

Ekim 2016

Argemip 5746 Semineri Siemens Sunumu

Key figures for fiscal 2015

Siemens at a glance

Key figures Siemens FY 2015

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

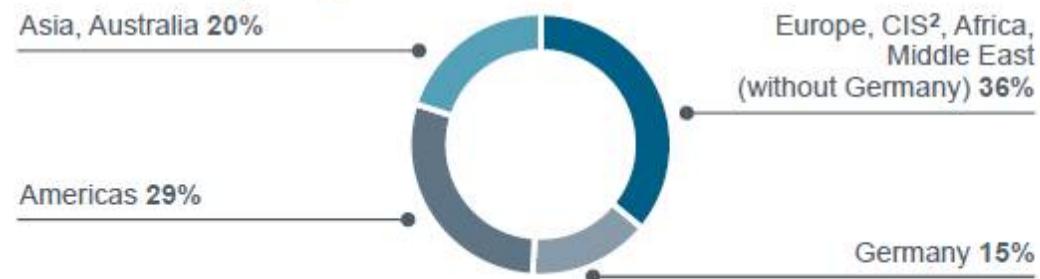
	FY 2015	FY 2014	Change in %
Volume			
Orders	82,340	77,657	6%
Revenue	75,636	71,227	6%
Profitability and capital efficiency			
Net income ¹	7,380	5,507	34%
Return on capital employed (ROCE) ¹	19.6%	17.2%	
Liquidity			
Free cash flow ¹	4,674	5,201	
Employees (in thousands)			
Sep. 30, 2015	348	338	
Total (continuing operations)	348	338	
Germany	114	114	
Outside Germany	234	224	

