

Siemens in China Leading by Innovation

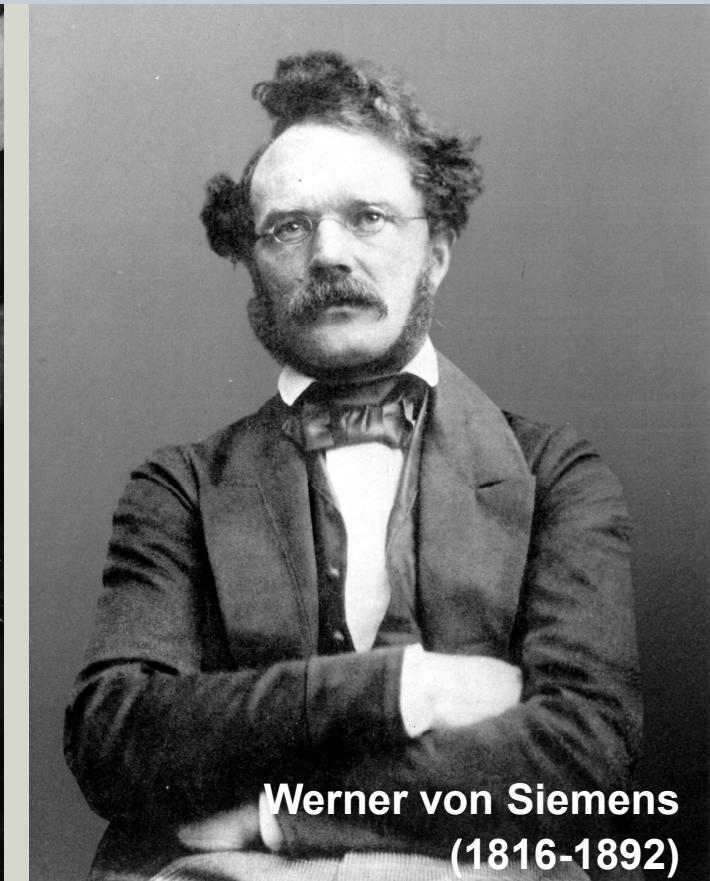
西门子在中国的发展之道- 创新引领

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General Manager of China East
Senior Vice President, Siemens Ltd., China

June 2019

**170 years ago, we started with disruptive innovation
in electrification**

SIEMENS



**Werner von Siemens
(1816-1892)**

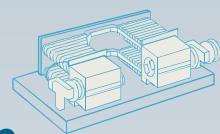
Siemens 170 years' experience in innovation

SIEMENS



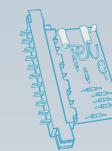
1816–1892

Company founder,
visionary and inventor



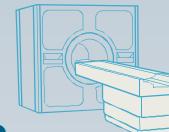
1866

The dynamo
brings electricity to
people's daily lives



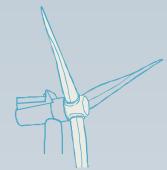
1959

SIMATIC takes
Siemens' automation
technology to the
forefront



1983

The first Siemens
magnetic resonance
tomograph goes into
service



2012

Field testing of the
world's largest rotor
starts at an offshore
wind farm

Werner von Siemens

Siemens' innovations from nearly 170 years

1847

The pointer telegraph
lays the foundations for
Siemens as a global
player



1925

Siemens brings
electricity to the
Irish Free State
with a hydro-electric
power plant



