

Siemens LTDA: A German-Brazilian Case

Christian Schöck - CEO O&G Brazil

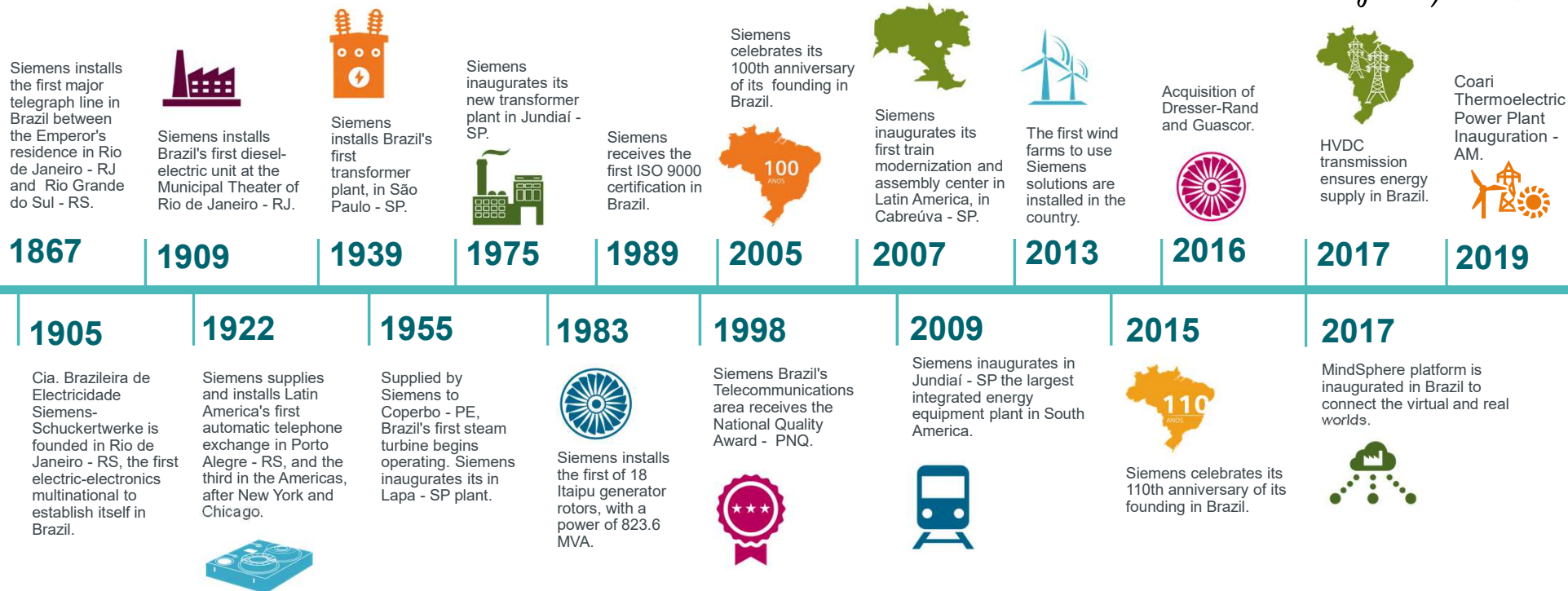
Cláudio Makarovsky - Head O&G Sales Brazil

