

**SIEMENS**

**REAL ESTATE**

# **REALIZING THE VALUE OF CORPORATE REAL ESTATE**

[siemens.com/realestate](https://www.siemens.com/realestate)





SIEMENS REAL ESTATE

# CREATING VALUE FOR OUR CUSTOMERS AND SOCIETY

Our roots are in corporate real estate management for Siemens. In this role, we take overall responsibility for all real estate activities. We manage the portfolio, optimize space utilization, oversee operation of our real estate, including all real-estate-related services, are responsible for letting and sales, and implement all of Siemens' construction projects. Our aim is always to support the strategy of the company and its businesses as best we can, thus creating long-term value.

**Part of these services, which we previously only provided for Siemens, are now available to other companies. This makes us the first corporate real estate manager in Germany to offer these services to third parties.**

In pursuing our activities, we not only create value for our customers but also assume social responsibility. Our spaces and services give present and future businesses room to grow and enable them to concentrate on their core business.

This is how we work:

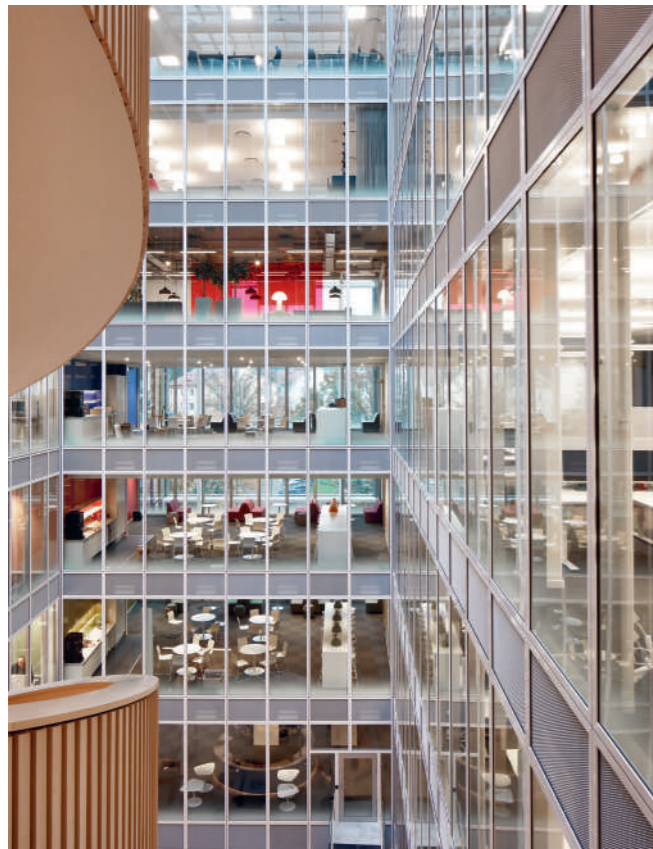
**INNOVATIVE  
CUSTOMER-ORIENTED  
PASSIONATE**

# OUR SERVICES CREATE FREEDOM

Far-reaching structural changes in economy and companies pose new challenges for the real estate sector. The effects of the COVID-19 pandemic are also whirling up the market and its competitors.

Take advantage of Siemens Real Estate's expertise to concentrate on your core business.

We stand for more than 20 years of successful real estate management – in numerous countries, various industries and different asset classes. However, one thing is always the same: we see and value our customers as partners. Individual and tailor-made solutions are a »must« for us. The prerequisite for this is an open dialogue with our customers.



## CONSULT

Company structures are changing dramatically, hierarchies are becoming flatter and enabling new forms of collaboration. In the competition for employees, attractive working conditions and an environment that contributes to an enhanced work-life balance provide a key benefit. Location is also a major influence on success for an increasing number of companies. In addition, the pandemic is changing the requirements for office space due to the increase of remote working and the growing use of virtual communication tools.

As an experienced partner with international market expertise, we will support you in finding and selecting suitable locations and the optimal setup of your real estate portfolio. We will also consult on how to keep the best minds of today and recruit tomorrow's talent with attractive working environments.

