

# Siemens Energy d.o.o. Croatia

Company Presentation

February 2025



**1**

**Us globally**

**2**

**Siemens Energy  
Croatia**

**3**

**Our businesses**

**4**

**Flagship projects**

Globalization  
Demographic change  
**Climate change**  
Digitalization

are drastically changing  
our environment.

At the same time, we expect a ...

Electricity consumption is projected to rise from 20% today to over 50% by 2050

And still ...

760 million people  
are living without access to electricity

How can we meet

**the growing demand for electricity**  
while protecting our climate?

This is where we  
**come in.**



# We **energize** society

by supporting our customers in transitioning to a more sustainable world, based on our innovative technologies and our ability to turn ideas into reality.

# We are a world leader in energy

Present in  
**>90 countries**

**~1/6**  
of global electricity generation  
based on our technology

**>50%**  
decarbonized portfolio

**99,000**  
employees work as a team  
to energize society

**~ 1 bn EUR**  
we invest around € 1bn  
in research and development.

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## Project & service-oriented business

Project business from idea to  
realization with complete solutions  
Project & service-oriented ~ 95%  
revenue

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## Strong local presence

Trusted partner of regional  
energy leaders  
Specific local knowledge with  
global support

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## Figures

With total annual revenue ~ 55 million EUR  
Around 140 employees

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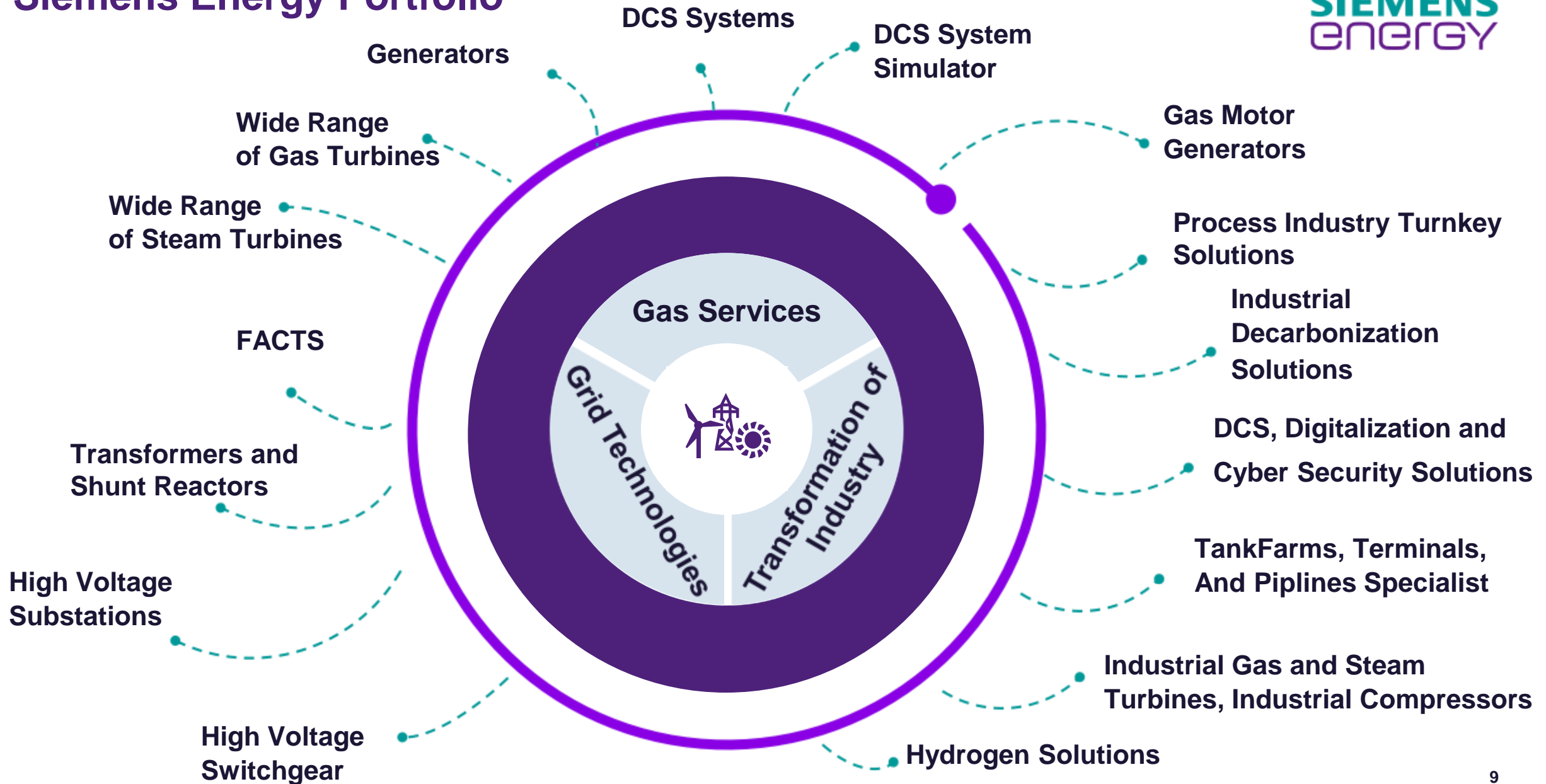
**3**

