Siemens in Egypt

Company in Egypt

- Siemens HQ
- Healthineers
- Siemens GAMESA
- Mentor Graphics

Employees: ~ 1100

Manufacturing Facilities: 1

- NEM Alexandria Free Zone

Service and Training @ Suez Economic Zone

- Siemens Service Center - Ain Sokhna
- The Egyptian German Technical Academy – Ain Sokhna
Milestones in the history of Siemens in Egypt

1859
Laying of the first 5,600km telegraphic cables in the Red Sea, connecting Suez in Egypt with Karachi

1901
Siemens opened first office in Egypt

1936
Water Flow Drum Counter at Giza Agricultural Museum

1999
Suez Canal Crossing Towers

Siemens landmarks in Egypt

1870
Laying of 11,000km Indo-European telegraph line from London to Calcutta through Egypt

1930
Laying of Air Cables at Cairo-Helwan

1958
Electrical Power Train Set Cairo-Helwan

2006
Children’s Cancer Hospital Egypt

2015
Attaka Power Plant, Mahmoudia & Assiut GIS

2006
Nubaria, Talkha & Kuraymat Power Plant

2015
Egypt Megaprojects Deal

2017
4.8 GW connected to the grid
## Siemens Landmarks in Egypt

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Details</th>
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</table>
| **Attaka Power Plant**                | - In 2015 Siemens was awarded the contract to supply four E-Class turbines to the 650MW Attaka power plant  
- The project was delivered in a record breaking time; in less than six month  
- The project was part of Egypt’s Third Electricity Fast-Track Plan |
| **Suez Thermal Power Plant**          | - In 2014 Siemens received an order to supply, install and commission major electrical components for the plant  
- The oil-fired power plant was commissioned in June 2016  
- The project is part of a national plan to enhance the power supply network across Egypt |
| **Nagaa Hammadi and Samalout Control Centers** | - Project received in 2014 for delivery of Supervisory Control and Data Acquisition (SCADA) systems  
- The two Centers are located at Upper and Middle Egypt  
- They will connect 150 substations to the national grid |
| **Al Nouran Sugar Factory**           | - Located at Sharkia governorate, the facility is Egypt’s first state-of-the-art sugar production facility with a total investment cost of EGP 2.5 billion  
- Siemens will provide Complete DCS system and Instrumentation as well as steam turbines |
| **Children Cancer Hospital Egypt**    | - In 2009, Siemens selected for the supply of Electromechanical works for the hospital  
- Siemens also delivered hospital’s healthcare technology including diagnostic imaging and radiation therapy  
- It is the largest children’s cancer hospital in the world and the first in the Middle East |
| **Aswan Heart Center**                | - Siemens signed an agreement in 2006 with THE Aswan Heart Center to supply CT, MRI and imaging technology  
- The Aswan Heart Center Project is a charity foundation and focuses on providing medical care to heart patients, especially the underprivileged |
| **Egyptian Grand Museum**             | - The museum will be the largest and most important Pharaonic museum in the world  
- Supplying the museum with electromechanical works; fire alarms and security systems as well as water treatment solutions  
- It will house the most and latest security systems from Siemens to ensure the conversion and safety of all the artifacts |
| **Aswan High Dam Power Plant**        | - Siemens was selected in 2009 to renovate and upgrade the High Dam switch yard on a turnkey basis.  
- The project aimed at connecting the High Dam power plant to Egypt’s unified 220kV network  
- The High Dam produces one third of Egypt’s total produced energy |
| **Egyptian National Railways**        | - Siemens supplied wayside equipment of the automatic train control system ZUB including all components, spare parts and accessories for two lines in Upper Egypt  
- Egypt National Railways has been using the Siemens ZUB ATC system for 25 years |
| **Ashmoun GIS substation**            | - Installation and commissioning by Siemens in only two and a half months, including components and secondary equipment  
- The turnkey gas-insulated 220 kV switchgear was ready for commissioning ahead of schedule  
- Project was part of Egypt’s plans to strengthen national electricity transmission network |
Siemens Egypt Megaproject
A Business Model of Excellence

Combined cycle power plants
- Siemens EPC + Financing solution based on the state-of-art technology using H-Class turbines
- Natural gas-fired combined cycle power plants encompassing 24 H-Class gas turbines, 12 steam turbines, and 36 generators
- 3 x 500 kV GIS substations
- High combined cycle efficiency ~ 61.2%

Financing
- The proposal is based on EPC + Financing business model
- Siemens together with Orascom & ElSewedy facilitated a very competitive loan agreement backed up by the German Government represented by the German Export Credit Agency “Euler Hermes” and Italian Export Credit Agency “SACE” to solve the Country’s financial obstacles
- The projects are financed by more than 30 banks worldwide

Grid network study
- Consideration of all existing and expected generation until 2025
- Suggestions for necessary transmission network expansion drafted

Power Generation Services
- 9-year service and maintenance agreements for the three power plants, supported by Siemens Digital Services
- Ensures the long-term reliability, availability and optimal performance of the units
- Construction of an Energy Service Center, providing the maintenance to all energy rotating equipment

Business to Society (Strategic Alliance and Training)
- Provision of training to 600 Egyptian engineers and technicians with total amount of 600 Engineers & Technicians
- Strategic Alliance with BMZ / GIZ to establish a training center, upgrade one technical institute and a dual education school of excellence

Total volume: ~ 6 Mrd. EUR
TOGETHER, we have successfully mastered big challenges on a very aggressive timeline ...
# Egypt Market Overview and Opportunities

## Mega Projects – A Glimpse

<table>
<thead>
<tr>
<th>Urban Development</th>
<th>New Capital</th>
<th>Investment in 10 years</th>
<th>The new administrative capital will strengthen and diversify the country’s economic potential by creating new places to live, work and visit for 7 million people.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Economic Zones</td>
<td>Suez Canal</td>
<td>Annual Revenue</td>
<td>The Suez Canal Economic Zone is aimed at becoming a global trade hub and is projected to generate US$ 12 billion annually.</td>
</tr>
<tr>
<td>Agriculture</td>
<td></td>
<td>Fund Raised</td>
<td>To restore Egypt’s status as a major agricultural state, this project will expand agricultural land by 20 percent in an effort to achieve full self-sufficiency of crops.</td>
</tr>
<tr>
<td>Mining</td>
<td>Golden Triangle</td>
<td>Of Egypt’s Minerals</td>
<td>75%</td>
</tr>
<tr>
<td>Tourism</td>
<td>New Al Alamain City</td>
<td>Projects with signed MOU’s</td>
<td>Al-Alamein region is now being developed to become a second Alexandria and will offer investment opportunities in tourism, healthcare, logistics, agriculture, industry, education and energy, estimated initial investment value of US$ 10bn.</td>
</tr>
<tr>
<td></td>
<td>El Galala City</td>
<td>Tourism Area</td>
<td>100 Acres</td>
</tr>
<tr>
<td>Industry</td>
<td>Damietta Furniture City</td>
<td>Export increase</td>
<td>51.6%</td>
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