

The Company

2nd Quarter I 2017

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Disclaimer

SIEMENS Ingenuity for life

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Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided, and percentages may not precisely reflect the absolute figures.

Our founder



Werner von Siemens

1816 – 1892

Werner von Siemens was a responsible entrepreneur and far-sighted inventor whose name soon became a household word around the world. Far ahead of his time, he recognized and fostered the link between science and technology.

"In my youth, I dreamed of founding an enterprise of world standing comparable to that of the Fugger dynasty ..."

Werner von Siemens, 1887

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Second quarter of fiscal 2017 – Key figures



Key figures for Siemens (Q2 2017 | Q2 2016)

(Continuing operations; in millions of € except where otherwise stated)	Q2 2017	Q2 2016	Change in % ¹
Volume			
Orders	22,629	22,294	1%
Revenue	20,219	18,996	5%

Profitability and capital efficiency

Net income ²	1,483	1,480	0%
Return on capital employed (ROCE) ²	13.3%	14.9%	

1 Portfolio changes and currency effects adjusted 2 Continuing and discontinued operations

Results of operations (Q2 2017)

	Q2 2017	Q2 2016
Liquidity		
Free cash flow ²	738	812
Employees (in thousands)	Sept. 30, 2016	
Total	351	
Germany	113	
Outside Germany	238	

	Industrial Business								
(in millions of €)	Building Technologies	Digital Factory	Energy Management	Mobility	Power and Gas	Industries	Wind Power and Renewables ³	Healthineers ⁴	Financial Services (SFS)
· · · · · ·	4 622	2.964	2 550	2 4 5 4	2 955	2 200	2 4 4 2	2 200	
Orders	1,632	2,864	3,558	2,151	3,855	2,299	3,142	3,369	
Revenue	1,604	2,706	2,996	2,022	4,104	2,185	1,516	3,441	
Profit	235	482	225	213	461	134	155	588	207 ⁵
Profit margin	14.7%	17.8%	7.5%	10.5%	11.2%	6.1%	10.3%	17.1%	26.3% ⁶

3 for the last time reported as a Division, as of Q3 2017 Siemens Gamesa Renewable Energy 4 Separately managed 5 Income before income taxes 6 Return on equity (RoE)

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Fiscal 2016 – Key figures



Key figures for Siemens: Fiscal 2016

(Continuing operations; in millions of € except where otherwise stated) Volume	Fiscal 2016	Fiscal 2015	Change in %
Orders	86,480	82,340	5%
Revenue	79,644	75,636	5%

Profitability and capital efficiency

Net income ¹	5,584	7,380	(24)%
Return on capital employed (ROCE) ¹	14.3%	21.0%	

Liquidity

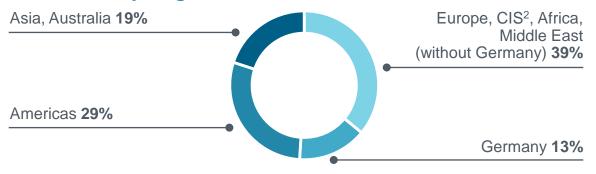
Free cash flow ¹	5,476	4,674	
Employees (in thousands)	Sept. 30, 2016	Sept. 30, 2015	
Total	351	348	
Germany	113	114	
Outside Germany	238	234	

Revenue by industrial business



Not included: Financial Services (SFS)

Revenue by region



2 Commonwealth of Independent States

1 Continuing and discontinued operations

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Global presence



Americas		Share of total worldwide
Revenue ¹	€22.7 billion	29%
Employees ²	72,600	21%
Germany		Share of total worldwide
Revenue ¹	€10.7 billion	13%
Employees ²	113,400	32%
Europe (exclu CIS ³ , Africa, M	ding Germany), /iddle East	Share of total worldwide
Revenue ¹	€31.1 billion	39%
Employees ²	102,300	29%
Asia, Australi	a	Share of total worldwide
Revenue ¹	€15.1 billion	19%
Employees ²	62,700	18%
1 by customer locat	ion	

by customer location
 as of September 30, 2016
 Commonwealth of Independent States
 All figures refer to continuing operations.

Close to customers all over the world

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Digitalization

In the future, we'll be living in a world that's increasingly interconnected by complex and heterogeneous systems. By 2020, the amount of data stored worldwide will have grown to 44 zettabytes. Around 50 billion devices will be linked online.

