



**From Integrated Engineering to
Optimized Operations –
Accelerating the Digital Transformation**

Axel Lorenz
CEO Siemens Digital Industries, Process Automation

INTRODUCING SIEMENS AG AS A GLOBAL TECHNOLOGY COMPANY - EMPOWERING OUR CUSTOMERS TO MAKE THEIR INDUSTRIES MORE SUSTAINABLE



320,000

Employees¹

€77.8 bn

Revenue²

€8.5 bn

Net income³

15.4%

Profit margin
Industrial Business²

¹ As of September 30, 2023 | ² In fiscal 2023 | ³ Continuing and discontinued operations

BUSINESSES AND SERVICES OF SIEMENS AG



Industrial Business

Digital Industries



Smart Infrastructure



Mobility



Siemens Healthineers¹



Portfolio Companies



Siemens Advanta



Services

Siemens Financial Services



Siemens Real Estate



Global Business Services



¹ Publicly listed subsidiary of Siemens; Siemens' share in Siemens Healthineers is 75%

THE BUSINESS UNIT PROCESS AUTOMATION AS PART OF DIGITAL INDUSTRIES, SERVING CUSTOMERS GLOBALLY WITH A STRONG FOCUS ON PROCESS INDUSTRIES



Oil & Gas /
Hydrogen



Chemical /
PetroChem



Water



Glass & Solar



Pharma

- Automotive
- F&B
- Power

Software for the digital twin
of a process industry plant



Process control systems for
process industries



Process Instrumentation &
Analytics



Industrial Communication &
Networks





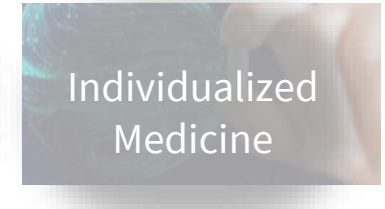




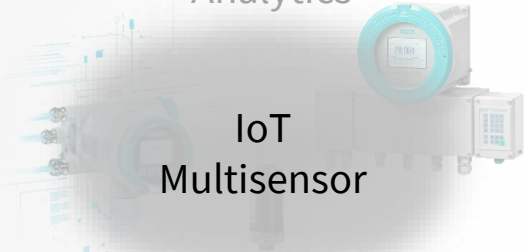
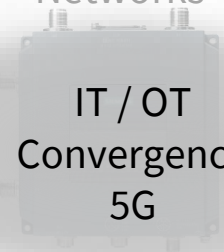
Solutions & Services



THE BUSINESS UNIT PROCESS AUTOMATION AS PART OF DIGITAL INDUSTRIES, SERVING CUSTOMERS GLOBALLY WITH A STRONG FOCUS ON PROCESS INDUSTRIES



| | | | | | |
|---|--|--|---|--|--|
|  <p>Green / Blue Hydrogen</p> |  <p>Plastic Recycling</p> |  <p>Desalination</p> |  <p>Comeback of Solar Industry in Europe</p> |  <p>Individualized Medicine</p> | <ul style="list-style-type: none">• Automotive• F&B• Power |
| <p>Oil & Gas / Hydrogen</p> | <p>Chemical / PetroChem</p> | <p>Water</p> | <p>Glass & Solar</p> | <p>Pharma</p> | |

| | | | |
|---|---|--|---|
| <p>Software for the digital twin of a process industry plant</p>  <p>Process Digital Twin</p> | <p>Process control systems for process industries</p>  <p>Modern Process Control</p> | <p>Process Instrumentation & Analytics</p>  <p>IoT Multisensor</p> | <p>Industrial Communication & Networks</p>  <p>IT / OT Convergence 5G</p> |
|---|---|--|---|



Solutions & Services



WE SUPPORT OUR CUSTOMERS TO OVERCOME MULTIPLE CHALLENGES ...



External

DISRUPTIVE MARKET EVENTS



RAW MATERIAL SHORTAGES



CYBER ATTACKS



ENVIRONMENTAL REGULATIONS



Internal

LACK OF INFORMATION AND TRANSPARENCY



POWER OUTAGE AND DOWNTIME



LACK OF EXPERTS OR KNOW-HOW



SAFETY ACCIDENTS, FIRES, EXPLOSIONS



... while they are striving to fulfill rising customer demands

CREATING THE INDUSTRIAL METAVERSE TO ACCELERATE CUSTOMERS' DIGITAL TRANSFORMATION JOURNEY



The Industrial Metaverse will be a place where we innovate at the speed of software. It will offer enormous potential to transform our economies and industries.

