

Siemens' Innovative Energy Efficiency Technologies and its Commitment to the Society of China

西门子节能创新解决方案，致力成为优秀企业公民

April 2008
2008年4月

Siemens at a Glance

西门子在中国

Siemens is the global powerhouse in electrical engineering and electronics, is one of the most well-know, liked and respected corporate citizens in China. This is not surprising given Siemens long history of co-operation dating back to 1872.

西门子是世界上最大的电气和电子公司之一，也是中国最知名、最受爱戴和尊敬的企业公民之一。西门子与中国的合作历史可以追溯到1872年。

1872 -1903 Starting the Cooperation
合作的开端

1904 -1949 Taking root in China
植根中国

1948 -1978 Reestablishing business relationships
重建商贸关系

1978 -1989 Expanding co-operation to support China's opening-up and modernization
深化合作，支持中国的改革开放和现代化建设

1989-1999 Gaining momentum with local manufacturing and regionalization
通过本地生产和地区性组织加速发展

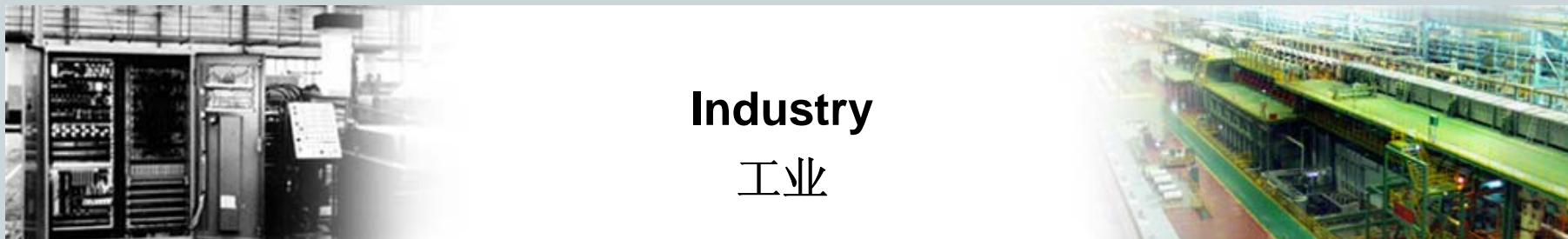
1999-2003 Stepping up local R&D and procurement
加大本地研发和采购力度