Source: IDC, The Digital Universe of Opportunities: Rich Data and the Increasing Value of the Internet of Things, April 2014; Dave Evans (Cisco): The Internet of Things, How the Next Evolution of the Internet Is Changing Everything, April 2011

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Globalization

Global competition is impacting productivity and production locations. In 2015 the estimated gross domestic product was approximately US\$ 73.2 billion.

Source: UNCTAD Statistics, Values and shares of merchandise exports and imports from 1948 to 2014, November 10, 2015

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Urbanization

In 2050, nearly 70 percent of the global population will be living in cities (up from 54 percent today). Each year, the world's cities grow by about 50 million people. As a result, metropolitan areas are increasingly investing in infrastructure.

Source: United Nations, World Urbanization Prospects. The 2014 Revision, New York, published 2015

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Demographic change

By 2050, the global population will have grown from the current level of 7.3 billion to 9.7 billion – and needs will rise accordingly. Back in 1950, there were only 2.5 billion people on the planet.

In addition, average life expectancy will have risen from today's figure of 73 years to 83 years by 2050.

Source: United Nations, Department of Economic and Social Affairs, Population Division (2015). World Population Prospects: The 2015 Revision, Key Findings and Advance Tables. Working Paper No. ESA/P/WP.241; Statista: World Population, 2016



Climate change

According to scientists, in the summer of 2015, the Earth's atmosphere had the highest CO_2 concentration in 800,000 years. In 2015 the UN Climate Change Conference in Paris resolved to limit global warming made by humans to well below 2° Celsius.

Source: SCRIPPS INSTITUTE OF OCEANOGRAPHY, "The Keeling Curve", November 11, 201



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Milestones of a 170-year history



1816 – 1892 Company founder, visionary and inventor		1866 The dynamo m electricity part everyday life		1959 SIMATIC m Siemens a automation	leader in		Agnetic resonance of scanner goes eration	world's la	ration of the argest rotor for wind turbines
Werner von Siemens	Siemer	ns innovation	s over th	e past 170	years				
	Pointer te lays the f of Sieme global co	foundation Ins as a	1925 Siemens e the Irish Fr with a hydr power plar	ree State roelectric	1975 Breakthrough high-voltage current (HVD transmission	direct	2010 TIA Portal takes automation a stage further	e effic	Id's most ient combined e power plant

Our claim "Ingenuity for life"





"Ingenuity" stands for **innovation**, **engineering** and **genius**. For us, it also includes **unity**: We are united in our efforts, and we are committed to partnering with our customers.

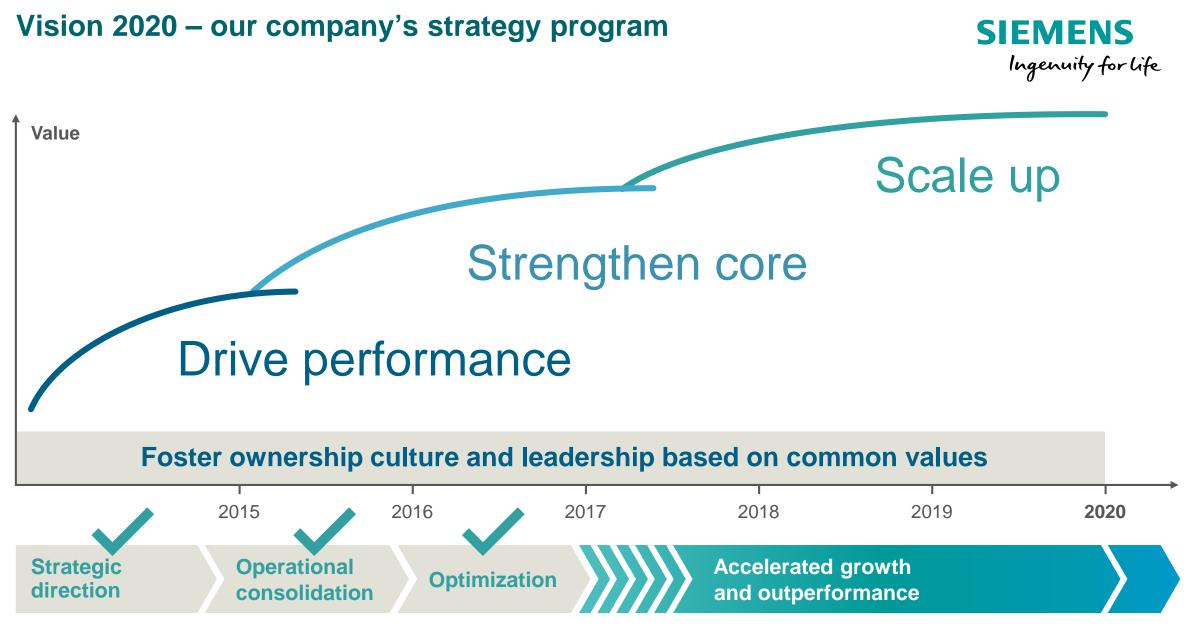
"For life" relates to our role in society: to make real what matters.