November 2019

Milestones of a 152-year history in Brazil

SIEMENS

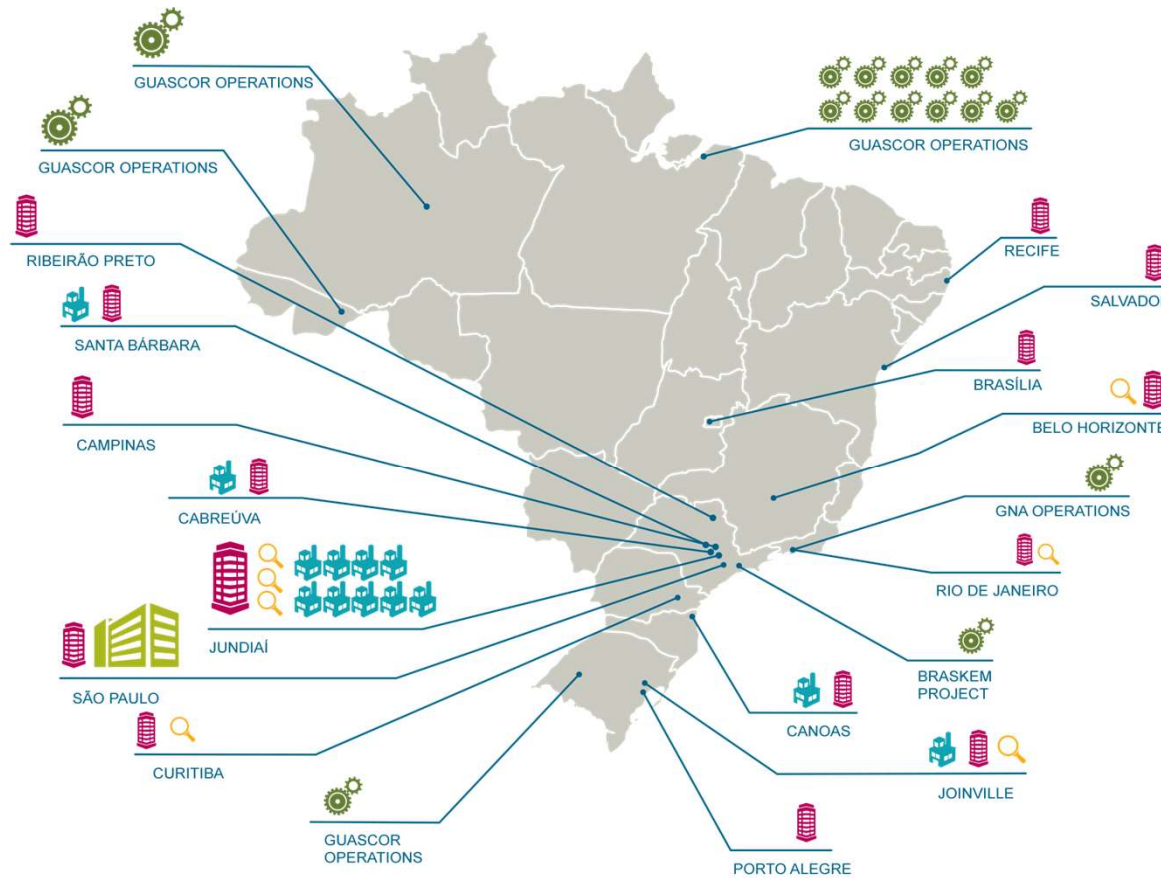
Ingenuity for life



152 years contributing to Brazil's development

**Fiscal Year 2019*

Siemens in Brazil



SIEMENS
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5.582*

| | |
|---|-------|
| Employees with a university degree | 2.133 |
| Employees with a university degree in engineering | 1.054 |
| Employees with an engineering degree and another degree | 201 |
| Apprentices, interns and new talents ¹ | 358 |

*Total employees does not include apprentices, trainees and new talents

-  Head Office
-  15 Regional Offices
-  13 Factories
-  7 P&D units
-  16 Operations and Projects

Siemens in Brazil

Factories + Service + Technological Park



Jundiaí Industrial Complex

1. Power Transformers
2. Dry Transformers
3. High-Voltage Products and Equipment
4. Industrial Turbines and Service
5. Insulating Kits (IKC)/
6. Medium-Voltage Frequency Converters
7. High-Voltage Power Capacitors
8. Medium-Voltage Products and Solutions
9. Energy Automation and Control Products and Solutions



Santa Barbara D'Oeste Factory

1. Power Generation and Compression Skids Packaging
2. Performance and string test capabilities
3. Base capacity - 24 to 40 skids/year
4. Global level of costs, quality and lead time
5. High Local Content capabilities
6. Successful multi-boat project execution (80 skids in 5 years)



Macaé & Jundiaí (HSB)

1. Field Services - Installation, Commissioning and Start-up
2. Operation and Maintenance
3. Technical support
4. Overhaul management
5. Scheduled maintenance
6. Training
7. Major field service hub



