

# The Company

# Technology to Transform **the Everyday**



Digitalization is transforming the backbone of our economies:

**Industry, infrastructure, mobility,  
and healthcare.**

This transformation is key to business success and for shaping a sustainable future.



























With our technologies, we're helping our customers to accelerate their own digital transformation, to reinvent their companies and industries, to become more sustainable.

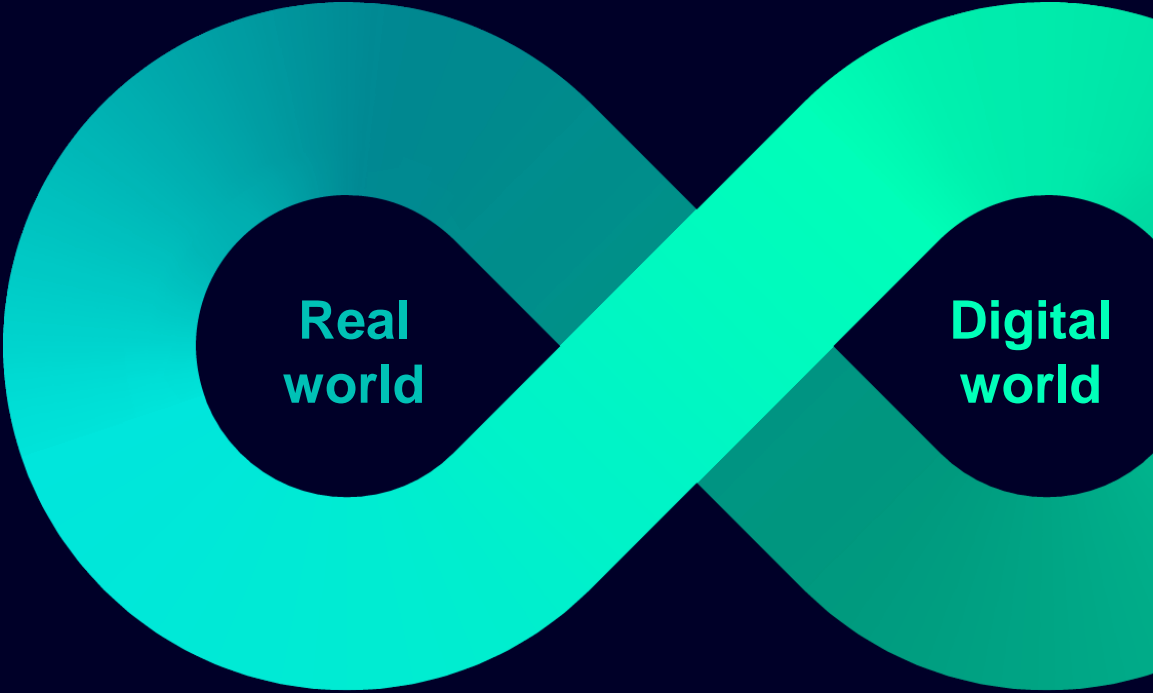
Dr. Roland Busch

President and CEO of Siemens AG



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

						
Glass Production	Pharmaceutical Industry	Campus	Tire Industry	Mining Industry	Cement	Transportation and Logistics
						
Panel Building	Wind Energy	Pulp and Paper	Life Science	Healthcare	Oil and Gas Industry	Automotive Manufacturing
						
Airports	Electronics Industry	Water and Wastewater Industry	Data Centers	Machinery and Plant Production	Food and Beverage	
						
Chemical Industry	Municipalities and DSOs	Cranes	Intralogistics	Aerospace	Battery Manufacturing	



Digital transformation has the potential to drive progress and growth and reduce resource consumption in all countries

## Industry



50%

**material savings** can be realized using digital twins and innovative production technologies such as additive manufacturing.

## Infrastructure



30%

**of energy worldwide** is consumed by building operations. Data analytics & automated building mgmt. can unlock large saving potentials.

## Mobility



30%

**higher network capacity** can be achieved through automatic train operation and by optimizing train flows and rail operations.