Roland Busch, CEO Siemens, CES Las Vegas 2024



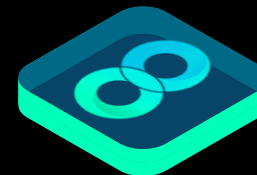
Data and AI

Empower your company's data



Software-defined Automation

Optimize your plant, anytime



Digital Twins

Accelerate time-to-market



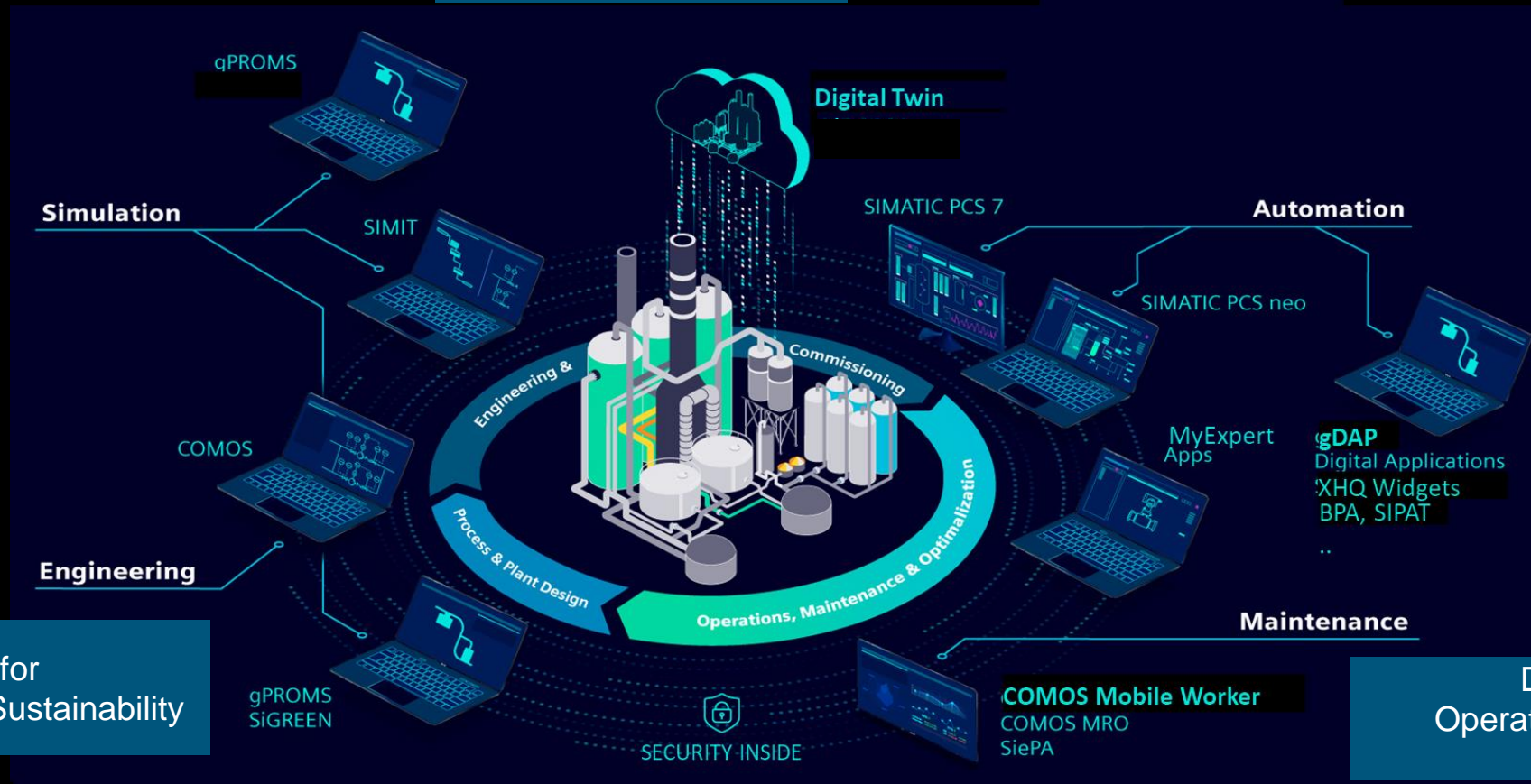
**COMBINING
THE REAL AND
DIGITAL
WORLDS**