**Concentrate on your core business.**

## RENT

We offer a complete package of space, infrastructure and – depending on the location – individually available services, including maximum relief from real estate topics. You rent and concentrate on your business.

And nothing is impossible when it comes to the type of space available. We offer office and production spaces as well as warehouse, developer and special-purpose spaces to cover a wide range of requirements – at 1,700 locations worldwide.

Are you looking for an environment that offers not only space but also synergies and the opportunity to collaborate? If so, one of our Siemens Technoparks is just right for you. Each park is characterized by an individual profile and offers tenants maximum support for their business success.

**More than just space.**

## DEVELOP

The principle of »creating value« applies particularly to our development projects. Whether we are talking about the revitalization of existing sites or a new greenfield development – we identify the potential of locations and real estate and bring it to fruition.

In doing so, we consider the market and user requirements, and build on a broad, global portfolio with a variety of asset classes. Current projects such as Siemens Campus Erlangen, Siemensstadt Berlin, Gateway Gardens Frankfurt and the Siemens Technoparks clearly show how we leverage the full potential of a real estate portfolio.

**Creating value.**

# WE COMBINE INNOVATION WITH TECHNOLOGY KNOW-HOW



Building for society



Thinking across the life cycle



Applying Siemens technology



Compliance with sustainability standards

We have always been on the lookout for new approaches. For our customers and for ourselves. Creating value and assuming social responsibility are the driving forces behind our desire to innovate.

Stringent sustainability standards and energy efficiency measures, innovative working environments, and digital applications in construction and building operation are just a few of the areas in which we play a pioneering role in corporate real estate management. In our new construction, development and revitalization projects, we act as a responsible and dialogue-oriented neighbor. Our own workplace concepts contribute significantly to the well-being of our employees and are an important argument in the competition for talent.

Wherever possible we exploit synergies with other Siemens units and combine our real estate services with Siemens technology. This close cooperation combines technological competence with our know-how as Corporate Real Estate Manager.

## WE LIVE THE REAL ESTATE LIFECYCLE

We manage Siemens' real estate portfolio along the entire lifecycle with full profit and loss responsibility. At the same time, we provide space, infrastructure and all related services.



# WE UNDERSTAND COMPANIES AND THEIR REQUIREMENTS

Our roles are diverse: we are landlords and tenants, operators and users, builders and developers, brokers and portfolio managers. Our portfolio includes office space as well as industrial space. Our clients are active in a wide range of industries around the world.

This is what distinguishes us\*:

