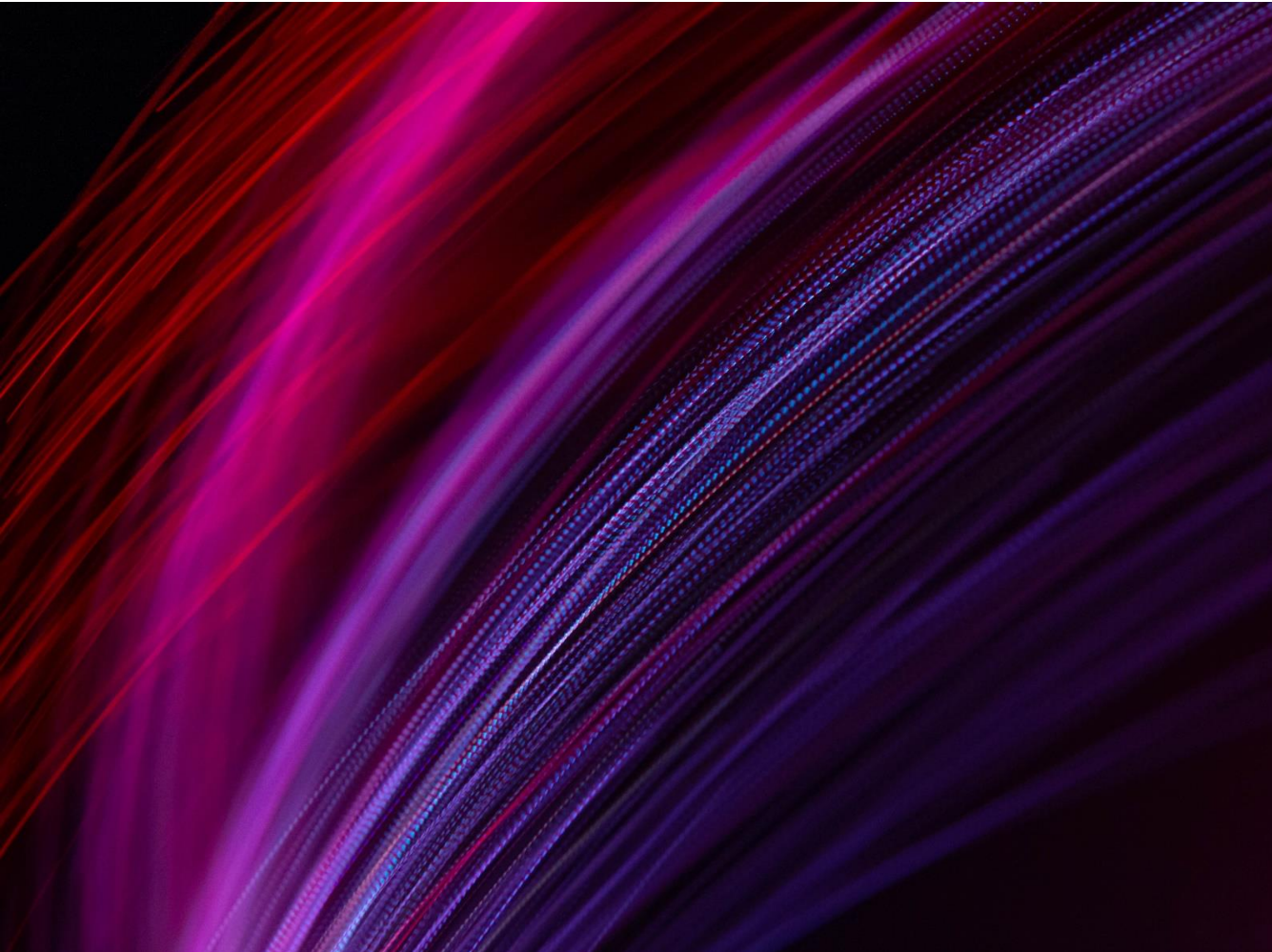


Siemens Vietnam

April 2020

Table of content



• Siemens worldwide	3
• Siemens Vietnam at a glance	22
• Contact	42



More than 170 years ago, Siemens was founded on a powerful idea: A company should not only focus on maximizing profits.

It should also serve society – with technologies and products, with its employment practices, with everything that it does.

This idea is still alive today. Serving society while doing successful and sustainable business is at the heart of Siemens' strategy. It's our company's ultimate purpose."

Joe Kaeser, President and CEO, Siemens AG

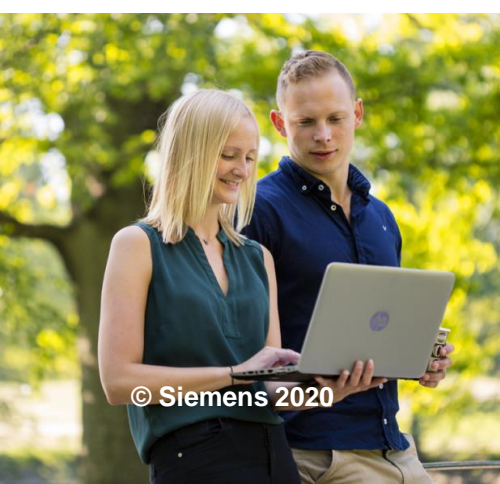


Our purpose

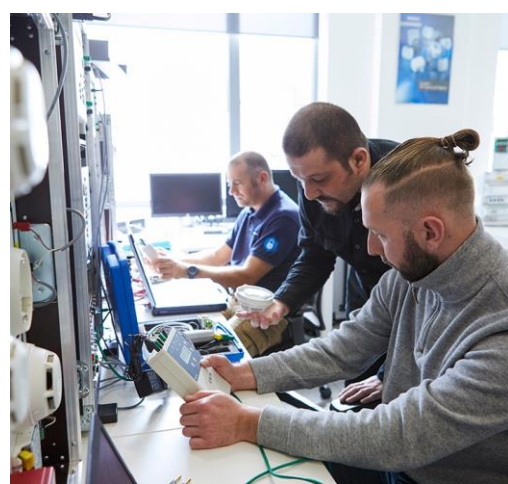
We serve society.

We create value for all stakeholders.

We make real what matters.



