Siemens is organized in 4 Sectors: Industry, Energy, Healthcare and Infrastructure & Cities

Siemens: Facts and Figures

<table>
<thead>
<tr>
<th>Siemens sectors</th>
<th>Key figures FY 2013</th>
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<tbody>
<tr>
<td>Industry</td>
<td>• Sales: ~€ 76 bn.</td>
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<tr>
<td></td>
<td>• Locations: In 190 countries</td>
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<td>• Employees: ~362,000</td>
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<td>• R&amp;D expenses: ~€ 4.3 bn.</td>
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<td></td>
<td>• R&amp;D engineers: ~29,800</td>
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<td>• Inventions: ~8,400</td>
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<td>• Active patents: ~60,000</td>
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</table>

- Industry
  - Divisions:
    - Industry Automation
    - Drive Technologies
    - Customer Services
  - Sales: ~€ 19 bn.\(^1\)

- Energy
  - Divisions:
    - Power Generation
    - Wind Power
    - Energy Service
    - Power Transmission
  - Sales: ~€ 27 bn.\(^1\)

- Healthcare
  - Divisions:
    - Imaging & Therapy Systems
    - Clinical Products
    - Diagnostics
    - Customer Solutions
  - Sales: ~€ 14 bn.\(^1\)

- Infrastructure & Cities
  - Divisions:
    - Rail Systems
    - Mobility & Logistics
    - Low and Medium Voltage
    - Smart Grid
    - Building Technologies
  - Sales: ~€ 18 bn.\(^1\)

\(^1\) Sales in FY 2013
Siemens – a pioneer in a world that is changing fast

Siemens: Environment, competition and strategy

**Market & customer environment**

- Global Megatrends
  - Demographic change
  - Urbanization
  - Climate change
  - Globalization

- Macro-economic situation

**Global fields of innovation in IT**

1. Focus on innovation-driven growth markets
2. Get closer to our customers
3. Use the power of Siemens

**Our strategic directions**

**We pioneer in the areas of...**

- Intelligent infrastructure solutions
- Energy efficiency
- Industrial productivity
- Affordable & personalized healthcare

New and attractive markets in emerging countries
Corporate Technology has 3 missions

Corporate Technology: Mission, roles and basic principles

- The source of our excellence are our people. We attract and develop creative talents for Siemens. We foster talent exchange with the Business Units.
- We foster a culture of innovativeness and high performance and our visibility to all internal and external stakeholders.
- We take a focused approach (e.g., in regional setup, technology focus) to achieve high performance.
- We primarily serve internal Siemens customers with a global mindset and setup.
- We develop Siemens’ technology and innovation strategy on corporate level. We ensure seamless technology and innovation processes between Corporate and Business Unit levels.
- We deliver services for the businesses as a strategic partner and integral part of their value chain.
- We regularly develop high-impact technologies and innovations for Siemens with a clear focus on results. The business responsibility for implementing innovations lies with the Business Units.
- We actively manage our technology and innovation portfolio. We systematically leverage external competence networks to provide the best know-how for Siemens.
<table>
<thead>
<tr>
<th>CT Research and Technology Center (RTC)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Software Architecture Development</strong></td>
</tr>
</tbody>
</table>
| - Software architecture  
- Software test and system quality  
- Development efficiency  
- Product lines and SW Ecosystems | 
| HQ: Munich  
RGs: 8 | 
| **IT Platforms** | 
| - SW / System integration  
- Middleware, cloud  
- Enterprise IT | 
| HQ: Munich  
RGs: 10 | 
| **IT Security** | 
| - Security architecture & lifecycle  
- CERT services  
- Embedded security | 
| HQ: Munich  
RGs: 8 | 
| **Business Analytics & Monitoring** | 
| - Decision support  
- Knowledge discovery  
- Condition monitoring | 
| HQ: Munich  
RGs: 9 | 
| **Automation & Control** | 
| - Modeling & simulation  
- Engineering  
- Runtime & optimization  
- Solutions | 
| HQ: Princeton, US  
RGs: 12 | 
| **Networks & Communication** | 
| - Wireless & industrial networks  
- Internet of things | 
| HQ: Munich  
RGs: 6 | 
| **Imaging & Computer Vision** | 
| - Image reconstruction and visualization  
- Computer vision  
- Image processing & video analytics  
- Cardiovascular, oncology and neuro imaging  
- Interventional imaging  
- Computational imaging | 
| HQ: Munich  
RGs: 13 | 
| **Materials** | 
| - Innovative materials and coatings  
- Advanced manufacturing technologies  
- Analytical | 
| HQ: Berlin  
RGs: 8 | 
| **Electronics** | 
| - Electronic design & processing  
- Radio frequency solutions  
- Integrated technologies  
- Manufacturing technologies | 
| HQ: Munich  
RGs: 8 | 
| **Sensor Technologies** | 
| - Sensor devices & system integration  
- Inspection & test | 
| HQ: Erlangen  
RGs: 12 | 
| **Power & Energy Technologies** | 
| - Power management  
- Switching  
- Power electronics  
- Energy storage  
- Electromagnetic systems & mechatronics  
- Energy & industrial processes | 
| HQ: Erlangen  
RGs: 12 | 

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CT has a global presence to ensure proximity to internal clients and centers of excellence worldwide

Global organization of CT (major locations)
External Collaboration

Government

Corporate Research works closely with leading universities under government grants – helping translate basic research and advanced technology onto product roadmaps.

Universities

The University Relations Office manages strategic collaborations with leading North American research universities on behalf of Siemens worldwide.

Standards

Siemens actively participates in standardization committees at an early stage of development – crucial for successful commercialization of new technologies.
Developing and maintain an active external collaboration network is essential in the execution of CT's mission

The US, with an extensive network of world-class R&D institutions, is a critical component in our global external collaboration strategy
University Relations Program
Vision

- Siemens as global benchmark in technology transfer from academia
- Siemens as employer of choice
- Siemens shaping social development and science & education policies

Research
Talent
Social Responsibility
Activities

- Sponsored Research
  - Government Sponsored Collaborations
  - Recruiting
  - Clinical Collaborations
  - Open Innovation
  - Outreach
  - Memberships
Worldwide University Collaboration Network

More than 600 cooperations and projects with partners from the international scientific community.
UniSearch essential for identifying the most interesting partners, but cannot replace manual research

Scope of UniSearch

1. Specify topic of interest
2. UniSearch: Formulate query
3. UniSearch: Drill down
4. Desktop research
5. Interactive research
6. Visit potential partner institution

Topics:
- 1000 experts
- 15 experts
- 5 experts
- 3 experts
- 1 expert
Specifying roles and narrowing down the topic area to the right level of detail

- Define the main goal of the collaboration e.g.:
  - Research collaboration
  - Recruiting
  - Networking / lobbying / political influence
- Define the role of Siemens (How much research / investment is to be done in-house?)
- Define the role of the partner (Small work package / feasibility study, or long term partner?)
- Specify core expertise the partner needs
- Break the topic down to the right level of detail (see example:)
- Roles of Siemens and partner in the collaboration / collaboration mode
- Needed core expertise of partner