BASED ON AN INTEGRATED SOFTWARE PORTFOLIO, COVERING THE ENTIRE VALUE CHAIN



Digital Twin for Integrated Engineering

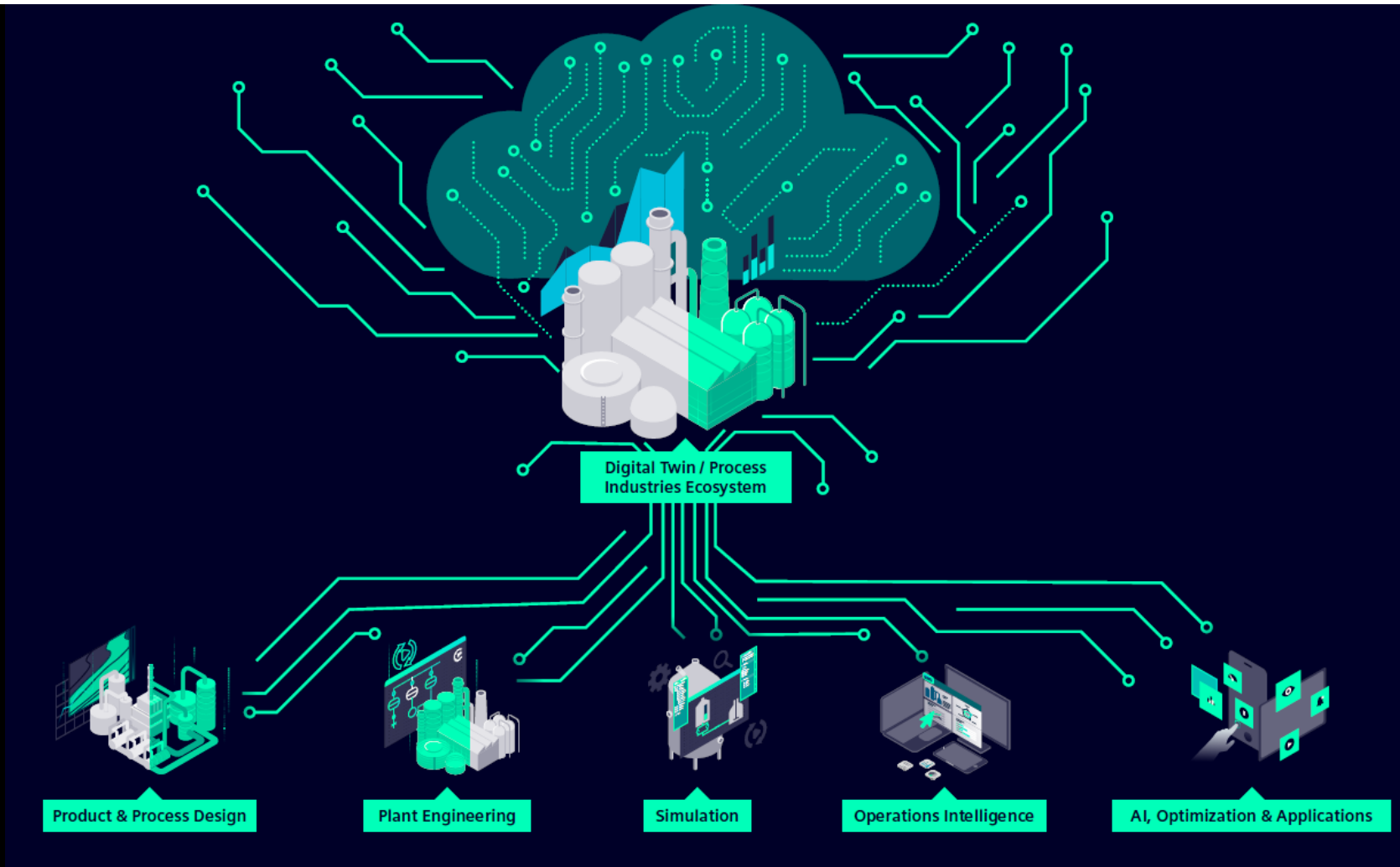


Digital Twin for
Process Design and Sustainability

Digital Twin for
Operational Efficiency and
Reliability



WITH THE DIGITAL TWIN WE ARE PLANTING THE TREE FOR THE PROCESS INDUSTRIES ECOSYSTEM...