2004 beyond Partnering for the future
面向未来的伙伴关系



Siemens' innovations have changed the world

西门子创新改变世界



Industry

工业

From the first electronic controls – to fully automated factories

从首台电子控制装置到全自动化工厂



Energy

能源

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

从发明发电机到世界上效率最高的燃气轮机



Healthcare





医疗

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

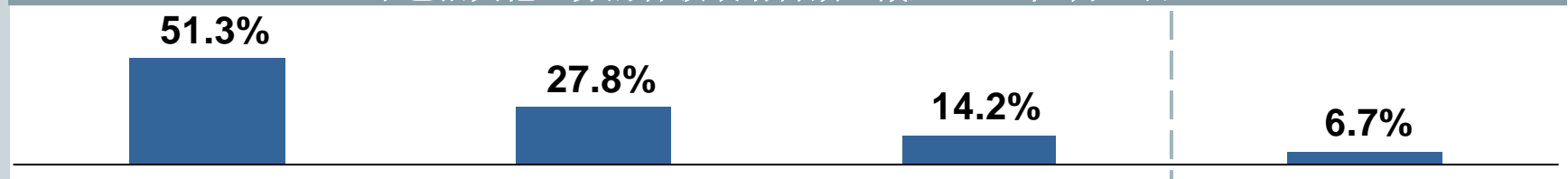
从第一次体内影像到全身 3D 扫描

Active in three Sectors

积极活跃在三大领域

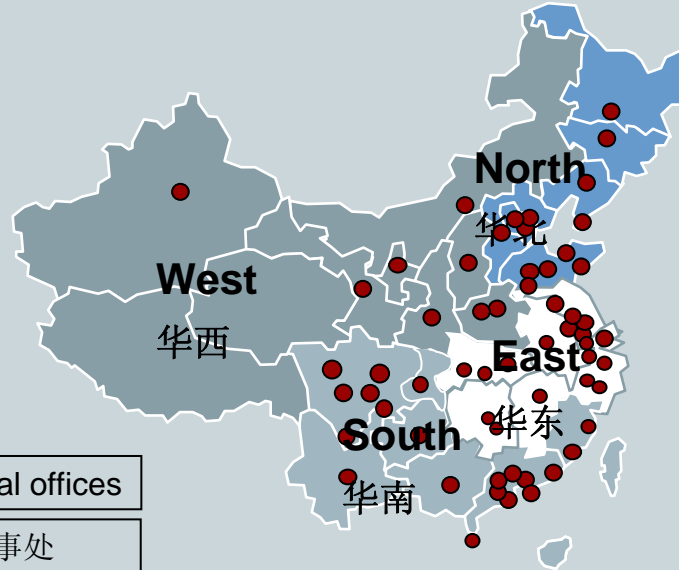
Industry 工业	Energy 能源	Healthcare 医疗	Cross-Sector activities 跨领域的业务
			
Automation and Drives	Power Generation	Medical Solutions	IT Solutions and Services
Industrial Solutions and Services	Power Transmission and Distribution		Siemens Financial Services
Siemens Building Technologies			
Transportation Systems			
OSRAM			

External sales of Sectors excluding Other Operations (as of September 30, 2007)
不包括其他业务的各领域销售额（截至2007年9月30日）



China – Strong base in a dynamic environment

中国– 动态环境下的牢固基础



Overview 2007 概览

Revenue (in millions of euros)	5,200
销售额 (单位: 百万欧元)	
Employees	50,000
员工	
Regional offices	60
地区办公室	
Companies	>90
运营公司	

Contributions to China's Infrastructure

为中国基础设施所做的贡献

- 1400 kilometer long HVDC transmission system for Southern China
中国南方城市1400公里的高压直流输配电系统
- 500 6-axle freight locomotives
六轴货运机车



Energy Efficiency - a critical indicator for Siemens in pursuit of sustainability development

能源的有效利用 - 西门子力求可持续发展的重要的指标

SIEMENS

What are the approaches:

- Expanding renewable energy resources such as wind power;
- Conserving fossil fuels with the associated increase in conversion efficiency;
- Modernizing existing plants and building new high-efficiency plants and systems.

措施考量:

- 扩大再生能源如风力
- 通过提高能源利用效率, 节约化石燃料
- 对现有工厂进行现代化、建设新的高效工厂和系统来实现



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Importance to keep high energy efficiency in China

在中国保持能源高效利用的重要性

Burning fossil fuel thereby releasing carbon dioxide (CO₂) leads to possible risk of global warming and subsequent change in world's climate. Availability of energy resources are limited. Energy consumption is also increasing sharply in populous China.

燃烧化石燃料排放的二氧化碳(CO₂)造成全球变暖和气候气候的变化，以及可用的能源有限，在人口稠密的中国，能源使用呈高度增长的趋势。



Siemens is **committed** to sustainable development

西门子致力于可持续发展

SIEMENS

"I will **not sell** the
future for a quick
profit!"

“我不会用 **未来** 换取
当前的利润!”

(1878: Werner von Siemens)

(1878: 维尔纳·冯·西门子)