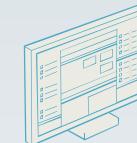
1975

Breakthrough in
high-voltage direct-
current (HVDC)
transmission



2010

The TIA Portal
initiates a new
stage for
automation



2016

MindSphere takes
industrial digital
services to a
new plane



67%

decentral
power



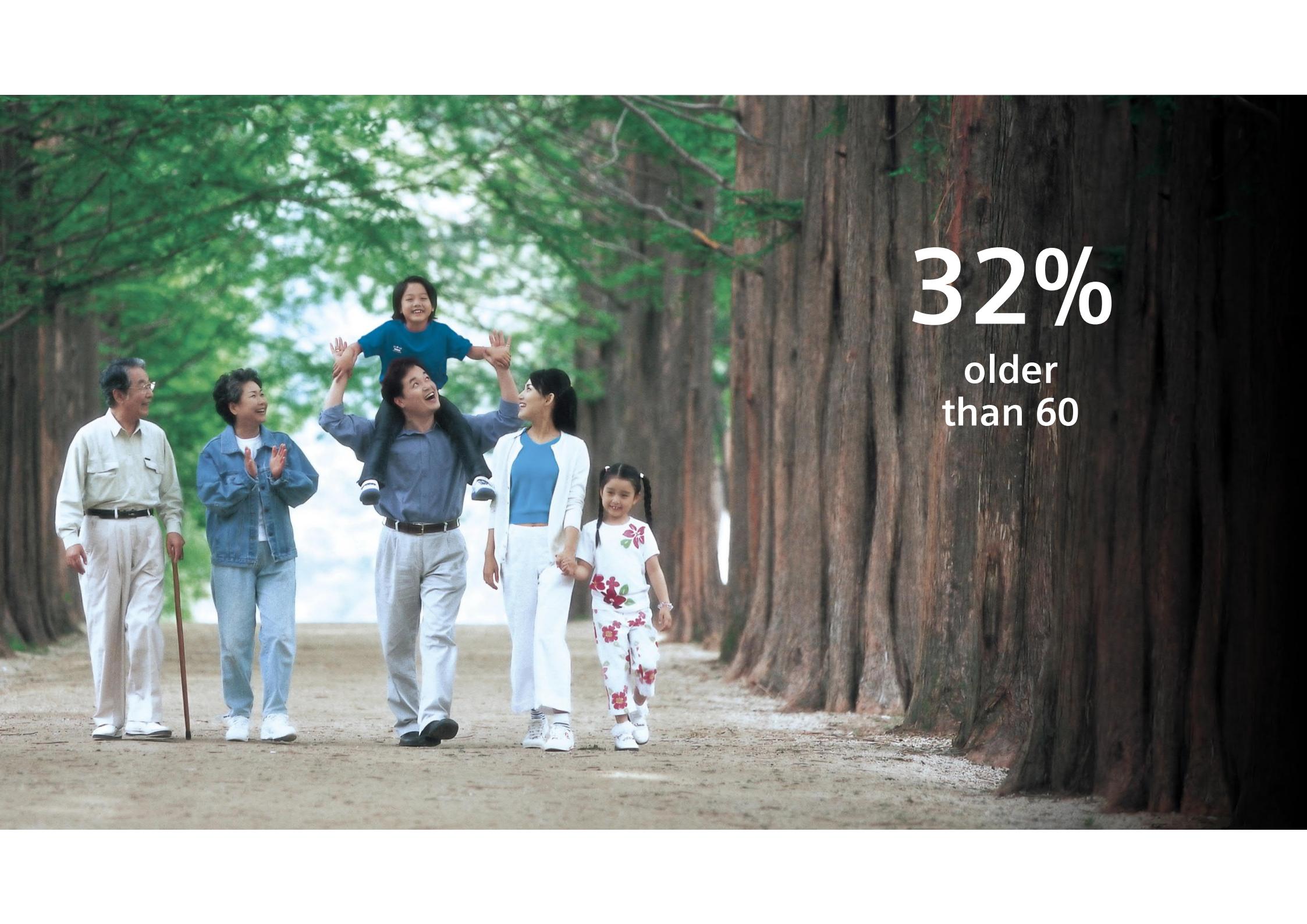
40%
energy cost



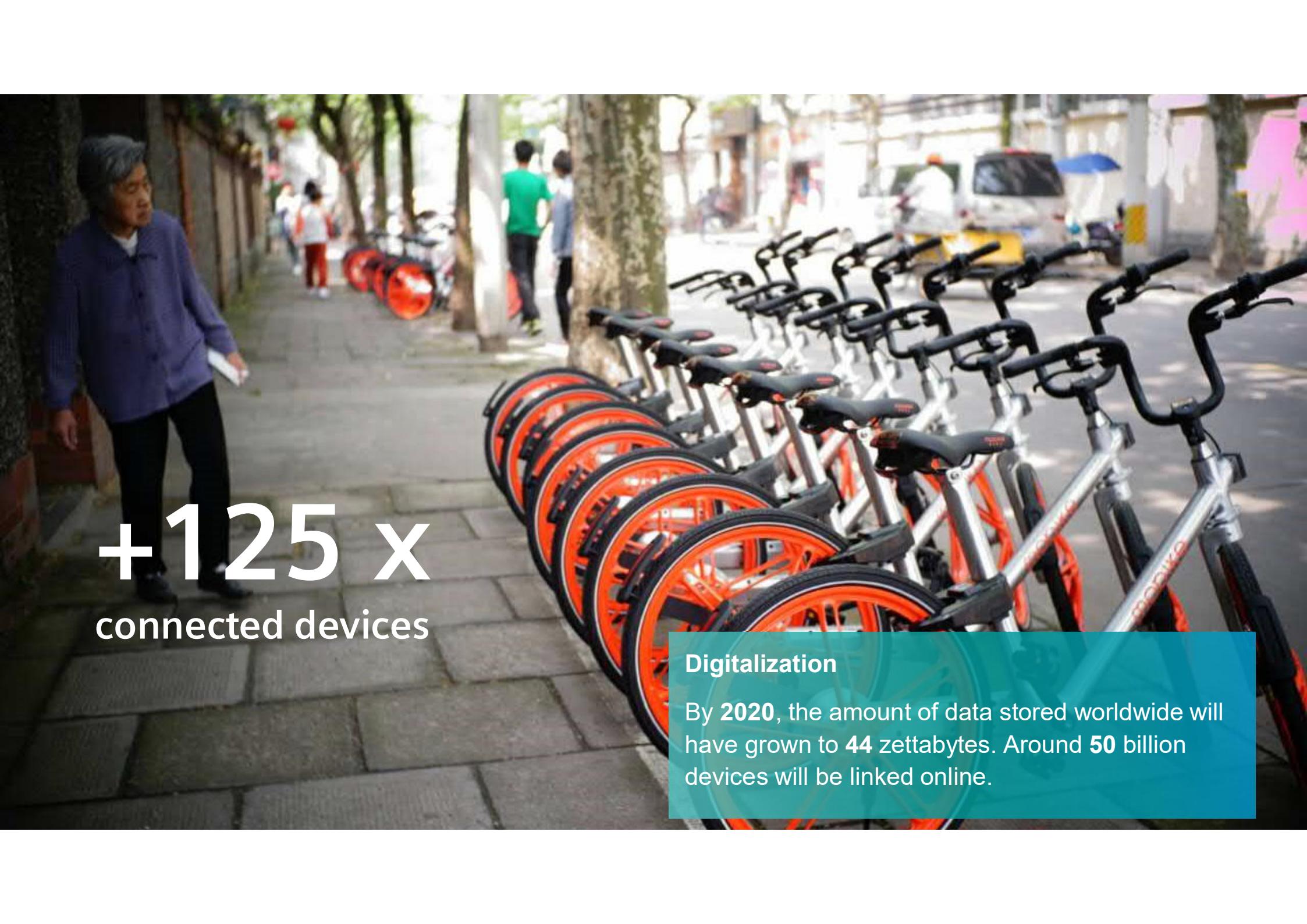


+60%

sub-urban
passengers

A photograph of a multi-generational family walking in a park. On the left, an elderly man with a cane and a woman in a denim jacket are walking. In the center, a man is carrying a young boy on his shoulders, and a woman is walking alongside them. On the right, a young girl walks towards the camera. They are all smiling and appear to be enjoying their time together in a lush, green environment with large trees.

32%
older
than 60



+125 x
connected devices

Digitalization

By **2020**, the amount of data stored worldwide will have grown to **44 zettabytes**. Around **50 billion** devices will be linked online.

Five megatrends shaping our world of tomorrow – Changes in the markets are accelerating

China's 13th Five-Year Plan calls for “innovative, coordinated, green, open and shared development”.



Climate change



Urbanization



Demographic change



Globalization



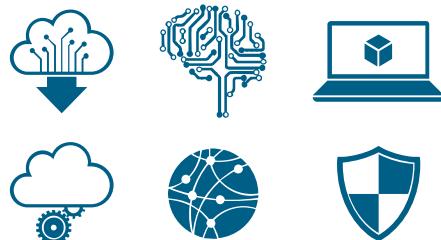
Digitalization



We are addressing these
changes
by providing a digital layer
to the real world.

Now we focus on electrification, Automation ...And Digitalization

Digitalization



MindSphere

Siemens Digital Services

Siemens Software

Automation



Electrification



Digitally enhanced
Electrification and Automation

From centralized power generation...