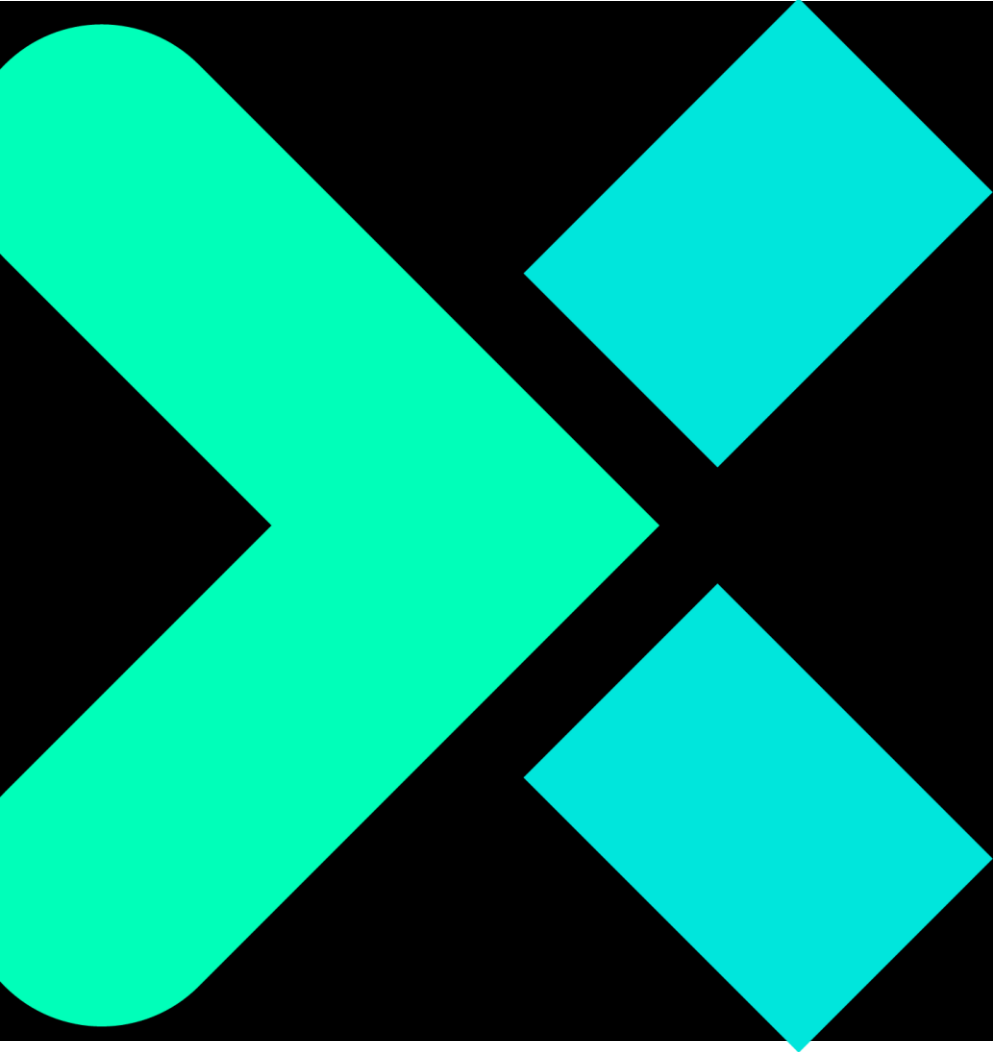


... building on holistic software landscape

...using latest technologies like AI

...leveraging Siemens Xcelerator

SIEMENS XCELERATOR DESIGNED TO ACCELERATE THE DIGITAL TRANSFORMATION OF OUR CUSTOMERS



A comprehensive, curated **portfolio** that includes digital and IoT-enabled offerings from Siemens and certified partners

