

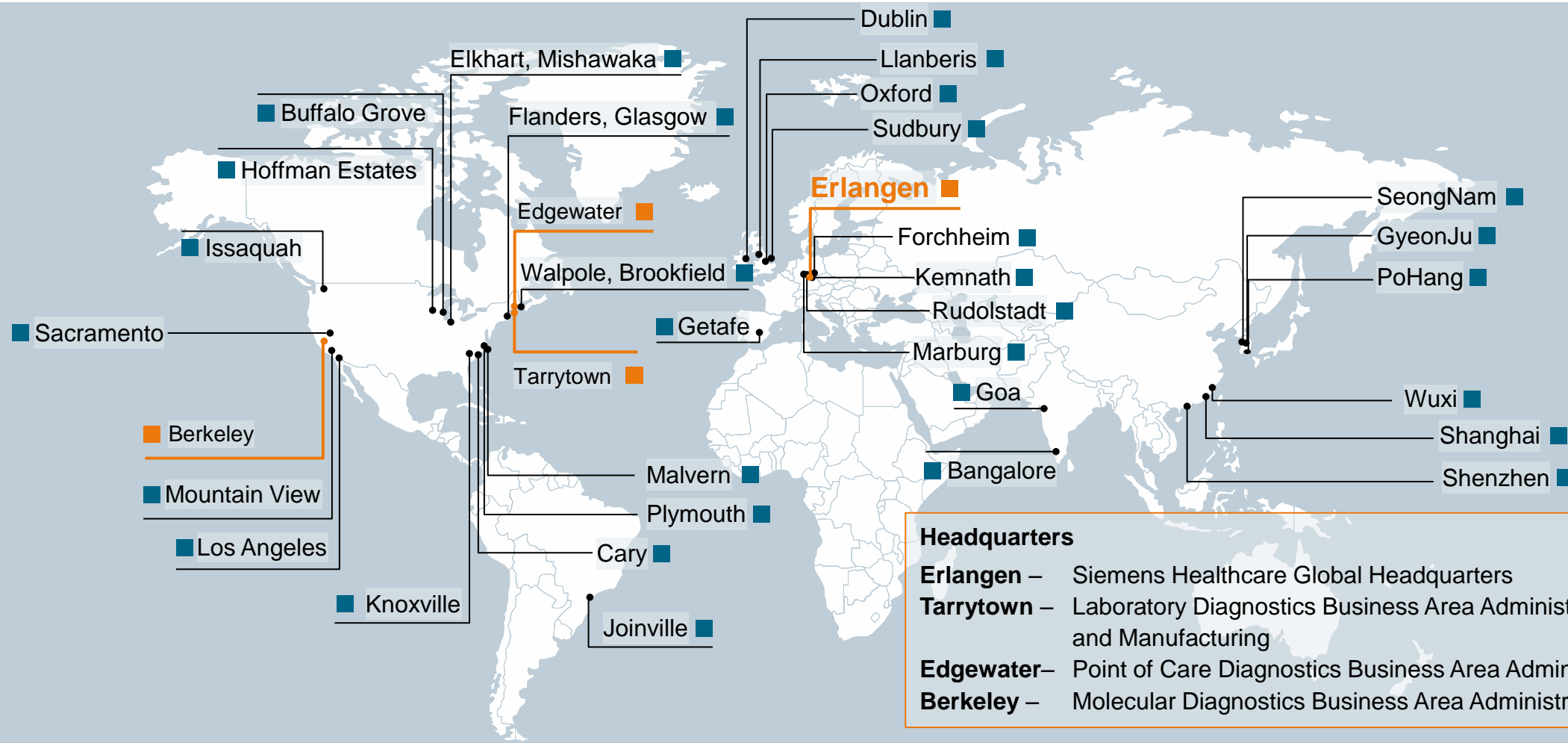
SIEMENS



Siemens Healthcare Laboratory Diagnostics: Potential Expansion in Walpole

Siemens Healthcare

Building One of the World's Largest Technology Companies



■ Headquarters
 ■ Major manufacturing/engineering sites

Siemens Healthcare Solutions across the clinical spectrum

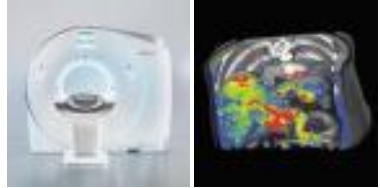
Interventional Angiography



Mammography



Computed Tomography



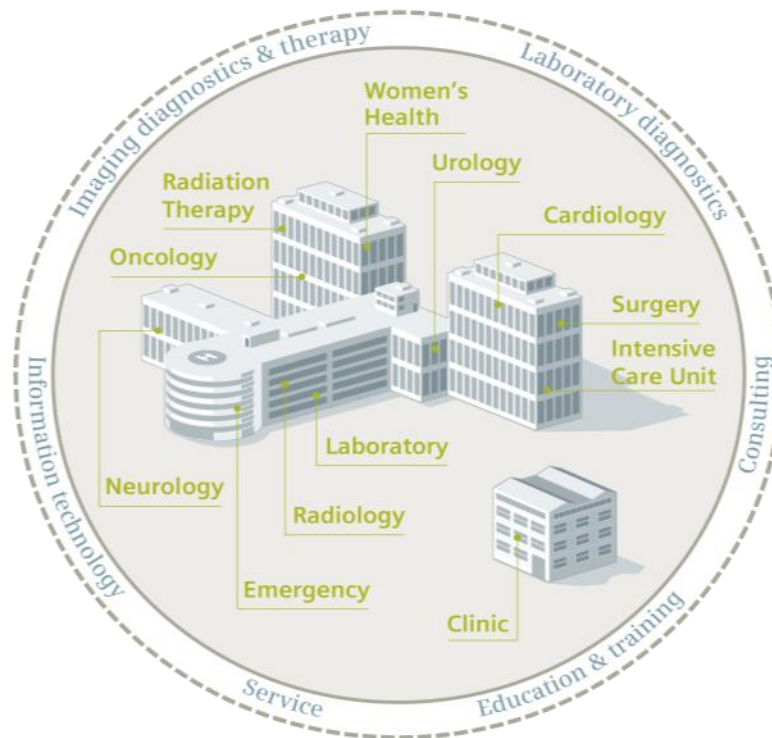
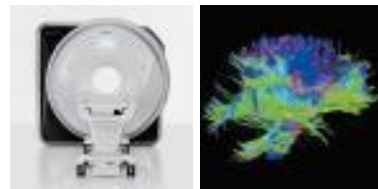
Ultrasound Imaging



