

Siemens Smart Infrastructure

SI Capabilities Overview to SFS Team

Ayana Nathan, Head of Healthcare Vertical Market

Steven Wagman, National Healthcare Business Leader

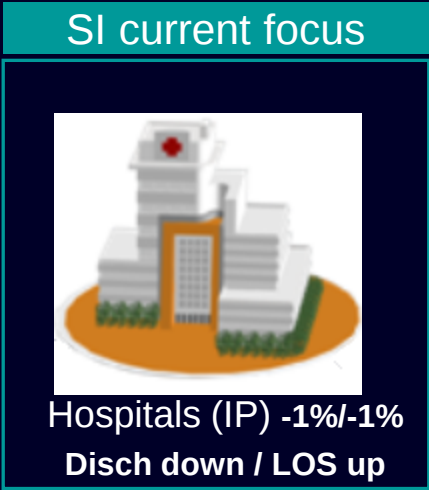
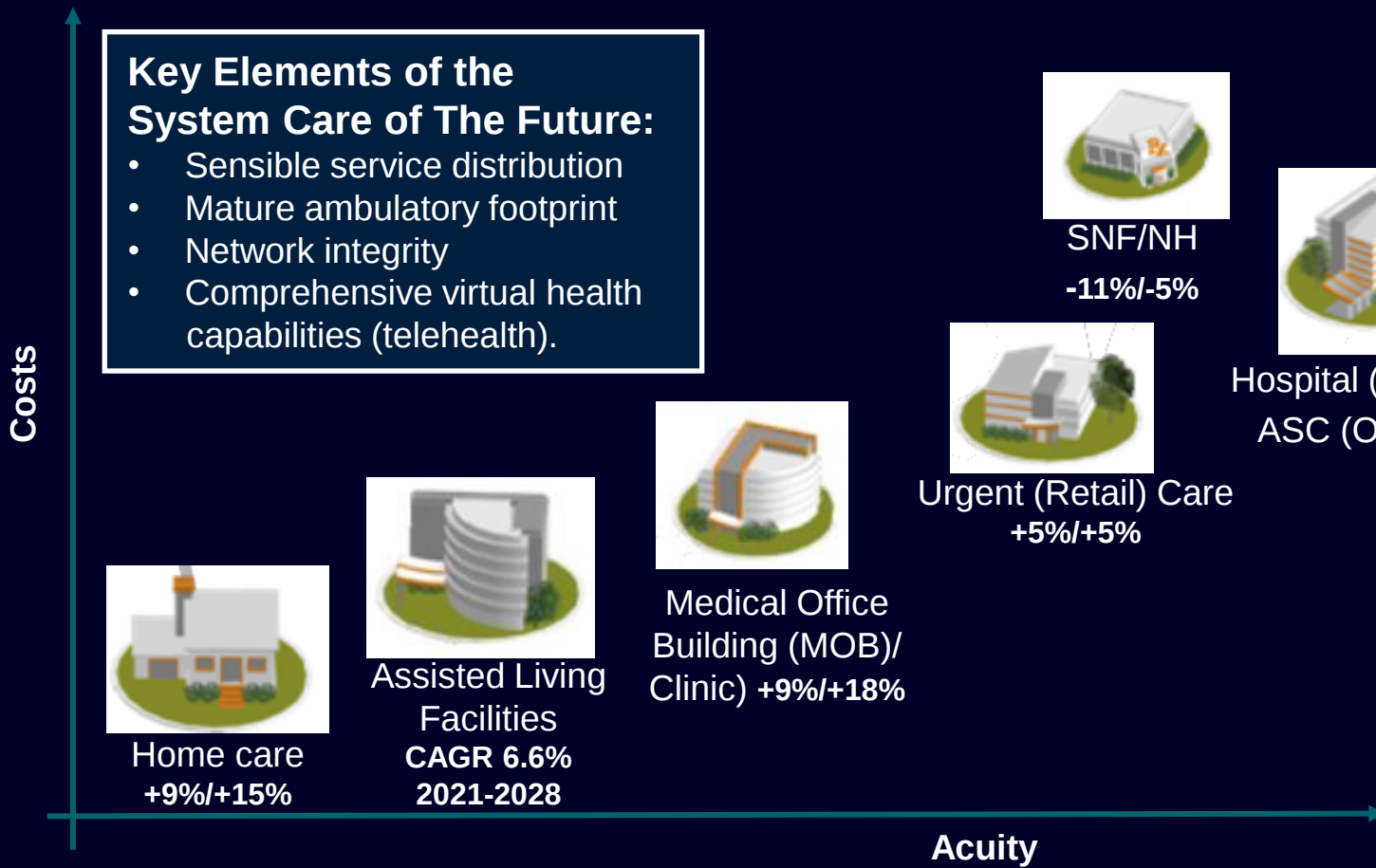
SI Healthcare Vertical Market

