



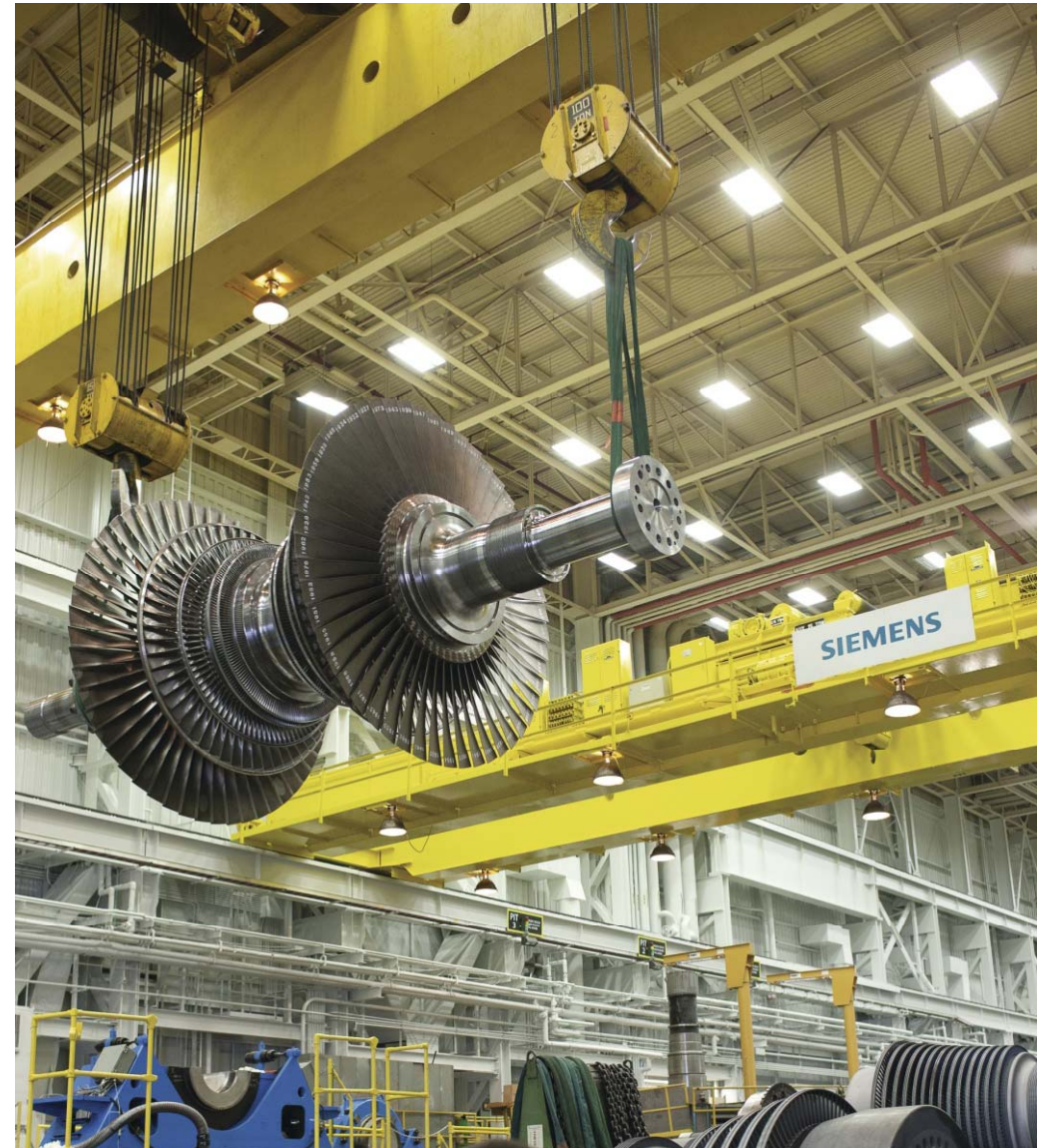
SIEMENS

Siemens Financial Service Insurance, November 10th 2015

Transportrisikomanagement aus Sicht eines Technologiekonzerns

Content

- 1 Some facts about Siemens
- 2 Risk Management by SFS Insurance
- 3 Method Statement
- 4 Surveys
- 5 Examples



Eckdaten für das erste Quartal des GJ 2015

Siemens auf einen Blick

Eckdaten Siemens (Q1 2015 | Q1 2014)

(Fortgeführte Aktivitäten; in Mio. €, wenn nicht anders angegeben)

	Q1 2015	Q1 2014	Veränderung in % ¹
Volumen			
Auftragseingang	18.013	20.140	- 13
Umsatzerlöse	17.415	16.576	3
Profitabilität und Kapitaleffizienz			
Gewinn (nach Steuern) ²	1.095	1.457	- 25
Kapitalrendite (ROCE) ²	12,9 %	18,6 %	

1 Bereinigt um Währungsumrechnungs- und Portfolioeffekte.

2 Fortgeführte und nicht fortgeführte Aktivitäten.

	Q1 2015	Q1 2014
Liquidität		
Free Cash Flow ²	- 144	- 699
Mitarbeiter³ (in Tausend)		
Gesamt (fortgeführte Aktivitäten)	341	338
Deutschland	114	114
Außerhalb Deutschlands	227	224

3 Aus Vereinfachungsgründen wird der Begriff »Mitarbeiter« verwendet; er steht stellvertretend für Mitarbeiterinnen und Mitarbeiter.

Ertragslage (Q1 2015)

Industrielles Geschäft

(in Mio. €)	Power and Gas	Wind Power and Renewables	Energy Management	Building Technologies	Mobility	Digital Factory	Process Industries and Drives	Healthcare (separat geführt)	Financial Services (SFS)
Auftragseingang	3.733	1.317	3.101	1.430	1.271	2.390	2.279	2.980	222
Umsatzerlöse	2.886	1.477	2.675	1.377	1.858	2.382	2.331	2.851	222
Ergebnis	325	80	109	117	155	463	155	413	146
Ergebnismarge	11,3 %	5,4 %	4,1 %	8,5 %	8,4 %	19,4 %	6,7 %	14,5 %	20,5 % ¹

1 Eigenkapitalrendite (Return on Equity, RoE).

Eckdaten für das Geschäftsjahr 2014

Siemens auf einen Blick

Eckdaten Siemens GJ 2014

(fortgeführte Aktivitäten; in Mio. €, wenn nicht anders angegeben)

	GJ 2014	GJ 2013	Veränderung in % ¹
Volumen			
Auftragseingang	78.350	79.755	1%
Umsatzerlöse	71.920	73.445	1%

Profitabilität und Kapitaleffizienz

Gewinn nach Steuern ²	5.507	4.409	25%
Kapitalrendite (ROCE)	17,2%	13,7%	

Liquidität

Free Cash Flow ²	5.201	5.328	
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(in Tausend)

	30. Sep. 2014	30. Sep. 2013	
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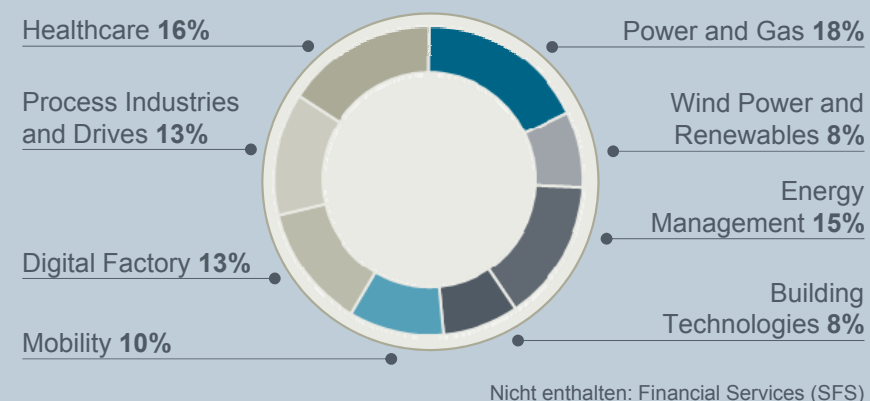
Mitarbeiter

Gesamt (fortgeführte Aktivitäten)	343	348	
Deutschland	115	117	
außerhalb Deutschlands	229	231	

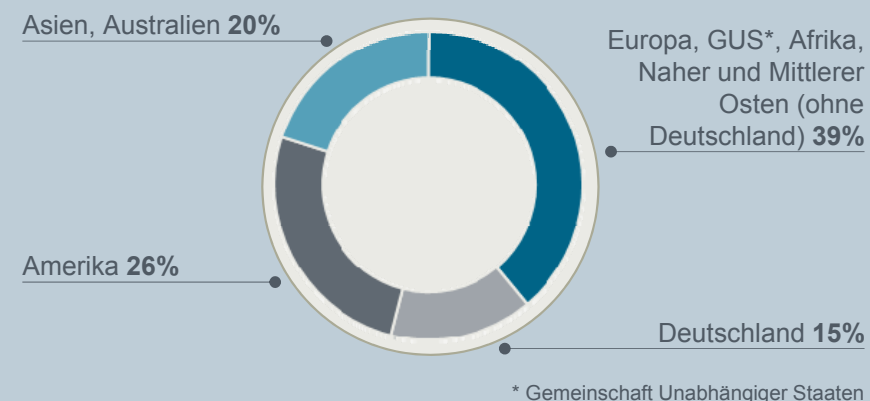
¹ Vergleichbar gerechnet, bereinigt um Währungsumrechnungs- und Portfolioeffekte.