© Siemens 2020



172 years
of social responsibility



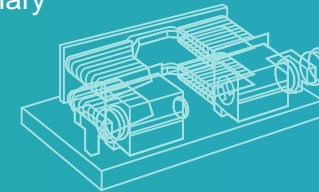
Siemens Innovation

Milestones of a 172-year history



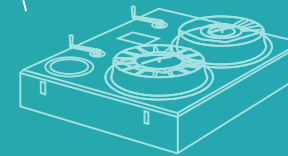
1816 – 1892

Company founder, visionary
and inventor



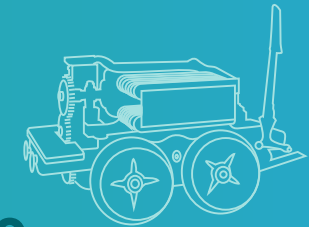
1866

The dynamo makes
electricity part of
everyday life



1847

Pointer telegraph
lays the foundation
of Siemens as a
global company

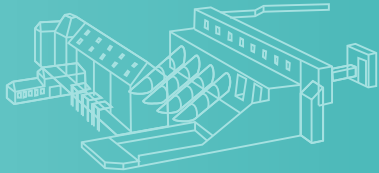


1879

World's first electric
railway

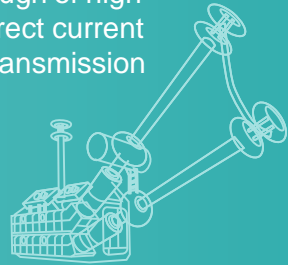
1925

Siemens electrifies the Irish Free State with a hydroelectric power plant



1975

Breakthrough of high-voltage direct current (HVDC) transmission



2010

TIA Portal takes automation a stage further



2016

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



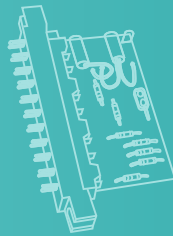
2019

Start of first project for Siemensstadt 2.0



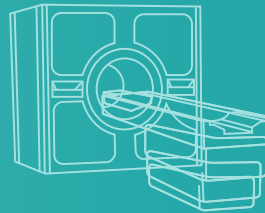
1959

SIMATIC makes 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



Since its founding, Siemens shapes industrial revolutions

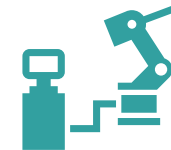
SIEMENS
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Industrie 4.0



Digitalization –
Cyberphysical systems

Industrie 3.0



Electronics and IT –
Automation of manufacturing

Industrie 2.0



Electricity –
Introduction of assembly line

Industrie 1.0



Steam power –
Shift from manual to
mechanical production

Founding of Siemens

Leading in Electrification, Automation and Digitalization

385,000

Employees

€87 bn

Revenue

€5.6 bn

Net profit

10.9%

Profit margin
industrial businesses

In fiscal 2019

Vision 2020+

New company setup as of April 1, 2019



Operating Companies



Strategic Companies

Service Companies (Financial Services, Global Business Services, Real Estate Services)

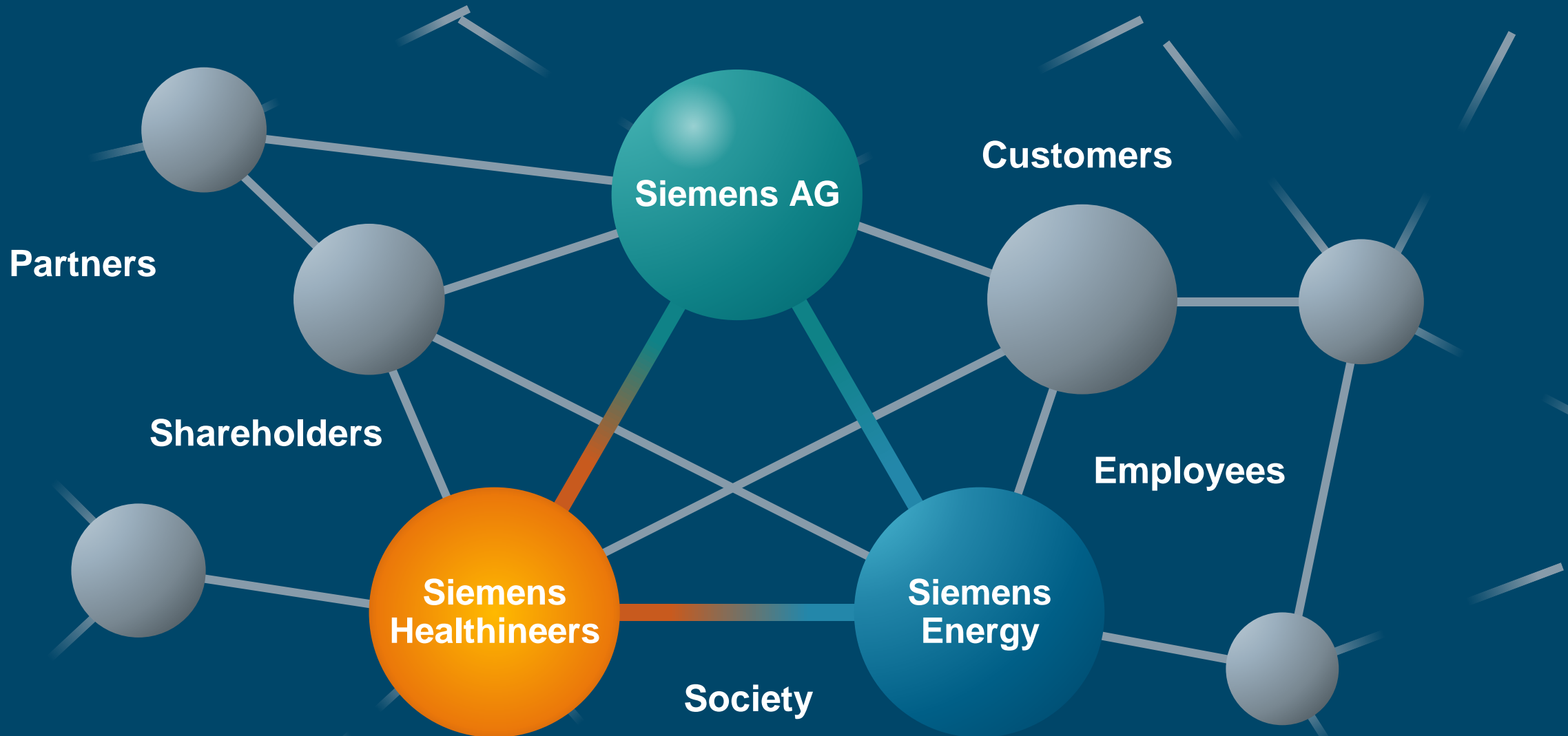
Corporate Development (e.g., IoT Services, Corporate Technology, Next47, Portfolio Companies)

Governance units

*Partial spinoff of Siemens Energy planned; transfer of majority stake in SGRE (67%) to new company planned

