.6%	Target: 9-13%

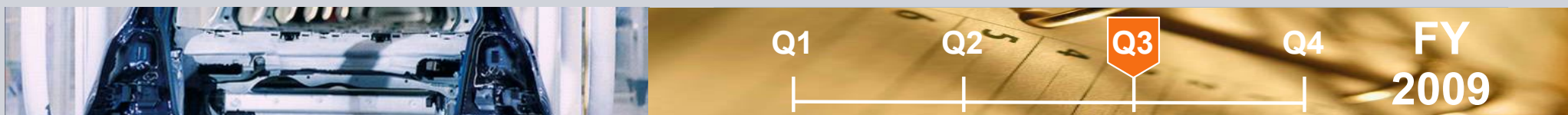
### Key figures (FY2008)

(in millions of euros)	
<b>Revenue</b>	38,085
<b>New orders</b>	42,795
<b>Profit</b>	3,861
<b>Employees <sup>2)</sup></b>	222,400

1) April 1 to June 30, 2009

2) As of September 30, 2008

# Industry Sector – Industry Automation Division



## Division profile

The spectrum of offerings at Industry Automation Division ranges from standard products to system solutions for energy and automation technologies used in manufacturing and process industries. As the leading provider of industry software, the Division optimizes entire value-added chains of manufacturing companies – from product design and development, to production, sales and service.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	1.540	-30%
<b>Revenue</b>	1.574	-29%
<b>Profit</b>	85	-82%

## New orders / innovations in Q3

Industry Automation has developed a fail-safe software controller for PC-based automation. For the first time, safety-related tasks can be performed via PC using Siemens technology. The fail-safe software controller is especially suitable for high-performance tasks with substantial data volumes and simultaneous demanding real-time requirements.



\* April 1 to June 30, 2009

# Industry Sector – Drive Technologies Division



## Division profile

The Drive Technologies Division is the world leader for products and services for production and machine-tool machines. Drive Technologies offers complete electrical and mechanical technologies and components covering the entire drive train. Its services include mechatronic support and online services for web-based malfunction management and preventive maintenance.

## New orders / innovations in Q3

With a completely redesigned Sinumerik, Drive Technologies now also sets the standard in the compact CNC systems class for machine tools. In addition to the fully graphical CNC programming, the highly-flexible Sinumerik CNC programming with high-level language commands and the ISO programming used especially in Asia and the USA are also offered.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	1,358	-41%
<b>Revenue</b>	1,699	-21%
<b>Profit</b>	171	-53%



\* April 1 to June 30, 2009



# Industry Sector – Building Technologies Division



## Division profile

The Building Technologies Division bundles Siemens' offerings for building security, automation and operations both as service provider as well as a manufacturer of energy-efficient products and systems. The Division's products range from heating and ventilation systems to security and fire safety systems.

## New orders / innovations in Q3

Cerberus® PRO by Building Technologies is a powerful fire protection system for fast, reliable fire detection, alarm signaling and control. Its wide portfolio of innovative products provides clever technology with extensive safety features: The portfolio comprises different control panels, fire detectors, peripheral devices and accessories.

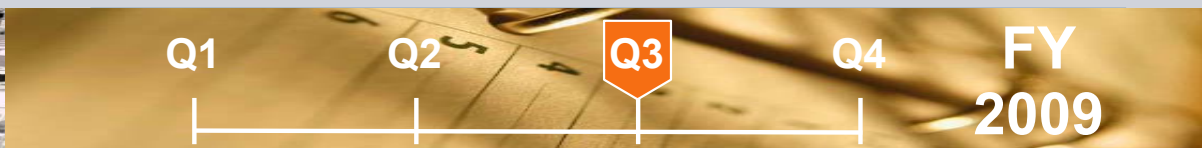
## Performance in Q3

(in millions of euros)	Q3 2009*	vs. Q3/08
<b>New orders</b>	1,360	-10%
<b>Revenue</b>	1,406	-2%
<b>Profit</b>	84	-12%



\* April 1 to June 30, 2009

# Industry Sector – Industry Solutions Division



## Division profile

Industry Solutions is the systems and solutions integrator for plant business, and covers everything from planning and construction, to operation and maintenance over a plant's entire life-cycle. The Division has the process know-how for increasing the productivity and energy efficiency of enterprises in various industries, and meets the need for environmentally compatible solutions with its water treatment and raw material processing systems.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	1,170	-43%
<b>Revenue</b>	1,562	-10%
<b>Profit</b>	90	-8%

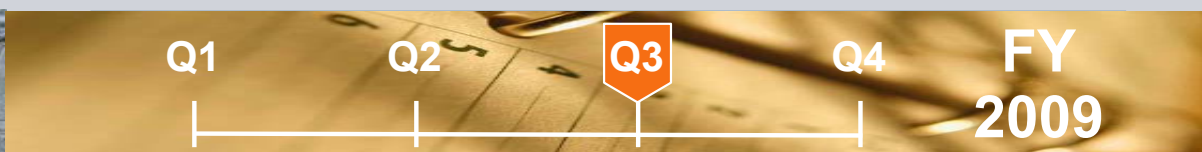
## New orders / innovations in Q3

For the Turkish Polimeks Construction Company, Industry Solutions will implement a turnkey electrical engineering project for Turkmenbashi Airport (KRW) in Turkmenistan. The scope of supplies and services will include power supply, power distribution, safety, IT and communication systems, as well as airport-specific equipment such as baggage handling systems. The value of the contract amounts to 27 million euros.



\* April 1 to June 30, 2009

# Industry Sector – Mobility Division



## Division profile

With its Complete Mobility approach, the Division is pursuing the goal of networking various transportation systems with one another in order to move people and goods efficiently. Complete Mobility combines the competencies in operating systems for rail and road traffic with solutions for airport logistics, postal automation and rail electrification, as well as rail vehicles for mass transit, regional and long-distance transportation.

## New orders / innovations in Q3

Delhi Airport Metro Express Private Ltd. (DAMEPL) has placed orders with Mobility calling for equipping the Airport Metro Express Line in New Delhi with signaling and interlocking technology, electrifying the 23-kilometer line, and installing a baggage handling system. The entire package is worth approximately 34 million euros. Work on these individual systems is due to be completed by July 2010, in time for the Commonwealth Games.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	880	-70%
<b>Revenue</b>	1,590	+13%
<b>Profit</b>	98	+151%



\* April 1 to June 30, 2009



# Industry Sector – OSRAM

SIEMENS



## Division profile

OSRAM's product portfolio includes lamps and optoelectronic semiconductor light sources such as light-emitting diodes (LEDs), control electronics and light management systems. OSRAM is one of the largest lighting manufacturers in the world. The highest revenue is posted by the General Lighting Division. OSRAM is the world's number one supplier of automotive lamps and LED for vehicles.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	911	-18%
<b>Revenue</b>	911	-18%
<b>Profit</b>	8	-93%

## New orders / innovations in Q3

OSRAM has launched the world's first energy-saving lamp with an especially warm light color in the market. The brand new OSRAM "warm comfort light" achieves energy savings of up to 80 percent while bathing living spaces in cozy energy-efficient light that is hard to distinguish from the welcoming glow of an incandescent lamp. And with the patented "Quicklight" technology, the energy-saving lamp reaches full luminosity in next to no time.