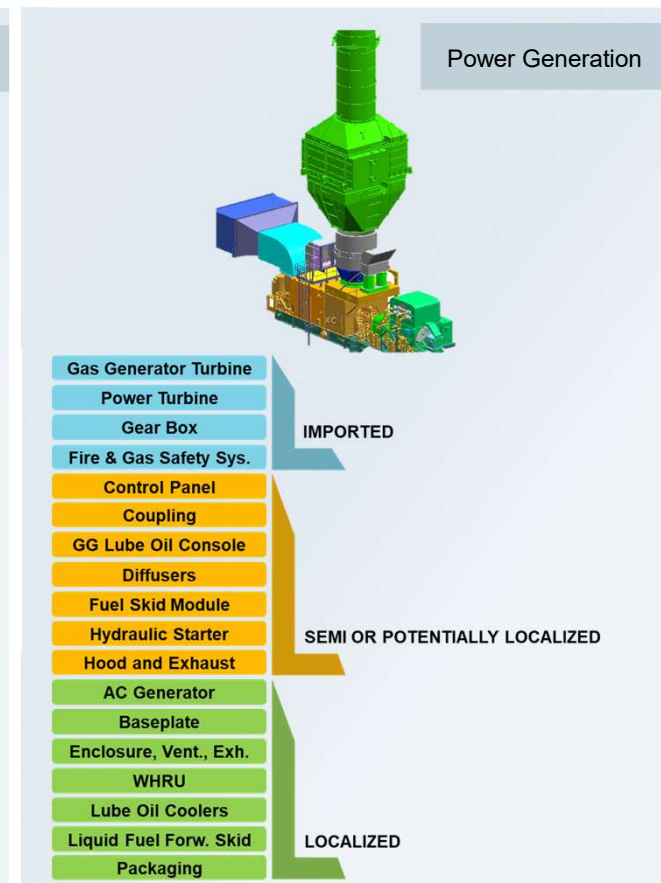
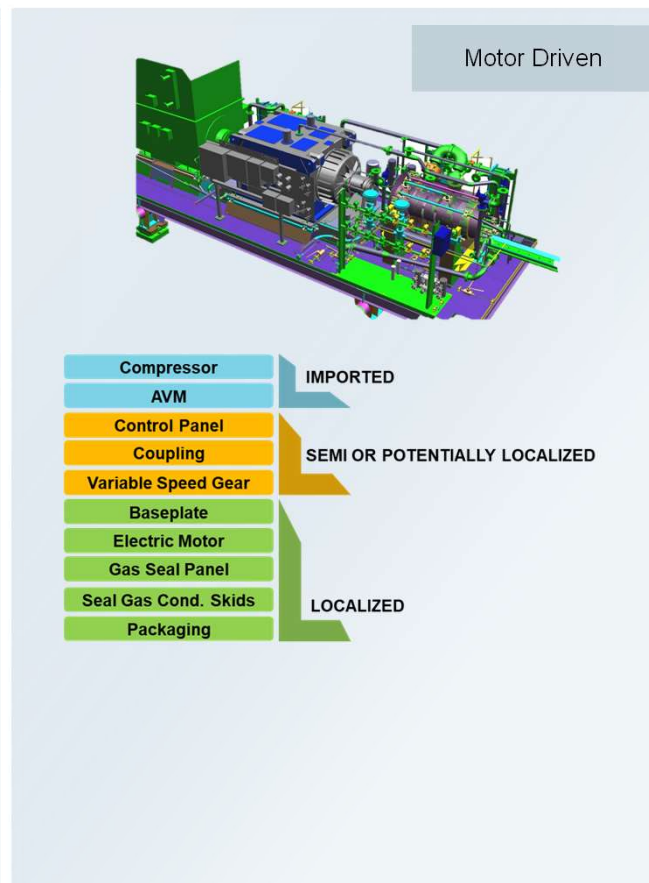
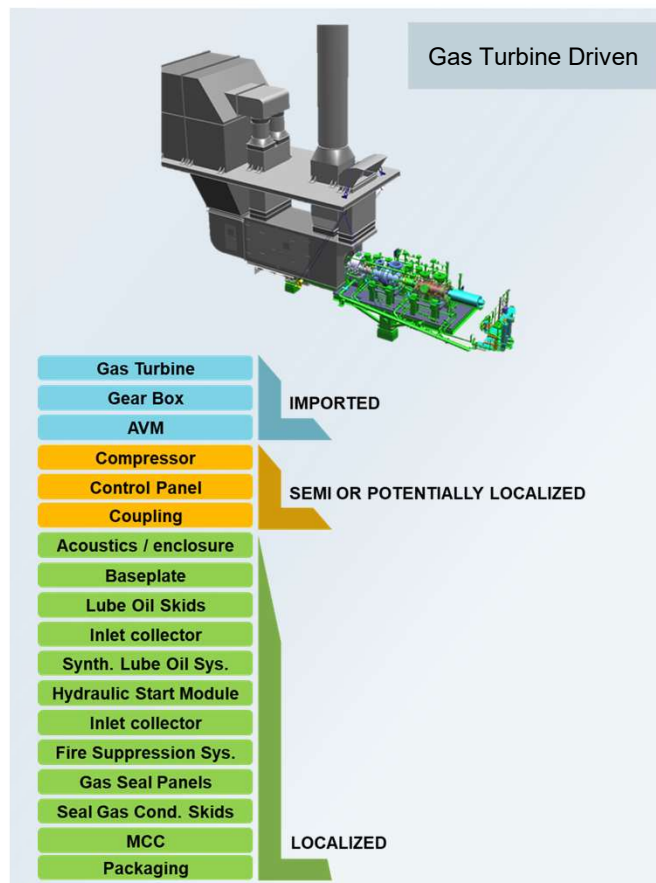
R. De Janeiro - R&D+I & Engineering

