

# Siemens in China

A long-term trusted partner



# Siemens is a global technology powerhouse



**Close to customers  
all over the world**

## Volume (Continuing operations)

Orders **97,999**

Revenue **86,849**

## Employees\* (in thousands)

Total **385**

Germany **116**

Outside Germany **269**

## Profitability and capital efficiency (Continuing and discontinued operations)

Net income **5,648**

Return on capital employed  
(ROCE) **11.1%**

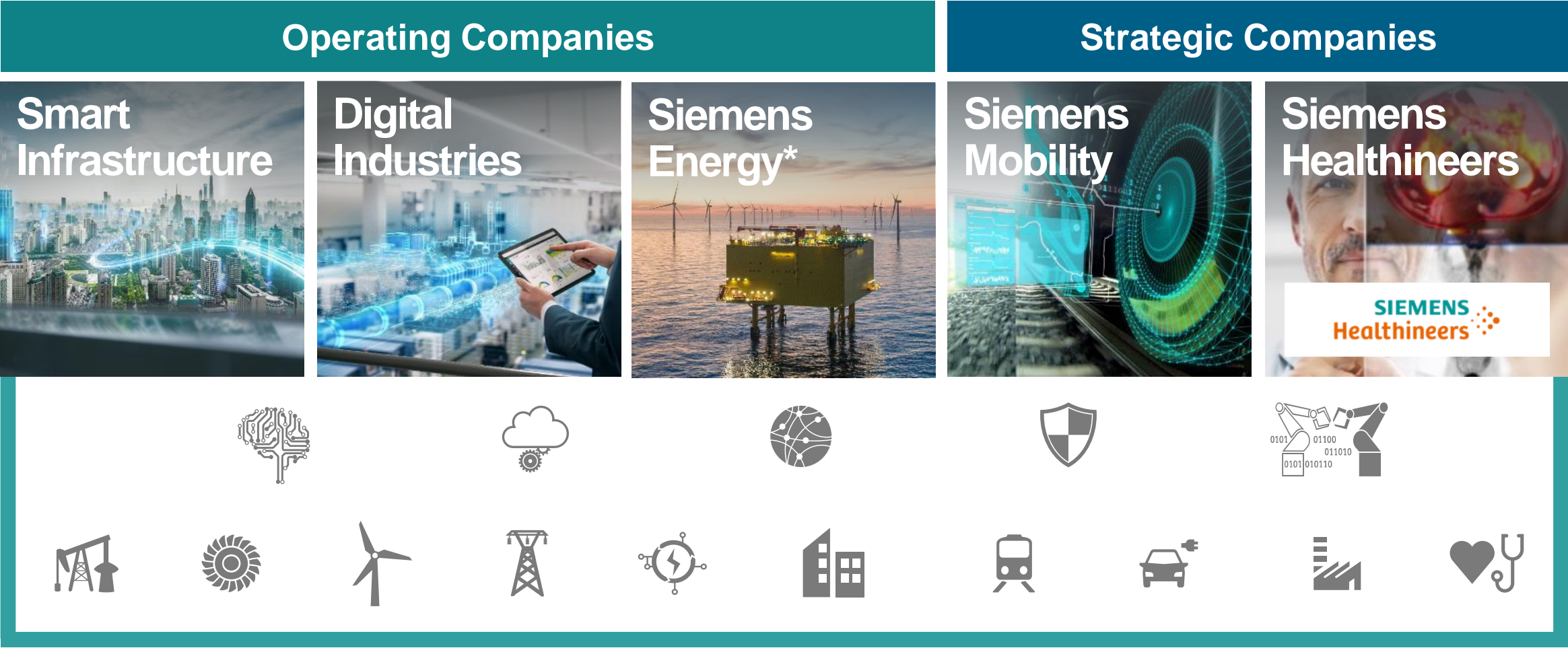
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All figures relate to fiscal 2019.

