

## 西门子在低压配电领域成立新的合资公司

西门子(中国)有限公司与上海精益电器厂有限公司  
协力打造中国断路器市场上的领导地位



2005年5月23日，西门子(中国)有限公司自动化与驱动集团(A&D)和上海精益电器厂有限公司签订协议，双方合作在上海建立西门子低压断路器有限公司(SCBC)。新公司拥有约400名员工，致力于为中国及海外市场提供全系列低压断路器产品的开发、制造、市场和销售服务。依托创新技术、全球销售网络以及完整的产品组合，新公司将着力成为中国断路器市场上的领头羊。

西门子是中国各行业工业解决方案的领先供应商，而上海精益电器厂有限公司则是中国本土最大的断路器生产厂家之一。新公司将结合双方的优势：即西门子的创新技术和产品、全球销售网络以及精益公司完整的产品线、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，旨在为公司丰富的产品线提供战略补充，并通过与颇具实力的本土供应商的合作来扩大市场份额。

西门子(中国)有限公司副总裁、自动化与驱动集团(A&D)总经理何维克(Peter Herweck)说道：“中国是我们在全球范围内的重要战略市场之一。我们将致力于在中国本土为中国和全球客户开发和生产全系列的先进产品，从而推动中国自动化行业的发展。我们荣幸与实力强大的本地厂商建立互惠互利的合作关系。我们坚信，通过双方的合作，我们的业务将在中国断路器市场上处于领先地位。”

上海精益电器厂有限公司董事长孟维明表示：“西门子自动化与驱动集团与精益电器厂建立的新合资公司将采用断路器领域内最新的西门子技术和产品，这将使消费者大受裨益。”

西门子自动化与驱动集团是西门子在华业务的支柱之一，为中国的制造自动化、流程自动化和建筑电气安装领域提供诸多创新、可靠、高效和优质的产品、系统、解决方案及服务。该集团在自动化控制系统、机床控制和大型驱动市场中占据领先地位，并已实现了高度的本土化。

我们在全球市场积累了丰富的行业经验，我们的产品和服务几乎在中国的各个制造及流程行业都有着成功的应用，涉及领域有钢铁、机械、冶金、石化、玻璃、水泥、水处理、垃圾处理、食品及饮料、包装、港口、纺织、油气、电力、汽车等。我们的解决方案充分体现了把创新、以客户为本、高可靠性、高质量和高效率融合在一起的理念。

客户满意是我们企业的最终目标。为了更加贴近客户并更好地为他们提供服务，我们将进一步扩大已有的销售和服务网络，加强我们的本土制造和研发能力，根据当地客户的需求提供度身定制的产品。我们致力于长期的密切合作以促进中国业务的发展。西门子与精益携手共建合资企业，再次印证了我们的坚实承诺。

## Siemens Establishes New Joint Venture in the Field of Low-Voltage Controls and Distribution

Partnering with Shanghai Jingyi Electrical Apparatus Co., Ltd. to achieve a leading position in China's circuit breaker market

On May 23, 2005, the Siemens China Automation & Drives Group (A&D) and Shanghai Jingyi Electrical Apparatus Co. Ltd. signed a contract to establish a new joint venture - Siemens Low-Voltage Circuit Breaker Co. Ltd (SCBC) in Shanghai. With about 400 employees, SCBC will focus on the development, manufacturing, marketing and sales of a comprehensive range of low-voltage circuit breakers for both the local Chinese and international markets. Combining innovative technology, a global sales network and a comprehensive product portfolio, the new company is well positioned to capture a leading position in China's market for circuit breakers.

Siemens is a leading industrial solution provider for all branches of China's industry. Shanghai Jingyi Electrical Apparatus Co. Ltd. is one of the top local circuit breaker suppliers in China. The new venture will combine the strength of both partners: Siemens innovative technology and products and global sales network and Jingyi's comprehensive product line and extensive local sales network. The move is a part of the Siemens growth strategy in China to strategically complement the company's broad business portfolio and expand market share through partnership with major local Chinese suppliers.

"China is one of our key strategic markets world-wide. We are committed to contribute to the development of China's automation industry by providing a full range of advance products developed and manufactured in China to our local and global customers. We

are pleased to partner with a strong local player for mutual benefit. We are confident that together we will grow our business in the Chinese circuit breaker market into the leading position," said Mr. Peter Herweck, General Manager of A&D and Vice-President of Siemens Ltd., China.

"The new joint venture between Siemens A&D and Jingyi will employ the latest Siemens technology and products in the field of circuit breaker, which in turn will bring more benefits to our customers," said Mrs. Meng Weiming, President of Shanghai Jingyi Electrical Apparatus Co. Ltd.

The Siemens Automation and Drives Group, a pillar of the Siemens business in China, offers a wide range of innovative, reliable, efficient and high quality products, systems, solutions and services in manufacturing automation, process automation and electrical installation for buildings. The Group is market leader in China in automation control systems, in machine-tool controls and large drives and has already achieved a high degree of local content.

Backed by our rich industrial experiences accumulated worldwide, our products and services have had successful references in almost all branches of China's manufacturing and process industry, such as iron & steel, machinery, metallurgy, petrochemical, glass, cement, water and garbage processing, food and beverage, packaging, port, textile, oil & gas, power, automobile, etc. Our solutions combine innovation and strong customer focus with reliability, quality and high efficiency.

Customer satisfaction is the ultimate goal of our business. In order to be closer and serve our customers better, we will further extend our established sales and service network. Our local manufacturing and R&D will be further strengthened to tailor products according to the requirements of our customers. We are committed to long-term cooperation and partnership for the development of China. This new step of establishing a joint venture - Siemens and Jingyi - is another proof of our commitment.