November 3, 2022

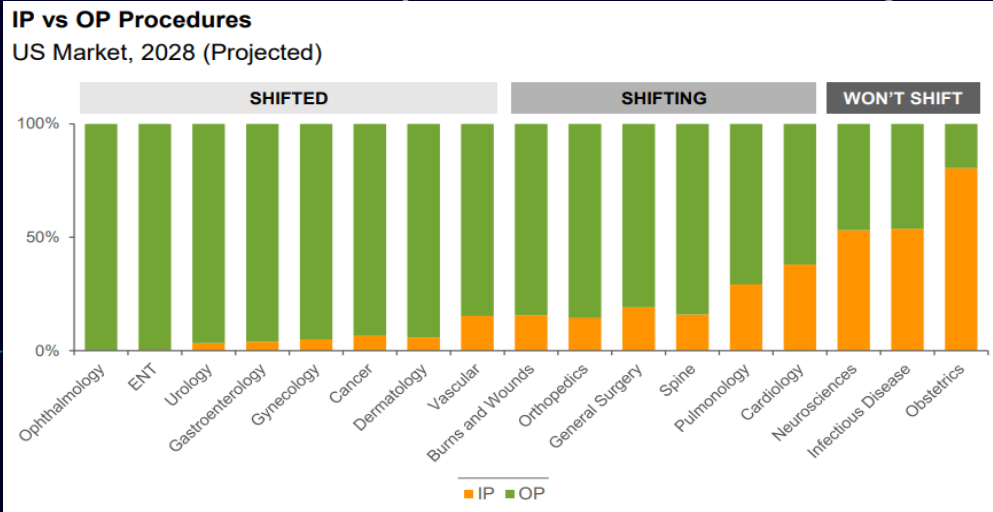
Site of Care Volume – US Market Growth Projection for 2024/2029

COVID-19 Recovery & the Impact on Future Utilization

Source: Sg2 Healthcare Intelligence, Impact Change (June 2022)



By 2028, 85% of procedures will be performed in the O/P setting



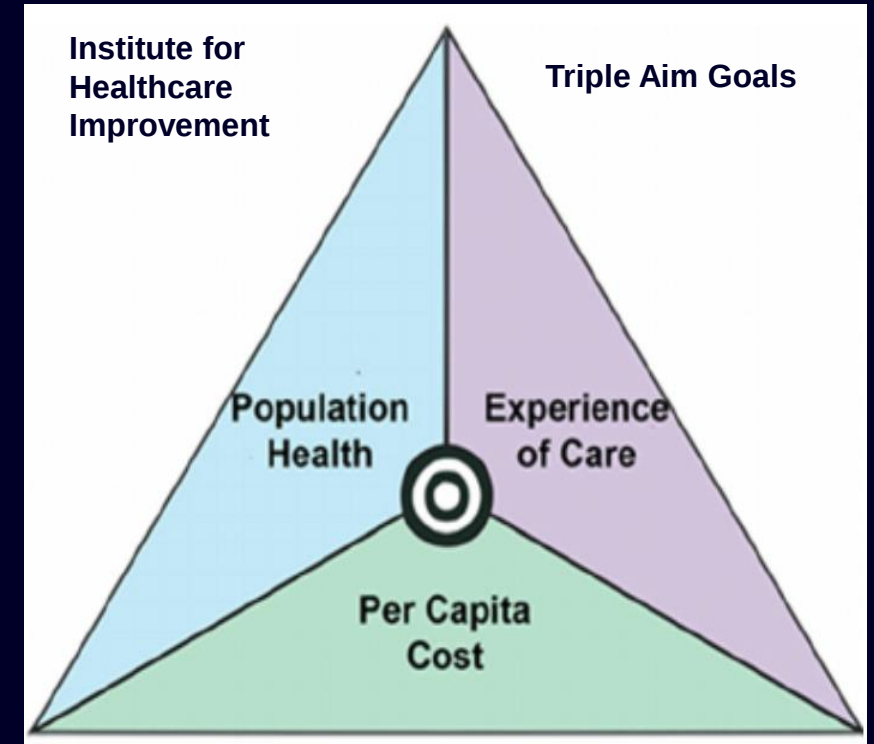
****Assisted Living community (campuses) residents are demanding amenities like EV Charging stations.**

Your key business requirements for achieving your goals (2021)

