Welcome to Building Technologies

Company and Organization

Facts, Figures and Goals

Offer

References
Company and Organization

Facts, Figures and Goals

Offer

References
Siemens is active in six Business Areas

- **Information and Communications**
  - Communications
  - Siemens Business Services

- **Automation and Control**
  - Automation and Drives
  - Industrial Solutions and Services
  - Logistics and Assembly Systems
  - **Siemens Building Technologies**

- **Power**
  - Power Generation
  - Power Transmission and Distribution

- **Transportation**
  - Transportation Systems
  - Siemens VDO Automotive

- **Medical**
  - Medical Solutions

- **Lighting**
  - **OSRAM**

**Sales**

- **Information and Communications**
  - 24% of total sales
  - €18.5 bn

- **Automation and Control**
  - 27% of total sales
  - €21.1 bn

- **Power**
  - 16% of total sales
  - €12.3 bn

- **Transportation**
  - 18% of total sales
  - €13.8 bn

- **Medical**
  - 10% of total sales
  - €7.6 bn

- **Lighting**
  - 5% of total sales
  - €4.3 bn
Our Group Management is supporting you

Group Executive Board

Heinrich Hiesinger
Group President

Johannes Milde

Rolf Renz

Division Management

Security Systems
Jens Wegmann

Fire Safety & Security Products
François-Xavier Hédon

Building Automation
Johannes Milde

HVAC Products
Uwe Frank

Division Head

Head Business Adm.

Bernd Haetzel

Hans Mehl

Edwin Blos

Alfred Hottinger
Our Know-how for the entire Lifecycle of your Building

- Comfort
- Security
- Safety

Consult
Plan
Build

SBT
for your building,
your life, your
assets and your
business processes

Operate
Maintain

Modernize
We help our Customers optimize their Business

By helping to maximize building performance.

By building a partnership to ensure innovative, cost-effective solutions with a secure future in the fields of security and fire protection, comfort and energy management.

By ensuring a high level of availability – round the clock, every day, worldwide.
We are a Global Player with an Office near you

- Over 500 SBT branch offices in 47 countries
- 124 distributors
- 12 manufacturing locations
We are the leading Partner for High-Technology

The technical infrastructure of a building optimizes living and working conditions and helps our customers concentrate on their core activities.

The users and occupants of the building feel comfortable and safe. Business processes, information and goods are protected and energy is ideally utilized.

The result: Lower operating costs and higher productivity.
With our R&D Locations throughout the World, we are a true Global Player

1,242 man-years in R&D, thereof 562 man-years in software development
Our key figures reflect an outstanding performance

<table>
<thead>
<tr>
<th></th>
<th>Business Year 2004</th>
<th>Business Year 2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>New orders (million euros)</td>
<td>4,358</td>
<td>4,518</td>
</tr>
<tr>
<td>Sales (million euros)</td>
<td>4,247</td>
<td>4,415</td>
</tr>
<tr>
<td>Group profit (million euros)</td>
<td>108</td>
<td>181</td>
</tr>
<tr>
<td>Employees (on 9/30 incl. trainees)</td>
<td>28,159</td>
<td>28,458</td>
</tr>
</tbody>
</table>

Sales
- Europe 62%
- Asia/Pacific 5%
- Americas 33%

Employees
- Europe 62%
- Asia/Pacific 6%
- Americas 32%
### Fire safety

As the number one supplier in the fire protection sector, SBT has a market share of almost 11%.

*Every fourth commercial building* in Europe is equipped with Siemens fire safety products.

### Building automation

In the Building automation and control sector, SBT has a market share of almost 13%.

Siemens installed a building management system with 26,000 data points linked by fiber optic cables in the *world’s most luxurious hotel*, the Burj al Arab, in Dubai.

### Security solutions

With a market share of 2%, SBT is the third largest provider of security solutions worldwide in a very fragmented market.
We have a clear Vision

We aim to be the customer’s preferred partner for building comfort, energy efficiency, fire protection and security, making us the fastest-growing, highest valued and most attractive company in the industry.
Siemens Values drive our Pace

We are a growth company that provides every customer with high sustainable value.

We aim to capture leading market positions in all our businesses.

We are developing comprehensive scenarios of the technological opportunities that await us in the future.

We are committed to a human approach, equal opportunity, and strict ethical standards in all our business dealings.
We are committed to protecting the Environment

Our products and services help save energy for conserving resources and reducing harmful emissions.

In many respects, Siemens standards go beyond worldwide ecological regulations and standards.

Environmental Declarations for new products.

