SIEMENS
Ingenuity for life

Investing in Britain & Ireland's Industrial Future

Mike Houghton

MD Siemens Process Industries & Drives

Siemens in the UK

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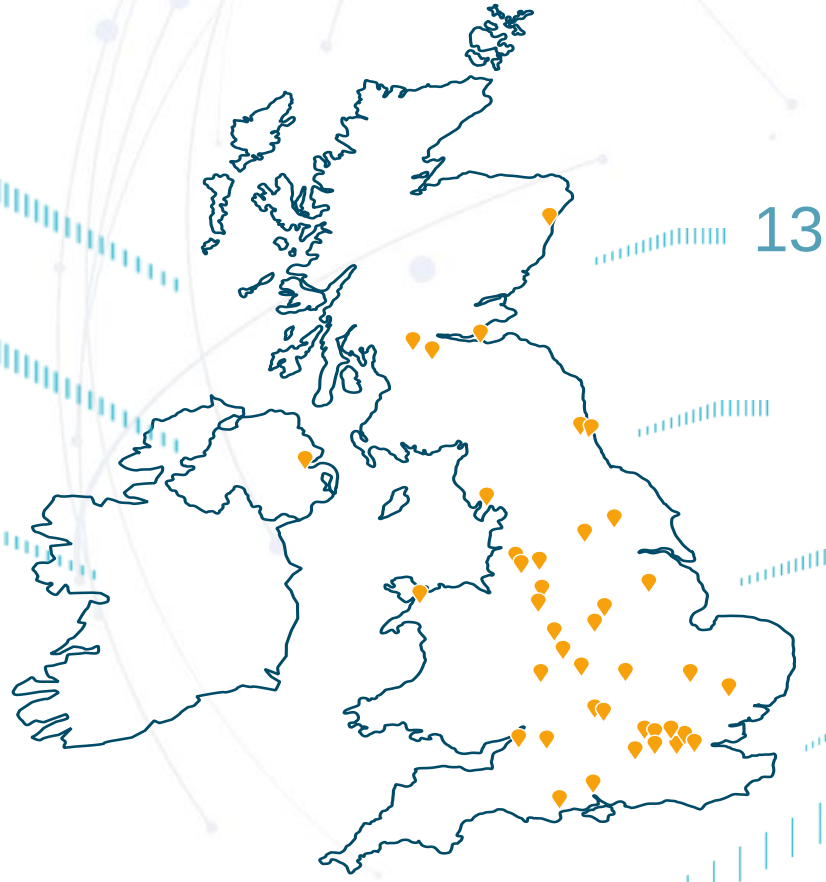
Established in 1843

14,000 Employees

500 Apprentices

Supply chain in UK 55,000



13 Manufacturing Facilities

£5bn Revenue

100 Graduates

28 Major Siemens sites

Figures FY15

For illustration purposes only

Siemens in the UK

Focusing on key business drivers of electrification, automation and digitalisation

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Power and Gas (PG)

Strongly positioned in core markets

Business units:

- Large Gas Turbines, Generators
- Distributed Generation
- Steam Turbines
- Compressors
- Energy Solutions
- Instrumentation & Electrical

Wind Power and Renewables (WP)

Unique competitive position

Business units:

- Onshore wind
- Offshore wind

Power Generation Services (PG)

High margin / constant flow of revenue

Business units:

- Large Turbines
- Small, Medium Turbines & Compressors
- Wind Power & Renewables

Energy Management (EM)

Seamless offering

Business units:

- Medium Voltage & Systems
- Low Voltage & Systems
- Transformers
- High Voltage Products
- Transmission Solutions
- Energy Automation
- Smart Grid Solutions & Services

Building Technologies (BT)

Strong technology base & integrated solutions

Business units:

- Control products & Systems
- Solutions & Service Portfolio

Mobility (MO)

Strengthened Portfolio

Business units:

- Mobility Management (Traffic Solutions & Rail Automation)
- Turnkey Projects & Electrification
- Mainline Transport (High Speed & Commuter Rail)
- Urban Transport
- (Metro & Light Rail)
- Customer Services