X-ray Imaging



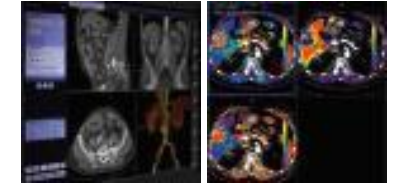
Magnetic Resonance Imaging



Molecular Imaging



Imaging IT



Clinical Chemistry & Immunoassay Testing



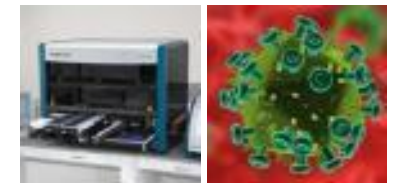
Hemostasis & Hematology Testing



Point-of-Care Testing

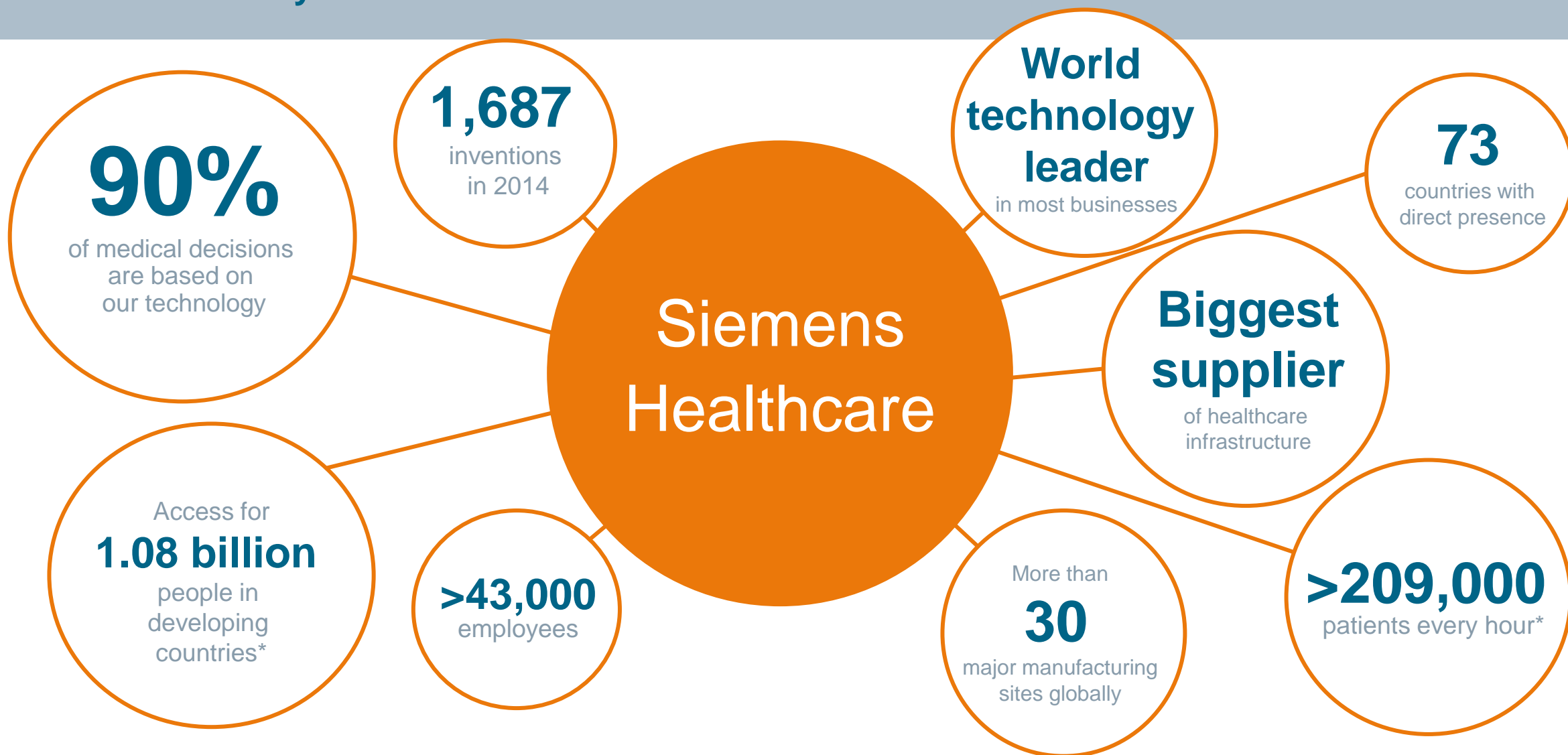


Molecular Diagnostic Testing



Siemens Healthcare

Who we are today



Siemens Healthcare Laboratory Diagnostics Business Area Overview

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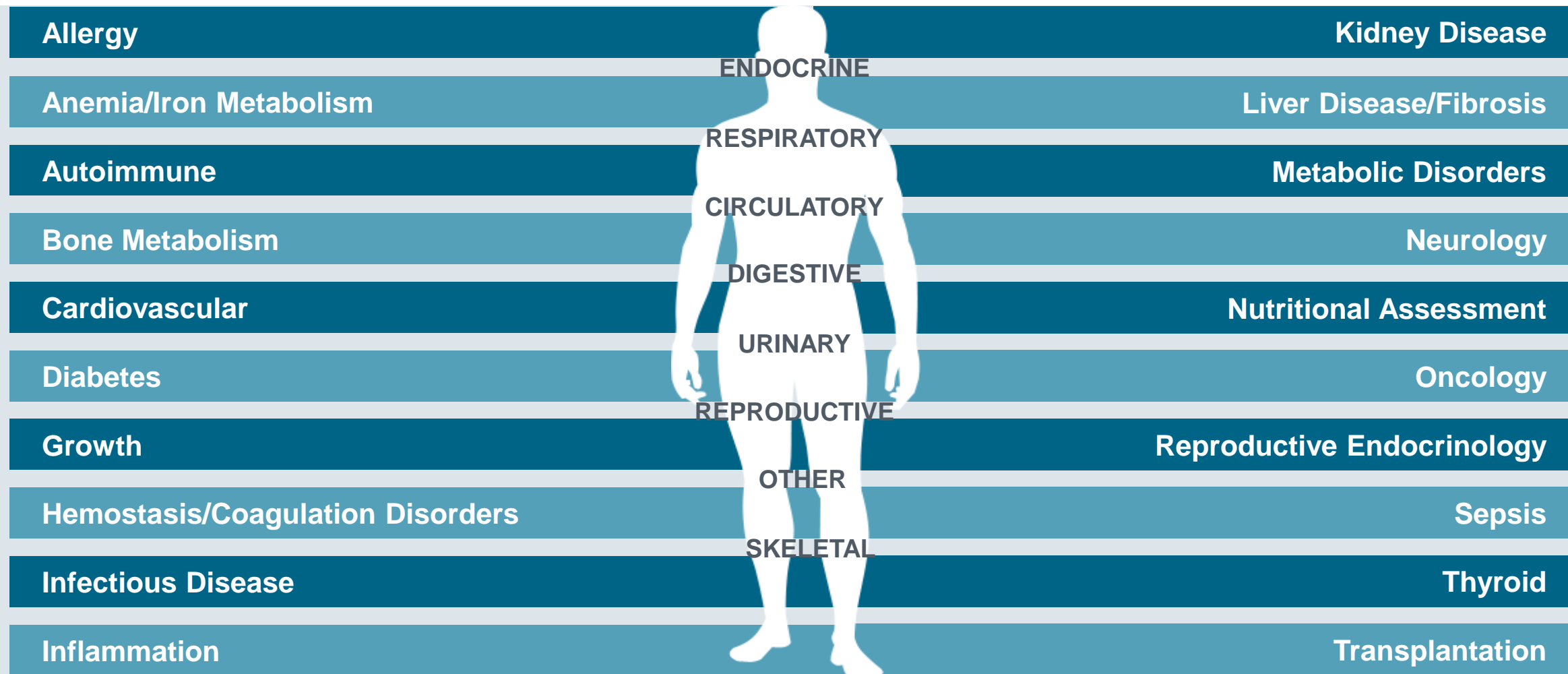
A Global Industry Leader