Fiscal 2019: October 1, 2018 – September 30, 2019

In millions of € except where otherwise stated

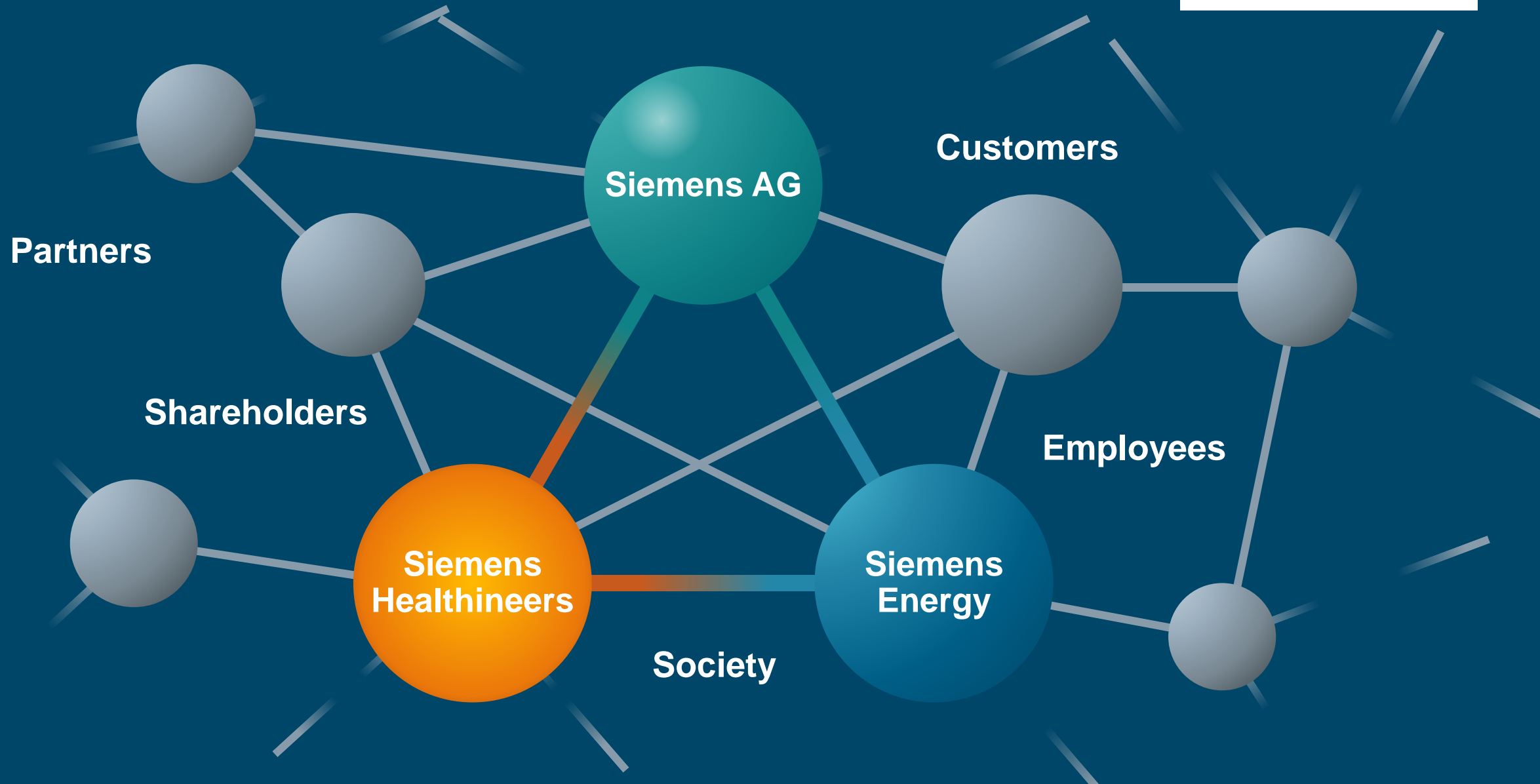
\*As of the beginning of fiscal 2018, part-time employees are included to the full extent rather than proportionally.

# Siemens creates value along complete industrial chain on the way to Vision 2020+

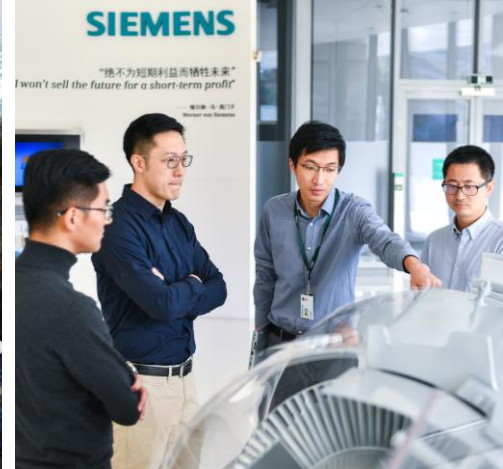


\*Siemens Energy part of discontinued operations since Q2/20  
Partial spin-off of Siemens Energy planned; Siemens Energy holds about 67% of the voting rights at Siemens Gamesa Renewable Energy

# The Siemens Ecosystem







# Our purpose

Being responsible, excellent and innovative, we create value for our customers, employees and the society. We make real what matters.



# Since our founding, we shape industrial revolutions

**SIEMENS**  
*Ingenuity for life*

**1847**

Pointer telegraph laid the foundation of Siemens as a global company.



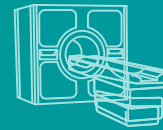
**1959**

SIMATIC made Siemens a leader in automation technology.



**1983**

First magnetic resonance imaging scanner goes into operation.



**2012**

Test operation of the world's largest rotor for offshore wind turbines.



**2018**

Charter of Trust: a joint initiative for a secure digital world.

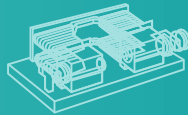


**1816 – 1892**

Werner von Siemens, Company founder, visionary and inventor.

