

Siemens Digital Industries Software Overview

**“Today Siemens is one of the largest
and most innovative companies
in the world.”**



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1847

A small garage
startup in Berlin,
Germany

Employees

10

Start-up capital

6.842

thalers

1st year revenue

3,420

thalers



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Today

Leading position in Electrification, Automation and Digitalization

Employees

377,000+

Revenue

€82.9 billion

Net Income¹

€6.1 billion

Profit margin Ind. Business

11.2%

Key figures as of Oct 2017 1 Strategic Unit



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Today

Siemens has become
a major player in
digitalization

Software engineers
24,500+

Global Software Company
A top 10

Connected assets
1 million+

Offerings
250+
Including
digital
services
and industrial
applications

Clear focus on digitalization in R&D

€5.6bn

Estimated R&D spending
in Fiscal Year 2018

+40%

R&D spending increase
from 2014 to 2017

Software company in the world

Top 10

R&D Expenditures

€5.6bn

List of top rated companies

#1 Fortune

Software developers

24,500+

Siemens Digital Industries
Software revenue

€3.4bn

Industrial software

#1 Market share

Offerings

250+

Including
digital services
and industrial
applications

Fortune 500
industrial customers

92%

Inventions

7,400

Patents

3,600

Vision 2020+

Siemens Industrial Businesses – Focus drives value creation



Operating Companies



Gas and Power



Smart Infrastructure



Digital Industries



Mobility

Strategic Companies



SIEMENS Gamesa
RENEWABLE ENERGY



SIEMENS Healthineers

Service Companies

Financial Services

Global Business Services

Real Estate Services

Digital Industries setup ensures an end to end portfolio for the digital transformation of process and discrete industries

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Software



Factory
Automation



Motion
Control



Process
Automation



Customer
Services

Vertical solutions

Siemens Digital Industries Software Inc.
Business Unit of Siemens Digital Industries
Headquarters: Plano, Texas, USA
Workforce: 22,000+
Locations: 250 in 36 countries
Customers: 170,000+

Organization

Product Lifecycle Management
Electronic Design Automation
Manufacturing Operations Management
Performance Analytics Software
Rapid Application Development tools and Services

Products

Combining the real world with the virtual world Proven through the systematic expansion of our portfolio



> **10 billion investment**

12,700 software engineers are shaping the digital transformation

Selection of acquisitions



Virtual world Software

Industrial software #1

Real world Automation

Automation #1

¹⁾ Cooperation

2007

2020

Most recent additions

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Austemper

Safety analysis, auto-correction and simulation tools to address random IC hardware faults



Lightwork Design

High-end 3D rendering and VR software to help bring digital twins to life.



Mendix

Low-code app development to build applications at unprecedented speed and scale

Transform your business with our integrated solutions



Transformative Technologies

Closed-loop
Digital Twin



Generative
Engineering



Electrical/
Electronic
Integration



Autonomous
Mobility /
Electrification



Additive
Manufacturing



Digital
Factory



IIoT Edge



Electronics
Manufacturing



Cloud



Focus on industry



Siemens Digital Industries Software Industry Sectors

Aerospace
and Defense



Automotive
and
Transportation



Electronics



Semiconductors



Consumer
Products
and Retail



Energy
and Utilities



Industrial
Machinery
and Heavy
Equipment



Marine



Medical Devices
and
Pharmaceuticals



Siemens Digital Industries Software Focus on People

Strengthen engaged and innovative culture

Integrate all new team members

Nurture Innovation and engagement - Hackathons

Foster PL identity, connectivity and greater creativity

More recognition and celebration of individual and team successes

Culture



Improve focus on employee/career development

Strengthen cross-functional project management

Implement “career coaching workshop” for PL managers

Encourage talent movement across PL, DF and Siemens

Career



Attract/talent retention

Strategic co-op program

Fast track rotation programs

Competitive high tech compensation benefit framework

Retention

