

# | The Company

Siemens innovations

# Milestones in a 173-year history

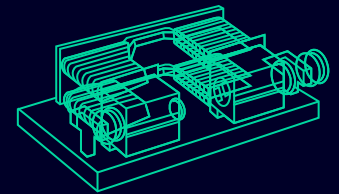
**1816 – 1892**

Company founder,  
visionary and inventor



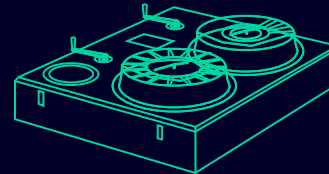
**1866**

The dynamo makes  
electricity part of  
everyday life



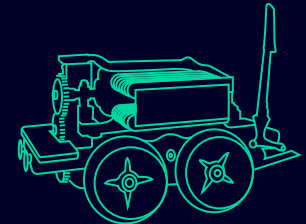
**1847**

Pointer telegraph lays the  
foundation of Siemens as a  
global company



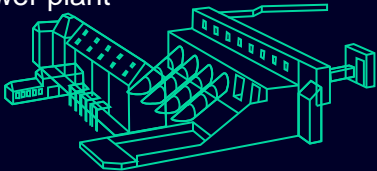
**1879**

World's first  
electric railway



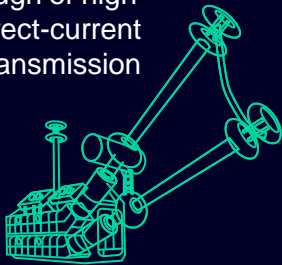
## 1925

Siemens electrifies the Irish Free State with a hydroelectric power plant



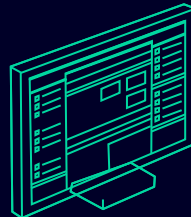
## 1975

Breakthrough of high-voltage direct-current (HVDC) transmission



## 2010

TIA Portal takes automation a stage further



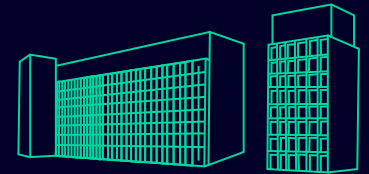
## 2016

MindSphere, the cloud-based IoT operating system



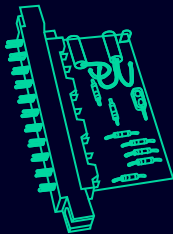
## 2019

Launch of first project for Siemensstadt 2.0



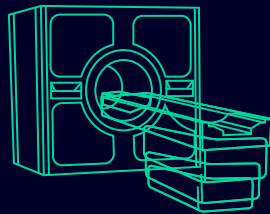
## 1959

SIMATIC revolutionizes automation



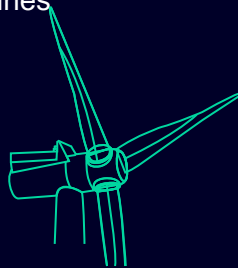
## 1983

First magnetic resonance imaging scanner



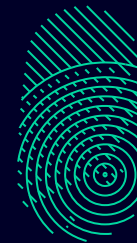
## 2012

Test operation of the world's largest rotor for offshore wind turbines



## 2018

Charter of Trust: a joint initiative for a secure digital world



## 2020

Comfy workplace app makes it safe to return to the office during the coronavirus pandemic



# A focused technology company

## Our four strategic priorities

### Customer impact

We anticipate what our customers need before they even know they need it.

### Technology with purpose

Innovative technology has been at the core of Siemens for more than 170 years and it will remain at the core of the future we're building.

### Empowered people

Driving progress by empowering our customers, partners and employees.

