Siemens is one of the world’s largest producers of energy-efficient, resource-saving technologies

<table>
<thead>
<tr>
<th>Orders and revenue</th>
<th>Employees</th>
<th>Profitability and capital efficiency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders 82,340</td>
<td>Total (continuing operations) 348</td>
<td>Net income 7,380</td>
</tr>
<tr>
<td>Revenue 75,636</td>
<td>Germany 114</td>
<td>Return on capital employed (ROCE) 19.6%</td>
</tr>
<tr>
<td></td>
<td>Outside Germany 234</td>
<td></td>
</tr>
</tbody>
</table>

*Fiscal 2015: October 1, 2014 – September 30, 2015  * In millions of € except where otherwise stated
Siemens partners with China for over 140 years

1847
Werner von Siemens founded Siemens & Halske

1872
Siemens supplied the first pointer telegraph to China, marking the start of China's modern telecommunications

1904
Siemens set up its first permanent office in China in Shanghai

1937
John Rabe, then Siemens representative in Nanjing, saved 250,000 lives from massacre

1947
Siemens inked cooperation memorandum with China, the first of its kind among foreign enterprises in China

1985
John Rabe, then Siemens representative in Nanjing, saved 250,000 lives from massacre

1994
Siemens Ltd., China was established, the first holding company formed by a foreign investor in China

2006
Siemens China Corporate Technology officially opened

2008
Siemens Center Beijing, headquarters of Siemens China, came into operation in Beijing

2013
Siemens' first "digital enterprise" in China began operation in Chengdu

2016
Siemens renewed cooperation memorandum with National Development and Reform Commission
Siemens is an integral part of China’s economy and society

Siemens is one of the largest foreign-invested companies in China

€6.94 billion revenue in fiscal 2015

Siemens has a work force of 32,000 in fiscal 2015
Our wide range of businesses covers the entire industrial chain

- Power and Gas
- Power Generation Services
- Energy Management
- Building Technologies
- Financial Services
- Wind Power and Renewables
- Mobility
- Digital Factory
- Process Industries and Drives
- Healthcare*

*Separately managed
We focus on electrification, automation and digitalization

**Electrification**
Generation, transmission, distribution and efficient use of electricity

**Automation**
Automatic operation of equipment and facilities like factories and grids

**Digitalization**
Intelligent collection, analysis and utilization of data
Siemens China Corporate Technology was initiated in 1998 and officially opened in 2006.

In fiscal 2016, Siemens initiated China innovation center.

R&D cooperation with 87 universities and education organizations.

About 4,500 R&D researchers and engineers.

We innovate for a sustainable future. More than 10,000 active patents and patent applications.

20 R&D hubs across the country.

Siemens Ltd., China
Siemens helps China address megatrends

China’s 13th Five-Year Plan calls for “innovative, coordinated, green, open and shared development”.

Climate change  Urbanization  Demographic change  Globalization  Digitalization
Siemens DF/PD hotline has provided more than 153,000 Chinese companies with technical support since its set-up.

Siemens had cooperated with over 100 Chinese EPCs in 60 markets overseas by 2015.

By fiscal 2015, Siemens had supplied signal systems for 23 metro lines in 14 cities.

Siemens’ energy efficiency solutions help the Canton Fair Complex save electricity of 2,700,000 kwh each year.

By early 2016, Siemens had participated in the construction of 14 HVDC lines in China, which have been put into operation.

Siemens supplies 9 of top 15 wind power equipment manufacturers with drive technologies and products.

8 of the world’s 10 largest iron and steel manufacturers are Siemens’ customers.

150 large-scale stadiums in the world are equipped with Siemens’ automation and security systems.

Siemens is the partner for sustainable growth around the globe.

3,000 cranes in almost all the harbors around the world are equipped with Siemens drive and control systems.

77,000 companies are using Siemens PLM software globally.

1/2 of major subway corporations worldwide are our customers.

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1/2 of major subway corporations worldwide are our customers.

We make real what matters
Embrace the future of manufacturing

In cooperation with Ministry of Education, Siemens helped universities establish labs and develop textbooks, and has been sponsoring the “Siemens Cup” China Intelligent Manufacturing Contest for 10 years to cultivate innovative engineering talents. In total, Siemens has cultivated over 16,000 engineering talents.
Embrace the future of manufacturing

With Siemens’ digital manufacturing solutions including Solid Edge software, Press Line Simulation software, Totally Integrated Automation systems and so on, JIER Machine Tool Group Co., Ltd. has enhanced its international competitiveness and become one of the world’s top 3 auto press equipment producers.
With Siemens’ advanced power generation technologies for coal plants, Shanghai Waigaoqiao No. 3 Power Plant has become the world’s most efficient coal plant with an efficiency rate of over 46.5%.
Siemens provided Shanghai Tower with advanced energy management and intelligent building systems including power transmission and distribution, energy automation, fire alarm control and intelligent lighting system, enabling intelligent management of the building, making the building safer and more reliable. The power consumption of Shanghai Tower is equivalent to that of a small town with a population of 50,000.
Siemens provided integrated Traffic Management System for Zhuhai. The system collects, sorts out and analyzes mass data about traffic, providing a quantitative basis and criterion for the decision-makers and bringing tangible convenience to residents.
Siemens had in China its first 100% low-floor tram project in Haizhu District of Guangzhou, providing advanced propulsion systems and bogies for seven 100% low-floor trams. The project features large capacity and high energy efficiency.
Leverage digitalization to create value

With Siemens’ Simatic IT, Great Wall Wine Yantai Winery built “Whole Industrial Chain Informatization System of Wine”, making manufacturing more intelligent and efficient.
Leverage digitalization to create value

Siemens Electronics Works Chengdu is the company's first “digital factory” outside Germany, and it is highly digitalized from product design to manufacturing. Its first-pass yield of products could reach 99.5%.
We only do clean business

Committed to ethical and responsible actions

“The lived ownership culture of our company makes the difference. People rightly associate Siemens with reliability, fairness and integrity.”

—— Joe Kaeser, President and CEO of Siemens AG
Our comprehensive initiatives help achieve people excellence

**Attract talents**
- Experienced hiring
- Campus recruitment campaign
- ERP (Employee Referral Program)
- TOPAZ (student program)

**Learning**
- Training from Learning Campus China
- E-learning
- Siemens Learning Day

**Development**
- Young Talent Development Programs
- Job rotation and assignment
- Three career paths: Management, Project Management and Expert

**High-performance culture**
- Comprehensive employee performance evaluation system
- Flexible reward measures
Siemens makes positive and lasting contributions to the society

Corporate Social Responsibility: caring for societies & strengthening business
Siemens Employee Volunteer Association was launched in 2012 as a company-wide volunteerism platform.

Access to Education
I-Green Program benefited 20,000+ children in nine cities across China between September 2009 and December 2015.

Sustaining Community
Siemens has provided technical and humanitarian assistance in the wake of disasters in Tianjin, Ludian, Wenchuan, Yushu, etc.

Access to Technology
Siemens aims to achieve a net-zero carbon footprint by 2030. By fiscal 2015, over 10 Siemens buildings in China were awarded LEED certification.
It is Siemens’ unrelenting drive and promise to create value for customers, employees and the society. Siemens makes real what matters, and creates a better life for all of us.