The Siemens Ecosystem

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The “new” Siemens AG

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Digital Industries



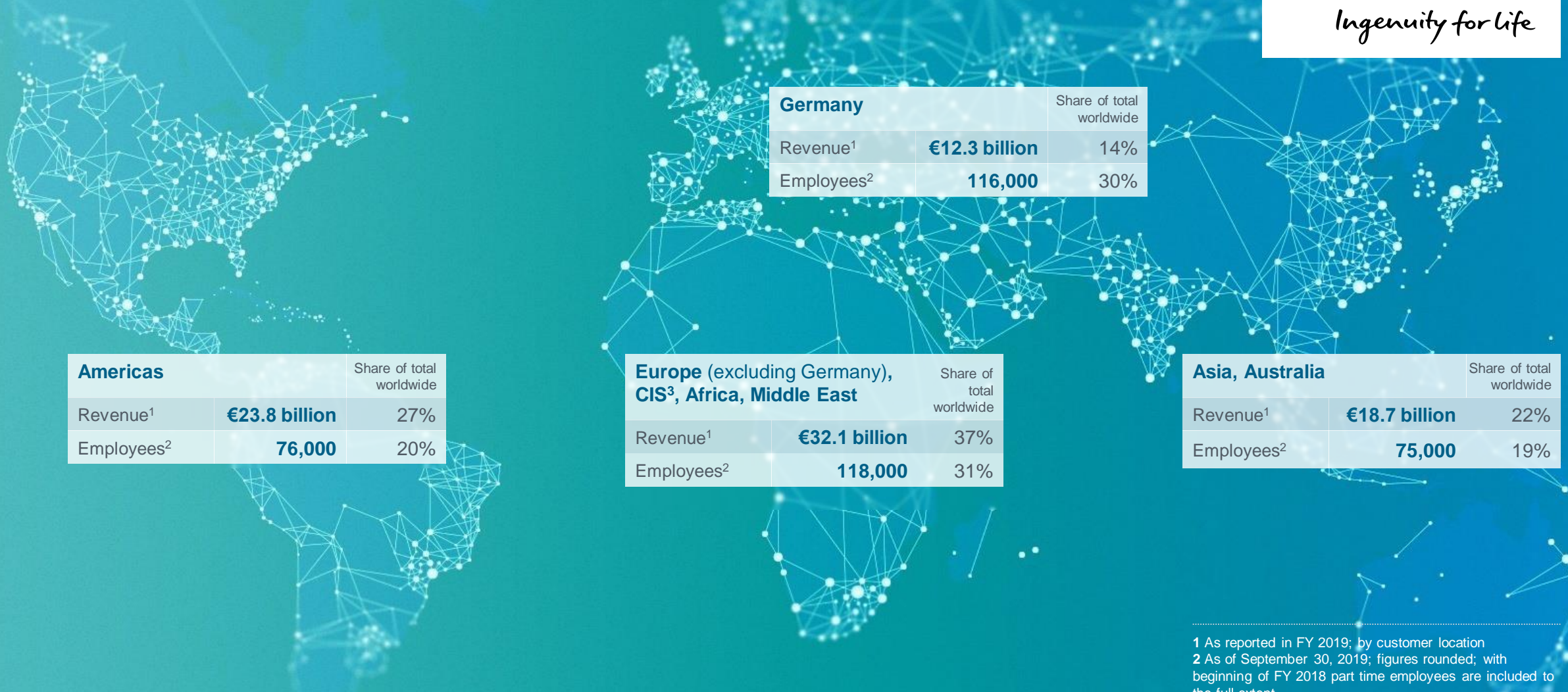
Smart Infrastructure



Siemens Mobility



Close to customers all over the world



Germany		Share of total worldwide
Revenue ¹	€12.3 billion	14%
Employees ²	116,000	30%

Americas		Share of total worldwide
Revenue ¹	€23.8 billion	27%
Employees ²	76,000	20%

Europe (excluding Germany), CIS ³ , Africa, Middle East		Share of total worldwide
Revenue ¹	€32.1 billion	37%
Employees ²	118,000	31%

Asia, Australia		Share of total worldwide
Revenue ¹	€18.7 billion	22%
Employees ²	75,000	19%

1 As reported in FY 2019; by customer location
 2 As of September 30, 2019; figures rounded; with beginning of FY 2018 part time employees are included to the full extent.
 3 Commonwealth of Independent States

All figures refer to continuing operations.

How we're shaping the future



SIEMENS
Ingenuity for life

€ 5.7 bn
R&D expenditures¹

45,200
R&D employees²

Siemens is the European champion of patents

6,850
Inventions¹

3,750
Patent applications¹

Cooperation with universities

8
CKI
universities³

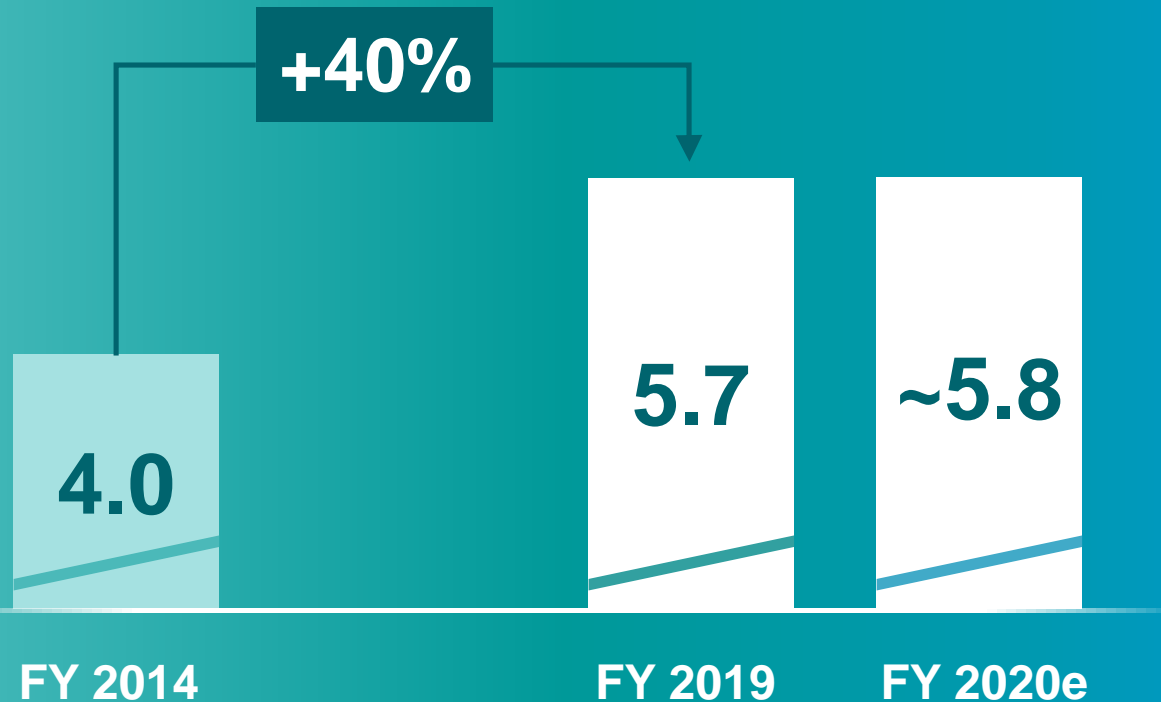
17
Principal partner
universities

¹ In FY 2019; continuing operations

² Averaged in FY 2019. With beginning of FY 2018, part time employees are included to the full extent