### Growth mindset

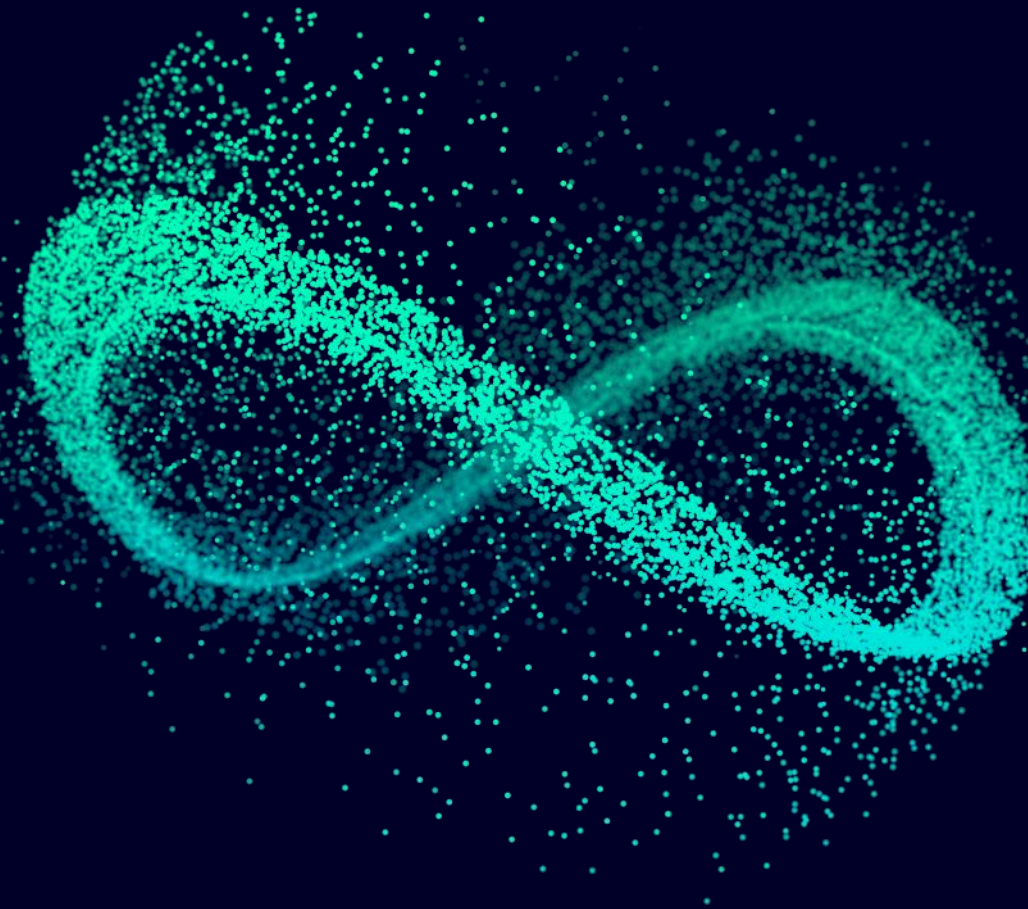
Rather than make yesterday last, we are committed to building tomorrow – by learning and being open to change.



**By combining the real and the digital worlds, Siemens empowers its customers to master their digital transformation and sustainability challenges**

**Real  
worlds**

**Digital  
worlds**





# Businesses and Services of Siemens AG

## Industrial Businesses

Digital Industries



Smart Infrastructure



Mobility

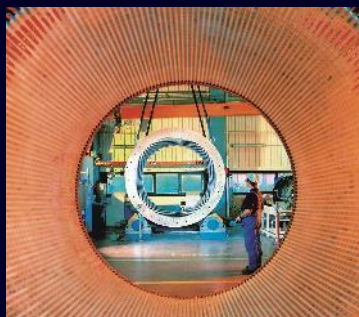


Siemens Healthineers<sup>1</sup>



## Other Businesses

Portfolio Companies



Siemens Advanta



## Services

Siemens Financial Services



Siemens Real Estate



Global Business Services



<sup>1</sup> Publicly listed subsidiary of Siemens; Siemens' share in Siemens Healthineers: 75%



As a focused technology company, we empower our customers to transform their industries and markets, helping them to transform the everyday