**1866**

The dynamo machine made electricity part of everyday life.



**1975**

Breakthrough of high-voltage direct-current (HVDC) transmission.



**2010**

TIA Portal took automation a stage further.



**2016**

Siemens launched MindSphere, the cloud-based operating system for the Internet of Things.



**2019**

Start of first project for Siemensstadt 2.0.



Steam power – Shift from manual to mechanical production



Electricity – Introduction of assembly line



Electronics and IT – Automation of manufacturing



Digitalization – Cyberphysical systems

Industrie 1.0

Industrie 2.0

Industrie 3.0

Industrie 4.0



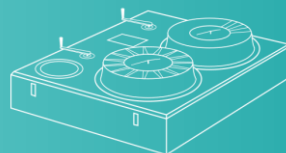


**With a history of nearly  
150 years in China, we  
are here to stay.**

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

**1872**

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



**1994**

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



**2008**

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



**2017**

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



**1985**

Cooperation MoU inked with China. The partnership was deepened in 2017 in areas of innovation and digitalization.



**2006**

Siemens Corporate Technology China officially opened.



**2013**

Siemens' first digital enterprise outside Germany began operation in Chengdu.



**2019**

MindSphere was deployed on Alibaba Cloud, with its ecosystem taking shape.





Siemens is an integral  
part of China's economy  
and society.

**SIEMENS**  
*Ingenuity for life*

**€8.4 bn**

revenue in China

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**>35,000**

employees in Greater China

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**2nd**

China is the 2nd largest overseas  
market of Siemens

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**67**

branches and offices owned by  
Siemens Ltd., China

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\* All figures relate to fiscal 2019 except where otherwise stated.





Siemens held the first exhibition “Electrical Engineering and Electronics” in Shanghai in 1978.

**SIEMENS**  
*Ingenuity for life*

## A reliable partner with China

Siemens witnessed China’s tremendous transformation, especially since the country embarked on reform and opening-up over the years, and has also made great contributions to the prosperity of China’s economy and society.

Offering a wide array of innovation and digitalization solutions, Siemens is committed to sustainable development of the country.



Siemens presented innovation portfolio at the first China International Import Expo in 2018.

Connect, create and collaborate!

**SIEMENS**  
*Ingenuity for life*





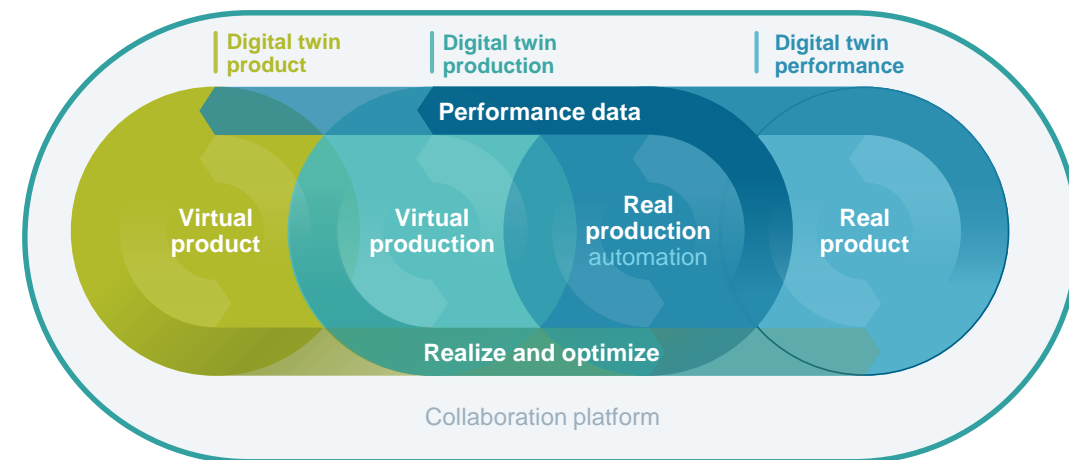
Operating Companies

## Digital Industries

Together with partners, DI drives digital transformation of process and discrete industries with its end-to-end Digital Enterprise portfolio to integrate and digitalize the entire value chain. DI is constantly adding innovations to its portfolio to integrate cutting-edge future technologies. Currently, DI has 8 R&D centers, 7 factories and 6 training centers in China.

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*Ingenuity for life*

## Optimizing continuously with the most holistic Digital Twin



Industrial cybersecurity



Time to market



Quality



Flexibility



Environmental  
Efficiency



Thinking industry further!

## Partner with Jinyu Bio to build digital factory

Siemens entered into strategic cooperation with Jinyu Bio to fully support its digital transformation and upgrade, and also helped Jinyu Bio build the first digital factory toward “Industries 4.0” in China’s animal vaccine industry.

By fiscal 2019, Siemens supported hundreds of Chinese industrial enterprises in dozens of sectors to implement digital transformation and upgrade.

