서울시 우수정책 해외진출 전략 세미나

● 일시 : 2012. 9. 19(수) 15:00  17:00
● 장소 : 서울연구원 대회의실
## 프로그램 구성 및 일정

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<td>○ 인사말씀</td>
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<td>○ 주제발표1 : 지멘스 인프라&amp; 도시 사업부의 진출현황 및 글로벌 네트워크 형성과정</td>
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<td>- 토론자 : 김인희 (서울연구원 연구위원)</td>
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<td>○ 주제발표2 : LG CNS 민간협력 해외진출 사례 및 발전방안</td>
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<td>- 허수진 LG CNS 공공/SOC사업본부 해외사업팀 차장</td>
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<td>- 사 회 : 홍석기 (서울연구원 세계도시연구센터장)</td>
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<td>- 고준호 (서울연구원 연구위원)</td>
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<td>16:10~16:20 (10’)</td>
<td>○ 휴식</td>
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<td>○ 주제발표3 : 성공적인 해외진출을 위한 서울시와 KOICA의 협력방안</td>
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<tr>
<td></td>
<td>- 이연수 KOICA 정책총괄팀 팀장</td>
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<td>- 토론자 : 박희석 (서울연구원 연구위원)</td>
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<td>- 장지인 (서울연구원 초빙부연구위원)</td>
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<td>16:50~16:55 (5’)</td>
<td>○ 강평</td>
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<td>- 이창현 (서울연구원 원장)</td>
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<td>16:55~17:00 (5’)</td>
<td>○ 정리 및 폐회</td>
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<td>- 홍석기 (서울연구원 세계도시연구센터장)</td>
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서울연구원 세계도시연구센터 소개

연구 대상도시
- 서울시로부터 인도적 지원을 필요로 하는 세계도시
- 서울시의 우수정책 노하우를 필요로 하는 세계도시

연구분야
- 인도적 지원 분야 : 의료, 교육, 긴급구호, 재해 등
- 우수정책 진출 분야 : 상하수도, 도시철도, 교통정보 시스템, 전자정부, 도시계획 등

추진방법
- 국제기술 및 국내외 기관과의 협력
- 세계도시 네트워크 활용한 파트너십 구축
- 기초연구, 현장조사 및 분석
- 지속가능한 공동협력개발 방안 모색

서울연구원 세계도시연구센터 소개

연구진

센터장

충석기 (미래사회연구실 연구원원)

연구위원

고준호 (교통시스템연구실 연구원원)
김인지 (도시공간연구실 연구원원)
박희석 (시민경제연구실 연구원원)
김민경 (환경정책연구실 부연구위원)

초빙부연구위원

장지인 (미래사회연구실 부연구위원)

연구원

민동환 (미래사회연구실 연구원)
유인혜 (미래사회연구실 연구원)
김재호 (미래사회연구실 연구원)
지멘스 인프라 & 도시 사업부의 진출현황 및 글로벌 네트워크 형성과정

이동기 (지멘스 전략기획부)
Siemens – The company

Infrastructure & Cities Sector

Status: August 2012

Siemens Worldwide

- Founded by Werner von Siemens in 1847
- 360,000 employees
- 193 countries
- EUR 73.5 billion in sales worldwide in fiscal 2011
- International business accounts for 85% of total sales in fiscal 2011
Innovation is our lifeblood

Key R&D figures

- € R&D spending: € 3.925 billion in fiscal 2011, or 5.3% of revenue
- 27,800 R&D employees worldwide
- Roughly 17,000 software engineers
- 160 R&D locations in roughly 30 countries around the world
- 8,600 inventions in fiscal 2011
- 53,300 patents granted

R&D spending in percent of revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>5.1%</th>
<th>5.2%</th>
<th>5.3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>2011</td>
<td></td>
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</tbody>
</table>

Ranking, recent highlights

- Our patent position in fiscal 2011:
  - Germany: No. 3
  - Europe: No. 1
  - USA: No. 9

- Most recent innovations:
  - Vitamin D blood test: diagnoses Vitamin D deficiency quickly and reliably
  - Gearless 6-megawatt wind turbine: supplies up to 6,000 households with clean energy and weighs no more than a 2.3-megawatt turbine with gears
  - TIA Portal software platform enables design of all automation processes from a single computer screen