\* April 1 to June 30, 2009

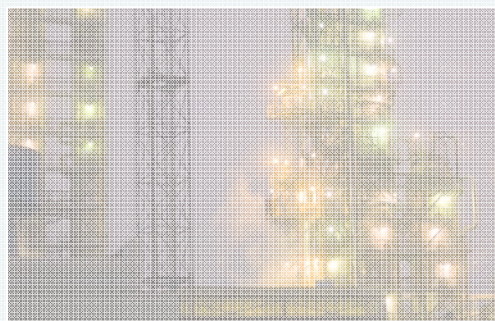
## Sectors and Divisions: Energy

### Sectors

#### Industry

##### Divisions

- Drive Technologies
- Industry Automation
- Building Technologies
- Mobility
- Lighting (OSRAM)
- Industry Solutions



#### Energy

##### Divisions

- Fossil Power Generation
- Renewable Energy
- Oil & Gas
- Energy Service\*
- Power Transmission
- Power Distribution



#### Healthcare

##### Divisions

- Imaging & IT
- Workflow & Solutions
- Diagnostics



\* Figures for this Division are incorporated in the reporting of the other Divisions of the Energy Sector

## Energy Sector – overview

### Sector profile

The Siemens Energy Sector is the world's leading supplier of a complete spectrum of products, services and solutions for the generation, transmission and distribution of power and for the extraction, conversion and transport of oil and gas.

### Some product highlights

Industrial gas turbines



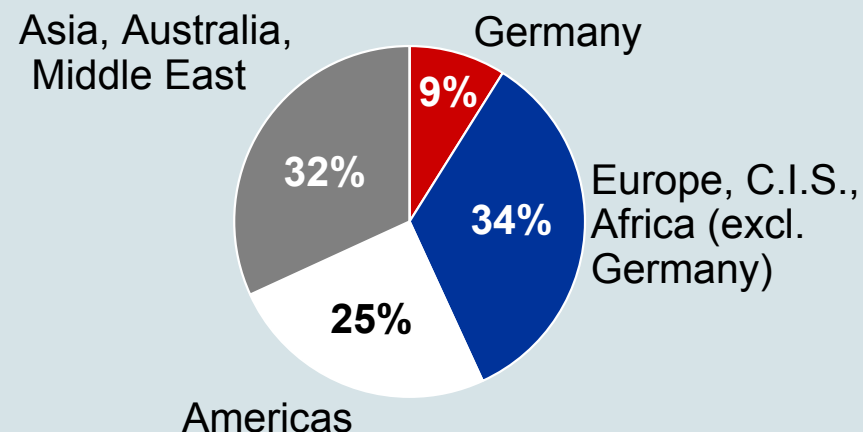
Wind turbines



HVDC transmission



### Revenue by region (FY2008)



Location of customer

### Performance in Q3

(in millions of euros)	Q3 2009 <sup>1)</sup>	vs. Q3/08
<b>Revenue</b>	6,436	+10%
<b>New orders</b>	6.849	-15%
<b>Profit</b>	863	+40%
<b>Profit margin</b>	13,4%	Target: 11-15%

### Key figures (FY2008)

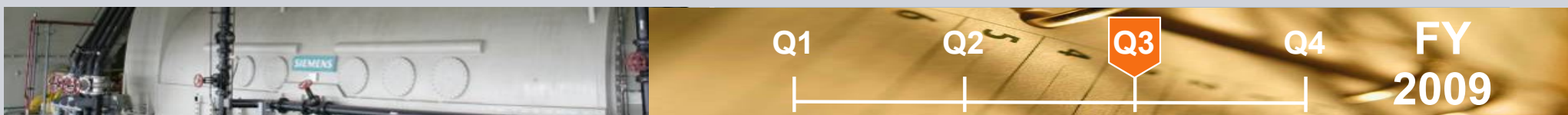
(in millions of euros)	
<b>Revenue</b>	22,577
<b>New orders</b>	33,428
<b>Profit</b>	1,434
<b>Employees <sup>2)</sup></b>	83,500

1) April 1 to June 30, 2009

2) As of September 30, 2008



# Energy Sector – Fossil Power Generation Division



## Division profile

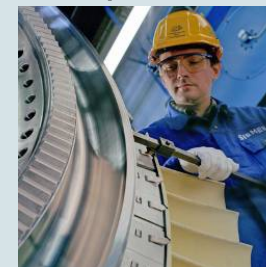
The Fossil Power Generation Division offers highly efficient products and solutions for power generation based on fossil fuels. They range from individual gas and steam turbines and generators, to turnkey power plants. The Division also develops instrumentation and control systems for every type of power plant.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	2,447	+17%
<b>Revenue</b>	2,397	+14%
<b>Profit</b>	347	+64%

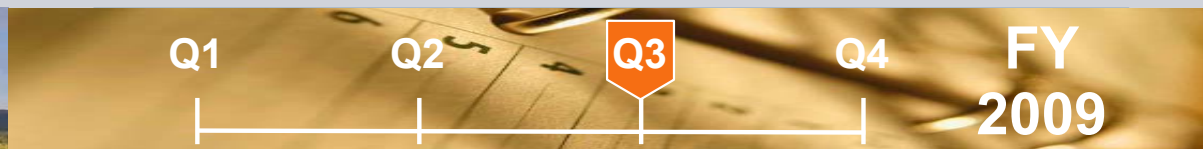
## New orders / innovations in Q3

The Fossil Power Generation Division is further expanding production capacity at its gas turbine manufacturing plant in Berlin and opened a new production facility in the Moabit district. This expansion will create 200 jobs. Almost one-third of the total investment of 42 million euros was channeled into the new facility, which will make it possible to produce about 14,000 gas turbine blades and vanes every year. Siemens manufactures the world's most efficient gas turbine as well as other products in Berlin.



\* April 1 to June 30, 2009

# Energy Sector – Renewable Energy Division



## Division profile

The Renewable Energy Division bundles Siemens' activities in the wind energy business (for off- and onshore wind parks). In addition to that, as general contractor for turnkey systems, the Division integrates the competencies of the company in the area of solar-photovoltaic technology.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	1,802	-15%
<b>Revenue</b>	761	+21%
<b>Profit</b>	100	+39%

## New orders / innovations in Q3

Renewable Energy is expanding its global manufacturing network of wind turbine plants by building a new production facility in Lingang New City in Shanghai. This new rotor blade and nacelle plant, will further strengthen the company's environmental portfolio, and is scheduled to go into operation in the second half of 2010, initially with 400 employees. The wind turbine plants produced there will be for the Chinese market and for export. Siemens is investing more than 60 million euros in this new facility.