## Healthcare



44%

**faster door-in-door-out<sup>1</sup>** time for stroke patients is possible with AI-supported analysis of brain scans.

<sup>1</sup> Time interval between patient arriving at the hospital and leaving from mechanical thrombectomy  
Source: International Energy Agency, Royal Berkshire Hospital NHS Foundation Trust

A **leading** technology company



# Businesses and Services of Siemens AG

## Industrial Business

Digital Industries



Smart Infrastructure



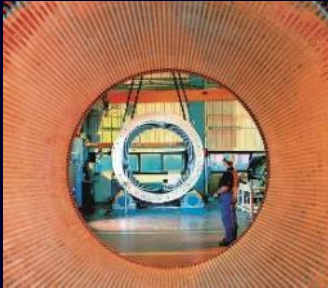
Mobility



Siemens Healthineers<sup>1</sup>



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 is 75%

Transforming the  
everyday to create  
a sustainable **tomorrow**



# Siemens sustainability track record

More than 15 years of leadership...



**2003**  
UN Global Compact



**2015**  
Carbon-neutral pledge



**2018**  
Charter of Trust



**2021**  
SBTi commitment

**2008**  
Environmental Portfolio



**2016**  
Business to Society®



**2020**  
Eco-efficiency @Siemens



**2021**  
Siemens DEGREE



**2022**  
Step up CO<sub>2</sub> ambitions

# Siemens' commitment to sustainability

Our DEGREE framework sets clear priorities



## Our value proposition for customers

Decarbonization and energy efficiency

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Resource efficiency and circularity

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People centricity and societal impact



# Siemens in figures

As a global technology company, we empower our customers to make their industries more sustainable

**311,000**

Employees<sup>1</sup>

**€72.0 bn**

Revenue<sup>2</sup>

**€4.4 bn**

Net income<sup>3</sup>

**15.1%**

Profit margin  
Industrial Business<sup>2</sup>

<sup>1</sup> As of September 30, 2022 | <sup>2</sup> In fiscal 2022 | <sup>3</sup> Continuing and discontinued operations



# Fiscal 2022 in detail

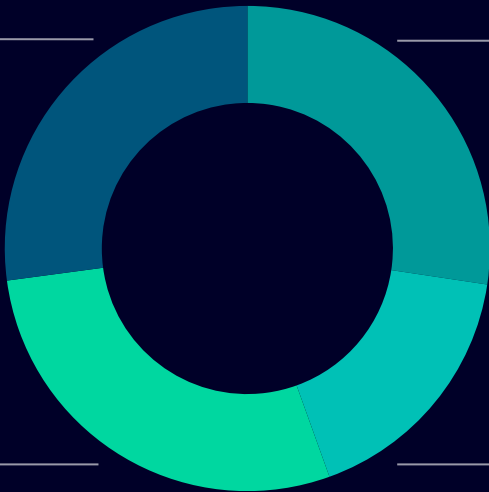
## Revenue by industrial business<sup>1</sup>

**25%**  
Smart  
Infrastructure

**32%**  
Siemens  
Healthineers

**29%**  
Digital Industries

**14%**  
Mobility



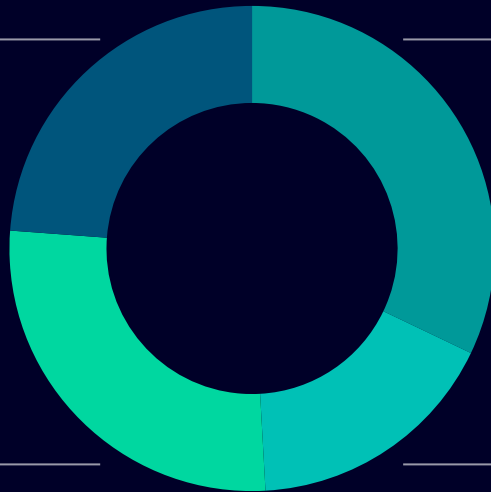
## Revenue by region<sup>1</sup>

**25%<sup>3</sup>**  
Asia, Australia

**30%<sup>3</sup>**  
Europe, CIS<sup>2</sup>,  
Africa, Middle East  
(excluding Germany)

**29%<sup>3</sup>**  
America

**17%<sup>3</sup>**  
Germany



<sup>1</sup> All figures rounded | <sup>2</sup> Commonwealth of Independent States | <sup>3</sup> Due to rounding

