

Siemens in Kuwait

- In fiscal 2011 (October 1, 2010 – September 30, 2011), Siemens' sales to customers in Kuwait amounted to almost EUR 143.6 million. New orders totaled nearly EUR 112.3 million.
- Siemens currently has around 250 employees in Kuwait.
- More than 120 high- and medium-voltage substations and a 1,500 MW combined-cycle power plant from Siemens are ensuring reliability for the country's power supply.
- Siemens Electrical and Electronic Services (Siemens EES) supports the country's strategy of reducing its reliance on oil income in the future.
- Siemens has been active in Kuwait for 50 years.

Siemens offers a wide range of solutions and services in Kuwait, where its Industry and Energy Sectors occupy leading positions. In fiscal 2011, Siemens in Kuwait scored major successes in the following Sectors:

Industry Sector

Siemens secured a significant engineering and services contract from Kuwait Oil Company for the "Perfect Harmony" variable frequency drives. Siemens also received an order from Kuwait National Petroleum Company for the supply of medium-voltage motors as well as intelligent simcodes and smart devices for the revamp of the motor control center at its Shuiaba Refinery. Siemens won a significant order for the supply of gas chromatographs for the Equate "Legacy Project." In addition, Siemens received – through its "Sivacon" panel builder/distributor – a significant order for the supply of low-voltage switchgear for the prestigious Jaber Al Ahmed Al Jaber al Sabah Hospital.

Energy Sector

Siemens signed a contract with Tecnimont S.p.A., Italy, for the engineering, procurement, construction and commissioning of a 132kV substation that is part of the New Acid Gas Removal Plant (AGRP) Revamp Project at Kuwait National Petroleum Company's Mina Al-Ahmadi Refinery.

GS Engineering & Construction Corporation, Korea, awarded Siemens a contract for the expansion of Kuwait National Petroleum Company's Mina Ahmadi Refinery "A" substation in their north liquid propane gas (LPG) tank farm (NLTF) project. Siemens also won an important contract from the Kuwait Cement Company for the supply and installation of a 33kV substation. In addition, Siemens is in the final stages of negotiations and clarifications with the Ministry of Electricity & Water for the supply and installation of a 300/132/11kV substation for the New Kuwait University Campus Project.

Siemens received an order for various spare parts at the AZ Zour gas power plant, located south of Kuwait City.

Kuwait Oil Company commissioned Siemens to install emergency power generation units at Kuwait's Gas Booster Station 171 4.

Siemens in Kuwait

Since 1959, Siemens has been a constructive and reliable partner in Kuwait, making a substantial contribution to the development of the country's infrastructure. The company's first major projects included the construction of the Shuaiba North steam power plant in 1964 and the National Control Center in 1976. In 1979, Siemens continued its activities under the name of National & German Electrical and Electronic Services Company (NGEECO).

Over the last few decades, close ties between German technical expertise and Kuwaiti entrepreneurship have provided an excellent basis for the partnership's continued growth. In fiscal 2005, NGEECO was renamed Siemens Electrical and Electronic Services (Siemens EES), reflecting Siemens' desire to further expand and strengthen its business relationship with Kuwait. These efforts have been very successful.

Siemens EES actively supports the country's Kuwaitization Program, which underscores the country's strategy of reducing its reliance on oil income in the future. It also actively supports the Kuwait Fund for Arab Economic Development and the INJAZ Kuwait – a member of the international non-profit NGO Junior Achievement Worldwide

(JA) – programs, which are aimed at providing Kuwaiti university students with the skills and knowledge needed for employment in the private sector. Siemens EES provides vocational training for young Kuwaiti graduates in Germany and Kuwait, with an opportunity for recruitment later. Two of these graduates were hired as full-time employees of Siemens EES in 2007; one of them left the company recently to pursue further studies.

For further information, please contact:

Carl-Otto Klermund

Siemens Electrical and Electronic Services KSCC
Executive Management
P.O. Box 4990 Hawalli
13050 Kuwait
Tel.: (+965) 2 4646-000
Fax: (+965) 2 2498-944
E-mail: carl-otto.klermund@siemens.com