Key figures for fiscal 2014
Siemens at a glance

Revenue by industrial business

<table>
<thead>
<tr>
<th>Business Area</th>
<th>FY 2014</th>
<th>FY 2013</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthcare</td>
<td>16%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Process Industries and Drives</td>
<td>13%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Digital Factory</td>
<td>13%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mobility</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Power and Gas</td>
<td>18%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wind Power and Renewables</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Energy Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Building</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technologies</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Revenue by region

<table>
<thead>
<tr>
<th>Region</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia, Australia</td>
<td>20%</td>
</tr>
<tr>
<td>Americas</td>
<td>26%</td>
</tr>
<tr>
<td>Europe, C.I.S.*, Africa, Middle East</td>
<td>39%</td>
</tr>
<tr>
<td>Germany</td>
<td>15%</td>
</tr>
</tbody>
</table>

(Continuing operations; in millions of €, except where otherwise stated)

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2014</th>
<th>FY 2013</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volume</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Orders</td>
<td>78,350</td>
<td>79,755</td>
<td>1%</td>
</tr>
<tr>
<td>Revenue</td>
<td>71,920</td>
<td>73,445</td>
<td>1%</td>
</tr>
</tbody>
</table>

Profitability and capital efficiency

<table>
<thead>
<tr>
<th>Metric</th>
<th>FY 2014</th>
<th>FY 2013</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on capital employed (ROCE)</td>
<td>17.2%</td>
<td>13.7%</td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>5,507</td>
<td>4,409</td>
<td>25%</td>
</tr>
</tbody>
</table>

Capital structure and liquidity

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Employees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>343</td>
<td>348</td>
</tr>
<tr>
<td>Germany</td>
<td>115</td>
<td>117</td>
</tr>
<tr>
<td>Outside Germany</td>
<td>229</td>
<td>231</td>
</tr>
</tbody>
</table>

1. Comparable, excluding currency translation and portfolio effects.
2. Continuing and discontinued operations.
Global presence
Close to customers all over the world

10.9
115,000
69

Revenue (in billions of €)²
15% of total worldwide
Employees³
33% of total worldwide
Key production facilities⁴
24% of total worldwide

Europe, C.I.S.,¹ Africa, Middle East
(including Germany)

38.7
211,000
139

Revenue (in billions of €)²
54% of total worldwide
Employees³
62% of total worldwide
Key production facilities⁴
48% of total worldwide

18.8
70,000
76

Revenue (in billions of €)²
26% of total worldwide
Employees³
20% of total worldwide
Key production facilities⁴
26% of total worldwide

Americas

14.4
62,000
74

Revenue (in billions of €)²
20% of total worldwide
Employees³
18% of total worldwide
Key production facilities⁴
26% of total worldwide

Asia, Australia

All figures refer to continuing operations.
¹ Commonwealth of Independent States.
² By customer location.
³ As of September 30, 2014.
⁴ Fifteen employees or more.
Our setup is aligned with framework conditions worldwide, with the long-term trends that define our markets, with our competitive environment and with the requirements of customers, partners and societies.
A global company –
with a local footprint in Indonesia

- 1847: Founding of “Telegraphen Bauanstalt von Siemens und Halske” in Berlin
- 1855: Supply and installation of 10 pointer telegraph machines to Indonesia
- 1909: Siemens first office was established in Surabaya
- 1921: Two branch offices were opened in Bandung and Batavia
- 1973: Founding of PT Siemens Indonesia
- 1975: Establishment of switchgear panels factory in Pulo Mas, Jakarta
- 1989: Cilegon Factory for large-steel assembly of power plant components
- 1997: Contract for Paiton II Power Plant awarded to Siemens from PLN
- 2003: Contract for Muara Tower Power Plant awarded to Siemens consortium from PLN
- 2014: “Welding Technology and Non-Destructive Test Training Center” in Cilegon
Indonesia –
a strong base in an emerging market

Contributions to Indonesia’s infrastructure

- Over the past 20 years, Siemens invested more than EUR 200 million in Indonesia
- More than 5,000 megawatt of the electrical power in Indonesia is generated by Siemens technologies
- Automation systems that help Indonesian factories to simplify complex production processes into one integrated solution
- Extensive safety modernization project to equip main rail stations in Java with relay interlocking and electrical outdoor components
- State-of-the-art medical equipments are installed in major hospitals providing diagnosis for clinical and research services
- Constant increase of Siemens footprints in Indonesia

Siemens business in Indonesia

Overview of fiscal 2014

- Revenue (in millions of euros) 258
- New Orders (in millions of euros) 224
- Employees 1,500

