

## Introduction

Siemens is a global technology powerhouse that stands for engineering excellence, innovation, quality, reliability and internationality.

Siemens Vietnam dates back to 1979 when the company supplied and installed the first two industrial steam turbines at Bai Bang Paper Mill. The establishment of our representative offices in Hanoi Capital and Ho Chi Minh City in 1993 and the turn into a limited company in 2002 are the most significant and far-reaching steps in our history in Vietnam. During several decades, Siemens has successfully participated in numerous infrastructure projects in Vietnam and made remarkable contributions to the socio-economic development of Vietnam.

Today, Siemens is a market and innovation leader in the fields of Power and Gas, Energy Management, Power Generation Services, Mobility, Building Technologies, Digital Factory, Process Industries and Drives as well as in Healthcare. Currently, Siemens has three offices located in the heart of Hanoi, Danang and Ho Chi Minh City together with a manufacturing site in Binh Duong province.

We are proud to be a trusted partner of Vietnamese customers and We grow together with Vietnam.

## Business & Portfolio

### Power and Gas

We enable environmentally-friendly and resource-saving power generation through our gas and steam turbines, generators, compressors, integrated power plant & process automation.

### Wind Power and Renewables

We deliver cost-efficient, clean, renewable wind power through innovative blade design, generator technology and a streamlined manufacturing and installation process.

### Power Generation Services

We provide high performance rotating power equipment for the utility, oil and gas and industrial processing industries.

### Energy Management

We supply electrical systems for the low-voltage and distribution power grid level, smart grid, energy automation solutions, power supply for industrial plants and high-voltage transmission systems.

### Mobility

We provide answers for interconnected and IT based mobility through our full range of vehicles for rail traffic, signal and control, electrification, road traffic control and information systems networking of different traffic systems.

### Building Technologies

We are a world market leader for safe, energy-efficient and environmentally-friendly buildings and infrastructure with solutions for fire safety, security, building automation, HVAC and energy management.

### Digital Factory

We offer a comprehensive portfolio of seamlessly integrated technology to help companies increase their productivity, efficiency and time-to-market.

### Process Industries and Drives

We provide future-proof automation, drive technology, industrial software and services based on best-in-class technology platforms like Totally Integrated Automation (TIA) and Integrated Drive Systems (IDS).

### Healthcare

We develop innovative technologies for medical diagnosis and therapy, as well as solutions to ensure optimal efficiency in hospitals and clinics.

# In Vietnam. For Vietnam.

At Siemens, we believe companies can only succeed if they fulfill the needs of the society they work in. That means business has a responsibility for economic and social development, and must add lasting value to the countries and communities they are in. We identify 4 key areas that set the focus of our impact assessment and measure Siemens' contribution to Vietnam.

## What matters to Vietnam

### Improving Quality of Life



Ensuring stable energy to meet the needs of a fast growing population and industries.

Ensuring adequate and affordable healthcare for the population of over 90 millions. Upgrading medical equipment is one of the crucial changes.

### Propelling Economic Development



Achieving average economic growth rate of 6.5 - 7% per annum alongside pushing up industrialization and modernization.

### Fostering Human Capital & Innovation



Raising the percentage of trained workforce to 65 - 70% including 25 - 26% skilled and certificated by 2020.

Improving the quality of education and training, especially technical education.

### Sustaining the Environment



Striving to reduce greenhouse emissions intensity by 8 - 10% by 2020 and energy consumption per unit of GDP by 1 - 1.5% annually.

## ...matters to Siemens.

Thousands of 110kV sub-stations, hundreds of 220kV sub-stations and dozens of 500kV sub-stations are being equipped with Siemens high-medium voltage products.

Siemens gas turbines contribute about 10% of Vietnam's total electricity output with a high reliability of more than 95%.

697 hospitals & clinics (out of 1,100 hospitals & clinics nationwide) are being equipped with Siemens diagnostic and imaging systems.

Siemens' global operations made direct contribution of about VND 10.3tn to Vietnam's GDP in FY15, which equals to about 0.3% of Vietnam's GDP in 2015.

Indirectly, VND 0.8tn of private consumption was financed by wages & salaries paid to employees of Siemens and Siemens' supply chain along with VND 8.6tn from the operations of Siemens' direct customers.

A total of over 93,000 jobs in Vietnam are linked to Siemens' global business operations.

Siemens AG establishes in Vietnam a hub with qualified staff to work in site management, construction, erection, commission and quality control for Siemens power projects worldwide. So far more than 20 Vietnamese engineers have been recruited and trained to work at Siemens international power plant projects.

Thousands of doctors and healthcare practitioners are trained in clinical talks and Continuing Medical Education courses organized by Siemens Healthineers every year.

We advance engineering and manufacturing education in Vietnam by providing students at technical institutions with our advanced automation equipment and our industry cutting-edge Product Lifecycle Management software.

We organise numerous technical workshops for thousands of students at technical and engineering universities across Vietnam. We are working with a number of universities to introduce Industry 4.0 concept.

Siemens technology in Combined Cycle Power Plant helps Vietnam reduce nearly five million tons of CO<sub>2</sub> emission per year compared to the world average.

Siemens Building Management Systems make nearly a hundred of commercial buildings and resorts in Vietnam more energy efficient.