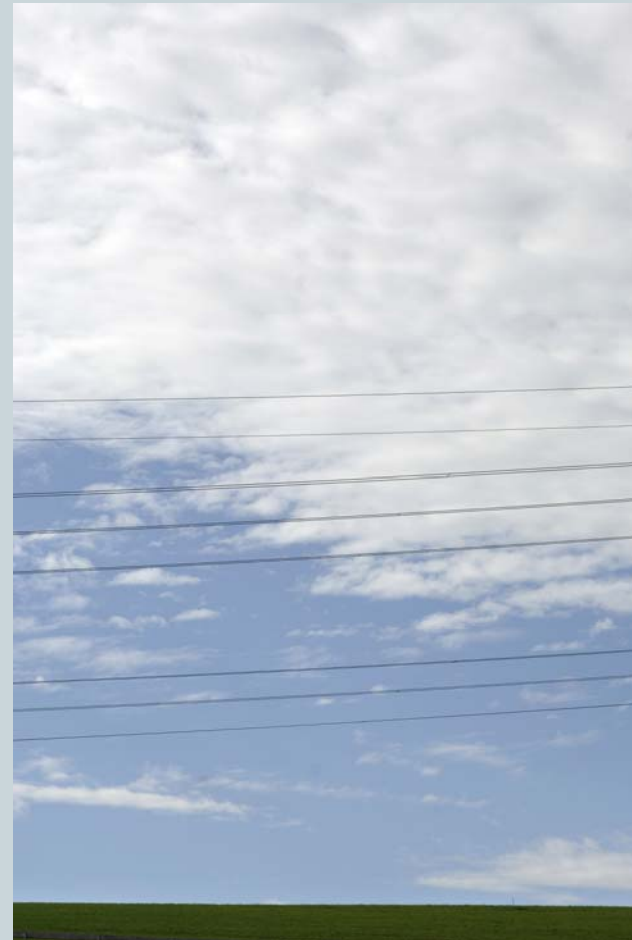
Siemens China expands its commitment to energy saving and environmental care

SIEMENS

西门子在中国努力实现节能环保和环境的和谐发展

Siemens plans to inject half of its 10 billion RMB mid-term investments into innovative energy-saving and environmental-friendly technologies and solutions by introducing the latest and most advanced technologies in China and strive to continue its leading position in this field. This will help China realize its sustainable and harmonious development.

西门子将把在华中期投资中的50亿元人民币投入到与节能环保相关的技术创新领域，并把最先进的节能环保科技带到中国，力争成为该领域在中国的领军人物，助力中国实现经济 and 环境的和谐发展。



How can Siemens technology help saving Energy?



西门子的技术将如何帮助节约能源

- Siemens' portfolio is covering the **entire energy chain** with energy efficient products and solutions.
- 西门子将节能产品及解决方案应用于整条节能产业链上