³ Centers of Knowledge Interchange

R&D spending
in billions of €



**Innovation is the
basis of our
success**

The focus areas of our 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

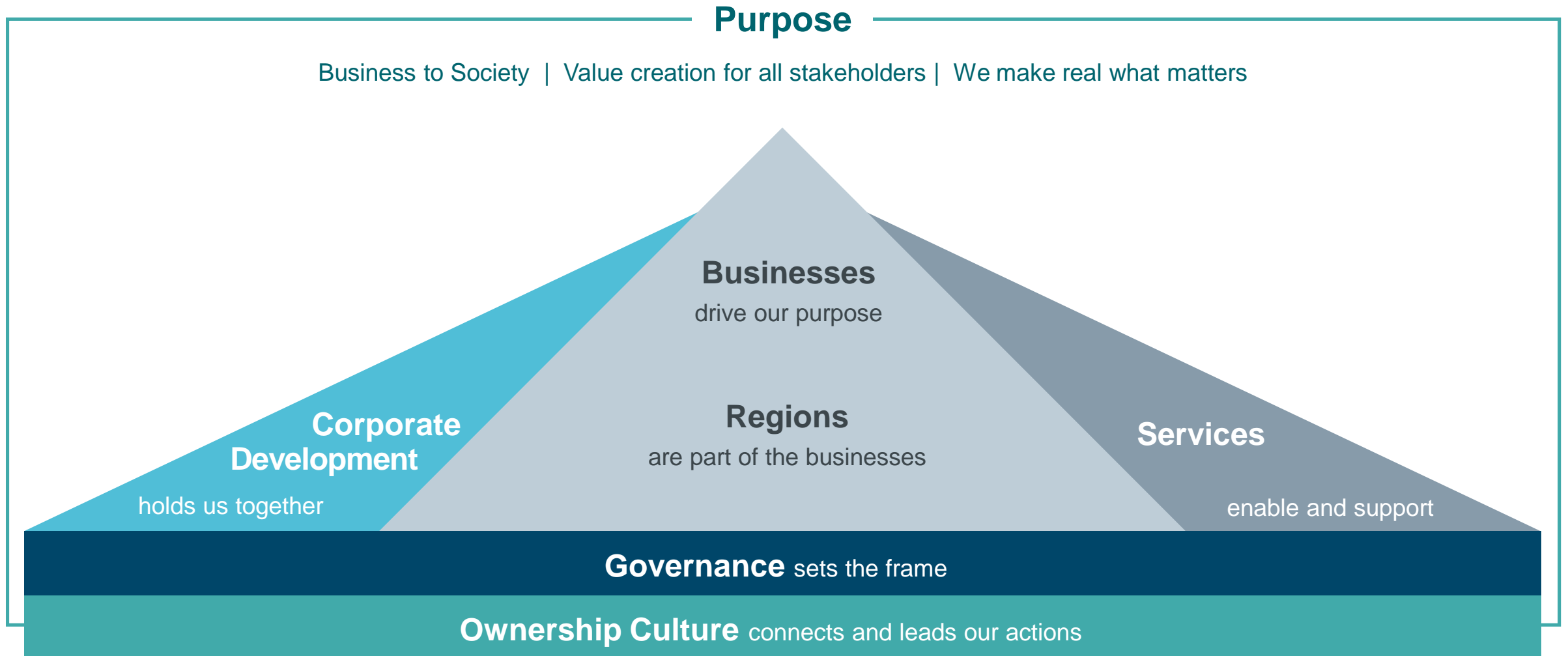
Power electronics

**Simulation and
digital twin**

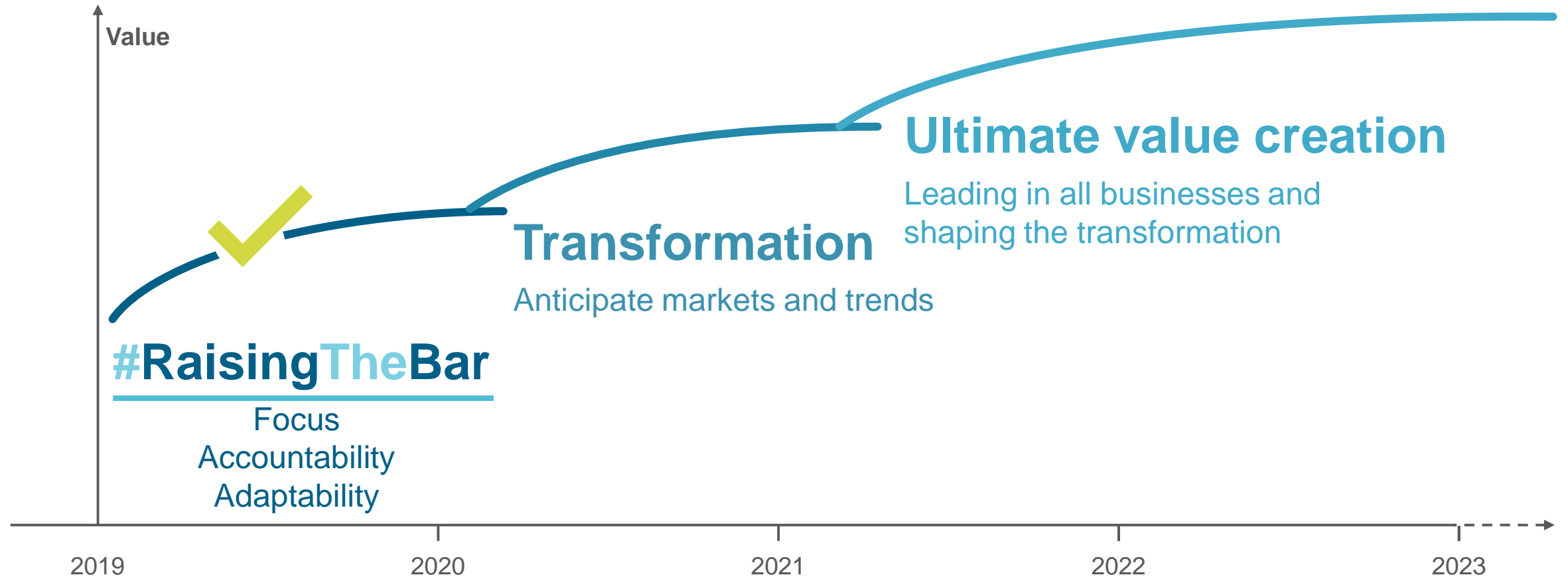
**Software systems
and processes**

Our answer to the challenges of the future – Vision 2020+

Shaping the future Siemens with Vision 2020+



Vision 2020+ Strategy concept for the industrial transformation



Foster Ownership Culture and strengthen entrepreneurial focus

Our 7 goals and how we measure our success











Goal	KPI
1 Grow company value 	Margin lift at Industrial Businesses + 2 ppts. EPS growth > revenue growth ¹⁾
2 Sharpen business focus in E-A-D 	Accelerated comparable revenue growth + 2 ppts. CAGR
3 Be a partner of choice for our customers 	> 20% improvement in customer satisfaction index
4 Get closer to our markets 	> 50% of business HQs outside Germany
5 Live lean governance and drive continuous optimization 	> 20% efficiency improvement of support functions in scope + 20% Global Business Services efficiency (fully optimized)
6 Be an employer of choice 	Improvement in employee satisfaction index
7 Ignite pride and passion for Siemens through Ownership Culture 	Improvement of approval ratings in employee surveys for aspects of leadership, openness, diversity and innovation

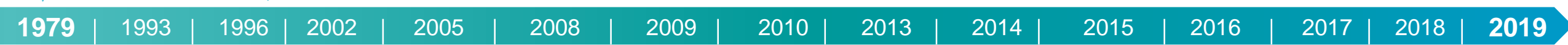
1) on constant minority shareholdings

Siemens in Vietnam

Siemens in Vietnam Milestones



							
Two industrial steam turbines & electrical equipment for Bai Bang Paper Company	First Magnetic Resonance System in the Friendship Hospital in Hanoi	Power Island for 1,500MW Ca Mau 1&2 CCPP & the long-term maintenance service contract in 2008	Power island for 750MW Nhon Trach 2 CCPP	Electrical package, automation system and gear units for Cong Thanh Cement Plant	Long-term service program contract extension for Phu My 3 CCPP	Supply contract of materials and services for 500kV Son La Substation	Technology transfer & motors/drives supply for e-Bus project of VinFast

