Siemens in Bangladesh

Corporate Folio 2015: Technology for a sustainable future
Sustainability has been our core for 140 years

"I will not sell the future for a short-term profit."

Werner von Siemens

Siemens named Sector Leader for 4th year in a row.
Research & Development is our lifeblood

**Research & Development**

- A$5.5 billion or 5.4% of revenue
- 160 R&D locations globally
- 29,500 R&D employees
- 57,300 patents granted
- 8,900 inventions registered in fiscal 2013
A strong local partner for our customers
In more than 200 countries

As of March 31, 2014; All numbers refer to continuing operations
Company outline: Siemens Bangladesh Ltd.

**Key information**

- Operating with own legal entity, Siemens Bangladesh Ltd.
- 100% subsidiary of Siemens AG
- Work Force: 107 people
- 59 years in Bangladesh (1956 – 2015)
Siemens in Bangladesh: A reliable partner across verticals

- Airports
- Automotive
- Buildings
- Cement
- Chemicals
- Healthcare
- Food & Beverage
- Marine & Shipbuilding
- Metals (Steel)
- Minerals
- Oil & Gas
- Renewable Energy (Solar & Wind)
- Petrochemicals
- Railways
- Textiles
- Infrastructure (Cities)
- Pharmaceuticals
- Ports
- Power Generation
- Power Transmission & Distribution
Digital Transformation
Networked world of complex and heterogeneous systems

Globalization
Global competition driving Productivity & localization

Urbanization
Infrastructure investment needs of urban agglomerations

Demographic Change
Decentralized demand of a growing and aging population

Climate change
Higher resource efficiency in an all-electric world

Digitalization

Automation

Electrification
History of Siemens in Bangladesh

1956
- Siemens started business in BD with X-ray machines

1962
- Participation in railway signal project for the first time

1967
- First Power Generation at Ashuganj Power Plant

1973
- Became a Regional Company with Registration at BD Joint Stock

1984
- First FDI in BD & JV project with GOV. to manufacture of Tel. Switch & Sets
- Installation of Sub-station at Bangladesh National Assembly

1st footprint
## History of Siemens in Bangladesh

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1984</td>
<td>Installation of Sub-Station at Chittagong Port</td>
</tr>
<tr>
<td>1991</td>
<td>Lithotripsy machine first marketed in Bangladesh</td>
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<tr>
<td>1997</td>
<td>Lighting solution at Dhaka National Stadium</td>
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<tr>
<td>2001</td>
<td>Osram made its debut in Bangladesh</td>
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<tr>
<td>2002</td>
<td>Launch of new Corporate Head Office at Gulshan</td>
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<td>2005</td>
<td>Complete medical solution to Apollo Hospitals</td>
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</tbody>
</table>
History of Siemens in Bangladesh

2006

- Electrical solution at Westin Hotel

2007

- Implementation of Compliance Office & Organization
- Completed 132 KV Sub-station at Niamatpur, Chapai Nawabganj
- Completed 70 MW Steam Power Plant at Mymensing

2009

- Completed 132 Kv GIS Substation at Gallamari

2010

- 150 MW Shikalbaha GAS based Power Plant
History of Siemens in Bangladesh

- **2010**: Shevron Hospital in Chittagong equipped with Siemens equipment.
- **2012**: Completed 225 MW Power Station at Sirajgonj.
- **2013**: Completed HVDC at Bheramara which is importing 500 MW electricity from India.
- **2014**: Completed 6 GIS Substations (230 & 132 KV) at Dhaka.
- **2015**: Completed 150 MW GT Power Plant at Ashuganj.
Our goal:
To provide answers to the great challenges of our time

How can we ensure healthcare that is both excellent and affordable?

How can cities grow and at the same time offer a high quality of life?

How can we make industrial production more flexible, efficient and competitive?