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# Siemens Energy Portfolio



We focus on

**Five fields of action**  
to shape the energy  
world of tomorrow

**Decarbonized Heat and  
Industrial Processes**



**Energy Storage**



**Power-to-X**



**Resilient Grids  
and Reliability**



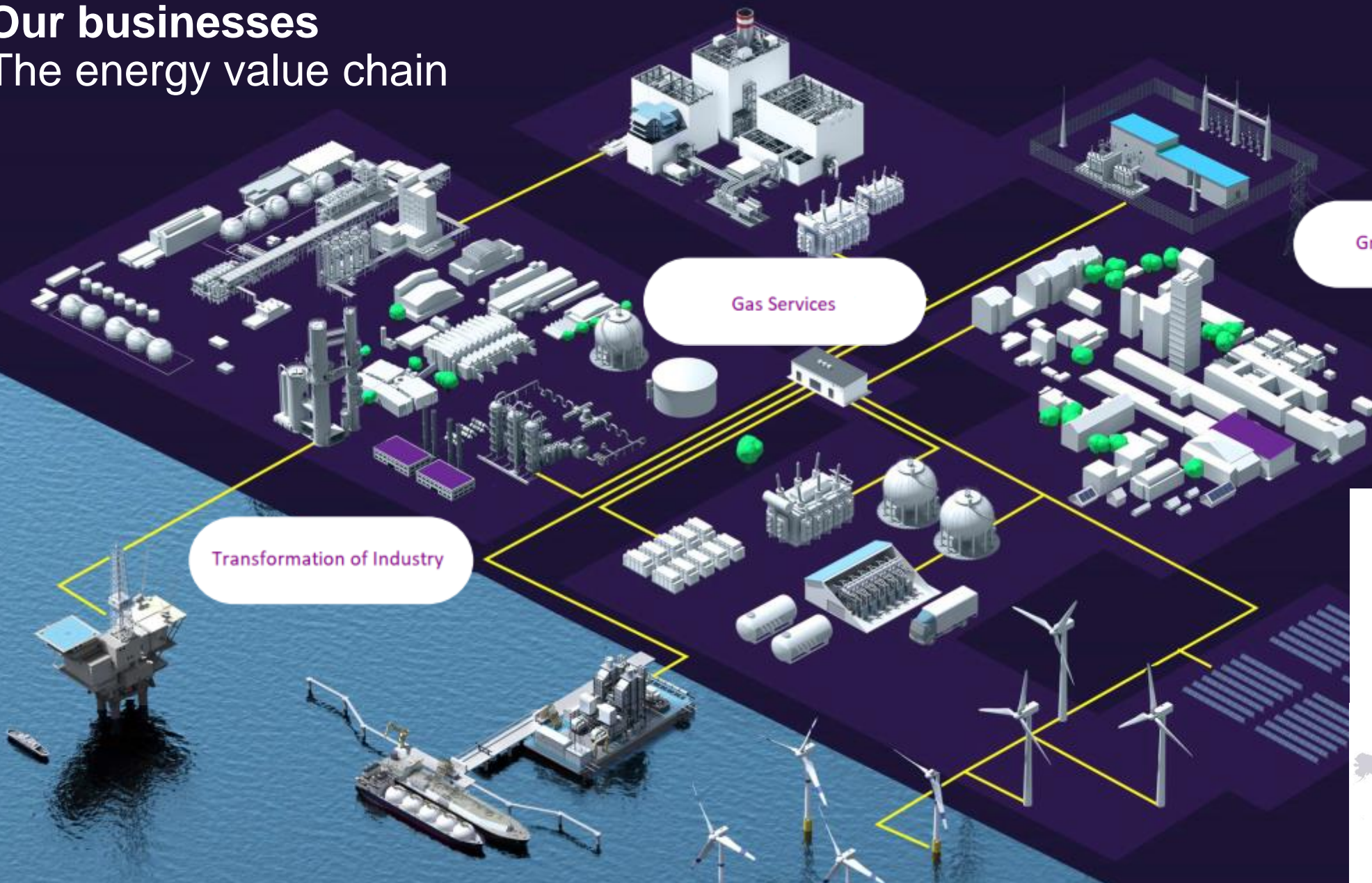
**Condition-based  
Service Interventions**



# Our businesses

## The energy value chain

**SIEMENS**  
ENERGY



Transformation of Industry

Gas Services

Grid Technologies

Centers of Competence  
Operating Worldwide

- GS CD SEE HUB/CoC
- CoC Energy Efficiency
- CoC Re-Engineered Solutions
- CoC Task Force Transformational Growth

# Gas Services

## Product and solutions

We offer broad portfolio that comprises of gas and steam turbines, generators and gas engines as well as controls & digitalization and electrical systems.

## Services

A comprehensive set of services covering performance enhancements, maintenance services, customer training and professional consulting complement its products and solutions businesses.