\* April 1 to June 30, 2009

# Energy Sector – Oil & Gas Division

SIEMENS



## Division profile

The Oil & Gas Division offers customers products and solutions that are used for the extraction, conversion and transport of oil and gas. The Division portfolio also includes solutions for power generation and distribution, compressors with electrical and mechanical drives, process and automation technologies, water management and integrated IT solutions.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	807	-48%
<b>Revenue</b>	1,098	+7%
<b>Profit</b>	132	+39%

## New orders / innovations in Q3

Siemens Energy has received an order in the U.S. for the supply of three pipeline compressor trains. The customer is Ruby Pipeline LLC, a subsidiary of El Paso Pipelines. The pipeline compressors feature electric drives and will be deployed at the head station in Roberson Creek, Wyoming. The compressor trains are scheduled to be shipped in the summer of 2010, and the pipeline is expected to begin operation in early 2011.



\* April 1 to June 30, 2009



# Energy Sector – Power Transmission Division



## Division profile

The Power Transmission Division offers products and solutions in the high-voltage field – such as High Voltage Direct Current (HVDC) transmission systems, substations, switchgear and transformers.

## New orders / innovations in Q3

For the private investor Adani Power Limited (APL), Power Transmission will install a High Voltage Direct Current (HVDC) transmission system with a capacity of 2,500 megawatts in India. The order is worth about 210 million euros. Starting in February 2011, the HVDC system will provide low-loss transmission of power over a distance of around 1000 km from a coal-fired power plant near the port city of Mundra on the west coast to the industrial regions of Haryana.



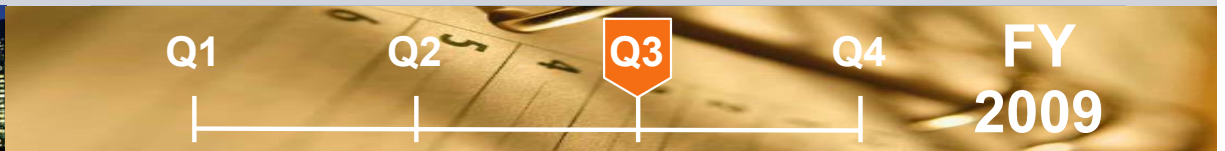
## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	1,215	-23%
<b>Revenue</b>	1,532	+9%
<b>Profit</b>	183	+24%

\* April 1 to June 30, 2009

# Energy Sector – Power Distribution Division

SIEMENS



## Division profile

The activities of the Power Distribution Division include solutions for the automation of power grids and products such as medium-voltage switchgear and components.

## New orders / innovations in Q3

With the continuous increases in the size of wind farms and in the capacity of wind turbines, the operating voltage of wind farm power systems is also being increased to keep transmission losses as low as possible. To meet this requirement, Power Distribution has developed the new gas-insulated medium-voltage switchgear NX Plus C Wind. The operating voltage of the gas-insulated switchgear previously deployed by Siemens for wind turbines was 24 kilovolts (kV). The new NX Plus C Wind switchgear operates at a voltage of 36 kV. It is also of a more compact design than the previously built 36-kV Siemens switchgear and can be readily accommodated in the tower of a wind turbine.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	739	-18%
<b>Revenue</b>	770	-1%
<b>Profit</b>	97	+10%

\* April 1 to June 30, 2009

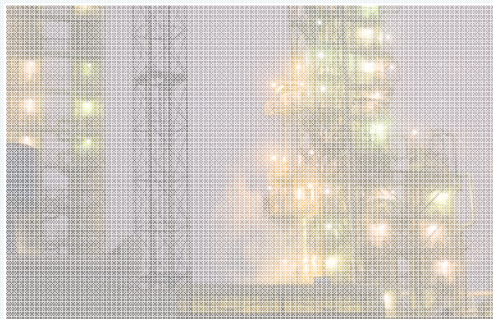
## Sectors and Divisions: Healthcare

### Sectors

#### Industry

##### Divisions

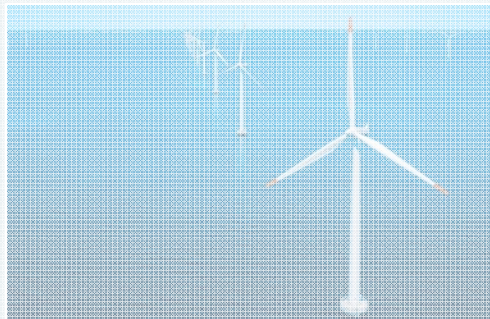
- Drive Technologies
- Industry Automation
- Building Technologies
- Mobility
- Lighting (OSRAM)
- Industry Solutions



#### Energy

##### Divisions

- Fossil Power Generation
- Renewable Energy
- Oil & Gas
- Energy Service
- Power Transmission
- Power Distribution



#### Healthcare

##### Divisions

- Imaging & IT
- Workflow & Solutions
- Diagnostics





## Healthcare Sector – overview

### Sector profile

The Siemens Healthcare Sector is one of the largest suppliers of healthcare technology in the world. It offers solutions for the entire supply chain under one roof – from prevention and early detection through diagnosis and on to treatment and aftercare. In addition, Siemens Healthcare is the market leader for innovative hearing devices.

### Some product highlights

Hearing systems



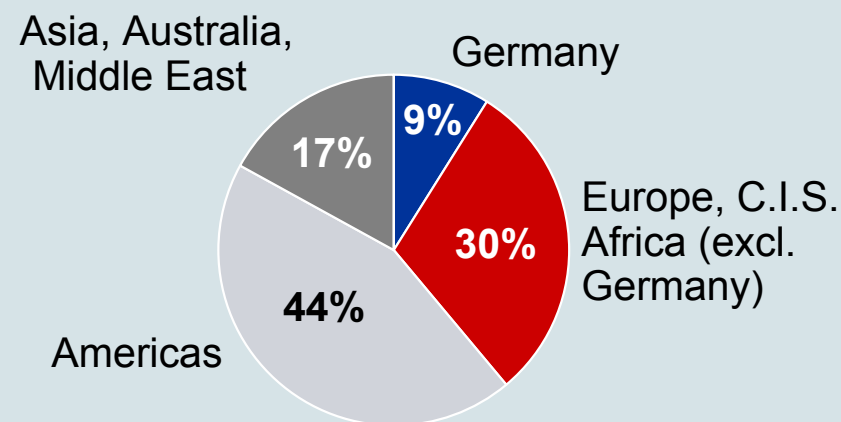
Laboratory automation



Adaptive scanner



### Revenue by region (FY2008)



Location of customer

### Performance in Q3

(in millions of euros)	Q3 2009 <sup>1)</sup>	vs. Q3/08
<b>Revenue</b>	2,865	+7%
<b>New orders</b>	2,772	-1%
<b>Profit</b>	270	-17%
<b>Profit margin</b>	9.4 %	Target: 14-17%

### Key figures (FY2008)

(in millions of euros)	
<b>Revenue</b>	11,170
<b>New orders</b>	11,779
<b>Profit</b>	1,225
<b>Employees <sup>2)</sup></b>	49,100

1) April 1 to June 30, 2009

2) As of September 30, 2008

# Healthcare Sector – Imaging & IT Division



## Division profile

The Imaging & IT Division provides imaging systems for early diagnosis and intervention, as well as for more effective prevention. These systems are networked with high-performance healthcare IT to optimize processes (such as in hospital data systems like Soarian, image processing systems like Syngo, and knowledge-based technologies for assisting diagnoses).

