

FIBER INDUSTRY (Pulp & Paper)

Market Overview for Siemens Financial Services

April 2023

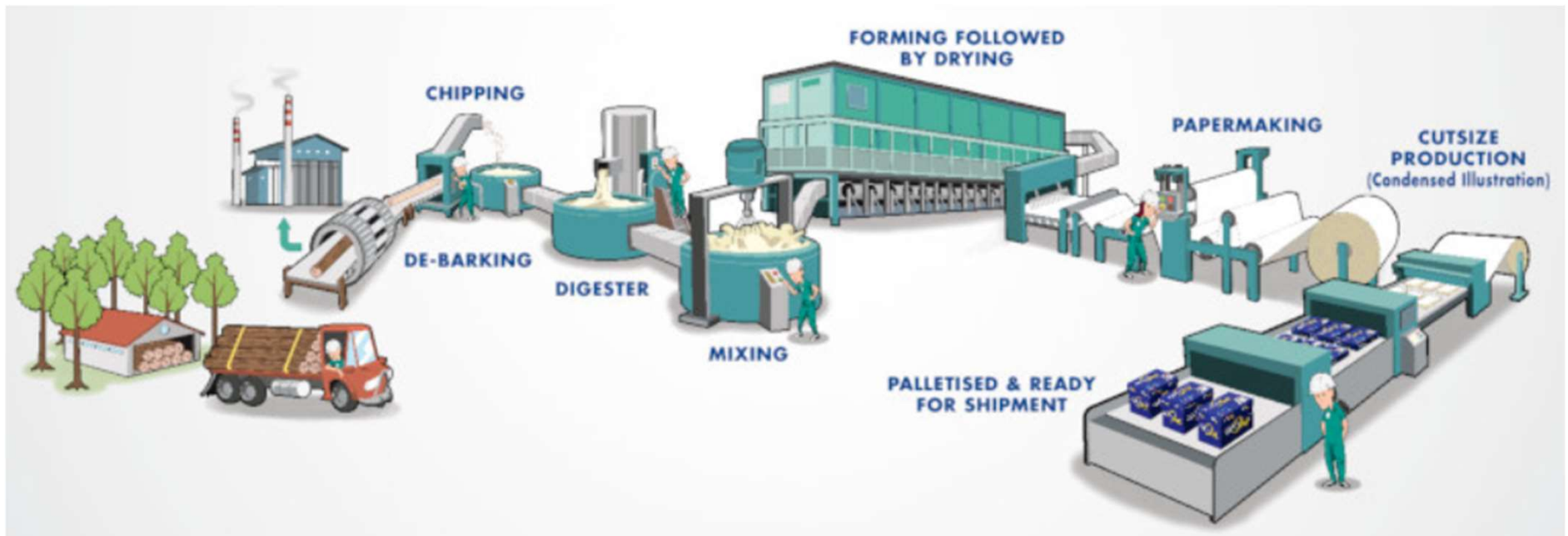
- Gino Turgeon – Account Manager, Siemens Canada Ltd.
- Ryan Wantz – Business Development Mgr. – Siemens Energy Inc.



