

Our contribution to Canada¹



Strengthening the economy

Industrial diversification

We have offices across Canada to serve an array of industries, from helping **17** out of the top 20 oil and gas companies in the west to working on **6** Arctic offshore patrol ships in the east

Exports

Exports represented about **\$626 million** of our \$3 billion in fiscal 2016 orders

Our factories in Montreal and Peterborough, Concord, Scarborough and Pickering (Ontario) export **95%** of their products and have global R&D mandates

Infrastructure

We have delivered substantial improvements to Canada's transportation infrastructure, including **63** light rail vehicles for Calgary Transit

Green economy

439 of our Building Technologies and **198** of our Energy Management employees deliver environmental solutions



Developing jobs and skills

Small and medium enterprises (SMEs)

We support industrial SMEs with automation, drives, and low-voltage solutions, which represent almost 15% of our revenue, with orders ranging from **\$40,000 to over \$1 million**

Advanced technology

We have made grants (from the start of 2015 until the end of 2016) of more than **\$1 billion** worth of our Product Lifecycle Management (PLM) software to Canadian colleges and universities

Workforce support

Demonstrating our thought leadership, in 2016 we invested **\$1.7 million** to train our employees, and **\$2.7 million** in the Siemens Canada Engineering and Technology Academy (SCETA), which employed 38 post-secondary students. In 2017, we employed **69** co-op students, with an average investment of \$8,000 per student per four-month placement



Driving innovation

Healthcare

We participate in **30** healthcare research collaborations in Canada

Environment

Our Energy-saving Performance Contracting (EPC) solutions have lowered annual operating costs for Algonquin College by **\$3.7 million**, and our High-Voltage Direct Current (HVDC) technology is enabling up to **50%** greater efficiency of energy flow in Alberta, while we demonstrate our thought leadership on energy transition as a founding partner of the Advanced Energy Centre at MaRS

Digitalization

We created the **Smart Grid Innovation Network**, in collaboration with New Brunswick Power and the University of New Brunswick, while for Magna International, we enabled digital simulation

Start-ups

We have invested about **\$47 million** in eight Canadian start-up companies



Sustaining the environment

CO₂ footprint

We are on track to cut our CO₂ footprint by **30%** below 2005 levels by 2020 and be carbon neutral by 2030

With electricity for our offices in Ontario (Oakville and Pickering) and Alberta coming from renewable energy sources, more than **1,150 tons** of CO₂ emissions can be avoided each year

Environmental portfolio

Our installed wind turbines have generated over **1.2 GW** of clean power for renewable energy facilities in Ontario and Manitoba. We are making everyday life better for the **300,000** Calgarians who take the light-rail transit we enable

Corporate social responsibility

We have donated **\$300,000** to Tree Canada since 2012, and planted more than **6,000** trees nationwide to celebrate Earth Day, for a carbon footprint reduction of more than **42 tons**



Improving quality of life

Healthcare technology

More than **31 million** Canadians benefited from Siemens healthcare products in 2016, including an average of **85,000** per day receiving treatment or testing from a Siemens device

Employee well-being

24% of our employees telecommute/work from home (as of December 2016), while **15%** of our employees used the Employee Assistance program in 2016

Corporate social responsibility

We have partnered with Cystic Fibrosis Canada for 20 years, raising more than **\$1.6 million**

We transformed the former Pan Am/Parapan Am Athletes Village in Toronto, including creating **60** units of affordable ownership housing and another **253** units of affordable rental housing



Shaping societal transformation

Resilient energy

A microgrid controller we delivered to BCIT integrates **250 kW** of solar-generated power with **500 kWh** from lithium-ion batteries, providing resilient power

Northern/Indigenous community

We are a **member in good standing** with the Canadian Council for Aboriginal Business, and we employ **19** people who identify themselves as Aboriginal²

Giving back to the community

Since 2010, we have partnered with Corporations for Community Connections (CFCC) to refurbish over **2,000** used laptops (about half of our used laptops), which has helped more than **28,000** people

Workplace diversity

A **majority** of our employees believe people of different backgrounds can work effectively together, and succeed at all levels of the organization, whatever their gender, racial/ethnic identity or age³

Business to Society – Siemens Canada Value Map

What matters to Canada?



Strengthening the economy

Canada has long enjoyed a robust and growing economy, and the Government of Canada recognizes that proactive measures must be taken to ensure continued strength. Key challenges must be met, including addressing the impacts of globalization and changing trading relationships, the need to boost industrial diversification while spurring greater innovation and productivity, and strengthening public infrastructure as the foundation for a future economy that includes clean, renewable energy.



Developing jobs and skills

To ensure long-term success, the federal government is cognizant that Canada's workforce must have the knowledge, skills and tools for the future. Most importantly, there needs to be a focus on producing ample engineers, skilled tradespeople and technicians – people who are key to a robust industrial sector in the coming years. In addition, with the country's post-secondary school enrollment rates being among the highest in the world, that potential must be harnessed to have as many students as possible engaged in appropriate education and training, so they are ready for new opportunities created by Industry 4.0.



Driving innovation

Innovation across all industries is recognized by the federal government as pivotal to Canada thriving in a competitive world. Healthcare is a key priority for all provincial governments, and with a demographic shift toward an older population, innovation will be essential for high-quality patient care to be maintained at an affordable cost. Technological innovation will be equally critical for ensuring greenhouse gas emissions are reduced. In addition, it's important for Canada to be a global leader in digitalization, and that start-up companies be supported effectively so they can be innovation catalysts.



Sustaining the environment

Canada is blessed with abundant lakes, forests and natural beauty. Protecting this is a priority for the Government of Canada. However, doing so is challenging due to harsh climatic extremes, vast distances between population centres, and having a substantial oil and gas industry. In total, about 23 tons of emissions are generated per Canadian, or about 1.3% of the world's total. The national goal is to reduce emissions to 30% below 2005 levels by 2030. Priority areas for achieving this include establishing green infrastructure, building resilience to climate change, and preserving natural assets through legislation.



Improving quality of life

Most Canadians enjoy a very high standard of living. However, to help those less fortunate, the federal government is focused on addressing key areas. This includes alleviating poverty (about 10% of Canadians live below the poverty line), making housing more affordable (20% of Canadian renters spend more than 50% of their income on shelter), improving healthcare accessibility (Canada ranks 29th in the world at 2.6 doctors per 1,000 people) with an emphasis on long term and mental health, and ensuring critical infrastructure is effectively safeguarded.



Shaping societal transformation

The Government of Canada is focused on core priorities to help make Canadian society better for all its citizens. It is striving toward a more positive relationship with Indigenous people by overcoming historic issues and ensuring there is equal opportunity for First Nations. Other priorities are new immigrants, northern communities and their infrastructure improvements, and ensuring that all infrastructure across the country is made resilient to the effects of climate change.