"Ingenuity for life" is therefore our unrelenting drive and promise to create **value** for **customers**, **employees** and **society**.

What we stand for – Our mission



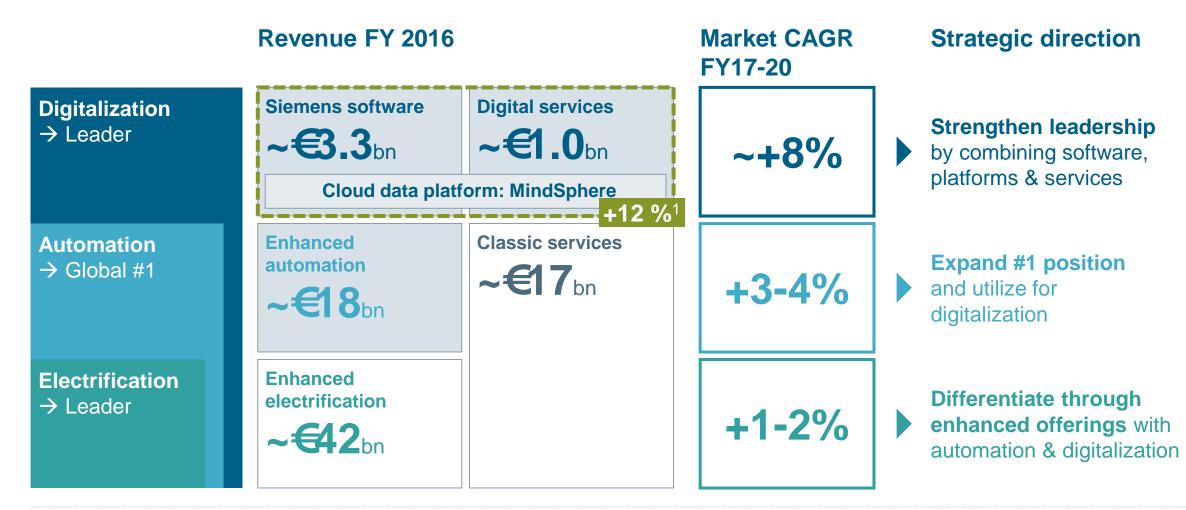
IIIIIIII by setting the benchmark IIIIIIIIIIIIIIIII electrify, automate and digitalize In Ingenuity drives us IIIIIIIIIIIIIIIIIIIIII Together we deliver. IIIIIIIIIIIIIIIIIIIIIII



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Vision 2020 – Our focus is E-A-D – and there is strong growth in "D"





Note: Figures based on Industrial Business

1 Growth FY15 to FY16, rebased

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Strengthen portfolio: We're sharpening our business focus in electrification, automation and digitalization



Digitaliza	ation	 Added value for our customers increasingly lies in software solutions and digital services and platforms We want to exploit the opportunities offered by digitalization even better
	Automation	 In automation we've already captured leading market positions worldwide We've been successfully automating customer processes for years We intend to maintain and expand these positions
	Electrification	 Our roots are in electrification. We're a leader in this field We're well positioned along the value chain of electrification We're capitalizing on a growing installed base and creating customer value through profitable service business

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Vision 2020 – Clear intents for our seven overarching goals