*“Siemens has always been a professional, dedicated and trustworthy partner in our digital transformation.”*

Zhang Chongyu  
Chairman of Jinyu Bio-technology Co., Ltd.



Thinking industry further!

## Collaborate with BAIC BJEV in digital manufacturing

Siemens' Digital Enterprise solutions enabled BAIC BJEV to build the group's first mass production base for new energy vehicles manufacturing in Qingdao.

BJEV also benefited from Siemens' SICAR standard which helped ensure system consistency, reduce equipment maintenance costs, and make production and maintenance more convenient.

*“ Siemens has helped us build the group's first mass production base for new energy vehicles in Qingdao. This has also laid a solid foundation for building our digital factory.*

Wang Qingzhou  
General Manager of Qingdao Industrial Base  
Beijing Electric Vehicle Co., Ltd.



## Comprehensive portfolio and expertise across verticals

Operating Companies

### Smart Infrastructure

SI is shaping the market for intelligent, adaptive infrastructure for today and the future. It addresses the pressing challenges of urbanization and climate change by connecting energy systems, buildings and industries. SI creates environments that care. Currently, SI has 11 factories and 9 R&D centers in China.





Creating environments that care

## Ensure efficient and intelligent management of Shanghai Tower

Siemens equipped China's highest building Shanghai Tower with advanced energy management and intelligent building solutions 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.

*“ We have long-term cooperation with Siemens. Performances of Siemens products are very satisfactory.*

Sun Jun  
Engineering Director  
Shanghai Tower Construction and Development Co., Ltd.

**>1/4**

of China's mid and high-end fire alarm systems came from Siemens by fiscal 2019.





Creating environments that care

## Support safe and efficient operation of Beijing Daxing International Airport

Siemens' smart infrastructure solutions, including intelligent building technologies and reliable low and medium-voltage products, help ensure efficient and safe operation of Beijing Daxing International Airport.

Siemens' lighting control systems, which integrate thousands of lighting devices, are capable of automatically controlling lighting at the airport.





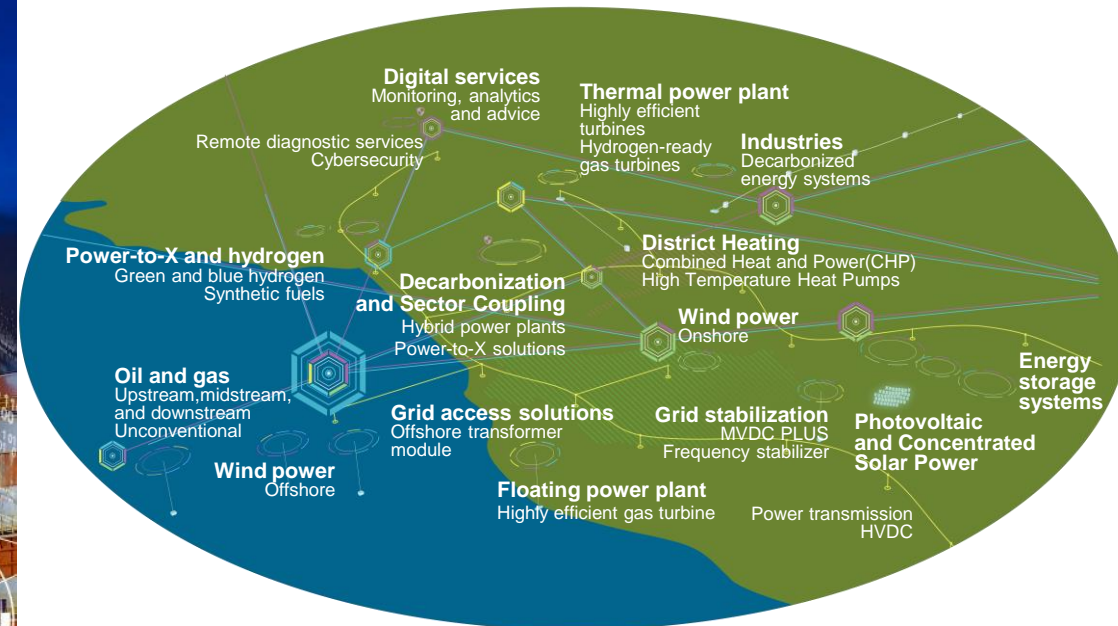
Operating Companies

## Siemens Energy

Siemens Energy is a global pacesetter in energy, which has been working with its customers on solutions for the evolving demands of industry and society for over a century. It offers broad expertise across the entire energy value chain, along with a comprehensive portfolio for utilities, independent power producers, transmission system operators, the oil and gas industry, and other energy-intensive industries.