² Fortgeführte und nicht fortgeführte Aktivitäten.

Umsatzerlöse nach Geschäften

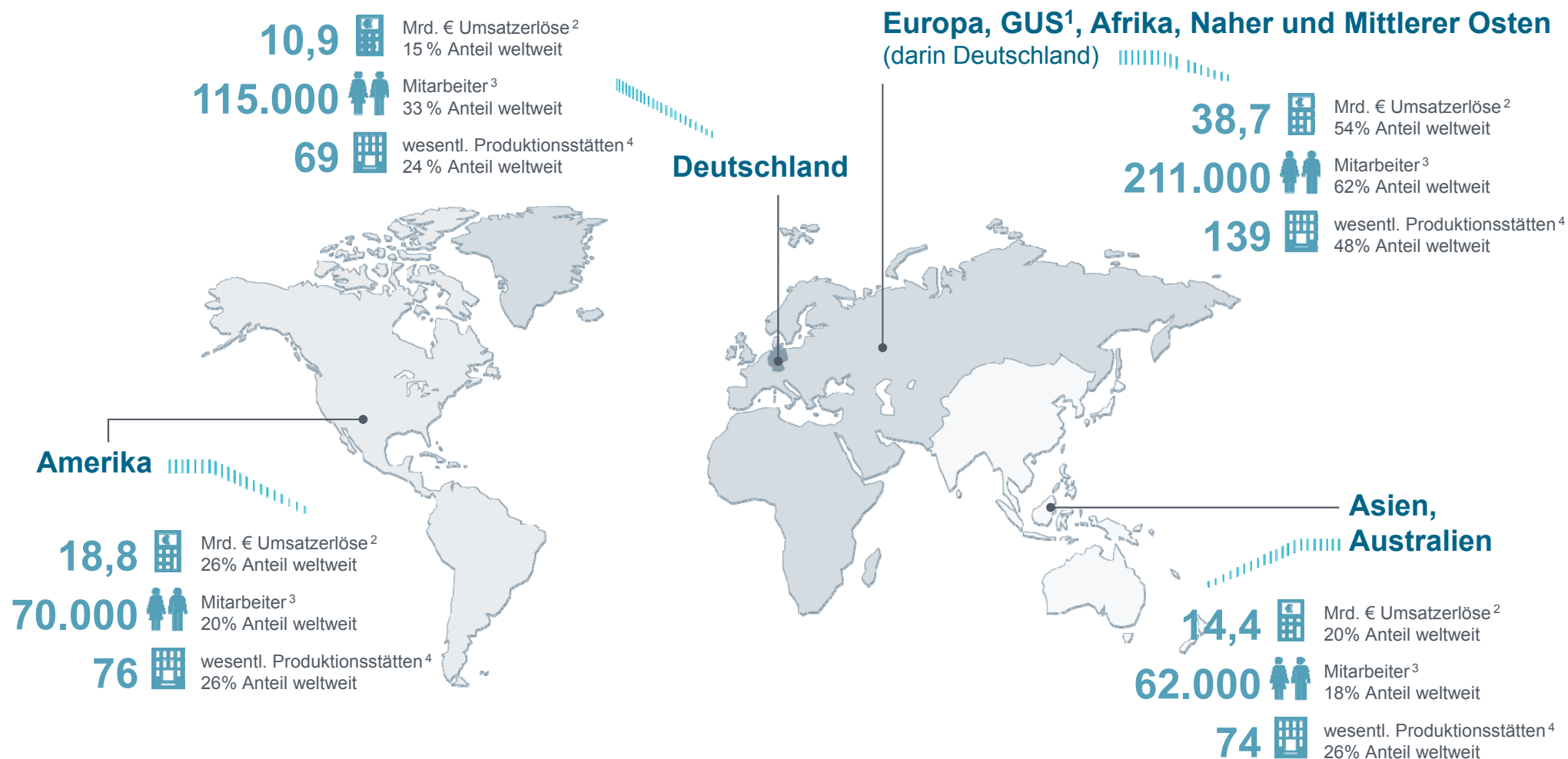


Umsatzerlöse nach Regionen



Weltweite Präsenz

Nahe beim Kunden – und das überall auf der Welt



Alle Angaben beziehen sich auf fortgeführte Aktivitäten.

1 Gemeinschaft Unabhängiger Staaten.

2 Sitz des Kunden.

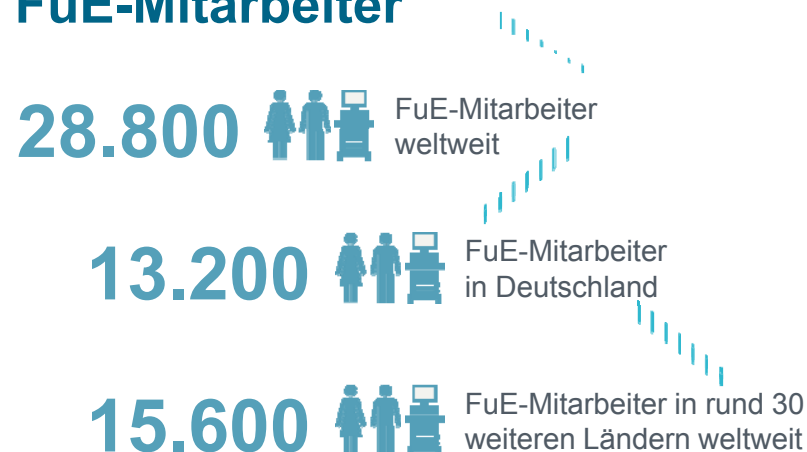
3 Zum 30. September 2014.

4 Ab 15 Mitarbeiter.

Forschung und Entwicklung

Innovationen bilden von jeher die Basis unseres Erfolgs

FuE-Mitarbeiter



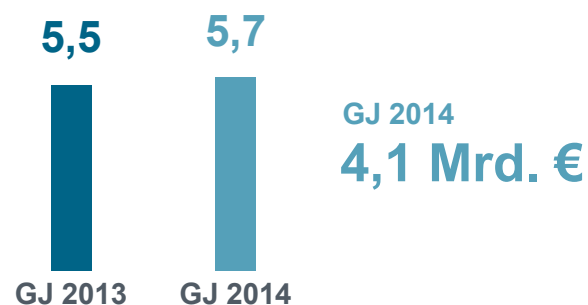
Positionen in Patentstatistiken



Siemens hält aktuell rund **56.100** erteilte Patente weltweit.