GOAL		INTENT	KPI	
1	Implement stringent company gover- nance with effective support functions	Live lean governance and drive continuous optimization		€1bn cost savings by FY 2016 achieved, continued productivity of 3-5%
2	Strengthen portfolio	Sharpen our business focus in electrification, automation, and digitalization		Tap growth fields > 8% margin in underperforming businesses
3	Execute financial target system	Grow our company value		15-20% ROCE Growth > most relevant competitors
4	Expand global management	Get closer to our customers and markets		> 30% of Division and BU management outside Germany
5	Be a partner of choice for our customers	Foster an intimate and trusting partnership with our customers	1	≥ 20% improvement in Net Promoter Score
6	Be an employer of choice	Unleash the full potential of our people	*** *	> 75% approval rating in "leadership" and "diversity" in SGES
7	Foster Ownership Culture	Ignite pride and passion for Siemens, through a new mindset and equity ownership	•	≥ 50% increase in number of employee shareholders
	ns AG 2017			

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Innovation is our lifeblood



Investment in research and development

R&D expenditures ¹	€4.7 billion
R&D intensity ¹	5.9%
R&D employees (worldwide) ¹	33,000

Inventions and patents

Inventions ¹	7,500
Patent first filings ¹	3,500
Patents granted as of September 30, 2016	60,000

University partnerships

Center of Knowledge Interchange (CKI) universities ¹	9
Principal Partner universities ¹	16

1 in fiscal 2016



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Innovation – our digital portfolio



Design & engineering	Automation	& operation	Mainter	nance & services
Siemens Software		Siemen	s Digita	Services
				Sinalytics Apps
MindSphere – the IoT op	perating sys ^a	tem		
Digitally enhanced Elect				
			2	

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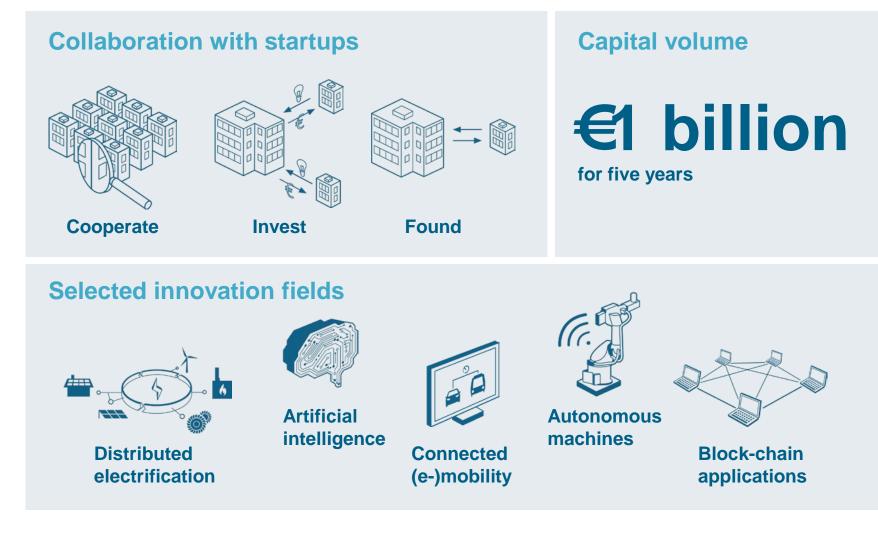
The next generation of innovation – A separately managed unit for startups



next 47

In October 2016, Siemens set up a separate unit to foster disruptive ideas more vigorously and to accelerate the development of new technologies.

The unit's name, next47, plays on the fact that Siemens was founded in 1847. We are using next47 to pool our existing startup activities.



Being an employer of choice



Siemens invests about **€500 million** each year in the training and education of employees.



Siemens' Europeans@Siemens program enables more than **100 young people** from EU countries as well as Turkey, Egypt, Algeria, Morocco and South Africa to participate in work-study programs in Germany in the fields of electronics and mechatronics.





165,000 Siemens employees own company shares and are thus co-owners of the company.



In FY 2016, **6,735 young Siemens employees** were enrolled in work-study programs that combine academic learning with practical experience.