Economical and ecological benefits through continual cost savings.
We comply ISO 9001 and ISO 14001 with international standards

Process support through integrated management system

Sustained enhancements through monitoring quality and environmental protection

The operation of all production centers are based on certified quality management systems conforming to ISO 9001 and environmental management systems conforming to ISO 14001

Responsibility at all levels of the product lifecycle
Our broad Portfolio of innovative Solutions, Systems, Services and Products

- Total Building Solutions
- Vertical Markets
- Solutions, systems and products for
  - Fire safety
  - Security
  - Energy and comfort
- Services
Total Building Solution (TBS)
Comprehensive Solutions and Services

Communication and IT security
- Telephony
- Firewall
- Public key infrastructure
- Network and content security
- Networking
- Meta-directory
- Track & trace

IT process integration
- Risk management
- Security assessment
- Consulting
- IT process integration
- Training

Security & Safety
- Fire
- Intrusion
- Access
- Video
- Time
- Evacuation
- Scanning

Building Automation
- Ventilation
- Heating
- AC
- Light
- Water
- Power
In building technology, process-oriented solutions ensure protection of the investments and economy of operation.

**We make certain that interplay between different types of plant works**

Fire protection, alarm systems, fire extinguishing systems, evacuation systems and HVAC plant can be controlled and monitored from one central location.

**We save energy without sacrificing comfort**

Innovative tools control and optimize energy consumption and ensure that saving measures will effectively work.

**We offer you a link to the future**

As a building operator, you can make use of the Intranet or Internet to obtain information about your systems- independent of time and location.
Total Building Solutions
The Benefits speak for themselves

- Reliable operation
- Uniform, user-friendly operation
- Flexibility based on Web technology
- Straightforward adaptation to changing requirements in buildings and operation
- Small training effort
- Sleak service organization owing to straightforward operational processes
- One single partner with in-depth know-how to cover the building’s entire lifecycle
Total Building Solutions
With TBS, we can fulfill all your Needs
Total Building Solutions
With TBS, we can satisfy all your Needs

Interplay of operations across boundaries of plant:

- Enhanced comfort and safety thanks to new scope of functions
- Effective optimization of energy usage
- Fewer manual interventions owing to intelligent interaction of plant
- Simpler ways to decide since all necessary information is available at the right place
- Optimized service visits
Vertical Markets
We create tailored Solutions for our Customers

It is important for a building technologies provider to have a thorough understanding not only of its own business, but also of that of its customers.

To operate efficiently to the customer’s advantage, a vast know-how in research, development and manufacturing is required.
Vertical Market “Healthcare”
We are familiar with the Healthcare Industry

Over 1,500 reference sites in the European healthcare industry, combined with many years of experience, demonstrate our in-depth understanding of the needs of hospital managers.

Building on our vast experience, and working in partnership with you, we develop innovative solutions that meet your specific hospital needs.

Siemens offers a comprehensive solution portfolio, including Medical Solutions, Siemens Financial Services, Siemens Business Services and Siemens Building Technologies – all from a single source.
Minimization of energy usage and costs with the combination and interlinking of safety and security management and building automation and control.

Optimization of operations with uniform, user-friendly handling and simpler operating processes.

Enhanced comfort and maximum security owing to innovative functions and options.
Vertical Market “Airport”
We know the Needs between Landing and Takeoff

The airport market demands technically and economically optimized solutions, such as system integration, energy and money saving solutions, and operation efficiency.

We are an innovative, reliable and competent strategic partner, systems integrator and turnkey solution provider for the planning, implementation and management of all electronic airport equipment.

As a security and building solution provider working closely with all Siemens Groups, Building Technologies offers an airport solutions portfolio as well as service and maintenance support that are unequalled worldwide.
Vertical Market “Airport”
We keep you on Course right from the Start

Our comprehensive portfolio of products, systems, and services for airports:

- Airfield lighting, aircraft handling
- Baggage and cargo logistics
- Technical services, maintenance, managed services
- Ground vehicle technology
- Terminal building automation technology
- Security solutions
- Fire safety and fire extinguishing systems
- Building automation
- Energy management
- IT solutions
- Power supply through high-availability networks
- Financial engineering
- Performance contracting
Vertical Market ‘Pharma’
We are part of the Pharmaceuticals Community

Pharmaceutical production and other critical environment facilities demand the highest quality for product development, manufacturing, storage and distribution.

The dedicated processes and knowledge call for sophisticated solutions for safety and security issues.