Revenue by industrial business

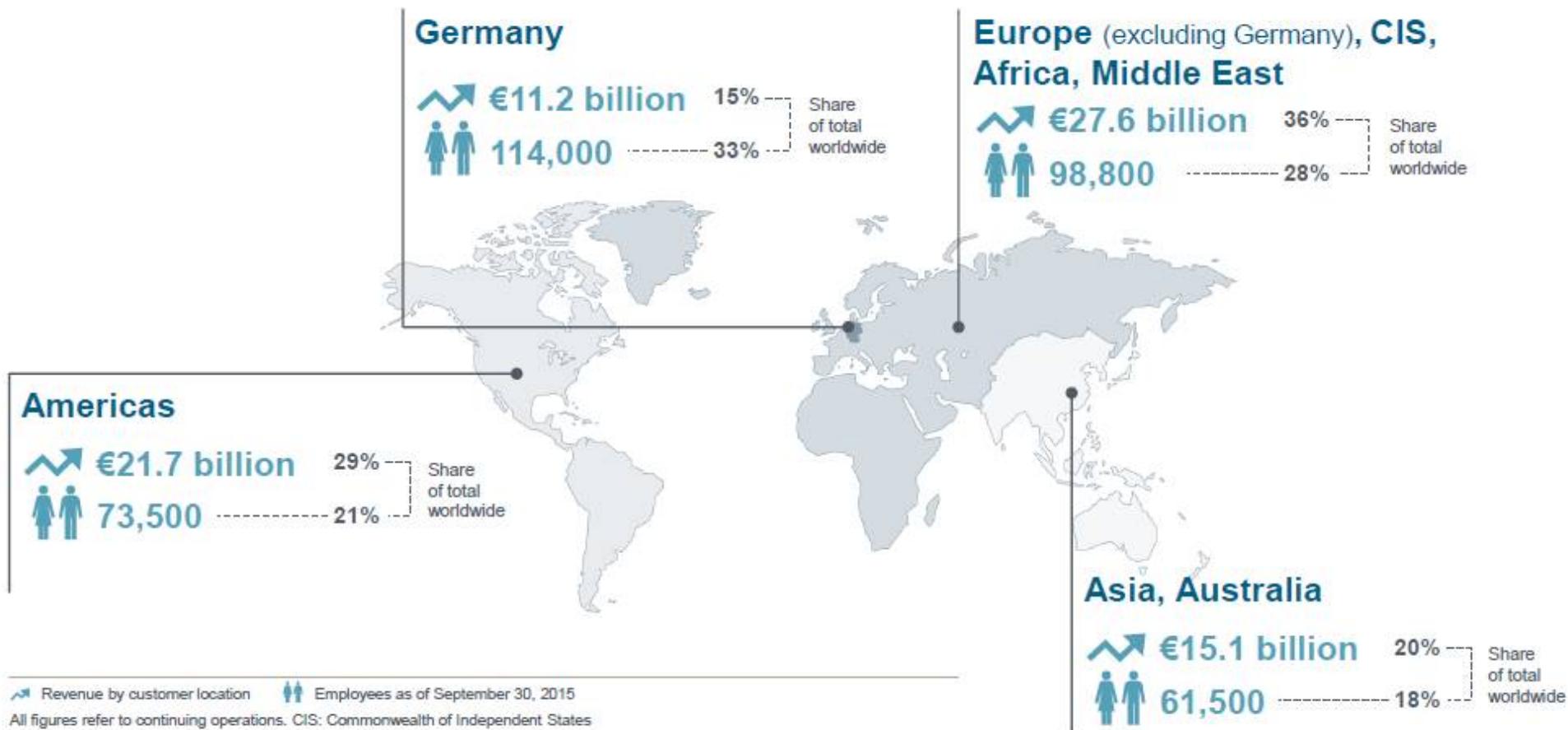


Not included: Financial Services (SFS)

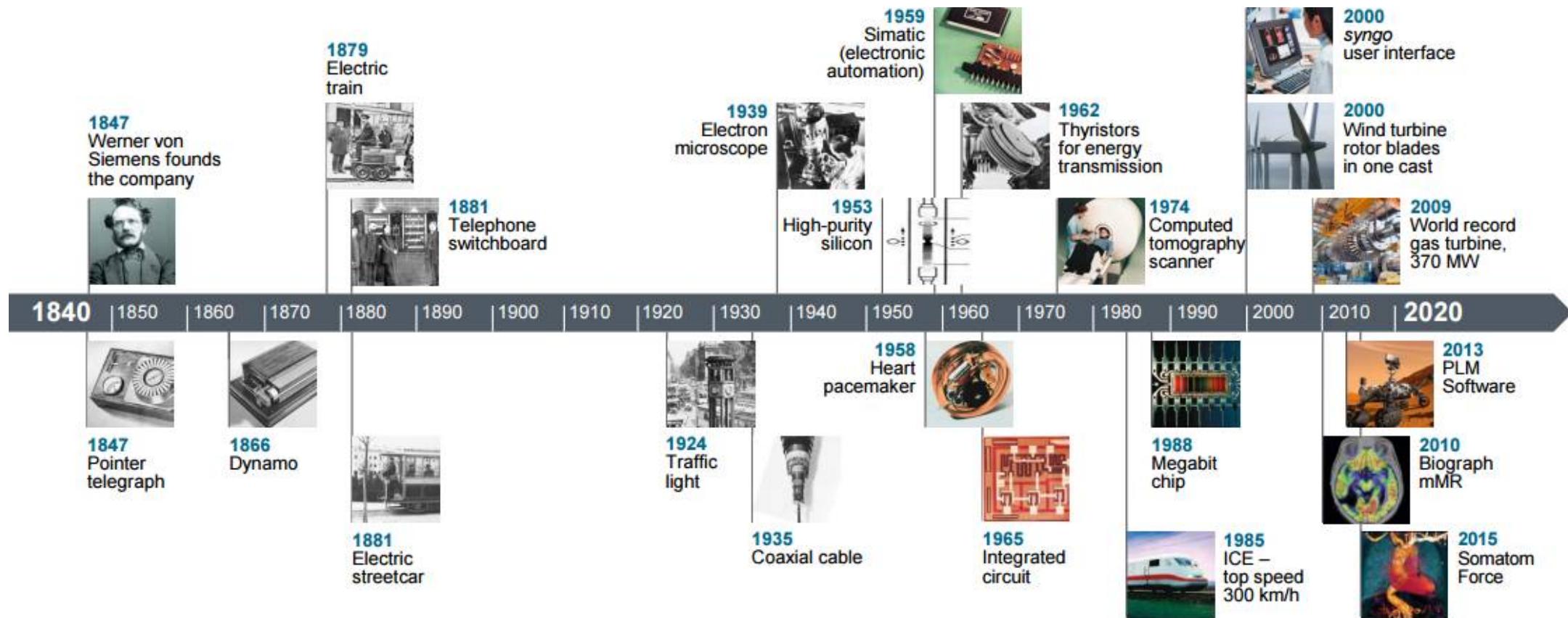
Revenue by Region



Global presence



168 years of innovation



Our Innovative power in figures Siemens as a whole and Corporate Technology

Investment in research and development –
the basis for growth and competitiveness



