Siemens Energy USA – Corporate presentation

February 2021
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Our purpose
We energize society

Company program
Energy of tomorrow 2030
Accelerating impact to lead the energy transformation

Our people
Making the difference with our culture and values

Our technologies
Addressing energy megatrends with our unique offerings

Our customers
Co-creating and delivering what we promise
In this challenging environment, the world needs **sustainable**, **affordable** and **reliable** energy – and we are the ones who can provide solutions.
U.S. Presence – A Fully Integrated, Full-Service Partner and Driver of the Energy Transition

Revenue¹
~$6.7 bn

Production Operations Footprint
~55% sq ft.
~25% of workforce

Exports¹
~$4.5 bn

Employees
~10,400

¹ including Siemens Gamesa
Financial figures per Combined Financial Statements as of and for the fiscal year ended September 30, 2021; employees as of December 2021.
Organizational Structure

Rich Voorberg
President, North America

Ellen Hsu
Vice President, Finance

Generation
- Large Rotating Equipment Solutions
- Service

Industrial Applications
- Products
- Process Solutions
- IA and Distributed Generation Service

Transmission
- High Voltage Grids
- Switching Products and Systems
- Non-Switching Products and Systems
- Solutions

New Energy Business
- Projects
- Technology & Products
- Operations

CEO Functions
- Legal & Compliance
- HR
- IT
- Communications
- Government Affairs
Full Value Chain in the USA

**Orlando, Gibsonton and Casselberry, FL**
Home to the FAST Logistics Center, engineering, manufacturing and lab support for power generation testing. Gibsonton is home to Advanced Airfoils Components, a JV between SE and Chromalloy.

**Charlotte and Raleigh, NC**
Specializes in manufacturing and engineering for large 60-Hz power generation equipment.

**Fort Payne, AL**
Manufactures electrical components for generators including stator bars, copper components and fabricated products.

**Alpharetta, GA**
Specializes in instrumentation, controls and electrical solutions for power gen. mgmt.

**Mount Pleasant, PA**
Home to large scale turbine and generator services, including maintenance, repair and modification

**Richland and Jackson, MS**
Manufacturing, design and testing services for all three divisions.

**Houston, TX**
Provides assembly & tooling as well as engineering support for turbines, ventilators, compression solutions, power plant solutions, and oil & gas process industries.

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**Headquartered**
Orlando, FL

- Offices and facilities in 84 locations, including 26 production facilities
- Approximately 10,400 employees
- Over 500 armed service veterans
The entire energy value chain
Our portfolio

Siemens Energy will take a leading role in the energy industry.
Industrial Applications

We offer a broad portfolio of products, integrated systems and solutions, comprising rotating equipment, integrated drive-train systems, electrification, automation and digital solutions for the on- and offshore industry, marine industry and the fiber industry, and water treatment solutions.

Our Industrial Applications division also provides services for oil & gas and distributed generation customers, including other industries such as food and beverages, minerals and metals, industrial parks and municipalities.

siemens-energy.com/industrial-applications

Who We Are

We support our customers in oil and gas, as well as other industries, by providing safe, reliable, and highly efficient rotating, electrical, automation and digital offerings.

Service

Highly resilient and growing service business reinforced by strong partner-ships with customers.

Innovation

Leading innovations in additive manufacturing, digitalization and decarbonization.
Generation

With a clear focus on decarbonization, digitalization and distributed energy, we offer a broad portfolio of energy products, solutions and services supporting a reliable, affordable, and efficient power supply.

Our product portfolio comprises gas and steam turbines, generators and gas engines as well as instrumentation and controls and electrical systems.

A comprehensive set of services covering performance enhancements, maintenance services, customer training and professional consulting complement our products and solutions businesses.

siemens-energy.com/generation

Who We Are

Our offerings support power generation with high efficiency and reliability. We help reduce emissions from existing assets and develop cutting-edge technology for future sector decarbonization.

Service

Our energy services help ensure the long-term optimal performance of our customers’ assets using state-of-the-art digital service technologies. These offerings enable remote servicing and maintenance for power operators across the energy sector with strong backlog, and a growing fleet.

Energy transition

We are driving the global energy transition by recognizing trends and responding with innovative products and solutions across the entire energy value chain.
Transmission

We offer a broad portfolio of products, systems, solutions and services geared around the key market trends of digitalization, decarbonization, grid stability and electrification. The product portfolio comprises air- and gas-insulated switchgear, transformers, digitalized products and other products such as bushings.

The Transmission division offers its products individually or as part of tailor-made systems and solutions as well as services relating to power transmission.

siemens-energy.com/transmission

Who We Are

Market and technology leader. We partner with our customers to build and operate efficient grid infrastructures and meet the growing demand for sustainable electrification.