Quality expectations are 100 % – there is no fault tolerance and no other industry is more regulated than the pharmaceutical industry.
Vertical Market "Pharma"
We take care for the entire Lifecycle of your Building

- Protecting assets and controlling business processes
- Direct link to key success factor knowledge protection
- Protecting life and property
- Direct link to the safety and availability of the site

- Compliance, comfort, and energy efficiency
- Direct link to the proper process environment

Vertical Market "Pharma"
Vertical Market "Food & Beverage"
We speak the Customer’s Language

The food, beverage and tobacco industries are characterized by the vast presence of medium-sized manufacturing enterprises worldwide.

This market needs a strong partner with an unbeatable portfolio, strong local presence, financial stability and extensive know-how in the fields of energy, safety and security.

Minimizing the risk of deliberate contamination of food and guaranteed business continuity of their operations are very important tasks.

Clients of the sub-industries food, dairy products, breweries, alcoholic beverages, soft drinks, fruit juices and tobacco expect a compelling story from Siemens for their future operation.
Vertical Market "Food & Beverage"
We provide all the Menus you need

- Expandability and flexibility through integration of processes and platforms
- Food security – FDA bio hazard
- Traceability and consistent quality
- Risk mitigation
Vertical Market "Hospitality"
We know how to reach the Stars

The highest common denominator for this business is satisfied guests, better utilization, and lower costs.

Due to the trends of cost reduction, new technologies have to be integrated into the existing infrastructure.

Rising energy prices, risk of security infringements and safety demands also have an impact on requirement.

The use of innovative technologies and centralization have an impact on the market.
### Vertical Market ‘Hospitality’
We make your Guests feel at Home

We provide individual solutions for all types of hotels, from small guest houses to luxury hotels.

With decades of experience in the field of hospitality, we have representatives worldwide.

We build solutions for the entire lifecycle of your hotel.

<table>
<thead>
<tr>
<th>Planning and construction phase</th>
<th>Operating phase</th>
<th>Renovation and upgrading phase</th>
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<tbody>
<tr>
<td>Analysis and consulting</td>
<td>Maintenance services</td>
<td>Migration solutions</td>
</tr>
<tr>
<td>Safety solutions</td>
<td>Energy services</td>
<td>Performance Contracting</td>
</tr>
<tr>
<td>Fire protection solutions</td>
<td></td>
<td></td>
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<tr>
<td>Building automation and control solutions</td>
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</tbody>
</table>
Vertical Market “Sports Venues“
We are fit in this Business and know the Rules

Sports venues are a pure “project-driven business“ with a broad range of applications involving communications, automation, safety and security as well as multi-media equipment, lighting, floor lighting with associated lifecycle services.
Vertical Market “Sports Venues”
We have a good Fair Play with our Partners

Siemens is the only industrial company that can offer all-inclusive solution packages including financing and lifecycle services.

Managed interfaces between all systems and our strong local presence are important benefits.
We bundle our Strengths in four Business Areas

- **Security Systems**
  The safe, sure way to more innovative security solutions

- **Fire Safety and Security Products**
  Protecting life and property

- **Building Automation**
  Helping your building work for you

- **HVAC Products**
  The right product at the right time in the right place
Our Business Area

- Company and Organization
- Facts, Figures and Goals
- Offer
- References
Business Area “Security Systems“
We satisfy all your Security Needs

- Risk minimization
- Asset protection
- Life protection
- Continuity
- Confidence
- Security
Business Area “Security Systems”
We protect People, Property and Business Processes

We create new value dimensions for our customers, utilizing our global core competences by providing lifecycle services based on innovative electronic security solutions to protect people, property, business processes and assets.
Business Area "Security Systems"
We offer a wide Range of Security Solutions

- Access control / time recording
- Biometric systems / IC card production
- Intrusion detection
- Video surveillance
- Danger management systems
- Notification of security staff
- Mobile security
- IT security
- Data and voice security
Business Area "Security Systems"
We are Trendsetters in Building Security

We analyse customer processes, define security requirements and translate them into customer-specific solutions.

We ensure business continuity and investment protection across the entire lifecycle.

The “Siemens One” strategy is enabling us to offer complete, single-source solutions for a long-term relationship.
Our Business Area

- Company and Organization
- Facts, Figures and Goals
- Offer
- References

Fire Safety & Security Products
Business Area “Fire Safety & Security Products”
We satisfy all your Fire Safety and Security Products Needs

- Reliability
- Protection
- Experience
- Innovation
- Knowledge
- Prevention

- Company and Organization
- Facts, Figures and Goals
- Offer
- References
Business Area “Fire Safety & Security Products”
We push Innovation to shape the Future

We make the world a safer place by providing innovative Fire Safety Solutions and Security Products creating outstanding value for customers, employees and companies.
**Business Area ‘Fire Safety & Security Products’**

We offer a wide Range of Fire Safety & Security Products

- Fire detection (smoke, flames, etc.)
- Gas detection (explosive gases)
- Automatic extinguishing (dry, water spray)
- Voice evacuation, emergency controls
- Danger management systems
- Services (modernization, etc.)
- Access control
- CCTV
- Intrusion
Business Area “Fire Safety & Security Products“
We exceed your demanding Expectations

We provide functional and reliable products / features, a complete product range and high quality based on our product technology.

