

# | The Company

# Siemens innovations

## Milestones in a 173-year history

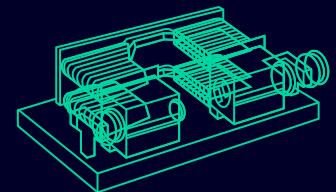


**1816 – 1892**

Company founder,  
visionary and inventor

**1866**

The dynamo makes  
electricity part of  
everyday life



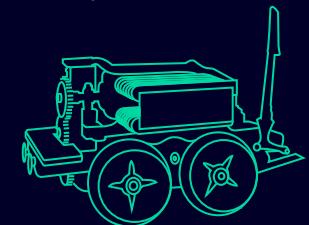
**1847**

Pointer telegraph lays the  
foundation of Siemens as a  
global company



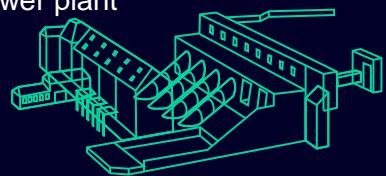
**1879**

World's first  
electric railway



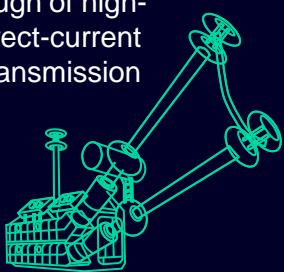
# 1925

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



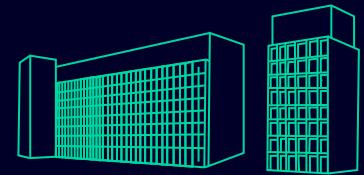
# 2016

MindSphere,  
the cloud-based IoT  
operating system



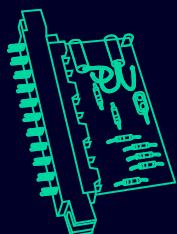
# 2019

Launch of first project  
for Siemensstadt 2.0



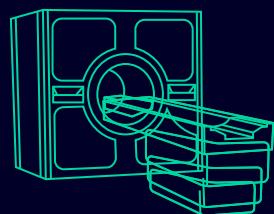
# 1959

SIMATIC  
revolutionizes  
automation



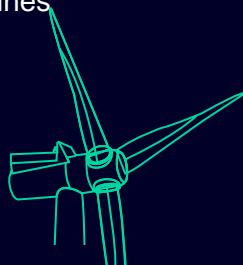
# 1983

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 powerful ecosystem

# Providing technology solutions to address the greatest challenges of our time

## Healthcare system

Aging society  
Population growth  
Increase in chronic diseases  
Personalized healthcare  
Affordable healthcare

## Digital transformation of industry, infrastructure and mobility

Competitive industries  
Productivity  
Efficient infrastructure  
Sustainable use of resources  
Economic growth  
Prosperity

## Energy transition

Distributed energy systems / Grid edge  
Increasing demand  
Climate change / decarbonization  
Reliable supply  
Energy efficiency  
Hydrogen / sector coupling  
Energy backbone for society

Siemens  
Healthineers<sup>1</sup>

Siemens

Siemens  
Energy<sup>2</sup>

<sup>1</sup> Publicly listed subsidiary of Siemens | <sup>2</sup> Non-controlled publicly listed associate

# A new chapter in the history of Siemens AG

## Company setup as of October 1, 2020

### Businesses

Digital  
Industries



Smart  
Infrastructure



Mobility



Siemens  
Advanta



Portfolio  
Companies



Siemens  
Healthineers<sup>1</sup>



### Countries

### Service & Governance

<sup>1</sup> Siemens Healthineers with its own setup for Countries and Service & Governance



As a leading technology company, we provide industry-specific support to our customers. That's what we do today and will do tomorrow.