**SIEMENS**  
*Ingenuity for life*

**Fully integrated solutions along the entire energy value chain**



Securing energy supply



Making energy greener



Making digitalization happen



Managing complexity in the grid





**SIEMENS**  
*Ingenuity for life*

Making a difference for the future of energy

## Set new benchmark of high-efficiency power generation

In Zengcheng, Guangzhou, China Huadian Corporation installs two H-class gas turbines from Siemens to build China's largest combined-cycle power generation project.

With high reliability and 96 percent availability, Siemens' H-class gas turbines are widely used in combined heat and power plants as one of the most efficient ways of converting fuels into usable energy.

*“ Backed by rich commercially operating fleet experiences worldwide, Siemens' H-class gas turbines boast not only high performance and excellent efficiency but also trustworthiness.*

Wang Xin  
General Manager  
Huadian Fuxin Guangzhou Energy Co., Ltd.



Making a difference for the future of energy

## Join hands with CR Power to build digital power plant

Siemens and CR Power have worked together to build a Centralized Supervision and Analysis Specialist System (CSASS) based on Siemens' MindSphere. The system integrates Siemens' leading technologies of digital power plant and artificial intelligence, as well as rich experiences of CR Power. It can keep learning from history and real-time data to generate valuable insights.

The CSASS has come into operation in Jiangsu Region of CR Power and connected 19 power-generating units of eight power plants.

*“ Siemens is not only experienced in the area of power generation, but also a pioneer in digitalization. We hope to continue in-depth cooperation with Siemens in the future.*

Chen Shihe  
Deputy Dean of Technology Institute  
Director of Big Data Center China Resources  
Power Technology Research Institute Co., Ltd.





Shaping the renewable energy industry

## Develop clean and renewable energy in Yunnan

At Yunnan Cangfang wind farm with an altitude of 3,400 meters, Siemens Gamesa's wind turbines convert wind energy into clean power for numerous households.



Corporate Development

## IoT Services

With a comprehensive approach to develop strategies, and to create, plan and deliver end-to-end solutions along the entire IoT value chain, IoT Services provides customized digital paths for customers.

In China, IoT Services has hundreds of consultants and IoT design and implementation experts in Beijing, Suzhou, Shanghai, Nanjing and Guangzhou, etc. to implement projects of various scales, from strategy consulting and operation consulting to IoT solution development.

**TURNING THE  
INTERNET OF THINGS  
INTO REALITY**

*A practical approach to your  
unique IoT journey*



Unlocking the potential of IoT ecosystem

## Empower HBIS to become the most competitive steel enterprise

Siemens entered strategic partnership with HBIS in digitalization areas including digital factory, intelligent equipment and IoT.

Meanwhile, both companies are jointly building the first unmanned material yard in China's metallurgical industry. Siemens also provided intelligent factory consulting services for Shisteel of HBIS.

*“ Siemens has always been a leader and innovator in industrial transformation. We are confident in the cooperation with Siemens in industrial digitalization and intelligent manufacturing.*

Yu Yong  
Chairman of the Board of HBIS Group Co., Ltd.





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*“In the field of IoT, Siemens’ standard development processes, partner network, certification competence, as well as industrial cybersecurity tactics would help us transform digitally and upgrade our professional management.”*

Chen Qi

President of Suzhou Financial Leasing Co., Ltd.

净值: 73万

剩余价值: 72万

更新

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**SIEMENS***Ingenuity for life*

Unlocking the potential of IoT ecosystem

## Build intelligent post-leasing platform for Suzhou Financial Leasing

Suzhou Financial Leasing has launched its intelligent post-leasing platform. The platform, empowered by Siemens’ business platform, data layer and IoT services, interconnects its core business systems, and has realized integrated monitoring and management of over 700 leased assets including vehicles, power stations and large equipment, with a total value of RMB2.9 billion.

This is the first time that Siemens’ data layer technology has been applied in the financial leasing industry.





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Strategic Companies

## Siemens Mobility

As a leading provider of transport solutions, Siemens Mobility is constantly innovating its portfolio in the core areas of rolling stock, rail automation and electrification, turnkey systems, intelligent traffic systems as well as related services. With digitalization, it is enabling mobility operators in China to make infrastructure intelligent, increase value sustainably over the entire lifecycle, enhance passenger experience and guarantee availability.





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Shaping connected mobility

## Provide fully automated operation solutions for Shanghai Metro

Siemens provided core components and key technologies of traction system for 50 fully automated trains in Shanghai Metro Line 18 Phase I project to ensure the line's smooth and efficient operation. Siemens' contributions also covered train circuit design, as well as unattended train operation system off-site testing plan and coordination work.

### 39

metro lines in 16 Chinese cities used Siemens' signaling systems by fiscal 2019.





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Strategic Companies

## Siemens Healthineers

As a leader of medical technology company, Siemens Healthineers China enables healthcare providers to increase value by empowering them on their journey toward expanding precision medicine, transforming care delivery, improving patient experience and digitalizing healthcare.