€4.5 billion

R&D expenditures¹



32,100

R&D employees¹



17,500

Software engineers¹

Inventions and patents –
securing the future



7,650

Inventions¹



3,700

Patent first filings¹

University partnerships –
our edge in knowledge



9
Center of Knowledge
Interchange (CKI)
universities



16
Principal partner
universities

¹ In FY 2015



Corporate Technology at a glance

Corporate Technology (CT) CTO – Prof. Dr. Siegfried Russwurm

Business Excellence, Quality Management, top⁺

- Business excellence
- Quality management
- Internal process and production consulting

Corporate Intellectual Property

- Protection, use and defense of intellectual property
- Patent and brand protection law

Development and Digital Platforms

- Competence center for horizontal and vertical product-and-system integration as well as software, firmware, and hardware engineering

Innovative Ventures

- Access to external innovations
- Start-up foundation
- Commercialization of innovations

Research in Digitalization and Automation

- Research activities covering all relevant areas in digitalization and automation for Siemens

Research in Energy and Electronics

- Research activities relating to energy and electrification, electronic, new materials and innovative manufacturing methods

Technology and Innovation Management

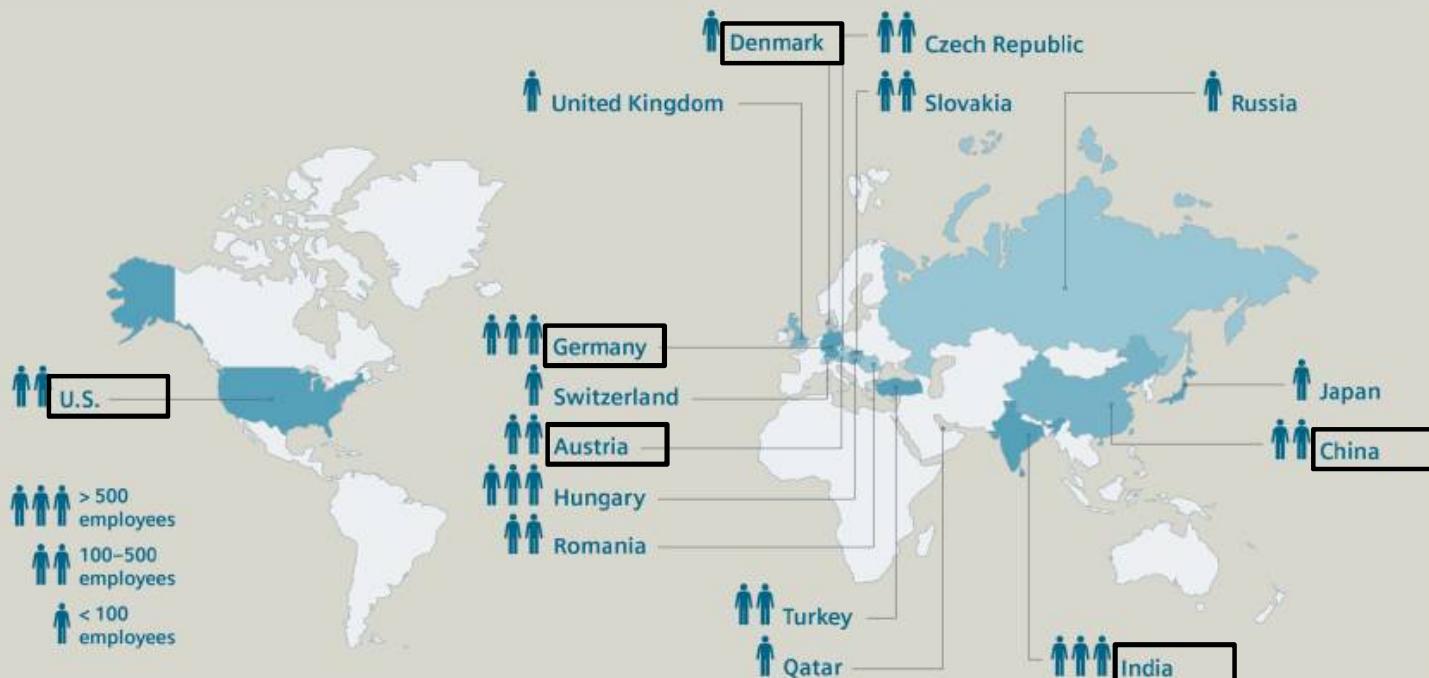
- Siemens' technology and innovation agenda
- Standardization, positioning regarding research policy
- Provision of publications relating to R&D

University Relations

- Global access to the academic world
- Top positioning in terms of university cooperations

Global presence of Siemens Corporate Technology and main research locations

Corporate Technology – Worldwide locations



Main research locations

A worldwide presence lies at the heart of the Siemens brand – and that goes for us as well.