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	1,589	-6%
<b>Revenue</b>	1,688	+8%
<b>Profit</b>	277	+39%

## New orders / innovations in Q3

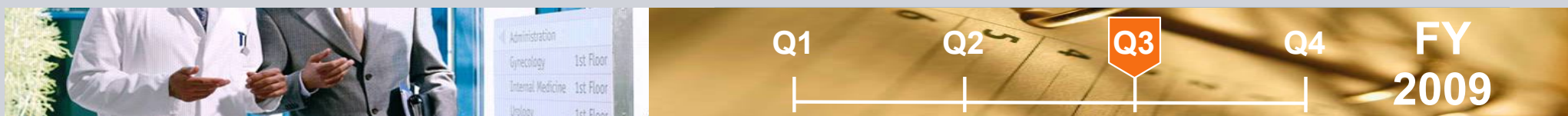
The SOMATOM Definition Flash is the latest dual-source CT and sets new standards in speed and patient safety. At its fastest speed, the CT can scan a chest in just 0.6 seconds; patients do not have to hold their breath. In addition, patients are exposed to much less radiation, e.g. a heart can be scanned at less than 1 millisievert (mSv), whereas conventional CTs require 12 mSv.

The SOMATOM Definition Flash has been available since the end of Q3. 100 installations are expected by the end of 2009.



\* April 1 to June 30, 2009

# Healthcare Sector – Workflow & Solutions Division



## Division profile

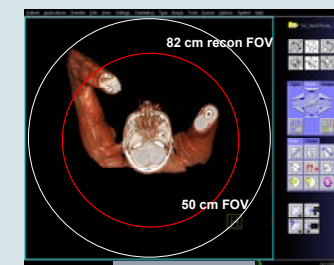
Workflow & Solutions provides complete solutions for fields such as cardiology and oncology (including conventional radiation systems and particle therapy) and neurology. The Division offers solutions, for example, for women’s health (mammography), urology, surgery and audiology. It also provides turnkey solutions (including national health IT systems, solutions for complete clinics), and consulting. In addition, Workflow & Solutions is responsible for the Sector’s service business, for supervising the sales regions, and for managing customer relations.

## New orders / innovations in Q3

Workflow & Solutions has introduced IM-RealART™, the adaptive radiation therapy solution that brings treatment planning closer to the patient. The innovative product provides diagnostic-quality in-room imaging at greater speed and accuracy and enables precise targeting in radiation therapy. Physicians can make immediate adjustments based on changes in the patient anatomy. As a result, treatment can be replanned on the spot within about 7 minutes.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	345	-1%
<b>Revenue</b>	333	-7%
<b>Profit</b>	-107	n/a



\* April 1 to June 30, 2009



# Healthcare Sector – Diagnostics Division



## Division profile

The Diagnostics Division covers business with in-vitro diagnostics, including immune diagnostics and molecular analysis. The Division's solutions range from point-of-care applications to the automation of large laboratories. Diagnostics combines the acquisitions of DPC, Bayer Diagnostics and Dade Behring.

## New orders / innovations in Q3

A multi-million pound investment in four MRI scanners, four CT and three SPECT/CT systems has been made by University Hospitals Birmingham NHS Foundation Trust (UHB). Siemens Healthcare will be supplying the equipment in these three modality areas for the new hospital, which has just been renamed the Queen Elizabeth Hospital Birmingham (QEHB), providing first-class service to patients.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	891	+7%
<b>Revenue</b>	887	+7%
<b>Profit</b>	104	+27%



\* April 1 to June 30, 2009

# Cross-Sector Businesses – Siemens IT Solutions and Services



## Profile

Siemens IT Solutions and Services is an internationally leading provider of IT solutions and services. It covers the entire IT service chain from a single source, from consulting to system integration, right through to the management of IT infrastructures. In addition, SIS extends the range of offerings of the other Siemens Sectors to include IT solutions.

## New orders / innovations in Q3

SIS has provided Austrian passport authorities with 900 scanners to record and manage digital fingerprints. Since the beginning of April, all passports issued in Austria have two fingerprints on the security chip in addition to a passport photo. The required software components were provided by Siemens. The scanners are used at passport offices in Austria and in Austrian embassies to issue electronic passports.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>New orders</b>	1,091	-10%
<b>Revenue</b>	1,102	-12%
<b>Profit</b>	19	-70%

## Key figures (FY2008)

(in millions of euros)	
<b>New orders</b>	5,272
<b>Revenue</b>	5,325
<b>Profit</b>	144

\* April 1 to June 30, 2009

# Cross-Sector Businesses – Siemens Financial Services (SFS)



## Profile

With around 1,900 employees, Siemens Financial Services is an international provider of financial solutions for the business-to-business sector. SFS finances infrastructure projects, equipment and operating costs, and functions as a competent manager for financial risks at Siemens.

## New orders / innovations in Q3

A study published by SFS shows that nearly three in every four German firms (72.3%) have invested in energy-saving equipment, ranging from 'greener' office facilities, technology and vehicles to manufacturing or medical equipment. Furthermore, nearly half have acquired equipment with a reduced carbon footprint. Two-thirds (67.7%) of the respondents cite the costs of greener equipment as their chief obstacle to green procurement policies.

## Performance in Q3

(in millions of euros)	Q3 2009 *	vs. Q3/08
<b>ROE</b>	29.3%	Target: 20-23%
<b>Profit</b>	87	+47%
<b>Assets</b>	11,441	+1%**

## Key figures (FY2008)

(in millions of euros)	
<b>New bookings</b>	5,087
<b>Profit</b>	286
<b>Assets</b>	11,328

\* April 1 to June 30, 2009

\*\* June 30, 2009 to Sept. 30, 2008



## Equity Investments



### Nokia Siemens Networks

NSN is one of the largest telecommunications infrastructure companies, with operations in 150 countries. The company provides a complete portfolio of mobile, fixed and converged network technology, as well as professional services including consultancy and systems integration, deployment, maintenance and managed services.