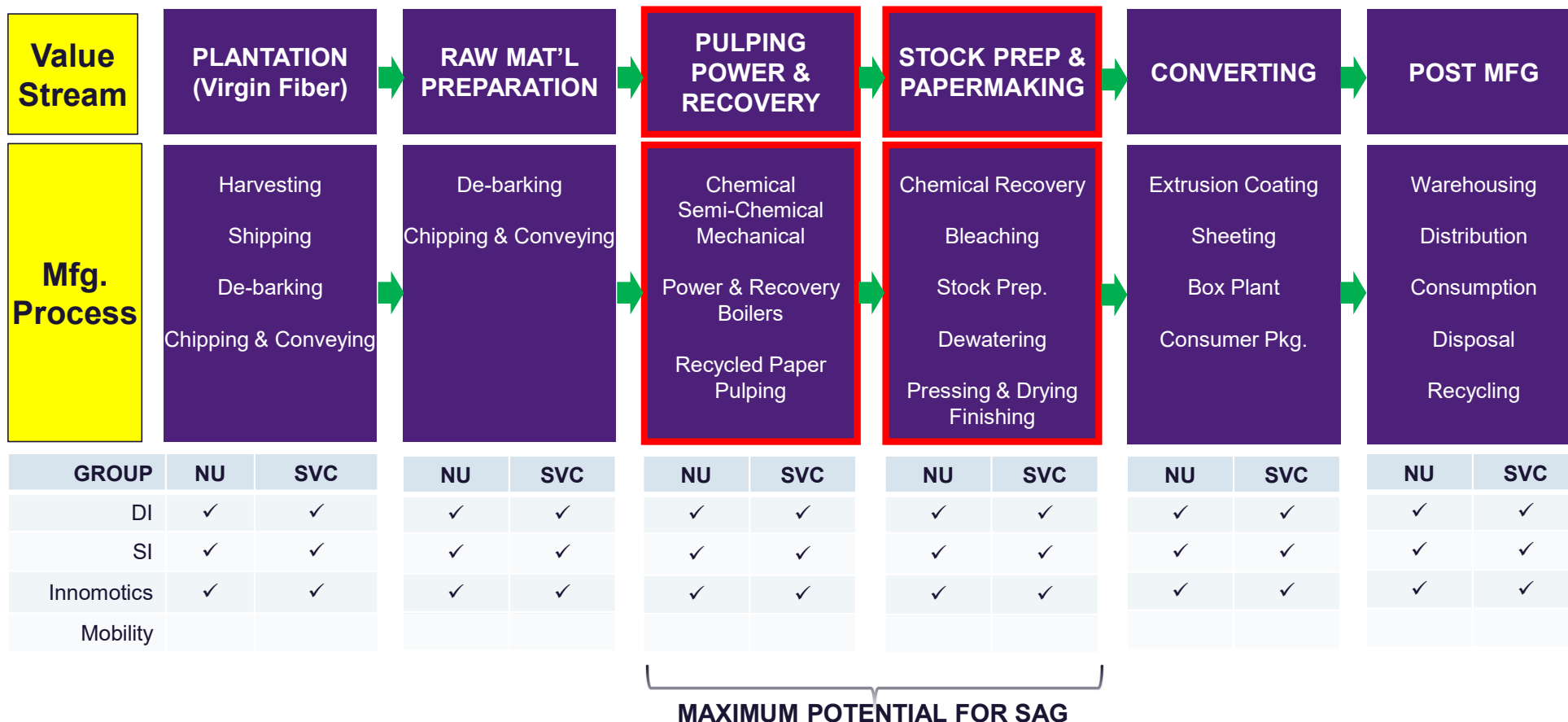
1. Siemens Equipment, Services and Solutions into their specific vertical market
2. Go to market strategy
3. Market Trends
4. Key Customers
5. 2-3 use cases
6. Contacts within the Siemens Business should we have a SFS borrower with an expressed need that Siemens could fulfill.
7. Q&A

The Pulp & Paper Manufacturing Process

- A process industry ideally suited for Siemens & Siemens Energy products, systems and services