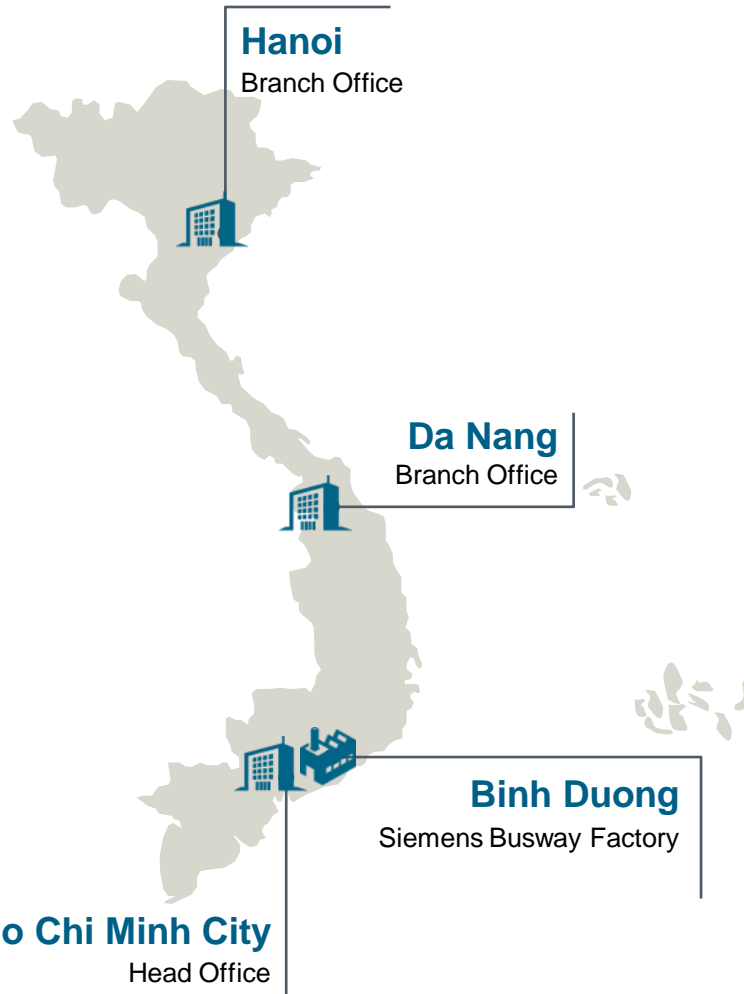


								
Opening of Representation Offices in Hanoi and Ho Chi Minh City	Establishment of Siemens Limited	Inauguration of Siemens Automation Systems Ltd.	Supply of Braumat solution for a number of large-scale breweries	Siemens Building Management System for Bitexco Financial Tower	SCADA/DMS and 110kV unmanned substations for Southern Power Corporation	BMS, Fire alarm system and Energy Management system for Deutsches Haus	Low & Medium voltage products & systems for almost Vinhomes CentralPark project	Upgrade of Hiep Phuc 1 steam power plant to a combined cycle power plant

Siemens in Vietnam

Innovation and market leader in a wide range of businesses

SIEMENS
Ingenuity for life



Operating Companies

Siemens Energy*



Smart Infrastructure

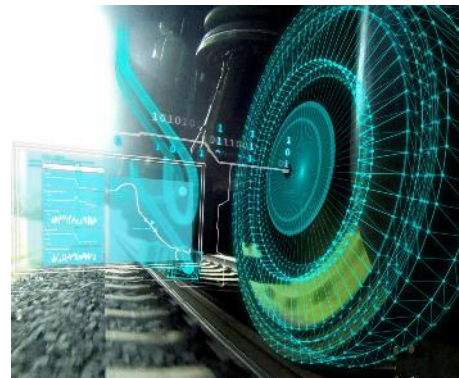


Digital Industries



Strategic Companies

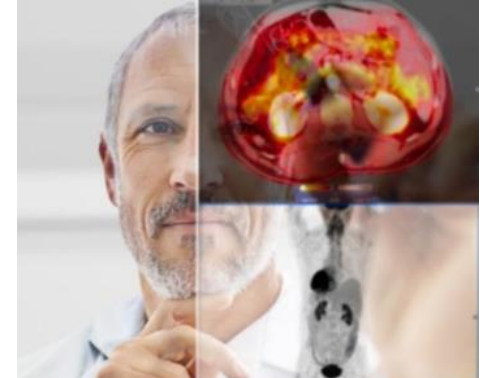
Siemens Mobility



SIEMENS Gamesa*
RENEWABLE ENERGY



SIEMENS Healthineers



*Partial spinoff of Siemens Energy planned; transfer of majority stake in SGRE (67%) to new company planned



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

Operating Companies **Siemens Energy**

Leading the energy transformation.

Siemens Energy is a global pacesetter in energy, helping customers to meet the evolving demands of industries and societies. The energy industry is challenged to shift towards a carbon-neutral future, manage the complexity of decentralized energy systems, and adopt new digital technologies to maintain the competitiveness of its assets.

As the leading innovator for the energy systems of today and tomorrow Siemens Energy comprises broad competencies along significant parts of the energy value chain and offers a comprehensive portfolio for utilities, independent power

producers, transmission system operators and the oil and gas industry.

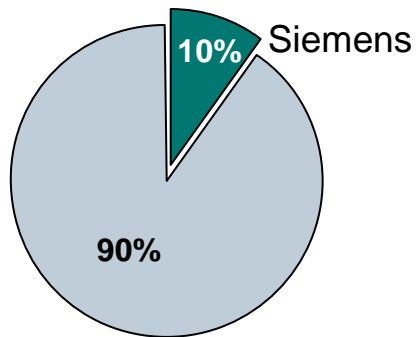
On May 7th, 2019, Siemens announced its plans to give Siemens Energy complete independence and entrepreneurial freedom through a carveout and a subsequent public listing (spinoff). In addition, Siemens plans to contribute its majority stake in the market-leading renewable energies company SGRE – currently 67 percent – to Siemens Energy.

Leading supplier of gas turbines for Combined Cycle Power plants in Vietnam

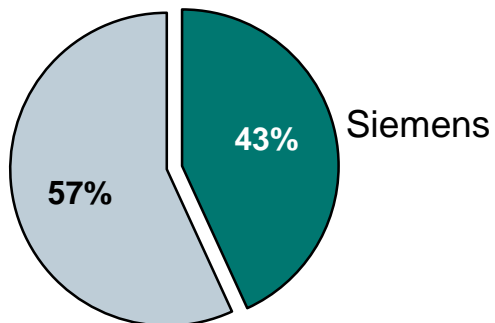


Siemens's contribution to Vietnam Power Generation (2019)

Total Power Generation Output: > 211 billion kWh



Total gas-fired installed capacity: 8 GW



Highlighted project in 2019: Repowering Hiep Phuoc Power Plant

- Supply 03 Gas Turbines 4000F + Genos+ HRSG
- Estimated completion date: mid 2022





Creating environments
that care

SIEMENS
Ingenuity for life

Operating Companies **Smart Infrastructure**

Smart grids + smart buildings = smart infrastructure.

