



SIEMENS

The Company

Siemens 2009

Vienna Economic Forum,
Sarajevo Talks,

DI Emir Begic
Head of Energy Sector in Siemens d.o.o.

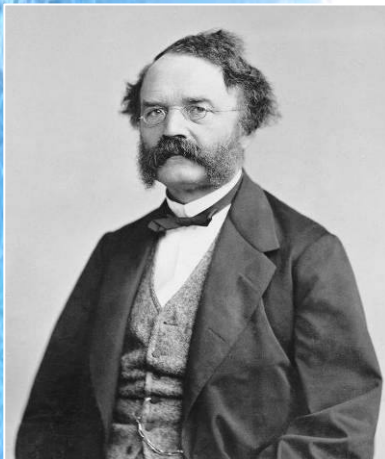
© Siemens AG 2008. All rights reserved.

From Werner von Siemens' workshop to global player – active in over 190 countries

SIEMENS



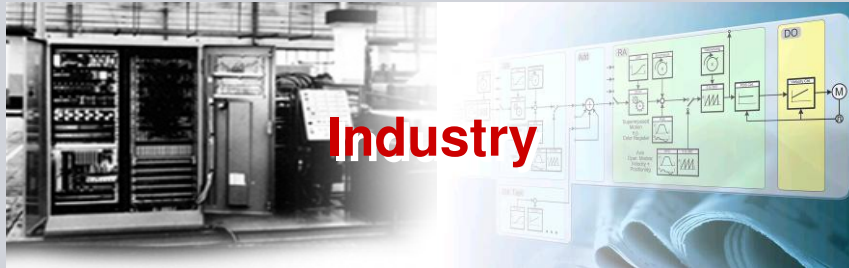
Telegraphen Bau-Anstalt
von
SIEMENS & HALSKE
in
BERLIN.



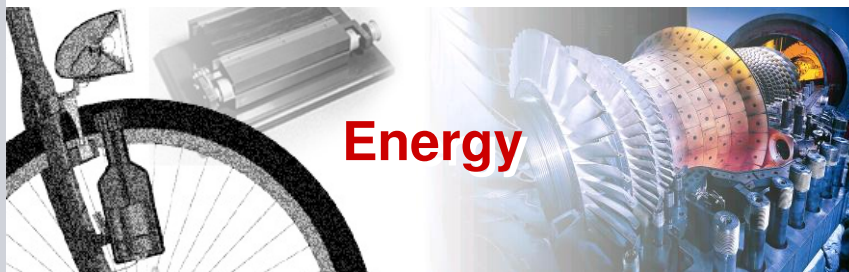
SIEMENS

- 1847** Founding of "Telegraphen-Bauanstalt von Siemens & Halske" in Berlin
- 1850** First international sales agency in London
- 1855** Founding of the Russian company as the first foreign branch
- 1904** First permanent office in China
- 1905** Founding of Siemens do Brazil
- 1924** Founding of Siemens India Ltd.
- 1961** Exports exceed 1 billion DM for first time
- 1968** Siemens passes the 100-country mark
- 1970** Founding of Siemens Corporation, USA
- 1994** Founding of Siemens Ltd. China in Beijing

Siemens' innovations have changed the world



From the first electronic controls –
to fully automated factories



From the invention of the dynamo –
to the world's most efficient gas
turbines



From the first views inside the body –
to full-body 3D scans

Sectors and Divisions

Sectors

Industry

Divisions

- Drive Technologies
- Industry Automation
- Building Technologies
- Mobility
- Lighting (OSRAM)
- Industry Solutions



Energy

Divisions

- Fossil Power Generation
- Renewable Energy
- Oil & Gas
- Energy Service
- Power Transmission
- Power Distribution



Healthcare

Divisions

- Imaging & IT
- Workflow & Solutions
- Diagnostics



Energy Sector – overview

Sector profile

The Siemens Energy Sector is the world's leading supplier of a complete spectrum of products, services and solutions for the generation, transmission and distribution of power and for the extraction, conversion and transport of oil and gas.