Source: ACHE survey to community hospital (non-federal, short-term, non-specialty) CEOs. Published Mar 2022

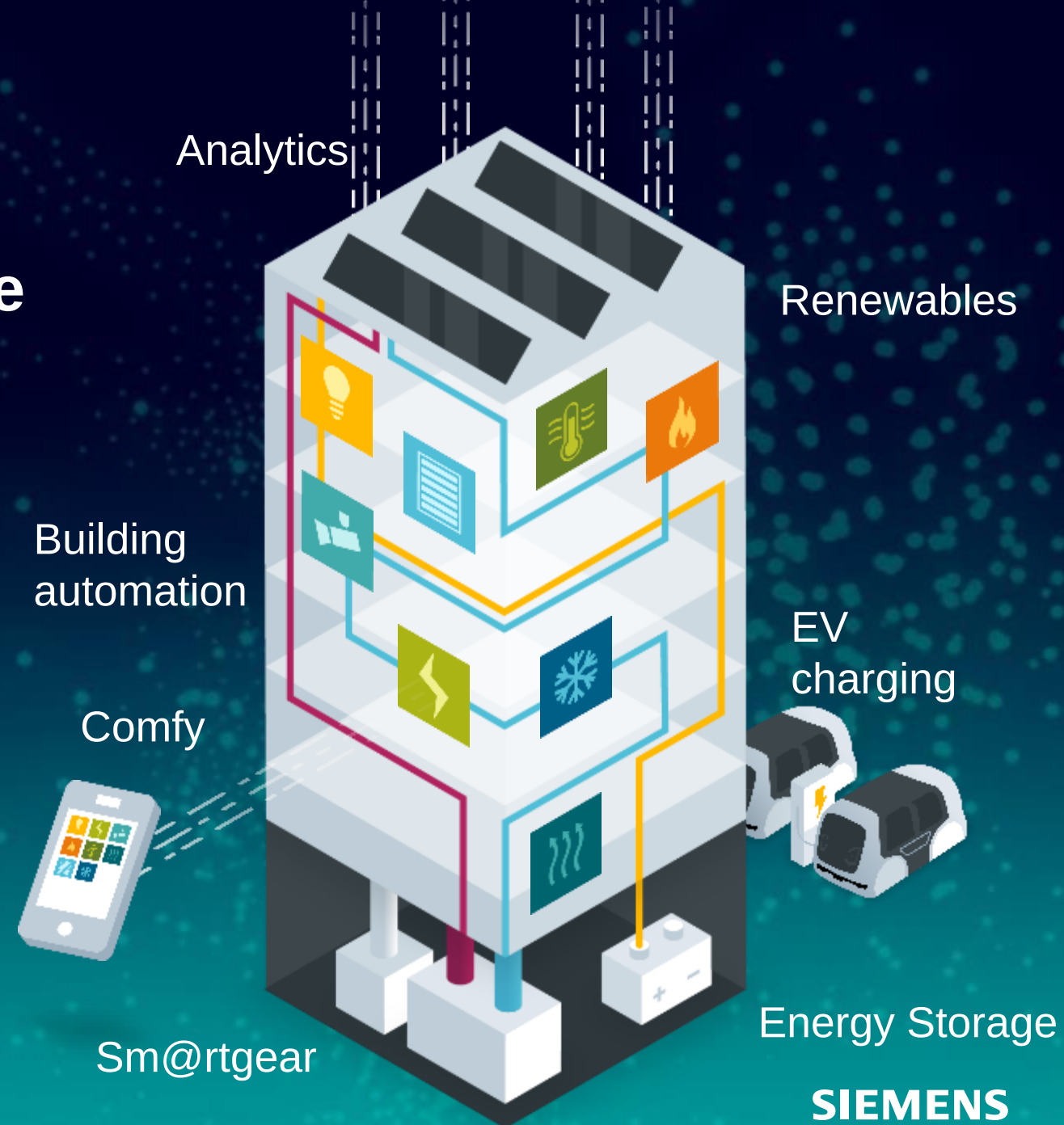
↑↓ Position change (up/down) from prior year survey

- 1 Personnel Shortages (all types: RN = 94%, Techs = 85%, MDs = 45%) ↑
- 2 Financial Challenges (e.g., access to capital, supply chain, reimbursement, capital for infrastructure improvements) ↓
- 3 Patient safety and quality ↑
- 4 Behavioral health/addiction issues ↓
- 5 Governmental mandates ↓
- 6 Access to care
- 7 Patient satisfaction
- 8 Physician-hospital relations
- 9 Technology
- 10 Population health management
- 11 Reorganization (e.g., mergers/acquisitions, restructuring, partnerships)



