



SIEMENS
Ingenuity for life

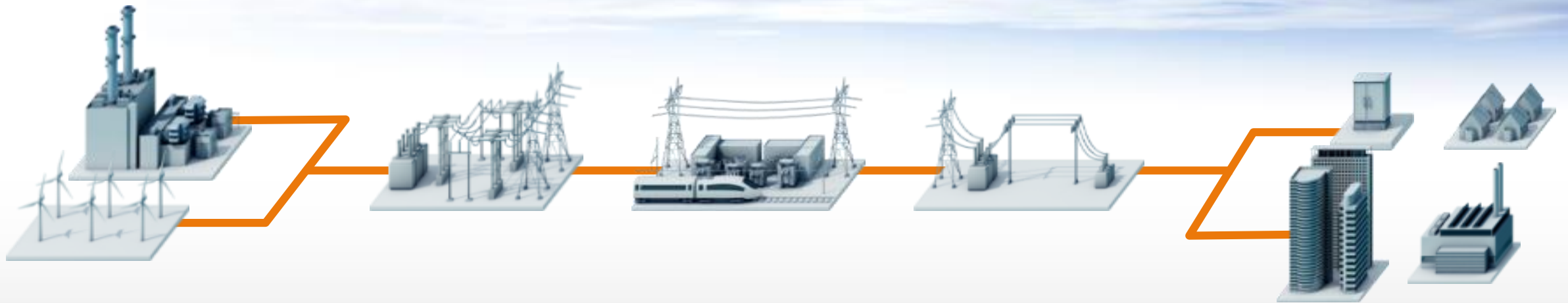


The background image is an aerial view of a rural landscape at sunset. It features a mix of green fields, a small town, and industrial buildings. Overlaid on this scene are several digital graphics: a line graph in the top left showing data trends; a complex technical diagram in the top right; a glowing blue solar panel array on the left; a glowing blue industrial turbine or engine in the center; and a glowing blue rectangular box on the right. A network of glowing blue lines connects these elements across the landscape, symbolizing a distributed energy system.

Distributed Energy Systems

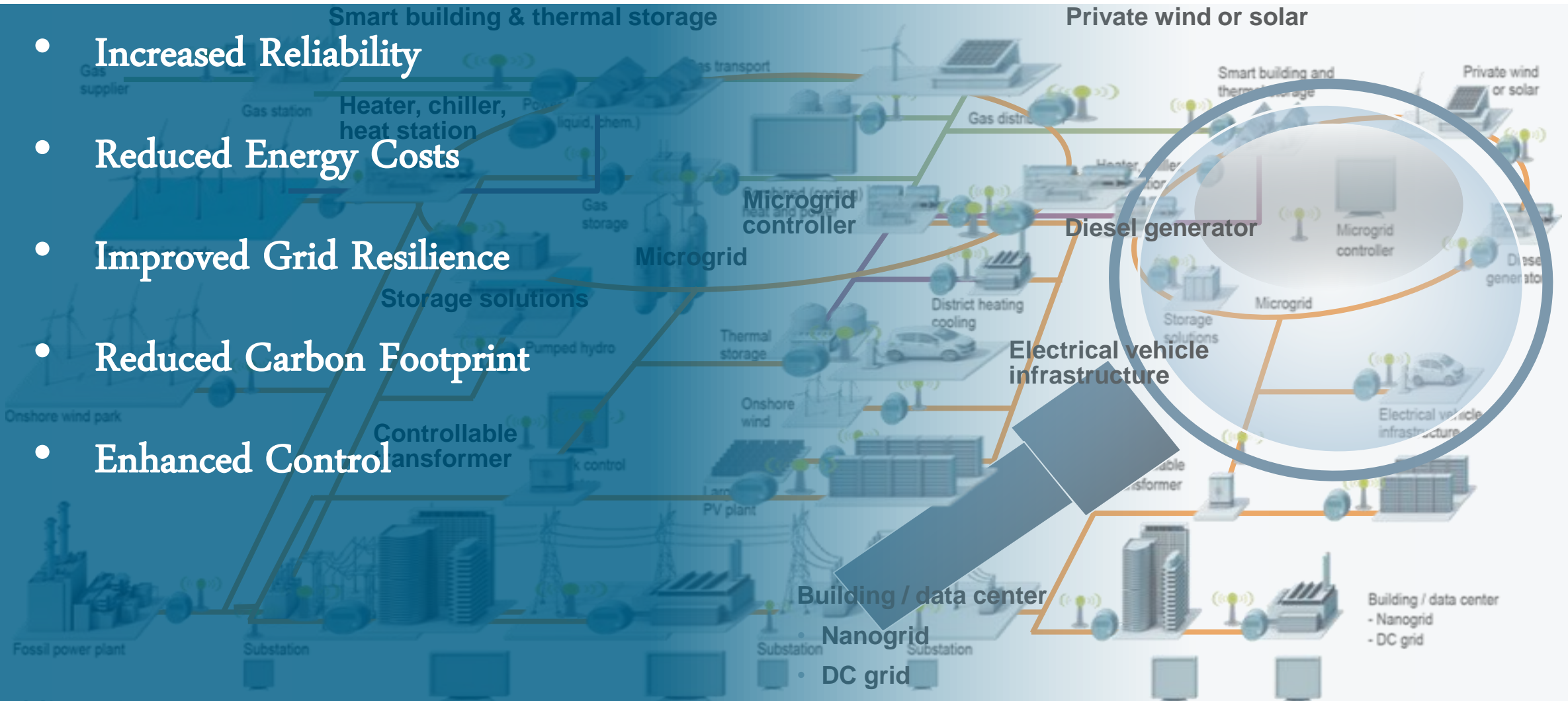
From centralized, unidirectional grid ...