## Center of Competence

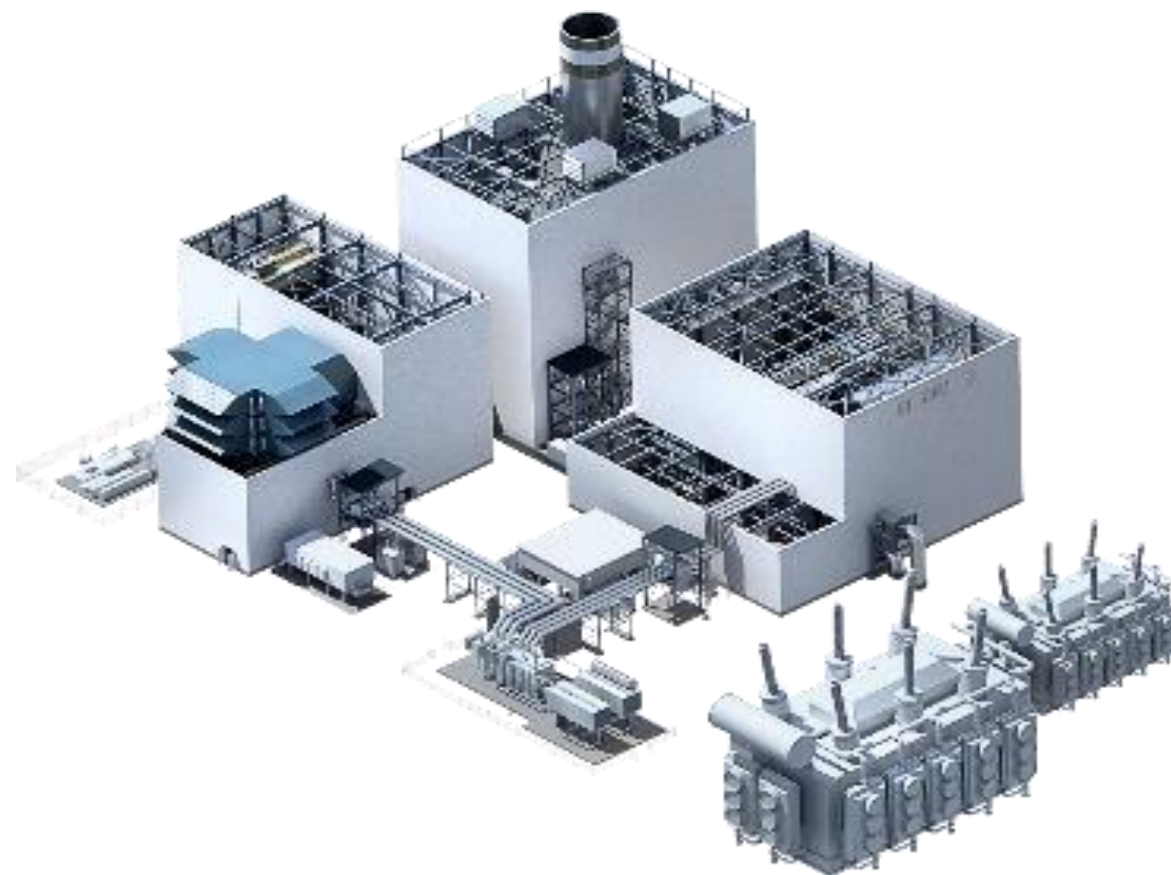
GS CD SEE HUB/CoC hub Sales&Execution in SEE (20 countries), and Central Asia (mainly Kazakhstan)

## Contacts

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# Transformation of Industry

## Products and solutions

We offer a broad portfolio of products, integrated systems and solutions in oil & gas, petrochemical, cement, steel and other process industries, including gas and steam turbines, compressors, energy efficiency solutions, decarbonizations and complete technical solutions in the field of Electrification, Automation, Digitalization and Cyber Security.

## Services

Life Cycle Management with application of the most advanced digital tools for process analysis, remote monitoring and optimization of the plant.

## Contacts

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# Grid Technologies

## GT GS (Grid Technologies Grid Solutions)

- Substation and grid access
- HVDC / MVDC / FACTS
- Reactive power compensation / Active power flow management

## GT S (Grid Technologies Sales Products)

- Transmission systems & bundles
- Gas-insulated switchgear, Circuit breakers, surge arresters, disconnectors
- Power and distribution transformers

## GT SV (Grid Technologies Service)

- Extensions, modernizations & upgrades and product related services
- Long term service programs incl. operations

## GT DG (Grid Technologies Digital Grid)

- Digitalization of substations and grids
- Advanced monitoring, data analytics and control solutions
- Grid consulting, analysis and planning studies

