



Siemens IT Solutions and Services
At a Glance

www.siemens.be/it-solutions

SIEMENS

Company



A new player with excellent prospects for a successful future is emerging – Siemens IT Solutions and Services, which pools the expertise of experienced IT services and solutions providers with that of established software development houses. This new Siemens Group will be active in a dynamically developing market. In 2006, the global market for IT services and solutions totaled some €340 billion, with continued growth of around seven percent* annually.

This new organization is part of Siemens, one of the world's largest technology groups, which attaches top priority to IT expertise. More than half of Siemens' total sales revenues already hinges upon software – and the trend is rising. There is also a similar development in connection with IT services.

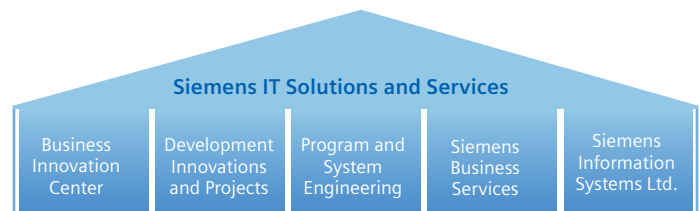
In forming this new Group, Siemens is responding first and foremost to its customers' desire for one-stop shopping for comprehensive, industry-specific solutions. After all, the need on the part of both private- and public-sector organizations is to integrate more and more new technologies into their existing systems, to optimize business processes, to manage a growing flood of information and to create transparency. Individual systems and products can only be used to full advantage in this connection when they are networked organization-wide and optimally intercoordinated, instead of existing as "insular solutions."

What's needed now is an IT environment that networks all levels, from the hardware and control level right through to production planning systems and the over-arching corporate software. At the same time, the IT environment also has to be able to satisfy the highest demands in terms of quality and security.

Siemens IT Solutions and Services will provide this networking and, is committed to working in close collaboration with the other Siemens Groups to focus on developing and integrating precisely these kinds of wall-to-wall solutions, aligned to the individual requirements of the customer.

It was therefore only logical to consolidate what had previously been spread out throughout the entire Siemens organization. In January 2007, the following units were merged under the umbrella of Siemens IT Solutions and Services:

- Business Innovation Center (BIC)
- Development Innovations and Projects (DIP)
- Program and System Engineering (PSE)
- Siemens Business Services (SBS)
- Siemens Information Systems Ltd. (SISL)



The Siemens IT powerhouse

* Source: Gartner, 11/2006

With its IT services, focusing particularly on operator services (IT outsourcing) and innovative IT solutions, the former SBS organization had mainly addressed external customers. The traditional focus at BIC, DIP, PSE and SISL has been on developing software solutions and professional services within the framework of projects from the Siemens Groups, as well as on developing industry-specific software for Siemens products. What is common to all of these units is in-depth industry expertise in their respective markets.

The Siemens IT powerhouse

The expertise possessed by BIC, DIP, PSE, SBS and SISL is now being pooled and jointly aligned on the basis of industries. A powerful new Group is now emerging: Working together with the other Siemens Groups, Siemens IT Solutions and Services will be able to offer its customers one-stop shopping for an unrivaled range of comprehensive, fully integrated and industry-specific IT solutions. This is a unique selling point, because no other IT provider is so closely linked with a leading global technology organization such as Siemens, or is able to benefit from its customer access and outstanding expertise in such a wide range of market segments.

The new Group has four key business points of focus:

- First of all, it supplements the portfolio of offerings from the other Siemens Groups with specific IT know-how: Consolidating industry, software and IT solutions expertise will create new, one-stop solutions that enable Siemens products and systems to be better integrated into its customers' business processes and IT landscapes.

- Secondly, Siemens IT Solutions and Services is evolving its existing outsourcing and IT solutions business with external customers, which accounts for some 60 percent of its total sales.
- Thirdly, the Group is responsible for worldwide operation of the Siemens IT environment.
- And, finally, it develops software for the products and systems of other Siemens Groups.

The overriding objective is to assume positions of leadership in selected segments of the IT market, thus enabling the new Group to generate profitable growth. Siemens IT Solutions and Services possesses the critical mass in a wide variety of industries that is needed in order to specifically address these segments and gain leadership positions.

Although the focal point of the new Group's business will be Europe, it will also have a strong presence in North America and Asia. Local business will be driven by branch offices in more than 40 countries. And the new Group will be leveraging Siemens' global presence in 190 countries to serve its internationally operating customers with IT solutions and services worldwide. At the same time, resources throughout the world guarantee the competitiveness of the new consolidated Group.

