The future is smart

Welcome to Building Technologies
Megatrends change the world and affect our lives

Following market trends or setting market trends

Our portfolio reflects the state of the art

The future opens up new perspectives

Organization
Facts and figures
Global megatrends

**Demographic change**
- Strong increase of the global population to 9 billion people in 2050 (2010: 7 billion)
- Aging of societies: the +65 generation will nearly triple worldwide by 2050

**Urbanization**
- Increase of the urban population by 20% from 2010 to 70% in 2050
- Numerous megacities will develop, especially in emerging nations

**Climatic change**
- Climatic change is a fact and a threat to humans and nature
- The consequential costs of ignoring this fact are considerably higher than the costs for necessary action

**Globalization**
- Increasing interdependence of economics, politics, culture and other areas of life
- Strong growth of BRIC countries: by 2040, China will have overtaken the US relating economic strength
Facts raising questions:

- The majority of the global population lives in cities
- Cities consume 75% of energy
- CO₂ emissions are increasing
- Increasing demand of public security
- Increasing demand of protection in critical infrastructures (life science)
- More and larger events lead to a higher population density
Building Technologies has the answer:

We have the technology and the knowledge needed in buildings and public infrastructures …

- to reduce both energy consumption and CO₂ emissions
- to sustainably protect people and assets
- to increase comfort, efficiency, availability, safety and security
- to create the best possible work and life conditions
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Individual subsystems grow together to Smart Buildings and Smart Cities.

- **Fire safety and security**
  - Fire and gas detection
  - Extinguishing
  - Evacuation
  - Access control
  - Intrusion detection

- **Danger management**
  - Safety and security systems
  - Fire safety systems

- **Integrated safety and security management**
  - Intelligent Response
  - IT convergence
  - Security convergence

- **Smart Buildings**
  - Enhanced Management

- **Building performance**
  - Energy management
  - System integration (TBS)
  - Home automation
  - Green buildings
  - Remote-controlled building management

- **Smart Buildings**
  - Green applications
  - Intelligent buildings
  - Green buildings

- **1980**
  - Building surveillance
  - Heating, ventilation, air conditioning control
  - Functional controllers

- **1990**
  - Building automation
  - Building automation
  - Building management
  - Building control

- **2000**
  - Building surveillance
  - Heating, ventilation, air conditioning control
  - Functional controllers

- **2015**
  - Building automation
  - Building automation
  - Building management
  - Building control

- **2030**
  - Building performance
  - Energy management
  - System integration (TBS)
  - Home automation
  - Green buildings
  - Remote-controlled building management
Convergence and integration of autonomous systems in one communication platform

Convergence and integration

Thanks to interfaces, the technical infrastructure solutions converge with superior business systems, thus increasing the benefits of the complete infrastructure for:

- more transparency
- more flexibility
- reduced operating costs
Our value proposition considers our society’s demands and tomorrow’s trends

Technology is our passion, and we are experts for energy efficiency, safety and security. Our portfolio of systems and products for intelligent building solutions has been successfully tried and tested in various applications.

We are your reliable partner throughout the entire life cycle of buildings and infrastructures. All over the world, we are close to the customer and know the local requirements for the right solution.

We take care that people feel comfortable both at home and at work, and that they can be ensured that intelligent buildings protect the environment, conserve resources and reduce emissions.

We are the trusted technology partner for energy-efficient, safe and secure buildings and infrastructure.