Smart Infrastructure brings together energy systems – from the intelligent control across the grid to medium-voltage distribution system, through a broad range of low-voltage and control products, to the point of consumption – with Siemens' broad portfolio of building technologies. We support utilities, building customers and industries with a wide range of applications.

At the point of connection between the grid and buildings – at the grid edge – there are exciting nascent markets including prosumption, electric vehicle infrastructure, energy storage and microgrids.

We will combine physical solutions and digitalization across the focus areas of electrification and automation.

Complete “Electric Balance of Plant Solution” for the largest solar farm in Vietnam

SIEMENS
Ingenuity for life

Trung Nam Solar Power Plant



Total investment: **\$223 million**
(VND 5 trillion)

Total Capacity: **204 MW**

Deliver up to **425 GWh** per year

Supply electricity for **200,000 households**

Saves around **250,000 tonnes** of CO₂

Almost **700,000 PV panels** used on **270 ha**

Integrated Building Management Systems for the largest and most modern medical facility in Vietnam

SIEMENS
Ingenuity for life

108 Military Central Hospital



Total investment of **\$500 million**

Total floor area: **150,000 sq.m**

Total Capacity of **2,000 beds** and **4,000 beds** in emergencies

Receive up to **4,000 – 5,000 patients** daily

Scope of supply:

- > **iBMS**
- > **Building Management system** including monitor and control HVAC system, Venturi Valves, operating rooms, clean rooms
- > **Integrating other systems:** Lifts, PMS, Access control system

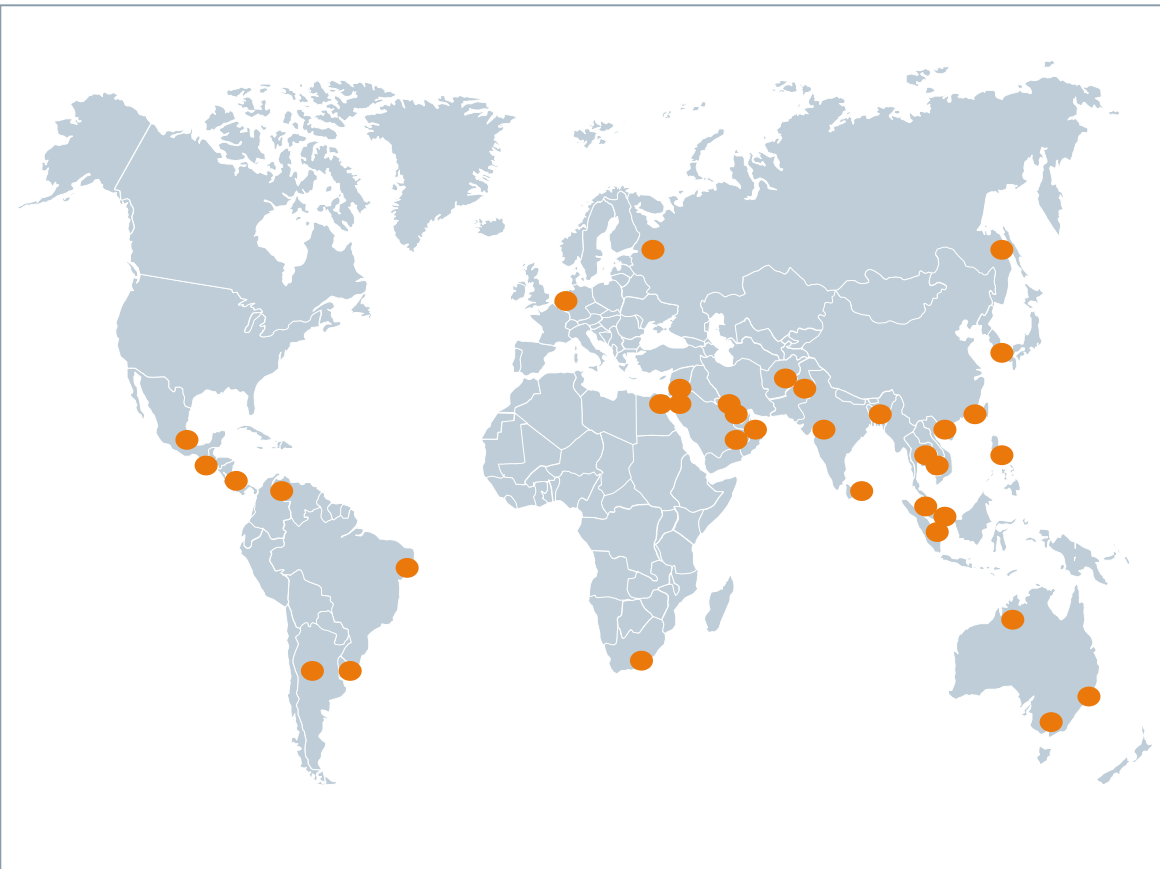
From Vietnam to The World

Siemens Vietnam Busway Factory

SIEMENS
Ingenuity for life

Exporting to 46 countries at 5 continents

Vinhomes Central Park - USD 1.5 Billions
10,000 apartments and Landmark 81





Partner to industry in
digital transformation

SIEMENS
Ingenuity for life

Operating Companies **Digital Industries**

The advancing digitalization, in tandem with the increasing flexibilization of production processes, provides new opportunities and choices for industrial companies all across the globe. Digital Industries supports our customers in unlocking the full potential: as a partner providing cutting-edge technologies for the automation and digitalization of the discrete and process industries.

The Digital Enterprise portfolio is at the core of our offer. It provides companies of all sizes with the right products, along with consistent solutions and services for the integration and digitalization of the entire value chain. As an innovation leader, we think ahead to the next level of digital transformation – and integrate cutting-edge technologies such as artificial intelligence, edge computing, industrial 5G, autonomous handling systems, blockchain and additive manufacturing into our portfolio.