Sustainability is a key enabler of Vision 2020



We make real what matters by enhancing responsible business practices, preserving the environment and developing people and society.

http://www.siemens.com/global/en/home/company/sustainability.html





Environment

- Resource conservation
- Product stewardship
- Decarbonization

Decarbonization

- Environmental Portfolio helped our customers to reduce their CO2-footprint by 521 million tons in FY16
- Siemens aims to become carbon neutral by 2030



Responsible Business Practices

- Sustainable Supply Chain
- Human Rights
- Compliance





Compliance System

- Effective prevention, detection, and response to compliance violations (Zero tolerance principle)
- The >100 Mio. US\$ Siemens Integrity Initiative supports clean business worldwide



People and Society

- Diversity
- Education
- Corporate Citizenship
- Business to Society
- Health & Safety

Health & Safety

- Our goal: Every employee should rely on an intact and safe working environment to return healthily and safely to their family and friends
- Programs: Healthy@Siemens and Zero Harm Culture

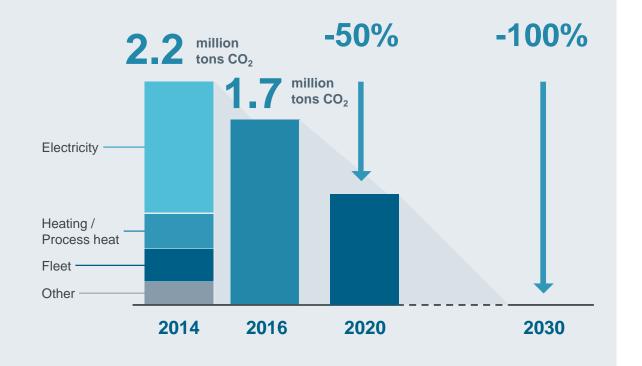
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Sustainability – Siemens aims to be net-carbon-neutral by 2030



We are investing over €100 million in measures to reduce our carbon footprint





Drive energy-efficiency program

Increase energy efficiency in factories, employ sustainable technologies in new buildings



Leverage distributed energy systems Reduce energy costs and CO_2 emissions



Reduce fleet emissions Utilize potential of low-emission cars in fleet, including electromobility

Purchase green energy

Move toward a significantly cleaner power mix with a strong focus on renewable energy and highly efficient gas

Independent auditors will monitor and report on progress of implementation

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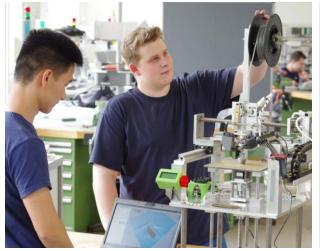
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Sustainability – Corporate Citizenship: Embracing our responsibility to society



Our **social commitment** takes many forms, including donations, foundations, disaster relief, employee volunteering activities, sponsorships and educational programs.

www.siemens.com/global/en/home/company/sustainability/ corporatecitizenship.html



Since 2008, we have reserved 10 percent of our apprenticeships in Germany for **disadvantaged young people**. Vocational training and integration are key enablers for overcoming social exclusion. About 90 percent of these trainees complete their courses successfully.



Supporting refugees is part of our responsibility to society. For example, we offer professional orientation through internships, provide accommodations, make donations and hold preparatory classes for young refugees.



We **train employees locally**. In India, for example, we plan to train 108 apprentices a year. In Egypt, we are building a training center for employees and customers. In South Africa, we built and equipped the Mandela School of Science & Technology.

Vision 2020 – Five elements create Ownership culture



Values – Our foundation

- Responsible
- Excellent
- Innovative

Behaviors

- Respect
- Focus
- Initiative and execution

Leadership

- Be bold, decisive and courageous
- Exemplify "Siemens matters"
- Motivate and engage