FuE-Aufwendungen

(in % der Umsatzerlöse)

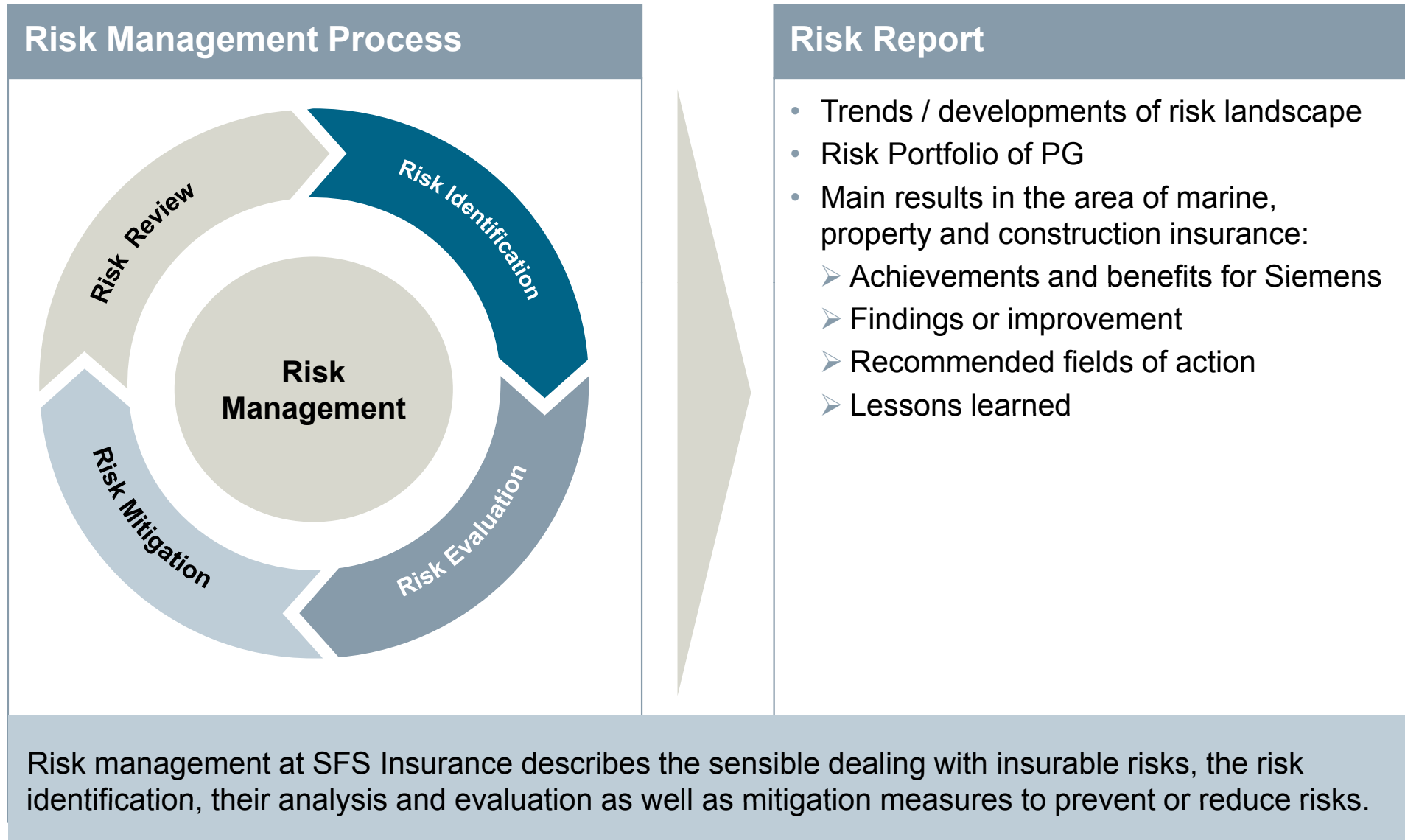


Forschungs-kooperationen

1.000 Forschungsk Kooperationen mit Hochschulen, Forschungseinrichtungen und anderen Organisationen weltweit

2. Risk Management by SFS Insurance

A holistic process along the Siemens value chain



3. Risk Identification & Evaluation

Defined risk portfolio reveals insurable risks for PG

Main risks along the value chain

Marine

- Cargo Handling
- Means of transportation
- Packaging



Property

- Fire / Explosion
- Business Interruption (BI)
- Supply Chain



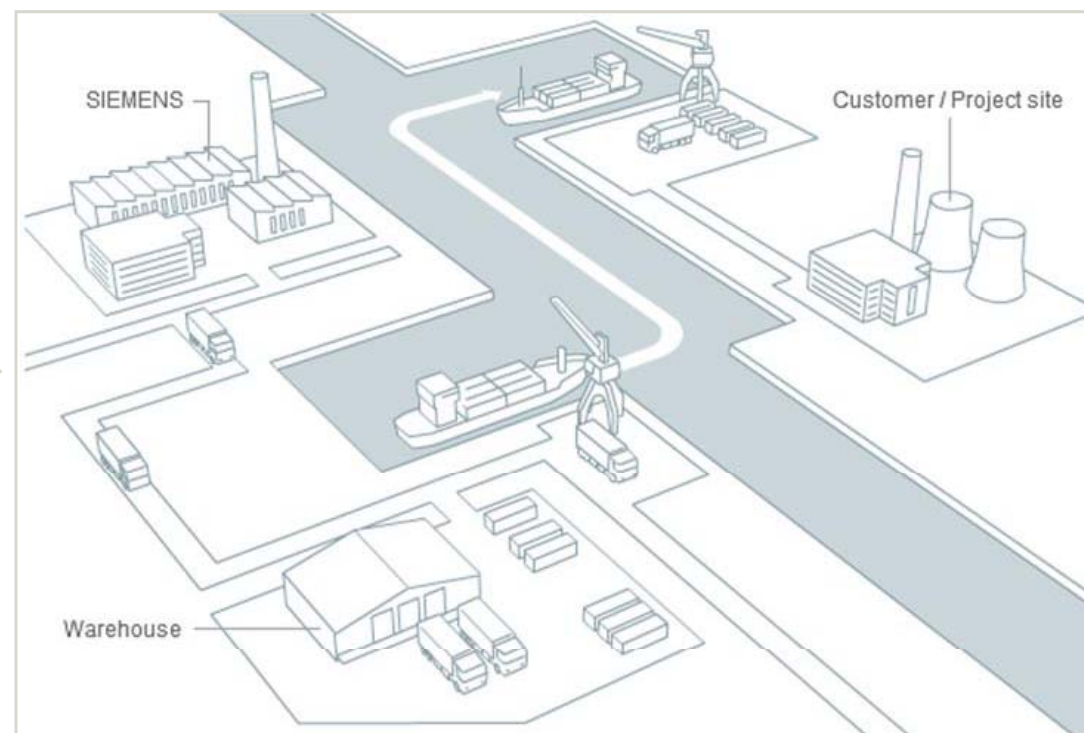
Construction

- Design
- Installation
- Warranty



Overall risks

- Natural Hazards
- Political Risks
- Cyber Risks
- Human / Operating failures
- Environmental-related liability risks



4. Risk Mitigation

Various measures reduce probability & impact of losses

Marine

- Surveys by selected surveyors
- Detailed planning's with Method Statements
- Exchange with external surveyor and Siemens transport engineers
- Lessons learned out of analysis of near misses and claims

Property

- Loss Prevention Surveys on site level; focus on production, R&D and warehouses
- Support in the development of tailor-made protection concepts for sites and installations
 - Consultancy for building or renovation projects aligned with SRE, EHS etc.
 - Contribution to the analysis of internal and external supply chain interdependencies

Overall risks

- Evaluation of Nat Cat perils & exposures for facilities and projects
- Recommendations for construction sites and transports in conflict areas
- Assessment of Cyber Risk Exposure
- Mitigation/claims handling

Construction

- Tailor-made Insurance and RM-concepts for new products, projects and M&A
- Workshops with PG e.g. to assess competitive insurance concepts
- Lessons learned from claims and past projects/product introductions
- Optimized use of customer's insurance policies







Siemens Transportation Quality Assurance

- Declaration of all high-value shipments.
- Survey of a large numbers of heavy lift shipments at various stations
- Assignment of selected surveyors for Risk Consulting and Risk Monitoring during the operation
- The forwarder and or Shipping Line has to prepare a Method Statement



Method Statement

Method Statements describe the individual steps involved in pre-carriage, main carriage and on-carriage in surface transportation (by road, rail or inland waterway), ocean and air transportation as well as set down on the foundations under consideration of the risks involved and resulting actions for minimizing these risks.



