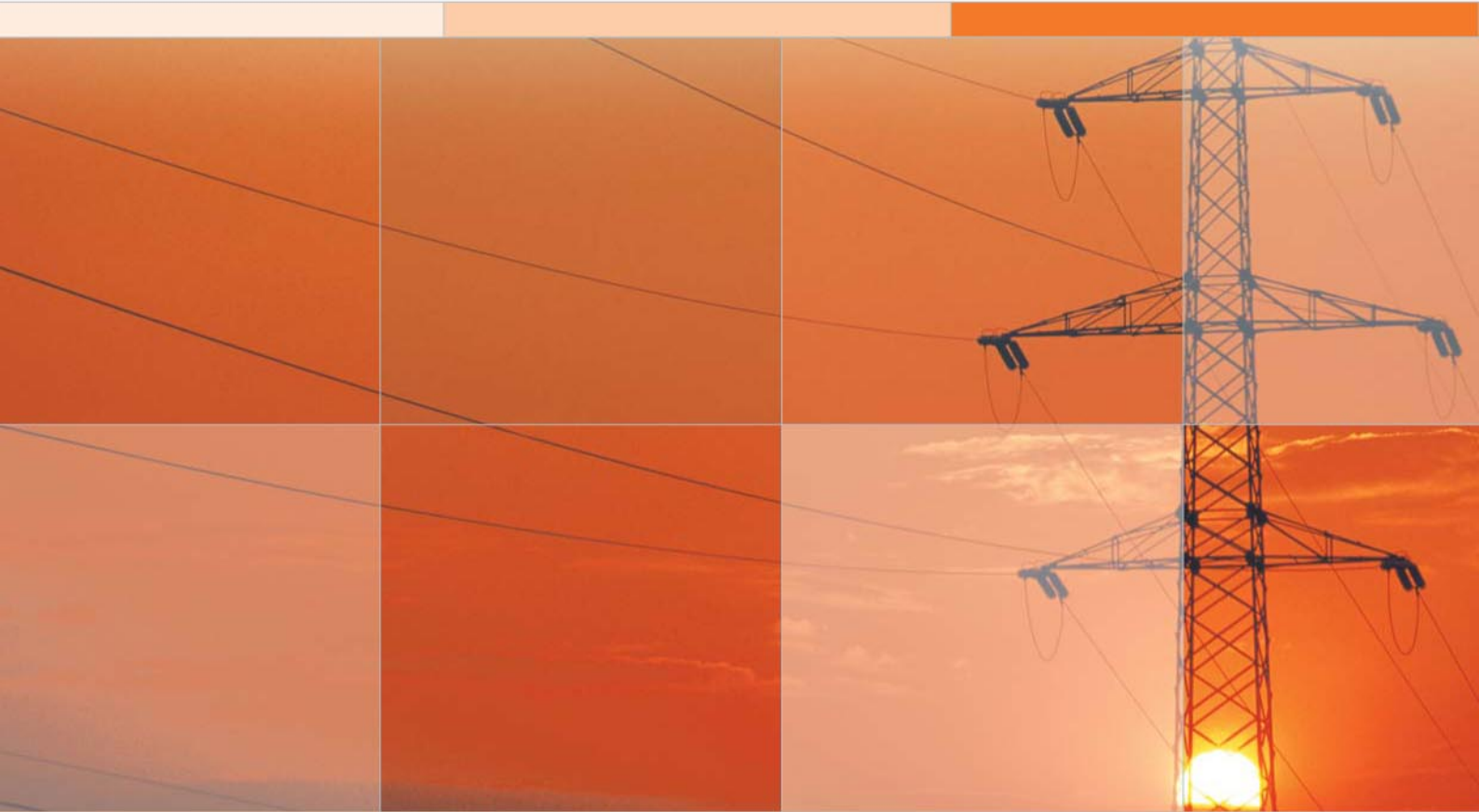


## 西门子在低压电机领域成立新的运营公司



2005年12月12日，西门子(中国)有限公司自动化与驱动集团(A&D)与中国合作伙伴江苏贝得电机股份有限公司签订协议，双方合作在江苏扬州建立西门子电机(中国)有限公司(SSML)。新公司将拥有大约1500名员工，致力于提供全系列中小型低压电机产品开发和制造服务。凭借SSML的产品供应与西门子(中国)有限公司强大市场覆盖的协同优势，西门子计划在中国中档价位的细分市场取得领先地位。新的合资公司将按程序申请获得相关部门的批准。