That presence enables us to quickly offer targeted solutions that are tailored to regional requirements.

Concrete examples of our work



Driverless metro lines

Siemens supply the entire turnkey system for metro lines as a sustainable solutions for traffic problems. The Inspiro metro trains delivers the electrification, the signaling and communication systems for driverless operation.



World-record e-motors for aircrafts

Siemens developed an electric motor with a weight of 50 kilograms and a continuous output of 260 kilowatts. Flight with hybrid-electric drives uses 25 percent less fuel and significantly reduces CO₂ emission. The aim is to have a hybrid-electric drive system for passenger aircrafts in 2035.

Concrete examples of our work



Holistic approach for Product Lifecycle Management

Siemens supplies the entire PLM solution of CAD/CAM based product&factory design, simulation and automation solutions. The aim is to have self adaptive autonomous production systems for individualized production with highest safety level.



Digital twin of the product and the production line

Siemens delivers the design and simulation tools and solutions to its customers for improving their productivity and shortening the PLM processes.

Siemens in Turkey



- 1856** First Siemens activities in Turkey
- 1958** Foundation of Siemens-Koc JV (Simko)
- 1961** Construction of 14.000 sqm Kartal premises
- 1995** Acquisition of 66% of PEG Profilo by BSH
- 2000** Transfer of Koc shares to Siemens AG
- 2008** Healthcare EFQM award
- 2009** Gebze factory on 150.000 sqm
- 2009** R&D center for Corporate Technologies

Location Gebze



- Turkey's First LEED Gold Certificate
- 150.000 m², 2 times bigger than Kartal
- Organized Industry Zone - Gebze
- Energy production - Start: January 2009