Global presence

Basis for competitiveness

<table>
<thead>
<tr>
<th>Region</th>
<th>Employees</th>
<th>Revenue ( billions of €)</th>
<th>Major production facilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>116,000</td>
<td>10.8</td>
<td>15%</td>
</tr>
<tr>
<td>Asia, Australia</td>
<td>60,000</td>
<td>14.4</td>
<td>71%</td>
</tr>
<tr>
<td>Europe, CIS, Africa, M</td>
<td>102,000</td>
<td>27.9</td>
<td>67%</td>
</tr>
<tr>
<td>East (excl. Germany)</td>
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Stand: 30. September 2011

All numbers refer to continuing operations.
Our vision and our values

Siemens – the pioneer in

Energy efficiency
Industrial productivity
Affordable and personalized healthcare
Intelligent infrastructure solutions

Our values

Responsible
Committed to ethical and responsible actions

Excellent
Achieving high performance and excellent results

Innovative
Being innovative to create sustainable value

New Sector organization of Siemens aligned with the global trends

Energy
- Fossil Power Generation
- Wind Power
- Solar & Hydro
- Power Transmission
- Oil & Gas
- Energy Service

Healthcare
- Imaging & Therapy
- Clinical Products
- Diagnostics
- Customer Solutions

Industry
- Industry Automation
- Drive Technologies
- Customer Services

Infrastructure & Cities
- Rail Systems
- Mobility and Logistics
- Low and Medium Voltage
- Smart Grid
- Building Technologies

Attractive markets driven by megatrends

Climate change
Demographic change
Globalization
Urbanization
Major developments impact our life for decades

Global Megatrends

Demographic change
- Tremendous increase in world population to 9bn in 2050 vs. 7bn in 2010
- Aging of societies: Generation 65+ almost triples until 2050

Urbanization
- Urban population expected to increase to ~70% in 2050 vs. ~50% in 2010
- Numerous megacities arise, especially driven by growth in emerging markets

Climate change
- Climate change is a fact, threatening humans and biosphere
- Costs of inaction will exceed costs of taking early action by far

Globalization
- Increasing interdependence of economies, politics, culture & other areas of life
- BRIC countries with strongest growth: China outruns U.S. in GDP before 2040

We are in the "urban millennium"

Population
- 2009: 50% of the world's population lives in cities
- 2030: urban population will grow from 3.5 billion to 4.7 billion

Economy
- ~50% of global GDP is produced in 600 cities
- By 2025, 40% of global GDP growth will be generated by middleweight cities in emerging markets

Environment
- Cities stand for
  - Two-thirds of the world's energy
  - 60% of its drinking water
  - Up to 70% of its CO₂ emissions
Cities are committed to clear CO₂ reduction targets

Cities and their CO₂ reduction/energy efficiency targets

<table>
<thead>
<tr>
<th>City</th>
<th>Year</th>
<th>CO₂ Reduction</th>
<th>Notes</th>
</tr>
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<tbody>
<tr>
<td>Toronto</td>
<td>1990 - 2050</td>
<td>-80%</td>
<td></td>
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<tr>
<td>London</td>
<td>1990 - 2030</td>
<td>-60%</td>
<td></td>
</tr>
<tr>
<td>Copenhagen</td>
<td>2005 - 2026</td>
<td>Carbon-neutral</td>
<td>1)</td>
</tr>
<tr>
<td>Munich</td>
<td>1990 - 2030</td>
<td>-50%</td>
<td></td>
</tr>
<tr>
<td>New York</td>
<td>2005 - 2030</td>
<td>-30%</td>
<td></td>
</tr>
<tr>
<td>Mexico-City</td>
<td>2008 - 2012</td>
<td>-12%</td>
<td></td>
</tr>
<tr>
<td>Jakarta</td>
<td>2009 - 2020</td>
<td>-30%</td>
<td></td>
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<tr>
<td>Singapore</td>
<td>2007 - 2020</td>
<td>-16%</td>
<td></td>
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<tr>
<td>Chongqing</td>
<td>2005 - 2020</td>
<td>-20%</td>
<td>3)</td>
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<tr>
<td>Wuhan</td>
<td>2005 - 2020</td>
<td>-20%</td>
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1) Carbon-neutral means that the city can offset its emissions by investing in Kyoto Protocol-style projects that reduce pollution elsewhere. 2) Target for Munich per capita against 1990 level. 3) Relative target for China per unit of economic output (GDP). Source: Desk research; learn sustainable cities.