Method Statement

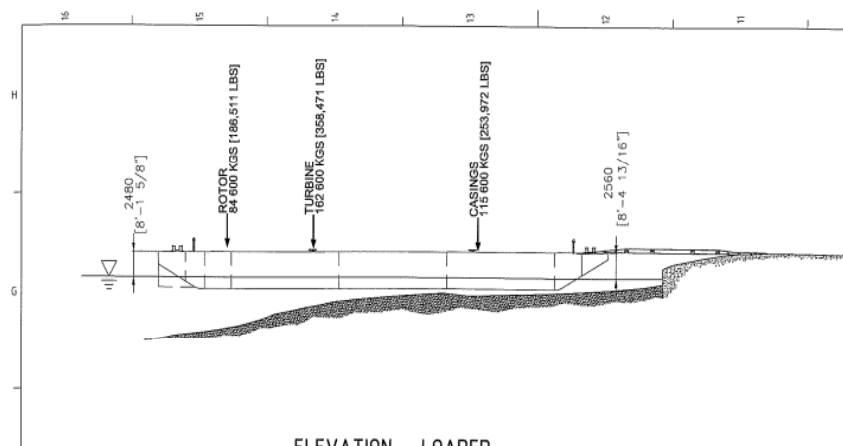
- Written documentation of all handling processes with the cargo
- Written detailed documentation about the sequence of all following steps.
- Risk assessment
- Risk controlling if the risk level is middle or high => SURVEY!
- Controlling and accepting the Method Statement by Siemens transportation engineers or external consultancy (insurance or independent experts)



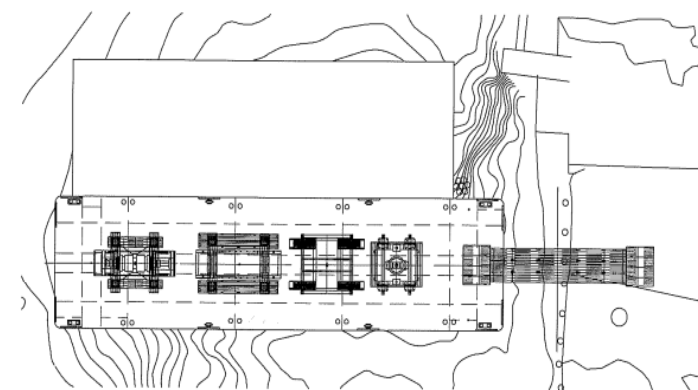
Method Statement

- Safety instructions on the spot
- Any changes during the operations has to announced to the surveyor and he has to decide if a new MS is necessary of if the operation can be continued