### BSH Bosch und Siemens Hausgeräte

BSH is one of the world's leading producers of household appliances. In Germany and Western Europe, BSH is Number 1. The joint venture between Robert Bosch GmbH (Stuttgart) and Siemens AG (Munich) was formed in 1967. Today, BSH operates 42 factories in 13 countries in Europe, the U.S., Latin America and Asia. Including its worldwide network of sales and customer service units, BSH currently has around 70 companies in over 40 countries and approximately 39,000 employees.

## Siemens One – our key differentiating factor

- **Siemens One is an integral part of our Integrated Technology Company**
- **It stands for Customer Centricity and Account Management**
- **With global and regional account teams and market-specific organizations**



# Siemens One means customer centricity in dedicated markets on a global scale

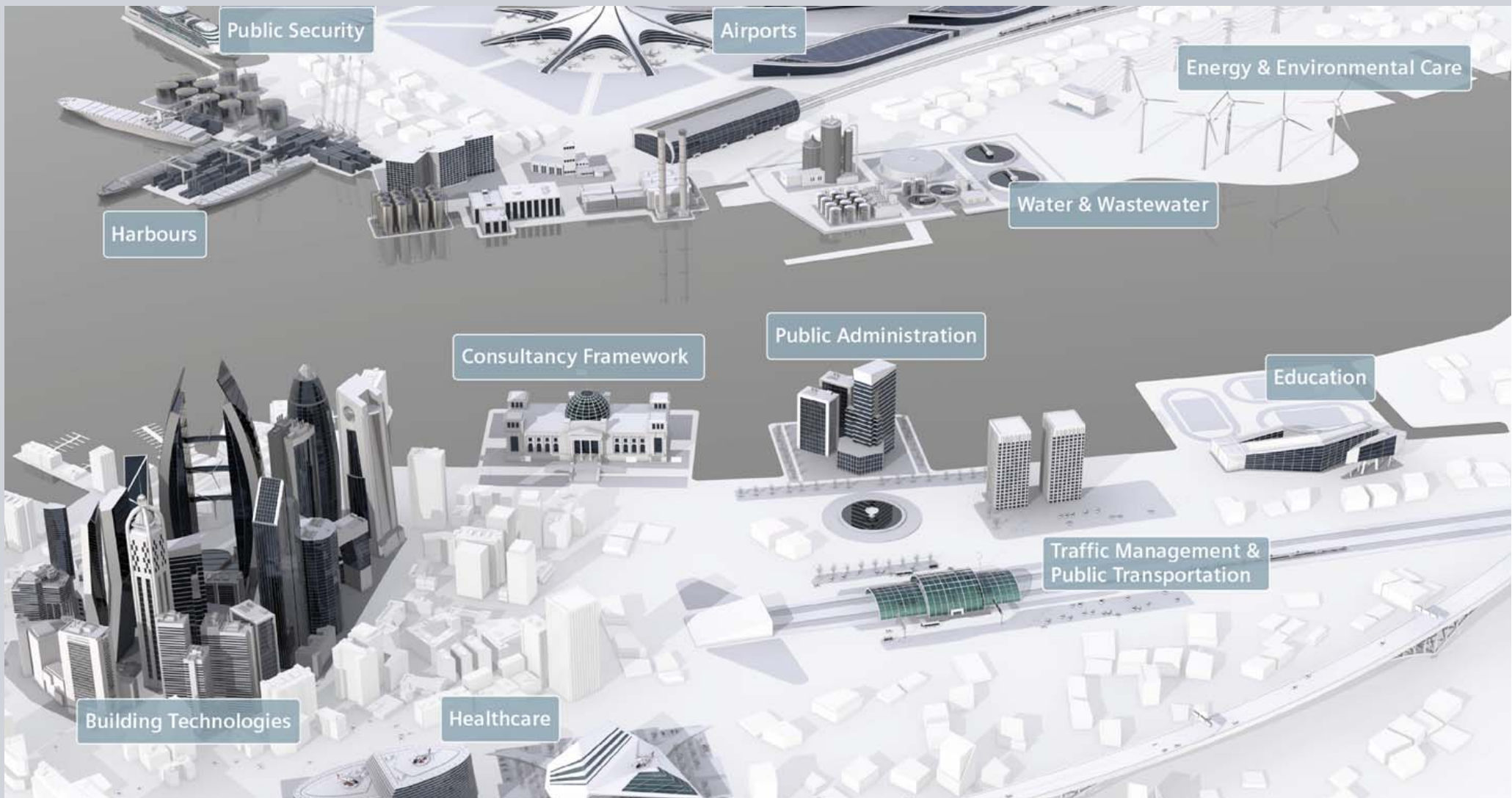
**SIEMENS**



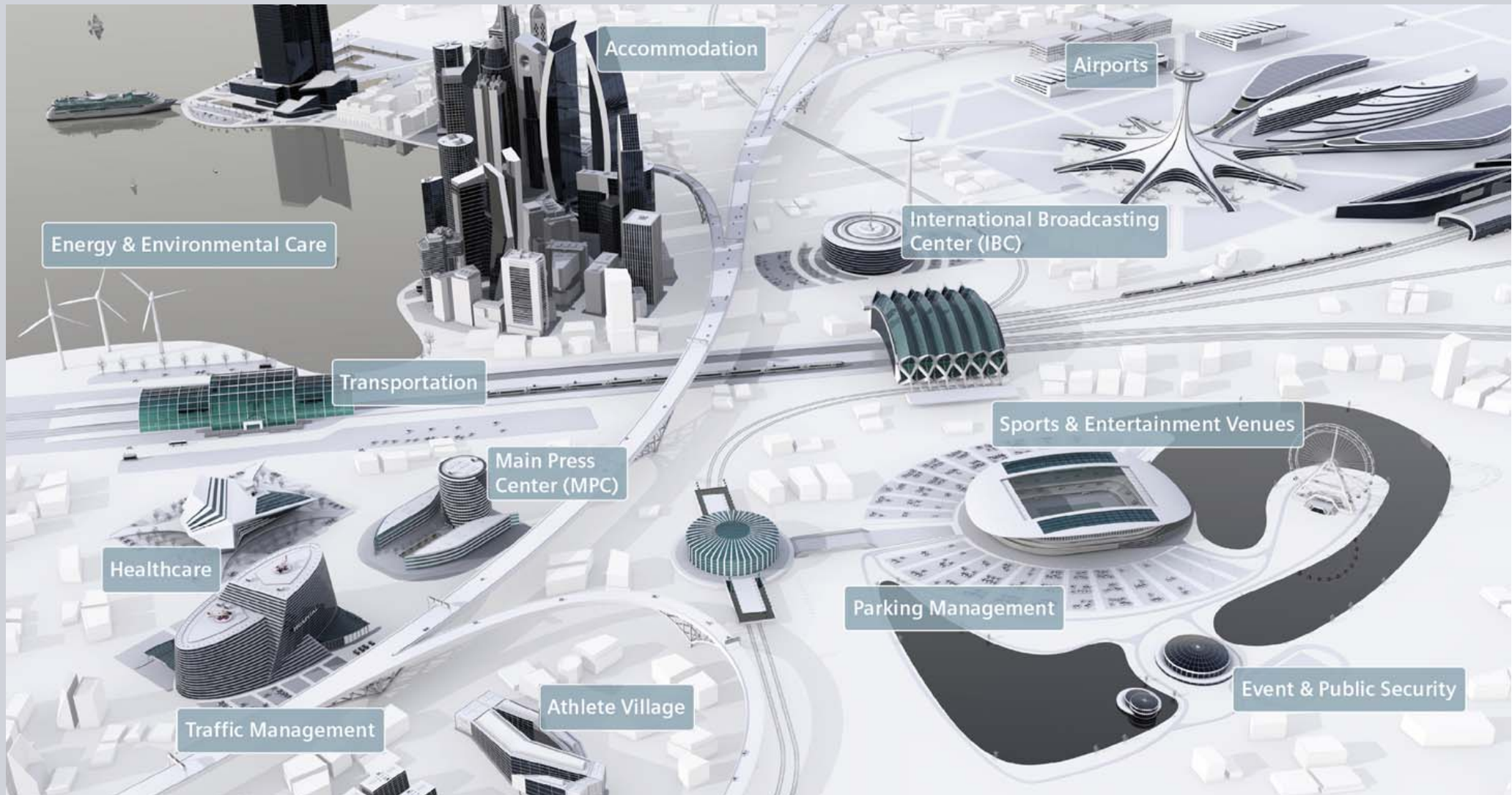


# Focus on Cities and Public Sector as well as Large Infrastructure Projects

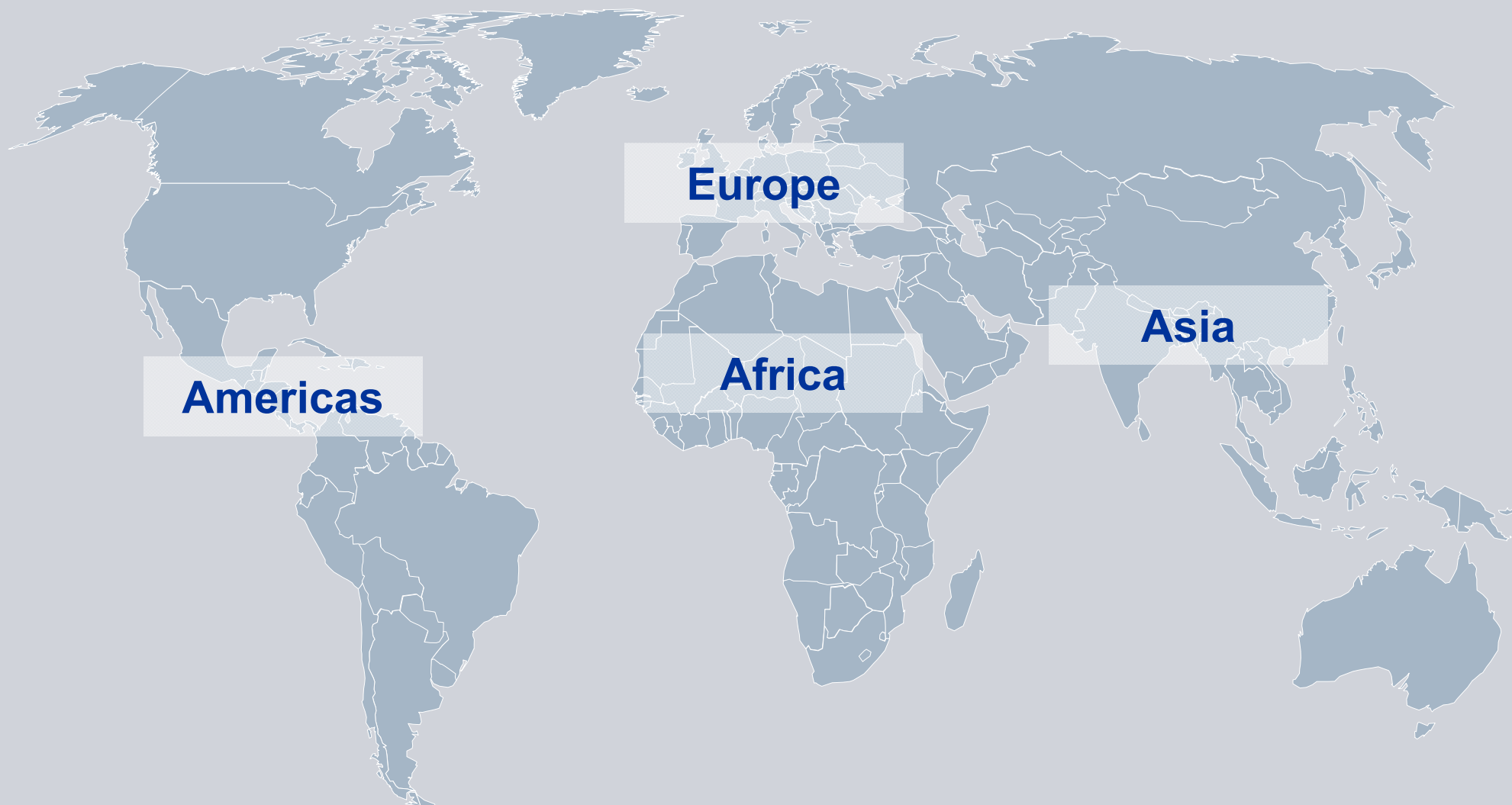
**SIEMENS**



## Siemens as technology partner for Major Events

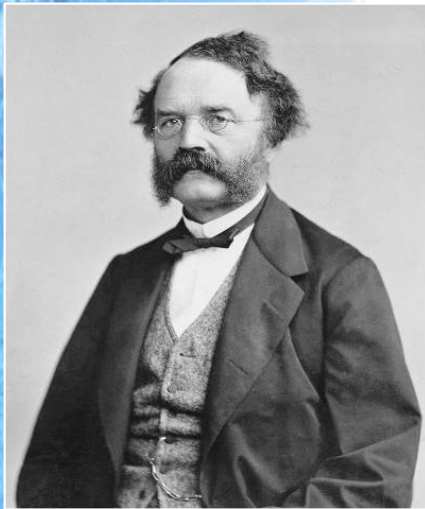