... to decentralized & fluctuating power generation



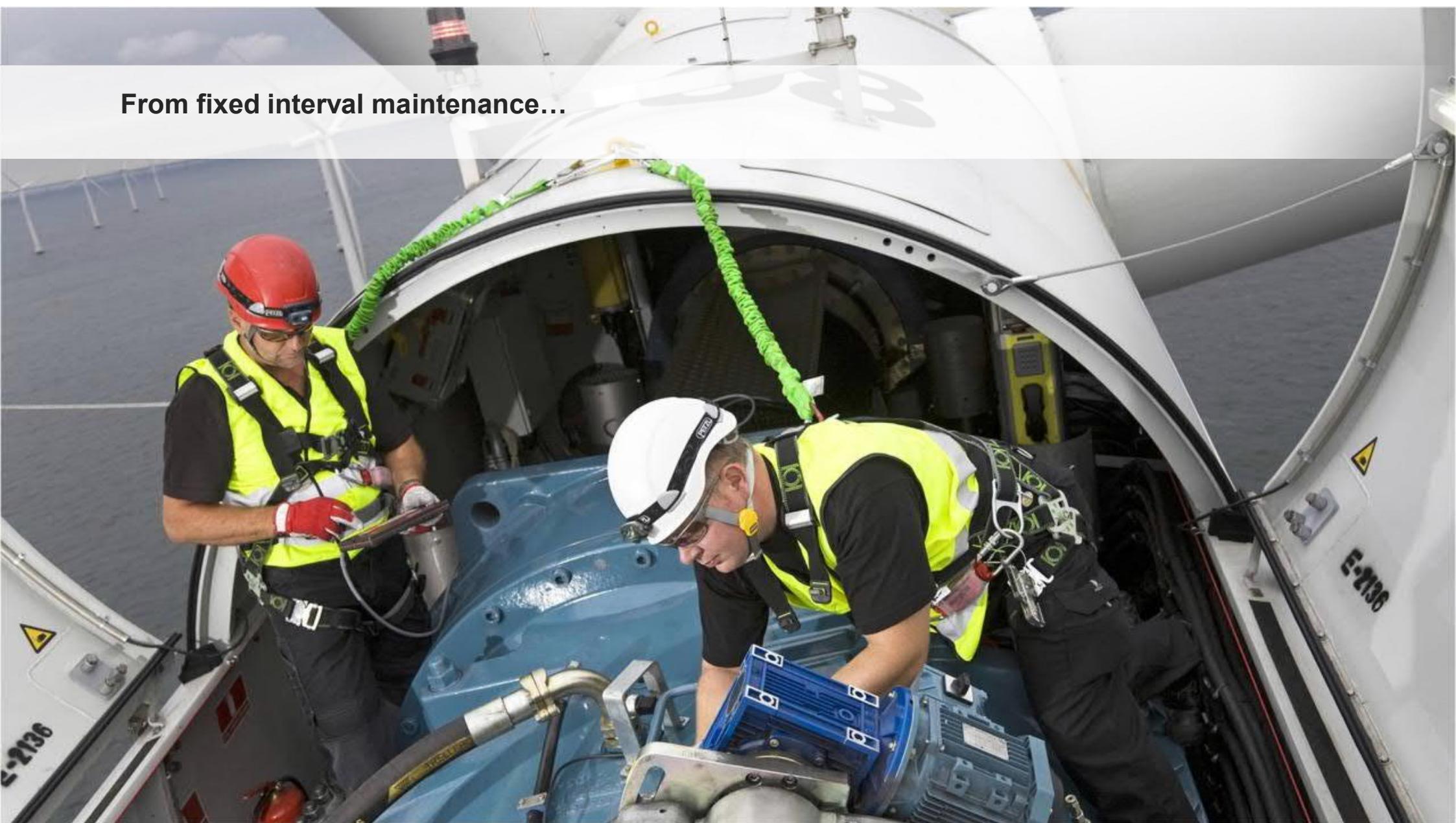


**From 'one size fits all' and
mass production in manufacturing ...**

... ... to mass personalization and built to order



From fixed interval maintenance...