A continuously growing, powerful **ecosystem** of partners

An evolving **marketplace** that enables education, exploration, exchange and transaction within a community of customers, partners and experts

THE DESIGN PRINCIPLES OF SIEMENS XCELERATOR SIMPLIFYING DIGITAL TRANSFORMATION



Interoperable

Flexible

Open

As a service



Cybersecure



Easy

Easy to understand solutions

Fast

Proven, easy to integrate solutions
accelerate value creation

Scalable

The Siemens Xcelerator portfolio is future-proof, interoperable, and offers a pay-as-you-grow approach



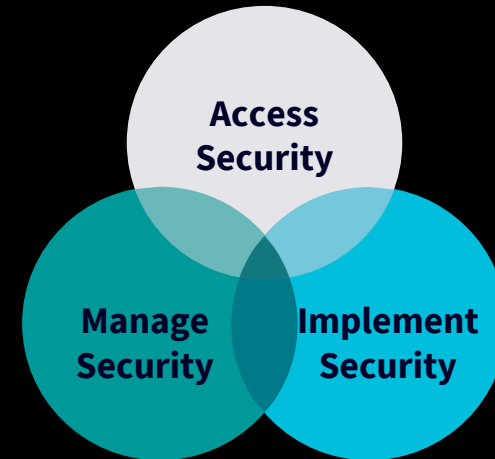
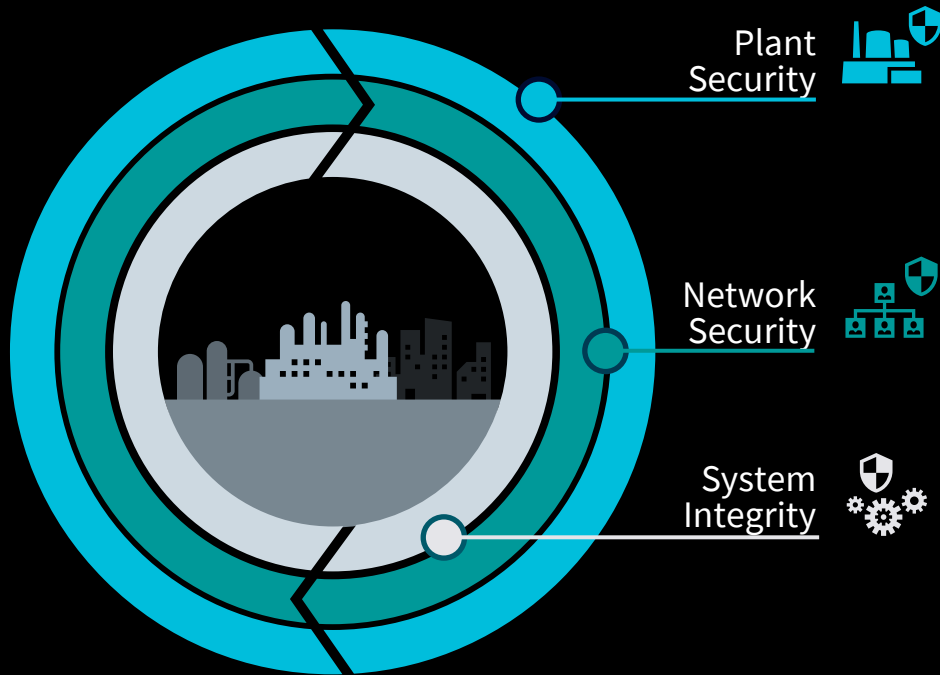
A HOLISTIC SECURITY CONCEPT ENSURES THE HIGHEST PROTECTION STANDARDS



Defense in Depth

The Siemens Security Concept

Safety threats demand action



Siemens products and systems offer integrated security



Know-how and copy protection



Authentication and user management



Firewall and VPN



System hardening

EVOLVING THE SIEMENS XCELERATOR ECOSYSTEM - DRIVING COPILOTS AND DOMAIN SPECIFIC GEN AI MODELS



AWS and Siemens
join forces to democratize
generative AI

Microsoft and Siemens
drive industrial productivity
with generative artificial
intelligence