Generation of Power
发电



Energy for Healthcare
医疗能源



Energy for Industry
工业能源



Transmission and
distribution of Power
输配电



Energy for Mobility
交通能源

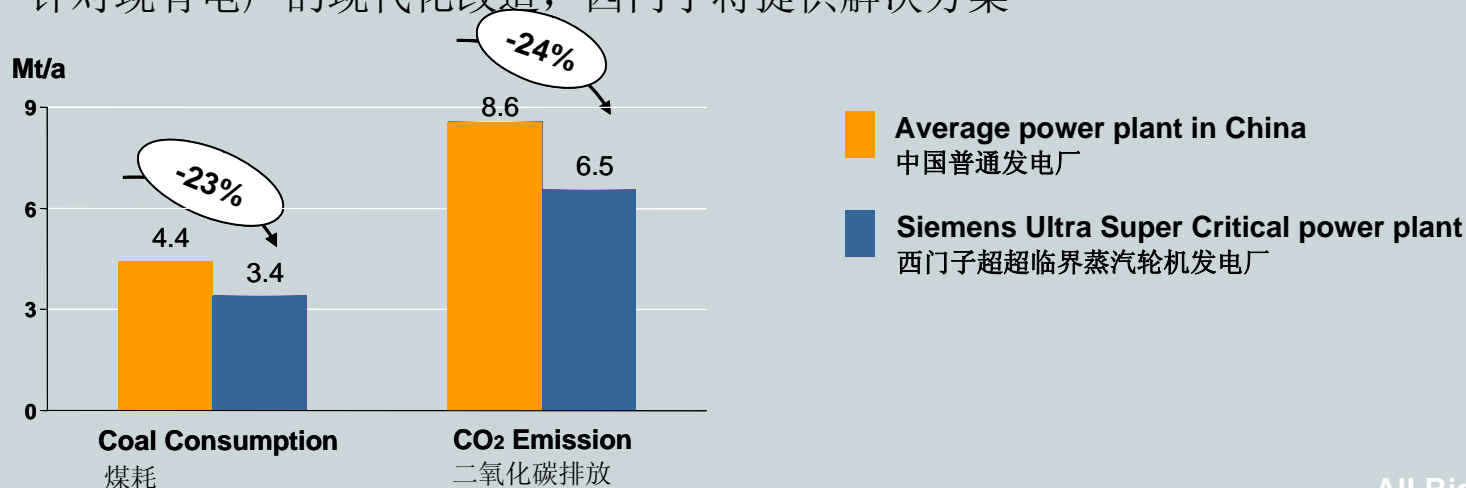


Energy for Households
家庭能源

How do we generate power more efficiently?

我们将如何使发电更有效率

- Siemens is leader in **1000MW Ultra Super Critical steam turbine technology** for coal fired power plants.
西门子是燃煤发电长所用100万千瓦超超临界蒸汽轮机发电技术的领导者-煤耗-二氧化碳排放
- Ultra Super critical steam power plants reduce coal consumption & CO2 emission.
超超临界蒸汽轮机发电厂可降低煤炭消耗量及二氧化碳排放量
- Siemens offers solutions for modernization & upgrade for existing plants.
针对现有电厂的现代化改造，西门子将提供解决方案



Huaneng Yuhuan 4x1000 MW ultra-supercritical (USC) power plant uses Siemens technology

SIEMENS

华能玉环超超临界燃煤发电厂使用了西门子技术

Yuhuan power plant sets a new milestone in construction of highly efficient clean coal-fired plants in China. By using the most advanced technologies, including ultra-supercritical technology from Siemens, the project is top-ranking worldwide in terms of high efficiency, unit output, environmental protection and resource saving. Its overall efficiency reaches 45%.

采用西门子超超临界技术的华能玉环燃煤发电厂效率高达**45%**，同时在装机容量、环保、和节省能源等诸多方面也都已达到了世界一流水平。



How do we transmit power more efficiently?

我们如何进行更有效率的电力传输

Using our high-voltage direct-current transmission (HVDC) technology, we are able to carry electricity over distances exceeding 1,400km (870miles) with minimized energy losses.

Siemens HVDC system between Yunnan and Guangdong. This 1400 kilometer long system is the first ever to be built in the world with a power transmission capacity of 5000MW. This HVDC grid will help to transport electricity from remote western areas to the consumers in the east with a Minimum loss of energy.

我们的高压直流输电(HVDC)技术，可以将电输送到1400公里（870英里）以外的地方，同时将电能损耗降到最低水平。



西门子与中国合作伙伴一起建设从云南省到广东省的特高压直流输电(HVDC)系统。该系统输送容量为500万千瓦，输电电压为800千伏，将成为全球范围内有史以来输电能力最大的远距离高压直流线路。

How do we use power more efficiently in buildings?

如何在楼宇中更有效的使用能源？

SIEMENS



Siemens' new buildings in Beijing and Shanghai uses state of art building technology. Consume 1/3 less energy usage than a comparable office building in China

北京及上海的两栋最新落成的西门子大楼使用了最新绿色建筑技术。与中国同等水平的办公楼相比将节约1/3的能量。

Siemens Commitment to Energy Efficiency



西门子大力宣传节能环保

Through cooperation with the State Environmental Protection Administration, Siemens further promoted energy efficiency and environmental protection in China, Siemens was specially featured in a documentary series focusing on advanced technologies titled as “Windows on the European Environment”

通过与国家环保局合作，西门子积极在中国倡导节能环保。中央电视台曾在专栏节目“欧洲环保之窗”中对西门子高效节能环保的技术进行了专题报道



Efficient Energy Supply
高效能源供应



Intelligent Traffic Control
智能交通控制



Water Treatment
水处理

Siemens answers the world's toughest question

世界面临种种挑战，西门子总有答案

SIEMENS

How can you manufacture customized products at affordable prices?