**303,000**

employees<sup>1</sup>

**€62.3 bn**

in revenue<sup>2</sup>

**€6.7 bn**

in net income<sup>3</sup>

**15.0%**

adjusted EBITA margin  
for the Industrial  
Businesses<sup>2</sup>

1 As of September 30, 2021 | 2 For fiscal 2021 | 3 Continuing and discontinued operations





€4.6 bn

R&D expenditures<sup>1</sup>

40,700

R&D employees<sup>2</sup>

## Ingenuity drives innovation

5,120

Inventions<sup>3</sup>

2,740

Patent applications<sup>3</sup>

## Cooperation

with universities

8

CKI universities<sup>4</sup>

17

Principal partner universities

<sup>1</sup> In fiscal 2020 (without Siemens Energy) |

<sup>2</sup> On average during fiscal year 2020 (without Siemens Energy) |

<sup>3</sup> In fiscal 2020 (without Siemens Energy) |

<sup>4</sup> Centers of Knowledge Interchange

## We leverage our Company Core Technologies in all our businesses



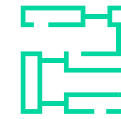
Simulation and  
Digital Twin



Sustainable  
Energy and  
Infrastructure



User Experience



Software Systems  
and Processes



Connectivity  
and Edge



Cybersecurity  
and Trust



Data Analytics  
and AI



Integrated Circuits  
and Electronics



Power Electronics



Automation



Additive  
Manufacturing and  
Materials

# Company Core Technologies innovation examples



**Industrial 5G**

- Siemens is driving 5G in industry
- First 5G router launched
- Standalone private 5G networks in trial operation
- 5G is prerequisite for IoT



**Industrial Edge**

- Market-leading solutions for industrial edge
- Extending the industrial edge to the field offers customers substantial advantages



**Product PKI**

- Employing digital certificates and signatures for devices and software significantly improves cybersecurity
- More than one million certificates already in use



**SiGREEN**

- SiGREEN enables trustworthy exchange of actionable product carbon footprints throughout value chains
- Use of verifiable credentials to address transparency, confidentiality, and data control in supply chains

# | Siemens Malaysia



# Siemens Malaysia at a glance

Siemens Malaysia's headquarter for Siemens, Siemens Healthineers & Siemens Mobility is centrally located in Petaling Jaya with close proximity to the capital, Kuala Lumpur.



One of the largest



**German organisations** in Malaysia.

**>750**



employees from Siemens, Siemens Healthineers & Siemens Mobility

**10** 

10 offices including branches: HQ in Petaling Jaya, Shah Alam, Penang, and Johor Bahru

**EUR 181 Million**  
We crossed the EUR 181 million mark in Sales International Business in fiscal 2021


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**EUR 195 Million**  
We crossed the EUR 195 million mark for Order Intake International Business in fiscal 2021

# Siemens Malaysia - Key Milestones


1908

First recorded sale in Malaysia - an industrial motor




1972

The Semiconductor Group set up factories in Melaka and Penang




1982

Siemens Electrical Engineering Sdn Bhd (S.E.E.) was incorporated




2001

Express Rail Link (ERL) Project, Complete solutions provider and overall project manager for the ERL. The rail line links Kuala Lumpur International Airport (KLIA) with the main station



2006


Opening of the Johor & Penang Offices



First company in Peninsular to get certification from SIRA for Siemens Industrial Workshop


2009

The first adaptive CT Scanner in South East Asia sold by Siemens to Hospital Fatimah in Ipoh



2014


Awarded the "Life at Work: Making a Difference" National Award 2014



Human Resource Excellence Award 2014 – Siemens won 5 awards & walked away as the Grand Winner of the night


2016

TNB AMI Rollout - eMeter MDMS Phase 1 Implemented Siemens Smart Meter Data Management System for TNB AMI, with the first 340,000 metering points in Malacca.




2017

Official launch of the KVMRT Line 1 where Siemens delivered all 58 sets of the Inspiro driverless trains




2018

Siemens supplied CBTC signaling and a fully-automated train control system for LRT 3 project line from Bandar Utama to Johan Setia




2021

Recognized by Graduates' Choice Awards as the country's "Top 10 Most Preferred Graduate Employers to Work for in 2022"



MOU with the state government of Selangor to develop a comprehensive training ecosystem for Industry 4.0 skills



Siemens

# Key Locations in Malaysia



**Siemens Entities Headquarters at CP Tower, Petaling Jaya:**

- 1 Siemens Malaysia Sdn. Bhd.
- 2 Siemens Healthcare Sdn. Bhd.
- 3 Siemens Mobility Sdn. Bhd.