Some product highlights

**Industrial
gas
turbines**



**Wind
turbines**



**HVDC
trans-
mission**



Industry Sector – overview

Sector profile

The Siemens Industry Sector is the world's leading supplier of production, transport, building and lighting systems. Siemens increases the productivity, flexibility and efficiency of its industry and infrastructure customers with its complete hardware and software technologies and comprehensive industry solutions.

Some product highlights

**Customized
motors**



**Industrial
water
treatment**



**Velaro
high speed
trains**



Healthcare Sector – overview

Sector profile

The Siemens Healthcare Sector is one of the largest suppliers of healthcare technology in the world. It offers solutions for the entire supply chain under one roof – from prevention and early detection through diagnosis and on to treatment and aftercare. In addition, Siemens Healthcare is the market leader for innovative hearing devices.

Some product highlights

Hearing systems



Laboatory automation



Adaptive scanner



Siemens answers the world's toughest questions



Energy

Facts that prompt questions

- More than 40% increase in worldwide energy demand in the coming 25 years
- Emerging countries account for two-thirds of the increase in the world's primary energy consumption.
- Energy mix will not change fundamentally in the next 10 years.
- Increase of CO₂ emissions endangers global climate.

Siemens answers

- Market leader for offshore wind farms
- Manufacturer of largest and most efficient gas turbine
- Leading provider of HVDC lines and world's most powerful 800-kV transformer
- "Performance Contracting" offers a complete portfolio for energy-efficient solutions in buildings

Siemens Energy Sector – Answers for energy supply

SIEMENS

Energy Products and Solutions - in 6 Divisions

Oil & Gas



Fossil
Power
Generation



Renewable
Energy



Energy
Service



Power
Trans-
mission



Power
Distribution



Cluster Central and Eastern Europe (CEE)



Siemens d.o.o. in Bosnia and Herzegovina



- Siemens d.o.o. founded in 1996
- Offices in Sarajevo and Banja Luka
- 65 Employees in 3 sectors
- 1 PhD, 5 MSc., 31 BSc - Engineers.
- 15 commissioning engineers
- own local competences in all 3 sectors
- established local competence enabling Siemens d.o.o. to round up all phases required to bid and implement even most complex projects followed by after-sales services

Main Reference Projects in Bosnia and Herzegovina

Energy

- Power III – SCADA EMS incl. autom. in more than 130 SS
- Automatization of 5 Blocks in TPP KAKANJ and TPP Tuzla
- 220kV GIS for HPP Rama and HPP Mostarsko Blato
- Arcelor Mittal – Service of 25MW turbine and 120MVA Transformer

Healthcare

- 8 Magnet Resonance system
- 12 CT systems
- 42 Ultra Sounds systems
- 38 AX (Rentgen) systems

Customer's References:

University hospitals in Sarajevo , Banja Luka, Tuzla,
private hospitals SUNCE, and Azabagic

Industry

- Equipping of RS Government Building in Banja Luka
- Building of infrastructure facilities related to GSM network for HT Mostar

Future of Siemens in Bosnia and Herzegovina

- Further development of required competences in BiH thus being able to offer even better services to our customers.
- Reliable, strong and competent partner of BiH economy as well as upcoming infrastructure and energy projects.
- Market leader in BiH underlining its research&development as one of the most important drives aiming at permanent presence in this market.
- Our and BiH energy policy will, for sure, focus on the projects of renewable energy (wind parks and small HPP) as well as building of conventional plants.

Thank you for your attention!

Emir Begić

Dipl. Ing.

Head of Energy Sector

Siemens d.o.o.

Bosnia and Herzegovina

Phone: +387 33 276 647

Fax: +387 33 661 279

Mobile: +387 61 17 15 16

E-mail:

emir.begic@siemens.com