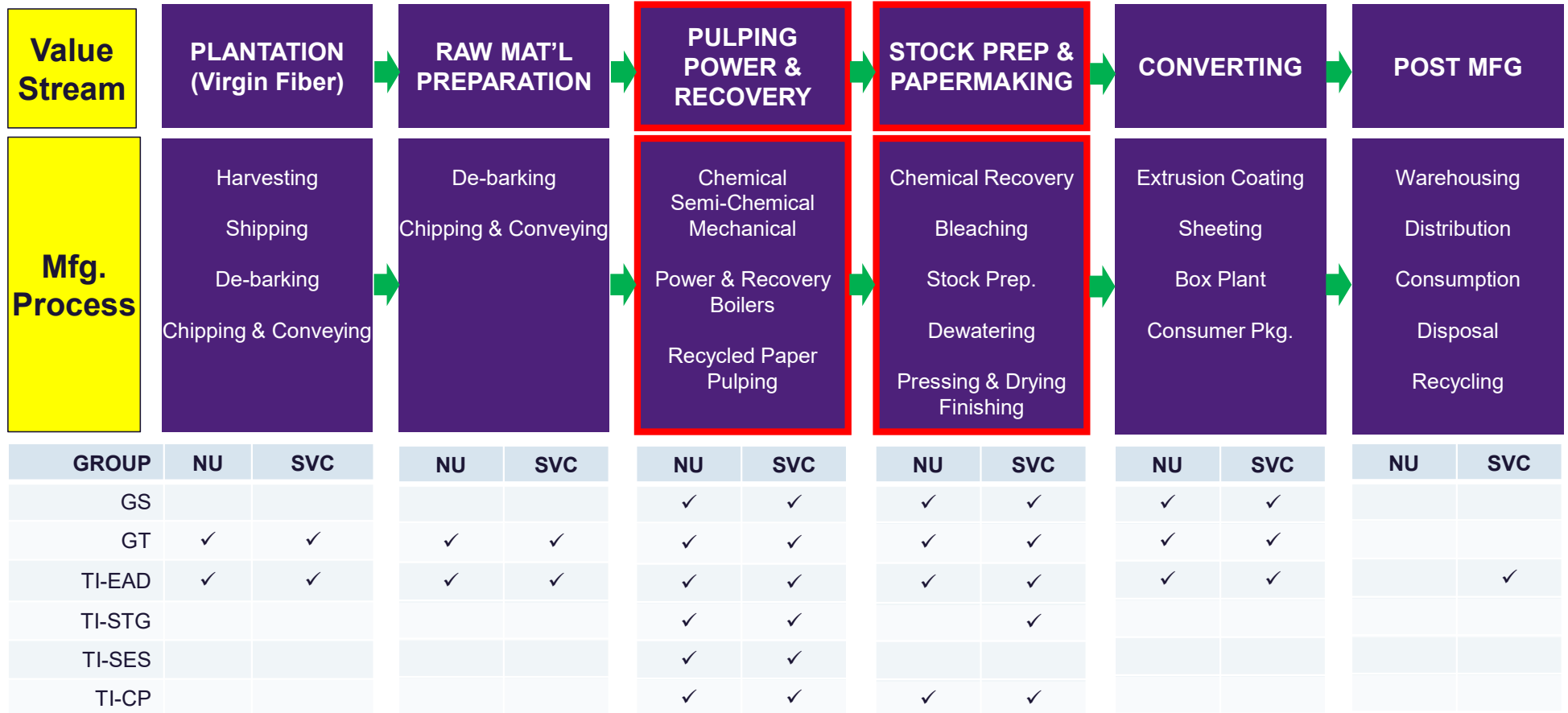


Pulp & Paper Value Chain (SAG Potential, excluding DI SW)



NU = New Units
SVC = Service

Pulp & Paper Value Chain (SEI Potential)



NU = New Units
SVC = Service

MAXIMUM POTENTIAL FOR SEI

Wantz Ryan | EAD – Fiber Industry Solutions & Services

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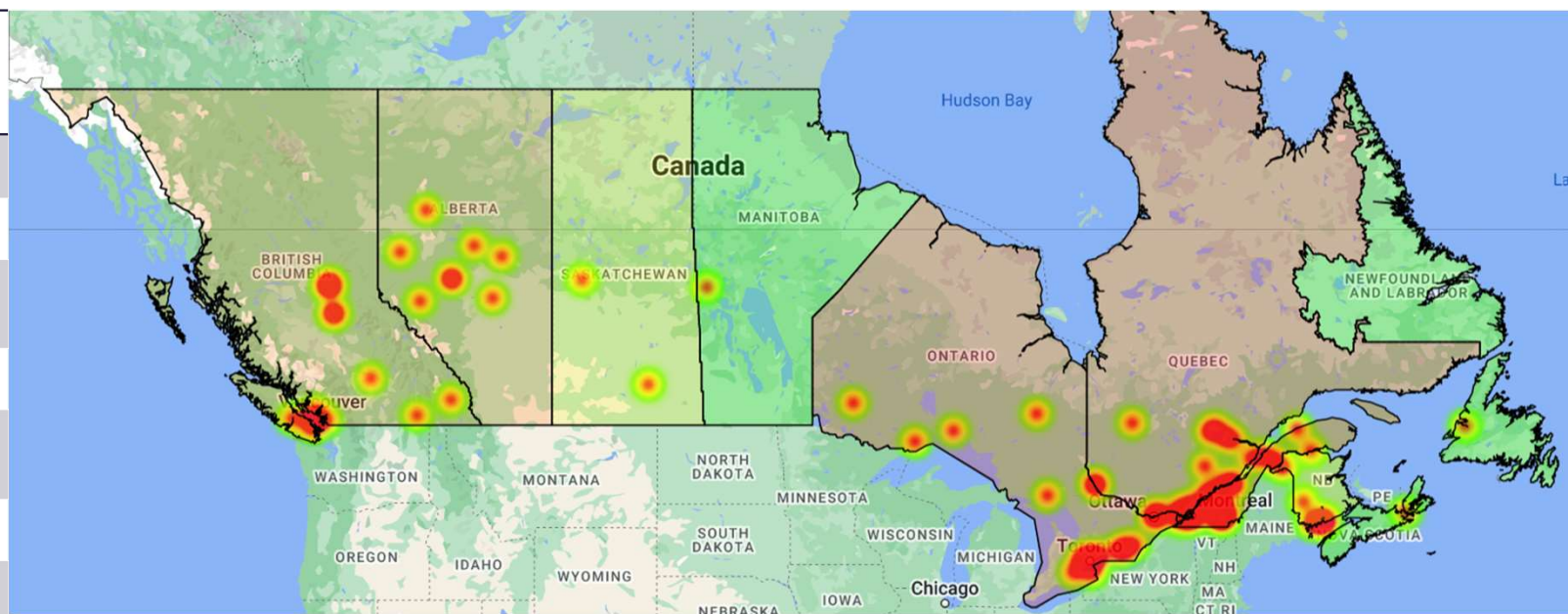
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Canadian Pulp & Paper Industry