How can you power a planet hungry for electricity without damaging it?

How can disease be detected before it strikes?

The Siemens answer:
Innovations for industry, energy and the environment, and healthcare.

www.siemens.com/answers

SIEMENS

Siemens answers the toughest question by helping you achieve energy efficiency in China and strive to become a **good corporate citizenship** and Preferred partner in China

世界面临种种挑战，西门子总有答案。西门子助您有效使用能源，致力成为优秀企业公民，成为受中国青睐的合作伙伴

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CSR at Siemens – One top of priorities

西门子企业公民 - 首要职责

Corporate responsibility is a top priority at Siemens and is firmly embedded in our strategy. It encompasses four main areas:

西门子公司十分重视企业责任，已将其紧密地纳入公司的战略中。它主要包括四个领域：



Corporate Citizenship / Corporate Social Responsibility **SIEMENS**

– Two umbrella program 西门子企业公民 - 两大项目

Our corporate citizenship efforts are driven locally in response to specific local needs and priorities, but linked to a global framework
我们的企业公民活动在全球2大项目的指导下，根据各个地方的具体需求进行。

Two umbrella programs 两大项目:



西门子·携手关爱 – 助建和谐社会

Caring hands, which comprises Volunteerism, Social Programs and Disaster Relief.

“西门子·携手关爱”包括志愿者服务、社会公益和赈灾。



西门子·点燃未来 – 支助教育事业

Generation 21, which comprises education activities for pre-schools, schools and universities to help nurture tomorrow's scientists and engineers.

“西门子·点燃未来”包含了针对学前、中学和大学的教育活动

John Rabe - The first good Corporate Citizen in Siemens 约翰·拉贝先生 - 西门子企业好公民的代表

John Rabe, While working in China for Siemens, he organized a “safety zone” that provided humanitarian aid and shelter for over 250,000 Chinese refugees at Siemens’ property in Nanjing during the “Nanjing Massacre”.

约翰·拉贝先生，时任西门子在南京的业务代表，在南京大屠杀期间为超过25万名中国难民提供了人道主义援助，并借助西门子南京的地界向他们提供避难场所。



John Rabe, (1882 – 1949)

约翰·拉贝先生

Siemens Caring Hands - Public Welfare

西门子·携手关爱 - 公益事业



One of our most famous good corporate Citizen: John Rabe Ceremony: After renovation, John Rabe House

约翰·拉贝故居修缮一新对公众开放

On Oct. 31, 2006, Nanjing University, the Consulate General of the Federal Republic of Germany in Shanghai, Siemens China and Jiangsu BS Home Appliances Sales Co., Ltd. jointly held the opening ceremony in Nanjing University to announce the official opening of the newly renovated John Rabe House. Siemens was the main contributor to the renovation cost.



2006年10月31日，南京大学、德意志联邦共和国驻上海总领事馆、西门子(中国)有限公司、江苏博西家用电器销售有限公司在南京大学举行揭幕仪式，这标志着修缮一新的约翰·拉贝故居正式对外开放。西门子为主要资助方。

Siemens Caring Hands - Health Care

西门子·携手关爱 - 社会公益



Siemens kicks off US\$ 10 million rural healthcare project

西门子支持中国新农村医疗卫生事业

Siemens kicked off a 5-year rural healthcare project with a total investment volume of US\$ 10 million. The project which is supported by China's Ministry of Health shall help to sustainably improve healthcare in rural areas of China. (April 2007)



由全球医疗设备巨子西门子公司主办,中国医学装备协会协办的名为健康大地 --“西门子新农村医疗示范中心”项目在京正式启动, 该项目旨在探求具有中国特色的医疗设备解决方案和医疗服务模式, 以更好地满足中国广大农村地区对医疗的需求。(2007年4月)