... to real-time online services



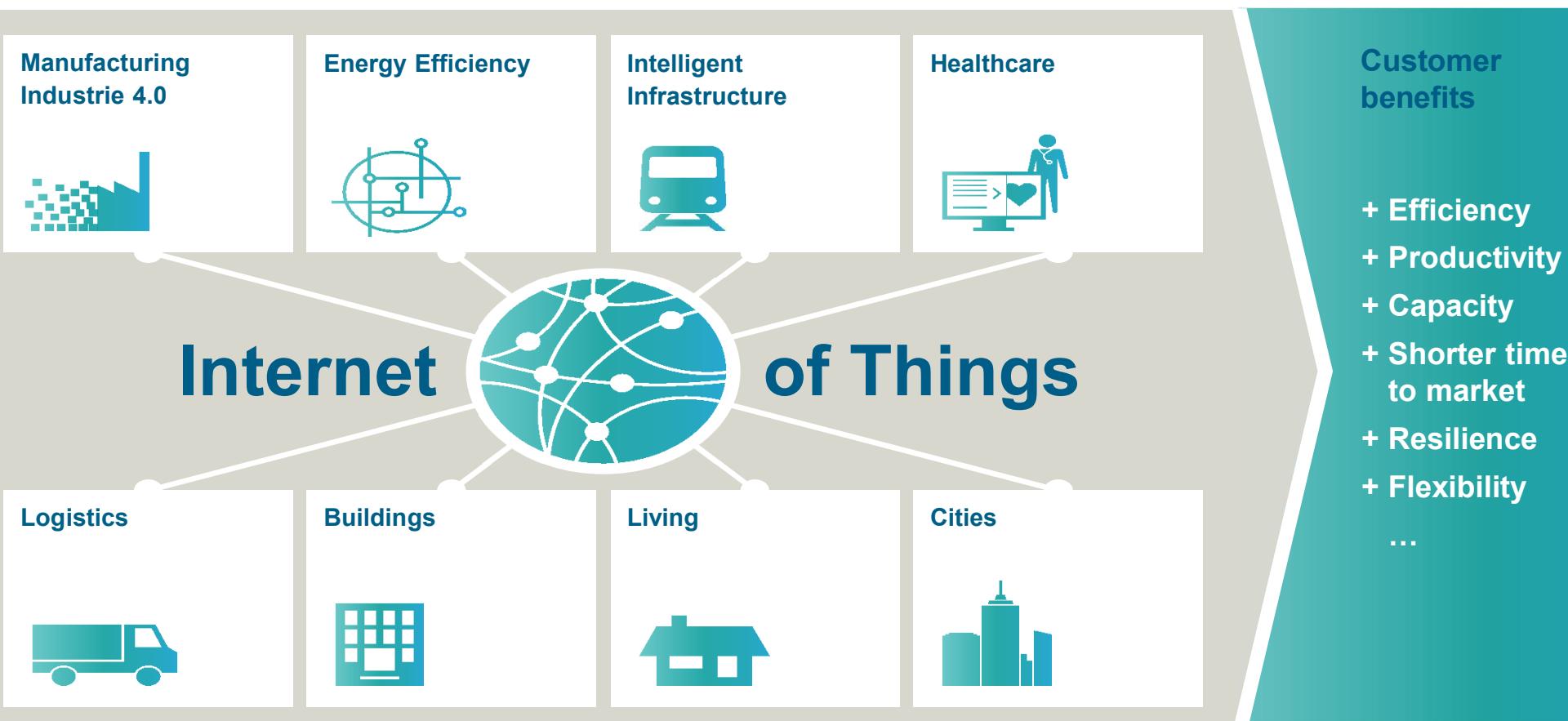


**Digitalization is transforming
Global Value Chains
in industrial markets**

Internet of Things

Driving the digital revolution

SIEMENS





Digitalization Implement Now

数字化转型 正当时！

Driving the Digital Enterprise for discrete industries

工业4.0创新中心是西门子面向“中国制造2025”的创新之举

SIEMENS
Ingenuity for life



定位: 以“创新驱动中国制造高质量发展”为愿景，赋能地方政府与合作伙伴，共同打造智能制造生态系统，引领区域制造业转型升级，实现“中国制造2025”

服务: 以数字化企业能力中心、专业实验室、行业研究中心、人才培养平台四大板块为核心，为区域制造企业提供展示、体验、诊断、咨询、培训、研发、仿真、测试、实施等全流程、全方位的数字化技术创新服务

