



SIEMENS



Steering a Portfolio towards Sustainability

Customer view

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Key figures for fiscal 2014

Siemens at a glance

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

	FY 2014	FY 2013	% Change ¹
Volume			
Orders	78,350	79,755	1%
Revenue	71,920	73,445	1%
Profitability and capital efficiency			
Return on capital employed (ROCE)	17.2%	13.7%	
Net income ²	5,507	4,409	25%

Capital structure and liquidity

Free cash flow	5,399	5,378
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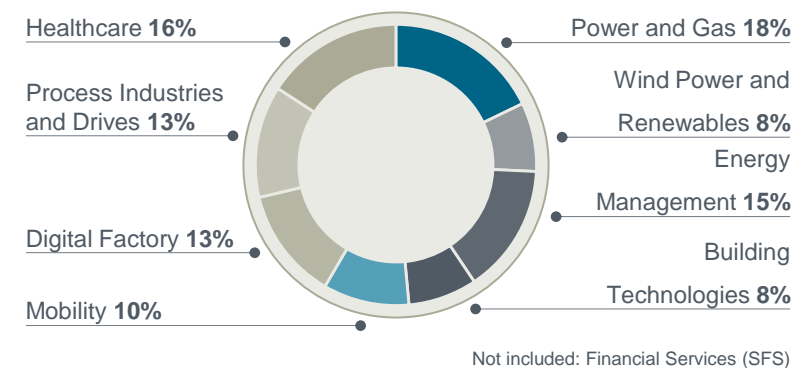
(in thousands)

	Sep. 30, 2014	Sep. 30, 2013
Employees		
Total	343	348
Germany	115	117
Outside Germany	229	231

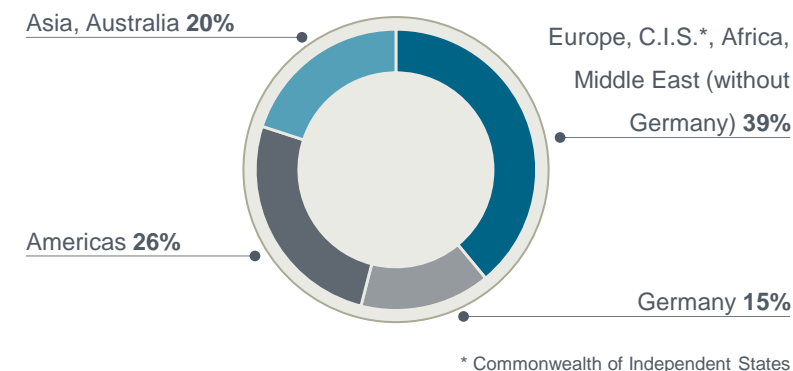
¹ Comparable, excluding currency translation and portfolio effects.

² Continuing and discontinued operations.

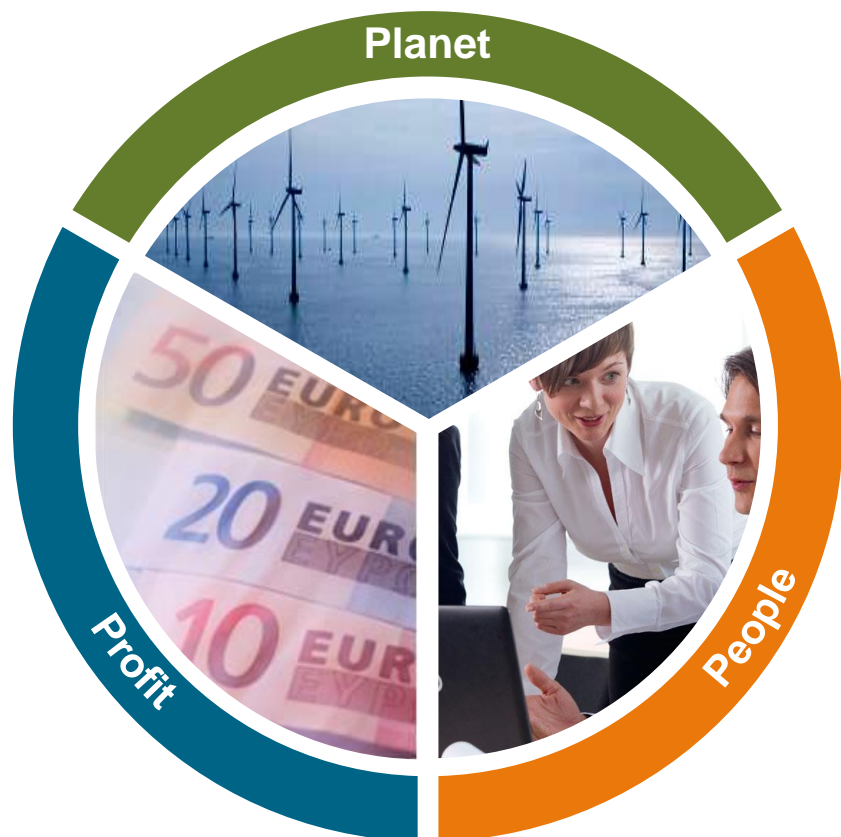
Revenue by industrial business



Revenue by region



Sustainability: The goal is to create a balance between profit, the planet and society globally



Sustainable action is the means to achieve profitable and long-term growth.

At Siemens we have a clear commitment to think and act in the interest of future generations, balancing profit, planet and people.

Sustainability & Citizenship at Siemens

We act responsibly for future generations

Through our sustainable business practices

Our contribution to our Customers
competitiveness and

Our contribution to the sustainable development of Society

Energy & resource efficiency matter for our customers - Siemens Environmental Portfolio

The Environmental Portfolio bundles all products, solutions and services that contribute to energy efficiency, climate and environmental protection

Selection criteria & portfolio composition

Energy-efficient products and solutions¹⁾



¹⁾ Energy-efficiency definition:
 >100.000 Mt annual CO₂ abatement or
 >20% more efficiency
 during use phase against baseline

74 %*

Renewable energies



21 %*

Environmental technologies



5 %*

* Distribution of Environment Portfolio revenue FY2014, based on qualification process

We are implementing the highest standards of sustainability in our supply chain

Code of Conduct for Siemens Suppliers:

- Compliance with laws and regulations
- Prohibition of corruption and bribery
- Respect for employees' fundamental rights
- Prohibition of child labor
- Employee health and safety
- Environmental protection
- Supply chain

Regular risk assessments and checks through:

- Sustainability Self Assessments
- Supplier quality audits with the Sustainability module
- External Sustainability Audits

Know-how transfer and capacity building for suppliers:

- Web-based trainings and sustainability workshops



Conclusions: From a customer view...

- ... it is essential that our suppliers comply with core requirements (e.g. code of conduct)
- ... a portfolio segmentation:
 - can underpin capabilities of the chemical industry to manage risks along the value chain
 - is beneficial if it credibly shows performance improvements
 - should address sustainability topics that are material to us and/or our customers
 - may have additional positive value in marketing and branding
- ... a higher price is accepted only if there is a tangible benefit for us and/or our customers, there is no “sustainability premium” as such.