Siemens Caring Hands - Health Care

西门子·携手关爱 - 医疗事业



Siemens cares for hearing-impaired children

西门子关爱听障儿童

Siemens donated 2,000 advanced digital hearing aids valued over RMB 10 million to the China Foundation for Disabled Persons on the occasion of "China Helping Disabled Day" fast approaching on May 21st. Since 1987, Siemens has worked with Chinese partners to promote the welfare of the hearing-impaired, introducing advanced hearing rehabilitation methods to China and donating hearing aids to children in need. To date, over 40,000 hearing-impaired people have benefited from Siemens' contribution. (May 2006)



在“5·21全国助残日”来临之际，西门子向中国残疾人福利基金会捐赠总价值超过千万人民币的先进数字助听器共2000套。自1987年以来，西门子一直和中国紧密合作，致力于改善听障人士的福利，将先进的听力康复理念带入中国，并向大量贫困聋儿捐赠助听器。迄今为止，已有超过四万人受益于西门子的不懈努力。（2006年5月）

Siemens donates RMB 2 million worth of energy-saving products to sponsor refurbishment of Wenyuan Building at Tongji University Shanghai

西门子向同济大学捐赠价值**200**万元的节能产品，襄助老建筑文远楼翻新。

On the occasion of Tongji University's refurbishment of its historical architecture "Wenyuan" building into Eco-building, Siemens, one of the world's largest electrical and electronics companies, donates RMB 2 million worth of energy-saving building automated management system and lighting products for the refurbishment. Siemens' solid commitment to revitalizing more Chinese historical architectures with advanced technologies and innovative products reaffirmed . (April 2007)



在同济大学采用多种节能新技术，将其校园历史建筑“文远楼”改建成生态建筑之际，西门子公司向同济大学捐赠价值**200**万元人民币的节能型楼宇自动化管理系统以及照明产品，用于这一改造工程。西门子致力于运用其先进技术和创新产品，使更多中国优秀的老建筑重焕生机。（2007年4月）

Siemens Caring Hands - Environmental Protection

西门子·携手关爱 - 环境保护



Siemens Kicks Off "Green Village" Program Guangzhou, Guangdong Province

Committed to contribute innovative solutions to supply safe daily water and save energy in rural China

西门子启动中国“绿色农村”民生工程
贡献创新方案，让农民喝上放心水

The kick-off of a three-year “Green Village Program” in China to provide safe daily water and energy saving solutions to improve the living conditions in the needy countryside. Under the program, Siemens will commit at least 3 million RMB to help needy villages to resolve the environmental problems seriously affecting villagers’ daily life. (Nov.2007)



西门子在中国启动“绿色农村”民生工程，为有需要的农村地区提供安全的生活用水和节能方案，以提高农民的生活质量。在未来三年内，西门子将投入至少三百万元人民币，以解决较严重影响村民日常生活的环境问题，首个示范工程将于今年12月在广东省展开。
(2007年11月)

Siemens Caring Hands - Employee Volunteerism

西门子·携手关爱 - 职工志愿援助



Siemens launched "Enlightening the Future 2006" program in Guangdong. 五载携手关爱 教育“点燃未来”

55 Siemens volunteers together with 3 teenagers from Xikeng village helped by previous Enlightening the Future projects arrived in Lianhe Village, Boluo county to set up the first PC-lab, the first library of the village and provide training of basic PC skills, English and science for local teachers and children. This year the program also celebrated its 5th anniversary. (September 2006)



由西门子、广东青年志愿者协会和广东团省委合作举办的“点燃未来”项目迎来了它的五周年。西门子跨国志愿者队伍一行50多人，前往广东博罗的联和村，为孩子们建起了一座图书室和电脑室，并且给该校的师生讲授了英语口语课程、趣味科学课程和计算机基本技能。（2006年9月）

Siemens Caring Hands - Disaster Relief

西门子·携手关爱 - 灾事援助



Support China Fighting Snow Storms 捐资支持雪灾地区重建家园



The freezing weather and snow storms, sweeping across Southern, Central and Eastern China during January 2008, have affected lives of tens of millions of people and resulted in serious consequences. Siemens and staffs immediately donated RMB100k in cash and quilt and winter clothes valued at around RMB50k as an immediate echo to the concerted efforts of the whole country.