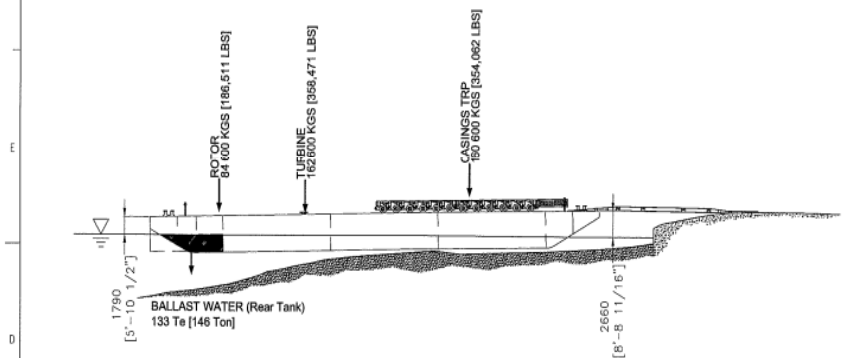




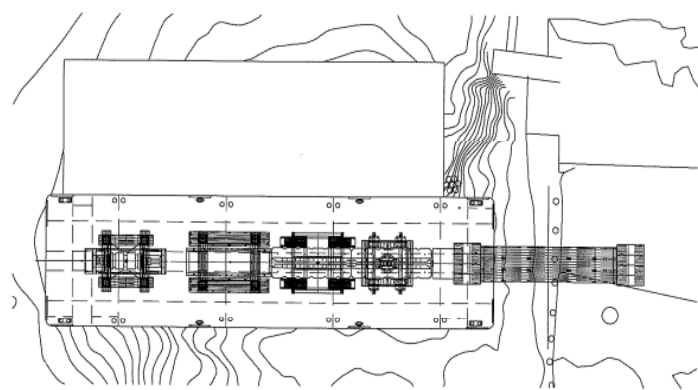
ELEVATION - LOADED



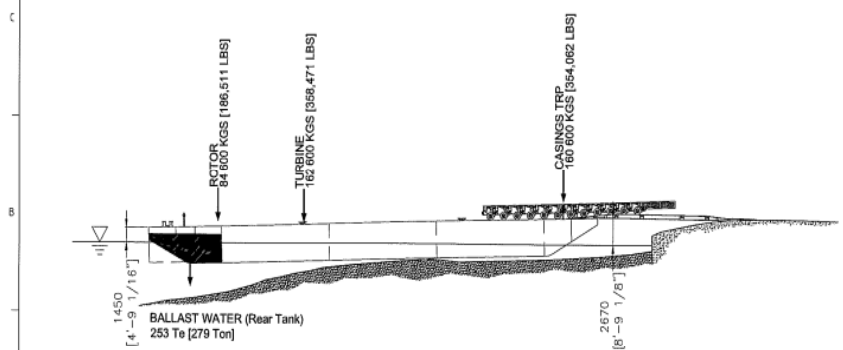
PLAN VIEW - LOADED



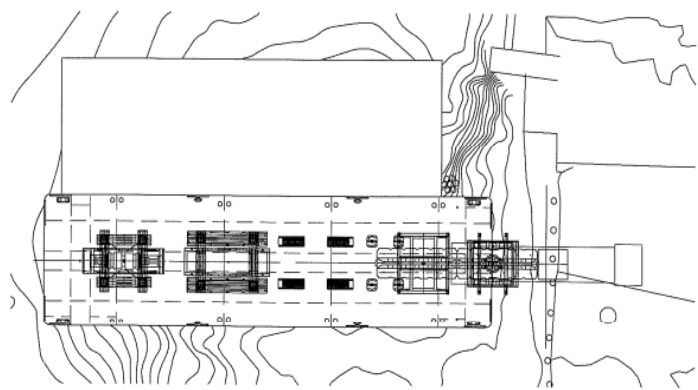
ELEVATION - TRAILER UNDER CASINGS



PLAN VIEW - TRAILER UNDER CASING

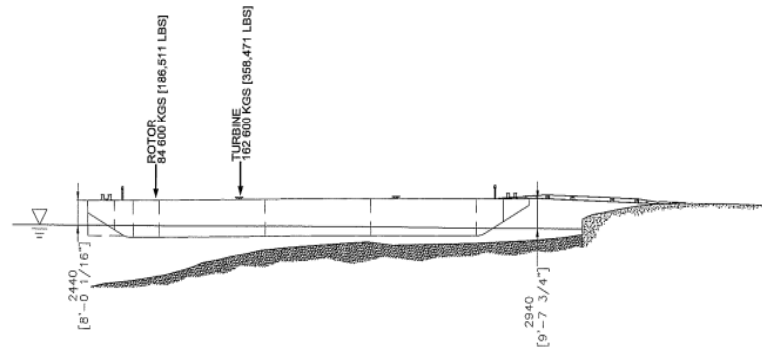


ELEVATION - ROLLING OFF

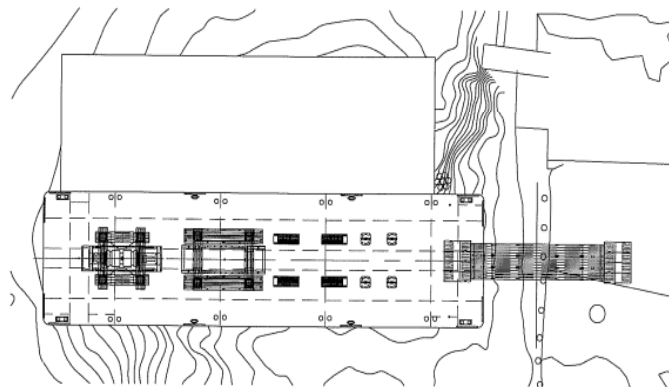


PLAN VIEW - ROLLING OFF

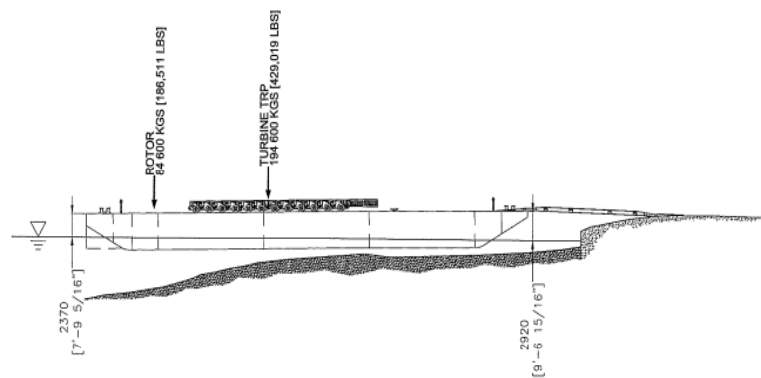




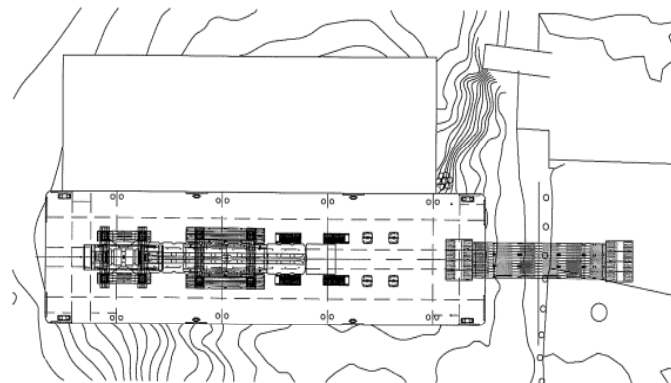
ELEVATION - LOADED



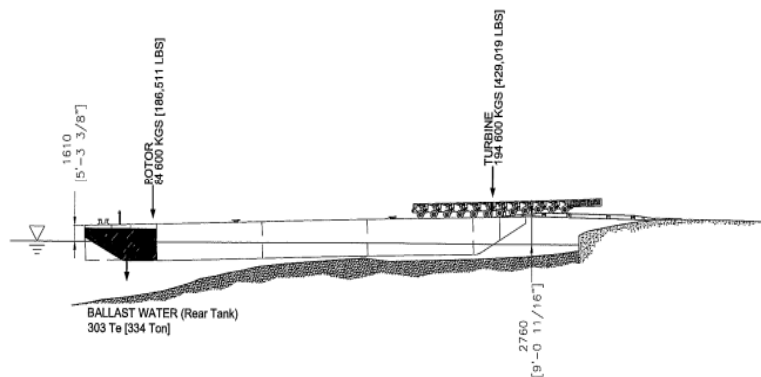
PLAN VIEW - LOADED



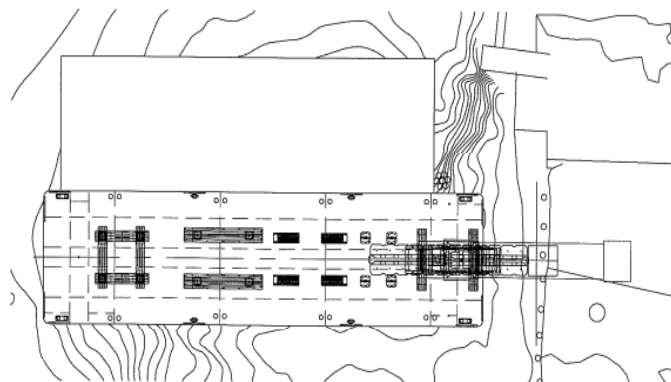
ELEVATION - TRAILER UNDER TURBINE



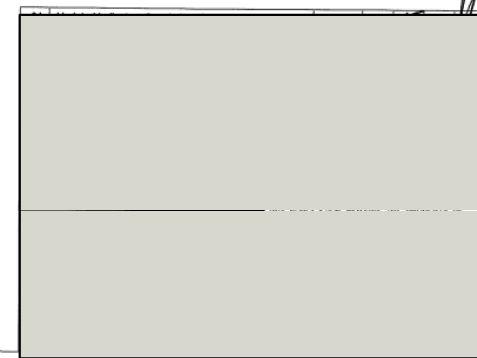
PLAN VIEW - TRAILER UNDER TURBINE



ELEVATION - ROLLING OFF



PLAN VIEW - ROLLING OFF



Surveys

- Basically Siemens has to declare all shipments above a specific value; the insurance decides case to case if a survey is necessary or not
- Siemens has to declare all shipments with transformers bigger than a specific output
- Internally Siemens decides in some business units to survey **all** movements of cargo > 50 ton!.

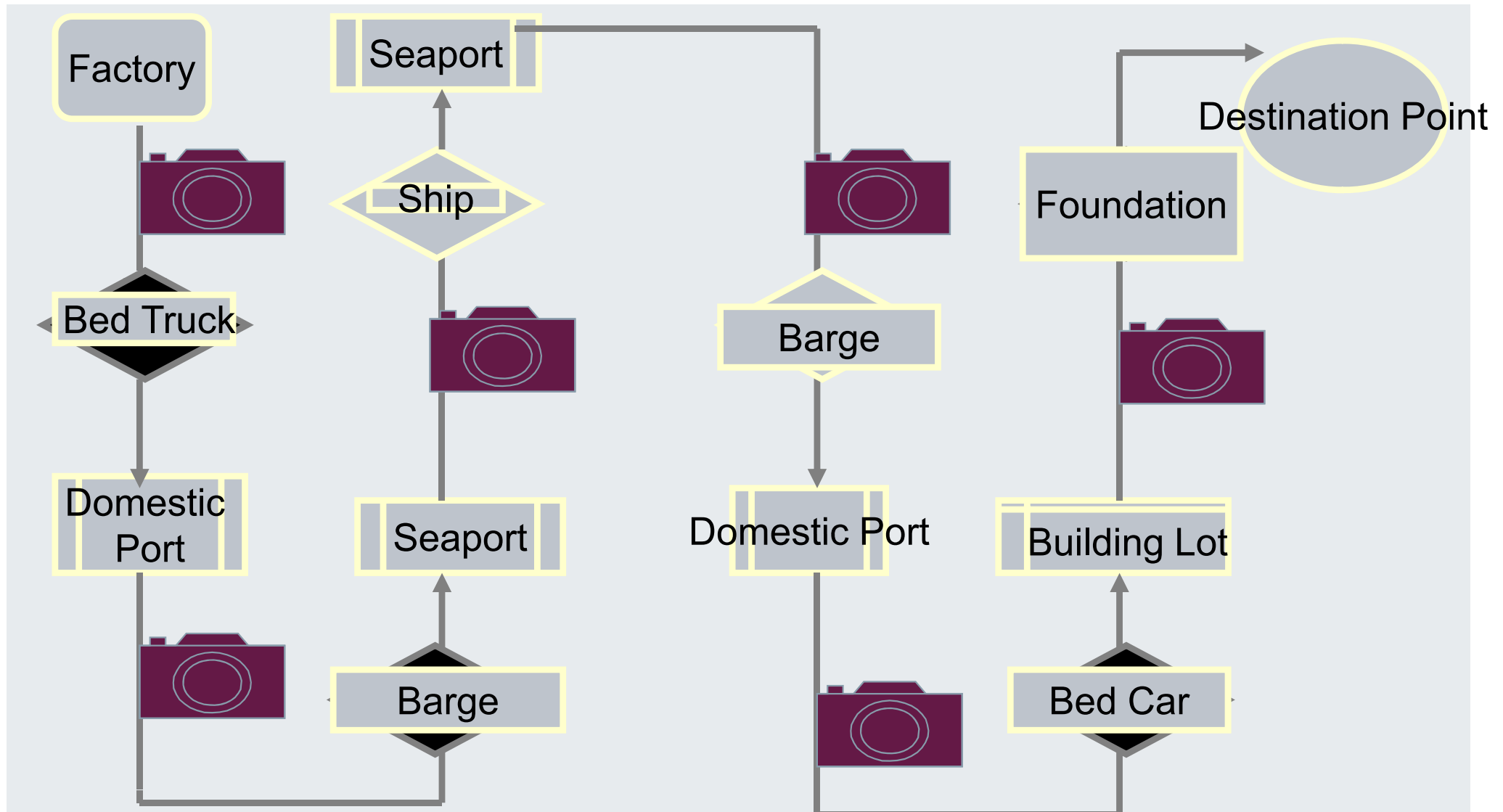


Surveys

- The surveys are carried out on the base of the method statement. If unplanned problems happened and major changes are necessary the operation has to be stopped by the surveyor, a new MS has to be prepared and this has to be released by an Siemens authorized expert
- Minor changes can be accepted by the surveyor (Management of Change).