Cities are economic powerhouses – middleweight cities in emerging markets play a crucial role in future growth

Today

- 22% of the world’s population generates 51% of global GDP BIP

100% = 6.6 billion

- Rural areas: 51% Population, 13% GDP
- Small cities and other urban areas: 15% Population, 16% GDP
- Other Cityscope (~1,400 cities): 12% Population, 51% GDP
- City 600: 22% Population, 20% GDP

Source: McKinsey

Tomorrow

- Nearly 40% of GDP will be generated by middleweight cities in emerging markets

GDP growth, 2007–2025

Emerging market middleweight cities: 29%
Middleweight cities: 39%
Emerging market small cities and rural areas: 14%
Emerging market megacities: 10%
Developed economies: 9%

Source: McKinsey
Basic needs of a city – Success determines competitiveness

- Efficient transportation of people and goods
- Reliable and efficient supply of energy
- Low emissions, water usage and waste
- Comfort, life quality and security

Requirements are drastically changing from closed island solutions / single products to cross-linked intelligent infrastructure solutions

The Infrastructure & Cities Sector has an increased focus on customer needs

Customer needs
- Efficient transportation of people and goods
- Reliable and efficient supply of energy
- Comfort and security
- Low emissions

Infrastructure & Cities Sector
- Rail Systems
- Mobility and Logistics
- Low and Medium Voltage
- Smart Grid
- Building Technologies
IC mission: Transform cities for the better through sustainable technology

Intelligent traffic management
- Tolling systems
- Traffic flow management
- Adaptive traffic control

Smart grid solutions
- Grid automation
- Decentral energy management
- Demand response systems

Energy efficient buildings
- Integrated climate, light, and blind control
- Energy performance contracting
- Efficiency monitoring

Rail-bound transit solutions
- High-speed and metro rail
- Train control systems
- Traction power supply

The pioneering partner for infrastructure & cities
Clean technology
Efficient use of resources
Connected information
Automation of infrastructure

The IC Sector has a strong starting position

Transportation and logistics
Global leader in rail systems
- 50% of all major railway companies worldwide are Siemens customers
- Already >500 completed railway projects in the city domain

Strong position in airport logistic solutions
- Technology leader in airport baggage and cargo handling
- > 200 of world top 300 airports are Siemens customers

Power grid solutions
Strong position in energy automation market
- Siemens with long-standing customer relations
- Most comprehensive portfolio of competitors

Leading position in gas-insulated switchgears (MV)
- Siemens as technology leader
- High customer value from efficient space usage, especially in high-density areas

Building technologies
Large installed base in building technologies
- > 6,000,000 buildings with Siemens technology
- 40% of commercial buildings in Manhattan

Strong in remote monitoring services
- 45'000 buildings already linked with Advantage Operation Centers (AOC), growing rapidly
Rail Systems: Solutions for moving people and goods in cities and between cities

Speed (km/h)

1 10 30 50

Average distance between stops (km)

Eurosprinter
Vectron
Eurorunner
Asiarunner

Velaro

Desiro

Viaggio

Avenio, S70
ULF, Inspiro

Infrastructure & Cities Sector - Rail Systems Division

Division profile

Rail Systems comprises the entire Siemens rail vehicle business - railways, metros and locomotives and even trams and light rail and related services. Siemens will also be responsible for railway customers worldwide and will jointly develop customized mobility solutions in close cooperation with them on site.

Major references

KORAIL electric locomotive
Supplied core equipments for 85 units

Supplied core systems for Uijeongbu LRT (VAL) line.

