

Siemens in Peru

- **In fiscal 2011 (October 1, 2010 – September 30, 2011), Siemens' sales to customers in Peru amounted to EUR 222.3 million and new orders totaled EUR 228.4 million.**
- **Siemens currently has about 340 employees in Peru.**
- **Siemens has been active in Peru since the early 1900s when, together with Germany's J.M. Voith GmbH, the company won contracts to build three hydroelectric power plants for the state-owned power utility Empresa Eléctrica de Arequipa.**
- **Siemens S.A.C. was founded in Lima in 1968 and was merged with Siemens Building Technologies Peru in 2003.**
- **The country's strong economic growth in recent years fueled demand for infrastructure, and the electrical engineering market grew nearly 10 percent a year for the past three years.**

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

Industry Sector

Cemento Andino, a Peruvian-based company, awarded Siemens a contract to increase its Line 4 production capacity from 1,200,000 tons to 1,900,000 tons a year. Electrical equipment for the project includes medium- and low-voltage switchgear, motor control centers, distribution transformers, low-voltage drives and electric motors for the mill, kiln, separators and fans, as well as process instrumentation, and gas analysis, automation and control systems. The production line is operated with a distributed control system based on the Simatic Process Control System 7 (PCS 7), a distributed control system for cement production (CEMAT) and Simatic S7-400. The project also includes engineering, commissioning, start-up and employee training.

DP World awarded Siemens a contract to provide comprehensive building solutions, including fire detection, access control and security systems, for the main administration building and the container terminal at the Port of Callao, Peru. Based on throughput, Callao was the largest container port on the west coast of South America in 2005, and handles an average annual volume of nearly 900,000 containers.

In July 2011, a new elevated train line extending Lima's metro system by 11.7 kilometers was inaugurated by the nation's president. For the first time ever, a rail-based mass transit system will connect Lima's suburbs with the city center and provide nine new stations along the way. Siemens is handling the electrification of the entire line for the Consorcio Tren Eléctrico Lima (CTEL) consortium, giving the company a foothold in the Peruvian market. The CTEL consortium is headed by the Brazilian construction company Norberto Odebrecht Sucursal Peru S.A. and the local construction company Graña y Montero. In addition to providing the traction power supply, the project scope includes a Vicos operations control system, the overhead catenary equipment, as well as telecommunications and a fare management system.

The Bayóvar project being carried out by the Vale Group, one of the world's biggest mining companies, is without a doubt one of the country's most important mining projects. Miskimayo Mining Company (the local representation for Vale) chose Siemens to provide complete industrial automation solutions. Siemens will provide technical and engineering consultancy for different parts of the process, such as assembly and commissioning. The project's technical solution included one video wall, two pairs of redundant servers, four controllers, six operating stations for clients, three maintenance stations and three engineering stations. Siemens will integrate the automated devices for communicating with the Process Field Bus - Decentralized Peripherals (Profibus DP) and use field integrated instrumentation with the Process Field Bus - Process Automation (Profibus PA).

Energy Sector

Over the past six years, Siemens in Peru has supplied gas turbines with a capacity of over 2,000 MW (representing around 30 percent of the country's total installed capacity). The turbines ensure high-efficiency power generation in

major power plants throughout the country, including Chilca (Enersur), Kallpa (Kallpa Generation), Santa Rosa (Edegel) and Las Flores (Duke Energy).

Siemens also provided power generation equipment for a 31-MW cogeneration plant (power generation and steam production) in Lima.

Siemens also entered the national oil and gas market and won important contracts for middle-stream gas transport (four 18,000 HP compressor trains), for the up-stream field of Camisea (two 4,000 HP compressor trains) and for the down-stream Peru liquefied natural gas (LNG) plant (two boil-off gas compressors). Pluspetrol Peru Corporation, operator of the main compression plant for the Camisea natural gas pipeline, chose Siemens to provide two compression trains using Siemens SGT 700 gas turbines and Siemens SV turbocompressors; each train has a capacity of 48,000 HP.

Red de Energía del Peru, leader in the power transmission market and part of the ISA Group of Colombia, contracted Siemens to implement its Ampliación 5 turnkey project, which involved extending the capacity of four high-voltage substations.

Healthcare Sector

One of the biggest healthcare projects won by Siemens was for Trecco Tower, the social security headquarters in Lima. Siemens is providing an IT system that will enable 22 teams to coordinate x-ray, computed tomography and mammography systems, as well as a picture archiving and communication system - radiology information system (PACS – RIS) for handling three million patients per year. This project is the largest deployment of information technologies services in the world.

Siemens increased its presence in important private healthcare centers and ranked as the market leader for cutting-edge technology. The company won a contract to supply two computed tomography (CT) scanners (Somatom Emotion 16 and Somatom Sensation 64) and the first magnetic resonance (MR) Magnetom Aera, the most advanced 1.5T magnetic resonance imaging system in Latin America, to Clínica Internacional in Lima. Siemens also provided two Somatom Spirit scanners and two Magnetom Essenza MR systems to MediPeru. DPI, a private image diagnostic center, bought the first magnetic resonance 3-Tesla MAGNETOM Verio, the most advanced magnetic resonance scanner in Peru.

Clínica AngloAmericana, the country's most prestigious private healthcare center, bought the first Somatom Definition Adaptive CT scanner with 128-slice configuration in the country. This system is Siemens' most energy-efficient scanner, and is based on an ecofriendly concept that provides the most advanced radiation protection solutions for patients available on the market. The implementation of diagnostic imaging services for Clínica San Felipe further strengthened Siemens' position in the country's private health sector. In the public sector, a new diagnostic service was implemented for Ica Hospital operated by the Ministry of Health.

The company's record of good corporate governance and social responsibility is demonstrated by its management training programs for employees who develop projects benefiting the community. Siemens implemented programs to support education through several agreements with universities and educational institutions. In September 2011, Siemens Peru participated at Perumin 30, the biggest international mining convention, in the city of Arequipa. Siemens was represented for an entire week by three stands, seven speakers and 30 colleagues from the three Sectors. The company made presentations, met with important customers and gave interviews to the media to strengthen its position in the mining industry, and also presented its sustainable portfolio to the general public.

For further information contact:

Daniela Maúrtua Briseño-Meiggs

Corporate Communications Bolivia, Ecuador, Peru
Siemens S.A.C.

Av. Domingo Orué 971, Surquillo - Lima 34, Peru

Telephone: (+511) 215-4483

E-mail: daniela.maurtua@siemens.com