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... to distributed energy and bidirectional energy balancing

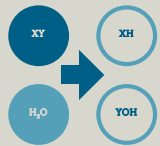
- Increased Reliability
- Reduced Energy Costs
- Improved Grid Resilience
- Reduced Carbon Footprint
- Enhanced Control



Distributed energy systems market



Shift in fuel mix



Competitiveness of
new technologies



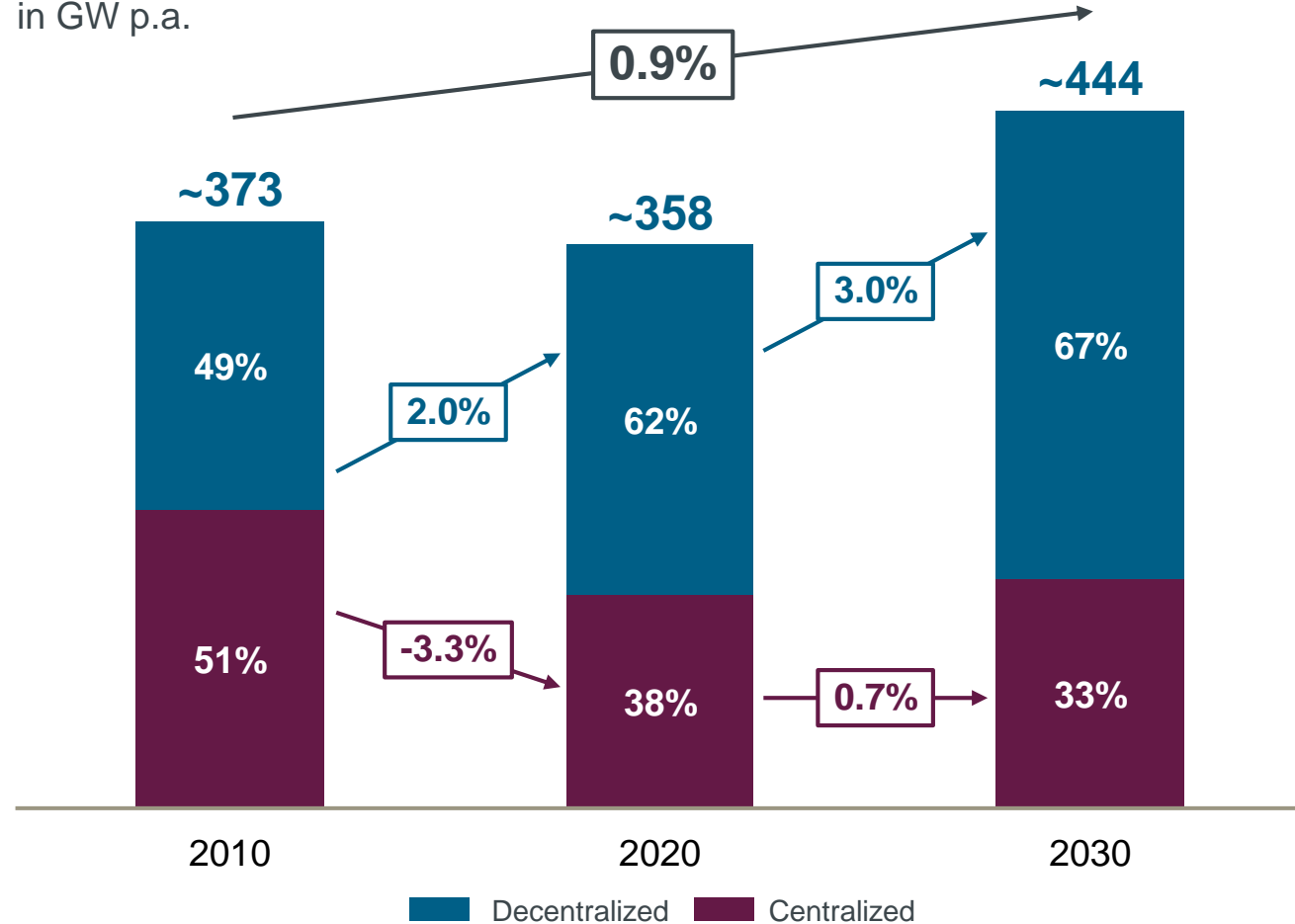
Favorable regulation



Capacity build-out: Renew-
ables overtaking fossil



New installations worldwide in GW p.a.





Sources: IHS (2016), Bloomberg (2016)


Siemens Solutions to Meet the Evolving Needs of the Distributed Energy Market




Strategic Investments

- 

Rolls Royce aero-gas turbine business acquisition
- 






Dresser-Rand acquisition (includes Guascor engines)
- 

Siemens – Gamesa wind business merger
- 

FLUENCE
A Siemens and AES Company




Siemens Portfolio

- On-site Generation 
- Energy efficiency solutions 
- Storage solutions 
- Automation 
- Renewables 
- Microgrid / Distribution 



Financing & Commercial Options

Innovative financing and ownership solutions to solve Customer challenges



- Turnkey Project Delivery
- Design, Build, Own, Operate, Maintain (DBOOM)
- Solar PPA
- Energy Efficiency Services Agreement (Conserv™)
- Performance Contracting
- Proven Outcomes
- Digital Remote Services