Schaeffler and Siemens
bring Industrial Copilot to
shopfloor

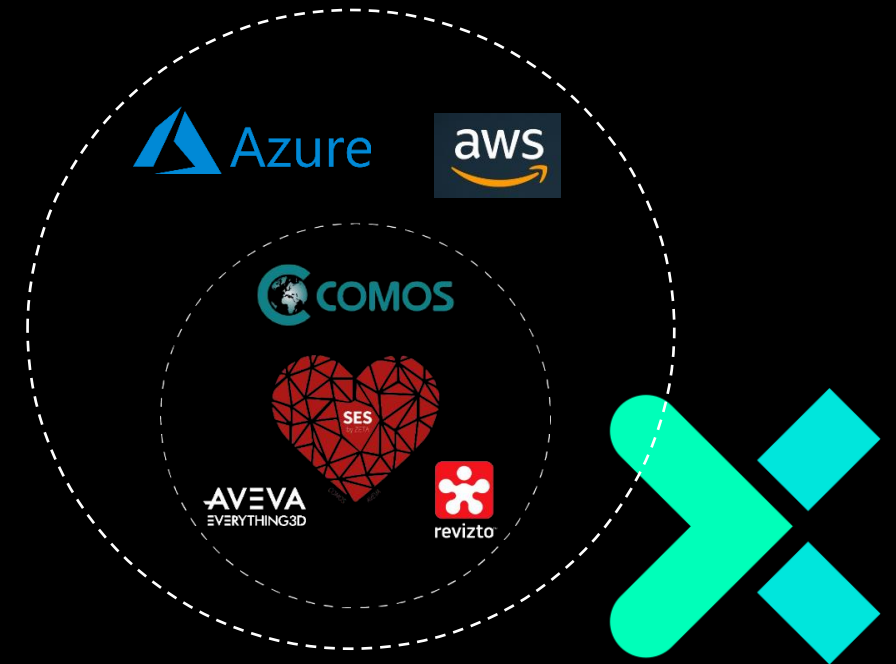
ZETA and Siemens
co-create for Smart
Engineering Services

ZETA AND SIEMENS – CO-CREATING THE DIGITAL TWIN IN PHARMACEUTICAL INDUSTRIES



Smart Engineering Services (SES) Platform –
a seamless solution for integrated engineering and operations,
ensuring maximum productivity and efficiency

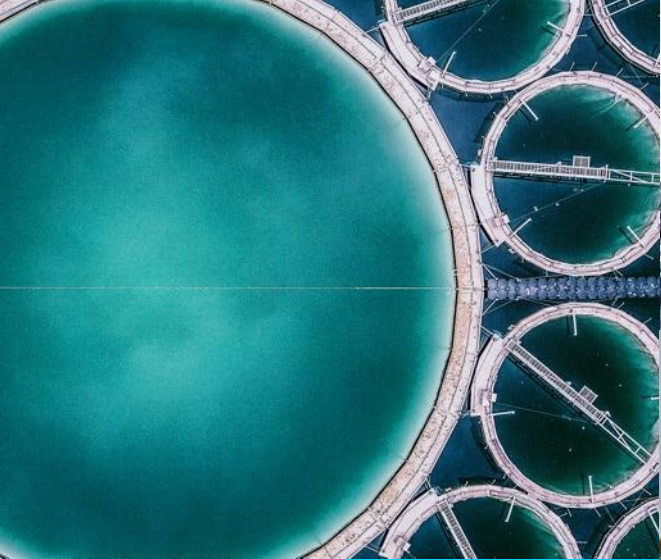
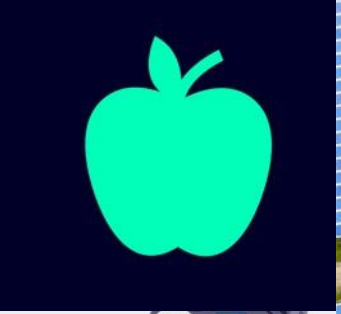
- **Accessibility:** All data accessible to all parties involved, fostering an environment of transparency and cooperation
- **No Lock-In Effect:** Leveraging the technology without any constraints or limitations
- **Ease of Use:** Intuitive interface to easily navigate through the platform
- **Return in invest:** High flexibility during project execution, delivering the data of the digital twin during operations – leveraging savings during entire plant life cycle





Let's use the opportunities
to accelerate the digital
transformation – together!

Q&A



Transforming the everyday.

Siemens Digital Industries
Process Automation

