

The Siemens logo, consisting of the word "SIEMENS" in a bold, teal, sans-serif font, is positioned in the top left corner of the page. It is set against a white rectangular background that has a thin white horizontal line below it. The background of the entire page is a light blue gradient with a pattern of white vertical lines that create a sense of depth and movement, resembling a stylized landscape or a data visualization.

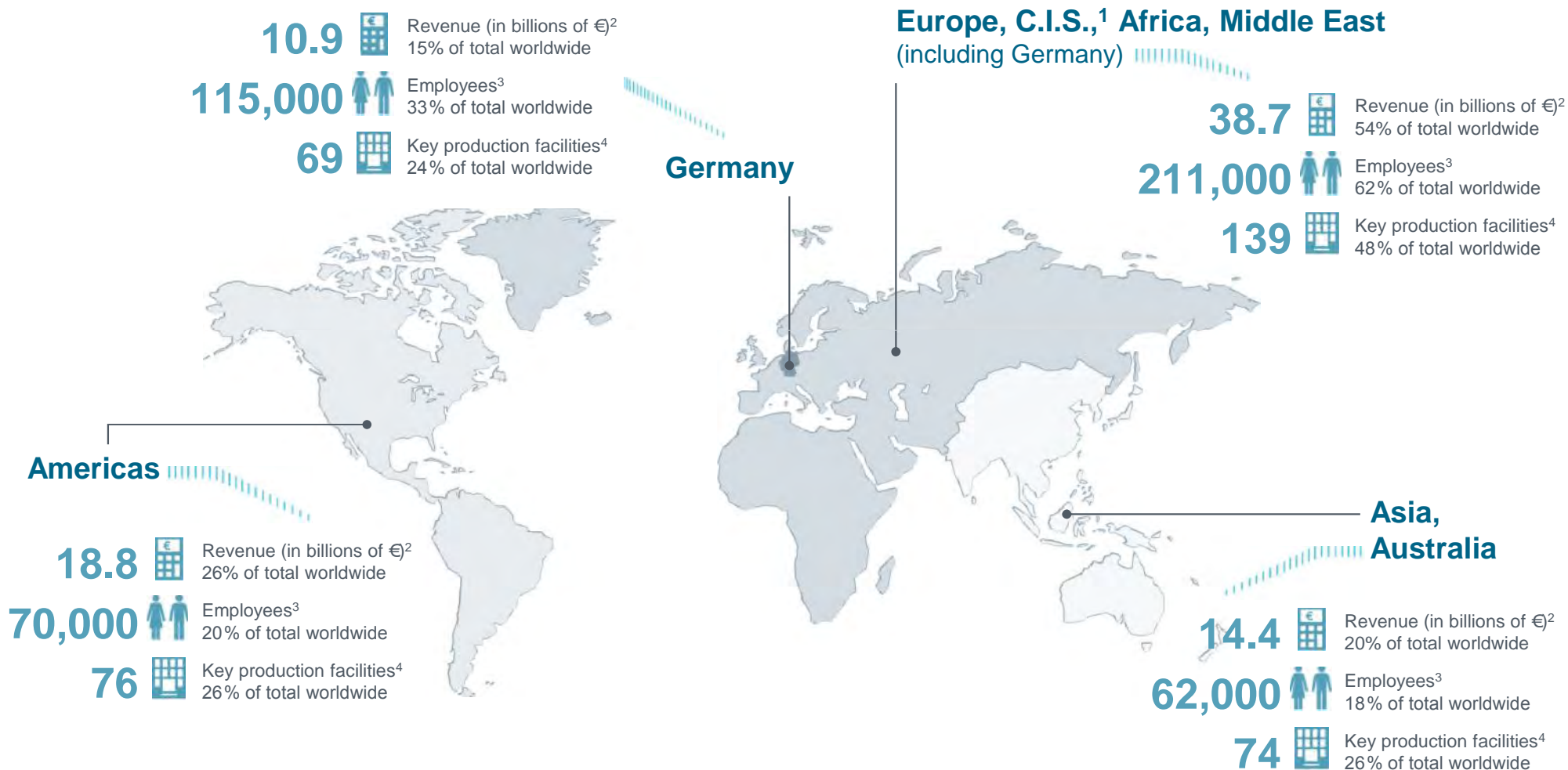
SIEMENS

Siemens Canada Corporate Profile 2015

Doing Business with Siemens Canada

Global presence

Close to customers all over the world

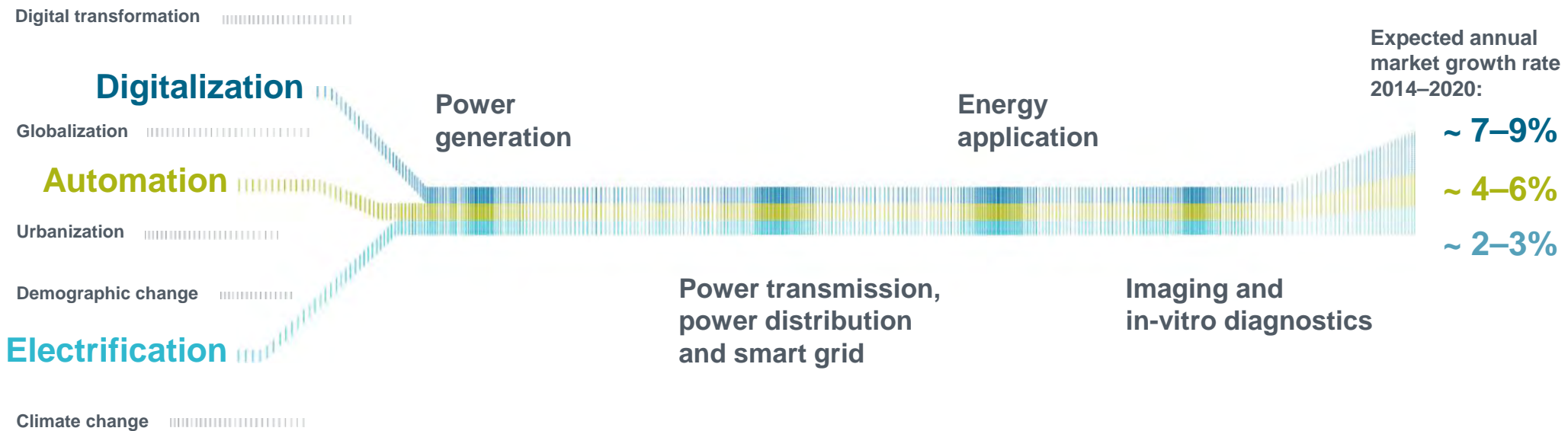


All figures refer to continuing operations.