**The world is our home**





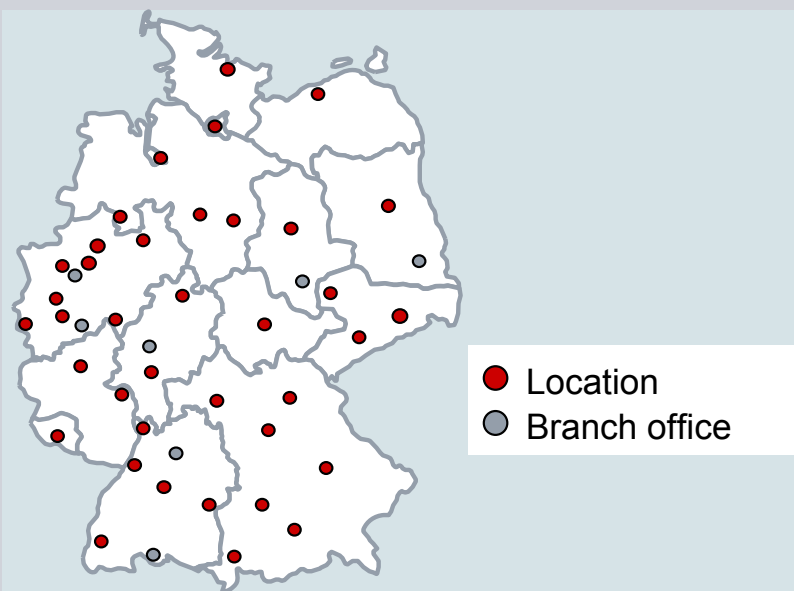
# From Werner von Siemens' workshop to global player – active in over 190 countries



**SIEMENS**

- 1847** Founding of "Telegraphen-Bauanstalt von Siemens & Halske" in Berlin
- 1850** First international sales agency in London
- 1855** Founding of the Russian company as the first foreign branch
- 1904** First permanent office in China
- 1905** Founding of Siemens do Brazil
- 1924** Founding of Siemens India Ltd.
- 1961** Exports exceed 1 billion DM for first time
- 1968** Siemens passes the 100-country mark
- 1970** Founding of Siemens Corporation, USA
- 1994** Founding of Siemens Ltd. China in Beijing

## Germany – a strong base in our home market



### Overview 2008

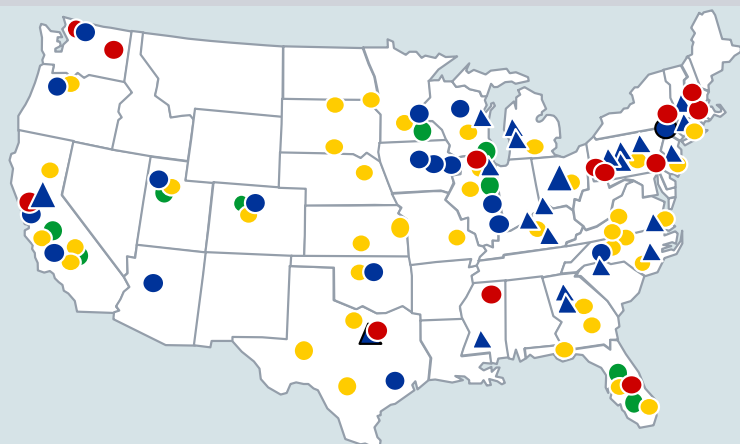
<b>Revenue</b> (in millions of euros)	<b>12,800</b>
<b>Employees</b>	<b>132,000</b>
<b>Regions</b>	<b>7</b>
<b>Branch offices</b>	<b>36</b>
<b>Plants</b>	<b>48</b>



### Siemens technology – backbone of Germany's infrastructure

- Every second computed tomography scanner used in German clinics is from Siemens