## GT PRM (Grid Technologies Product Management)

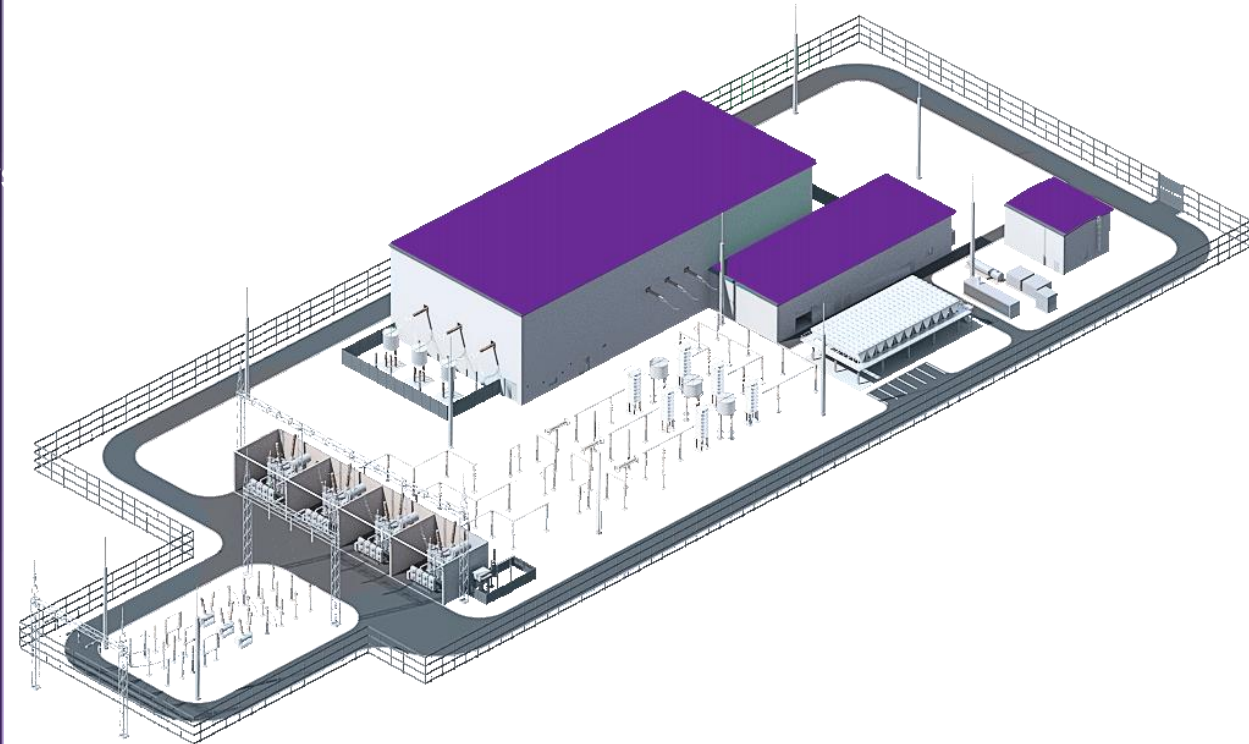
- Global processes, productivity & quality
- Basic research and development & Product lifecycle management
- Engineering infrastructure and International standardization

