



SIEMENS
Ingenuity for life

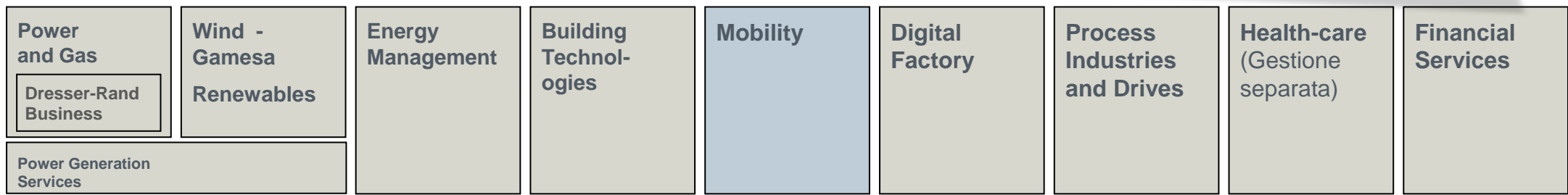
FerCargo e FerCargo Manovra incontrano il mondo bancario

Siemens Mobility Division

Ing. Marco Bosi

Siemens in Italy

Key Numbers & Organisational Structure



Organizational structure of the Mobility Division

Mobility Division Italy

Marco Bosi
(CEO)

Antonino Guarino
(CFO)

Business Units

Turnkey Projects & Electrification



Camilla Cozzi
Dalila Alberici

Complete rail & road solutions
(including eBuses & eHighway)
Rail electrification solutions

Mainline Transport



Alessandro Lopalco
Antonio de Luca Bossa

Short-distance, regional and
long-distance rolling stock
Product and system solutions
for passenger and freight
transport

Urban Transport



Massimo Luongo
Antonino Guarino

Railbound urban public
transport vehicles, and
passenger coaches

Customer Services



Moreno Mazzola
Simona Ghezzi

Services and tools for road and
rail infrastructure, rolling stock,
mobility management

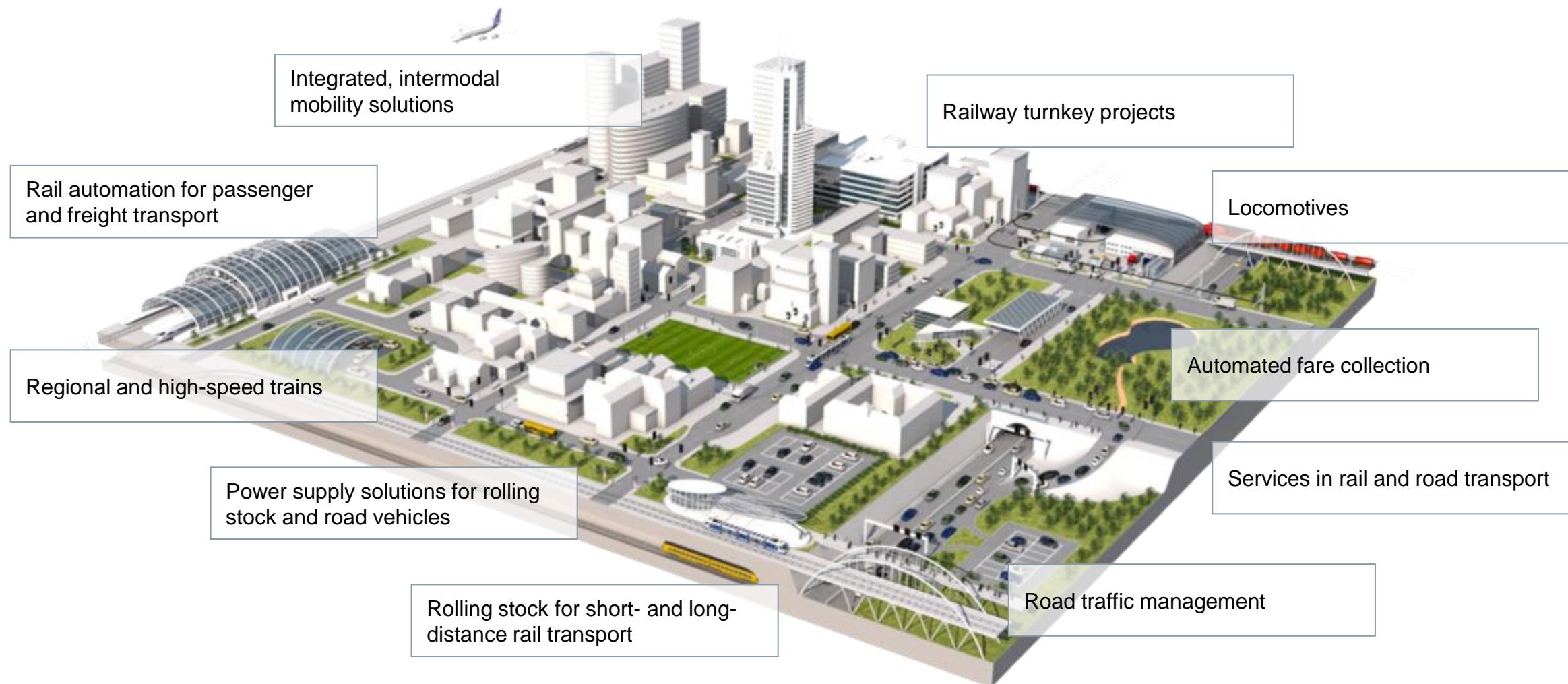
Mobility Management



Marco Bosi (ad interim)
Antonino Guarino

Products, solutions and turnkey
systems for rail
and road signaling, intelligent
traffic systems, automation and
optimization.
Integrated Mobility

Our portfolio – overview



Rolling Stock Company & Banks

ie. Locomotives



- Early 2000 – Siemens as Railway Leasing Operator through subsidiary Dispolok (Siemens as Rolling Stock Company)
- On 21 September 2006 Dispolok sold to Mitsui Rail Capital Europe BV (MRCE) a subsidiary of the Japanese conglomerate Mitsui & Co. Ltd (now renamed MRCE Dispolok Ltd)



- Today Siemens sells directly to National and International Railway Operators, as well as Banks (Crédit Agricole, Unicredit, Credito Valtellinese, Intesa, Deutsche Leasing,...) as intermediate

- Loco's Residual Value
- ECM (Entity in Charge of Maintenance)

- Open to consider evolution of current business models with Railway Operators and Banks



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