1 Status as of January 2015
# PT Siemens Indonesia – Organization structure

## Executive Management
- Josef Winter, President Director and CEO
- Friedrich Brida, CFO

## Business Divisions

<table>
<thead>
<tr>
<th>Power and Gas</th>
<th>Mobility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Power Generation Services</td>
<td>Digital Factory</td>
</tr>
<tr>
<td>Energy Management</td>
<td>Process Industries and Drives</td>
</tr>
<tr>
<td>Building Technologies</td>
<td>Healthcare</td>
</tr>
</tbody>
</table>

## Manufacturing Facilities
- Cilegon (PG SU AP ID)
- Regional Offices

## Surabaya, East Java
PT Siemens Indonesia –
Manufacturing Facilities

Pulomas, Jakarta

- Established in 1975
- Manufacture switchgears and electrical components
- Products: MV Panels, LV and RCP Panels, Relay test-switch
- The factory employs some 350 people and covers an area of 24,300 sqm with a production facility of 7,500 sqm

Cilegon, Banten

- Established in 1989
- Large-steel fabrication and manufactures power plant components
- Products: Steam Turbine (e.g. Condenser, LP Outer Casing, LP Inner Casing Assembly, LP Stationary Blade Ring); Gas Turbine (e.g. Combustion Chamber); Others (e.g. Industrial Steam Turbine SST-140, Industrial Round Condenser); Welding & NDT Test Center
- The factory employs some 500 people and covers an area of 43,000 sqm with a production facility of 24,000 sqm.
Selected references in Indonesia

Supplied PT Cikarang Listrindo with 2 units SST-900 industrial steam turbines of 145-MW each.

PLN partnered with Siemens to build 275-kV main substations in Padang Sidempuan and Payakumbuh to improve power reliability in Sumatra island.

Supplied PLN Batam with 2 SST-800 industrial gas turbines and 1 steam turbine SST-400.

A consortium consisting of PT Inti Karya Persada Tehnik and PT Adhi Karya (Persero) Tbk. awarded a contract to Siemens to deliver a Zimpro wet air oxidation system.

In the area of cement solutions, Siemens clinched an order to upgrade the cement plants of PT Indocement Tunggal Prakarsa with Cemat, the Simatic PCS 7-based process control system.

Supplied PT Kaltim Nitrate, Indonesia’s new ammonium nitrate plant in Bontang, East Kalimantan, with a PCS7 distributed control system (DCS).

Completed modernization of the sectional drive systems of PT Indah Kiat Pulp and Paper’s Serang Paper Machine No. 6 with SIPAPER drives.

Siemens Remote Service (SRS), a remote diagnostics system for has been installed in more than 100 equipments in nationwide hospitals: Siloam hospitals, Ramsey Interna-tional hospital and Gatot Subroto Army hospital.

The first Siemens’ Artis Zee biplane in Indonesia, a high-end angiography system for treating mainly pediatric patients, at Harapan Kita National Cardiovascular Center in Jakarta.

Equipped the first cancer hospital in Indonesia, Dharmais, with the first Siemens positron emission computed tomography (PET-CT).

Signaling components to PT LEN Industri for Java Northern Rail Line project.

2 new power substations to Satker Jabotabek for Cibinong Lintas Citayam-Nambo line and the Nambo Lintas Citayam-Nambo line in West Java.

Building automation and control systems (BACS) to increase energy efficiency PT Pertamina (Persero)’s headquarter.

Supplied PT PLN (Persero)’s 4 RCC in Java-Bali with Spectrum Power 4 EMS to ensure grid efficiency and reliability.
## Sustainability @ Siemens in Indonesia

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compliance</td>
<td>Compliance System, Web-based and In-person Training to all employees, Compliance Helpdesk, Business Conduct Guidelines.</td>
</tr>
<tr>
<td>Environmental Protection</td>
<td>Application of environmental management system to monitor and control our environmental impacts and performance (i.e. emissions, water, waste, energy).</td>
</tr>
<tr>
<td>Occupational Health &amp; Safety</td>
<td>“Satisfaction Level” in Health &amp; Occupational Safety Management System; Integrated Management System Certification for Quality, Environmental &amp; OHSAS, Occupational Health &amp; Safety; Energy Management System</td>
</tr>
<tr>
<td>Employees</td>
<td>Diversity, Top Talents Development, Commercial Apprenticeship Program, Leadership Excellent Program, Share Matching Plan</td>
</tr>
<tr>
<td>Suppliers</td>
<td>Contractual Commitment to “Code of Conduct” and establishment of Prevent, Detect and Respond processes in Supply Chain.</td>
</tr>
<tr>
<td>Corporate Citizenship</td>
<td>Disaster Relief Donations, Sponsoring in the area of Science and Education, Social Giving, Arts and Culture Performances.</td>
</tr>
</tbody>
</table>