## Contacts

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# CoC - Energy Efficiency

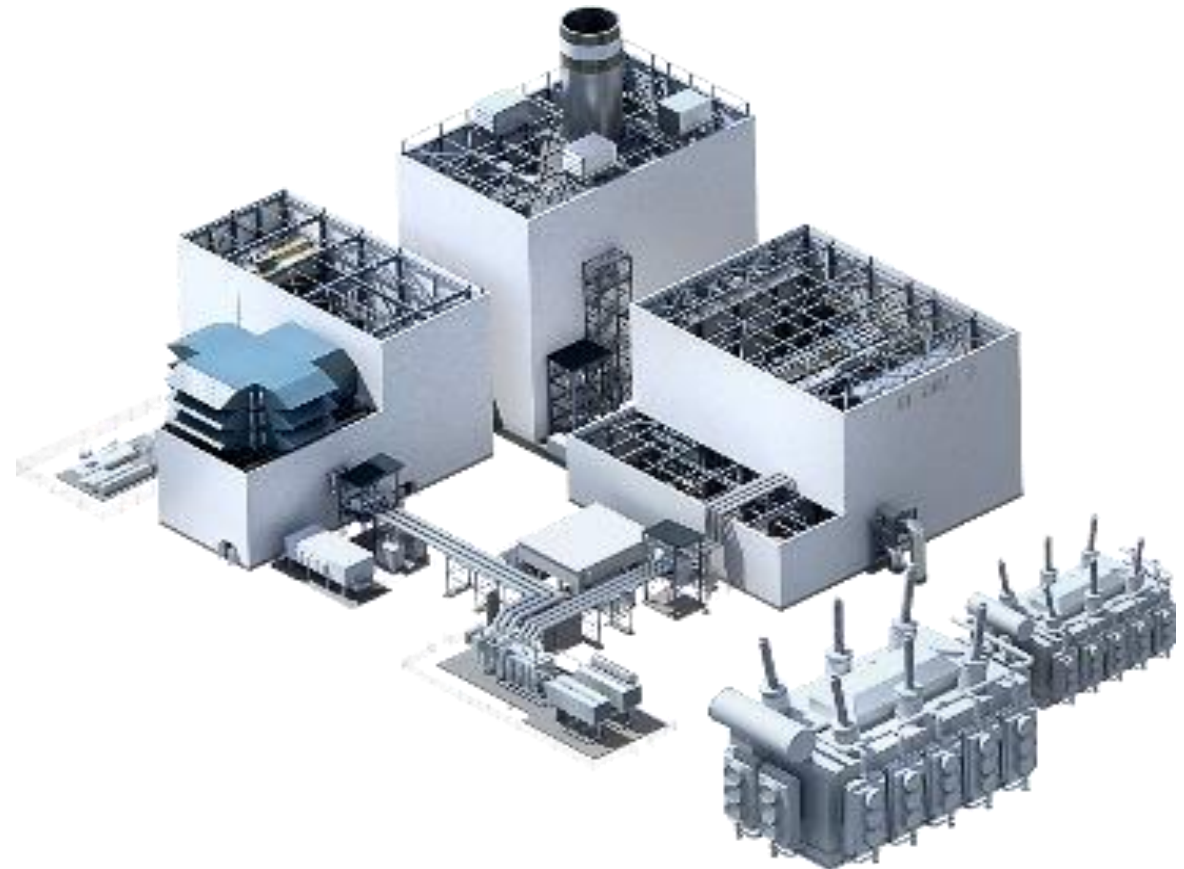
## Product and solutions

We apply electrical engineering solutions together with control upgrades that helps customers to cut auxiliary power requirements, which combines energy savings with a reduced environmental footprint.

Obsolete drives have high energy consumption. Siemens Energy replaces mechanical controllers with solutions using frequency converters and swaps inefficient drives with energy-saving motors – irrespective of the original manufacturer, drive technology concept or application. Modern frequency converters improve plant efficiency and availability.

## Contact

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# CoC – Re-Engineered Solutions

## Product and solutions

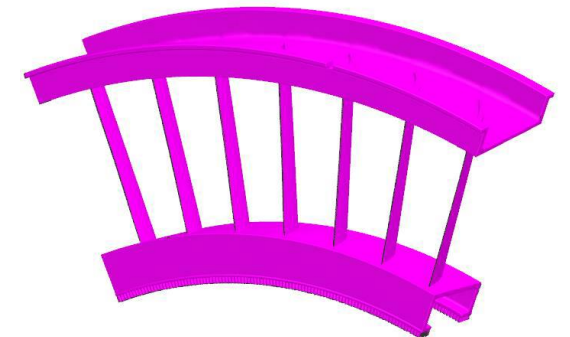
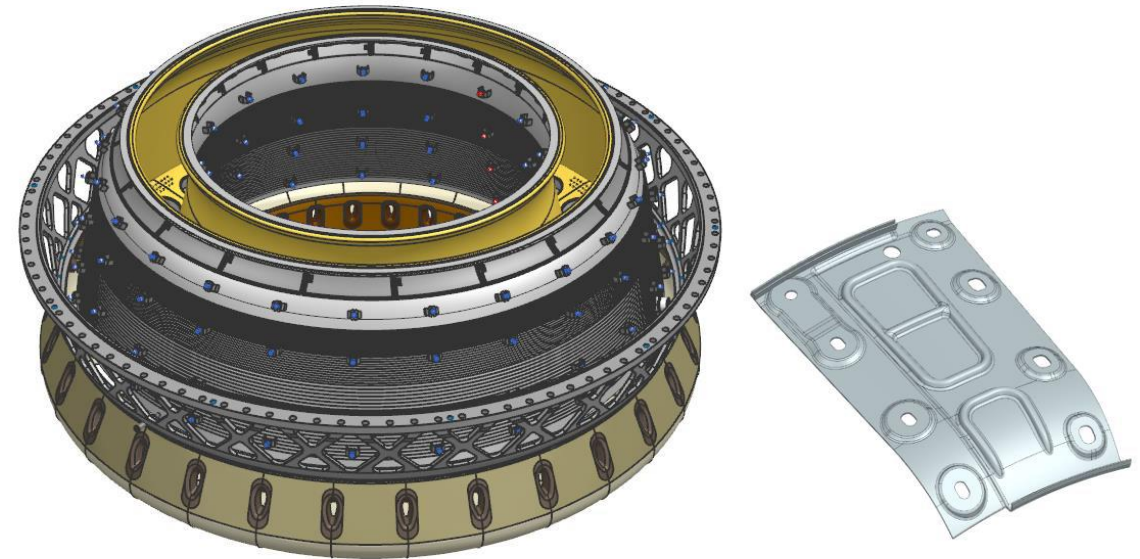
We are bringing new technology to Siemens Energy portfolio of Industrial engines and also to oEM equipment.

Offering Re-engineered and remanufacturing solutions for various stationary and rotating components of GTs, STs, Compressors.

Supporting with scanning activities (single parts and BEX) and reverse engineering.

## Contact

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# EAD SOP - Center of Competence for Tank Farms, LNGs, Refineries, P2X & Fuel Shift

## Products and solutions

We offer a broad portfolio of products, integrated systems and solutions in Oil & Gas, Petrochemical and New Energy Value Chain.

### TERMINAL MANAGEMENT SYSTEM

Our core downstream solution for management of liquid storage and terminal loading / unloading operations

### LNG FSRU SOLUTIONS

Detailed design and engineering, electrical system automation and control, metering systems, mechanical components, ...

### H<sub>2</sub> MIXING SKIDS

Pre - designed scalable H<sub>2</sub> mixing skids suitable for gas turbines and installation along the distribution lines

### MODULAR EAD SOLUTIONS

- Battery Energy Storage systems
- Taylor - made modules for decentralized data computing
- EAD offerings for Chemical industry

We provide flexible, modular, scalable and sustainable energy solutions that reduce emissions and ensure operations with maximized uptime, improved performance, and increased reliability and efficiency.