- More than half of the power plants connected to Germany's power grid use turbines and generators from Siemens
- More than 75% of the automobiles made in Germany are built in factories equipped with Siemens automation technology
- Siemens technology is installed at every postal distribution center

## U.S. – broad presence in the world's toughest market



- Only major locations
- Sales & service
- Engineering / R&D
- ▲ Top manufacturing locations
- Manufacturing/assembly

### Overview of fiscal 2008

<b>Sales</b> (in millions of euros)	<b>14,800</b>
<b>Employees</b>	<b>69,000</b>
<b>R&amp;D*</b> (in millions of dollars)	<b>1,300</b>
<b>Global business HQs</b>	<b>9</b>
<b>Locations</b>	<b>795</b>



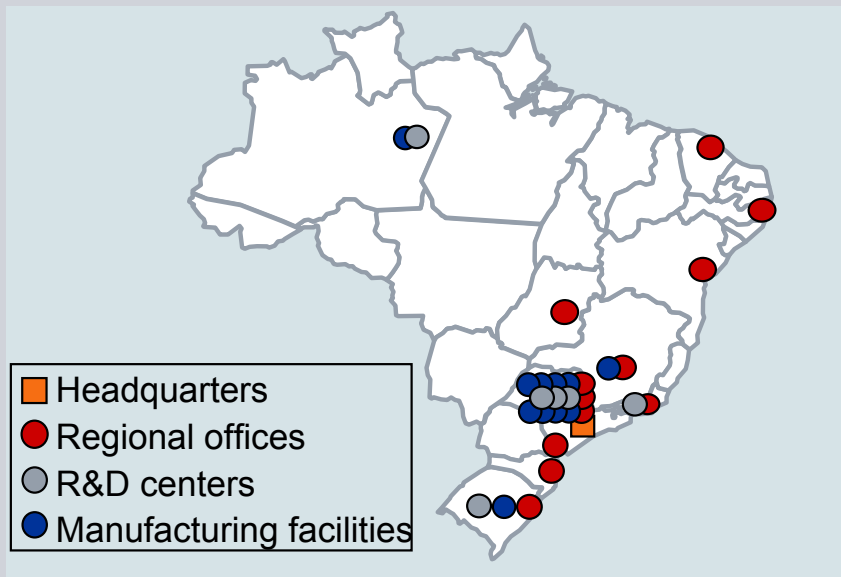
### Siemens is improving the U.S. infrastructure

- In **energy**, our power generation solutions help meet one-third of America's total energy needs every day
- In **healthcare**, we are the No. 1 application service provider, processing an average of 170 million transactions daily for more than 1,000 customers
- In **industry**, we process 100% of the nation's mail