Installed base of **>100,000** instruments

~13,000
employees

>25,000 customers in
>100 countries

Siemens Healthcare Laboratory Diagnostics – Our Comprehensive Portfolio



Siemens Healthcare Laboratory Diagnostics – Impacting Millions of Lives Each Year

Global Impact



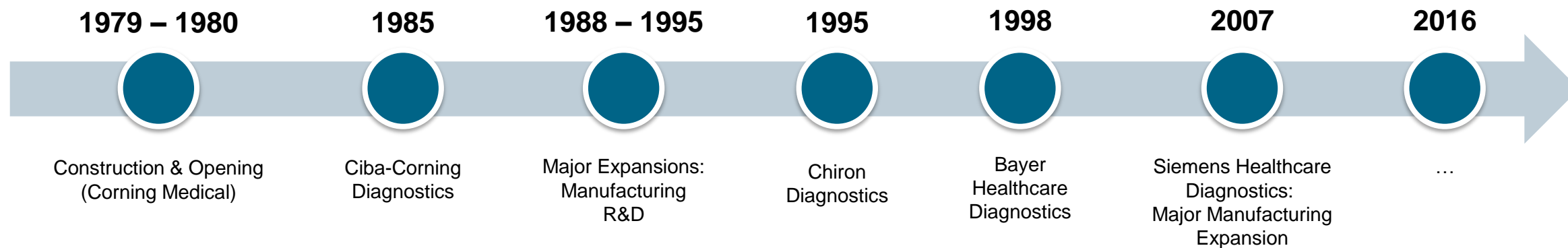
>900 million

Patients tested per year with
chemistry and immunoassay tests

>7 billion

Tests provided per year

Siemens Healthcare Laboratory Diagnostics in Walpole – A Robust History



Siemens Healthcare

Laboratory Diagnostics in Walpole – Key Facts Today

Employees:	>700
Operations:	Manufacturing and R&D
Product Lines:	Consumable components for immunoassay (IA), molecular, & blood gas testing instruments*
Facility:	82 acres (buildable area: 29 acres) 500,000 sq. ft. manufacturing & office space Manufacturing areas designed to cleanroom standards
Manufacturing Utilization:	24 hr. / 5 days in most areas 24 hr. / 7 day in certain areas Majority of employees work 8:00 – 5:00
Compliant to:	FDA and International Quality System Regulation

* Including ADVIA Centaur® IA systems, kPCR Molecular systems, RAPIDPoint® / RAPIDLab® Blood Gas systems





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Siemens Healthcare is Part of Our Community

Siemens is Part of a Broader Community

- **U.S. Donations: \$10.3 million** in FY 2014
- **Caring Hands Workplace Giving Campaign:**
Siemens employees in the U.S. pledged **>\$1 million**
- **Making Strides Against Breast Cancer:** Siemens partners with the American Cancer Society to fund research
 - In Boston, Siemens has donated **>\$96,000** since 2011
- **Siemens Days of Caring:** Siemens supports its employees in volunteering their time to support United Way agencies



Siemens Healthcare is Active Within Our Local Community

We share our resources

- **League School:** Enabled facility expansion via land donation (value **\$150,000**) and provide vocational experiences for students on the autism spectrum
- **Massachusetts Higher Education:** Donated **\$660 million** of engineering software to a dozen Massachusetts technical schools and colleges
- **School To Careers Partnership** program to raise local high school student awareness of careers and skills needed for workplace success
- **Walpole Fields Project:** Donated **\$10,000**
- **Lifeworks:** Provide work opportunities for disabled individuals for **>10** years