## Contact

Davor Rubinić: [davor.rubinic@siemens-energy.com](mailto:davor.rubinic@siemens-energy.com)



**SIEMENS**  
ENERGY

**TERMINAL MANAGEMENT SYSTEM**

2

- TMS for Truck Loading Terminals, Naftal, Algeria



**LNG FSRU SOLUTIONS**

1

- FSRU terminal, LNG Croatia

**H<sub>2</sub> MIXING SKIDS**

2



**TERMINAL MANAGEMENT SYSTEM**

1

- TMS for On - Spot Loading Station, Tupras Kirikkale, Turkey



**TERMINAL MANAGEMENT SYSTEM**

5

- TMS for 5 terminals for truck, rail and tanker loading in Croatia




**TERMINAL MANAGEMENT SYSTEM**

2

- TMS for 2 Terminals, ADNOC, UAE, Abu Dhabi Crude Oil Pipeline








**TERMINAL MANAGEMENT SYSTEM**

21

- TMS for 21 Terminals, Saudi Aramco, Saudi Arabia



-  Electrification of drives
-  E - driven H<sub>2</sub> / N<sub>2</sub> / CO<sub>2</sub> compression
-  E - fuels storage
-  Waste heat recovery
-  H<sub>2</sub> / Gas turbines

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# Flagship Projects Gas Services

Siemens Energy is the partner of choice



## EL-TO Zagreb, new CHP 150Mwe + 114MWth

- New 2xSGT800
- LTSA of SGT800 for 14 years
- Step-up transformers
- MV, CEMS, DCS, Generator protection
- End User: HEP
- EPC: FATA, IT

## Q1 FY25 TE-TO Sisak

- LTSA 3 years and major overhaul on SGT2000E

**HEP** PROIZVODNJA



**TE-TO Zagreb:** DCS on all Units, Burner and BMS unit C, Turbine control Unit C and L, EBoP and I&C on unit C/Hot water Boilers, PIM and OptiPro, CEMS

**TE Plomin:** DCS, EBoP VSD, I&C projects on auxiliary systems, CEMS

**TE-TO Osijek:** DCS and TCS on all Units, Burner and BMS unit A, EBoP and I&C on auxiliary systems, PIM, CEMS

**KTE Jertovec:** DCS and TCS on all Units, Major Overhaul on Westinghouse GT's, EBoP and I&C on auxiliary systems

**TE-TO Sisak:** DCS on Unit C, EBoP and I&C on auxiliary systems, PIM

**TE Rijeka:** DCS, I&C on auxiliary systems

**EL-TO Zagreb:** DCS on all Units, Burner and BMS, Turbine control, EBoP and I&C auxiliary units, PIM and OptiPro, CEMS

In all 7 HEP TPP's frame service and outages from 2000 for DCS/I&C/EBoP

**HEP** PROIZVODNJA

## TPP's projects in CEE region

- IL: Turn-key DCS for new CCCP Ashdod and Ramat Negev,
- IL: DCS modernization Hagit, Gezer, Haifa
- BG: Svilosa EBoP, Varna DCS/BMS for Coal->Gas Units
- SI: Many I&C/DCS/EBoP projects in TE-TO Ljubljana, TE Šoštanj and NEK
- MK: Bitola 1, 2, 3 DCS/TCS/VIB/Excitation
- BA: Tuzla and Kakanj I&C/DCS
- KO: Kosovo A and B I&S/DCS/EBoP
- MN: Pljevlja I&C/DCS
- HU: Modernization Miskolc, Dunamenti, TVK, Borsodchem
- FI: WtE Vantaa DCS Unit 2 and Unit 3



# Flagship Projects Transformation of Industry

Siemens Energy is the partner of choice

## Process Industry Turnkey Solutions

### Main Contractor for Greenfield projects

- INA RR Construction of main 110kV/35kV Substation
- INA RR Construction of Amine Treatment Unit on Merox LPG
- Opor and Boraja 2 wind farms 110kV/33kV Substations

### Industrial Decarbonization Solutions

- INA RR Replacement of condensing turbines with high-speed electric drives (4 sets)



## Solutions for Tank Terminals

### TMS System, Loading/Unloading facilities + Cybersecurity Solutions

- Turn-key solutions for truck, rail and jetty loading/unloading facilities
- INA RR - LPG Truck loading facility
- INA RR, SR - Railcar on-spot loading station
- INA RR Port of Bakar – Ship loading facility
- JANAF Omišalj -Tanker loading system
- JANAF Žitnjak – Truck Loading Facility
- ATT Ploče Harbor - Terminal for liquid cargo



## Customer Services

### Long-term customer relationships

- Long-term contracts for preventive and corrective maintenance
- Remote maintenance and diagnostics
- Spare parts management
- Capex projects for process improvement