**Innovation & Technology**

**Portfolio Optimization & Value Creation**

**400<sup>MIO</sup>** Euro investment per year

**30%** portfolio reorganization in the last 5 years

**Cost Efficiency & Space Optimization**

**Image Change & Employee Satisfaction**

**500<sup>MIO</sup>** savings for Siemens in the last 10 years

**11<sup>MIO</sup>** square meters of space

**Productivity & Customer Satisfaction**

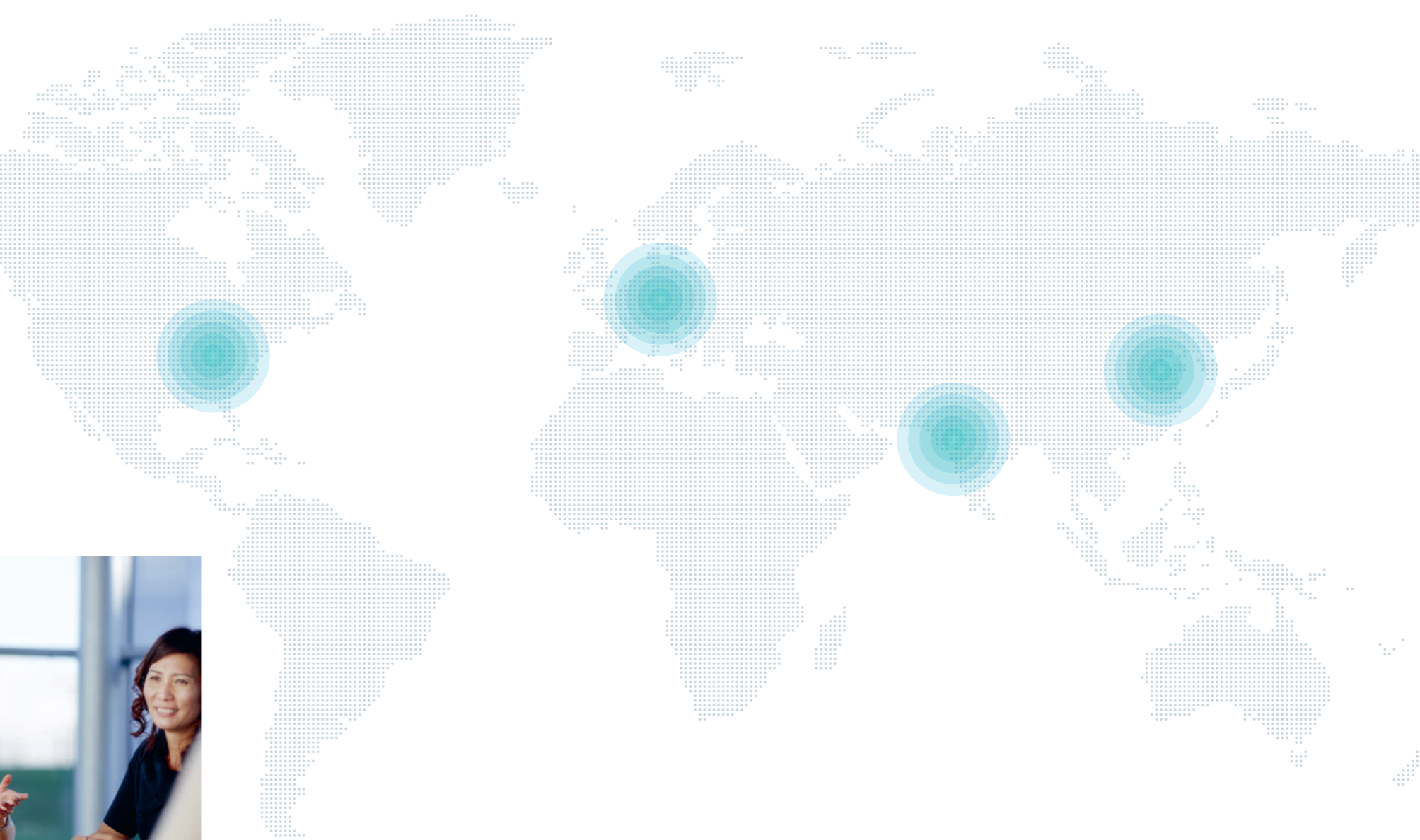


” We have the inside view of two worlds: the real estate market and corporates. Benefit from our expertise.

Dr. Zsolt Sluitner, CEO Siemens Real Estate

\*as of September 2019

# CLOSE TO THE CUSTOMER WITH A VIEW TO THE FUTURE



## WE LISTEN TO OUR CUSTOMERS AND ACTIVELY SHAPE THE FUTURE

We are close to our customers and keep monitoring current developments. We are familiar with both global trends and the particular circumstances of local markets. This enables us to anticipate changes in business requirements at an early stage and ensure the required flexibility by means of active, needs-based and forward-looking management of real estate portfolios. This also includes the future-oriented development of sites and the realization of diverse development projects.

We also strongly foster the dialog within our industry. Our global team of experts is active in a wide range of different committees and real estate networks, allowing us to maintain useful contacts and stay informed while also giving input to the market.



The digital brochure  
directly as ePaper.

Publication data:

Published by: Siemens AG  
Siemens Real Estate  
Otto-Hahn-Ring 6  
81739 Munich, Germany  
[siemens.com/realestate](https://www.siemens.com/realestate)

Subject to changes and errors. The information given in this document only contains general descriptions and/or performance features which may not always specifically reflect those described, or which may undergo modification in the course of further development of the products. The requested performance features are binding only when they are expressly agreed upon in the concluded contract.

© Siemens 2020. All rights reserved.