Equity

Supports a sense of long-term, output and profit orientation

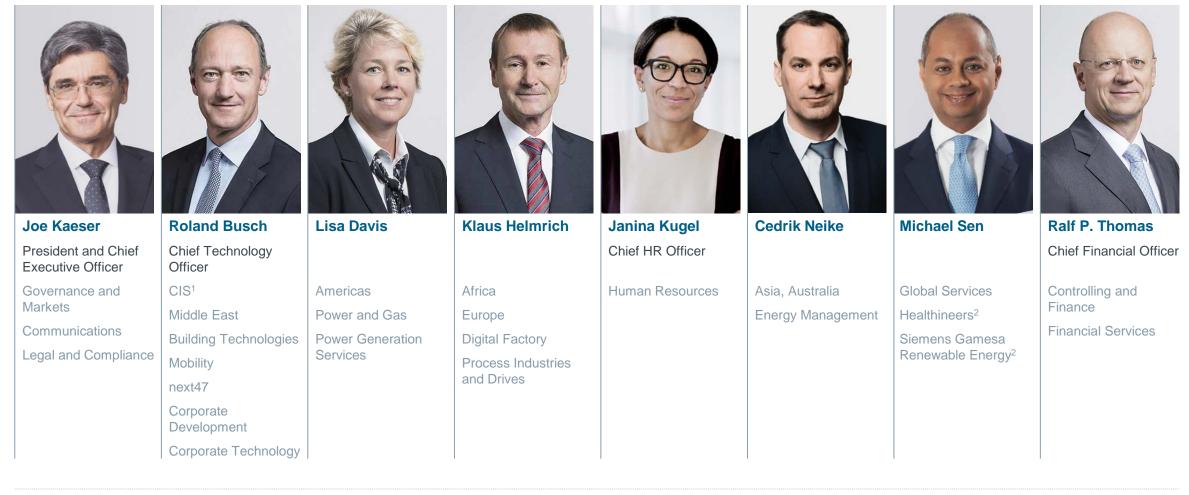
People orientation

- Empowerment and trust
- Honesty, openness and collaboration



Management | Managing Board of Siemens AG





1 Commonwealth of Independent States; 2 Separately managed

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Management | Divisions



Willi Meixner **Tim Holt Matthias Rebellius** Jan Mrosik **Bernd Montag** CEO CEO CEO CEO CEO Power and Gas **Digital Factory Power Generation** Building Technologies Healthineers¹ Services **Roland Chalons-**Markus Tacke **Ralf Christian Jochen Eickholt** Jürgen Brandes Browne CEO CEO CEO CEO CEO Siemens Gamesa Renewable **Process Industries Energy Management** Mobility **Financial Services** Energy¹ and Drives

1 separately managed

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Our business – Building Technologies



World leader for building technologies

The Building Technologies Division is a leading global provider of safe, energy-efficient and environmentally friendly building and infrastructure technologies.

As a technology partner, consultant, service provider, systems integrator and supplier, the Division offers solutions for fire safety, security, building automation, heating, ventilation and air conditioning (HVAC) as well as energy management.

www.siemens.com/about/building-technologies

	FY 2016	FY 2015
Orders in millions of €	6,435	6,099
Revenue in millions of €	6,156	5,999
Employees ¹	27,700	27,100

1 as of September 30, 2016

Our business – Digital Factory



Helping the global manufacturing industry go digital as companies move toward Industrie 4.0

The Digital Factory Division offers a comprehensive portfolio of seamlessly integrated hardware, software and technology-based services to support manufacturing companies worldwide in enhancing the flexibility and efficiency of their production processes and in reducing the time to market of their products.

The ultimate goal is the complete integration and digital representation of the physical value chain. The platform for this is called Digital Enterprise.

www.siemens.com/about/digital-factory

	FY 2016	FY 2015
Orders in millions of €	10,332	10,036
Revenue in millions of €	10,172	9,988
Employees ¹	45,000	43,500

1 as of September 30, 2016

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Our business – Energy Management





The Energy Management Division is one of the leading global suppliers of products, systems, solutions and services for the economical, reliable and intelligent transmission and distribution of electrical power.

The Division's portfolio ranges from systems for the low-voltage and distribution power grid level to smart grids and energy automation solutions to power supplies for industrial plants and high-voltage transmission systems.

www.siemens.com/about/energy-management

	FY 2016	FY 2015
Orders in millions of €	12,963	12,956
Revenue in millions of €	11,940	11,922
Employees ¹	52,400	52,400

1 as of September 30, 2016

Our business – Financial Services



Financial solutions for business customers

The Financial Services Division helps enterprise customers implement investment projects by providing project-related and structured financing as well as leasing and equipment financing.

The success of Financial Services is built on a unique combination of risk competence, technological expertise and reliable financial resources. Through our international network of SFS companies, we provide – subject to countryspecific legal requirements – a diverse range of financial solutions.

www.siemens.com/about/financial-services

	FY 2016	FY 2015
Orders in millions of €	26,446	24,970
Employees ¹	3,200	3,200

1 as of September 30, 2016

Our business – Mobility



Transportation solutions for the future

The efficient, safe and environmentally friendly transportation of people and goods by rail and road – the Mobility Division bundles all of Siemens' transportation-related products, solutions and services.