13.2 Risk Management: Surveillance of transport chain



Unknown Surveyors



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Unknown Surveyors

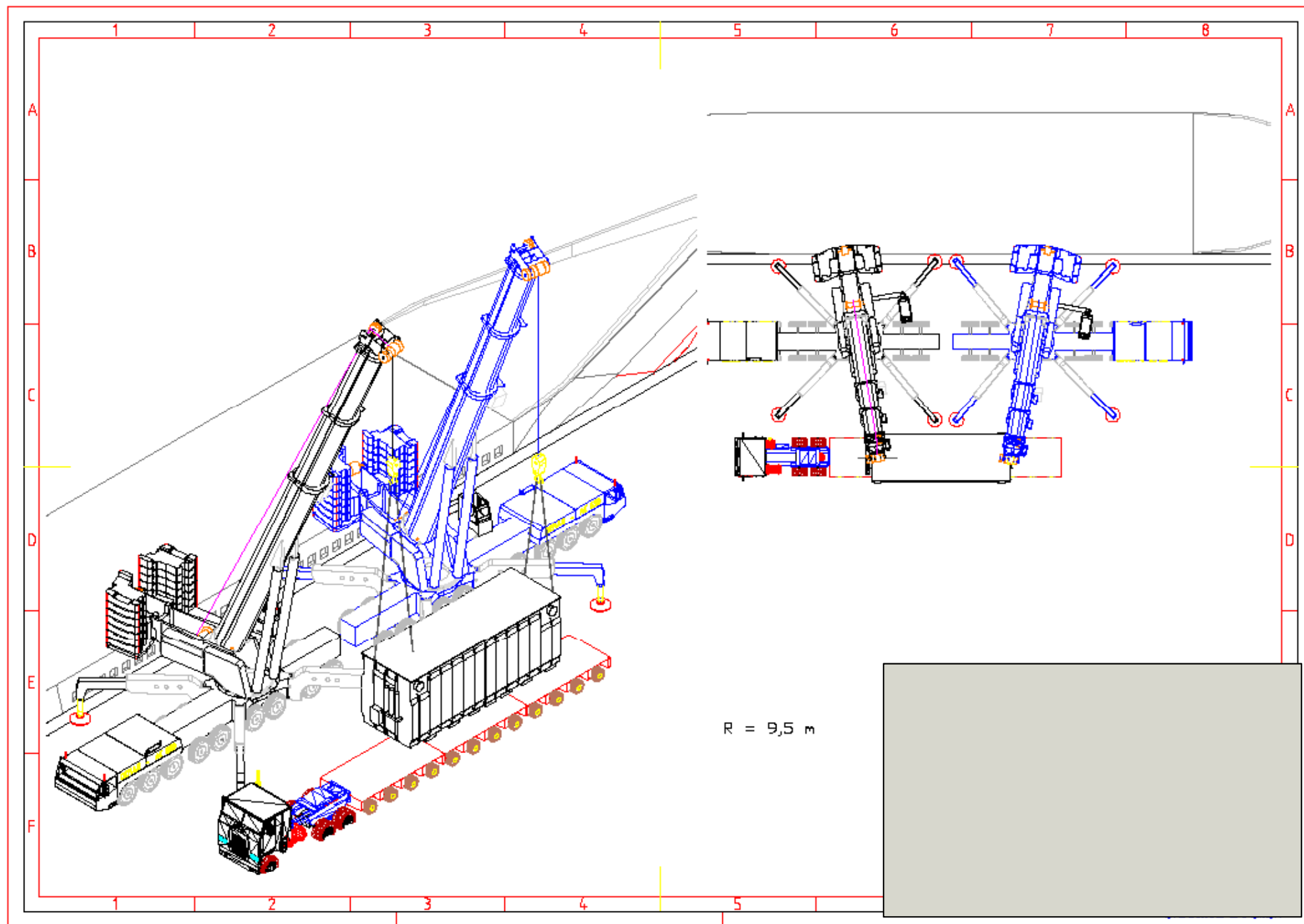


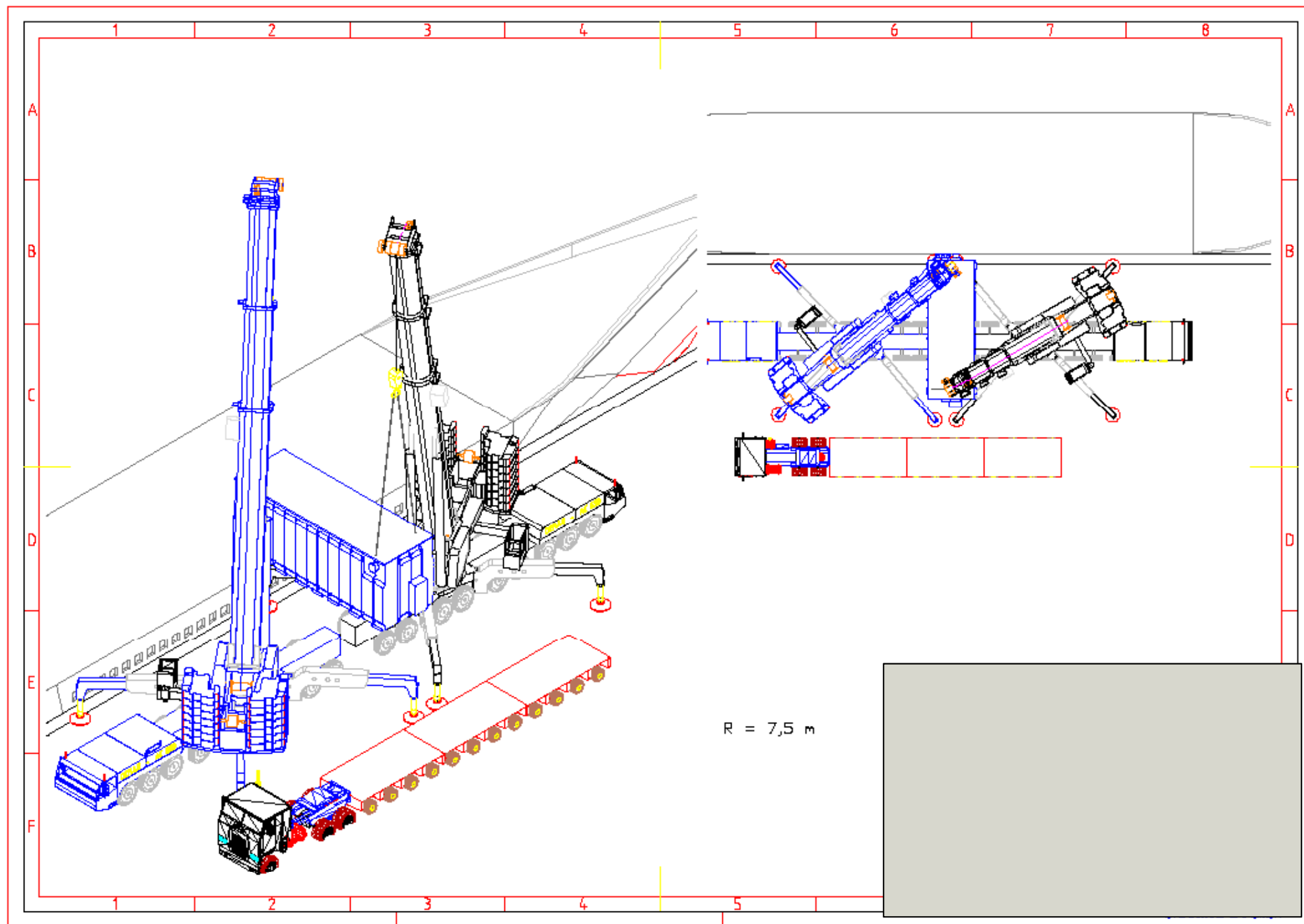
Near Miss

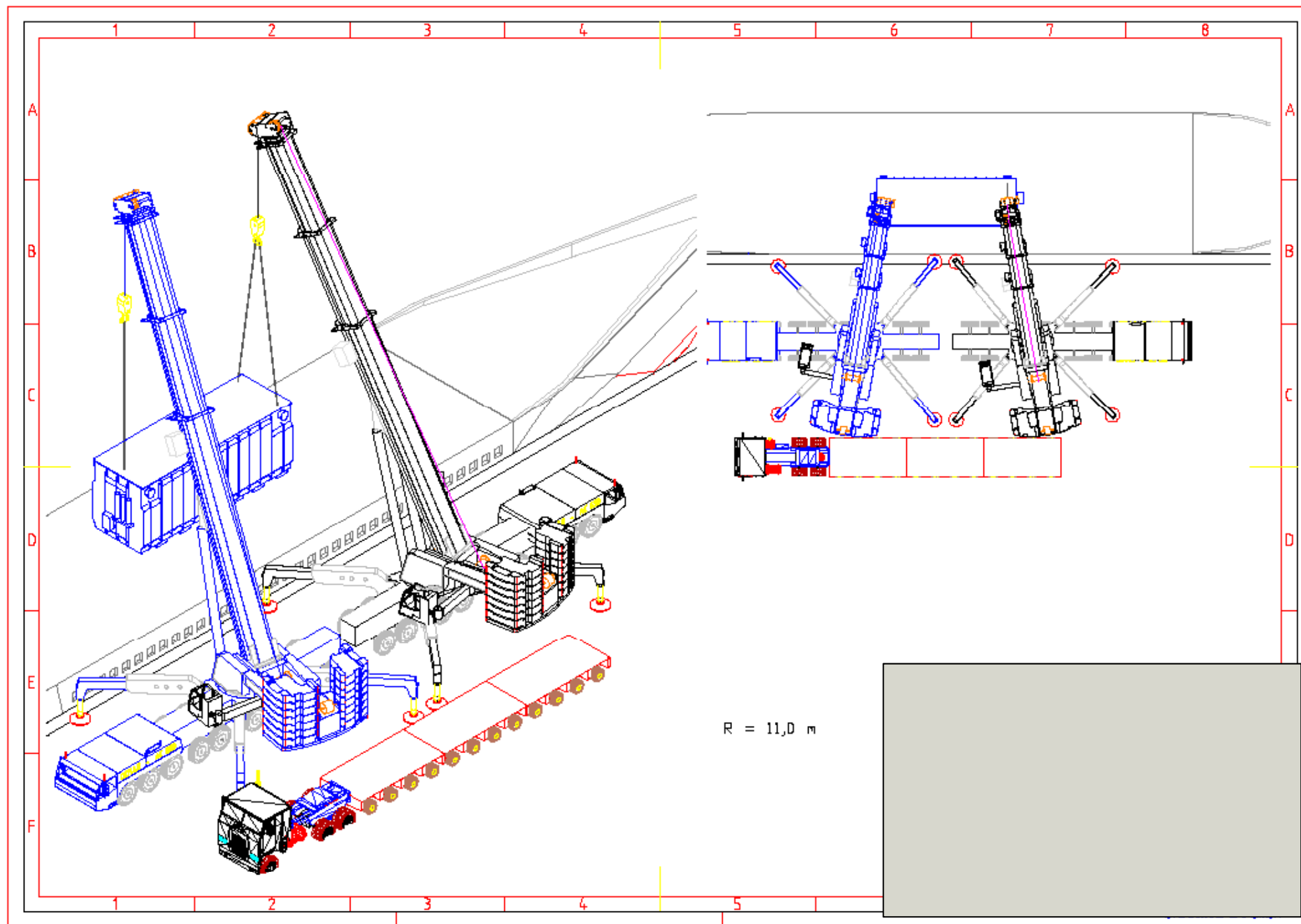
- Surveyor gets Survey order incl. Order to document all near misses
- Value of the goods to be shipped
- Estimate the possibility of getting a damage and estimate the value of this damage in Euro
- Wait of the cost of Survey
- With that figures it is possible to calculate the percentage of the cost/ potential damages value of the goods