**Sales/Service Offices:**

- 4 Siemens Malaysia Sdn. Bhd. (Berjaya Park, Shah Alam)
- 5 Siemens Malaysia Sdn. Bhd. (GBS@Mayang, Bayan Lepas, Penang)
- 6 Siemens Malaysia Sdn. Bhd. (Taman Molek, Johor Bahru)
- 7 Siemens Malaysia Sdn. Bhd. (Gelang Patah, Johor Bahru)
- 8 Siemens Malaysia Sdn. Bhd. (Phileo Damansara 1, Petaling Jaya)
- 9 Siemens Malaysia Sdn. Bhd. (Phileo Damansara 2, Petaling Jaya)
- 10 Siemens Industry Software Sdn. Bhd (Bayan Lepas, Penang)

## Global company with local vision

### Best of global and local

- Global competence
- Local talent
- Local knowledge
- Understands local needs
- Close to customers

### Center of growth

- Always striving to increase and diversity knowledge and competence
- Upskill and grow ourselves, our partners and customers

### Preferred technology partner

To support Malaysia in

- Industry 4.0
- Urban Infrastructure
- Smart Cities



## Corporate Social Responsibility – Caring for Malaysia



The “Paving the Pathway of Hope” CSR program includes 2 key elements:

- to provide road and bridge access for 3 Orang Asli villages in Pahang
- to improve sanitation in these villages with approximately 80 families and more than 100 children.



Siemens Group of Companies in Malaysia donated 25,000 of Siemens Healthineers COVID-19 test kits worth RM 528,800 to the Ministry of Health (MOH).



Siemens Malaysia donated 164 units of used laptops to Computer Empowerment Program (CEP) to help underprivileged students in need of a laptop to pursue study.

# | Our Businesses



# Digital Industries

Industry faces a major challenge: Because our planet's resources are finite, it must produce more with less. Siemens' Digital Enterprise helps meet this challenge. by merging the real and the digital worlds in a continuous flow of data. A key part of that is the comprehensive Digital Twin. It collects data on products throughout their entire lifecycle, from the initial concept to their production and deployment. Our cutting-edge technologies make it possible for industry to understand this data and to use finite resources much more efficiently. That is how we are making industry more sustainable.



## Key Highlights:

- Sustainable cranes productivity between Siemens and port Industry by providing digital solutions for cranes and equipment for flexible production and delivery. Driving automation and digitalization towards customer's crane modernization initiative.
- Signed a Memorandum of Understanding (MoU) with the state government of Selangor (SUK Selangor) and Selangor Technical Skills Development Centre (STDC) to develop a comprehensive training ecosystem for Industry 4.0 skills.
- Providing full turnkey solution for the design, engineering, supply, delivery, site installation, testing & commissioning of a new SCADA system and its related substation control system infrastructure of Kulim Hi-Tech Park distribution network.
- Help upskill our talents in Malaysia, to ensure our labor force stays relevant. Siemens Malaysia partnered with the Malaysia Technical University Network to offer a new technical education program in the form of a Bachelor of Technology (Hons) Degree in Industrial Electronic Automation.
- Established the Siemens Innovative Resources & Technology Centre (IRTC) 4.0 in Oct 2017, to equip future graduates and talents with digitalization know-how.





# Smart Infrastructure

**Smart infrastructure is sustainable infrastructure.**

Siemens Smart Infrastructure combines the real and digital worlds across energy systems, buildings and industries, enhancing the way people live and work and significantly improving efficiency and sustainability. We work together with customers and partners to create an ecosystem that both intuitively responds to the needs of people and helps customers achieve their business goals. It helps our customers to thrive, communities to progress, and it supports sustainable development to protect our planet for the next generation.