2008年1月，中国东南地区发生严重的冰雪天气，导致大部分地区受灾。西门子（中国）有限公司和员工纷纷向灾区人民解囊相助，迅速捐献了10万元人民币和近价值5万元的物资，帮助雪灾中受难的人们。（2008年2月）

Support China Fighting SARS 帮助中国抗击非典



During the battle against SARS, Siemens donated 17 medical ventilators and 200 mobile phones valued at 7 million RMB to support China's fight against SARS. The equipment helped healthcare professionals and relief personnel in 15 provinces and municipalities to work more efficiently and effectively. (April 2003)

西门子向中国捐赠了总价值为700万元的17台呼吸机和200部手机以帮助中国抗击非典。这些设备分发到中国15个省市抗击在“非典”一线的医护人员和救援人员，以帮助他们更有效地战胜“非典”。（2003年4月）

"Siemens Scholarship" to Beijing Sport University's outstanding Students awarded “西门子奖学金”颁发给北京体育大学优秀大学生

On January 10, 2008, to 40 outstanding students of Beijing Sports University Siemens China awarded the "Siemens Scholarship Award". The scholarship has a total value of one million RMB.

The "Siemens Scholarship" is designed to support Chinese Sports Education projects. Siemens China believes to encourage and develop the Olympic Spirit of "Faster, Higher and Stronger". The total sponsorship will run over 4 years, There are 40 excellent students which received the scholarship this year. (January 2008)



2008年1月10日，西门子（中国）有限公司向北京体育大学40名优秀大学生颁发了“西门子奖学金”。奖学金总额为100万人民币。

此项“西门子奖学金”特别为支持中国体育教育事业而设置。西门子相信该项奖学金的颁发将有助于更好的将“更高，更快，更强”的奥运精神发扬光大。此次奖学金总金额为100万人民币，分四年发放。今年共有40名优秀大学生获得该项奖学金。(2008年1月)

ASEA Competence Centers for 10 top universities

西门子支持高校建立ASEA技能测试中心

Siemens Automation & Drives Group donated 30 sets of automation systems and 6 sets of process automation systems worth more than 10 million RMB for the construction of Automation System Engineer Accreditation (ASEA) Competence Centers in 10 top universities in China. The ASEA program, which is based on practice and application training, is designed to provide practical experience to automation engineer students in China's universities. (September 2005)



西门子自动化与驱动集团向中国十间大学捐赠了总值超过1000万人民币的30套自动化系统及6套过程自动化系统，以支持中国高校建立ASEA(中国自动化系统工程师认证)技能测试中心。ASEA项目以实践和应用训练为基础，为中国高校的自动化工程的学生提供职业培训(2005年9月)

Siemens Generation 21 – “Siemens Discovery Box”

西门子·点燃未来 - 西门子探索箱



The Discovery Box consists of two large wooden boxes on the Siemens topics of Energy & Electricity and Environment & Health. They are full of equipment for carrying out experiments in these areas.

西门子探索箱包括2个木箱，它们的主题分别为“能源与电力”、“环境与健康”。使用它们可以完成这2大方面的试验。

The main ideas of creating these two boxes are to promote environmental awareness and to draw interests of science and technology to the children, supporting the teachers by equipping them with material and know-how (start 2007)

西门子探索箱旨在提高孩子们的环境意识，增强他们对科学的兴趣，为教师提供试验操作的器具和试验指导。



Energy & Electricity



Environment & Health

Siemens Generation 21 - "Siemens Discovery Box"

西门子·点燃未来 - 西门子探索箱



Siemens Launch Discovery Box Donation Roll-out in China

西门子在全国启动探索箱捐赠活动

Siemens donated 50 sets of Discovery Box to Soong Ching Ling Foundation Sunflower Arts Kindergarten. The donation ceremony is also the kick off ceremony for Discovery Box project in China which is under the global umbrella of "Siemens Generation 21". Following kick off activity, up to a thousand discovery boxes will be donated to different cities and counties all round China.

