

SIEMENS

November 2011

Siemens in Kazakhstan

- In fiscal 2011 (October 1, 2010 – September 30, 2011), Siemens' sales to customers in Kazakhstan amounted to EUR 69.8 million and new orders totaled EUR 128.9 million.
- Siemens currently has over 220 employees in Kazakhstan.
- The company prominently supported the 7th Asian Olympic Games by providing high-voltage equipment and lighting systems.
- Siemens delivered components for 22 passenger-service electric locomotives to the national railway operator Kazakhstan Temir Zholy.
- Siemens in Kazakhstan recently made significant contributions to the development of Almaty's urban infrastructure by providing a postal automation system, traffic solutions and traction substations for tram and trolleybus lines.
- Siemens has been active in the country since 1994. The company's Industry, Energy, and Healthcare Sectors hold leading market positions.
- Siemens is represented in Kazakhstan by TOO Siemens (LLC).

Siemens offers a broad range of products, solutions and services in Kazakhstan in the fields of industry, energy and healthcare. In fiscal 2011, Siemens in Kazakhstan scored major successes in all three Sectors:

Industry Sector

A highlight for fiscal 2011 was marked by the Industry Solutions Division, which launched a turnkey project to build a steel bar milling plant in Kostanai for Evraz Caspian Steel and continued construction of the hot briquetted iron (HBI) plant in Rudniy for SSGPO.

The Mobility Division signed a contract with AlmatyElectroTrans for the delivery and assembly of traction substations for tramway and trolleybus lines in Almaty. A 3-kV AC test line was ordered for a passenger coach factory. OSRAM completed lighting

projects for the Asian Games 2011, including the ice stadium in Astana and the Chimbulak ski slopes in Almaty.

Energy Sector

The Power Transmission and Power Distribution Divisions proceeded with the KEGOC II project, providing 16 new substations, and with the Industrial Park Karaganda project. The company also installed a 220-kV Kotem-2 substation in Astana.

Another notable project was the Ermensay 220/110/10 kV substation built in Almaty. For the first time, components for a complete 220-kV switchgear with hexafluoride sulfur insulation were delivered to Kazakhstan. The equipment was assembled in Kazakhstan under the project management skills of local Siemens engineers. The project demonstrated the high competence and professionalism of local Siemens staff in relay protection and automation.

The Sector also signed a contract to deliver equipment for the extension of the Caspian Pipeline Consortium (CPC) pipelines.

Healthcare Sector

Siemens achieved record results in all key business areas of the Sector and strengthened its market position in Kazakhstan by supplying equipment to major medical institutions. A Magnetom Avanto and Artis Zee Floor were delivered to the 500-bed General Hospital in Astana. The Ambulatory Clinical Complex in Astana received a Mammomat 300, a Somatom Emotion 6, as well as Acuson Cypress and Acuson X300 ultrasound systems.

Siemens Kazakhstan continued to expand its hearing aid business in fiscal 2011. The company opened its first specialized auditory center for sales and service of hearing aids in the country.

Siemens established its first office in Kazakhstan in 1994 and subsequently founded the regional company TOO Siemens (a limited liability company under Kazakh law) in Almaty in 1999. The company is a solid player in the Kazakh economy, investing extensively in its employees, of whom 98 percent are local staff. The company has also opened offices in Astana, Aktau, Atyrau and Temirtau. In 2008, a branch office of TOO Siemens was established in Ashgabat to support the company's business in Turkmenistan.

In the Cluster RCA, Siemens Kazakhstan is also responsible for business operations in Kyrgyzstan and Tajikistan.

As a good corporate citizen, Siemens cooperates with a number of public institutions, including the Kazakh Technical University, the Institute for Energy and Telecommunications, and the German-Kazakh University in Almaty. Siemens supports local orphanages, boarding schools in Almaty, and the SOS Children's Village in Astana. The most recent projects, aimed at supporting talented students, were implemented in partnership with leading local universities.

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