Welcome to Electronics Works Amberg (EWA)
Investors & Analysts – Site Visit EWA | September 29, 2015
Notes and forward-looking statements

This document contains statements related to our future business and financial performance and future events or developments involving Siemens that may constitute forward-looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. We may also make forward-looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of Siemens’ management, of which many are beyond Siemens’ control. These are subject to a number of risks, uncertainties and factors, including, but not limited to those described in disclosures, in particular in the chapter Risks in the Annual Report. Should one or more of these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of Siemens may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward-looking statement. Siemens neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

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Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.
Site Amberg
Plants & Products

SIMATIC
PLC - Programmable Logic Controller
DP - Decentral Periphery
HMI - Human Machine Interface

SIRIUS
Contactors
Circuit board assembly/Electronic Products
Push buttons and signal columns
Production metal parts and assembly groups
Staying Competitive in a dynamic Business Environment through

- Reducing Time-to-market
- Enhancing Flexibility
- Increasing Efficiency

Vision & Mission Statement:

**Vision**
- Perfection for our Customers

**Mission**
- Quality First
- Highest Delivery Performance
- Innovation, Sustainability and our Culture

People, Products & Processes:

**People**
- Approx. 1.200 highly dedicated & qualified employees

**Products**
- Approx. 1.000 variants to control, operate & observe

**Processes**
- Approx. 1 product per second leaves the 10.000 m² floor space

Lean Enterprise Principles
- Elimination of Waste
- Continuous Learning
- Reduction of Complexity

Digital Enterprise Principles
- Efficient Information Flow
- Transparency in Real-time to master Complexity

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Amberg, September 29, 2015

Investors & Analysts – Site Visit EWA | Dr. Beitinger
### EWA - Key areas where a Digital Enterprise solution will provide significant progress

#### Reducing time-to-market
- Shorter innovation cycles
- More complex products
- Bigger but smarter data volumes

- About **5000 work plan changes** per year (20% due to component discontinuation)
- More than **120 variant types** are built per day, based on 75% automation
- Collection of ~ **50 Mio. process & product** relevant data per day

#### Enhancing flexibility
- Mass customization
- Volatile markets
- Highest productivity

- About **350 changeovers** over all workplaces per day
- At least **99.5% delivery reliability** in combination with 24 hour delivery time
- Available **20% personal capacity flexibility** to cover unplanned volume peaks

#### Increasing efficiency
- Optimal capacity utilization
- Highest quality standards
- Efficient resource utilization

- More than **75% line utilization** (plus 20% flexibility)
- Less than 11 dpm-A equals **99.9988%** built in quality
- ~ **33% increase** of shop floor utilization per year
Electronic Works Amberg
Consistency from design to production

PLM Software

NC-program-generator

Routing

MES Software (Simatic IT)

Supplier

ERP

Customer

Supplier

Material forecast
Automatic order

Production order
Capacity
Inventory Mgmt.

Delivery

Product data management (Teamcenter)

BOM
Resource Routing

Process interlocking
Traceability
Serial number report
Test protocol

Recipe

Surface mounting technology line

X-Ray
THT
Labels
IFT
Inspection

Templates | SMT | SPI | AOI | ICT / FP
---|---|---|---|---
X-Ray | THT | Labels | IFT | Inspection
Manufacturing @ DF FA
SEWC – a genetic twin of EWA with the same DNA

Siemens Electronics Works Chengdu
Foundation: September 2013
Province: Sichuan / China

450 employees
3,100 m² floor space

Information
Preparation plant tour

Takeaway information material in the foyer!

Kindly observe:

- Taking pictures is prohibited
- Don’t interfere with running machines and systems!

Personal protective equipment:

- Button up the coats