Supplied core equipments for Daegu Metro Line No.1

Business Field

- Customer Service & Transportation Solutions (CS&TS)
- High Speed and Commuter Rail (HC)
- Locomotives and Components (LOC)
- Metro, Coaches and Light Rail (MCL)
Infrastructure & Cities Sector
Rail Systems Division

Division profile
The Rail Systems Division (RL) is responsible for Siemens’ entire rail vehicle business – including everything from trains, metro systems and locomotives to trams, light rail systems and rail related services. Supporting railway operators worldwide, our employees collaborate with customers on a local basis to develop tailor-made mobility solutions.

New orders / innovations in Q3
TriMet, the mass transit provider for the city of Portland, Oregon (USA), has awarded IC another order worth USD 73 million (around EUR 56 million) for 18 S70 light rail cars. The vehicles will be manufactured entirely at Siemens’ rolling stock production plant in Sacramento, California. The new light rail cars will be shipped out as of August 2014.

Technology highlights – examples
Desiro commuter and regional trains
Velaro high-speed trains

Infrastructure & Cities Sector – Mobility and Logistics Division

Division profile
Mobility and Logistics provides hardware, software and service bundles for the optimization and automation of traffic and transport networks on road and rail as well as for airports and harbors. The newly created Division will also be in charge of all the businesses of mobility and logistics management for people and goods, including rail automation, infrastructure logistics, intelligent traffic and transportation systems along with all our electromobility infrastructure activities.

Business Field
- Complete Transportation and e-Vehicle Infrastructure (CTE)
  Intelligent Traffic Systems
  Electric Vehicle Infrastructure
- Infrastructure Logistics (IL)
  Logistics and Airport Solutions
  Postal Solutions
  Customer Services
- Rail Automation (RA)
  Mainline and Mass Transit

Major references
Incheon Subway line No. 1, Daejeon Metro line No. 1, and Seoul Metro line No.2 refurbishment.
Baggage Handling System (BHS) to Incheon International Airport Ph 1 and Ph 2
Siemens SITRAIL system to AREX, Seoul Metro line No. 8, Daegu Metro line No.2
Mobility and Logistics: Accelerate traffic flow and reduce CO₂ emissions with intermodal traffic management

Integrated solutions based on …

- Intercity and high-speed transport
- Commuter and regional transport
- Urban transport
- E-mobility solutions for road traffic (including e-cars and e-buses)
- Integrated traffic management
- Parking management
- City tolling

… are the key to safe, clean, and reliable mobility

Infrastructure & Cities Sector - Low and Medium Voltage Division

Division profile
Low and Medium Voltage manufactures and supplies intelligent medium and low voltage electrical equipments for power grid. Also Siemens supports customers with optimizing engineering of systems and selection of electrical equipments.

Business Field
- Medium Voltage SWGR
- Medium Voltage Components
- Generator circuit-breakers and switchgear
- SIPLINK
- Low Voltage Switchgear and Motor Control Center
- Low Voltage Components
- Busduct
- Energy management system
- Switch and Socket

Major references
- YNCC Substation
  Supplied primary part of 33kV GIS double busbar system
- Time Square Keumho Co., Ltd.
  Supplied Busduct for complex building of Hochimin, Vietnam
- Kia Motors Slovakia Factory
  Supplied Powermeter
Low and Medium Voltage: Providing totally integrated power distribution for a smart building

Smart Grid: Offering solutions that go beyond traditional energy technology
Infrastructure & Cities Sector - Smart Grid Division

Division profile
Smart Grid provides innovative technologies and services in the fields of IT, data communication, energy automation, and rail electrification pave the way for efficient grids, intelligent power distribution, intelligent consumption as well as electromobility and smart buildings.

Business Field
- Protection and Substation Control
- Power Distribution Systems
- Energy Software
- Power Network Communication
- Power Quality Systems
- Telecontrol Systems
- Energy Management Systems
- Analyzing and Consulting for Power Efficiency Improvement
- Smart Grid Systems

Major references
- Korea Electric Power and Korea Southern Power Protection Relay, Power Monitoring system
- Hynix Semiconductor Protection Relay, Power Monitoring system
- Yeochun NCC Protection Relay, Power Monitoring system

Infrastructure & Cities Sector
Building Technologies Division

Division profile
The Building Technologies Division (BT) is the world's leading provider of solutions for safe, secure and energy efficient buildings (green buildings) and building infrastructures. As a service provider, systems integrator and product supplier, the division offers systems for building automation, climate control, fire safety and security.