Growth

Excellent growth prospects driven by industry-leading and innovative portfolio focused on key market trends.

Energy transition

Offering zero emissions technologies like circuit switchers powered by clean air rather than SF6 gas.
New Energy Business

We complement the portfolio of Siemens Energy by developing new technologies in the field of decarbonized energy systems.

The current focus of the New Energy Business is to enable the green hydrogen economy and to promote decarbonization, for instance by developing “power-to-x” technologies which use electricity from renewable energy sources for the production of low-CO$_2$ synthetic energy sources (power fuels).

siemens-energy.com/new-energy-business

Hydrogen Systems
Industry grade and highest quality green electrolyzer-based Power-to-hydrogen systems and services.

Power-to-X-Solutions
• Electrolyzer-based Power-to-Hydrogen and Power-to-Liquids solutions and services
• Electrolyzer-based turnkey solution package

Energy Consulting and Digital Services
• Electrolyzer-integrating Energy system design
• Specific Power-to-X related digital services and optimization solutions
Siemens Gamesa Renewable Energy

We focus on the promotion, design, development, manufacture and supply of products, installation and technologically advanced services in the renewable energy sector with a focus on wind power plants; it also provides services including management, operation and maintenance.

siemensgamesa.com

Positioning
A market leader in the attractive wind industry with the right foundation in place to play a key role in decarbonization trends

Growth
Highly favorable industry dynamics, with growth mainly coming from attractive offshore and service segments

Value
Well positioned for value creation with innovation, productivity & asset management, operational excellence and sustainability at the core of SGRE
2020 Highlights

- **AI-Driven Cybersecurity Monitor and Detection Service (MDR)**
- **Transformers for Renewable Energy**
- **Boil-Off Compressors for Calcasieu Pass LNG Project**
  - Cameron Parish, Louisiana

- **Hydrogen Pilot Project**
  - Clemson, North Carolina

- **Natural Gas Fired Combined Heat and Power System**
  - Lafayette, Indiana

- **Blue Clean Air Vacuum Technology**
  - for Circuit Breakers and Switchers
  - Traverse City, Michigan

- **Services for Gas Turbines Upgrade Specialty Chemicals Facility**
  - Decatur, Alabama
Our strategy
Digitalization as a value driver

Siemens Energy digitalizes the energy transformation – effectively, efficiently and securely.

**New digital revenue**
We create new revenue streams by offering software-as-a-service seamlessly across our product range
Example: Omnivise offering, e.g., Cybersecurity

**Increasing the value of our offering**
We combine our domain expertise with our digital expertise to differentiate our value and offerings for our customers
Example: Remote Services

**Internal digitalization**
We automate our internal processes and build the necessary digital infrastructure to react to rapid changes of the digital world
Example: Digitalized outage processes
Our employees are our greatest asset. It is why we want every single Siemens employee to be able to rely on a safe working environment at all times.

Zero Harm Culture@Siemens
Employer with a vision

Our three principles

- Zero incidents – it’s achievable!
- We take care of each other!
- No compromises on health and safety!
Siemens Energy has invested $1 billion Euros per year in R&D focused on sustainable technologies and services. Coal Exit: We have withdrawn our support for the development of new purely coal-fired power plants.
Our Diversity is Our Strength

We focus on creating equal opportunities, inclusion and diversity in all its facets.

We believe that everyone should be able to bring their whole self to work and achieve their full potential.

**Highlights**
- Goal to reach 25% women in top leadership functions by 2025, 30% by 2030
- Implementation of a Global Inclusion & Diversity dashboard to measure progress via performance

**Indicators like**
- Share of women and minorities in management & hiring
- No. of employee networks in all dimensions of inclusion
- Results of the 2021 “SE Voices” employee survey

**Military Talent Program**
Started a decade ago, our efforts to recruit veterans extends to all 4 branches of the military and includes
- Award-winning onboarding and retention programs
- Job training to develop digital skills for vets with STEM backgrounds
Societal Engagement

Access to Education
Promote Stem and Climate Education
(targeted at underrepresented demographics)

Driving Energy Transformation
Support clean Energy R&D and projects

Sustaining Communities
Disaster Relief (esp. related to electricity supply)

80% of donations in 2021 will support these three areas, while 10% will support the causes important to our customers and partners and 10% will support activities in local communities where we have operations.
We Deliver – Powered by our people and values

Accelerating Impact
• We focus and deliver on the fundamentals
• We co-create innovations with customers and partners
• We are starting the energy transformation now

Leading the energy transformation
• Most valued energy technology company
• Electrifying countries and communities
• Act as data-driven company