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2/2-9

2/2-9



LG 1750 SDB
 HA : 42m
 Gegengewicht : 220t
 SL-Gegengewicht : 400t
 Radius SL : 20m
 Radius HA : 19m
 Gesamtmasse = 475t

Die passenden Anschlagmittel
 werden vom Auftraggeber gestellt

Turbine= 465to

Transporteinheit(Schiff)

max. Lasteintrag in den Umfangswand= 7,50kN/m²

Fläche WC-Material, Deckenfläch

Abschürplatte Kran: 2,50m x 8m

Werkzeugarbeiten/Flächen Tur x 8m

Sicherheitsabstand 13m zur
 Freileitung

Wartung



Heavy Lifts

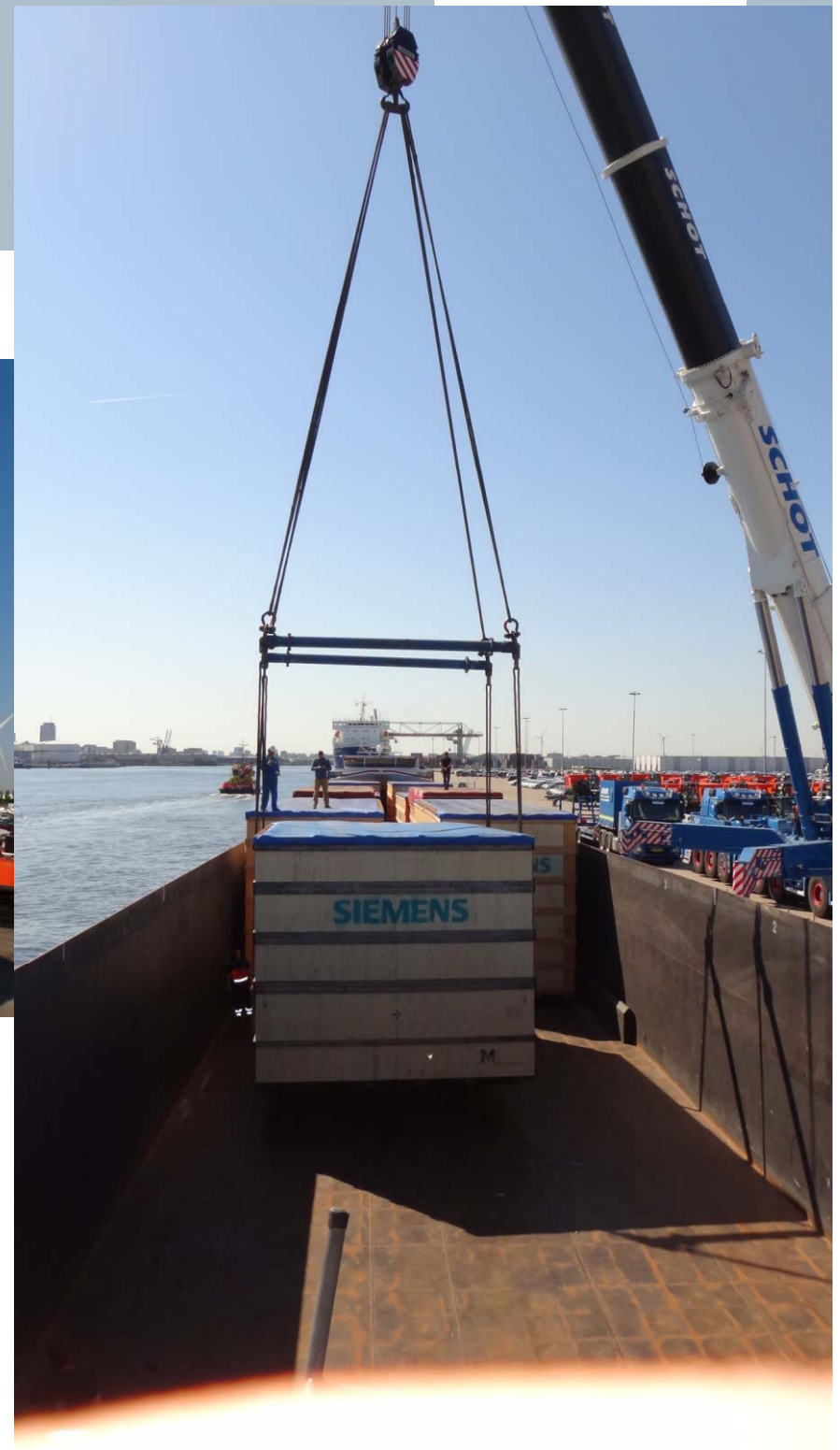
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Heavy Lifts



Shipping “Sketch”

1 max. Dimensions (Length, Width, High)