布局: 目前，西门子已与成都、青岛、武汉、东莞、昆山、长沙等地政府成功合作，共建工业4.0创新中心



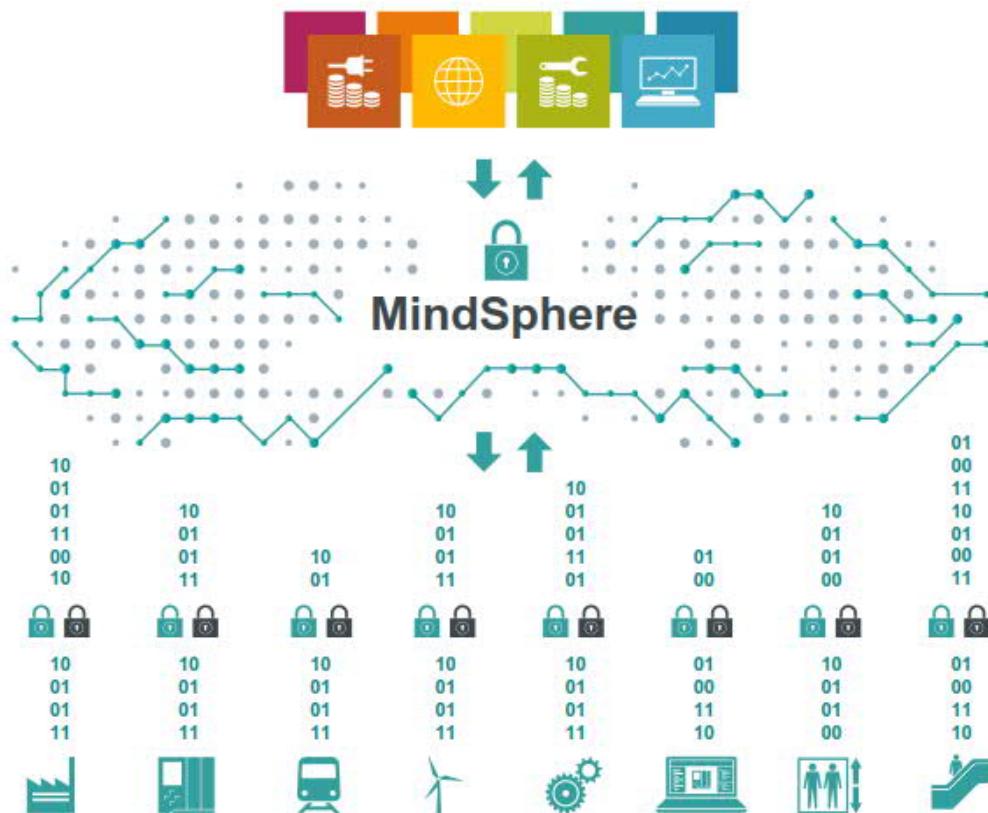
成功案例：成都智能制造创新中心

SIEMENS
Ingenuity for life

西门子智能制造（成都）创新中心



MindSphere – The cloud-based, open operating system for the Internet of Things – from Siemens