Our employees give back

- **Annual drives:** Toys for Tots, Home for Little Wanderer's Longview Farm, Walpole Food Pantry
- **Book fair** to support House of Possibilities
- **Camp Harbor View Spring Cleanup**



Siemens Healthcare Laboratory Diagnostics is Part of Our School Community

- **Annual scholarship** to a graduating senior from Walpole High School (**\$20,000** since 2009)
- **Siemens Science Days** at Walpole public schools (Old Post Road, Fisher, Elm Street, and Boyden) since 2011
- **Donations** for new technology at Bird Middle School and to the Boyden Elementary playground
- **Donations** to support programs such as: Walpole Police Local #115 'Stop Bullying' campaign, Walpole Friends of Music support



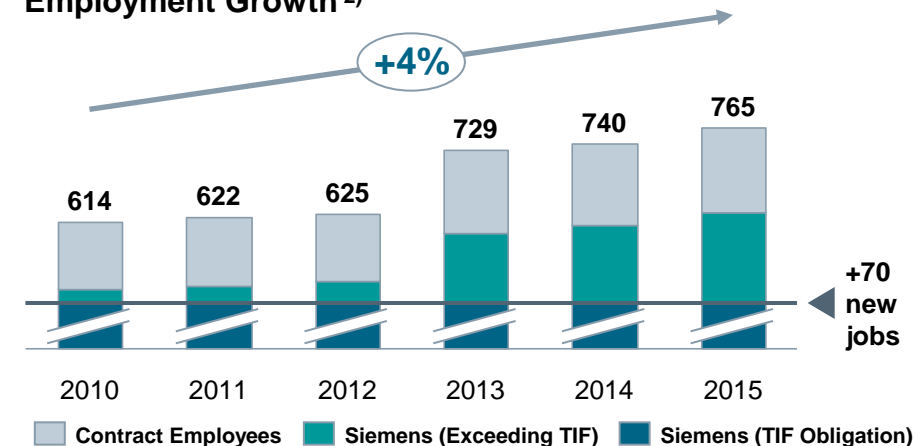


Siemens Healthcare Prior TIF Performance

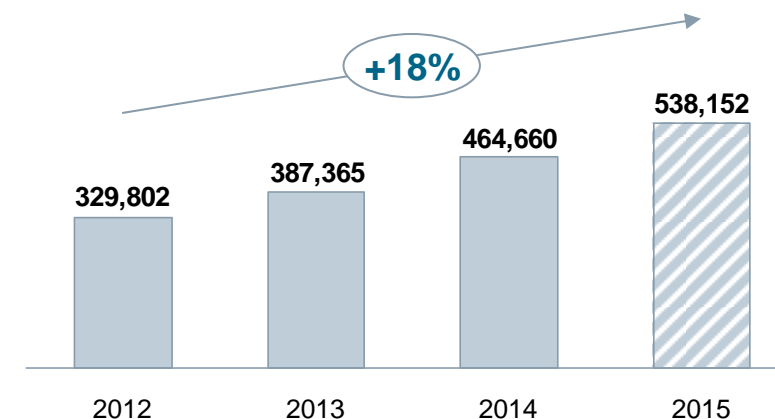
Siemens Healthcare Laboratory Diagnostics Prior TIF Performance¹⁾ – Exceeding Commitments

The Commitment	What We Delivered
Create 70 new full-time jobs over 10 years	>200 new permanent full-time jobs created since 2009
Capital investment to expand the facility	Siemens invested \$107 million in the expansion <ul style="list-style-type: none"> Added nearly \$2 million in property tax revenue for Walpole since 2009
Contribute \$40,000 to the Town for community projects	Siemens has contributed >\$45,000 in monetary donations to Township entities <ul style="list-style-type: none"> More than \$750,000 in volunteer service to local communities
Increase income generation for businesses in Walpole	Purchased materials or services from Walpole businesses have increase by 18% yr/yr since 2012 <ul style="list-style-type: none"> Projected 2015 spending: >\$500,000

Employment Growth ²⁾



Purchases with Walpole companies ²⁾



1) Agreement signed in 2006, effective beginning in 2009 2) S HC DX purchases from fiscal year ending Sept 30