(November 2007)



西门子捐赠了50套西门子探索箱给所属宋庆龄基金会的北京向日葵艺术幼儿园。这次捐赠仪式也是西门子全球企业公民活动“西门子·点燃未来”的西门子探索箱项目在中国的启动仪式。继此之后，西门子公司将在中国捐献近千套探索箱。(2007年11月)

Highlights - Siemens Ranks Top Marks in Dow Jones Sustainability Index (DJSI) 2007

SIEMENS

企业亮点 - 西门子入选2007年道琼斯可持续发展指数榜

In 2007, Siemens makes the Dow Jones Sustainability Index (DJSI) again. Top marks in the Economic Performance Category. Since the inception of the DJSI World and the European DJSI STOXX in 1999 and 2001 respectively, Siemens has continuously kept its ratings at a high level.

2007年，西门子公司再次入选道琼斯可持续发展指数榜，在其经济指标类别评比中赢得了高分。自全球及欧洲道琼斯指数榜先后于1999年及2001年引入作为企业可持续发展的参考指数，西门子公司在该指数榜中始终保持着佳绩。



Launched in 1999, the DJSI are the first global indexes tracking the financial performance of the leading sustainability-driven companies worldwide.

道琼斯可持续发展指数榜，创立于1999年，是全球第一个衡量处于领先地位并且具有可持续发展能力公司财政表现的指数。

CSR at Siemens - Strong voice from SLC

西门子企业公民 - 特别关注

SIEMENS

We believe that an unwavering commitment to corporate responsibility is vital for our long-term success in China and for the living conditions of the people in the future. Because of this, corporate responsibility is an integral part of our company's strategy and one of our principles. Therefore we are honored to win both "Best Enterprise Public Image Award" and "The Best Enterprise for Corporate Social Responsibility".

我们相信，坚定不移地履行企业责任，无论是对西门子在中国的长远发展，还是对未来的居住环境来说，都至关重要。因此，企业责任是公司战略不可或缺的部分，同时也是西门子长期坚持的一个原则。能够获得最佳企业公众形象奖及最佳企业社会责任奖，我们感到非常荣耀。



The Most Admired Enterprises China 2006
荣获“2006年度中国最受尊敬企业”



2007 "Guangming CSR Award for Multinational Corporations in China"
荣获“2007年跨国企业公民光明奖”

CSR at Siemens – Honors and awards

西门子企业公民 - 荣誉与奖项

Siemens contribution are highly recognized by the society.

Our contribution was awarded in the past also in China:

西门子积极履行企业公民责任受到了广泛的认可并且屡获殊荣

- "Guangming Corporate Citizenship Award"

(2004, 2005, 2006, 2007)

2004至2007年连续四年获得“光明企业公民奖”

-"2007 Best Enterprise Image Award"

(2006, 2007)

2006年至2007年连续获得“最佳企业公众形象”

-"The World Top 500 Contribution In China List 2007"

世界**500**强企业在华贡献排行榜

-"2007 Global Responsibility – China Action Award"

for energy saving and emission-reduction

2007年度全球责任“中国行动奖”之节能减排奖

-"The Most Admired Enterprises in China"

(2003, 2005, 2006, 2007)

荣获四届“中国最受尊敬企业奖”

-"2005 China Best Citizenship Conduct"

(21st Century Business Herald, 2005, 2006)

2005年和2006年两年获得了21世纪经济报道颁发的“中国最佳企业公民奖”



Looking Back: CSR at Siemens, looking forward for a bright future and good cooperation.



回顾：西门子企业公民，期盼着美好的未来和愉快的合作前景



Education and Training
教育与培训



Public Welfare
社会公益



Healthcare
医疗



Environmental Protection & Sustainable Development
环境保护与可持续发展



Disaster Relief
灾事救助



Employee Volunteering
职工志愿援助

Siemens' Commitment on CSR

西门子企业公民的承诺

Siemens has a clear commitment, embracing corporate responsibility for a harmonious society.

为构建和谐社会，西门子坚定的承诺：做中国的好公民！

Thank You!

谢谢！