Technology highlights – examples
- Surveillance Security Solution
- Building Automation Systems

New orders / innovations in Q3
BT launches the wireless fire detection solution Swing. The system is especially suitable for use in locations where the wiring of fire detectors is impossible or undesirable, e.g. in historic buildings, museums, industrial buildings and temporary installations in trade shows and exhibitions. The fire detection system Swing is based on mesh technology, which maximizes communications redundancy and thus matches the security and reliability of a cable-based solution. It combines the fail-safe wireless network with patented ASA technology (Advanced Signal Analysis).
Building Technologies: Smart buildings play a crucial role in smart grids and energy efficiency

Buildings consume 40% of world-wide energy ...

... and account for 21% of CO₂ emissions

Infrastructure & Cities - Building Technologies Division

Division profile

Building Technologies offers various products and solutions such as intelligent building systems, heating and air conditioning, ventilation, access control, intrusion, and danger management in its business areas of building automation, HVAC products, Fire safety & Security. It also provides the tailored design, execution and on-spot after service to continue to satisfy customers’ needs.

Business Field

- Building Automation
  Intelligent Building Systems, Service Business, Energy & Environmental Solutions
- HVAC & Fire Safety Product
  OEM(Boiler, Burner), Heating & Cooling, Residential, HVAC Components
- Fire Safety & Security Solution

Major references

Yeouido International Finance Center Seoul
LG Display P9 Factory
Sindorim D-cube City
SFS strongly supports further implementation of the IC strategy

SFS is a reliable financing and risk management partner for the IC business and their customers, especially in times when financing of investments becomes increasingly important and financing can enable new business models.

By combining financial with industrial logic the IC Sector can provide an easier customer interface.

SFS contributes the Siemens growth initiatives by focusing on the same Sectors and key regions as the operating units – this further strengthens customer relationships for IC.

Financing activities in the IC sector

- Project financing
- Public private partnerships
- Commercial Finance
- Guarantees
- Currency Management
- Insurance

SFS project highlights for Infrastructure & Cities

Metro Line Santo Domingo

For the second metro line in Santo Domingo, SFS has put together a multisource financing package totaling more than EUR 133 million. Taking a cross-consortium approach, SFS coordinated the financing structure, the negotiations with the banks, the guarantee concept and the financial close. Working on behalf of a consortium comprising French and Dominican companies, Siemens was awarded the contract.

ICx

SFS strongly supported the IC Sector to secure one of the biggest orders in the history of Siemens – the framework agreement for ICx trains with Deutsche Bahn. The volume for the first planned 220 trains amounts to EUR 6 billion. SFS intensively advised the Sector on the construction financing, developed and assessed various alternatives with regard to price, accounting treatment, tender process and risks.

Florida Institute of Technology

Building Technologies supplied an energy-conversion solution to meet the needs of the Florida Institute of Technology (FIT). Siemens Financial Services was able to fund the $USD 10 million project for FIT. The annual energy and utility savings generated by the new equipment will exceed the annual cost to finance the entire project. For FIT, the project will pay for itself over the 10-year financing term.

Beijing Chaoyang District

Siemens signed a strategic partnership with Beijing Chaoyang District Government to promote energy saving and emission reduction in public buildings and other relevant sectors in the District. Through a lease financing solution and guaranteed energy savings, the IC Sector will help the District Government to improve the energy and operational efficiency without the burden of high initial capital expenditure.
Beijing Chaoyang district government project  
- Siemens Financing Solutions in Practice in China

Strategic Partnership with Beijing Chaoyang District Government

In October 2009, Siemens signed a strategic partnership with Beijing Chaoyang District Government to promote energy saving and emission reduction in public buildings and other relevant sectors in the District.

