

Siemens and FPT agree on cooperation to digitalize logistics

- **Collaborative approach to developing innovative software solutions**
- **Significantly shorter time to market**

Siemens Postal, Parcel & Airport Logistics (SPPAL) and the IT company FPT Germany have signed a memorandum of understanding (MoU). The agreement seeks to promote collaboration in areas including innovative software technology and consulting. By joining forces with FPT, Siemens is extending its network of strategic partners and driving forward the digitalization of logistics. The agreement also enables Siemens to expand its portfolio of customer-specific solutions with a particular focus on Internet of Things (IoT) applications, training and user-friendly apps. Headquartered in Vietnam, FPT employs 32,000 people worldwide, 15,000 of them IT developers.

"Through our partnership with FPT, we are strengthening our competence in the digitalization business," said Michael Reichle, CEO of Siemens Postal, Parcel & Airport Logistics. "Access to such a large pool of IT experts at Siemens and FPT will enable us to accelerate our time to market. That makes all the difference in this sector."

"We are working with Siemens to identify what opportunities this partnership could open up," said Pham Minh Tuan, CEO of FPT. "To this end, a Hackathon has already taken place in SPPAL's new MindSphere Application Center in Dubai. In adopting this collaborative approach, we've laid the foundations for the joint development of innovative software solutions."

Siemens and FPT have years of experience in successful collaboration behind them – for example with digital twin solutions and MindSphere training courses. MindSphere is the open, cloud-based operating system developed by Siemens for the IoT. With

MindSphere, Siemens serves its customers in industry as well as railway operators, airports and airlines.

In developing digital solutions, Siemens relies increasingly on agile, collaborative working relationships with customers and partners. In addition, SPPAL is strengthening its market position in relation to consulting and IT services through its acquisition of LOCOM. By joining forces with FPT, Siemens is driving forward its strategy of digitalization in the logistics sector.

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Siemens Postal, Parcel & Airport Logistics GmbH (SPPAL) headquartered in Constance, Germany, is a fully owned subsidiary of Siemens AG. SPPAL is a leading provider of innovative products and solutions in mail and parcel logistics and automation as well as in airport logistics with baggage and cargo handling. Software solutions and customer services along the whole product life cycle complete the portfolio. The company has an installed base in more than 60 countries worldwide. Major customers include renowned airports as well as postal and parcel service providers around the globe. Further information is available on the Internet at: www.siemens.com/logistics

Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for 170 years. The company is active around the globe, focusing on the areas of electrification, automation and digitalization. One of the world's largest producers of energy-efficient, resource-saving technologies, Siemens is a leading supplier of efficient power generation and power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry. With its publicly listed subsidiary Siemens Healthineers AG, the company is also a leading provider of medical imaging equipment – such as computed tomography and magnetic resonance imaging systems – and a leader in laboratory diagnostics as well as clinical IT. In fiscal 2017, which ended on September 30, 2017, Siemens generated revenue of €33.0 billion and net income of €6.2 billion. At the end of September 2017, the company had around 377,000 employees worldwide. Further information is available on the Internet at www.siemens.com.