

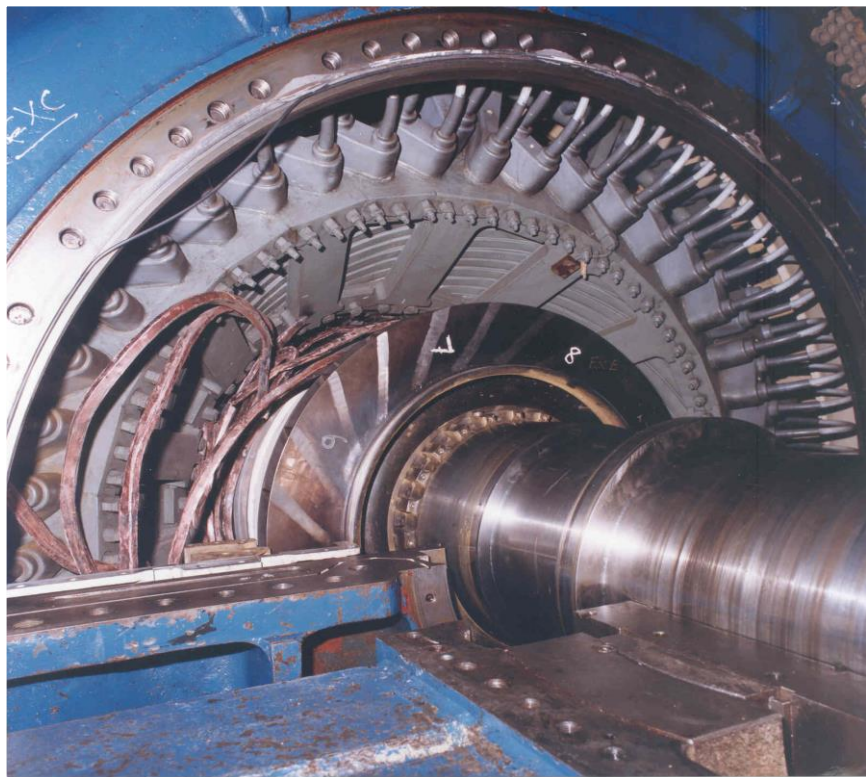


The Power Industry from a Service Providers Perspective