MindApps

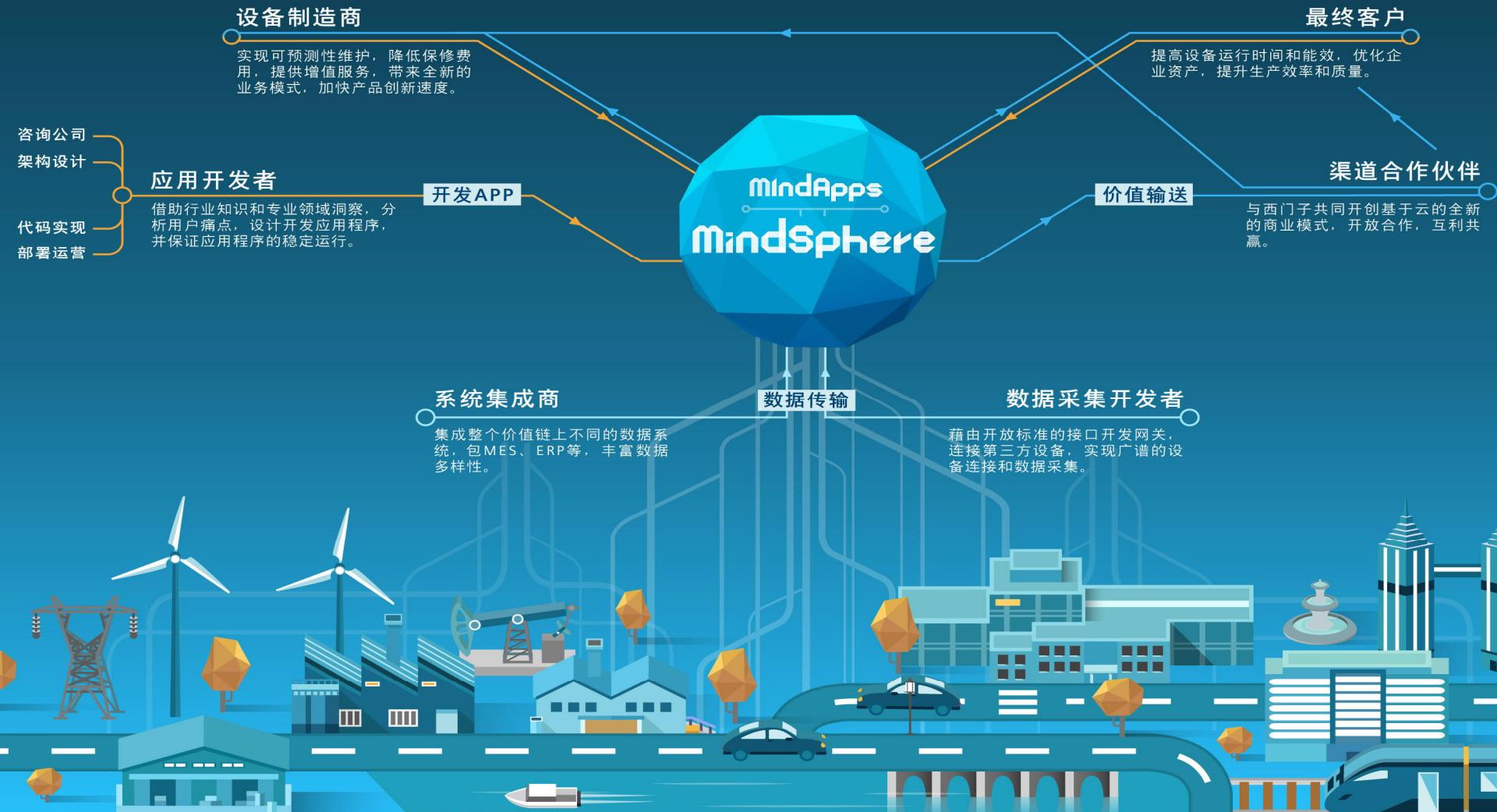
- Apps from OEMs, from end customers, from partners and from Siemens
- Transparency in plants and analytical insight (e.g. fleet management)

MindSphere

- Open interface for developing customer-specific apps
- Different cloud infrastructures: SAP, AtoS, Microsoft Azure as public or private clouds or on the premises (planned)

MindConnect

- Open standards for connectivity, e.g. OPC UA
- Plug & play connection of Siemens and third-party products
- Secure and encrypted data communication



MindSphere applications – A comprehensive ecosystem with strong partners

SIEMENS

Our partners



McKinsey&Company

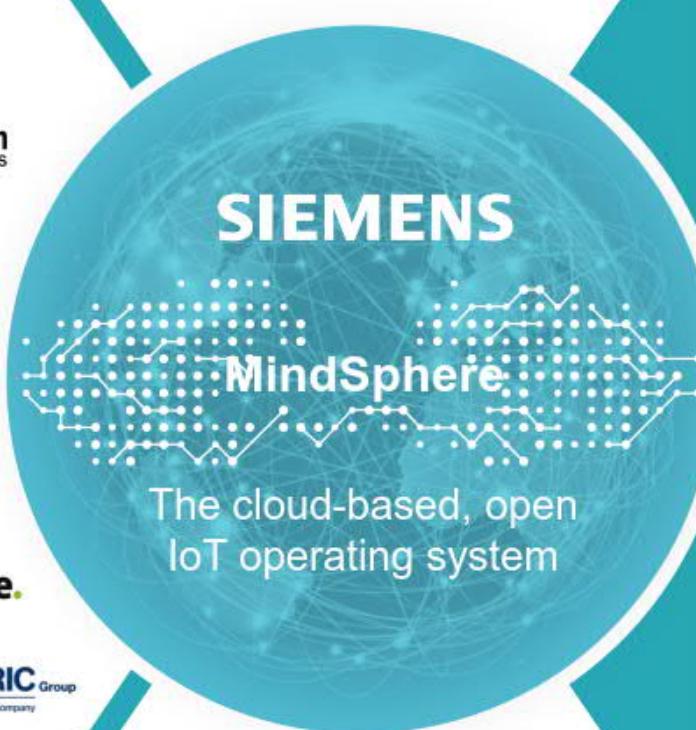


Deloitte.