As Smart Infrastructure, we can deliver full solutions to our Healthcare customer base

- Building automation
- Fire safety and security
- Low- and medium-voltage power distribution products, solutions, and services
- Protection automation and control
- Energy storage
- Electric-vehicle charging
- Control products
- Microgrid controllers
- Renewable integration and renewable solutions & Asset Monetization
- Digital Twin



Smart Infrastructure delivers sustainable, connected, resilient and energy efficient technology to strengthen America's infrastructure

About Us



12,000+ employees across
nearly **100** locations



30,000+ customers in all 50
states plus Puerto Rico



€3.4 billion in energy cost
savings for customers globally
since 2000.



16 manufacturing facilities in the
US, Canada and Mexico



Building Products



Electrical Products



Electrification
& Automation



eMobility



Grid Software



Regional Solutions
and Services

Smart Infrastructure

Our broad offering & how we go to market

Building Products

- Integrated building management software
- Building automation and control systems
- Room automation and lighting control
- Sensors, valves and actuators
- HVAC OEM controls
- Fire safety products and systems
- Cloud applications and gateways

Electrical Products

- Low-voltage protection, switching, measuring and monitoring devices
- Low-voltage distribution boards and systems UL
- Products and solutions for OEMs including medium-voltage vacuum circuit breakers, and contactors
- Contactors, overload relays and motor starter protectors
- Hybrid starting including soft starters
- Push buttons and pilot lights
- Functional relays, safety relays and monitoring devices

Electrification & Automation

- Medium-voltage metal-clad and metal-enclosed indoor and outdoor switchgear, controllers, contactors, circuit breakers, OEM and replacement/retrofit solutions
- Medium-voltage overhead switching solutions
- Low-voltage distribution motor control centers and replacement/retrofit solutions
- Distribution solutions (e.g. prefabricated E-Houses)
- Field services (start-up, installation, commissioning), extended warranties, spare parts, training for full portfolio of distribution systems
- Photovoltaic inverter systems
- Substation automation, protection, power quality, and communications

Grid Software

- Grid operation, control, planning and simulation
- Smart grid applications, analytics / IoT offerings and managed services
- Power system consulting and energy business
- Advisory communications

eMobility

- Charging infrastructure solutions to support the decarbonization of the mobility sector

Regional Solutions and Services

- Solutions and Services for building automation, fire safety, security and other domains
- Energy performance services, including digital services and distributed energy systems
- Vertical markets specific offerings (data centers, life sciences, smart spaces)