**~1,960,000**

people receive blood tests, CT and MR scans and also interventional procedures through Siemens Healthineers' products every day in China.





Shaping the future of healthcare

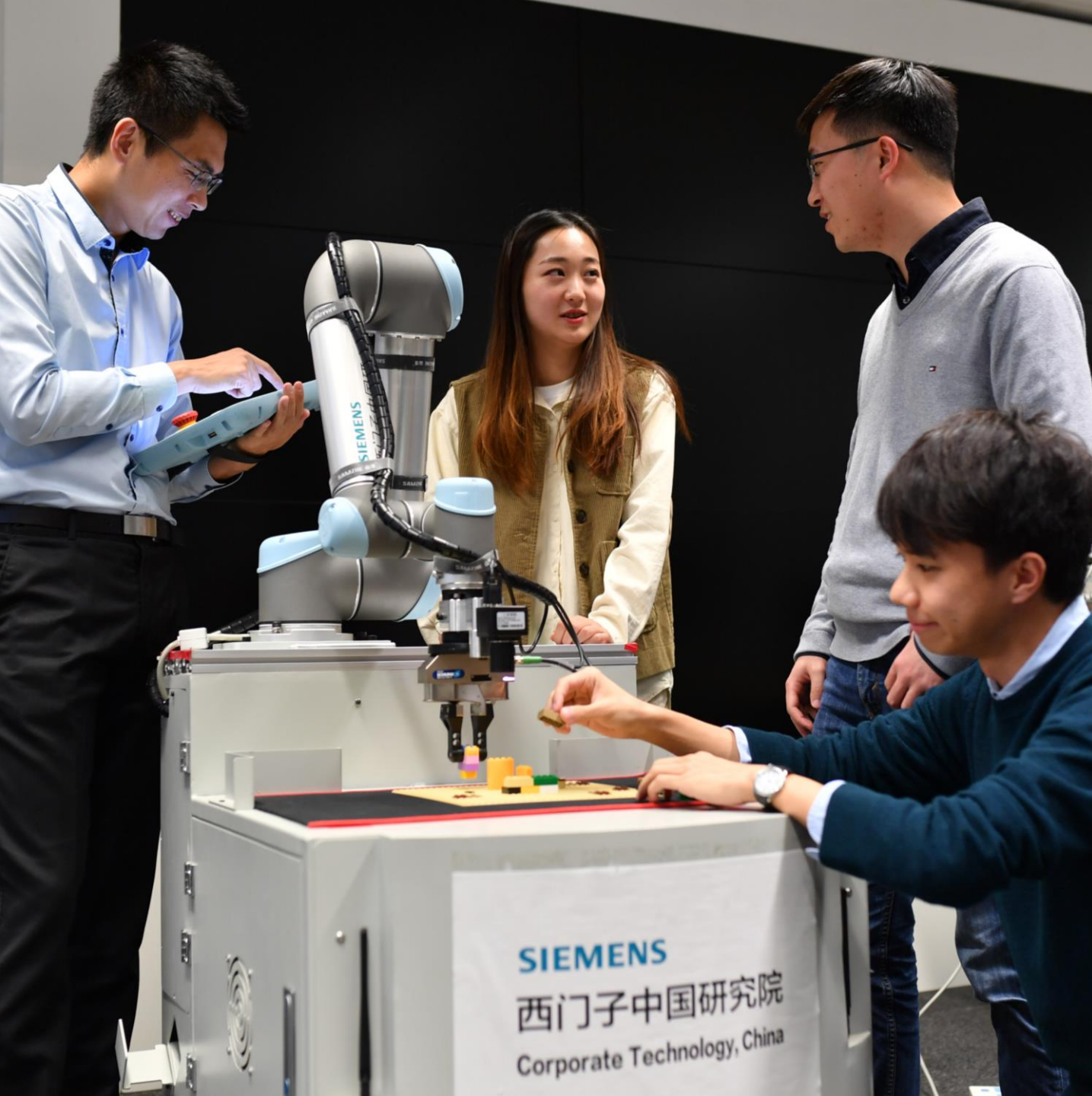
## Help Baicheng Municipal Hospital build an intelligent cath lab

Siemens Healthineers launched the “One-stop Intelligent Cath Lab Incubator from Scratch” program in China. With its advanced products and integrated services, Siemens Healthineers provided Baicheng Municipal Hospital in Jilin Province with a comprehensive solution of construction, operation and development of cath labs.

*“ Thanks to Siemens Healthineers’ Intelligent Cath Lab Incubator Program, we started from zero and built a Digital Subtraction Angiography cath lab that represents the state of the art.*

Wang Dun  
Principal of Baicheng Municipal Hospital





**SIEMENS**  
*Ingenuity for life*

## We drive innovation – be local, be global and be open

Siemens develops the most promising products and solutions in China, for China and the world. We drive innovation with focuses on R&D of data analytics and AI, industrial IoT, cybersecurity, simulation and “Digital Twin”, autonomous robotics, etc.

