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| Name | Brenda Yearsley |
| Department | Entry Level Talent |
| Division | Siemens plc |
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| Date | 19 September 2014 |
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Dear Charlotte Bosworth

As an employer which employs staff in occupations within the sectors of electrification, automation and digitalisation Siemens believe that the following qualifications will enable students in the 16-19 age range to develop specialist knowledge and skills relevant to employment in this area and that the standard of knowledge and skills is suitable for an 18 year old in full time education.

We believe a student who achieves one of the following qualifications should be effectively prepared for related jobs, apprenticeships, training or higher education courses:

607146001X OCR Level 3 Cambridge Technical Foundation Diploma in Engineering (VRQ)
Electrical and Electronic Engineering pathway
Mechanical Engineering and Design pathway
Manufacturing pathway
Automation, Systems and Control pathway

6011459917 OCR Level 3 Cambridge Technical Diploma in Engineering (VRQ)
Electrical and Electronic Engineering pathway
Mechanical Engineering and Design pathway
Manufacturing pathway
Automation, Systems and Control pathway

The national requirement to address the shortage of skilled technicians and engineers is clear. Of the 300,000 graduates emerging each year from our education system, only 24,000 do so with an engineering-related degree. Our engineering sector also requires at least 235,000 apprentices and technicians over the coming decade and the pipeline appears to be around 50% short of demand in both numbers and disciplines. Some of the most acute issues are being faced in power and process engineering.

Brian Holliday, Divisional Director from Siemens Industry Automation, a division of Siemens Industry

“ So the challenge of attracting younger people to the industry continues. But this only tells part of the story. Just as important is the early exposure engineering students have to quality academic study combined with real world activity, a grounding which arms them earlier with skills, experience, and

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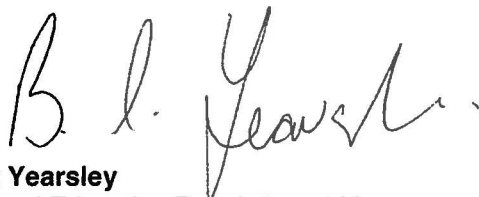
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enthusiasm to join a workforce and make a real contribution. Vocational/applied or *learning by doing* lies at the heart of this challenging objective and is one that Siemens passionately believes in."

Siemens have already made their position clear that we fully endorse the need for the engineering diploma, we currently need applications for our apprenticeships and graduate roles from students who not only have academic rigour but the technical ability needed for today's roles. We see the diploma as a valued progression pathway and feel this qualification will benefit the engineering industry and enhance our entry level talent pool.

Yours Sincerely

Brenda

A handwritten signature in black ink, appearing to read 'B. Yearsley', written over a light blue horizontal line.

Brenda Yearsley
School and Education Development Manager

About Siemens in the UK:

Siemens was established in the United Kingdom 170 years ago and now employs around 13,520 people in the UK. Last year's revenues were £3.2 billion*. As a leading global engineering and technology services company, Siemens provides innovative solutions to help tackle the world's major challenges, across the key sectors of energy, industry, infrastructure & cities and healthcare. Siemens has offices and factories throughout the UK, with its headquarters in Frimley, Surrey. The company's global headquarters is in Munich, Germany. For more information, visit www.siemens.co.uk

* Data includes intercompany revenue. Data may not be comparable with revenue reported in annual or interim reports.