How can we create economic growth and reduce the consumption of energy and resources at the same time?
World’s leading environmental Portfolio

**Environmental Portfolio revenue**
(in € billions)

<table>
<thead>
<tr>
<th>Year</th>
<th>2009¹)</th>
<th>2010¹)</th>
<th>2011¹)</th>
<th>2015 Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>26.8</td>
<td>27.4</td>
<td>29.9</td>
<td>40.0</td>
</tr>
</tbody>
</table>

**Environmental Portfolio CO₂ abatement**
(in million metric tons)

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>CO₂</td>
<td>212</td>
<td>269</td>
<td>317</td>
</tr>
</tbody>
</table>

¹) 2010 and 2011 data are preliminary.
We offer a broad spectrum of products and solutions for the environmentally compatible and resource-saving generation of electricity from fossil and renewable fuels and for the reliable transport of oil and natural gas. Our customers are utilities, independent power producers and engineering, procurement and construction (EPC) companies as well as businesses in industries such as oil and gas.

In Bangladesh Siemens already commissioned 500 MW Power in the National Grid. By 2015 Siemens would be able to commissioned total 1500 MW Power to National Grid.
We’re one of the world’s leading suppliers of products, systems, solutions and services for the economical, reliable and smart transmission and distribution of electrical energy. As a trusted partner for the provision and expansion of efficient, sustainable energy infrastructure, we offer power utilities and industrial companies a portfolio that ranges from systems for low-voltage grids and distribution grids to solutions for smart grids and energy automation systems to power supply systems for industrial plants and high-voltage transmission systems.

In Bangladesh we completed 500 KV HVDC Sub-station at Bheramara and provided many of 50-230 KV AIS/GIS Sub-Stations at different sites in Bangladesh.
We combine all Siemens businesses in the area of passenger and freight transportation – including rail vehicles, rail automation systems, rail electrification systems, road traffic technology and IT solutions. Our service offerings maximize vehicle and infrastructure availability. Our end-to-end portfolio is further augmented by turnkey project competencies as well as targeted financing solutions.

Siemens provided the signaling solutions first time in Bangladesh before Independence which is still working in some stations. We also supplied Point-Machine for 3 big projects of Bangladesh Railway.

We are very keen to bag the Metro Rail project of Bangladesh which familiarly known as MRT.
The Digital Factory Division offers a comprehensive, seamlessly integrated portfolio of leading edge PLM software solutions and automation technologies covering the complete life cycle from product design and production execution to services. This helps manufacturing companies all over the world to enhance the flexibility and efficiency of their processes and reduce time to market.
Process Industries and Drives
Increased productivity, shorter time to market

We’re building on our leading market position in the growth field of process industries and drives. With a clear focus on customer requirements now and in the future, we offer products, systems, solutions and services across entire life cycles for all industry sectors. As a trusted partner, we deliver the innovative and integrated technologies and the related industry expertise that ensure our customers’ competitiveness and sustainable growth.
We’re one of the world’s largest suppliers of technology for the healthcare industry and a leader in medical imaging, laboratory diagnostics and solutions for the healthcare IT. Since October 1, 2014, Healthcare is separately managed within Siemens. This gives us greater entrepreneurial freedom to tailor our business processes to the needs of customers. Our aim is to help them meet the challenges of a changing business environment and successfully make the transition to next-generation healthcare.

In Bangladesh Siemens installed the best diagnostic equipments in local hospital.
Compliance: Only clean business is Siemens business

- Conduct business responsibly and in compliance with the laws and regulations
- The company does not tolerate illegal and unethical behavior
- Binding company guidelines that require all our managers and employees worldwide to behave ethically and in conformity with the law
Sustainability: The 3 pillars that bind our philosophy

Meeting the needs of the present without compromising the ability of future generations to meet their own needs.
Corporate Social Responsibility (CSR) is a way of life at Siemens

A true commitment

Siemens is engaged in CSR programs and activities in Bangladesh – providing support to those in need.