**293,000**

employees<sup>1</sup>

**€55.3 bn**

in revenue<sup>2</sup>

**€4.2 bn**

in net income<sup>3</sup>

**14.3%**

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

<sup>1</sup> As of September 30, 2020 (excluding Siemens Energy) | <sup>2</sup> For fiscal 2020 (excluding Siemens Energy) | <sup>3</sup> 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

# | 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 companies**  
in Malaysia.

**>750**



employees from Siemens,  
Siemens Healthineers &  
Siemens Mobility

**10**

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

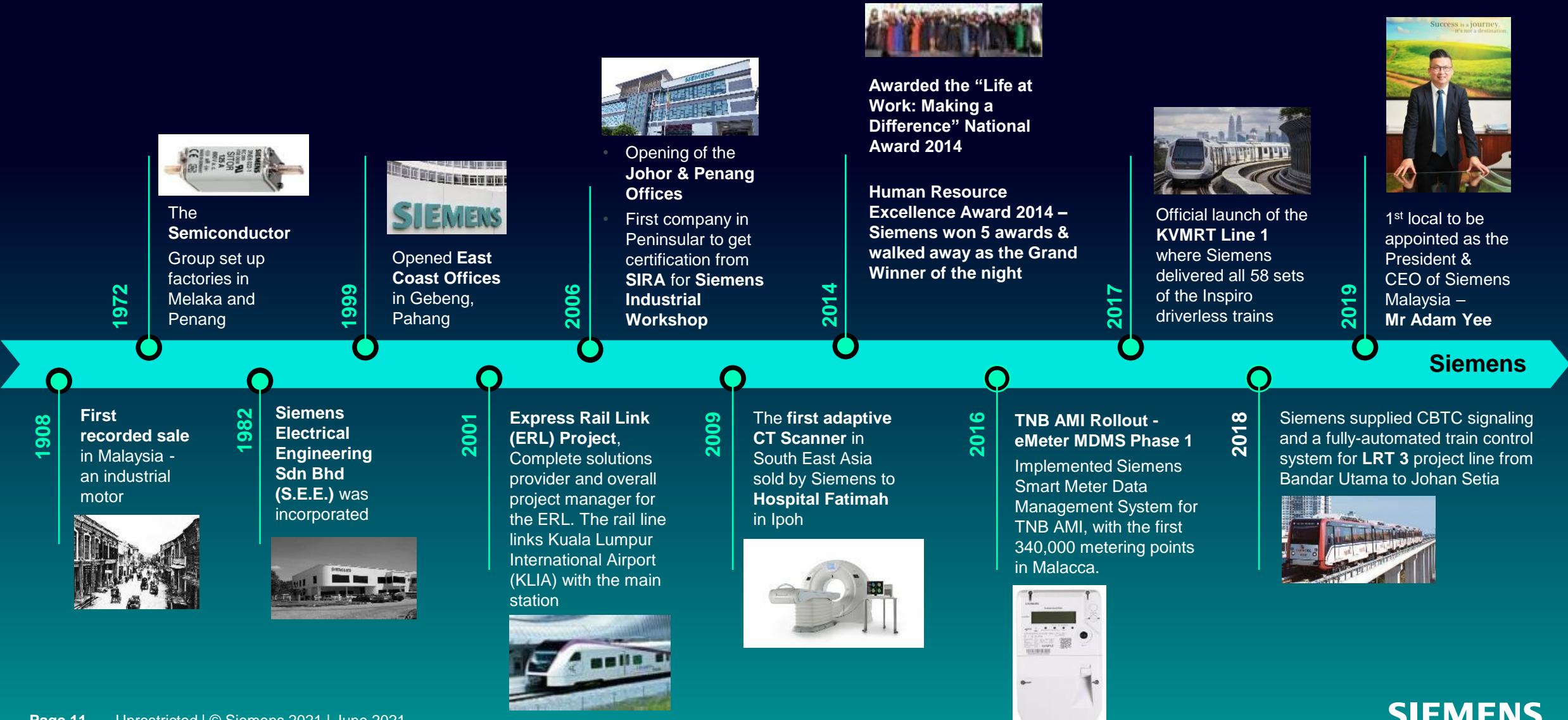
**EUR 155 Million**

We crossed the EUR 155 million  
mark in Sales International  
Business in fiscal 2020

**EUR 179 Million**

We crossed the EUR 179 million  
mark for Order Intake International  
Business in fiscal 2020

# Siemens Malaysia - Key Milestones



# 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. (Krystal Point, 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



SIEMENS



# Digital Industries

Advances being made in digitalization – combined with the move toward increasingly flexible manufacturing processes – are creating new opportunities and choices for industrial companies across the globe.

Digital Industries helps its customers unlock their full potential: as a partner providing cutting-edge technologies for the automation and digitalization of the discrete and process industries.

The Digital Enterprise portfolio is at the core of our offerings. It provides companies of all sizes with the right products, along with consistent solutions and services for integrating and digitalizing the entire value chain. As an innovation leader, we think ahead to the next level of the digital transformation and of integrated cutting-edge technologies – such as artificial intelligence, edge computing, industrial 5G, autonomous handling systems, blockchain and additive manufacturing.



