

# SIEMENS

November 2008

## Siemens in Egypt

**For 107 years, Siemens has been active in Egypt, where it holds leading positions in its Industry, Energy and Healthcare Sectors, while Siemens IT Solutions and Services functions across all three Sectors. About 40 high-voltage substations and a recently completed 3,035-MW gas turbine plant from Siemens are ensuring the reliability of the country's power supply. In fiscal 2008 (October 1, 2007 – September 30, 2008), sales to customers in Egypt amounted to more than EUR 287 million. New orders totaled almost EUR 320 million. Siemens currently has 379 employees.**

In fiscal 2008, Siemens in Egypt scored major successes in the following Sectors:

### Industry Sector

Siemens has successfully completed the second phase of its agreement with the Industrial Training Council (ITC) for upgrading eight engineering schools and six vocational centers. The entire agreement encompasses fifty engineering schools and vocational centers throughout the country.

Siemens won another contract to supply Helwan Fertilizers Company with seven medium-voltage, explosion-proof motors.

In addition, we are continuing our successful relationships with our various customers. We're supplying: ASEC Automation Company with 16 Simatic PCS7 process control systems; Crystal Asfour, with 3,000 axes of servo motors; and 240 deprived villages, with flowmeters.

Siemens' Industry Solutions Division has been awarded — in a consortium with the Industrial Construction and Engineering Company (SIAC) — the Cairo Regional Processing Center for the HSBC Bank located at Smart Village. Siemens also won a number of turnkey electro-mechanical works, including: commercial showrooms at Cairo-Alexandria desert road; a new

branch of the Arab Bank in Cairo; a new branch of Carrefour in Al-Obour City (third branch in a row); the renovation of 240 rooms in blocks D and E of the Mena House Hotel; and a turnkey electro-mechanical works, which was located and assigned by Smart Village to the administration building B-145.

All of these contracts are in addition to the newly awarded project for Shoubra El-Kheima water treatment plant; that comprises the rehabilitation of the existing plant and the new extension to serve the area's increasing water demand.

The Egyptian National Railways (ENR) awarded Siemens a contract to supply spare parts for the automatic train control (ATC) systems. For more than 25 years, ENR has been using the train control system supplied by Siemens to guarantee safe train operation on its network.

### **Energy Sector**

Egypt's Ministry of Electricity and Energy awarded Siemens two contracts for air insulated switchgear (AIS) turnkey projects. The first substation (220/22kV, 2x125 MVA) is located in EL-Zafarana, while the second substation (66/11kV) is in EL-Sail in Upper Egypt. The goal of these projects is to increase the capacity of electricity and to ensure a reliable supply to Egypt's transmission and sub-transmission network.

Two other turnkey substation projects were also signed with the Ministry of Electricity and Energy for gas insulated switchgears (GIS). The first substation (220/66kV) is located in El-Atf and the other substations (220/66kV, 2x125 MVA) are in Samalout and Naga Hamadi. Their shared goal is to evacuate the energy of the related power stations to meet Egypt's extra high voltage unified power network.

Siemens signed a four-year-long operating plant service agreement with East Delta Electricity Production Company for six SGT5-2000F gas turbines in the Damietta Power Station.

The Oil & Gas Division signed a contract with Burullus Gas Company for the supply, erection and commissioning of two SGT-400 turbines with cogeneration technology in Burullus.

## **Healthcare Sector**

Siemens signed a contract to supply the Egyptian Ministry of Health with complete diagnostic imaging and oncology treatment solutions; they include the region's first 64-slice positron emission tomography/computed tomography (PET/CT) system.

Siemens Biograph is a multimodality system: It combines PET, which makes body function visible, and CT, which makes body anatomy visible. PET/CT imaging will enable earlier cancer detection and treatment.

Siemens has pioneered another advance in Egypt's health care technology by supplying Alexandria's "Ayadi AL-Mostakbal Charity Hospital" with the newly launched Artiste Linear Accelerator equipment – the first of its kind in the Middle East and Africa. 'Artiste' is an integrated imaging and workflow solution that offers a comprehensive portfolio of image-guided and advanced adaptive treatment delivery protocols.

The history of Siemens in Egypt dates back to 1901, when Siemens opened its first technical office in Cairo. The company's long-term commitment to Egypt was under-scored in 1992, when Siemens Limited was established to handle all Siemens sales and service activities in Egypt. Since October 1998, Siemens Limited has been a consolidated Regional Company, with the goal of further expanding and strengthening Siemens' business relations with Egypt. On October 1, 2008, Siemens Limited changed its legal form to become Siemens S.A.E.

During the past 107 years, Siemens has developed into a long-term, reliable and committed partner with Egypt. We are a key collaborator and supporter of education reform through the Egyptian Education Initiative (EEI), a reference Public/Private Partnership (PPP). The initiative creates educational activities for pre-schools, schools and universities that will improve the future of younger generations and help nurture tomorrow's scientists and engineers. To help ensure the initiative's broad reach and success, Siemens is cooperating with the Ministries of Education and Higher Education, universities and local and international schools. Together with the German University in Cairo, Siemens has launched the "Discovery Box." The program's goals are to awaken the interest of Egyptian pre-school children in science and

technology, and to encourage them to begin investigating the world around them. Siemens is fully committed to a business strategy that generates profits while contributing to the well-being of the populations it serves.

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