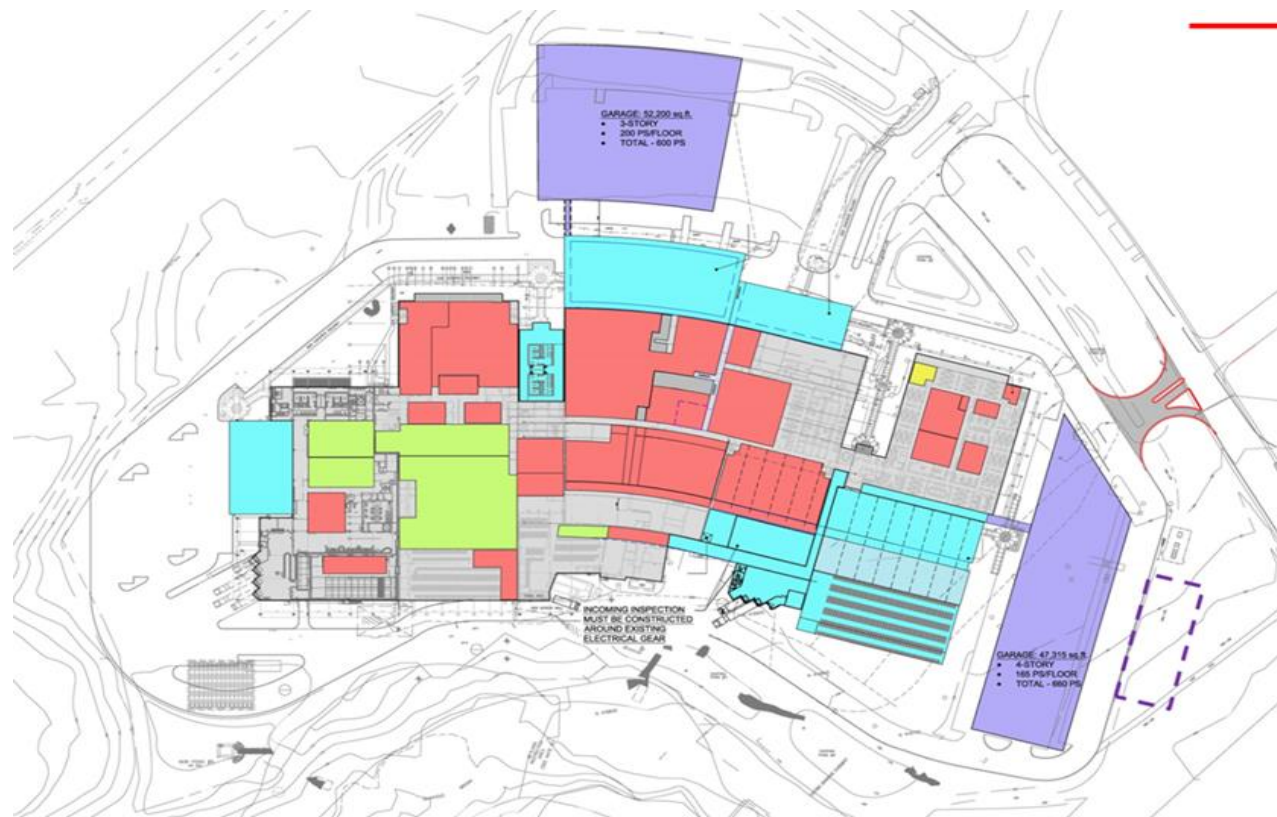
Vision of Siemens Healthcare Laboratory Diagnostics Potential Future in Walpole

Siemens Healthcare Laboratory Diagnostics in Walpole – Investing for the Future

Continued growth in immunoassay demand requires major new investment in manufacturing capacity

