

Siemens in Pakistan

- **With a workforce of 3,036 employees, Siemens is one of the most important employers in the country and the largest employer of engineering graduates, including women.**
- **Siemens has been active in Pakistan since the country's birth in 1947.**
- **Siemens is the country's No. 1 supplier of high-voltage grid stations, switchgear products and systems, power distribution and power transformers, and network consultancy.**
- **The company also built a new 220-kV power transformer factory, and is poised to meet the demand in this sector nationally and in the region.**

Siemens offers a wide range of solutions and services in Pakistan, where its Industry, Energy and Healthcare Sectors occupy leading positions. In fiscal 2011, Siemens in Pakistan scored major successes in all three Sectors.

Industry Sector

Siemens further strengthened its competitive market position through innovative and sustainable solution offerings to the country's major industrial and infrastructure segments. Various drive solutions were delivered to the high-potential sugar segment of the country, including a complete drive train for milling tandem. Siemens Pakistan also helped develop state-of-the-art automation labs for two of the leading engineering universities: the University of Engineering & Technology (NED) in Karachi and the University of Engineering & Technology (UET) in Lahore. Contributing to the green initiative, LED-based airfield lights were introduced for the ongoing greenfield Benazir Bhutto International Airport project in the capital city of

Islamabad. Siemens' portfolio for this airport also includes associated civil and electromechanical (E&M) works, as well as power and telecommunication networks.

Energy Sector

The Energy Sector in Pakistan provides both power and distribution transformers in various ranges. Siemens Pakistan received orders for more than 7,300 distribution transformers, of which more than 2,100 have been delivered to public and private sector customers throughout Pakistan. Similarly, orders for 21 power transformers were received, and more than half have already been delivered. The Power Generation Division has a significant foothold in maintenance and shutdown services. Rousch Power signed a long-term maintenance and service level agreement with Siemens Pakistan worth EUR 32.9 million. Kot Addu Power Company signed an agreement for supply and installation of SI3D high-efficiency turbine blades. This will enhance power output and efficiency for its combined-cycle operation.

In the oil & gas segment, Siemens Pakistan contributes through engineering, procurement and construction (EPC) suppliers, as well as directly serving customers such as OMV, Pakistan Petroleum, National Refinery, and others.

The High Voltage Substations (HS) Business Unit supplies grid stations throughout Pakistan and Afghanistan – from 11kV to 500 kV ratings – which include both air-insulated (AIS) and gas -insulated switchgear (GIS) grids. Recently, National Transmission and Dispatch Company (NTDC) and Agha Steel each awarded a 132 kV grid project to Siemens Pakistan.

Healthcare Sector

The Healthcare Sector's wide range of products cater to almost all diagnostic imaging fields, and its advanced diagnostic technology helps doctors to detect diseases earlier; which helps save lives – and healthcare expenses. This year, Siemens Pakistan strengthened its leading position in the field of angiography and cath lab systems by securing orders for universal angiography and cath lab systems. Magnetic Resonance Imaging also had a successful year, which included important wins in the 1.5T segment (MAGNETOM ESSENZA & Avanto) and an order from the Pakistan Army for two 0.35T systems. Siemens Pakistan also delivered diagnostic

imaging equipment to Shaukat Khanum Hospital's new Diagnostic Imaging Center in Karachi, which is expected to be inaugurated during this calendar year.

Siemens' overall involvement in the region dates back 140 years. The company's name first became known through the construction of the Indo-European telegraph line from London to Calcutta in 1870. Siemens' first office in what is now Pakistan opened in 1922. The Siemens Pakistan Engineering Company Ltd. was founded in 1953 as a private company, and in 1963 the company was reorganized as a public limited company.

Siemens is actively involved in Pakistan's university education. In 1997, the company set up a program to award gold medals to the best engineering students at Pakistan's universities. Siemens offers full scholarships to students in the fields of medicine, and runs a three-year apprenticeship program at its facility in Karachi. Siemens also demonstrates its commitment to social responsibility by providing support for energy in remote areas through its "light for life" project. This year, two leading engineering universities were provided state-of-the-art automation labs. This reflects Siemens' global strategy to enhance the quality of education in the country and provides a unique opportunity to students in the engineering field to gain access to the best knowledge and finest equipment available. Siemens Pakistan also actively helped flood victims; relief provided in cash and kind to date through global Siemens efforts amounts to approximately EUR 2.5 million.

For further information, please contact:

Zia ul Islam Zuberi
Communications
Siemens Pakistan Eng. Co.,
B-72 Estate Avenue S.I.T.E.
Karachi – 75700, Pakistan
Tel.: (+92 21) 32576 7573
Fax: (+92 21) 3256 3563
E-mail: zia.zuberi@siemens.com
<http://www.siemens.com.pk/>