Enterprise Suite of Smart Healthcare Capabilities

Patient Experience



Room Control
by Patient



Patient
Wayfinding



Digital Signage



HVAC Control



Patient Throughput
Tracking

Safety & Security



Compliance Alerting
and Reporting



RTLS/Asset
Tracking



Visitor & Vendor
Registration



Parking Garage
Control



Access Control



Security
Video Monitoring



Mass Notification



Cybersecurity



Fire Protection

Compliance



Critical Storage
Monitoring



Infection Control



Surgical Suite Control
& Compliance



Site Irrigation



EMR, Clinical, and
Operational Integrations



Temperature
Monitoring
Innovation EM3T



Compliance
Reporting



Lab Control &
Monitoring



Essential System
Reporting

Operational & Clinical Efficiency



Command Center



Nurse Call
Integration



Network &
Communications



Dynamic
Smart Glass



Data Driven
Intelligence/FDD



Lighting Control



Advanced Analytics



Electrical
Equipment
Monitoring &
Control

Resilience & Sustainability



Carbon Neutrality



Energy Monitoring



EV Charging



Electrical Supply
and Redundancy



Utility Plant
Monitoring &
Optimization

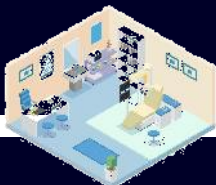


Microgrid

SIEMENS



MOB



Urgent Care



Ambulatory
Care



Diagnostic Imaging
Centers &
Outpatient Labs



Hospital



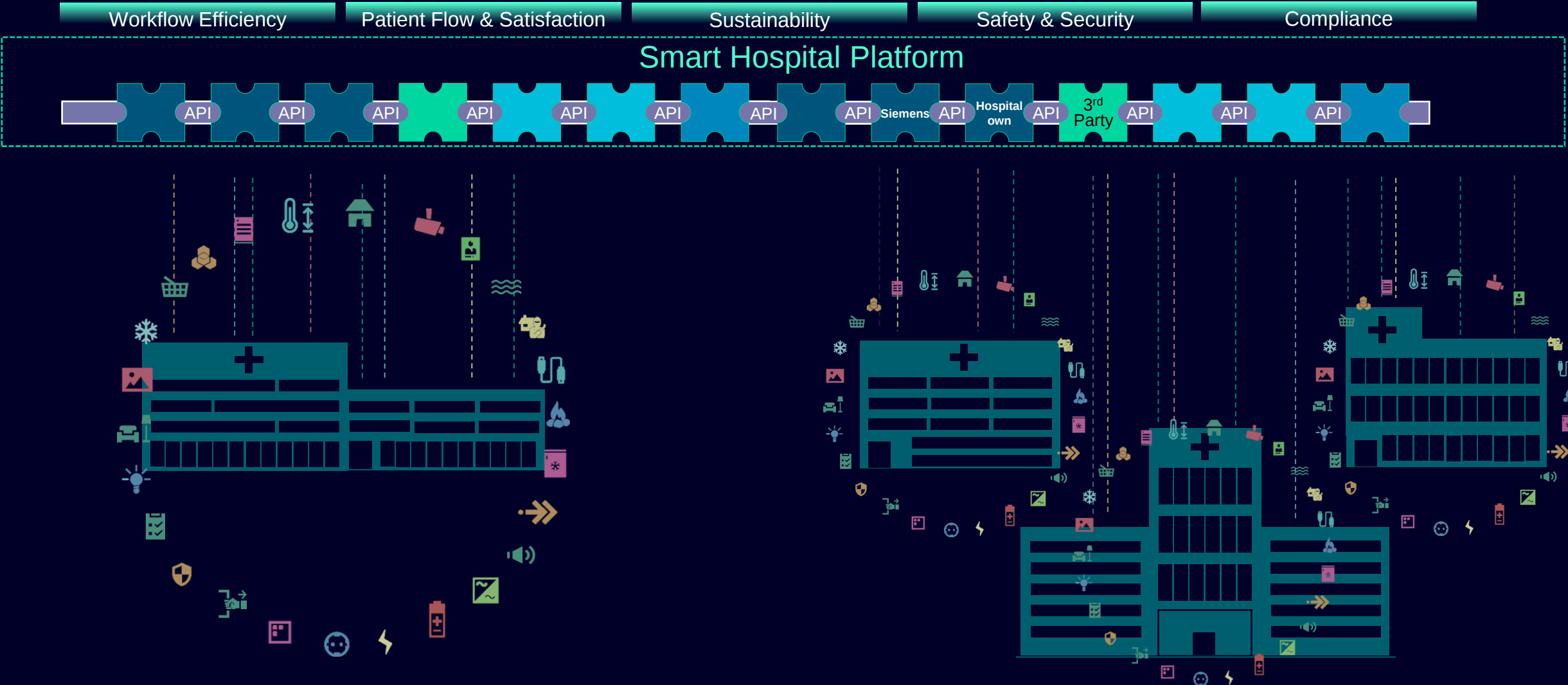
Rehabilitation
Hospital / Center



Senior Living
SNF/AL/IL/LPC

SIEMENS

One integration platform with an ecosystem of applications



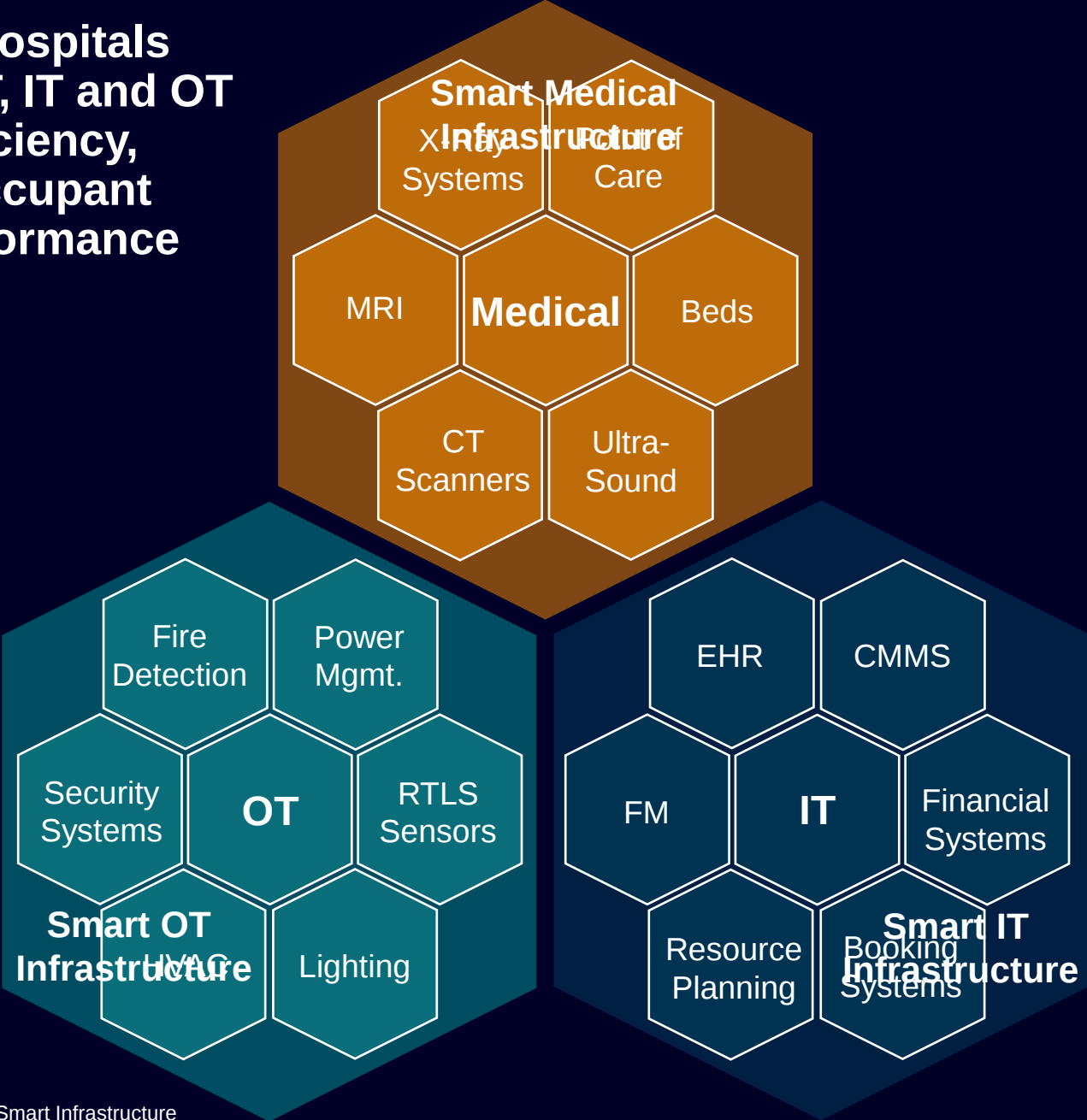
Our portfolio serves the
**ecosystem across energy
supply, buildings and
industry**

SI (& SHS) working with SFS – Together We Are Stronger, but we could do more!