- We protect people, processes and assets against fire, thus minimizing the corporate risk and providing for the best possible investment protection.
- We take care that people feel safe and comfortable in cities and that cities become environmentally friendlier, safer and more attractive thanks to intelligent buildings.
- We ensure that thanks to intelligent buildings, people can rely on safe workplaces and business processes and that companies remain productive and competitive.
Our value proposition considers our society’s demands and tomorrow’s trends

We sell easily operable products

We offer reliable products, solutions and services

We provide comfort, optimized room climate and intelligent concepts

We offer high return on investment and reduce energy consumption

We develop flexible products and solutions – regarding the use of buildings and integration possibilities

We are the trusted technology partner for energy-efficient, safe and secure buildings and infrastructure.
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### Our business scope at a glance

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<tr>
<th>Business Area</th>
<th>System House Business (Buildings and Campuses)</th>
<th>Enterprise Business (Building Parks)</th>
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</thead>
<tbody>
<tr>
<td>Building automation</td>
<td>Building automation solutions</td>
<td>Energy efficiency and sustainability management</td>
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<tr>
<td>Fire safety</td>
<td>Fire safety solutions</td>
<td>Enterprise security (evacuation, command and control, corporate access, video surveillance)</td>
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<tr>
<td>Security</td>
<td>Security solutions</td>
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**Total Building Solutions**

- Vertical market solutions (data centers, life sciences)
- Smart Building in a Smart Grid

**Products and Systems**

- Building automation
- Field devices
- Fire detection
- Fire protection
With an innovative portfolio to energy-efficient and safe buildings

**Fire safety**
- Fire, smoke and gas detection
- Evacuation
- Extinguishing
- Danger management

**Security**
- Access control
- Video surveillance
- Intrusion detection

**Comfort**
- Building management / automation
- Heating, ventilation, air conditioning
- Lighting and shading

**Energy efficiency**
- Energy Saving Performance
- Contracting
- Energy management
- Energy consulting

For energy-efficient and safe buildings and infrastructures
With an innovative portfolio to energy-efficient and safe cities

A complete portfolio of green products and airport solutions – matched with innovative energy efficiency, safety and security portfolios.

Airports

Trusted partner for hospitality and large "city-in-the-city" projects, offering innovative solutions that help address the challenges in the field of energy efficiency, safety and security, guest comfort and cost management.

Hospitality and Entertainment

Integrated solutions for the life science industry – clean rooms, laboratories and critical storage – ensure increased energy efficiency, safety, security and regulatory compliance over the entire life cycle.

Life Science

Ensuring maximum uptime and availability through tailored solutions to ensure energy efficiency and keeping people, assets and processes safe and secure at all times.

Data Centers

For energy-efficient and safe cities and infrastructures
Customer requirements
A reliable Building Management System (BMS) was required for the hospital buildings.

Siemens solution
The Desigo building automation and control system combines high flexibility and energy efficiency in its application with improved availability and system security. Desigo was implemented to control room temperature in the hospital's buildings.

Customer benefit
The new generation of the Desigo building automation and control system combines high flexibility and energy efficiency in its application with improved availability and system security.
Customer requirements
The project was initiated by the government in line with the "Greener Government Buildings Program" to reduce energy costs, water consumption and greenhouse gas emissions.

Siemens solution
- Energy Saving Performance Contracting
- Building Management System (BMS)
- System integration with access control system from Siemens

Customer benefit
- Guaranteed savings of $ 829,000 per year
- CO$_2$ reduction of 7,302 tons per year (49%)
- Guaranteed savings on water consumption is more than 17,000 m$^3$ per year
Customer requirements
Increased safety and security for passengers, staff and material assets.

Siemens solution
The obsolete fire detection systems are being replaced by the latest Sinteso generation with ASA technology. Its greater flexibility enables the modernization to be carried out in stages without adversely affecting security and airport operation.

Customer benefit
Increased safety and security for passengers, staff and material assets.
Atlantis Hotel Dubai, AE

Customer requirements
A high safety, security and comfort level for staff and guests as well as time and presence control system for staff.

Siemens solution
A complete security management system contract package with SiPass integrated access control and intercom system, key management and guard tour system, CCTV system, video wall, car barriers, security cable infrastructure.

Customer benefit
- Access restrictions to staff zones or hazardous zones
- Time and presence control of staff
- Video surveillance offers reliable early warning and proof in case of criminal acts and liability
Customer requirements
An overall concept which bundles electronic technology, security technology and building automation.

