

SIEMENS

November 2011

Siemens in the Philippines

- In fiscal 2011 (October 1, 2010 – September 30, 2011), Siemens' sales to customers in the Philippines amounted to EUR 107.11 million and new orders totaled EUR 104.74 million.
- Siemens currently has about 330 employees in the Philippines.
- With its innovations, particularly in wind power, Siemens is well positioned to participate in the development of the country's renewable energy market.
- The company has been active in the country since 1894. It is an active technology solutions supplier in the local energy market, a preferred partner of manufacturing plants and a reliable vendor of healthcare equipment, with steady market leadership in advanced imaging solutions on various modalities.

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

Industry Sector

Siemens was chosen as the sole automation and electrical control supplier by Holcim, Philippines, Inc. for the upgrade of the process control systems in all four of its cement plants. Republic Cement Corporation, which is owned by France-based Lafarge, commissioned Siemens to upgrade the control system of a section in its Teresa plant with the company's flagship automation products – PCS7/ Cemat, Sivacon MCC and Profibus. Siemens also won the contract for

a modernization project of a diesel engine power plant owned by the Salcon Power Corporation Group, which is engaged in electricity supply and distribution as well as power plant operations in the southern part of the country. Through various partners, Siemens also booked orders for a syrup mixing machine and other PLC upgrades for a Coca-Cola plant, a system migration for a furnace control in a San Miguel glass plant in Vietnam, an automation contract for Manila Water's water treatment facility and an electrical automation upgrade of a new machine for Unilever Selecta, an ice cream manufacturing plant. In the building technology business, Siemens won various orders from Robinson's, a popular mall chain, and the new corporate headquarters of Zuellig, which is the first building in the Philippines to be awarded a gold-level pre-certification under the Leadership for Energy and Environmental Design Core and Shell (LEED-CS) program of the United States Green Building Council. In the water business, Coca-Cola Bottlers Philippines contracted Siemens to build a wastewater treatment facility and sewage treatment plant for its greenfield plant in Cagayan de Oro. Siemens also secured a contract for an additional wastewater treatment plant for the second phase of the plant's expansion project. In addition, Siemens supplied Coca-Cola's Canlubang plant with a treatment system to purify process water.

Energy Sector

This year, Siemens continued to enhance its leading position in the energy market with supply contracts from the country's main power distributor, Meralco. Siemens provided various pre-wired protection systems for the firm's substations and an upgrade of its SCADA DAS system to Spectrum Power V4.7 to reduce the risk of system outages. For the National Grid Corporation of the Philippines (NGCP), which holds the exclusive franchise to operate and maintain the Philippines' electricity transmission network, Siemens supplied a substation automation system as well as various products to meet utility communication requirements. Gas-insulated switchgears were also supplied to various electric cooperatives in the provinces, such as Davao Light and Power Company, Cagayan Electric Cooperative, Inc. In the area of power generation, Siemens, in collaboration with Turbo Care, was awarded a contract by Energy Development Corporation (EDC) to rehabilitate the turbines and generators of

Bacman Geothermal power plants, located in the province of Sorsogon. The project is scheduled to be completed by the end of 2011. Two other orders were booked – a repair contract for the 300-MW Pagbilao power plant generator outage and an upgrade of the Casecnan hydroelectric power plant. Furthermore, Siemens is pursuing discussions with several independent power producers (IPP) for a wind power project in various locations in the Philippines, a country with the highest wind power potential in the region.

Healthcare Sector

This year, Siemens affirmed its market dominance in the imaging solutions market with multi-modality installations in the country's hospitals in various market segments. Our Lady of Lourdes Hospital, Inc., a 230-bed hospital and subsidiary of local business conglomerate Metro Pacific Investments Corporation, was outfitted with Siemens' Mammomat Inspiration and Axiom Aristos VX Plus as part of the hospital's multi-million dollar investment plan to upgrade its facilities and equipment. Manila Doctors Hospital, a reputable hospital in the country's capital also booked a multi-modality order for a Somatom Definition Flash computed tomography (CT) system, Mammomat Inspiration, Mobilett XP and syngo.plaza PACS system. Chinese General Hospital, a premier medical institution in Manila, ordered a Magnetom Avanto 1.5 Tesla magnetic resonance (MR) system as well as a fully digital radiology department consisting of the Axiom Iconos R200, Axiom Aristos VX Plus, Mammomat Inspiration, Acuson S2000 and Acuson S2000 ABVS ultrasound systems. Hospitals in the provinces had Siemens in mind for their expansion plans. Our Lady of Mount Carmel, a multi-specialty medical facility in San Fernando, Pampanga, is now equipped with Siemens' Magnetom Essenza 1.5 Tesla MRI system, which was presented during the hospital's 10th Foundation Day. Through world-class technologies from Siemens, Antique Medical Center can now offer residents of Antique and neighboring communities various radiology services. It recently purchased a Somatom Sensation 16, the first CT scanner in the province of Antique. Siemens installed six CT systems in Cebu – from the high-end Somatom Definition Flash to the most popular CT in the world, the Somatom Emotion – thus providing the province with the most advanced CT imaging services.

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