1. Feasibility Studies
2. Basic and Detailed Engineering
3. EPC Management
4. Industrial IT
5. Digitalization Services
6. Industrial CyberSecurity and Network Infrastructure
7. Offshore solutions CHT
8. Consulting & Master Plans

Siemens in Brazil

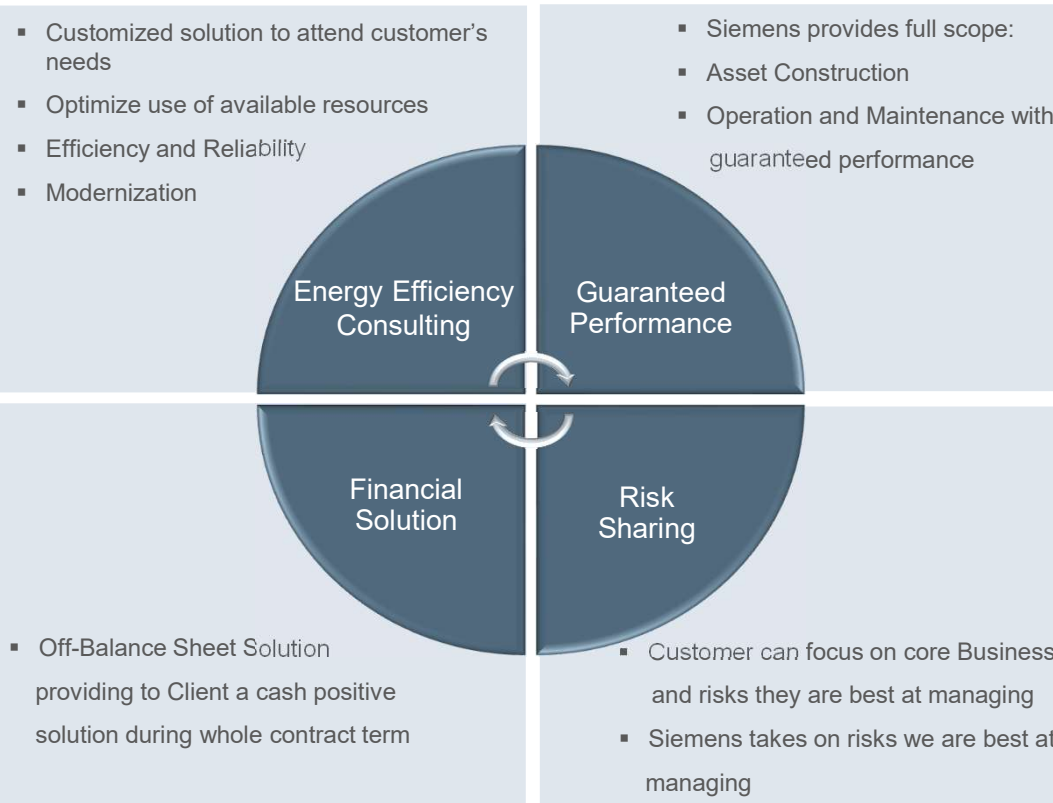
Local Power Generation and Compression Trains

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Siemens in Brazil

Energy-as-a-Service – B.O.O. Project Model



Coari Project (Eletrobras)



Vesta Project (Braskem)

Reference Cases

- Solution: Build, Own, Operate a Cogeneration Plant
- Technical solution developed by Siemens
- Long Term Operation & Maintenance by Siemens
- Performance Guarantees by Siemens
- Deliverables: Steam and Power
- Utilities/ Industrial Sectors
- Off-Balance Sheet solutions

No customer CAPEX investments

Availability guaranteed by Siemens

Customer can focus on core business

Siemens presence comparison

Brazil is a Key Country for global strategy

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Ingenuity for life

Operating Companies

Gas and Power



Smart Infrastructure

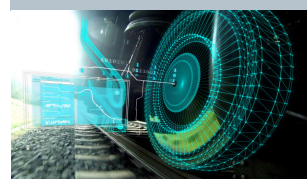


Digital Industries



Strategic Companies

Mobility



SIEMENS Gamesa
RENEWABLE ENERGY



SIEMENS Healthineers



Country Specifics

Tax complexity

Logistics

Customs complexity

More bureaucracy

Complex legislation

Opportunities

Growing market

Infrastructure development

Market opening

Low inflation and interest rate

Mercosur - EU Agreement

Thank you!

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