Geographic distribution and intensity

(83) Paper Mills, Pulp Mills and Containerboard Mills

PROVINCE	PAPER MILL COUNT
Quebec	35
Ontario	15
British Columbia	13
Alberta	8
New Brunswick	7
Saskatchewan	2
Manitoba	1
Nova Scotia	1
Newfoundland	1

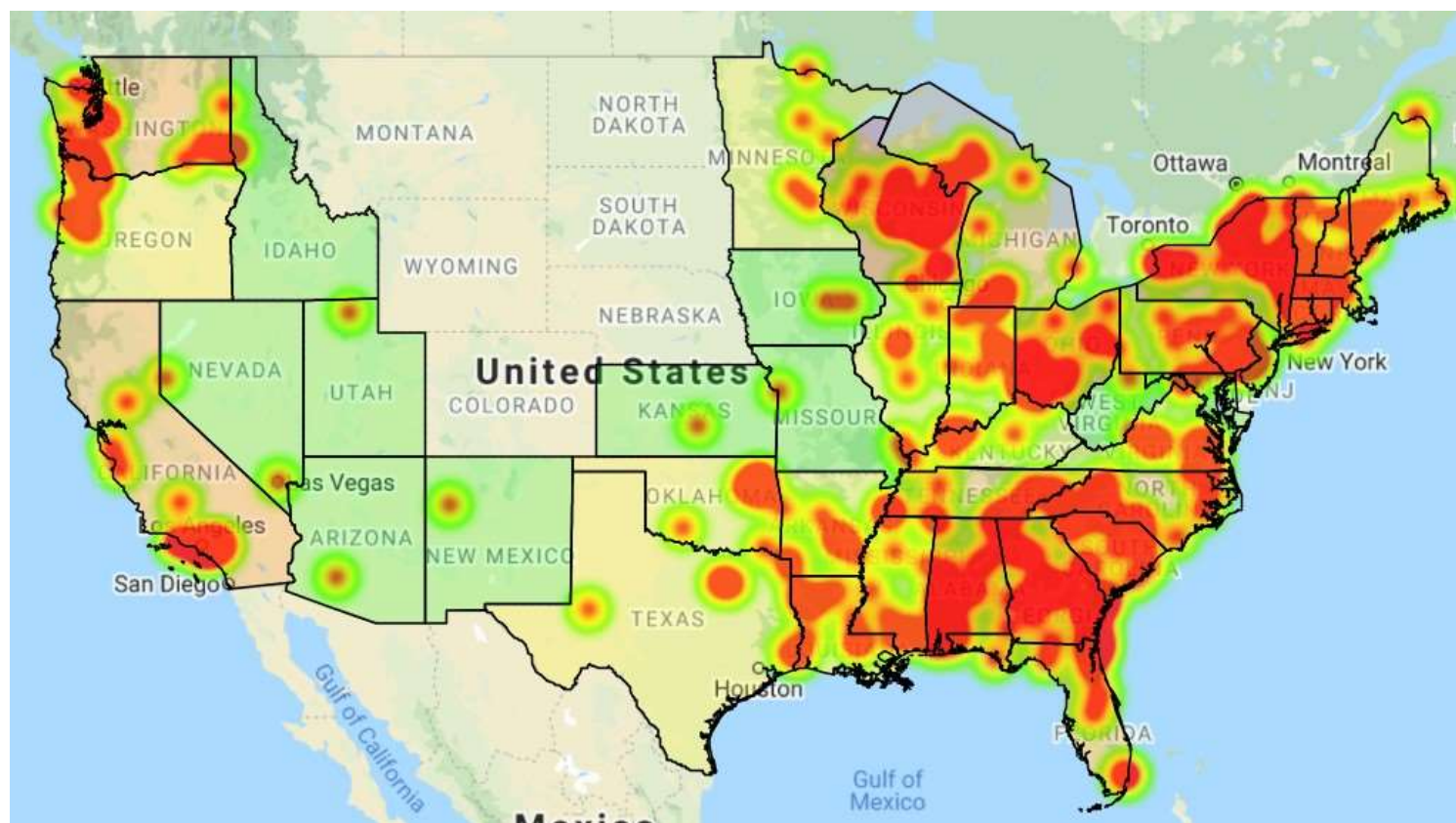


U.S. Pulp & Paper Industry

Geographic distribution and intensity

(342) Paper Mills, Pulp Mills and Containerboard Mills

STATE	PAPER MILL COUNT
Wisconsin	31
New York	29
Georgia	22
Alabama	16
Ohio	16
Washington	15
