

## Siemens in Bangladesh

- **In fiscal 2011 (October 1, 2010 – September 30, 2011), Siemens' sales to customers amounted to EUR 52 million and new orders totaled EUR 227.47 million.**
- **Siemens currently has about 120 employees in Bangladesh.**
- **In fiscal 2011, Siemens won its biggest high-voltage direct-current (HVDC) project ever in Bangladesh.**
- **Siemens has been active in the country since 1956, primarily in the Energy Sector as well as the Healthcare Sector, where it has supplied more than half of the medical diagnostic equipment used in the country's hospitals and clinical laboratories.**

Siemens offers a wide range of solutions and services in Bangladesh. In fiscal 2011, Siemens in Bangladesh scored major successes in all three Sectors:

### Industry Sector

In fiscal 2011, the Industry Automation and Drive Technologies Divisions received an order from Ashugangj Fertilizer & Chemical Company Limited (AFCCCL) for digital SIPART and SITRANS P controllers using the HART communication protocol. The company completed three paper mill retrofit/upgrade automation projects, providing SIMATIC STEP 7 systems with SIMOREG DC drives and SINAMICS S20 integrated in profibus networks to increase plant efficiency, productivity and accuracy. One highlight during the year was the installation of a complete automation solution for 56 ring frame machines equipped with Siemens motors and micro-master drives controlled by Siemens LOGO! PLC. The company also upgraded a computerized numerical control (CNC) machine from a SINUMERIK 840C to a 840D with SIMATIC STEP 7 technology.

## **Energy Sector**

Siemens signed a contract with China National Machinery Import & Export (CMC) to build a 150-MW combined cycle power plant at Sirajganj for North West Power Generation Company Limited (NWPGL), a public utility in Bangladesh. Siemens contributed a gas turbine and the necessary technical field assistance.

In addition, the Sector delivered a number of rental power plants to provide power to plants, steel mills, real estate companies and construction firms, and completed a turnkey 105-MW rental power plant for a leading industrial group in Bangladesh. Siemens also signed agreements for two similar power projects which will be completed at the beginning of fiscal 2012. Siemens ended the fiscal year winning another medium-voltage contract with an export-oriented company operating in the Karnaphuli Export Processing Zone.

## **Healthcare Sector**

The Healthcare Sector won its biggest order for the Bangladesh market to date, worth EUR 5 million. The company will supply nearly all of the major radiology and intervention neurology systems to the government's new National Institute of Neurosciences Hospital. The contract includes 3-tesla and 1.5-tesla magnetic resonance imaging (MRI) systems, a 128-slice computed tomography (CT) system, biplane & single-plane Neurostar Cath Labs with Dyna computed tomography (CT) systems, and a top-end digital fluoroscopic x-ray system. This will be the first 3-tesla MRI and biplane Neurostar Cath Lab in Bangladesh.

In addition, Siemens also won a major deal to deliver 1.5-tesla MRI and 128-slice CT systems to Jalalabad Ragib Rabeya Medical College, one of the biggest diagnostic and hospital facility outside Dhaka, in Sylhet.

Siemens Healthcare is continuing to sell 1.5-tesla MRIs, Cath Labs, Gamma Cameras and other equipment to major customers such as Bangabandhu Sheikh Mujib Medical University (BSMMU), Combined Military Hospital (CMH) and Bangladesh Atomic Energy Commission (BAEC).

Siemens' association with Bangladesh began in 1956, and the company has since been involved in a number of major modernization and infrastructure development programs.

Siemens has been active in railway projects in the country since 1962. In 1968, Siemens was the first foreign investor to launch a joint venture with the government to manufacture telephone switches and sets. The company has long been a major player in the Energy Sector. In 1967, Siemens was involved in constructing the Ashuganj power plant and won a major energy market share. Siemens' medical products, systems and solutions have been the country's technology of choice in the Healthcare Sector. Siemens Bangladesh Ltd. also played a prominent role in Bangladesh by helping establish the country's mobile network infrastructure.

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