HCL

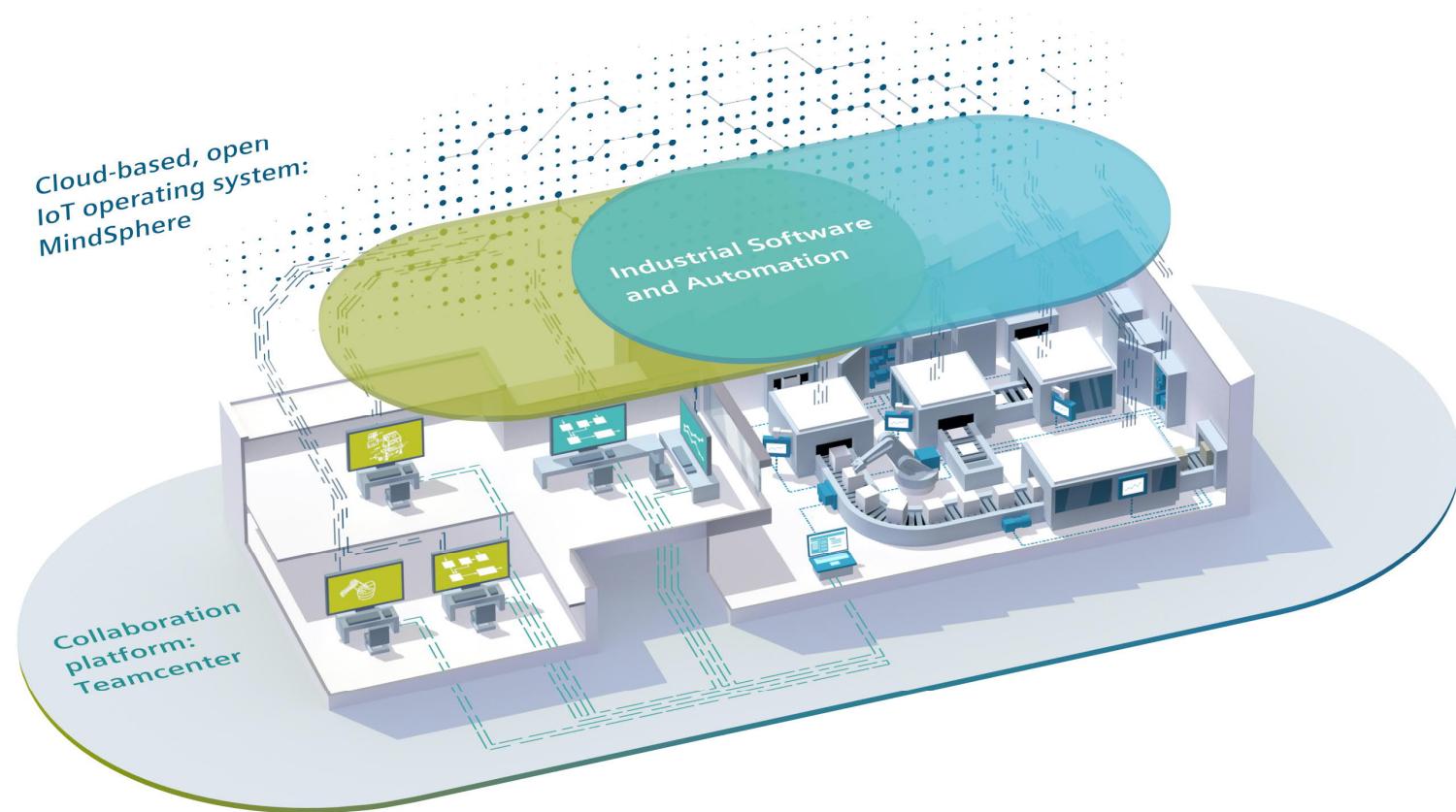
OMNETRIC Group
A Siemens & Accenture Company



- Consulting/strategic partners
- Connectivity partners
- Application developers
- Technology providers
- System integrators
- IaaS providers

数字化的完整解决方案

- ❖ 建立完整的企业数字化双胞胎
- ❖ 借助西门子数字化企业套件实现闭环制造
- ❖ 用工业物联网实现对企业运营的洞察和持续优化



Leading by Innovation in China and for the world

SIEMENS

博大精深，同心致远

Thank you!