# Siemens Malaysia

# Siemens Malaysia at a glance

**Top 10**

Siemens is one of the top 10 software companies globally

**115 years**

in Malaysia with first recorded sale - an industrial motor

**Top 3**

Business performer for Siemens ASEAN

**1<sup>st</sup> Country**

in ASEAN where Siemens Smart Meters are installed on large scale

**~640**

Employees

**4**

offices including branches: Petaling Jaya, Penang, and Johor Bahru

**Top 10**

Most Preferred Graduate Employers to Work for in, in the electronics category

**~1,000**

trainees graduated from the SITRAIN program annually



# Siemens Malaysia - Key Milestones

**1908** First recorded sale in Malaysia - an industrial motor

**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

**1982** Siemens Electrical Engineering Sdn Bhd SEE was incorporated

**2016** TNB AMI Rollout - eMeter MDMS Phase 1 Embarked on the nation's AMI project, starting with Siemens Smart Meter Data Management System for 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** Contributed to the Malaysian government's **Industry4WRD** policy, boosting IR 4.0 Digital Transformation

**2021** MOU with the state government of Selangor to develop a comprehensive training ecosystem for Industry 4.0 skills. To date, 436 trainees from **Selangor Technical Skills Development Center (STDC)** graduated from the SITRAIN program.

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

**2023** Installed 2.8 million smart meters in Malaysia using **Siemens Energy's IP software solution - Meter Data Management**

**2023** Supplied power and fire safety solutions to major data centers in the country

**2023** Collaborated with T7 Global for the digitalization of the off-shore Bayan Mobile Offshore Production Unit (MOPU)

**2023** Siemens Digital Enterprise Experience Center (DEX) in Penang officially welcome business visitors, to assist businesses in their digital transformation journey



# Key Locations in West Malaysia




### Siemens Malaysia (Head Office)




CP Tower  
No. 11, Jalan 16/11  
Pusat Dagang Seksyen 16  
46350 Petaling Jaya  
Selangor Darul Ehsan

### Siemens Innovation and Resources Training Center (SIRTC)




Phileo Damansara 1  
Petaling Jaya  
Selangor

### Digital Enterprise Experience Center (DEX) & Sales & Service Office




GBS@Mayang  
Bayan Lepas  
Pulau Pinang

### Sales & Service Office



Taman Molek  
Johor Bahru  
Johor Darul Takzim

### Siemens Industry Software



Mini-Circuits Building 3  
Bayan Lepas  
Penang

# Our four strategic priorities

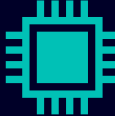
## Customer impact

By combining global competence, local talent & knowledge, we understand and address local needs.



## Technology with purpose

To be preferred technology partner for Malaysia, driving digital transformation towards a sustainable future.



## 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.





# Technology with purpose

We help our customers enhance their sustainability performance



## Sustainable Cranes Productivity

### Port Industry

- Providing digital solutions for cranes and equipment for flexible production and delivery
- Driving automation and digitalization towards customer's crane modernization initiative
- Higher container volumes



## Sustainable Energy Solutions

### Utilities Industry

- Provide better energy consumption transparency to customers, cheaper off-peak tariffs, and remove billing facilities
- Intelligent energy solutions that contribute to a more sustainable and resilient energy mix



## Tackling Digital Talent Gap

- Knowledge transfer through providing industrial training
- Set up Siemens Innovation and Resource Training Center (SIRTC)
- Develop hybrid digital skills to meet Industry 4.0 needs
- Collaboration with Selangor Technical Skills Development Center (STDC) saw 436 trainees graduated from our SITRAIN program
- Partner to train >4,000 talents / students per year