**Complete customer orientation in order to optimize the process and reduce the risk for people and facilities.**



# Flagship Projects Grid Technologies

Siemens Energy is the partner of choice

## SINCRO.GRID

- -250 / +70 MVar; 25,5 / 220 kV Static Var Compensator (SVC solution) in SS 400/220/110 kV Konjsko, turnkey
- 200 MVar; 220 kV Variable Shunt Reactor in SS 400/220/110 kV Melina, turnkey
- 100 MVar; 220 kV Variable Shunt Reactor in SS 220/110 kV Mraclin, turnkey



## GIS projects

- GIS 400 kV + 110 kV in HPP Dubrovnik; design, delivery, I&C
- GIS 110 kV, 15+1 bays DBB system in TPP EL-TO Zagreb; design, delivery, I&C
- GIS 110 kV, 5 bays SBB system in SS Cvjetno Naselje; design, delivery, I&C
- GIS 110 kV, 5+1 bays DBB system in SS INA RNR TS400; design, delivery, commissioning
- GIS 110 kV, 5 bays SBB system in SS Zamet; design, delivery, I&C



## Service Business

- Turnkey M3 Revision of 8DN9-1 110 kV GIS in HPP Mostar w. C&P Modernization and SF6-Air line connection Refurbishment
- M1 Revision of 8DN8-3 110 kV GIS in HPP Pec Mlini
- CT Replacement in 8DN8-3 110 kV GIS in HPP Pec Mlini
- Turnkey Reactor replacement and C&P Upgrade in HPP Capljina
- SS Plat BB Service and bay replacement GIS 8DN9-2 220 kV



# Flagship Projects CoC – Energy Efficiency

Siemens Energy is the partner of choice



## TE-TO Osijek

TE-TO Osijek  
 Reconstruction of forced draught fans (MV PH GH 180)  
 Reconstruction of cooling towers fans (LV G120P)

## TE-TO Zagreb

Implementation of flue gas recirculation on unit C (LV G120P)

## EL-TO Zagreb

Implementation of flue gas recirculation on boiler VK3 (LV G120P)

## TE-TO Ljubljana

New feed water pumps with (MV PH GH 180)

## Ongoing

- Revitalization of pump station Sava on TE-TO Zagreb (MV PH GH 180)
- New heat accumulator and heat station on TE-TO Osijek (MV PH GH 180)
- Implementation of flue gas recirculation on boiler K4 in Belišće (LV G120P)
- New feed water pumps and forced draught fans on EL-TO Zagreb boiler NTK4 (LV G120P)

### Your Benefits

- Cut energy costs up to 60 %
- Short payback period
- Reduced CO<sub>2</sub> emissions
- Reduced mechanical maintenance
- Increased availability
- Efficient process control
- Single partner for entire project

*Energy savings projects are often aided and funded by governmental programs.*

**Holistic consideration of the entire drive train. Focus on rotating equipment operating with inefficient mechanical controls (bypass, dampers, IGVs, etc.):**



### Control

- Bypass
- Throttle
- Inlet vane



### Motor

- LV motors
- HV motors
- Application-specific motors



### Mechanics

- Couplings
- Transmissions
- Application-specific gear units



### Application

- Pumps
- Fans
- Compressors

# Flagship Projects CoC – Re-Engineered Solutions

Siemens Energy is the partner of choice

## Aeroderivate gas turbine

- **Geometrical Characterization**
- 3D modeling and 2D manufacturing drafting
- Geometrical Analysis
- Assembly Checks & Revisions

**Spare parts service program.**  
**More than 50 Items done.**



## Gas turbine Combustor

- 3D modeling
- Geometrical Analysis
- Assembly Checks

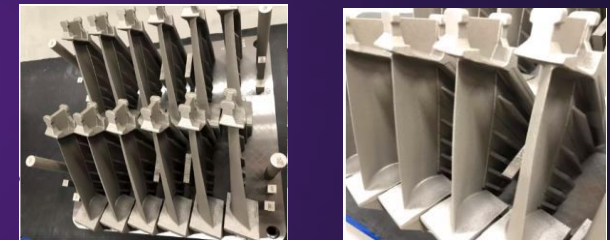
**Combustor prepared for icrease of lifetime to 50k working hours.**



## SGT-A20 AM Vanes

- Scanning machined old parts
- 3D modeling IP and LP vanes
- 2D manufacturing documentation
- Test printing in IN738LC and IN939

**Conversion of Cast technology with AM.**



# Flagship Projects CoC – Task Force Transformational Growth

## Siemens Energy is the partner of choice



### Terminal Management System

Our core downstream solution for management of oil product storage and loading / unloading operations

- 21 TMS's for 21 Terminals, Saudi Aramco, Saudi Arabia 
- 5 TMS's for Truck, Rail and Ship loading in Croatia 
- 1 TMS for Abu Dhabi Crude Oil Pipeline Habshan – Fujairah, ADNOC, UAE 
- 2 TMS's for Truck, Rail and Ship loading in Beira and Matola, Mozambique 
- 1 TMS for On – Spot Loading Station, Tüpräs Kirikkale, Turkey 



### LNG Solutions



Floating Storage and Regasification Units capable of storing and regasifying large quantities of LNG