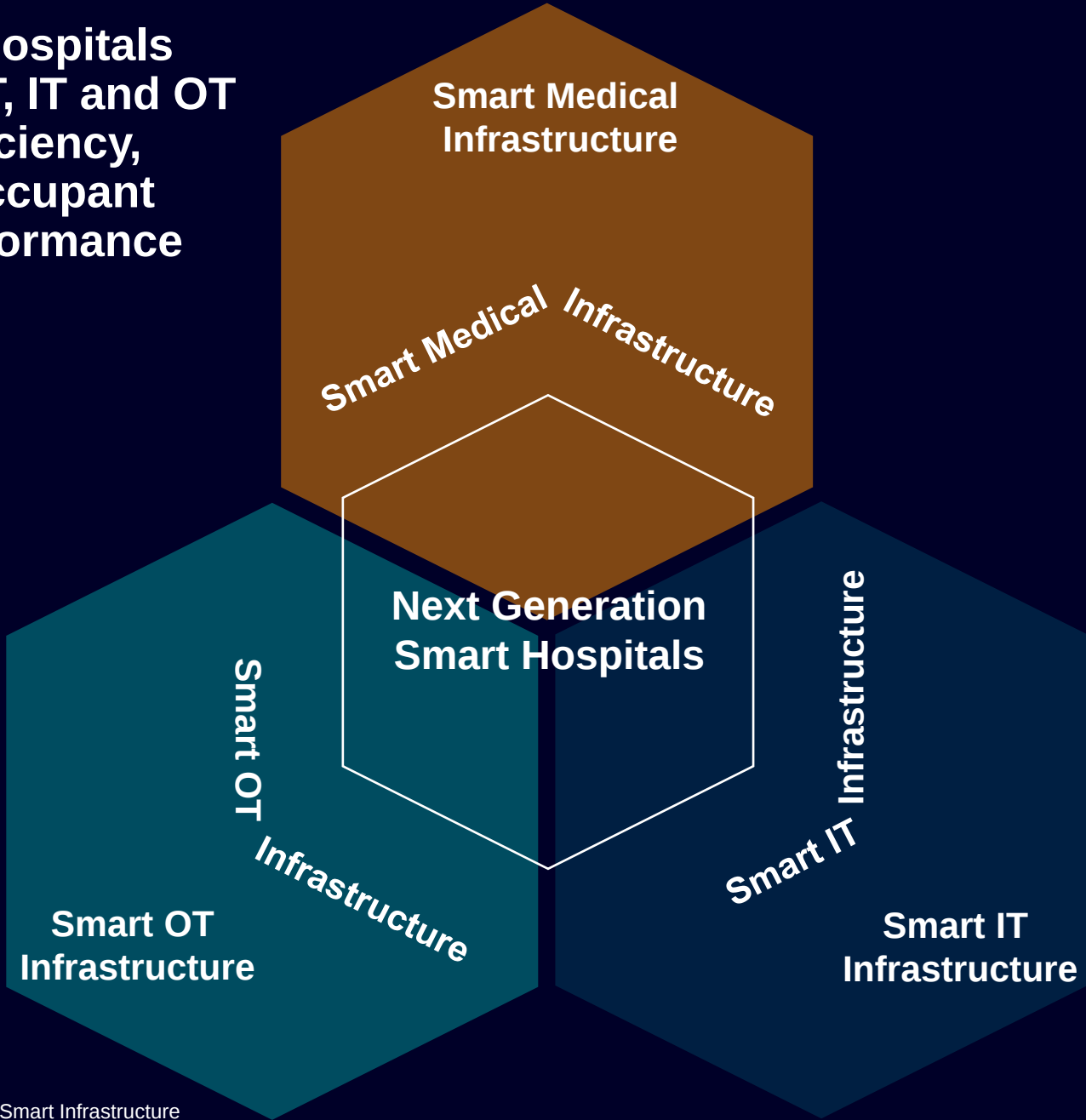
Additional collaboration examples include Signature Health, LaSalle General Hospital, Prime Healthcare, Prospect Medical, Trinity Health, UPMC, Providence Health, Advocate-Aurora Health, WVU Health, CommonSpirit Health, Main Line Health, UC Irvine Health, Penn Medicine Chester County Hospital, etc.

 • SFS financing enabled Signature Health to implement infrastructure projects both affordably and efficiently. • SFS financed a \$9M energy project by refinancing \$41M in existing debt, into a \$50M total refinancing package, removing SI project roadblocks for the customer.	 • SFS financed the initial \$2.1M project when the USDA “fumbled” the funding application. • The first project paved the way for two additional orders in 2019 & 2020 totaling another \$1.1M. • CEO told us that they would not have been able to keep the hospital open if not for the SI project.
 • Healthineers & The Resource Group and SI & Medxcel SCM relationships are strong. • Recently posted a \$1.8B FY loss. • SI installing Demand Flow & Electrocell (energy savings) for chiller plants, and TRA at multiple hospital sites.	 • Collaboration between ES & SI St. Louis Branch for value partnership for “Care for Creation” workstream and new MOB planned. • Energy performance preliminary assessment done at Lake St. Louis Hospital. • SI Controls & Fire Alarm at some SSM hosp. • Customer concerns, re: employee safety.
 • Collaboration between ES & SI Charlotte Branch for value partnership across Atrium Health & The Pearl (\$1.5B) project. • SI order for EV Charging stations. • Sustainability & Workforce Development • Radiologists driving Facilities interest in Carbon Neutrality for imaging services.	 • Collaboration between Healthineers & SI for Green Radiology/Smart Imaging Suite. • UCSF touts world’s 1st Carbon Neutral Radiology Service. Dr. Christopher Hess, Chair, Dept. of Radiology & Biomedical Imaging. • Presented at HIMSS 2022 with plans to present at ASHE Conference in 2023.