# Our Businesses

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

## Industrial Business

Digital Industries



Smart Infrastructure



## Relevant Industries



Glass Production



Pharmaceutical Industry



Campus



Tire Industry



Mining Industry



Cement



Transportation and Logistics



Panel Building



Pulp and Paper



Life Science



Medical industry



Oil and Gas Industry



Automotive Manufacturing



Buildings



Electronics Industry



Water and Wastewater Industry



Data Centers



Machinery and Plant Production



Food and Beverage



Chemical Industry



Cranes



Intralogistics



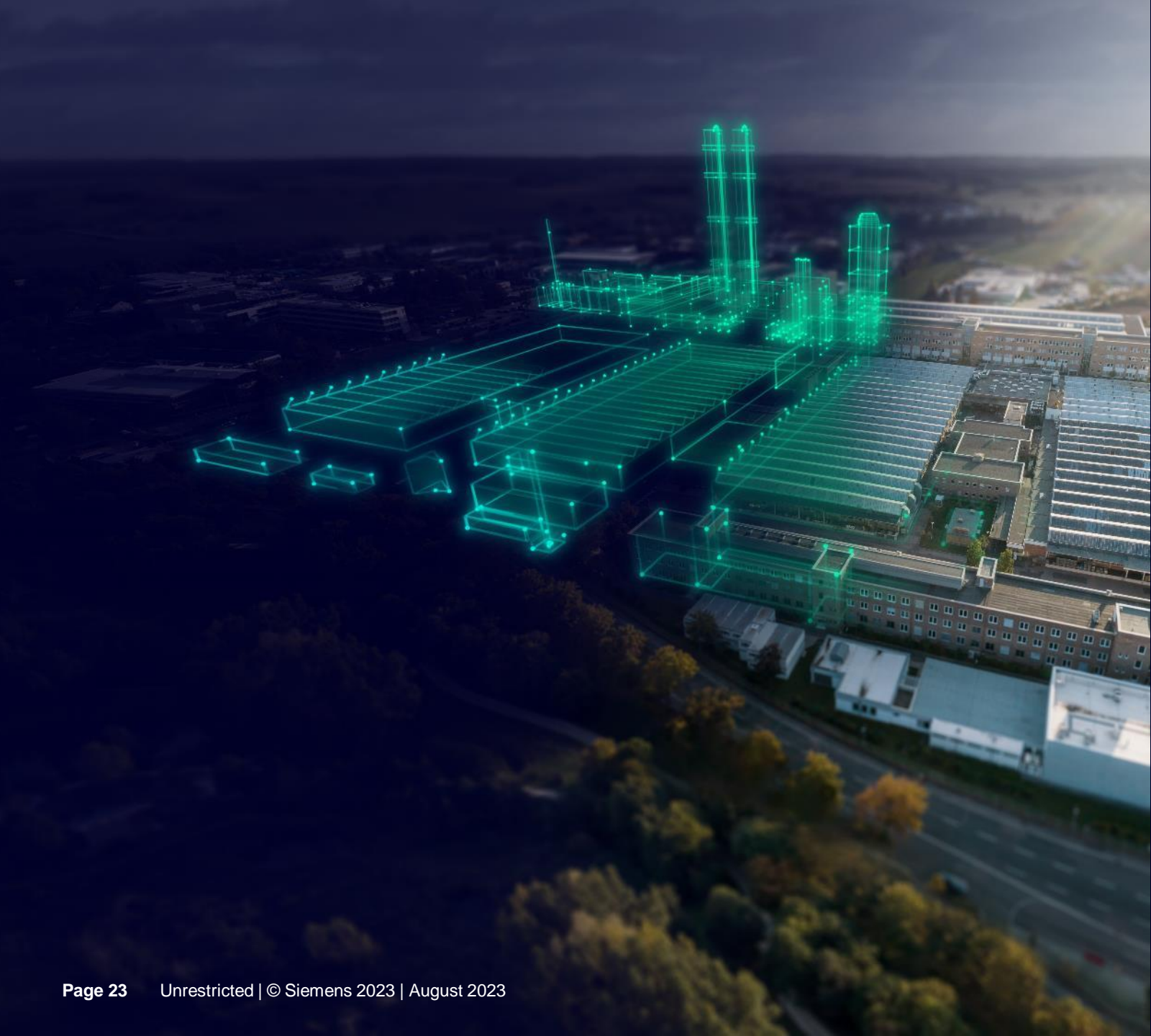
Utilities



Battery Manufacturing



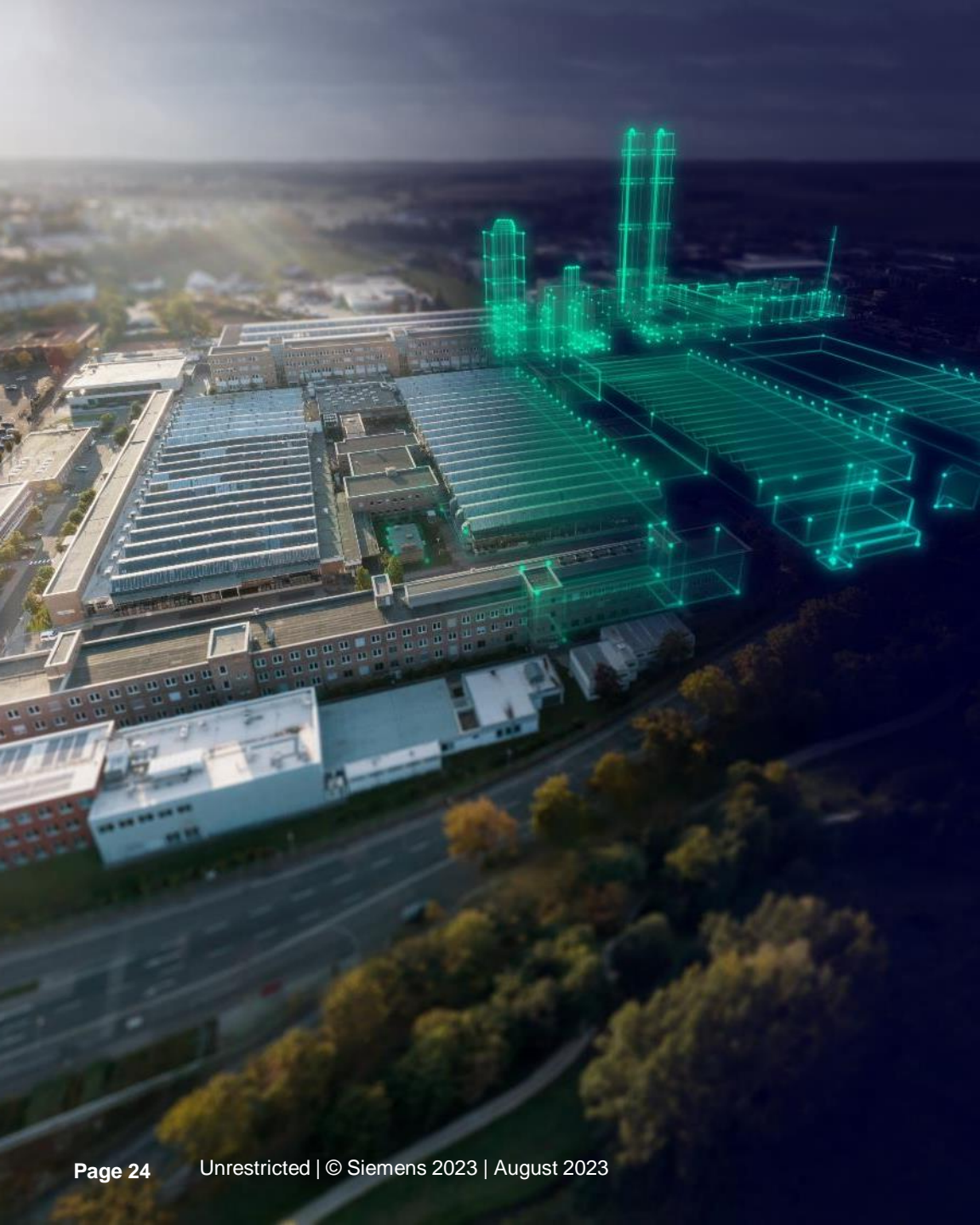




# Digital Industries

Industry faces a major challenge: Because our planet's resources are finite, we 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

### Oil and Gas Industry

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Provides digital solutions to Bayan Mobile Offshore Production Unit (MOPU) leads to optimization of maintenance and reduction of operating costs

### Cranes

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Driving automation and digitalization towards customer's crane modernization initiative

### Electronics Industry

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Providing full turnkey solution for the design, engineering, supply, delivery, site installation, testing & commissioning for Kulim Hi-Tech Park distribution network

### Campus

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Upskill talents in Malaysia: Partnered with Selangor's State Governments and Malaysia Technical University Network; offers technical education program to education institutions