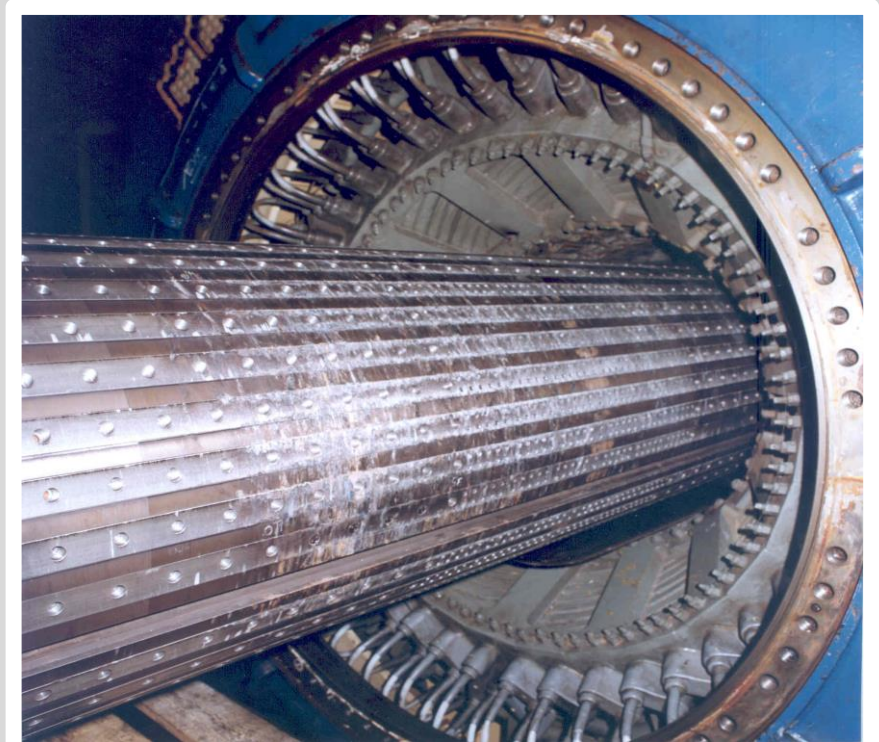
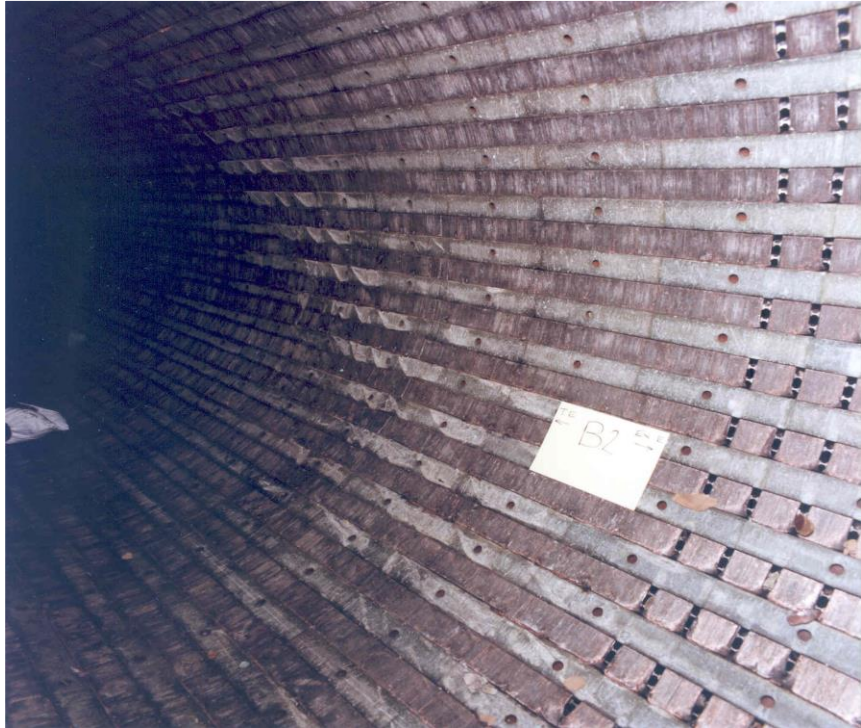
Graham Hartley, Managing Director, Siemens