\* As of 2007



## Brazil – leading position and more than 100-year history



### Overview of fiscal 2008

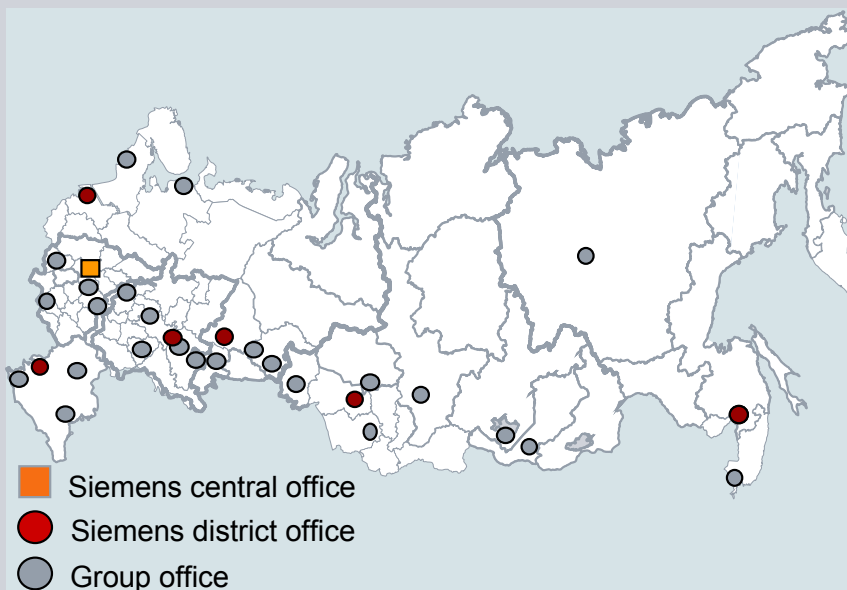
<b>Revenue</b> (in millions of euros)	<b>1,700</b>
<b>Employees</b>	<b>9,000</b>
<b>Regional offices</b>	<b>12</b>
<b>R&amp;D centers</b>	<b>6</b>
<b>Facilities</b>	<b>11</b>



### Modernizing the country's infrastructure

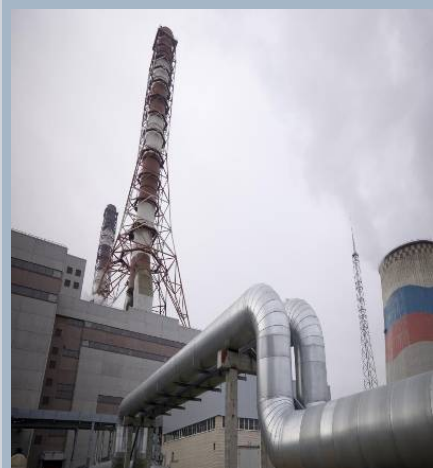
- Siemens equipment and systems are responsible for 50% of the electrical power generated in Brazil
- Siemens Brazil is growing 4 times faster than the national GDP; nearly all its businesses are in No. 1 or No. 2 market positions
- Siemens Industrial Solutions is present in every major industrial facility in Brazil

## Russia – good reputation in an attractive market



### Overview of fiscal 2008

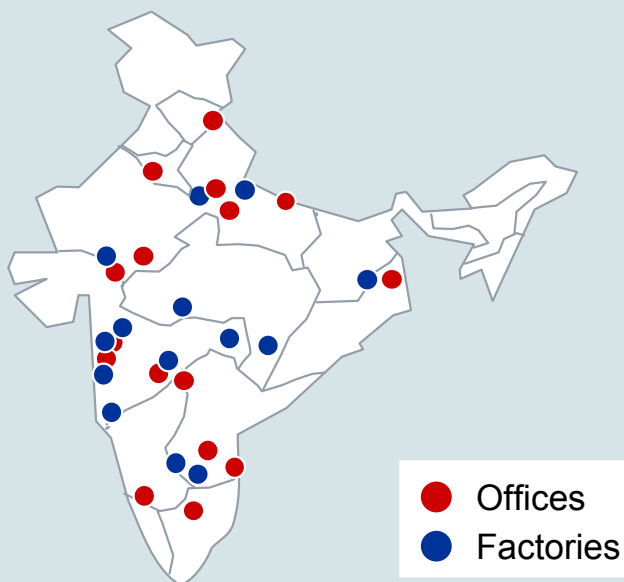
<b>Revenue</b> (in millions of euros)	<b>1,100</b>
<b>Employees</b>	<b>3,100</b>
<b>Offices</b>	<b>30</b>



### Modernizing key sectors

- Mosenergo – 420-MW steam/gas units for 4 Moscow heat and power plants
- Severstal – equipment for new mini-mill in Balakovo/Saratov region
- Volkswagen Kaluga – assembly conveyor and welding shop
- St. Petersburg – traffic control system for the ring motorway

## India – key growth market



### Overview of fiscal 2008

<b>Revenue</b> (in millions of euros)	<b>1,885</b>
<b>Employees</b>	<b>17,000</b>
<b>Companies</b>	<b>19</b>
<b>Factories</b>	<b>18</b>
<b>Sales offices</b>	<b>35</b>

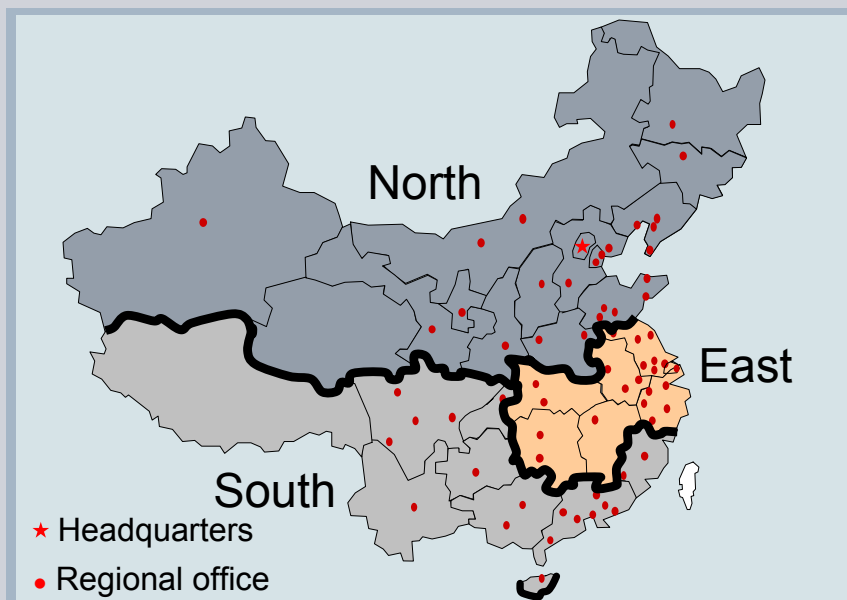


### Business volume tripled in three years

- BusinessWeek ranked Siemens India as the No. 1 company in its annual rating of Asia's top 50 companies (2008)
- Bangalore International Airport, built and operated by a Siemens-led consortium, commenced operations and is Siemens' first public private partnership project in India
- First to introduce several high-end products in Indian healthcare market
- Set up a Renewable Energy Innovation Center in Bangalore



## China – strong base in a dynamic environment



### Overview of fiscal 2008

<b>Revenue</b> (in millions of euros)	<b>5,300</b>
<b>Employees</b>	<b>&gt; 43,000</b>
<b>Regional Offices</b>	<b>61</b>
<b>Companies</b>	<b>&gt; 90</b>



### Contributions to China's infrastructure

- Construction of a 1,400-kilometer HVDC transmission line from southwest China to Shanghai
- Opening of the world's highest-capacity baggage handling system at the Beijing Capital Airport
- Two new environmentally compatible Corex steel production lines in Shanghai