西门子是全球领先的工业自动化供应商。江苏贝得电机股份有限公司是中国本土中小型低压电机的领先供应商之一。新的合资公司将整合双方优势，即西门子自动化与驱动集团全套产品、系统、解决方案所蕴含的尖端科技，以及江苏贝得电机股份有限公司完整的生产线和覆盖广泛的本地销售网络。此举是西门子在华发展战略计划的组成部分，通过与中国颇具实力的本土供应商建立合作伙伴关系，增强本地制造产品的业务。合资公司将利用双方优势，继续为广大新老客户提供优质产品和满意的服务。

西门子(中国)有限公司执行副总裁、自动化与驱动集团(A&D)总经理何维克(Peter Herweck)称：“我们非常高兴能够与实力强大

的中国本地公司合作，以实现互惠双赢。SSML合资企业的成立是一项意义重大的举措，我们将在现有产品组合基础上增加重要的电机系列产品，以实现从变频器、变速箱到电机在内的所有驱动产品的本土化生产，为我们的客户提供最优化解方案，以帮助客户提高生产效率，从而使西门子在该领域为客户提供的产品和服务上升到一个新的水平。”

江苏贝得电机股份有限公司董事长张桂林先生表示：“西门子自动化与驱动集团和江苏贝得电机股份有限公司共同打造的新合资企业，是建立在双方共同谋求在低压电机市场获得瞩目发展的基础之上。凭借江苏贝得本地生产的全系列电机产品和西门子在中国的巨大市场占有率，新公司将拥有良好的发展机遇。我们深信，通过双方的携手努力，我们将会更好的满足客户不断增长的需求。”

西门子致力于长期的合作与良好的伙伴关系，以促进中国业务的发展。新的合资公司SSML将进一步加强本土制造和研发能力，根据客户的需求提供量身定制的产品。为了更加贴近客户并更好地服务于客户，新公司将进一步扩大已有的销售和服务网络。



## Siemens establishes new joint venture in the field of low-voltage motors



Siemens Automation and Drives (A&D) and Jiangsu Beide Electrical Machinery Corporation signed a contract to establish a new joint venture, Siemens Standard Motor Ltd. (SSML) in Yangzhou, Jiangsu. With about 1500 employees, SSML will focus on the development and manufacturing of a comprehensive range of small and medium size low-voltage motors. Based on the synergies between the SSML product offering and the strong market presence of Siemens Ltd. China, Siemens plans to achieve a leading position in the medium price market segment in China. The joint-venture is subject to approval by the relevant authorities.

Siemens is the world's leading industrial automation provider. Jiangsu Beide is one of the top local small and medium size low-voltage motor suppliers in China. The new joint venture will combine the strengths of both companies, namely the state-of-the-art technology of A&D's comprehensive product, system and solutions offering and the well established product lines and extensive local sales network of Jiangsu Beide Electrical Machinery Corporation. The move is a part of the Siemens growth strategy in China, which is founded on a locally manufactured business portfolio through partnership with major local Chinese suppliers. With strengths of both companies,

the joint - venture will continuously serve all the exiting customers and new customers with high quality products and good service.

Peter Herweck, Executive Vice President of Siemens China and General Manager of Siemens Automation and Drives in China, said: "We are pleased to partner with a strong local player for mutual benefits. This joint venture SSML is an important step as it supplements to our existing portfolio by a strong motor offering. It enables us now to offer locally manufactured products for the complete drives chain: Inverter, Motor and Gearbox leading into an optimized solution for our customers to support their productivity gains. With this move Siemens will take its customer offering in this field to a new level."

Mr. Zhang Gui Lin, Chairman of the board of Jiangsu Beide Electrical Machinery Corporation commented: "The new joint venture between Siemens A&D and Beide is based on both parties' common wish for significant growth in the field of low voltage motors. With locally manufactured comprehensive motors from Jiangsu Beide and the utilization of the wide Siemens market access in China, SSML will have great growth opportunities. We are confident that, with both parties' joint efforts, we will satisfy our customers' increasing demands better."

Siemens is committed to long-term cooperation and partnership for the development of China. In the new joint venture SSML, local manufacturing and R&D will be further strengthened to tailor products according to the requirements of its customers. In order to be closer and serve our customers better, the company will also further extend the established sales and service network.