Our job is to provide services to help keep the lights on

The Incident- 660 MW Generator



The Incident- Stator and Rotor



The scale of an 500 MW inner stator

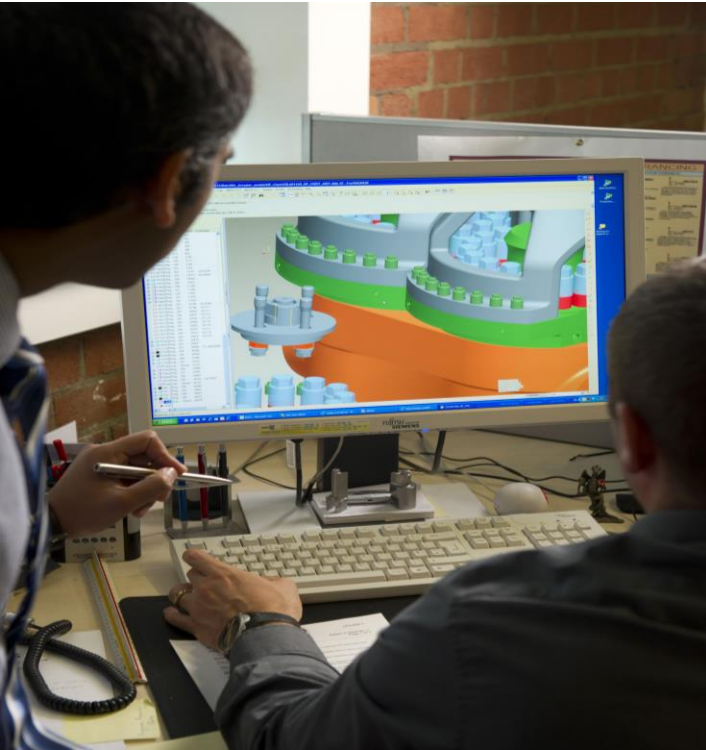


Customers need us to be



- Responsive
- Flexible
- Innovative in our service solutions
- Supportive in managing a crisis or unplanned event
- Available 24 hours a day, 7 days a week

Engineering Support



- Hundreds of years operating plant and engineering expertise
- Original design information and drawings
- Global engineering support
- Root cause analysis
- Redesign capability
- Fast response

Field Service Support



- On-site dismantling, understanding and quality rebuild
- Experienced labour
- Fast response
- Machine dynamics
- Electrical diagnostics

Service Facility Support



Training and skills development



- 140 apprentices have been trained at Siemens in 2014. 500 are currently undertaking training.
- Key focus on up-skilling employees and retaining knowledge
- 160,000 hours of training delivered in our Training Centre this year
- Dedicated and state-of-the-art Training Centre for wind and thermal based training
- £10 million worth of investment in the Training Centre over the last 5 years

The Outcome



What drives the future?

From Megatrends to Micro Environment

Megatrends

SIEMENS In 2030, 60% of the world's population will live in cities.¹⁾

Urbanization

SIEMENS The world population will continue to grow as societies continue to age.

Demographic Change

SIEMENS Climate Change calls for action to reduce more drastic impact on our ecosystem.

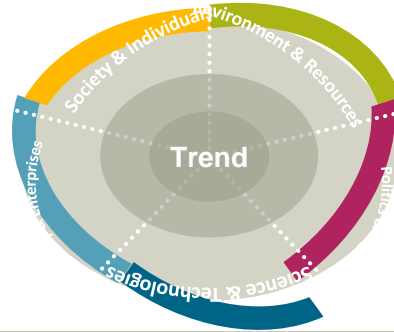
Climate Change

SIEMENS The world is getting smaller.

Globalization

Macro Trends

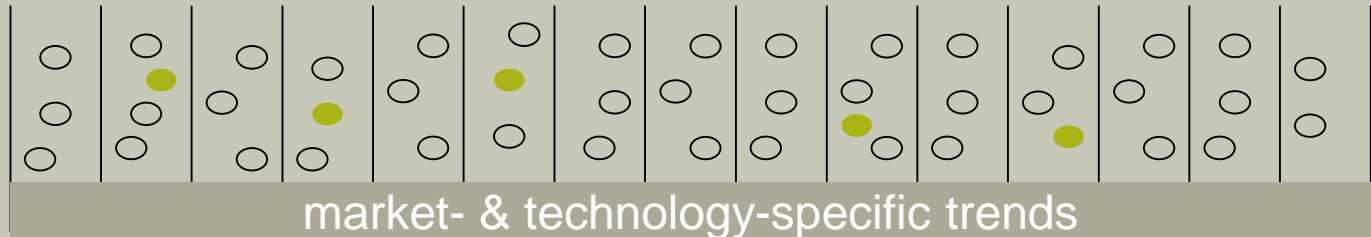
Micro trends clusters



- Society & Individuals
- Politics & Legal
- Environment & Resources
- Science & Technologies
- Economy & Enterprises