The individual units that make up today's Siemens IT Solutions and Services have already served as competent and reliable partners of their customers in the past. And now, the "Siemens IT powerhouse" is emerging in a new and powerful alignment.

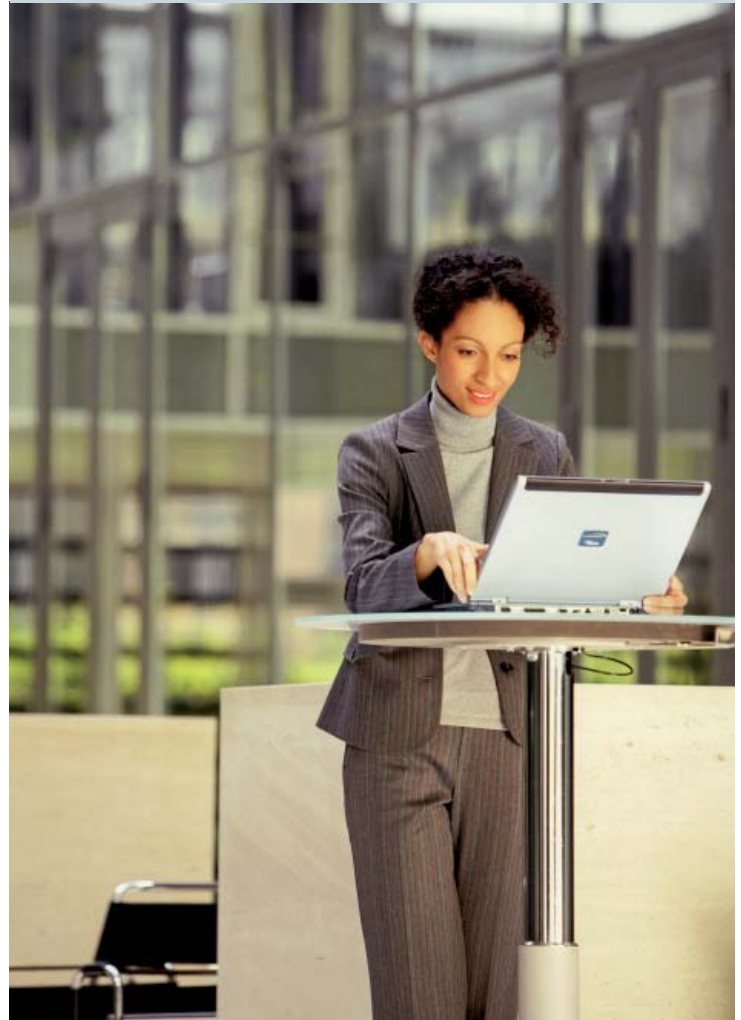


Portfolio

The offerings from Siemens enjoy positions of leadership in a number of market and technology sectors: in production automation, for example, at utilities and in energy technology, in healthcare, the automotive industry and in the public sector. At the same time, IT expertise is becoming an increasingly important aspect, and has grown from being a niche issue to become the backbone of business operations. Today, and in the future, it will be the quality, security and reliability of their IT environments that will govern the success of private- and public-sector organizations.

Siemens IT Solutions and Services offers its customers a comprehensive portfolio of IT solutions and services. They are based upon proven competence in IT solutions business, upon the expertise gained from complex customer projects, as well as upon years of experience in the professional operation of demanding IT applications and infrastructures, and the development of software relating to systems and products from Siemens.