Target: 467t/y CO₂ reduction (~1.5M kwh/year) by retrofit and upgrade administration buildings of Chaoyang District Government

Comprehensive Leasing as Key Solution

- Siemens provides Chaoyang District Government with a customized leasing solution over five and a half years which allows project costs to be met wholly from the savings achieved through reduced energy consumption and better operational efficiencies.

- EPC (Energy Performance Contract)

- Siemens Finance and Leasing Ltd (SFLL)

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London is a successful proof point of our approach

Example for successful cooperation in London

Siemens and London – a close partnership
- We started working intensively with London in 2007
- City Account Manager installed to drive early engagement and representing our entire portfolio
- We offer the specific domain know-how

- Interurban mobility: 1,200 vehicles for regional trains
- Automated video surveillance: Comprehensive CCTV services to improve community safety
- Hybrid Buses: Consume ~40% less fuel and emissions
- Toll System: City congestion charging system and enforcement of low-emission zone
- E-mobility project: Supply of software solutions, related services and charging stations
- Smart Grid: Collaboration with UK Power Networks to develop a power distribution concept for 2020
London - a view of 2025

Publisher: Siemens AG, 2008 Corporate Communications
Editorial office: James Watson, Economist Intelligence Unit, London
Research: Mckinsey & Company

The Economist Intelligence Unit (EIU) conducted a program of interviews and wrote this report, based primarily on research conducted by McKinsey & Company.

Target

Target CO₂ emission reduction to -60% by 2025

<table>
<thead>
<tr>
<th>Mt CO₂</th>
<th>Reduction *</th>
</tr>
</thead>
<tbody>
<tr>
<td>45.1</td>
<td>-12.5%</td>
</tr>
<tr>
<td>47.0</td>
<td>-20.0%</td>
</tr>
<tr>
<td>39.5</td>
<td>-30.0%</td>
</tr>
<tr>
<td>36.1</td>
<td>-60.0%</td>
</tr>
<tr>
<td>18.0</td>
<td>-43.7%</td>
</tr>
</tbody>
</table>


* Compared to 1990 emissions
Scope of research

1. Buildings
   - London’s sustainability profile
   - Identified reduction potential
   - Implementation barriers
   - Case study: Green New York

2. Transportation
   - London’s sustainability profile
   - Identified reduction potential
   - Implementation barriers
   - Case study: London’s congestion charge

3. Energy supply
   - Decentralized power generation for London
   - The UK’s national grid mix
   - Implementation barriers
   - Case study: Controlling Munich’s energy supply

4. Water
   - London’s sustainability profile
   - Identified reduction potential
   - Case study: NEWater – Singapore’s recycling success
   - Implementation barriers

5. Waste
   - London’s sustainability profile
   - Identified reduction potential
   - Case study: Waste as an asset
   - Implementation barriers

Munich –paths toward a carbon-free future

Publisher: Siemens AG, 2009
Corporate Communications and Government Affairs

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Tel.: +49 89 636 33828

Editorial office: Tim Schröder

Research: Wuppertal Institut für Klima, Umwelt, Energie GmbH, www.wupperinst.org

Project management and scenarios:
Stefan Lechtenböhmer, Dieter Seifried, Kora Kristof

Transportation: Susanne Böhler, Clemens Schneider, Frederic Rudolph

Heat requirements: Rüdiger Hofmann

Heat supply: Dietmar Schüwer

Electricity requirements: Claus Barthel

Electricity grid and decentralized power generation:
Frank Merten

Copyright Siemens Seoul
Target

CO₂ emission reduction to -88% by 2058 (the city’s 900th anniversary) reference of 2008

CO₂ emissions reduction – “Target” scenario

Scope of research

1. Heat requirements for buildings
   - Best Practice: Passive house and building refurbishment
   - Technology outlook: Building insulation

2. Electricity demand of buildings
   - Best Practice: Energy performance contracting
   - Technology outlook: OLEDs

3. Transportation
   - Best Practice: Intelligent traffic management
   - Technology outlook: Electric-powered mobility

4. Heat supply
   - Best Practice: District heating in Copenhagen
   - Technology outlook: LowEx concepts

5. Electricity supply
   - Best Practice: Participation in renewable power generation – wind power projects
   - Technology outlook: Smart grid and load management
주제발표 2