1 Commonwealth of Independent States. 2 By customer location. 3 As of September 30, 2014. 4 Fifteen employees or more.

Portfolio

Well positioned in electrification, automation and digitalization



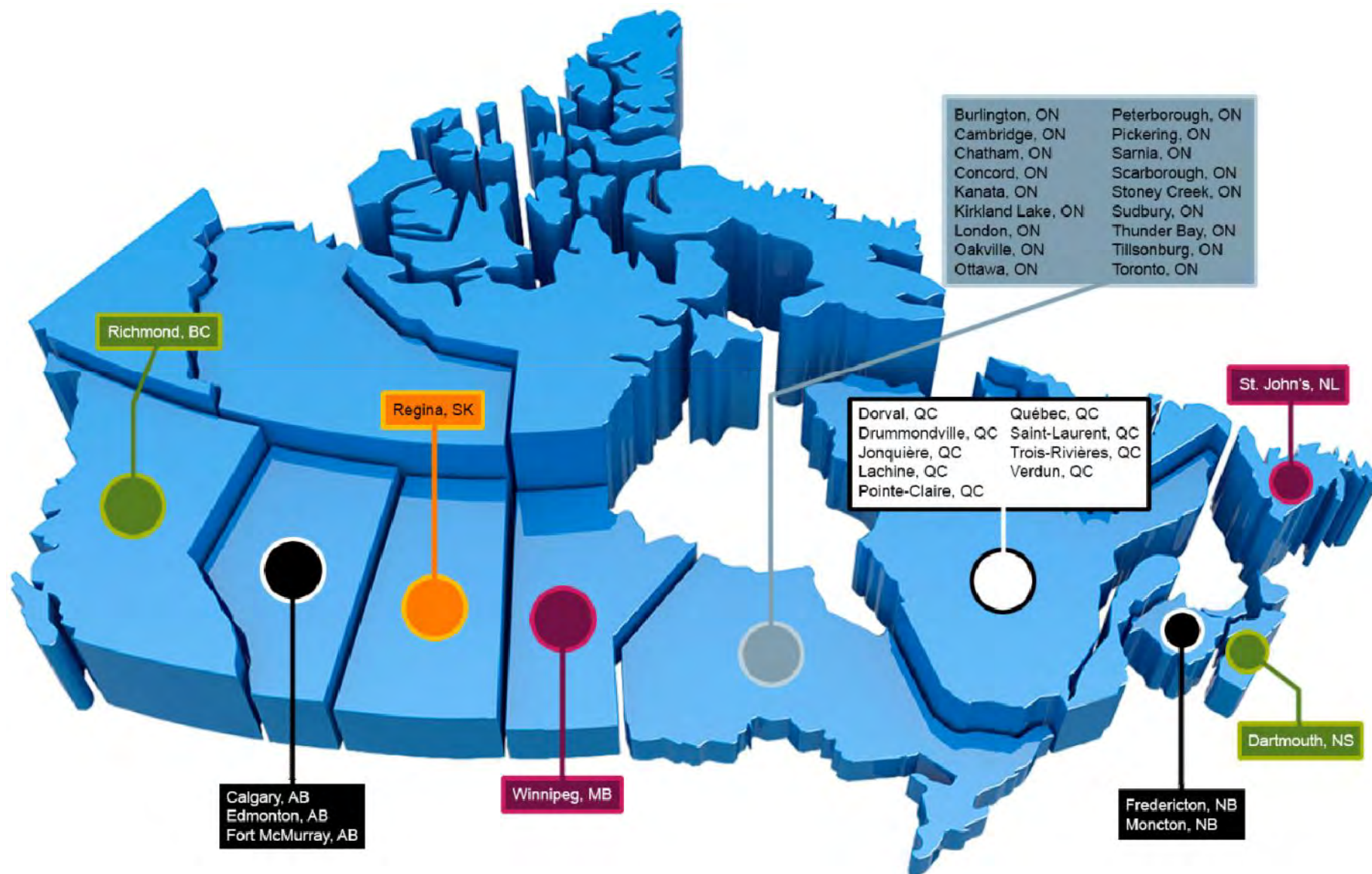
Our setup is aligned with framework conditions worldwide, with the long-term trends that define our markets, with our competitive environment and with the requirements of customers, partners and societies.

Siemens Canada – a strong local presence

- More than 4,500 employees
- Sales of \$2.7 billion CAD (fiscal year ending Sept. 30th, 2014)
- 39 offices
- 12 manufacturing / assembly facilities



Siemens Canada – a strong local presence



The Siemens Canada organization



Power and Gas

Large Gas Turbines, Generators
 Distributed Generation
 Steam Turbines
 Compressors
 Energy Solutions
 Instrumentation & Electrical



Power Generation Services

Large Turbines
 Distributed Generation and Compressors
 Wind Power & Renewables



Wind Power and Renewables

Wind Power & Renewables
 Tillsonburg Blade Manufacturing Plant



Energy Management

Medium Voltage & Systems
 Low Voltage & Products
 Transformers
 High Voltage Products
 Transmission Solution
 Energy Automation
 Smart Grid Solutions & Services



Building Technologies

Control Products & Systems
 Solution Service Portfolio

- Solutions
- Services
- Enterprise Security
- Building Performance and Sustainability
- Data Center



Digital Factory

Factory Automation
 Motion Control
 Control Products
 Customer Service



Process Industries and Drives

Large Drives
 Process Automation
 Oil & Gas and Marine
 Mechanical Drives



Mobility

Mobility Management
 Urban Transport



Healthcare

Imaging & Therapy
 Clinical Products
 Diagnostics



Siemens Financial Services

Our employees

A diverse and highly-qualified team

Enhancing and extending life

As a Canadian and global company, we're continually recruiting and integrating the best and brightest people in all our markets.

Siemens is proud to maintain its status as one of Canada's Top 100 Employers, one of the Top 50 Most Engaged Workplaces in Canada, and one of Canada's Greenest Employers.