Walpole FY 2015 Production

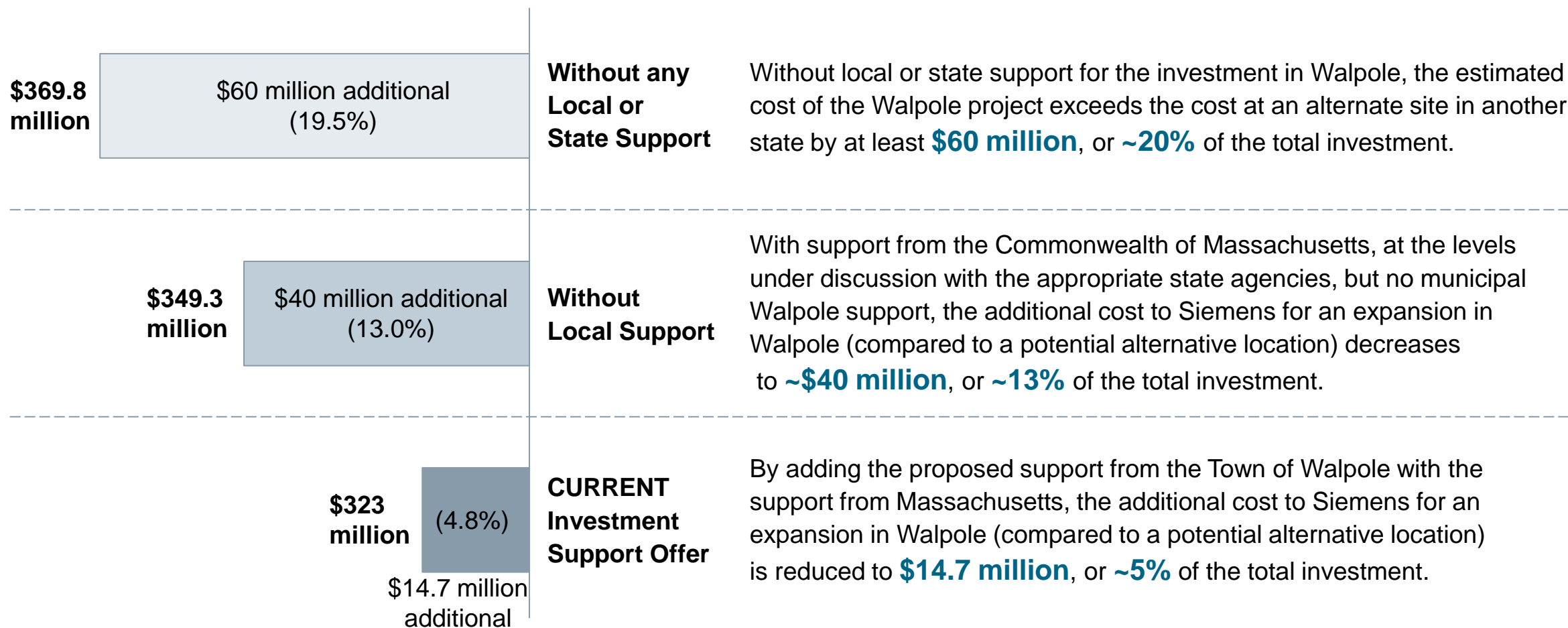
- **959 million** immunoassay tests shipped (**105%** vs. FY 2014)
- Siemens projects robust growth for the next **10** years and beyond
- Must add to global capacity to meet this growing demand
- Must make a prudent investment to help ensure global competitiveness and long-term viability



Our need to quickly expand our manufacturing capacity has led to discussions with economic development officials at sites across the U.S., giving Siemens multiple viable investment options.

Support for Investment in Walpole

Incremental Costs Compared to an Alternative Site



Support for an investment in Walpole

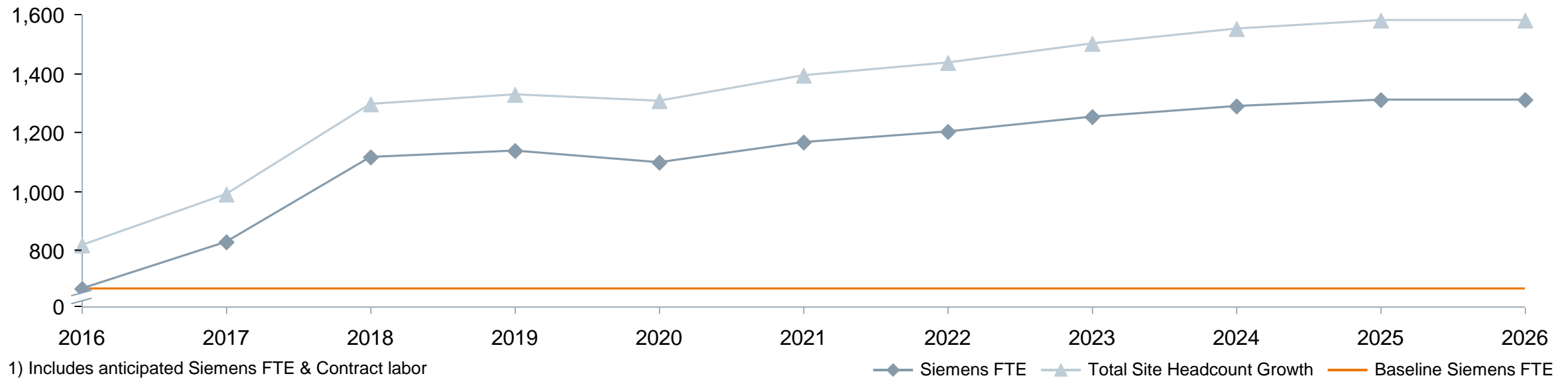
Creating a win / win

The proposed manufacturing capacity expansion is anticipated to require a Siemens investment of more than **\$300 million**.