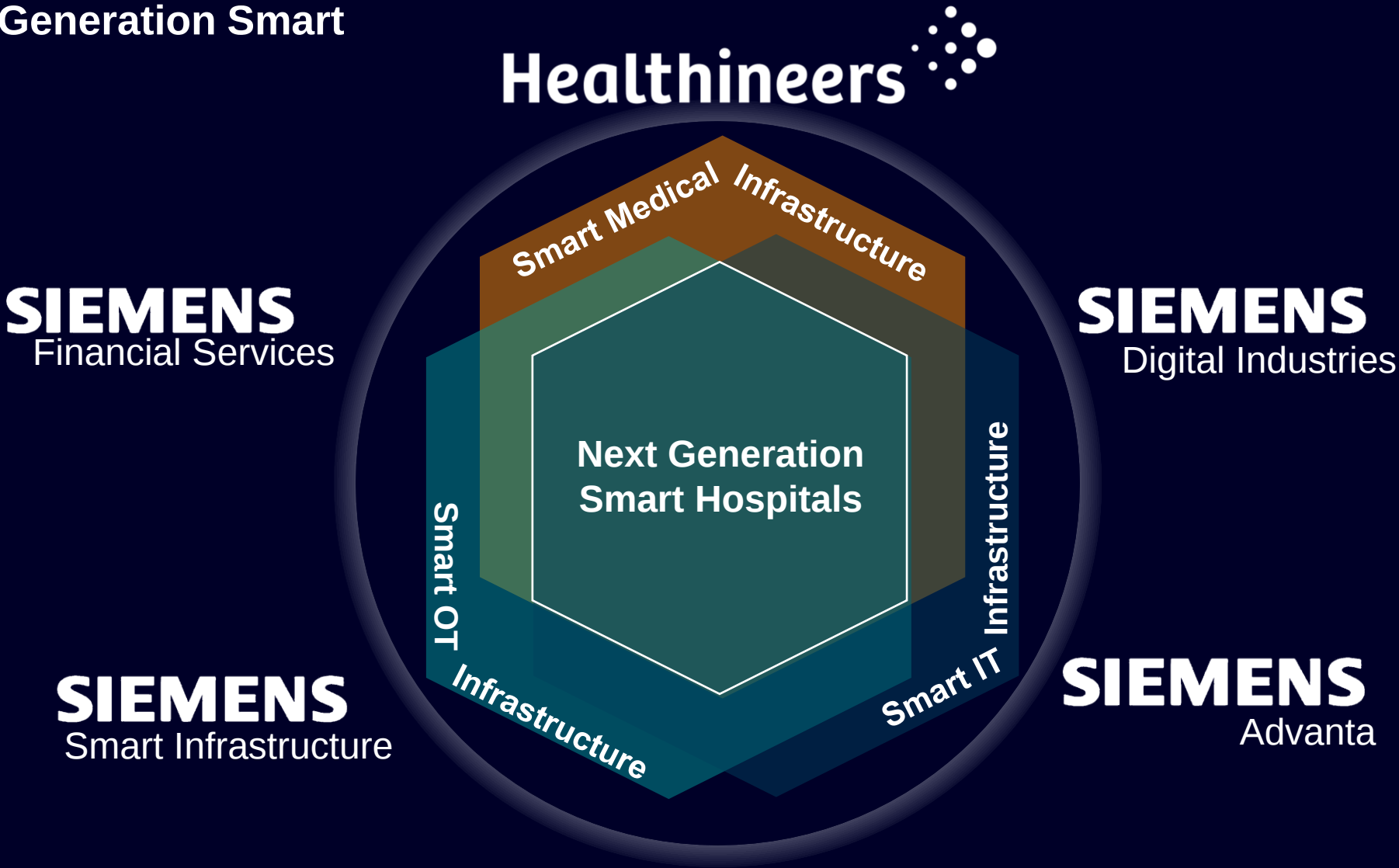
Next Generation Smart Hospitals increasingly combine MT, IT and OT data to improve staff efficiency, operational efficiency, occupant safety, and financial performance



Next Generation Smart Hospitals increasingly combine MT, IT and OT data to improve staff efficiency, operational efficiency, occupant safety, and financial performance



Siemens' businesses and partners offer MT, IT and OT integration to build the Next Generation Smart Hospitals



| Contacts

Ayana Nathan, Healthcare Vertical Market Head
Smart Infrastructure, U.S. Healthcare Vertical Market
ayana.nathan@siemens.com
770-624-7178

Sal Sulimay, Strategic Marketing Manager
Smart Infrastructure, U.S. Healthcare Vertical Market
salvatore.sulimay@siemens.com
240-524-0158

For further information:
usa.siemens.com/smartinfrastructure

To find out what we're doing to help our customers access federal funding visit:
usa.siemens.com/infrastructure-bill

Steven Wagman, National Healthcare Business Leader
Smart Infrastructure, U.S. Healthcare Vertical Market
steven.wagman@siemens.com
610-329-2180

Alex Yashkevich, Healthcare & Life Science Portfolio Manager
Smart Infrastructure, U.S. Healthcare Vertical Market
alexander.yashkevich@siemens.com
312-241-7532

Lynn Boyce Campbell, Communications Manager
Smart Infrastructure Communications
lynn.campbell@siemens.com
847-338-3408