Starts Here:

<https://www.supplier-portal.siemens.com>

Registration

<http://w5.siemens.com/cms/supply-chain-management/en/supplier-at-siemens/download-center/Pages/dc.aspx>

Siemens Expects

- To sit round a table with the best players on the market.
- The best suppliers themselves have the best sub-suppliers.
- That each supplier supports Siemens' Supply Chain Management
- That each supplier is interested in a long-term strategic partnership with Siemens
- That each supplier develops according to Siemens' needs
- That each supplier supports Siemens innovation efforts

Siemens Provides

- opportunities to become a technology leader. You can apply know-how from our collaboration to other parts of your business
- opportunities to expand your portfolio. We open the door for you to new market segments
- access to global markets. Siemens serves customers in 190 countries
- benefits from long-term contracts and higher volumes to preferred suppliers
- cooperation with a financially stable partner

The Basic Quality Requirements include your consent to the following:

Quality capability

The willingness for joint development and continuous improvement of products and processes, especially by using preventive quality methods

Quality Management System

To allow Siemens to monitor and verify Quality Management System and to continuously improve quality capability proactively

Quality improvement

To permanently improve level of quality through benchmarking

Quality information

The Obligation to inform and take immediate corrective actions in case of quality relevant incidents and to report about effectiveness of such actions

Quality Assurance Agreement

The willingness to conclude Quality Assurance Agreements with Siemens

Quality Relevant Suppliers

A quality relevant supplier is a supplier that delivers any kind of products (e.g. raw materials, substances, components, parts, manufacturing materials, software) or services (e.g. material testing) that have direct or indirect impact on the level to which a finished product or service provided to the customer fulfills internal and external requirements (law, standards, safety, etc.) and meets the customer expectations.

The same applies to suppliers of services. Quality-relevant suppliers of services are, for instance:

- Development service providers (hardware/software development for a finished product)
- Logistics companies (packaging of the finished products, their transportation to the customer and their installation and assembly). Service providers for maintenance, servicing and/or repair of the finished products
- Service providers which are, for instance, commissioned with cleaning ESD (Electrical Static Discharge) areas, checking defined production conditions (e.g. temperature, humidity), the maintenance of clean room conditions or the calibration of measuring instruments.

Code of Conduct

The topics of the Code of Conduct for Siemens Suppliers are:

- Legal Compliance
- Prohibition of Corruption and Bribery
- Respect for the basic human rights of employees
- Prohibition of child labor
- Health and Safety of Employees
- Environmental Protection
- Supply Chain

Supplier Qualification Process

1. Nominate/Pre-Qualify
2. Establish Minimum Requirements through Due Diligence activities
3. Invitation to register in Click 4 Supplier
4. Ready 4 Business (R4B) in C4S
5. Register Supplier as Ready 2 Order (R2O)
6. Maintain R4B /R2O status in C4S

C4S Modules for Ready for Business (R4B)

Module	Description
Code of Conduct (CoC)	Supplier declaration is mandatory to sign by supplier who has PVO > EUR 50K(CAD 70K)
Supplier Risk Analysis	Based on “Risk Impact Categorization” and given for suppliers with a potential annual PVO > EUR100,000 (CAD 140,000)
Basic Quality Requirement	Quality-relevant product/service*Supplier Self description is required to fill by the supplier, conformance to the basic quality requirements and required management system certificates.
Corporate Responsibility Self Assessment (CRSA)	For suppliers in higher-risk countries with a PVO > EUR 50,000 (CAD 70,000)
Trading Partner Security (TPS)	In case of customs related supply chain
Environmental Protection, Health Management & Safety	In case supplier provides material (except software) or hardware used for the manufacturing or servicing of a product Siemens places on the market (including OEM products)

