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Siemens appoints rail industry heavyweight as Sales Director

Siemens has appointed rail industry heavyweight Philip (Phil) Heathcote to the position of Sales Director of its Rail Systems business in the UK, effective from 31 August 2015.

With more than 25 years of experience in the rail industry, Phil will bring a wealth of industry knowledge to his new role. As Sales Director he will be focused on supporting the company's strong growth strategy, as it prepares for several major bids.

Phil's overall responsibility will include relationship management, business development and sales, including tendering, major contract negotiations and amendments in new rolling stock. He will also lead negotiations on contracts for maintenance, service, modification and upgrades.

Phil joins Siemens from Arriva UK Trains Limited, where as Bid Director, he led teams responsible for rail franchise Pre-Qualifications (PQs) and Invitations to Tender (ITT). During his time at Arriva, he successfully led the teams responsible for the Caledonian Sleeper and ScotRail bids. Most recently, he was responsible for the leadership of a bid to run the Northern franchise.

Before Arriva, Philip held key sales, marketing and delivery roles with Angel Trains, Bombardier and Daimler Chrysler Rail Systems.

Commenting on his appointment, Phil Heathcote said:

"During my career I have seen the UK rail industry grow into one of the most exciting markets in the world. With the first new Thameslink and Eurostar trains due in the UK later this year and new projects such as New Tube for London on the horizon, I am thrilled to be joining Siemens at such an exciting time.

"Siemens isn't just a company with a track record of delivering high-quality products. It is also a company where growth is underpinned by a focus on innovation. I am looking forward to

working with such professional and friendly colleagues at Siemens to help the company grow and further increase its UK footprint.”

Steve Scrimshaw, Managing Director of Rail Systems at Siemens, said:

“I am extremely pleased to welcome Phil to the Siemens team. His extensive experience and well-rounded expertise will be hugely beneficial in helping us realise our exciting plans for future growth and developing the new products and solutions in our pipeline.”

Siemens was established in the United Kingdom more than 170 years ago and now employs around 14,000 people in the UK. As the world’s largest engineering company, Siemens provides innovative solutions to help tackle the world’s major challenges. Siemens has offices and factories throughout the UK, with its headquarters in Frimley, Surrey.

This press release and a press picture is available at
http://www.siemens.co.uk/en/news_press/press_releases

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Media contacts

Emma Whitaker
Tel: 079212 46942
Email: emma.whitaker@siemens.com

Silke Thomson
Tel: 07808 822 780
Email: silke.thomson-pottebohm@siemens.com

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About Siemens

Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 165 years. The company is active in more than 200 countries, focusing on the areas of electrification, automation and digitalization. One of the world’s largest producers of energy-efficient, resource-saving technologies, Siemens is No. 1 in offshore wind turbine construction, a leading supplier of combined cycle turbines for power generation, a major provider of power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry. 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 year 2014, which ended on September 30, 2014, Siemens generated revenue from continuing operations of €71.9 billion and net income of €5.5 billion. At the end of September 2014, the company

had around 357,000 employees worldwide. Further information is available on the Internet at www.siemens.com.