Siemens solution
- Building automation system based on Desigo Insight with control concept for energy efficiency.
- Fire safety and security concept

Customer benefit
A security and building control center, which monitors and controls the entire campus. The management system from Siemens enables the supply, monitoring and administration of technical systems with a high degree of automation.
Customer requirements
To ensure maximum building safety, security and comfort, an integrated solution consisting of fire detection, extinguishing, evacuation, access control, video surveillance and building automation was required.

Siemens solution
All relevant components ranging from fire detection and extinguishing, evacuation, access control, video surveillance and building automation systems are integrated.

Customer benefit
Siemens' tailored fire safety and security solutions ensure maximum business continuity as well as optimum security for the occupants.
Mario Negri Institute Milan, IT

Customer requirements
Energy efficiency, safety and security as well as compliance, ideal room climate and long-term investment protection was important for the customer.

Siemens solution
- Building Management System (BMS)
- Danger management
- Fire detection

Customer benefit
Best environmental conditions for a sustainable research success.
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The Smart Grid ensures the balance between generation and consumption and integrates renewable energy sources through a bidirectional energy and communication flow.

Smart Grids smooth the way for mobility free of CO$_2$, they ensure the integration of renewable energy sources (e.g. solar and wind energy) and create prerequisites for Smart Buildings that are able to produce and store electricity and feed it to the grid.
With Smart Grid from the Smart Building to the Smart City

- Smart Buildings communicate and integrate with the Smart Grid
- Together with the Smart Grid, Smart Buildings form the basis for a Smart City
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## Siemens – Sectors and Divisions

### Energy
- **Divisions**
  - Fossil Power Generation
  - Wind Power
  - Oil & Gas
  - Power Transmission
  - Energy Service

### Healthcare
- **Divisions**
  - Imaging & Therapy Systems
  - Clinical Products
  - Diagnostics
  - Customer Solutions
  - Audiology Solutions

### Industry
- **Divisions**
  - Industry Automation
  - Drive Technologies
  - Customer Services
  - Metals Technologies

### Infrastructure & Cities
- **Divisions**
  - Rail Systems
  - Mobility and Logistics
  - Low and Medium Voltage
  - Smart Grid
  - Building Technologies

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1. Sector Divisions
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### Infrastructure & Cities Sector – Divisions and Business Units / Division Functions

#### Rail Systems
- High Speed and Commuter Rail
- Locomotives and Components
- Urban Transport

#### Mobility and Logistics
- Road and City Mobility
- Logistics and Airport Solutions
- Rail Automation

#### Building Technologies
- Solution and Service Portfolio
- Control Products and Systems

#### Low and Medium Voltage
- Low Voltage & Products
- Medium Voltage & Systems

#### Smart Grid
- Energy Automation
- Rail Electrification
- Services
# Building Technologies

## Our organizational structure

### CEO: J. Milde
### CFO: H. Stumpf

#### Solution and Service Portfolio (SSP)

<table>
<thead>
<tr>
<th>Role</th>
<th>Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Head</td>
<td>René Jungbluth</td>
</tr>
<tr>
<td></td>
<td>Lucas Schmid, Head BA</td>
</tr>
</tbody>
</table>

#### Control Products and Systems (CPS)

<table>
<thead>
<tr>
<th>Role</th>
<th>Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO</td>
<td>Stephan Bauer</td>
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<tr>
<td>CFO</td>
<td>Urs Uehlinger</td>
</tr>
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</table>

#### AM

<table>
<thead>
<tr>
<th>Role</th>
<th>Name</th>
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</thead>
<tbody>
<tr>
<td>CEO</td>
<td>Matthias Rebellius</td>
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<tr>
<td>CFO</td>
<td>Mark Evans</td>
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#### DE

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<thead>
<tr>
<th>Role</th>
<th>Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO</td>
<td>Uwe Bartmann</td>
</tr>
<tr>
<td>CFO</td>
<td>Hubertus Bernhard</td>
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</table>