**21**  
R&D hubs

**>5,000**  
R&D & engineering staff

**>13,200**  
active patents and patent applications

\*All figures relate to accumulation by fiscal 2019 except where otherwise stated.



# Focus areas of research and development



Additive manufacturing	Autonomous robotics	Blockchain applications	Connected (e)mobility	Connectivity and edge devices
Cybersecurity	Data analytics, artificial intelligence	Distributed energy systems	Energy storage	Future of automation
Materials	Power electronics	Simulation and digital twin	Software systems and processes	



Co-create digital future of Greater Bay Area

## Contribute to Hong Kong-Zhuhai-Macao Bridge

Siemens' intelligent control systems and fire alarm systems ensure comfortable, safe and smooth traffic environment in the 6.7-km-long subsea tunnel of Hong Kong-Zhuhai-Macao Bridge.

Siemens is the strategic partner for the Guangdong-Hong Kong-Macao Greater Bay Area. We support development of the Area with focuses on enabling clean energy, developing digital manufacturing, building smart city cluster, driving innovations and nurturing talents.





*“ Thanks to our partnership with Siemens, we have got not only reliable products and solutions, but also a sense of trust for the future.”*

Yue Haifeng  
Engineer at the Technology Center  
Taiyuan Heavy Industry Co., Ltd.

**SIEMENS**  
*Ingenuity for life*

Siemens is the right partner for BRI

## Enable TYHI to mine gold in extreme environment

Siemens provided robust wide-temperature PLCs for Taiyuan Heavy Industry (TYHI), supporting its rope shovels to excavate gold mine in Russia. Reliability of electrical equipment is essential to productivity of gold mining.

To support Belt and Road construction, Siemens cooperates with Chinese enterprises that are stepping onto the global stage.

## >100

Chinese companies worked with Siemens to explore opportunities in over 100 countries and regions across six continents by fiscal 2019.





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## Nurture digital talents

Siemens partners with the Ministry of Education to jointly foster digital talents for the future. The company also collaborates with universities and vocational schools in building of labs, teachers training, engineering textbooks and scholarships.

**>90**

universities and research institutes in cooperation with Siemens on over 770 R&D projects in China by fiscal 2019.

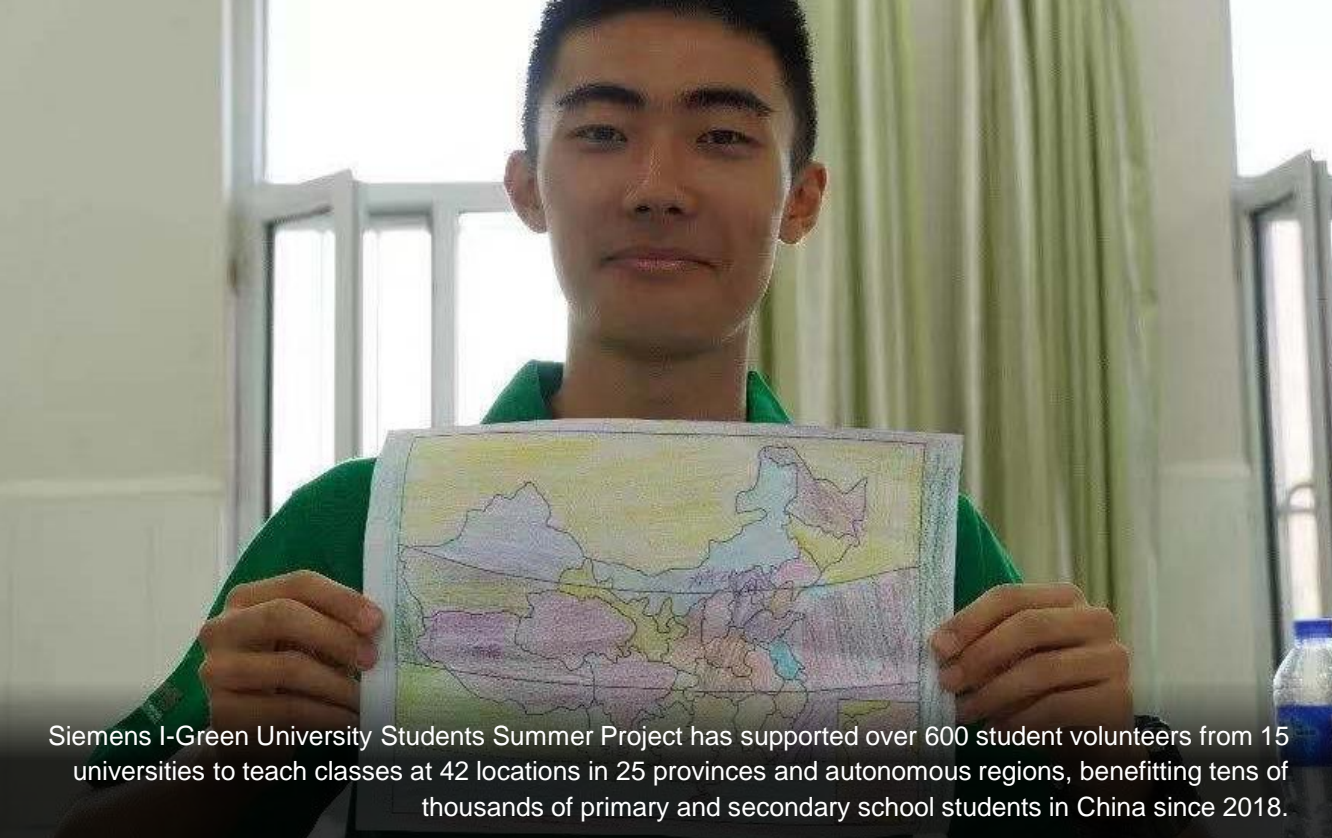
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**~50,000**