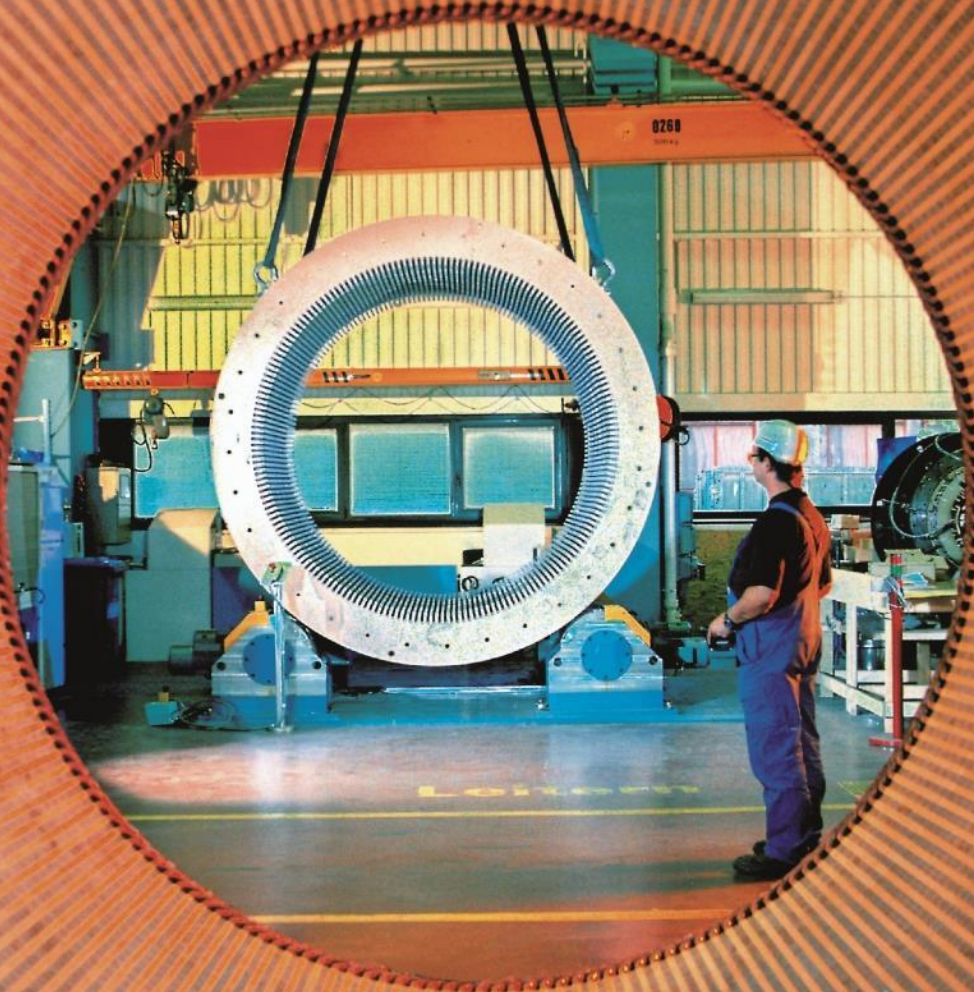
## Key Highlights:

- Supplied and roll-out of the Siemens Smart Meter Data Management System to local utility company, as part of the government's nationwide initiative to enhance sustainable energy and energy efficiency adoption among Malaysians.
- Powered up the first rail electrification project in Klang Valley for the Sungai Buloh-Serdang-Putrajaya MRT Line 2 with a one-stop solution for the alternating current portion of the power supply & distribution system using equipment like Gas Insulated Switchgears and Power Transformers.
- Upgraded the existing and older fire alarm system for BASF Petronas in Pahang, with the supply, installation, engineering and commissioning of fire alarm panels, detection sensors, input output modules and cylinders.
- Implemented Phase 1 roll-out of the Siemens Smart Meter Data Management System for TNB AMI, with the first 340,000 metering points in Malacca.
- Enabled Siemens Audit for Energy (SAFE) diagnostics software for TNB Malaysia for planned maintenance of switchgears and equipment.
- Installed 74 panels of 33kV Gas Insulated Switchgears for Merdeka PNB 118 Tower, Malaysia's tallest building.



# Large Drive Applications

Large Drives Applications develops and produces heavy-duty electrical drive systems for medium- and high-voltage ranges: electrical motors, converters and generators. Additionally, the unit offers special large drives for ships, mines and rolling mills. Its digitalization expertise and outstanding service keeps the performance and availability of the offered drives at the maximum.







## Key Highlights:

- Supplied Siemens VFD (Variable Frequency Drives) Sinamics Perfect Harmony to Dialog E&I for their PDT2 Tank Farm, and to supply Siemens VFD and Ducting for PDT3 Tank Farm.
- Overhauled 14 units of HV motor and providing services for 16 units of HV motor site sleeve bearing inspection for Malaysia Refinery Company at the Malacca Refinery PSR2 & MG3 Plant.
- Reduced OPEX costs significantly by improving the energy efficiency of the drive system.