LG CNS 민간협력 해외진출 사례 및 발전방안

허수진 (LG CNS 공공/SOC사업본부 해외사업팀)
LG CNS

민관협력 해외진출 사례

LG CNS 주요 사업영역

Smart Transportation
- 서울시 교통카드시스템
- 지자체 지능형교통시스템
- 서울시 전기차シェ어링 사업

Smart Green City
- U-city
- 태양광 발전
- 여수엑스포 디지털갤러리

Smart Government
- 민원24
- 인터넷등기소
- 정부통합전산센터…

Smart Defense
- 지휘통제, 경계감시 시스템
- 과학화전투훈련시스템
- 무인헬기
LG CNS Vision 2020

스마트 기술 시대 선도기업으로 도약

- 신성장사업 확대, 자체 솔루션 기반사업
- 해외사업 대폭 확대, 업계의 글로벌 리더

2020년 해외매출 목표 50%

해외사업 유형

정책/컨설팅 지원

- 경제발전경험공유 KSP(기획재정부)
- Knowledge Sharing Program
- Master Plan, Feasibility Study(정보통신산업진흥원)
- 무상원조(KOICA)
- 경제개발협력기금(수출입은행)
- 국제기구 (World Bank, UN 등)
- 자체 예산
- 투자형, PPP 사업
사례: 인도네시아 재정 프로젝트

LG CNS, 인도네시아 재정 개혁을 위한 재정정보시스템 구축
SPAN(Sistem Perbendaharaan dan Anggaran Negara)
- 2009.09 ~ 2018.12
- 4300만 USD
- World Bank / 국제경쟁입찰
- 정부수출 지원
  - 기획재정부, 수출입은행
  - 인도네시아 대사관/KOTRA
사례: 콜롬비아 보고타시 교통카드 시스템

LG 교통카드 시스템, 남미 수출
- 남미 3대 도시 보고타시
  - TransMilenio(보고타시 교통공사)
  - 12,000여대 버스, 40여 개 역사
  - AFC1, BMS2 구축, 운영
  - 3억 USD
  - 입찰공고~심사까지 전 과정

사례: 콜롬비아 보고타시 교통카드 시스템

선진정책
- 서울시 우수 대중교통정책
- 80여 개국 지자체 교통 관계자 벤치마킹

기술 및 경험
- LG CNS 교통시스템 기술 및 운영 경험

민관협력
- 서울시 해외수출업무협력
- 서울연구원 교통시스템 해외수출업무 협력(2006)

국책은행 금융지원
- 수출입은행 Project Financing
주정부/지방정부 대상 수출사례

용골 몰라바탄 시 긴급구조시스템
미국 라스베가스 LED 영상시스템
멕시코 할리스코 주 공공보안컨설팅
뉴질랜드 농 교통카드 시스템

주정부/지방정부 대상 수출가능 서비스

Smart Green City  Digital Signage  전기차 Sharing
민관협력 진출을 위한 제언

시작부터..

- 정부 차원의 G2G 마케팅
- 정부 차원의 선정책수출 (KSP)
- 정부 차원의 Master Plan

끝까지..

- 국제경쟁입찰 시 한국기업 지원
- 현지 G2G 고객 채널 제공
- 사업 수행 지원
성공적인 해외진출을 위한 서울시와 KOICA의 협력방안

이연수 (KOICA 정책총괄팀)
서울시와 KOICA의 전략적 협력방안

2012. 9. 19 (수)
KOICA 정책총괄팀장 이연수

목  차

Ⅰ  ODA의 두 얼굴: 공공성 vs 이익
Ⅱ  우리나라의 ODA 추진 Framework
Ⅲ  서울시의 ODA 추진 시 고려사항
Ⅳ  서울시와 KOICA의 전략적 협력방안
1. ODA의 두 얼굴: 공공성 vs 이익

Official Development Assistance (공적개발원조)
정부에 의해 개발도상국 또는 국제기구에 공여되는 것으로, 개발도상국의 경제·사회 발전과 복지향상에 기여하기 위해 제공되는 자금 또는 기술협력