Siemens Digital Industries focus on customer needs with software, automation and services



Software



Factory Automation



Motion Control



Process Automation



Customer Services

Vertical solutions

Helping customers unlock the full potential of automation and digitalization

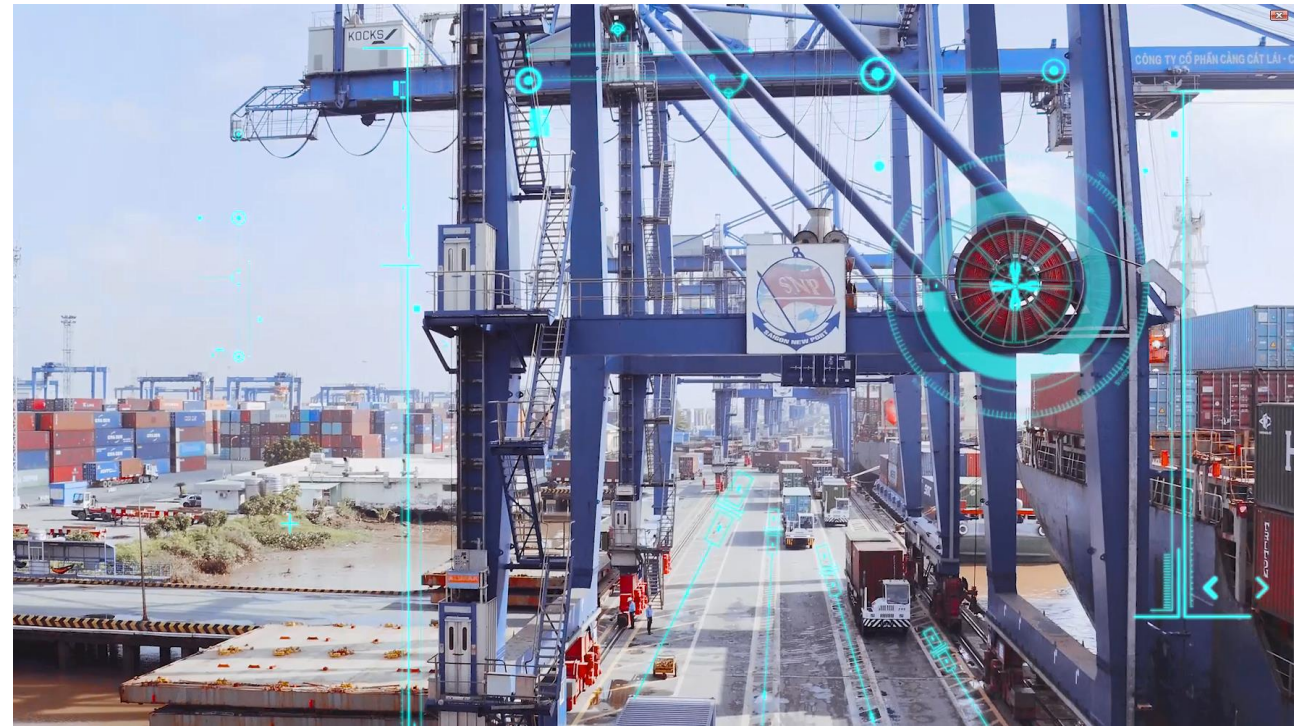
MindSphere Application for Siemens Vietnam Busway Factory

- Siemens Digital Industries provided Digitalization system – first locally built MindSphere Application for Siemens Vietnam Busway Factory in Binh Duong and now the reference for other Siemens projects in Vietnam & in the region.



Saigon New Port project

- Siemens provided entire solution on SIMOCRANE base for hardware & software upgrading at Saigon New Port – the biggest container port in Vietnam.



SITRAIN Vietnam Digital Industry Academy

SIEMENS
Ingenuity for life



Officially open since May 2018

> 20 standardized training courses on Factory Automation, Process Automation, Motion Control, CNC Automation Systems and Digital Enterprise

... together with Custom-tailored courses

Professional trainers from Siemens Vietnam & Siemens global

Over 300 courses so far

Highlighted customers: VinFast, SABECO, Coca-Cola, Heineken, Samsung, TetraPak, GROB-WERKE, etc.

More than 2,300 members on the Facebook group of SITRAIN Vietnam



**Shaping
connected mobility**

SIEMENS
Ingenuity for life

Strategic Companies **Siemens Mobility**

The efficient, safe and environmentally friendly transportation of people and goods by rail and road – Mobility bundles all of Siemens' transportation-related products, solutions and services.

Advanced networked and IT-based mobility solutions and comprehensive know-how are increasing infrastructure availability, optimizing route use and raising travel quality to new levels – by rail, on the road, or across multiple modes of transportation.

Intelligent & efficient solutions for Vietnam's urban development

SIEMENS
Ingenuity for life

Siemens installs intelligent road solutions for Hanoi

- Energy saving up to 70% with Siemens Very-Low-Power traffic lights
- Holistic city traffic management system thanks to Siemens controller "sX" (Smart Crossing)

Introduce the new sensor to Level Crossing of Vietnam Railways

- This project contributes to reduce railway accidents, bringing safety to Vietnamese people.



Siemens very-low-power traffic lights at Pham Hung – Me Tri intersection in Hanoi





**Leader in the
renewable energy industry**

SIEMENS
Ingenuity for life

Strategic Companies

Siemens Gamesa Renewable Energy

Siemens Gamesa Renewable Energy is a leading supplier of reliable, environmentally friendly, and cost-efficient renewable energy solutions. The wind turbines offered by Siemens Gamesa Renewable Energy are a worthwhile investment from both a financial and an environmental perspective. Our wind power solutions deliver clean, renewable energy from onshore and offshore installations all over the world.

Siemens Gamesa Renewable Energy

Preferred partner for Vietnam's wind power projects

SIEMENS
Ingenuity for life

Strengthening our presence in onshore wind projects in Vietnam

- 40 MW Dam Nai 1 & 2 wind farm in Ninh Thuan
- 21 MW Phuong Mai 3 wind farm in Binh Dinh
- 100 MW Hoa Thang 1.2 wind farm in Binh Thuan
- 30 MW Vinh Chau Phase 1 wind farm in Soc Trang
- 113 MW Hoa Thang 1.2 wind farm in Binh Thuan

Pioneer in nearshore wind projects in Vietnam

- 60 MW Thanh Hai 1 & 2 wind farm in Ben Tre
- 310 MW Binh Dai wind farm in Ben Tre





**Next generation
healthcare technologies**

SIEMENS
Ingenuity for life

Strategic Companies

Siemens Healthineers

The listed Siemens Healthineers enables healthcare providers around the world to deliver high-quality patient care. As a leading global healthcare company, we're continuously developing our portfolio, expanding our medical imaging and laboratory diagnostics offerings and augmenting them with a growing range of healthcare management, consulting and IT services – such as advanced therapeutic solutions and molecular in-vitro diagnostics.

Siemens Healthineers is proactively developing its digital healthcare services. We help customers succeed in today's dynamic healthcare market by creating new business models that maximize opportunities and minimize risks for healthcare providers.

Siemens Healthineers - Providing top cutting-edge technologies for more than 1,250 hospitals & clinics in Vietnam



