

## Organisational Overview

Siemens is a global powerhouse, with focus areas on electrification, automation and digitalization. The company is one of the world's largest providers of energy- and resource-efficient technologies. As of September 2015, we had around 348,000 employees in over 200 countries. Throughout Australia and New Zealand, where Siemens has been active for over 140 years, Siemens employs more than 2,200 people across 14 locations.

Siemens is currently the preferred supplier for EPC services at the following sites under the Victorian Government's Greener Government Buildings (GGB) program, including:

- Melbourne Cricket Ground
- Museum Victoria
- Federation Square
- RMIT University (City campus)
- Peter MacCallum Cancer Centre

EPC projects are conducted using a methodology in alignment with the Victorian Government's GGB guidelines and the Energy Efficiency Council's Best Practice Guide to EPCs. Siemens EPC solutions target all applicable building systems to reduce energy and water consumption, and seek to optimise operations and maintenance processes to deliver holistic facility improvements.

In house technical and commercial teams are responsible for the end-to-end delivery of EPC solutions, from auditing, design, implementation to Measurement and Verification (M&V). In house expertise includes the disciplines of lighting, mechanical, electrical, controls, water and embedded generation. Applied technologies utilise the largest efficiency and environmental solutions portfolio worldwide, including:

- Embedded generation (incl. on site cogeneration, trigeneration, renewable energy)
- Lighting and lighting control systems
- Energy management and building automation systems
- Heating, ventilation and air conditioning
- Water conservation (incl. water efficiency, harvesting, treatment, filtration, recycling)
- Metering, monitoring, and measurement & verification

Siemens applies the principals of sustainability across the entire values chain from suppliers, through to customers via the design of sustainability products and solutions. Based on Siemens Sustainability report for the year 2015; Siemens Environmental Portfolio enabled its customers to reduce their CO2 emissions by 487 million tonnes. Apart from reducing our customers CO2 contributions, Siemens has also committed to being the world's first major industrial company to achieve net -zero carbon footprint by 2030 and reduce 2.2 million metric tonnes of CO2 by 2020 (50% reduction in CO2).

Siemens has been part of the DOW Jones Sustainability Index for 16 consecutive years. In 2015 Siemens were ranked with 90 out of 100 points as one of the best companies in the Industry Group "Capital Goods". Siemens has also achieved the highest possible score of 100 for transparency for its reporting on the opportunities and risks associated with climate change. In addition Siemens reached the climate A list.

|                        |  |  |
|------------------------|--|--|
| <b>Company Details</b> | <b>Company Name</b>                            | Siemens Ltd                              |
|                        | <b>ABN</b>                                     | 98 004 347 880                           |
|                        | <b>Primary Address in Victorian Government</b> | 885 Mountain Highway, Bayswater VIC 3153 |
|                        | <b>Telephone</b>                               | 137 222                                  |
|                        | <b>Website</b>                                 | www.siemens.com.au                       |

|                      |                 |   |
|----------------------|-----------------|---|
| <b>Key Contact 1</b> | <b>Name</b>     | Azheem Haseeb                                       |
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|                      |                 |                               |
|----------------------|-----------------|-------------------------------|
| <b>Key Contact 2</b> | <b>Name</b>     | Brian Wade-French             |
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|                          |                              |  |
|--------------------------|------------------------------|--|
| <b>Financial Details</b> | <b>Minimum Contract Size</b> | Siemens considers an EPC project value of \$300,000 is the minimum to ensure commercial viability. Qualification of EPC project below \$500,000 in value is conducted on a project-by-project basis to assess the opportunity's characteristics, including the type and size of the site, commercial requirements, and project specifications, to ensure alignment with Siemens' capabilities and capacity at the time of tendering. |
|--------------------------|------------------------------|--|

**Maximum Contract Size** Siemens does not nominate a maximum desired contract size applicable to all projects. The unique characteristics of each opportunity will need to be assessed individually to determine an upper limit of commercial viability.