Micro Trends



Digitalization

Our daily physical world becomes a digital shadow

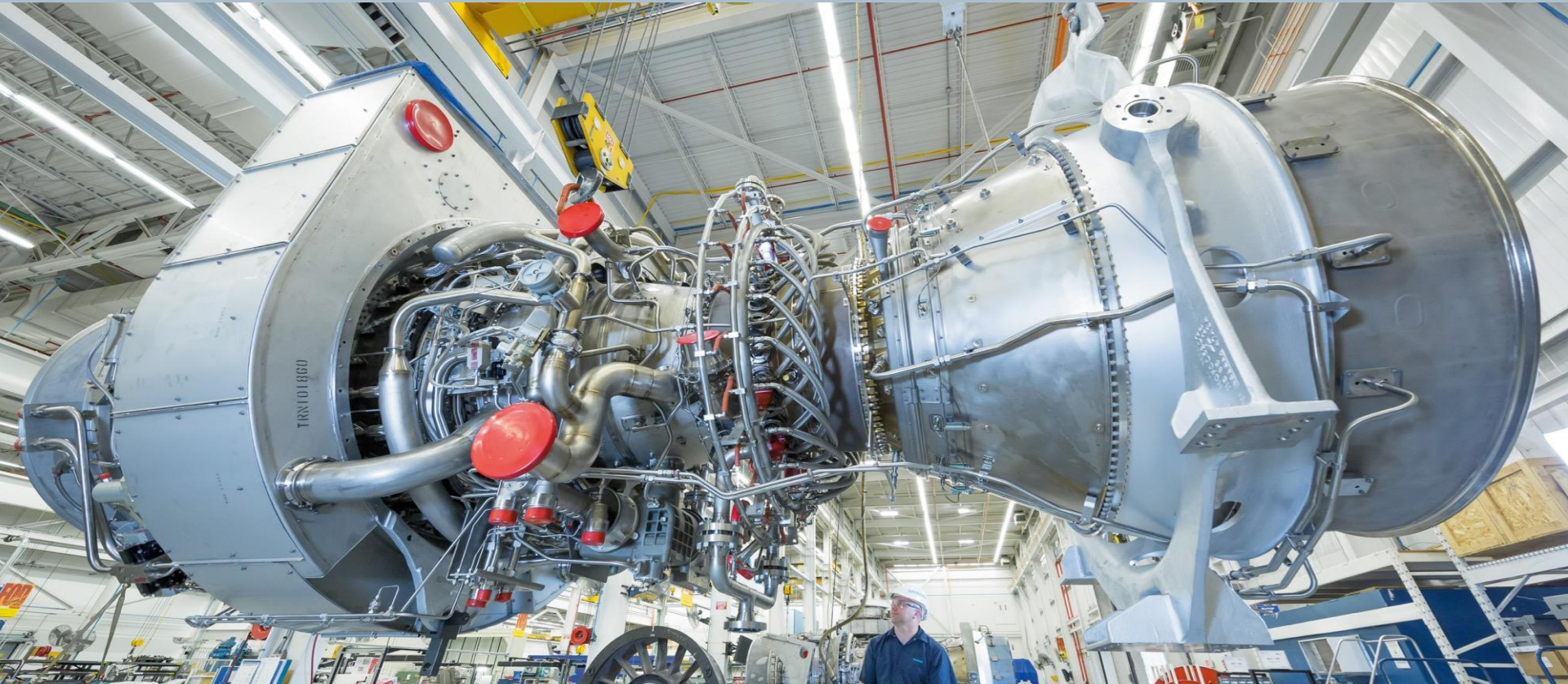
Past		Today
Newspapers Books		 Online media
Cinema		 Video on demand
Telephone booth		 Smart Phone
Letters		 Social Media

An Internet Minute



The latest Siemens technology: Industrial Trent 60

SIEMENS



London Power Forum 5th November 2015

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The latest Siemens technology: 8000H



The latest Siemens technology: Subsea Offshore Transfer Module (OTM)

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The latest Siemens technology: 6MW Nacelle



The scale of technology



The aspiration



“ When we work with Siemens the only difference between our team and the Siemens team is that we’re in different overalls.

“We’re all working together for the same goal.”

Thankyou



London Power Forum

Graham Hartley, Managing Director, Siemens