Diagnostic Imaging



Ultrasound



Advanced Therapies



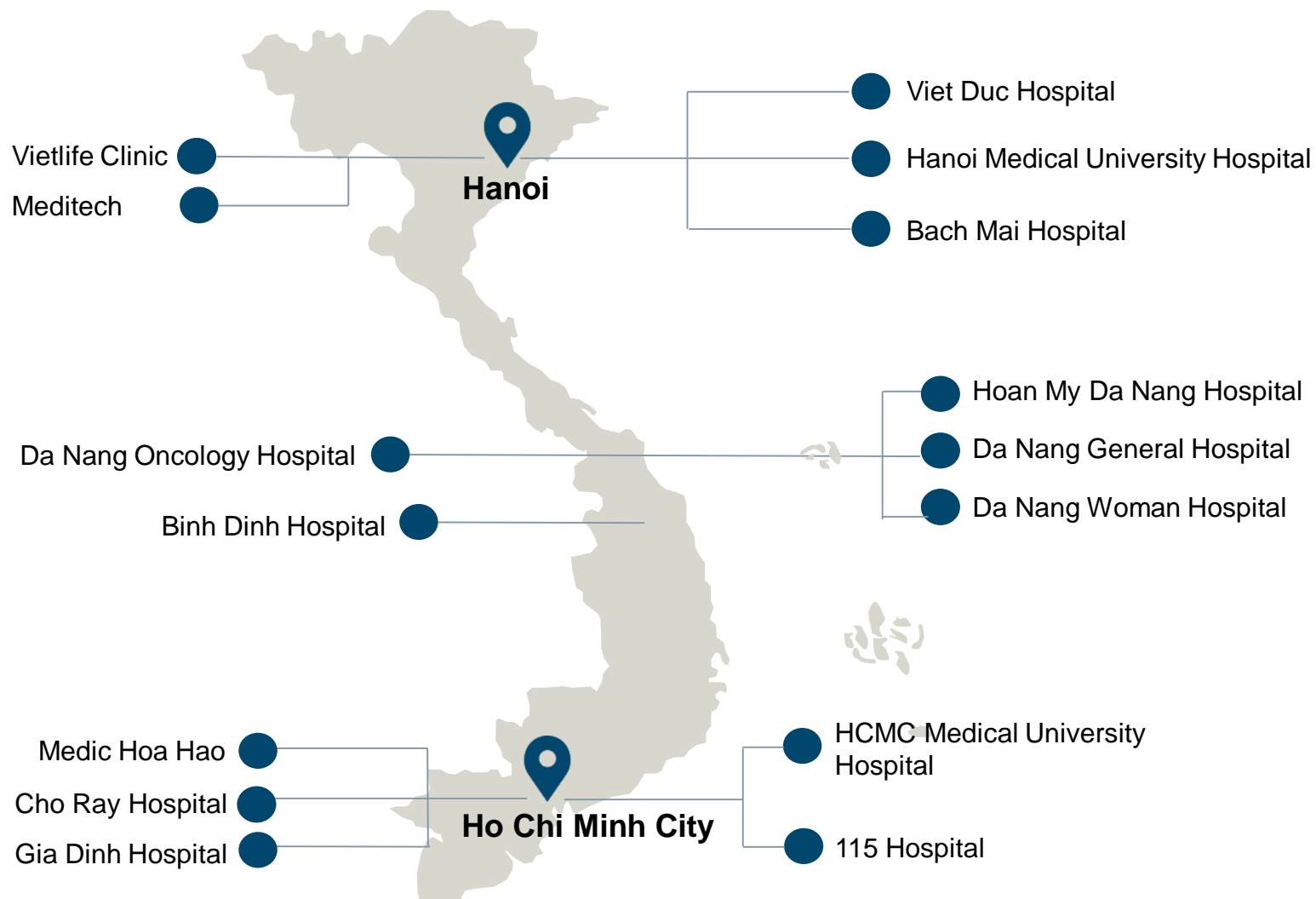
Laboratory Diagnostics



Point of Care Diagnostics



Value-added services



80 educational workshops & CMEs for more than 15,000 participants per year

Siemens in Vietnam

An industry benchmark in Compliance

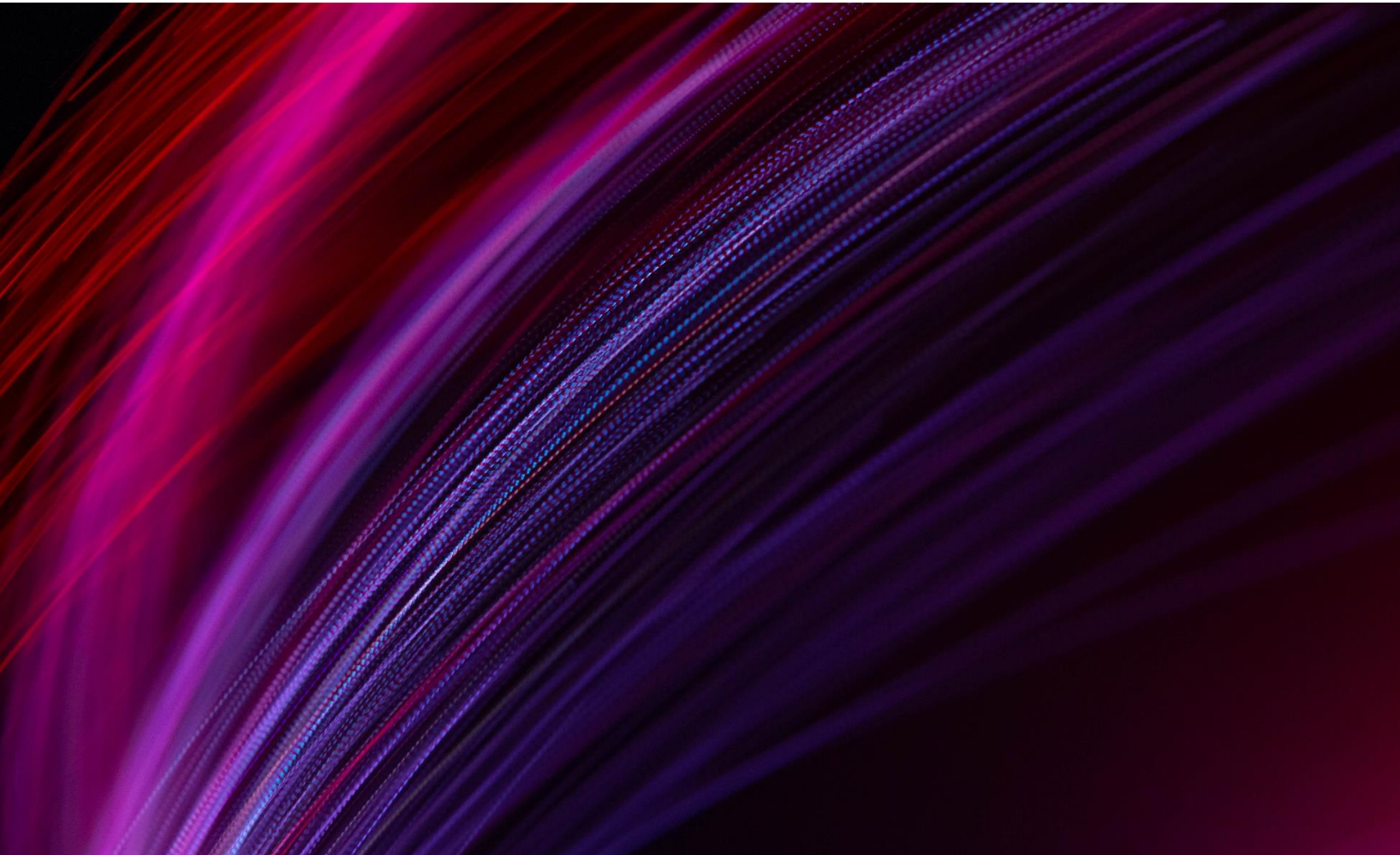
SIEMENS
Ingenuity for life



“ Our company’s active ownership culture makes the difference. Above and beyond ingenuity, people rightly associate Siemens with reliability, fairness and integrity ”

*Joe Kaeser,
President and CEO of Siemens AG*

Contact



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