**Insurance**

| Certificates                              | Insurance Type                | Insurer                                      | Policy Number                   | Expiry Date | Sum Insured  | Limit of liability  |
|---|-------------------------------|--|---------------------------------|-------------|--|---|
| Reference: Workers Compensation Insurance | Workers Compensation          | Siemens is registered with Return to Work SA | Employer No.: 05274802          | N/A         | N/A  | N/A   |
| Reference: Contract Works Insurance       | Construction Risks Insurance  | Marsh  | 71 2222191 GCO                  | 30.09.2016  | <u>Insured Projects/Contracts:</u> up to a Total Contract Value of AUD 100,000,000 of each project<br><u>Erection Equipment:</u> AUD 2,500,000 | As per sum insured  |
| Reference: Public Liability               | Public and Products Liability | HDI- Gerling Industrial Insurance            | 0181003-14000 & 80-000015-01104 | 30/09/2016  | \$20 Million per event   | \$20 Million annual aggregate for the period of insurance |

- Accreditations**
- CMVP
  - AIRAH Accredited Energy Auditor
  - NABER Accredited Assessor
  - Siemens is an ESCO on the NSW government panel and in the process of being accredited for the SA government panel
  - Energy Efficiency Council Member

- Core Competencies**
- Energy Engineering (calculation)
  - Measurement verification to IPMVP standards
  - Mechanical design
  - Lighting design
  - Embedded generation
  - Account management
  - Project management
  - Water saving initiatives
  - Building automation design

**Service Limitations** Siemens are proficient in all core competencies for energy performance contracting with our internal core team. Any shortcomings of the team are supplemented by our large pool of global resources with vast experience in design and delivery in energy efficiency initiatives.

## Previous & Current EPC Experience

| Customer             | Museum VIC                       | Description  |
|----------------------|----------------------------------|--|
| Project Cost         | \$11.3 million                   | <p><b>Customer requirements</b><br/>To reduce greenhouse gas emissions and potable water use through energy and water efficiency measures at government owned buildings.</p> <p><b>Solution from Siemens</b><br/>Facility improvement measures across the six sites include; Desigo CC Building Management System; Demand Flow chilled water system optimization; lighting upgrades; HVAC control optimization strategies and water efficiency upgrades.</p> <p><b>Customer benefit</b><br/>Energy Performance Contract with seven year simple payback based on achieved energy and maintenance savings. IPMVP principals applied to M&amp;V plan for performance assurance.</p> |
| Annual Savings       | \$1.7 million                    |  |
| Payback Period (yrs) | 7 years                          |  |
| Date Completed       | In the process of implementation |  |

| Customer             | RMIT                             | Description   |
|----------------------|----------------------------------|---|
| Project Cost         | \$47.3 million                   | <p><b>Customer requirements</b><br/>To investigate and improve the building's efficiency as well as replace aging equipment and reshape the site for future growth.</p> <p><b>Solution from Siemens</b><br/>Upgrade existing Building Management System (BMS); conversion from low voltage to medium voltage electrical infrastructure; embedded generation; conversion of satellite cooling plant to centralized cooling and heating plants; LED, T5, and T8 lamps and luminaires; and installation of flow restriction devices.</p> <p><b>Customer benefit</b><br/>Guaranteed energy savings through efficient energy and water usage, better optimization of internal lighting, central plant and air-conditioning of interior spaces and a new source of cleaner energy for the campus.</p> |
| Annual Savings       | \$4.46 million                   |   |
| Payback Period (yrs) | 10.6 years                       |   |
| Date Completed       | In the process of implementation |   |

## Previous & Current EPC Experience

| Customer             | Melbourne Cricket Ground  | Description   |
|----------------------|---|---|
| Project Cost         | \$8 million   | <p><b>Customer requirements</b><br/>To investigate and improve the building's efficiency. Siemens looked for new and innovative ways to further improve the facility's performance.</p> <p><b>Solution from Siemens</b><br/>Upgrading existing Building Management System (BMS) to Siemens Apogee BMS; Event Booking Management System (EBMS) Integration; Chiller Upgrade; LED, T5, and T8 lamps and luminaires; and installation of flow restriction devices.</p> <p><b>Customer benefit</b><br/>Guaranteed energy savings through efficient energy and water usage, better optimization of internal lighting, central plant and air-conditioning of interior spaces and a new source of cleaner energy for the stadium with greater integration and control over existing systems.</p> |
| Annual Savings       | \$1.14 million  |   |
| Payback Period (yrs) | 7 years   |   |
| Date Completed       | Implementation completed 25 August 2015. In the first year of guaranteed savings. |   |

## Referees

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**Megan Trower**

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