Advanced networked and IT-based mobility solutions and comprehensive knowhow are increasing infrastructure availability, optimizing route use and raising travel quality to new levels – by rail, on the road, or across multiple modes of transportation.

www.siemens.com/about/mobility

	FY 2016	FY 2015
Orders in millions of €	7,875	10,262
Revenue in millions of €	7,825	7,508
Employees ¹	27,100	26,400

1 as of September 30, 2016

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Our business – Power and Gas





The Power and Gas Division offers utilities, independent power producers, engineering, procurement and construction companies (EPCs), and oil and gas customers a broad spectrum of products and solutions for the environmentally compatible and resource-saving generation of power from fossil fuels and renewable sources of energy and for the reliable transportation of oil and gas.

www.siemens.com/about/power-gas

	FY 2016	FY 2015
Orders in millions of €	19,454	15,742
Revenue in millions of €	16,471	13,418
Employees ¹	48,700	50,300

1 as of September 30, 2016

Our business – Process Industries and Drives



Productivity, reliability, safety, flexibility, efficiency

With innovative, integrated technologies for the entire lifecycle, the Process Industries and Drives (PD) Division helps customers measurably increase productivity, shorten time-to-market, and improve the reliability, safety, and efficiency of products, processes and plants.

All over the world, customers are benefiting from future-proof automation, drive technology, industrial software, and services based on best-in-class technology platforms.

www.siemens.com/about/process-industries

	FY 2016	FY 2015
Orders in millions of €	8,939	9,144
Revenue in millions of €	9,038	9,553
Employees ¹	45,000	46,300

1 as of September 30, 2016

Our business – Siemens Healthineers





Siemens Healthineers¹ enables healthcare providers around the world to deliver high-quality patient care.

As a leading global healthcare company, we're continuously developing our portfolio, expanding our medical imaging and laboratory diagnostics offerings and augmenting them with a growing range of healthcare management, consulting and IT services – such as advanced therapeutic solutions and molecular in-vitro diagnostics.

www.siemens.com/about/healthineers

	FY 2016	FY 2015
Orders in millions of €	13,830	13,349
Revenue in millions of €	13,535	12,930
Employees ²	46,200	44,800

1 separately managed 2 as of September 30, 2016

Our business – Siemens Gamesa Renewable Energy





Siemens Gamesa Renewable Energy¹ is a leading supplier of reliable, environmentally friendly, and cost-efficient renewable energy solutions. The wind turbines offered by Siemens Gamesa Renewable Energy are a worthwhile investment from both a financial and an environmental perspective. Our wind power solutions deliver clean, renewable energy from onshore and offshore installations all over the world.

www.siemens.com/about/wind-power

	FY 2016 ³	FY 2015 ³
Orders in millions of €	7,973	6,136
Revenue in millions of €	5,976	5,660
Employees ²	14,500	12,800

1 separately managed **2** as of September 30, 2016

3 figures based on the former Division Wind Power and Renewables

A strong partner all around the world – Germany

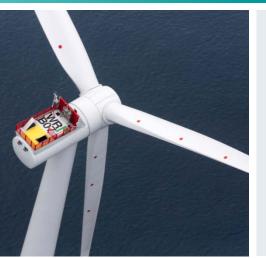


Provided 500,000 jobs¹

- Generated gross added value¹ of €50 billion
- Invested €97 million per year in employees

	FY 2016	FY 2015
Revenue ² in billions of €	10.7	11.2
Employees ³	113,400	114,000

1 directly, indirectly and indexed 2 from customers in Germany3 as of September 30, 2016; continuing operations



Siemens is building the EnBW Hohe See offshore wind farm, which comprises 71 seven-megawatt wind turbines. The turbines are being manufactured at Siemens' new nacelle plant in Cuxhaven. The wind farm, which will begin operation in 2019, will generate 497 megawatts of electricity for 560,000 households.



Beginning in 2020, DB Regio AG will operate its Rhine Valley rail network with 39 regional trains supplied by Siemens. The order comprises 15 Desiro HC and 24 Mireo trains. This is the first order for vehicles based on the new articulated Mireo regional train platform that was recently premiered at Innotrans.