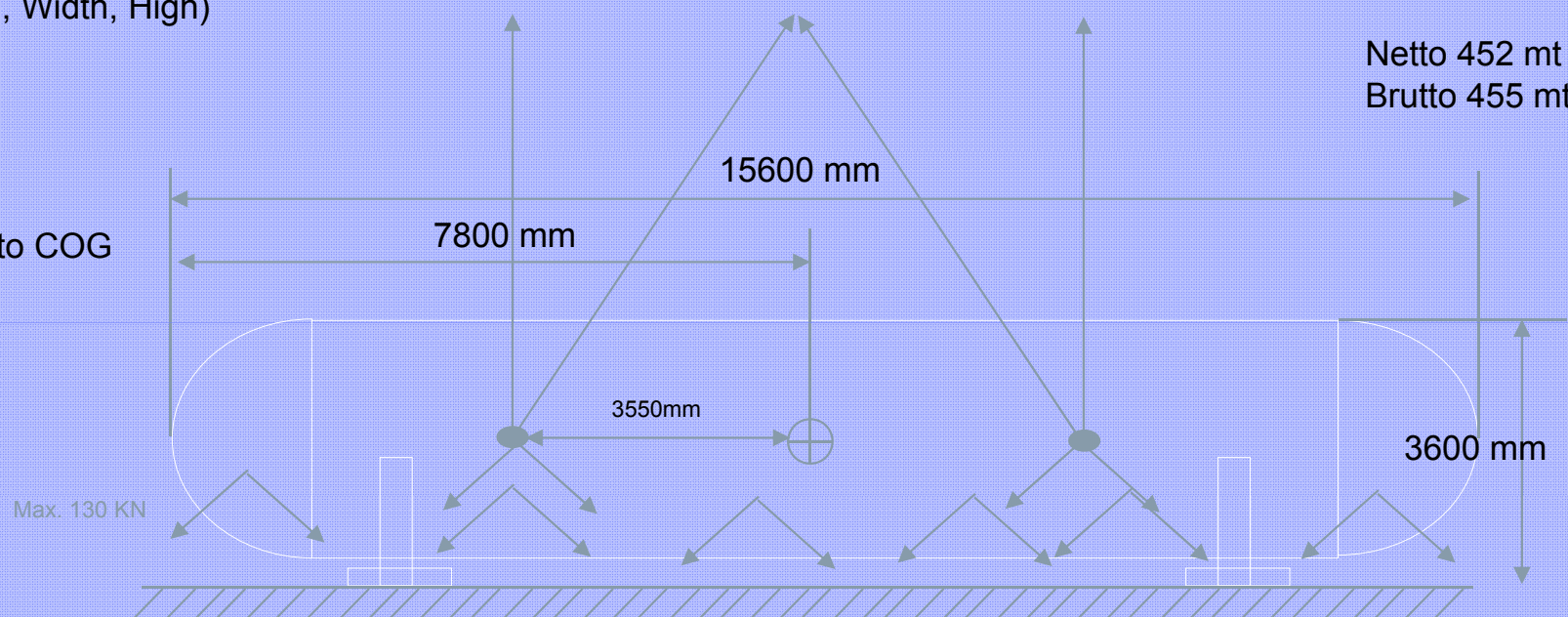
2 Weight

3 Position COG

4 Lifting Lugs incl distance to COG

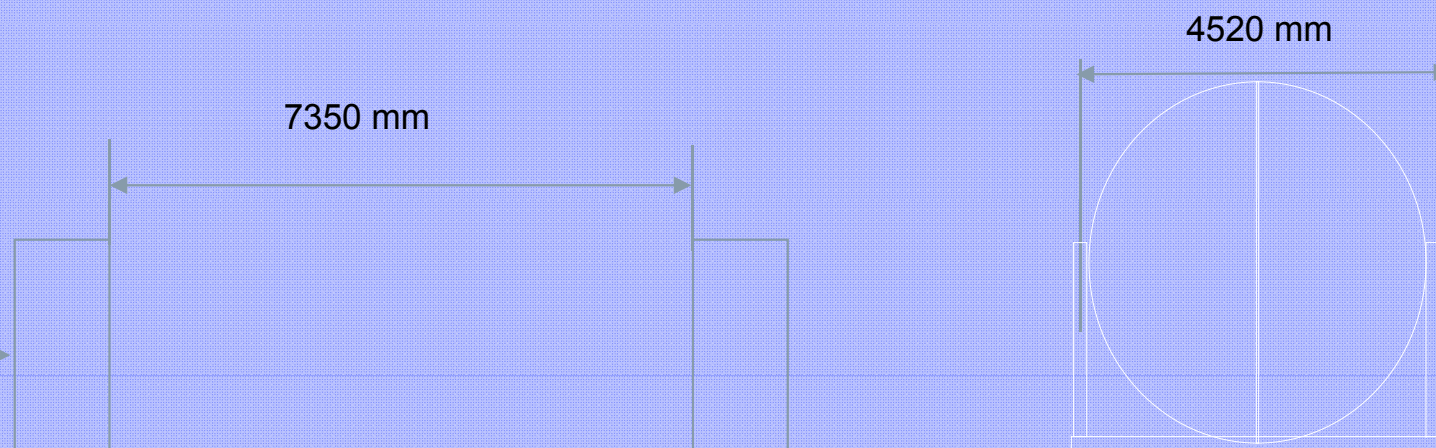
5 Footprint

6 Lashing Points



Netto 452 mt
Brutto 455 mt

4250 mm x
1850 mm = 7,86 m²
227,5 To = 28,94 to/m²





from Berlin

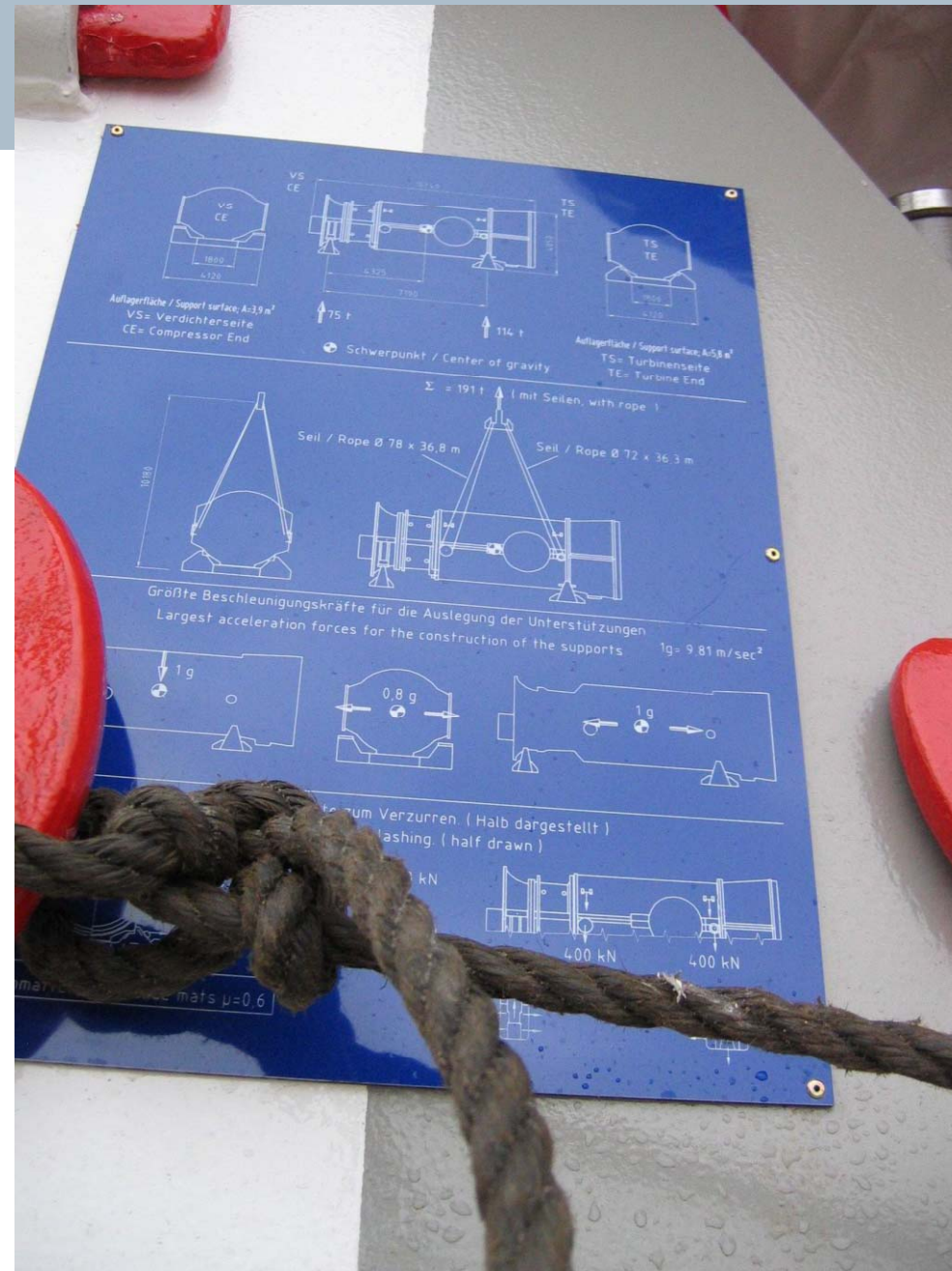


SCHLUESELE

LOGISTICS

MOONWAVE

Drawings



Example Barge Operation (RoRo)

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Old Ships











Planung einer Umschlagsoperation



Contact, Arial Bold 20 pt



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