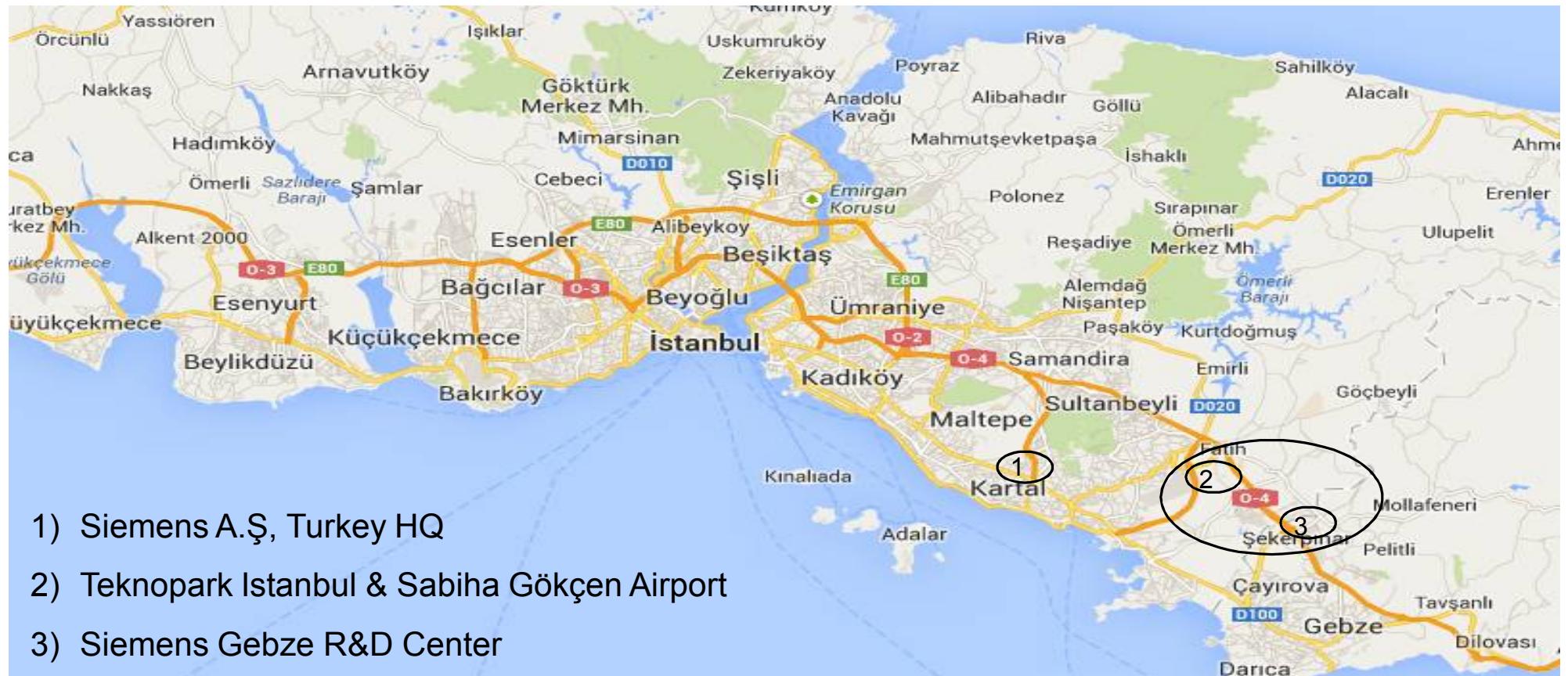


Ekim 2016

Siemens Türkiye Ar-Ge Faaliyetleri

Siemens A.Ş.'s Main R&D Locations

Gebze R&D Center and Istanbul Technopark



Siemens main R&D locations in Istanbul area

Siemens Gebze R&D Center

Office area: 3000 m²

R&D Engineers: 250+

Start of activities: 2004

R&D Activities:

Industrial Automation, Energy Distribution Automation

Medium Voltage Switch Gear

Siemens Technopark Istanbul

Office area: 400 m²

R&D Engineers: 40+

Start of activities: 2014

R&D Activities:

Industrial Automation , Siemens Innovation Lab



Siemens Gebze R&D Center



Technopark Istanbul, Pendik

Siemens Gebze R&D Center



SAŞ Personel Sayıları , 2015

Birim	Doktora Üstü	Doktora	Yüksek Lisans	Lisans	Lise Meslek Lisesi/ Diğer	Toplam
İdari		2	40	168	46	256
Mali			3	24	5	32
Üretim			2	205	818	1025
Ar-Ge		3	42	208	11	264
Satınalma/ Satış / Pazarlama		11	321	946	237	1515
TOPLAM		16	408	1551	1117	3092

Siemens Gebze Ar-Ge Merkezi Gelişimi

2011 - 2015

SIEMENS

	Kuruluş Tarihi Personel Sayısı	2012 faaliyet dönemi sonu	2013 faaliyet dönemi sonu	2014 faaliyet dönemi sonu	2015 faaliyet dönemi sonu	Kuruluş – Faaliyet Dönemi Personel Artış Yüzdeleri
Araştırmacı	51	80	106	166	205	% 403
Teknisyen	1	2	2	2	2	% 100
Ar-Ge Personeli Toplamı	52	82	108	168	208	% 400
Destek Personeli	4	3	3	6	6	% 50
TOPLAM	56	85	111	174	213	% 382

Siemens'in 5 yıllık tecrübesinden önemli notlar

1. Sizin probleminiz herkesin problemi .
 - Bakanlıklardan mukteza istemekten çekinmeyin ve cevapları paylaşın.
 - Siparişe dayalı Ar-Ge 2011 yılından beri mümkün !
2. Problemlerinizi STK'ların ilgili çalışma gruplarıyla paylaşın ve bu çalışma gruplarına katılın.
 - YASED Ar-Ge Çalışma Grubu
 - TÜSİAD İnovasyon ve Teknoloji Çalışma Grupları
 - YOİKK
 - Argemip
 - vb.
3. Hakemlere yasanın kapsamını hatırlatmayı unutmayın.
 - Hakemlerin beklentisinin araştırma ağarlıklı olması doğal, ama özel sektörde yapılan Ar-Ge'nin
 - % 10'u temel araştırma
 - % 20'si uygulamalı araştırma
 - % 70'ı ürün geliştirmedir.

Siemens'in 5 yıllık tecrübesinden önemli notlar

4. Yerel teşvikleri global teşviklerle karşılaştırın ve iyi örnekleri Bakanlıklarla paylaşın.
 - ABD : Vergi kredisi uygulaması
 - Romanya : 200'ün üzerinde personel istihdam eden Ar-Ge merkezlerine nakit destek
 - Çin : Yüksek Teknoloji firmalarına kurumlar vergisinde indirim
 - vb.
5. Diğer Ar-Ge merkezlerini ziyaret edin ve problemlerinizi paylaşın.
6. Maliye Bakanlığı'yla görüşmekte çekinmeyin ve problemleri aktarın.

Teşekkürler