Portfolio Navigator

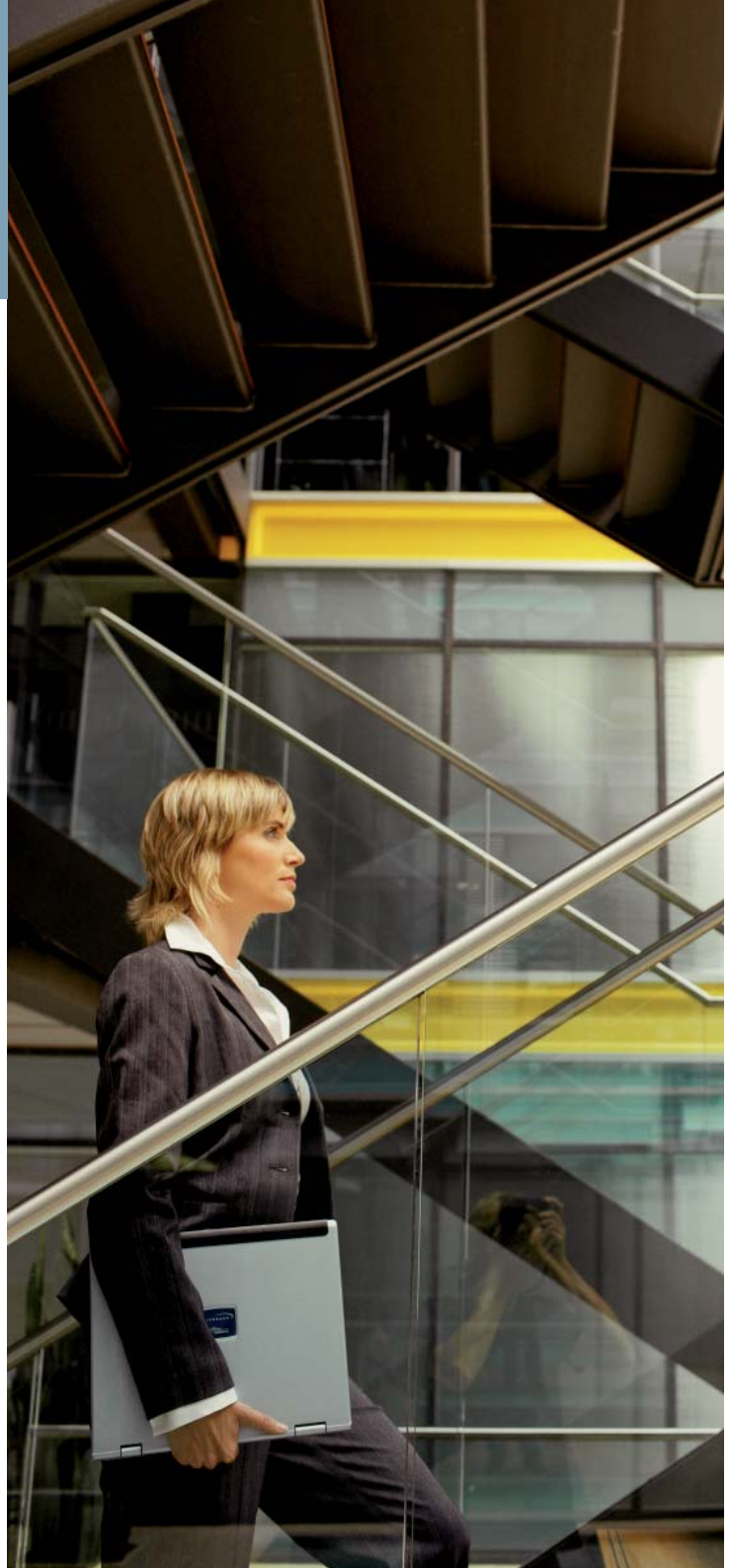


The Siemens IT Solutions and Services portfolio is rigorously aligned to the business processes of the Group's customers. Working together with other Siemens Groups, this produces integrated, wall-to-wall solutions that enable customers to optimally align their business to reflect future challenges. Because only the smooth interplay of all components in a system landscape creates the prerequisites for enhancing competitiveness, and thus for economic success.

The Group's portfolio of offerings includes custom-tailored IT solutions in the major process areas (e.g. Supply Chain, Finance, Business Intelligence, Customer Relations), fully integrated into the customer's IT landscape. Further points of focus are on harmonizing and consolidating application landscapes, as well as on application management and innovative solutions. Siemens IT Solutions and Services, by the way, is a leading vendor of RFID solutions.

When it comes to IT outsourcing, Siemens IT Solutions and Services is one of the top ten players worldwide. Service offerings here include both operation of existing IT environments as well as the optimization of IT-supported business processes and corresponding infrastructures. A flexibly structured, integrated service concept assures trouble-free operation and boosts IT performance.

With its broad, international network of competence and service centers, the Group will be utilizing the advantages of a global division of labor. Moreover, this also assures the uninterrupted operation of customer IT environments around the clock.



Industries

Industry expertise is the key to success, because every industry follows its own rules. That's why there are no one-size-fits-all solutions when it comes to improving efficiency, optimizing business processes, reducing costs or opening up new fields of business.

The five units will be contributing their extensive know-how from a wide range of industries to the new Group. Siemens IT Solutions and Services will build upon this outstanding foundation of expertise. In addition, the Group will also work in close partnership with the other Siemens Groups to strengthen activities in further markets. In particular, these will include the Siemens industries of Airports, Automotive, Chemicals/Pharmaceuticals, Healthcare, Public Sector, Telco and Utilities.



Large SMEs, corporate and public-sector organizations, in particular, will be able to benefit from the offerings of this IT specialist.