#### EU

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<thead>
<tr>
<th>Role</th>
<th>Name</th>
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</thead>
<tbody>
<tr>
<td>CEO</td>
<td>Martin à Porta</td>
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<tr>
<td>CFO</td>
<td>Thomas Stöffler</td>
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#### MA

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<tr>
<th>Role</th>
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<tbody>
<tr>
<td>CEO</td>
<td>Elangovan Karuppiah</td>
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<td>CFO</td>
<td>Wolfgang Eger</td>
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### Building Technologies

#### Key figures

All figures are indicated exclusive Low Voltage Distribution

<table>
<thead>
<tr>
<th></th>
<th>Fiscal year 2011</th>
<th>Fiscal year 2012</th>
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<tbody>
<tr>
<td><strong>New orders (million euros)</strong></td>
<td>5,597</td>
<td>5,809</td>
</tr>
<tr>
<td><strong>Revenue (million euros)</strong></td>
<td>5,468</td>
<td>5,820</td>
</tr>
<tr>
<td><strong>Profit (million euros)</strong></td>
<td>364</td>
<td>379</td>
</tr>
<tr>
<td><strong>Employees (on 9/30, excl. trainees)</strong></td>
<td>29,710</td>
<td>29,353</td>
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</tbody>
</table>

#### Revenue

- **Americas**: 56%
- **Europe, CIS, Africa, Near & Middle East**: 32%
- **Asia, Australia**: 12%

#### Employees

- **Americas**: 58%
- **Europe, CIS, Africa, Near & Middle East**: 32%
- **Asia, Australia**: 10%
Building Technologies
Research & development locations worldwide

- Chennai (IN)
- Hong Kong (CN)
- Sydney (AU)
- Beijing (CN)
- Seoul (KR)
- Gimpo (KR)
- Buffalo Grove (US)
- Austin (US)
- Florham Park (US)
- Atlanta (US)
- Dublin (IE)
- Paris, Buc (FR)
- Zug (CH)
- Würenlos (CH)
- Milan (IT)
- Düsseldorf (DE)
- St. Wolfgang (DE)
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Building Technologies
Production facilities worldwide

- Buffalo Grove (US)
- Wittelsheim (FR)
- Zug (CH)
- Würenlos (CH)
- Volketswil (CH)
- Pondicherry (IN)
- Rastatt (DE)
- Gimpo (KR)
- Beijing (CN)
Building Technologies
More than 400 offices worldwide
Building Technologies
Awards

Fire Safety and Security

Sinteso (Frost & Sullivan)
2010: European Fire Detection Equipment Market Product Line Strategy Award

Sinorix H₂O Jet
2010: Award l’innovation expoprotection First place in the category Fire Safety

IFSEC International Security Industry Award
2012: PPG Industries Pittsburgh for the security project of the year (Siveillance SiteIQ)

Cerberus PRO ASAtechnology
2012: Best Innovation – Fire safety product

Energy Efficiency and Comfort

European Energy Service Award (ESSI)
Best European energy service project in the commercial sector 2007-2012

GreenBuilding Endorser Award
2008: European Commission Award First GreenBuilding Endorser

China Red Star Design Award
2010: Room thermostats RDG/RDF and interface

LEED Platinum Certification for TAIPEI 101
2011: The U.S. Green Building Council awards TAIPEI 101 with the "LEED Platinum Certificate"
Building Technologies
Our history

1847 1896 1940 1962 1998

Siemens
Landis & Gyr (formerly Theiler & Cie. Zug)
Cerberus
Staefa Control System

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Building Technologies
To make people feel safe, secure and comfortable

While people are working or sleeping, Building Technologies saves energy and protects the environment.

Building Technologies protects people, data and processes against fire.

Thanks to Building Technologies people enjoy pleasant climatic and lighting conditions at work, at home and en route.

Building Technologies protects people and companies against theft and crime.

While people are working or sleeping, Building Technologies saves energy and protects the environment.
The future is smart

Thank you for your attention