# 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

## Data Centers

Supply power distribution and fire safety solutions to data centers in the country, which are mission-critical facilities that support robust and scalable workload

## Utilities

Supplied and roll-out 2.8 million of the Siemens Smart Meter Data Management System to local utility company, to enhance sustainable energy and energy efficiency for Malaysia

## Transportation

Powered up the first rail electrification project in Klang Valley, with an one-stop solution for the alternating current portion of the power supply & distribution system

## Buildings

Upgraded the existing and older fire alarm system for BASF Petronas in Pahang

## Oil and Gas Industry

Upgraded the existing and older fire alarm system for BASF Petronas in Pahang

# Corporate Social Responsibility – Caring for Malaysia



Siemens team volunteered together with PERTIWI Soup Kitchen to prepare and distribute meals to urban poor, in addition to meals donation to the NGO.



Siemens & employees donates school supplies and care packages to more than 100 underprivileged students during Merdeka month.



Siemens embarked on a mission to create a greener and more sustainable future by partnering with Yayasan Hijau for the Siemens Tree Planting Campaign in Taman Tasik Cempaka, Bangi, Selangor.

This initiative supports Malaysia’s Greening Malaysia Programme and aligns perfectly with the “Our Planet” pillar of the United Nations’ Sustainable Development Goals.

# Contact

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