California	14
Michigan	14
N. Carolina	13
Florida	13



We provide products, services and solutions, which support the fiber industry to become more sustainable



Market Segments

Pulp Mills



Board Mills



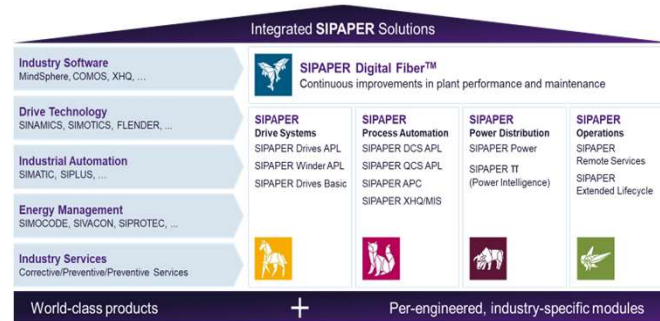
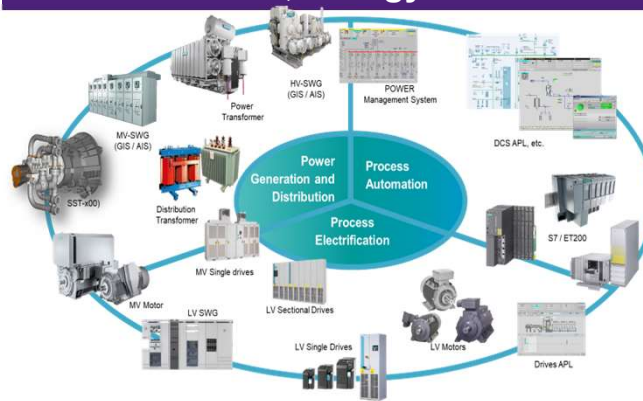
Tissue & Special Paper Mills



New Fiber beyond Pulp and Paper LW, UPM EOS

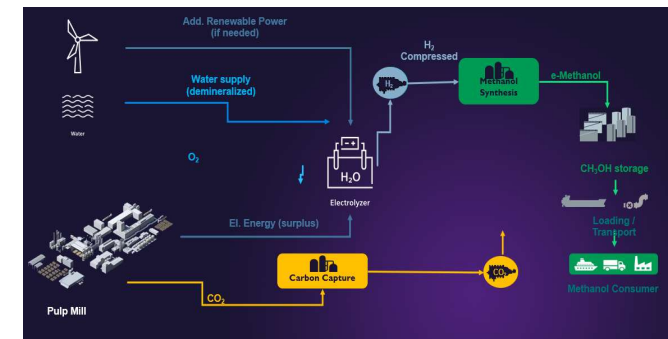


Combined Portfolio: Electrification, Automation, Motors & Drives, Energy Tech.