Digital Factory (DF)

Shaping the future of manufacturing

Business units:

- Factory Automation
- Motion Control
- Product Lifecycle Management
- eCar Powertrain Systems
- Customer Services DF&PD

Processes Industries & Drives (PD)

Bundling process know-how

Business units:

- Large Drivers
- Process Automation
- Upstream & Midstream
- Mechanical Drives
- Metals Technologies (JV)

Healthcare – Separately managed (HC)

Personalised & affordable healthcare

Business units:

- Imaging
- Clinical Products
- Diagnostics
- Customer Solutions

Financial Services (SFS)

Combine industrial & financial logic

Business units:

- Commercial Finance
- PS* – Power, Oil & Gas
- PS – Energy Management, Mobility & Industries
- PS – Healthcare & Leveraged
- Treasury
- Financing & Investment Management
- Insurance

Siemens Innovative Power in Figures

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Expenditures for research and development

€4.5 billion
Expenditures for R&D in fiscal 2015

32,100
R&D employees[1]

Inventions and patents – securing our future

7,650
inventions[1]

3,700
patent applications

University cooperations our knowledge edge

9
Centres of Knowledge Interchange universities[2]

16
principal partner universities

Siemens Global Research Centres

Partnerships

30 partnerships with universities, research institutes and other organizations in the UK

170 UK collaborations with universities, research institutes and other organizations

6 Master Research Agreements and Memorandum of Understanding – Lincoln, Sheffield, Manchester, EPSRC, STFC, Newcastle In progress – Cambridge, Oxford, Strathclyde

1 In fiscal 2015

2 Centers of Knowledge Interchange

Siemens UK Research Network

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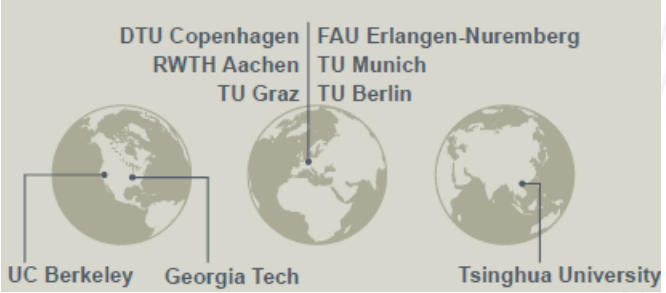
Strategic Partners

Universities

Centres of Knowledge Interchange

Top Universities with focus on R&D and HR (global and country)



Global Principal Partner

Strategic Partner for R&D and/or HR (country or global sector focus)

- **Cambridge**
- TU Darmstadt
- TU Dresden
- University Duisburg-Essen
- Karlsruhe Institute of Technology (KIT)
- **Lincoln**
- **Manchester**
- Massachusetts Institute of Technology (MIT)
- **Newcastle**
- Purdue University
- Shanghai Jiao Tong Univ
- University Stuttgart
- Tongji University
- TU Wien
- ETH Zurich

Global Partner

Further Partner for R&D and/or HR and/or Business (rather country focus)

- **Oxford**
- **Sheffield**
- **Loughborough**
- **Imperial College**
- **Nottingham**
- **Strathclyde**

Aligned approach for synergetic activities:

- Preferred partners: strategic R&D projects and talent acquisition
- Coordinated engagement plan for R&D and/or HR
- Regular partner review and (de)nomination of strategic partner

Coordination

UK Innovation Partner Engagement

- **Siemens:**
  - *Executive Sponsor*
  - *R&D coordinator – P Beasley*
  - *TA coordinator – R Wilson*
  - *UK Divisional Innovation Managers*
  - *Legal Support*
- **University and Funding Bodies:**
  - *Siemens Account Manager*
  - *Regular meetings with VC or ProVC, Business engagement team*

UK Research Network

- Research Councils
- Innovate UK
- Higher Education Facilities Council for England
- Local Enterprise Partnerships
- National Physical Laboratory
- Scottish Government and Welsh Assembly

Thank you