# Mobility

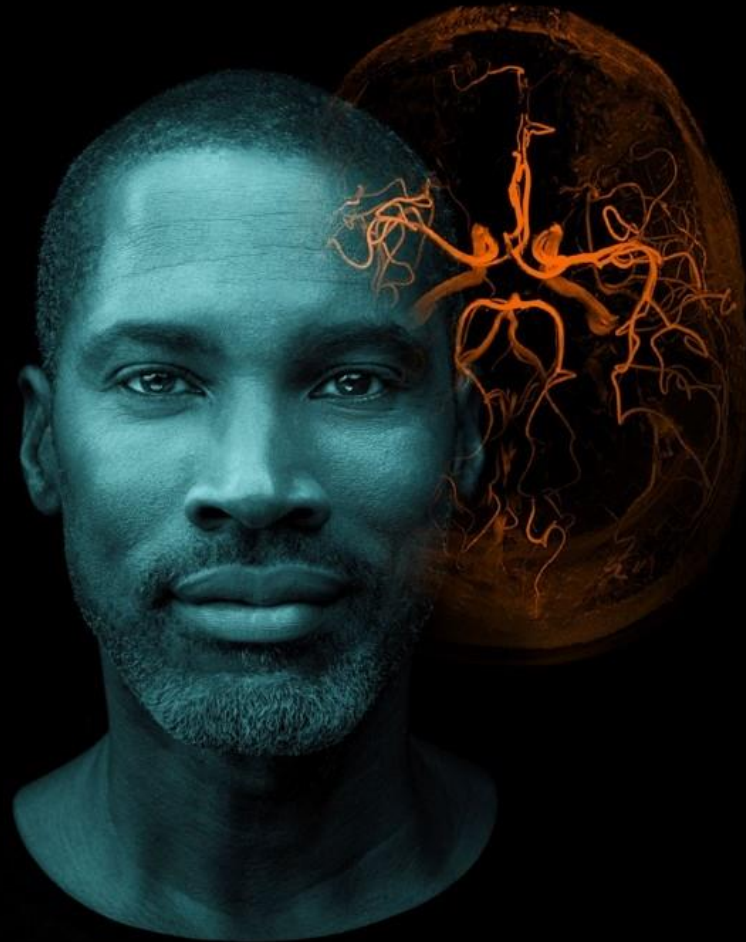
With digitalization, we enable mobility operators worldwide to make trains and infrastructure intelligent, increase value sustainably over the entire lifecycle, enhance the passenger experience and guarantee availability.





## Key Highlights:

- Awarded a contract by RTS Operations to design, install and commission a Communications-Based Train Control (CBTC) signaling system and Platform Screen Door System for the Johor Bahru-Singapore Rapid Transit (RTS) Link. This will be the first ever case of CBTC technology being used on a cross border rail link.
- Delivered 58 sets of Inspiro 4-car driverless metro trains to the Klang Valley MRT Line 1 from Sg Buloh to Kajang. 95 % recyclable. Two new depots are also fully equipped.
- Supplied CBTC signaling and a fully-automated train control system for the LRT 3 project line for signaling works that spans from Bandar Utama in Petaling Jaya to Johan Setia in Klang.
- Local skill set development and structured transfer of technical know-how to local business partners: SMHRail Sdn Bhd, one of Siemens' consortium partner for the Klang Valley MRT (KVMRT) project, became the first metro train assembly plant in Malaysia and outside of Europe to receive the Certificate of Acceptance from Siemens for fulfilling technical and infrastructure requirements at their LMG Railcar Assembly Plant facility in Rasa, Hulu Selangor.
- Turnkeys project for Express Rail Link (ERL) from Kuala Lumpur Sentral To Kuala Lumpur International Airport.



# Siemens Healthineers<sup>1</sup>

The listed company Siemens Healthineers AG aspires to shape the healthcare system of the future. As a leading medical technology company, it helps healthcare providers around the world to expand precision medicine, transform care delivery, improve the patient experience and digitalize healthcare. Siemens Healthineers is continuously developing its product and service portfolio with AI-supported applications and digital products that will play an increasingly important role in the next generation of medical technology.

<sup>1</sup> Publicly listed subsidiary of Siemens





## Key Highlights:

- To support customers during the COVID-19 crisis, Siemens Healthineers partnered with a customer to drive a successful lab installation, for the prevention and diagnosis of COVID-19.
- Malaysia is the first country in Asia to use the Siemens MAGNETOM Aera 1.5T
- HSC Medical Centre is a reference site under the Continued Medical Education Initiative.

# | Contact

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