# Key Highlights:

- 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.
- Siemens Malaysia has been appointed as Digital Transformation Labs Partners to assist Malaysia companies with the digital transformation plans, helping companies to identify their business pain points using specific methodologies to brainstorm on new ideas, design new business models, develop new products and/or technology designs, and pilot the implementation plan.
- 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 grids + smart buildings = smart infrastructure.**

Smart Infrastructure intelligently connects energy systems, buildings and industries to enhance the way we live and work through greater efficiency and sustainability. By integrating software and hardware, products, systems, and solutions, we make infrastructure more intelligent, responsive and responsible. Smart Infrastructure unites building technology with energy supply – including low- and medium-voltage power distribution and grid control. There are exciting growth markets at the grid edge, where these realms meet. In these markets, we ensure that energy is used efficiently – in generation, consumption and storage, in electric vehicle infrastructure and in microgrids. Our offerings combine physical solutions and digitalization across the focus areas of electrification and automation.



# Key Highlights:

- Powering 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
- Upgrading 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
- Installing 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:

- Supply 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.
- Overhauling 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
- Reducing OPEX costs significantly by improving the energy efficiency of the drive system



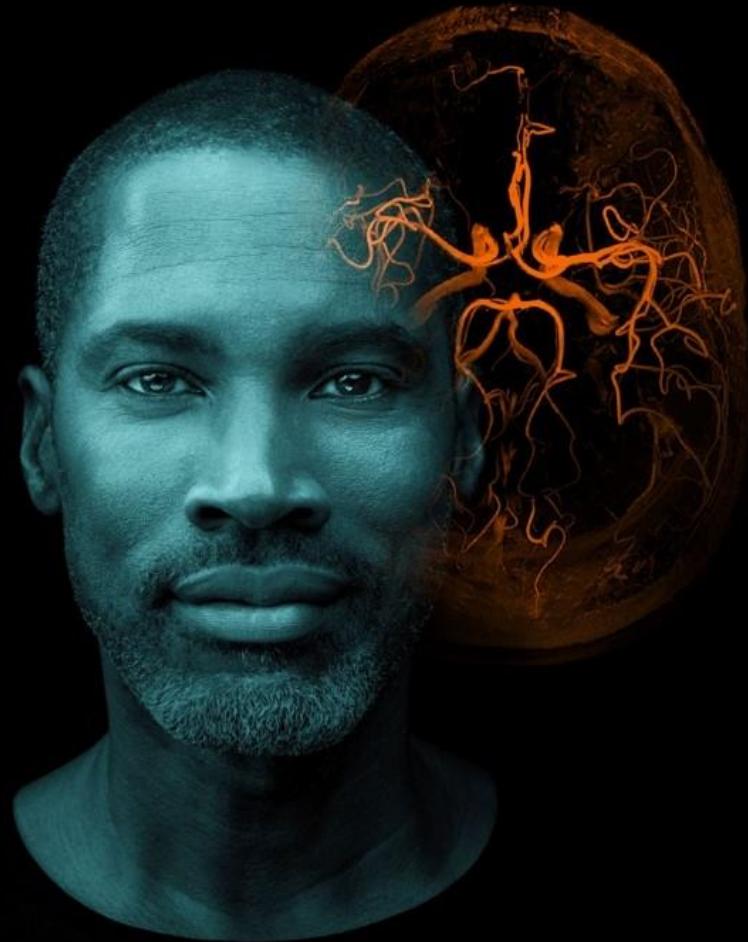
# Mobility

We use digitalization to enable transportation service providers worldwide to make trains and infrastructure intelligent, increase value sustainably throughout the entire system lifecycle, enhance passenger experience, and guarantee availability.



## Key Highlights:

- 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
- Turnkeys project for Express Rail Link (ERL) from Kuala Lumpur Sentral To Kuala Lumpur International Airport.
- Technology transfer is an important component of the Siemens business in Malaysia. The company has always ensured the implementation of 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, when it received the Certificate of Acceptance from Siemens for fulfilling technical and infrastructure requirements at their LMG Railcar Assembly Plant facility in Rasa, Hulu Selangor.



# 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:

- Supporting customer during COVID-19 crisis, Siemens Healthineers partnered with customer to drive a successful lab installation, supporting 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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