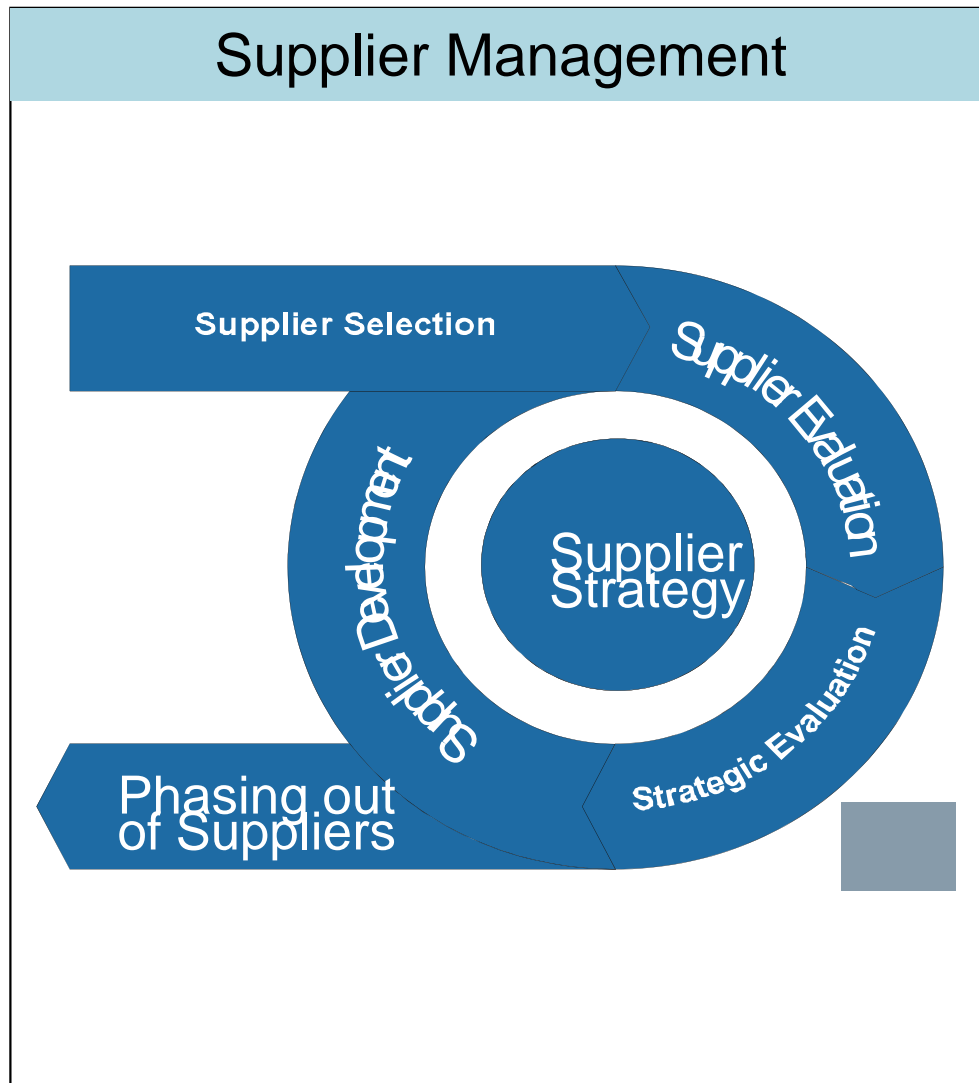
Maintain R4B in C4S

C4S easy Modules	Renewal Period
<ul style="list-style-type: none"> - Code of Conduct - Basic Quality Requirements 	Unlimited
<ul style="list-style-type: none"> - Supplier Self Description - Risk Evaluation 	1 yr
<ul style="list-style-type: none"> - CRSA (Corporate Responsibility Self Assessment) 	3 yrs
<ul style="list-style-type: none"> - EHS (Environmental Protection, Health Management & Safety) 	Unlimited
<ul style="list-style-type: none"> - Management System Certificates 	Shortest expiration date of the certificate

What does my company need to do?

1. Identify how your company can become a member of the Siemens Canada Limited supplier base (C4S).
2. Sell your company's capabilities and sustainability in the market to the division of Siemens Canada Limited that needs your product and/or services
3. Activate the Three P's
 - Patience
 - Perseverance
 - Prudence
4. When given the opportunity, provide the products and/or services to the best of your company's abilities.

Within Siemens a mandatory company wide Supplier Management Systematic is in place



- Elements**
- Supplier Selection & Qualification
Cross-functional selection of the best suppliers incl. Supplier Qualification
 - Supplier Evaluation
Cross-functional evaluation of supplier performance in the past based on standard criteria
 - Strategic Evaluation
Strategic Evaluation reflects the match of the supplier to the strategy of Siemens and the Supplier Risk
 - Supplier Development
Improvement of supplier's performance by identification and consequent implementation of defined measures

Thank you, Questions?



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