In March, the cornerstone was laid for the service and maintenance depot being built for Rhine Ruhr Express (RRX) trains in Dortmund. Test operations will begin at the depot in 2018. The facility will be the service and maintenance center for all 82 RRX trains for the next 32 years.

A strong partner all around the world – Europe,¹ CIS,² Africa, Middle East



- More than 20% of all industrial processes in South Africa operate using control systems from Siemens
- Over the past ten years, Siemens has invested nearly €1 billion in Russia

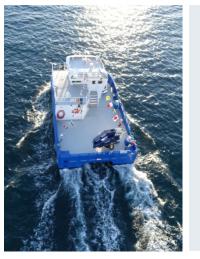
	FY 2016	FY 2015
Revenue ³ in billions of €	31.1	27.6
Employees ⁴	102,300	98,800

3 from customers in Europe (excluding Germany), CIS, Africa, Middle East **4** as of September 30, 2016; continuing operations

Siemens is building a link between the French and British power grids. When commissioned at the beginning of 2020, the ElecLink will be 51 kilometers long. Located in the Channel Tunnel, it will increase power transmission capacity by 50 percent.



Siemens is supplying electrical equipment for Africa's first automated container terminal. Located in Tangier (Morocco), the terminal will be able to accommodate container ships that have a capacity of up to 20,000 twenty-foot equivalent units (TEUs). The order includes electrical and automation systems as well as 32 automated stacking cranes.



The world's first battery-powered fish farming boat is now in operation in Norway. Siemens supported local shipbuilder Ørnli Slipp by developing and supplying the boat's complete electrical propulsion and control systems.

1 excluding Germany 2 Commonwealth of Independent States

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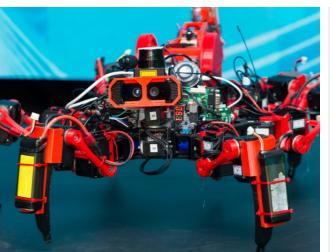
A strong partner all around the world – The Americas



- 50% of Brazil's electricity is generated by Siemens systems
- Over the past 15 years, Siemens has invested about \$35 billion in the U.S.

	FY 2016	FY 2015
Revenue ¹ in billions of €	22.7	21.7
Employees ²	72,600	73,500

from customers in the Americas
 as of September 30, 2016; continuing operations



Siemens hosted Innovation Day 2017 in Princeton, New Jersey, on March 27. The event showcased the company's latest innovations and projects – and their applications. Experts also discussed trends such as artificial intelligence and autonomous systems.



Siemens is supplying a total of 12 gas turbines for four industrial power plants in Argentina on a turnkey basis. Six industrial Trent 60 turbines are being installed at two plants in the Buenos Aires area. The remaining six turbines are being installed at plants in San Pedro and Zarate. The 12 turbines will generate a total of 690 megawatts of electricity.



Siemens is modernizing four drive systems at ore mills belonging to Chilean mining company Compañía Minera Doña Inés de Collahuasi SCM. The new systems will boost the mills' reliability and greatly increase their throughput.

A strong partner all around the world – Asia, Australia



- 30% of China's energy is generated by Siemens systems
- Siemens has manufacturing operations at 22 locations in India

	FY 2016	FY 2015
Revenue ¹ in billions of €	15.1	15.1
Employees ²	62,700	61,500

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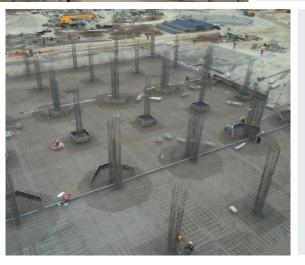
The Indian utility Power Grid Corporation of India Ltd. has commissioned Siemens to supply three large reactive power compensation systems of the SVC Classic series. Two of the three systems began operation at the end of 2016 in order to meet the growing demand for electrical power and improve grid stability.

2 as of September 30, 2016; continuing operations

1 from customers in Asia, Australia



Siemens and Sumitomo Electric have received an order to supply an HVDC link in South India. The link, which will be about 200 kilometers long, will be India's first DC link to feature voltage-sourced converter (VSC) technology. VSC, which is the latest innovation in HVDC technology, offers very stable and highly flexible reactive power control.



Siemens has been commissioned to supply a gas turbine and generator for the Sirajganj III combined cycle power plant in Bangladesh. Financial Services (SFS) is supporting the project with a construction loan of up to USD80 million.

Contact





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