Siemens IT Solutions and Services offers its solutions and services to customers in the following industries:

Manufacturing Industry:

- Automotive
- Discrete Manufacturing
- Process Industry
- Chemicals & Pharmaceuticals

Telco

Media

Public Sector:

- Defense & Intelligence
- Public Security
- Employment Services
- Public Administration

Service Industry:

- Financial Services
- Software & Service Industry

Healthcare

Transportation

Airports

Utilities

Customers



The Siemens IT Solutions and Services customer base is made up of both leading international players from a wide variety of industries, as well as public-sector organizations. They include:

AEM Milan
Italy

Advanced Datanetwork Communications (ADC)
Thailand

Allianz Elementar Versicherung
Austria

Airbus
Germany

Amadeus
Germany

Arma dei Carabinieri
Italy

Austrian Airlines
Austria

BASF
Brazil

Autobahnbetreiber ASFINAG
Austria

Banca Reale
Italy

Bangalore International Airport
India

Barclays
United Kingdom

BBC
United Kingdom

Belgacom
Belgium

BEWAG
Austria

Bundesagentur für Arbeit
Germany

Cactus
Luxembourg

Chemins de Fer Luxembourgeois
Luxembourg

City of Berlin
Germany

City of Bratislava
Slovakia

City of Cologne
Germany

City of Madrid
Spain

City of Wiesbaden
Germany

ClipQuest Entertainment
Austria

Continental AG
Germany

Correo Argentino
Argentina

Cortal Consors
Germany

Czech Social Security
Czech Republic

DaimlerChrysler
Germany

Department of Labor
South Africa

EADS
Belgium

Editora Abril
Brazil

Ehrmann
Russia

EJPD (Swiss Department of Justice and Police)
Switzerland

EnBW
Germany

Erste & Steiermärkische Bank d.d.
Croatia

Eurocontrol
Belgium

European Commission
Belgium

Fábrica Nacional de Moneda y Timbre
Spain

Gerling
Germany

Henkel
Austria

Herzogin-Elisabeth-Hospital Braunschweig
Germany

HSBC
Turkey

Infineon
Austria

Institut für Verkehrsinformation (IfV)
Austria

Jacobi Medical Center
USA

John Deere
Germany

Kemper Insurance
USA

Kunsthistorisches Museum, Vienna
Austria

Krankenhaus Forchheim
Germany

Krombacher
Germany

Lufthansa
Germany

Merck
Singapore

MetLife
USA

Mobilkom Austria
Austria

National Assembly for Wales
United Kingdom

National Savings & Investments
United Kingdom

Natsionalna Električeska Kompania EAD
Bulgaria

ÖBB
Austria

Ökoenergie Wallsee-Sindelsburg
Austria

ONE Connect
Austria

Petro SA
South Africa

Pudget Sound Regional Council (PSRC)
USA

RAG
Germany

Royal College of Surgeons
United Kingdom

Salzgitter
Germany

Siemens Group
Worldwide

Steiermärkische Gebietskrankenkasse
Austria

Telecom Italia
Italy

Thyssen Krupp
Sweden, Brazil

T-Mobile Croatia
Croatia

Tyco Electronics
Belgium

UK Identity and Passport Service (IPS)
United Kingdom

VDAB
Belgium

Viseca Card Services
Switzerland

Vodafone Italy
Italy

Witzenmann
Germany

Xerox
United Kingdom

ZE PAK
Poland

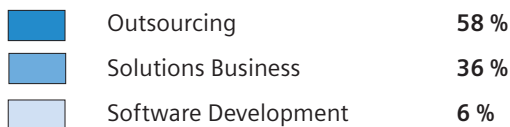
2006 Revenue Mix (preliminary)

Fact and Figures

Global Presence



Businesses



- Siemens IT Solutions and Services was formed in January 2007. This new Siemens Group employs a workforce of some 43,000 people and generates annual sales revenues of approximately €5 billion.

- International presence in more than 40 countries

- Managing partner:
Siemens IT Solutions and Services Beteiligungs-GmbH

■ Management:

Dr. Christoph Kollatz,
Group President

Jürgen Frischmuth,
Member of the Group Executive Management

Anil Laud,
Member of the Group Executive Management

Michael Schulz-Drost,
Member of the Group Executive Management

Rolf Unterberger,
Member of the Group Executive Management



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Siemens IT Solutions and Services SA / NV

Siemens Business Park

Square Marie Curie 30

Marie Curiesquare 30

1070 Brussels

Tel.: + 32 2 536 41 11

Fax: + 32 2 536 24 92

info.it-solutions.be@siemens.com

www.siemens.be/it-solutions