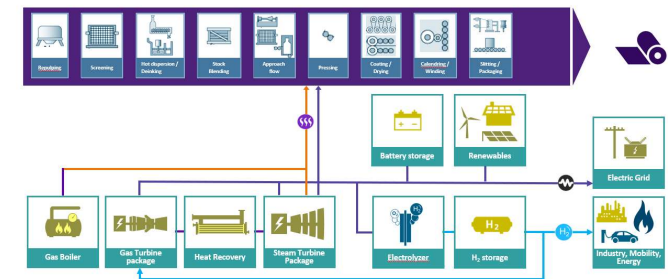


Portfolio: New Energy Solutions for a sustainable Fiber Industry

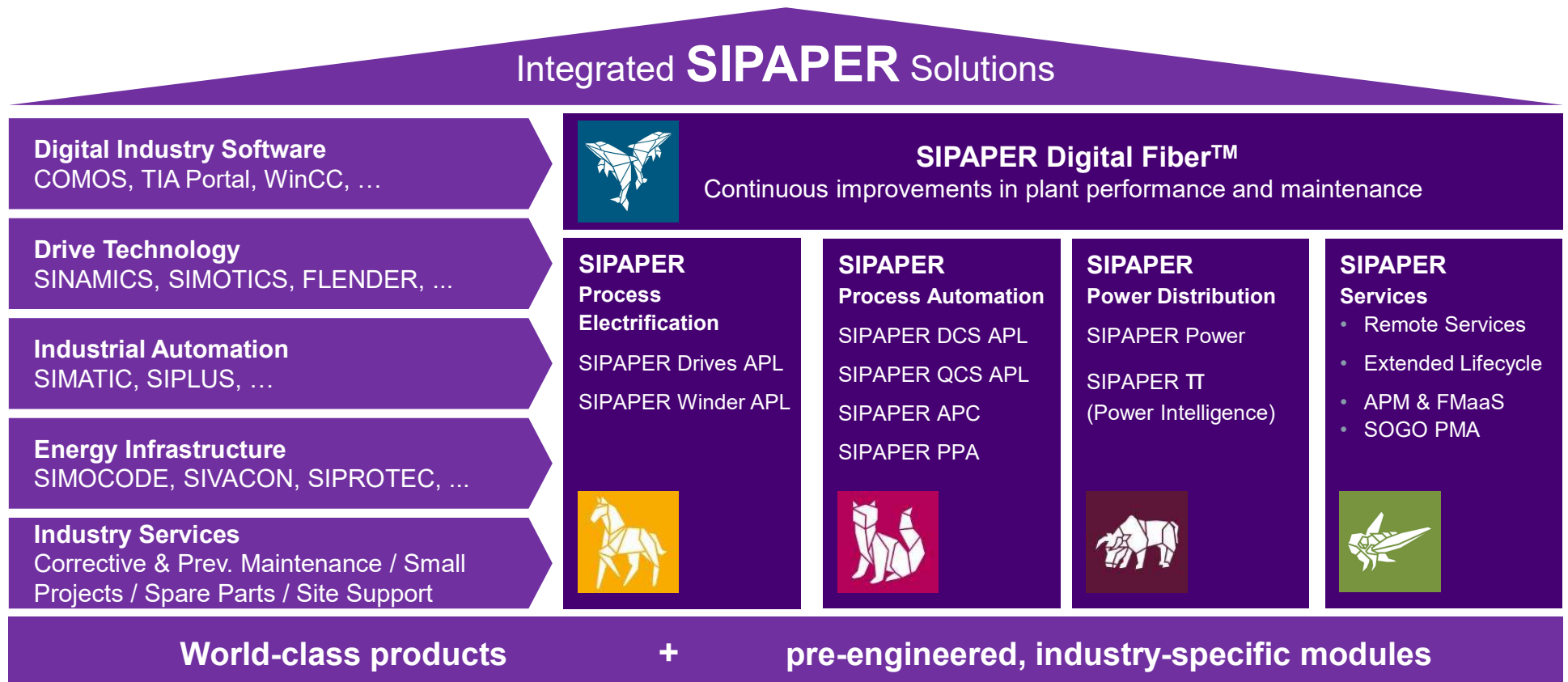
Integrated e-fuel:



Green paper concept through sustainable energy systems:



Use Cases: SIPAPER Integrated Solutions built on Siemens & Siemens Energy Technologies



THANK YOU
for your time

Contact and
further information



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