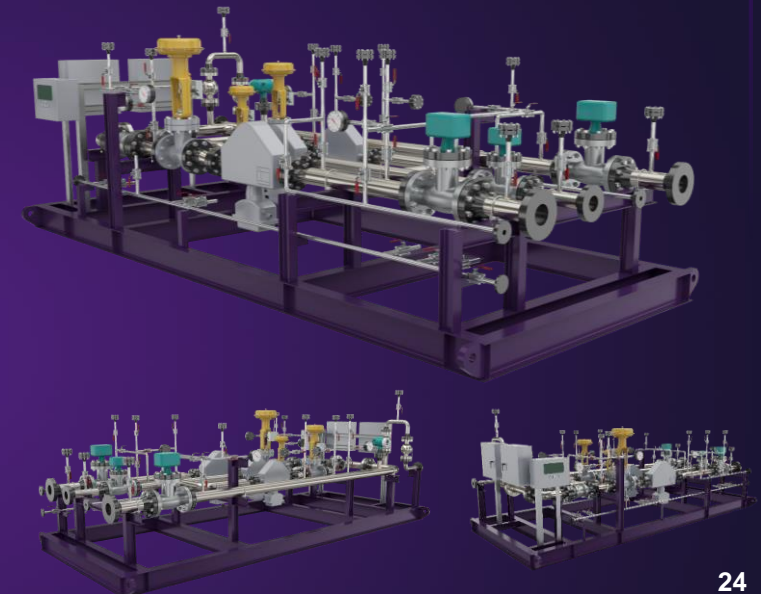
- 1 FSRU, LNG Croatia 
- 1 FSRU, Kalyon & Kolin Joint Venture, Izmir, Turkey 
- 1 FSRU, Batangas LNG terminal, FGEN LNG Corporation, Philippines 

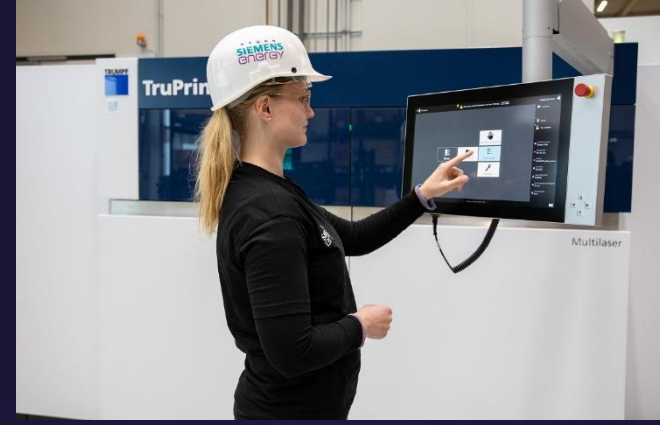


### H<sub>2</sub> mixing skids

Pre – designed scalable H<sub>2</sub> mixing skids suitable for gas turbine co – firing and installation along the distribution lines

- 1 Gascade Gastransport, Compressor station, Eischleben, Germany 
- 1 Energie & Wasserversorgung Rhein-Sieg GmbH MVA Bonn 





We energize society



# Management and Contact



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Registered office: Slavonska avenija 1a, Zagreb;

IBAN: Zagrebačka banka d.d. HR7523600001102819568.

The company is entered in the court register of the Commercial Court in Zagreb under no. 081265238.

Capital stock: EUR 2.700.000,00. Company number 5152984, VAT ID HR18960883235 , Personal Identification Number: 18960883235

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## Other SE companies in Croatia

### **Siemens Gamesa Renewable Energy d.o.o.**

Siemens Energy 100% ownership

### **Končar – Energetski transformatori d.o.o.**

Joint venture of Siemens Energy 51% and Končar – Elektroindustrija d.d.

### **Končar transformer tanks d.o.o.**

Joint venture of Siemens Energy 40% and Končar – Elektroindustrija d.d.

### **PRO INTEGRIS d.o.o. za inženjering**

Siemens Energy 100% ownership

# Thank you!

Siemens Energy on social media:



More information can be found on our website:  
[siemens-energy.com](https://www.siemens-energy.com)

# Information and forward-looking statements



This document contains statements related to our future business and financial performance, and future events or developments involving Siemens Energy that may constitute forward-looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project,” or words of similar meaning. We may also make forward-looking statements in other reports, prospectuses, in presentations, in material delivered to shareholders, and in press releases. In addition, our representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of Siemens Energy’s management, of which many are beyond Siemens Energy’s control. These are subject to a number of risks, uncertainties, and other factors, including, but not limited to, those described in disclosures, in particular in the chapter “Report on expected developments and associated material opportunities and risks” in the Annual Report and in the Half-Year Financial Report, which should be read in conjunction with the Annual Report. Should one or more of these risks or uncertainties materialize, should acts of force majeure, such as pandemics, occur, or should underlying expectations including future events occur at a later date or not at all, or should assumptions prove incorrect, Siemens Energy’s actual results, performance, or achievements may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward-looking statement.

Siemens Energy neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated. This document includes supplemental financial measures – that are not clearly defined in the applicable financial reporting framework – and that are or may be alternative performance measures (non-GAAP-measures). These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Siemens Energy’s net assets and financial position or results of operations as presented in accordance with the applicable financial reporting framework in its consolidated financial statements. Other companies that report or describe similarly titled alternative performance measures may calculate them differently. Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.