With our sales excellence, we support local footprint, direct end-customer contact and leveraging / cultivation of the installed base.
Our Business Area

- Company and Organization
- Facts, Figures and Goals
- Offer
- References

Building Automation
Business Area ‘Building Automation’
We satisfy all your Building Automation Needs

- Energy saving
- Control
- Ventilation and air conditioning
- Lighting
- Comfort

Temperature
Business Area ‘Building Automation’
We support you with Comfort and Energy Efficiency

We provide integrated high-value-adding solutions and services for the technical infrastructure of buildings.

We help you save energy costs, improve operating performance and reliability while increasing comfort in the building.

We are the preferred long-term service partner of you for the lifetime of the building.
Business Area 'Building Automation’
We offer a wide range of Building Automation Solutions

- Building Automation and Control Systems (BACS)
- Room management: Temperature, blinds, lighting
- Technical consulting, solution design, engineering, installation, commissioning
- Comprehensive project management
- Maintenance services, standby service, modernization, upgrades
- Environment and energy services
- Customized training programs
Business Area ‘Building Automation’
We guide you to Success

Optimize
We ensure your system operates at the optimal level.

Improve
We keep up to date with state-of-the-art technologies

Continue
We will be at your service for the lifetime of the building
Our Business Area

- Company and Organization
- Facts, Figures and Goals
- Offer
- References

HVAC Products

Building Technologies
Business Area “HVAC Products”
We satisfy all your HVAC Product Needs

- Comfort
- Heating control
- Water
- Air
- Reliability
- Cost and energy efficiency
Business Area "HVAC Products"

We make user-friendly Products

We make and deliver products for the control and management of combustion and heating, ventilation and air conditioning equipment in buildings.
Business Area “HVAC Products”
We offer a wide range of HVAC Products

- Standard systems and controls for HVAC applications
- Thermostatic controls for heating, ventilation and air conditioning
- Valves and actuators
- Sensors
- Variable speed drives
- Products for energy cost allocation
- Damper actuators
- OEM products for boilers, burners and alternative heating systems
- Products and solutions for OEM ACRD applications
Business Area "HVAC Products"
We help you maintain high Standards of Quality

We offer a comprehensive product range for the control of heat-generating equipment, heating, ventilation and air conditioning plants.

We provide customized offerings (products / services) for OEMs, installers, resellers and systems houses.

We are specialists in the field of electronic control technology with in-depth application know-how.

We ensure customer proximity and a high level of availability thanks to extensive distribution networks and reliable logistics.
Services
We help you operate your Building professionally

Our wide service offering ranges from operational services through energy services to knowledge services and helps keep the technical infrastructure at its most efficient level throughout the building’s lifecycle.
Advantage Services™ is the service offering from Siemens’ Building Technologies Group:

- Creating a unique identity for our services in the market
- Defining a common service quality worldwide
- Describing defined service descriptions
- Leading to cross-selling between the SBT divisions and regions
Business Area “Security Systems“
Our References

- Rainbow Hotel Opera, Oslo, Norway
- Airport, Munich, Germany
- US Bancorp Tower, Portland, USA
- Transrapid, Shanghai, China
Business Area ‘Fire Safety & Security Products’

Our References

- Jin Mao Building, Shanghai, China
- Oceanario Waterworld, Lisbon, Portugal
- Taipei Financial Center, Taipei, Taiwan
- Rijksmuseum Amsterdam, Netherlands
Business Area ‘Building Automation’
Our References

- Millenium Tower, Vienna, Austria
- Jumeirah Beach Resort, Dubai, Emirates
- Capitol, Washington DC, USA
- Taipei Financial Center, Taipei, Taiwan
Business Area ‘HVAC Products’
Our References

- Cheonbuk Provincial Office, South Korea
- Messehalle 3, Frankfurt, Germany
- Siemens Arena, Vilnius, Lithuania
- Vincent Pallotti Hospital, Cape Town, South Africa
Ultimately, it’s all about People

Thank you for your attention