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

**Key figures of Siemens AG in fiscal 2016***

<table>
<thead>
<tr>
<th>Orders and revenue</th>
<th>Employees</th>
<th>Profitability and capital efficiency</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Continuing operations)</td>
<td>(in thousands)</td>
<td>(Continuing and discontinued operations)</td>
</tr>
<tr>
<td>Orders</td>
<td>86,480</td>
<td>Total (continuing operations) 351</td>
</tr>
<tr>
<td>Revenue</td>
<td>79,644</td>
<td>Germany 113</td>
</tr>
<tr>
<td>Outside Germany</td>
<td>238</td>
<td></td>
</tr>
</tbody>
</table>

*Fiscal 2016: October 1, 2015 – September 30, 2016  * 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

1985: Siemens inked cooperation memorandum with China, the first of its kind among foreign enterprises in China

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

€6.44 billion revenue in fiscal 2016

Siemens has a work force of 31,000 in fiscal 2016
Our wide range of businesses covers the entire industrial chain*

* By September 30, 2016
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
We innovate for a sustainable future

More than 11,000 active patents and patent applications

20 R&D hubs across the country

Siemens China Corporate Technology was initiated in 1998 and officially opened in 2006

More than 4,500 R&D researchers and engineers

R&D cooperation with 87 universities and education organizations

In fiscal 2016, Siemens China Innovation Center initiative launched
China’s 13th Five-Year Plan calls for “innovative, coordinated, green, open and shared development”.

Climate change  Urbanization  Demographic change  Globalization  Digitalization
Siemens is the partner for sustainable growth around the globe

- 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 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 2016, Siemens China had supplied signal systems for 31 metro lines in 14 cities and won Siemens’ first Long Term Evolution order globally.
- By early 2017, Siemens contributes to the construction of 18 HVDC lines in China.

- Siemens’ energy efficiency solutions help the Canton Fair Complex save electricity of 2,700,000 kwh each year
- By fiscal 2016, Siemens has received orders of around 160 units of highly-efficient gas turbines* in China
- By early 2017, Siemens contributes to the construction of

*Highly-efficient gas turbines include large gas turbines, industrial gas turbines and aeroderivative gas turbines
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

Siemens provided an advanced power system including the DP3 closed ring power solution to “Bluewhale 1”, the semisubmersible drilling rig with the greatest operating water depth and drilling depth, built by CIMC Raffles, to ensure energy-efficient, stable and safe operation of the rig.
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 equipped Shanghai Tower, which claims a power consumption equivalent to that of a small town with a population of 50,000, with advanced energy management and intelligent building systems 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.
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 provided integrated solutions to electrical works and building automation of Lilacs International Commercial Center in Shanghai. The solutions include transformers, medium- and low-voltage switchgears, building automation systems, fire safety systems, EIB lighting control system, etc., making the building safer, more intelligent and energy-efficient.
Leverage digitalization to create value

Siemens Industrial Automation Products Ltd., Chengdu (SEWC) 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%. 
Leverage digitalization to create value

With Siemens’ Simatic IT Unilab and TIA systems, Mengniu has established Laboratory Information Management System, covering its 34 labs at production factories and two R&D-oriented central labs. Mengniu has now achieved digital documentation of quality data to ensure food safety and scientific management of the entire value chain.
We only do clean business

“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 creates lasting values to the society

**Corporate Social Responsibility: caring for societies & strengthening business**

In 2012, Siemens established Siemens Employee Volunteer Association (SEVA) to provide a volunteerism platform for the society, the employees and the company.

Siemens I-Green Education Program consistently benefited 20,000+ children in nine cities across China between September 2009 and December 2016.

Siemens aims to achieve a net-zero carbon footprint by 2030. Area A of the Canton Fair Complex, where Siemens contributed to an energy renovation project, has received a gold LEED certification.

Siemens organizes various volunteering activities about environmental protection, supporting development of NGOs, and providing social and humanitarian assistance to people in need.
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.