innovative engineering talents nurtured through “Siemens Cup” China Intelligent Manufacturing Challenge for 13 years.

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Siemens I-Green University Students Summer Project has supported over 600 student volunteers from 15 universities to teach classes at 42 locations in 25 provinces and autonomous regions, benefitting tens of thousands of primary and secondary school students in China since 2018.



**Access to education:** Siemens I-Green Education Program has been rolled out at 11 schools of migrant children in 10 Chinese cities, helping over 24,000 migrant children increase awareness of environment protection and scientific innovation since 2009.

# Our commitment to corporate social responsibility



**Access to technology:** Siemens helped upgrade and retrofit power distribution systems of Yangpo Village in Guizhou province to ensure electrical safety of the traditional village.



**Sustaining community:** Siemens provides social assistance to disadvantaged groups, supports development of NGOs, and provides immediate technological and humanitarian assistance in case of natural disasters.



## Integrity sets us apart

Siemens has been achieving high rankings in Dow Jones Sustainability Index in the category of “Compliance” since 2009.

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

## >16,000

employees of Siemens in China participated in the web-based trainings of “Siemens Business Conduct Guidelines” in fiscal 2019\*.

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\*This data doesn't include employees from Siemens Gamesa and Siemens Healthineers in China.





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*Ingenuity for life*

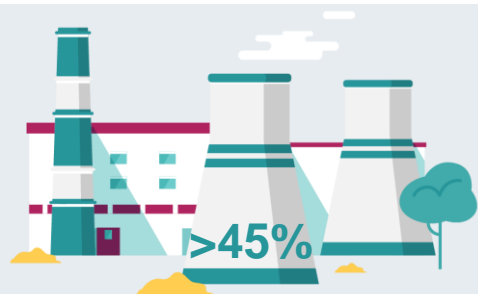
## Employer of choice

Siemens attracts and develops talents by encouraging them to take full ownership of self-learning and career development and fostering high-performance culture.

For six consecutive years, Siemens China has been No.1 among Industrial Engineering companies on the list of Most Attractive Employers in China by Universum.

# We make real what matters

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## Efficient thermal power generation

Over **45%** of fossil power plants in China used Siemens' highly-efficient turbine technologies.



## Renewable energy

Nearly **50%** of offshore wind turbines installed in China were manufactured with Siemens technology.



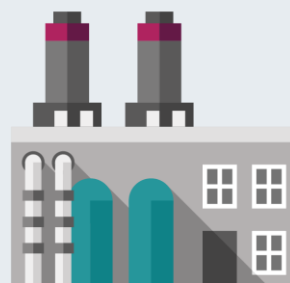
## Efficient power transmission and distribution

Siemens contributed to construction of **29** HVDC links already in operation in China.



## Connected mobility

**39** metro lines in 16 Chinese cities used Siemens' signaling systems.

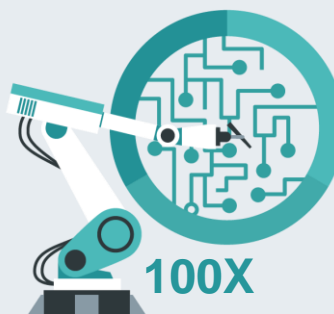


**186,000+**



## Industrial applications

Siemens provided technical support for more than **186,000** Chinese industrial enterprises.



## Digital manufacturing

Siemens supported hundreds of Chinese industrial enterprises in dozens of sectors to implement digital transformation and upgrade.



## Talent education

Siemens nurtured nearly **50,000** innovative engineering talents by hosting "Siemens Cup" China Intelligent Manufacturing Challenge for 13 years.



## Intelligent building technology

More than **1/4** of China's mid and high-end fire alarm systems came from Siemens.

\*All figures relate to accumulation by fiscal 2019 except where otherwise stated.



# Ingenuity for life

## We make real what matters

Siemens Ltd., China

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