Over the next 20 years, this investment is anticipated to result in:

- **More than 700** new jobs ¹⁾
- **Greater than \$1.4 billion** in Massachusetts incremental payroll
- **Generating \$70 million** in Massachusetts incremental payroll taxes

New jobs created



1) Includes anticipated Siemens FTE & Contract labor

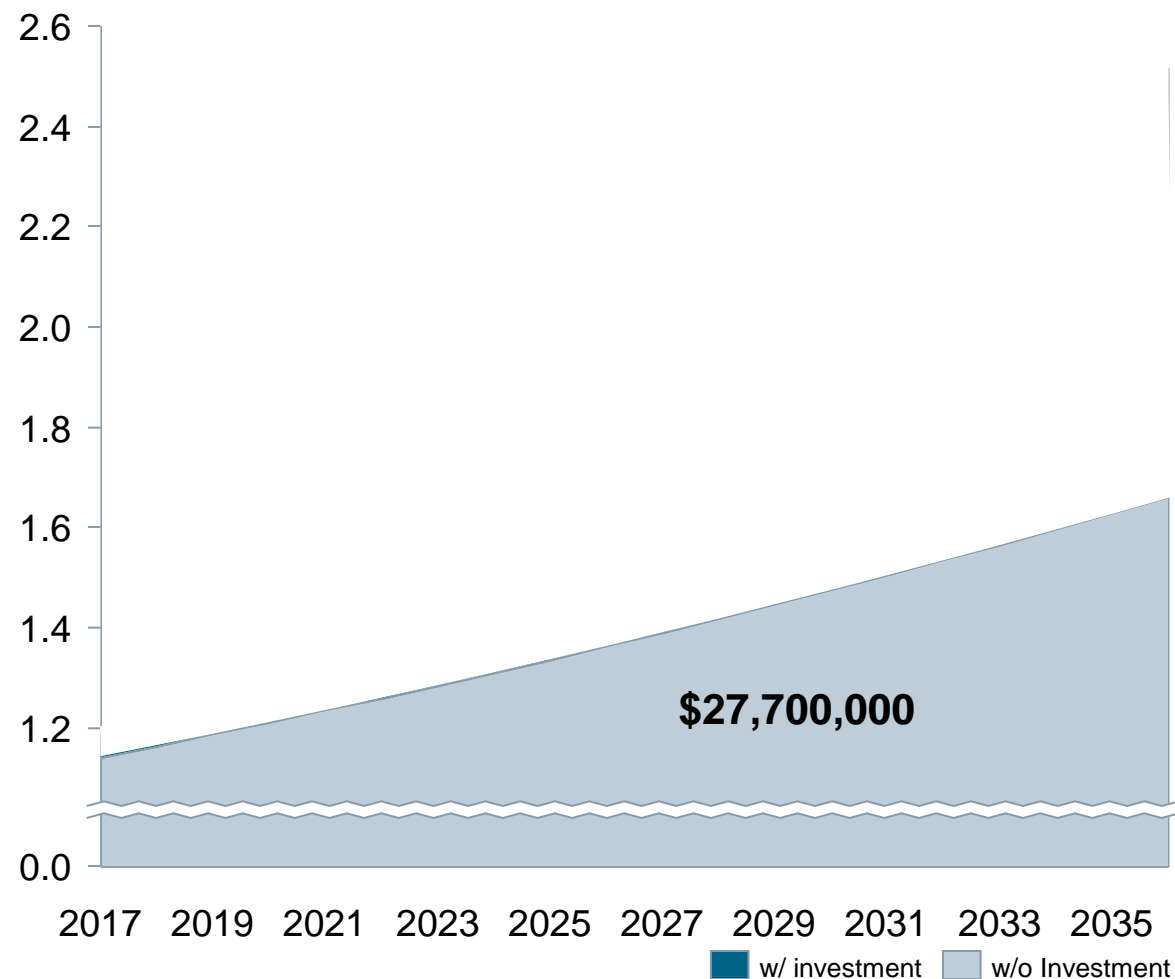
Support for an investment in Walpole

Creating a big win for Walpole

Anticipated benefits to Walpole over 20 years

- **\$27.7 million** in real estate tax revenue from existing facility footprint
- **\$9.2 million** in **increased** real estate tax revenue
- **\$2.5 million** in infrastructure improvements to support expanded facility from MassWorks
- **\$500,000** in additional Town infrastructure improvements
- **\$1.4 billion** in wages to new Walpole-based employees
- Hundreds of new high-wage manufacturing jobs created in Walpole
- Increased spending at Walpole businesses by Siemens and its employees and contractors

Tax Revenue



Siemens Healthcare Laboratory Diagnostics and Walpole – Continuing Our Powerful Partnership



Our Proud History

Our Potential for Today

Our Promising Future Together