ODA의 세 가지 총칙조건 (OECD)
- 중앙·지방정부를 포함한 공적기관에 의해 제공될 것
- 개발도상국의 경제개발 및 복지증진에 기여하는 것을 주 목적으로 할 것
- 양허적 (Concessional) 성격으로 10%의 할인율을 적용하며 증여율 (grant element)이 25% 이상일 것 (무상은 증여율이 100%임)
* OECD DAC의 수현국 리스트 포함 국가에 대한 지원만 ODA로 인정

Making a better world together
서울시의 ODA (2010년)
- 2010년 전체 ODA(11억 7천 4백만불)의 0.07%
- 양자무상원조(5억 7천 4백만불)의 0.14%
* 향후 규모 증대 시 우리 ODA의 질(quality)에 대한 국제적 평가에 영향을 미칠 수 있음.

<table>
<thead>
<tr>
<th>사업명</th>
<th>연명</th>
<th>국가</th>
<th>자금규모(불)</th>
</tr>
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<tbody>
<tr>
<td>세계도시네트워크작가마이</td>
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<td>중국, 연도네시아, 일본, 요르단, 브라질, 우즈베키스탄, 귀리, 루마니아, 히스파니아, 멕시코, 부르지유, 캐나다, 퀘벡, 영국, 스위스, 캐나다, 브라질, 미국, 오스트레일리아, 이탈리아, 일본, 스위스, 캐나다</td>
<td>294,270</td>
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<tr>
<td>도시공공하수전처리장관</td>
<td>6개국 7점</td>
<td>중국, 연도네시아, 일본, 스위스, 캐나다, 브라질, 영국</td>
<td>471,212</td>
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<td>문화재교육목적 조직</td>
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<td>문화재</td>
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<tr>
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<td>1개국 7점</td>
<td>주요국</td>
<td>830,837</td>
</tr>
</tbody>
</table>

2. 우리나라의 ODA 추진 Framework

- ODA 법령 : 국제개발협력기본법
- ODA 정책문서 : 국제개발협력 선진화방안, 분야별 기분계획, 국가협력전략
  - 26개 중점협력국(70% 이상 집중) 및 국별전략, 지역별 재원배분, 분야별 추진방향, 사업효과성 제고 및 재원 배분 등
- 다수의 ODA 시행기관, 국제개발협력위원회 중심의 조정, 심의 구조
  - 외교부 주관 우상황조관계협력협의회, 준비실 주관 ODA 관계기관협의회 등을 통해 사업계획 협의 및 조정 필요
3. 서울시의 ODA 추진 시 고려사항

- ODA 부합성과 목적 (정기적 안목 필요)
  - 추진 목적, 지원조건, 수원국 선정기준, 수혜대상 등

- 국내 ODA 추진 Framework 및 정책방향
  - 무상원조 (외교부 및 총리실 조정)
  - KOICA와 지자체 협력사업 (행안부 조정)
  - 선택과 집중 (국별협력국 선정, 국별협력전략 수립, 한국형ODA모델 등)

- 수원국의 주인의식 존중 및 현지상황 적합성
  - 개발전략, 계획, 프로그램, 거버넌스, 역량수준, ODA규정 등

- 국제원조규범 및 원조조화
  - DAC 가이드라인, Peer Review 권고사항
  - 국제적 합의사항 (MDGs, 최빈국/취약국 지원, 글로벌파트너십-예측가능성 제고, 투명성 제고, 비구속화, 현지 시스템 활용 확대 등)
  - 현지 주재 공영국/기관과의 원조조화

4. 서울시와 KOICA의 전략적 협력방안

왜 KOICA와 협력이 필요한가

- 국내 유인의 무상원조 전담기관 : ODA 연구, 교육, 평가 등 전문화
  - 선행연구국, 개도국, 국제원조규범, ODA 사업수행체계 등 전문 연구, 연구결과를
    - 보고서 정부의 ODA 정책 및 전략 수립 지원
  - ODA 교육원, 국제개발협력이해교육사업, 각종 간담회, 포럼, 세미나 등을 통해
    - 증강정부, 지자체, 일반인, 대학(원)생의 ODA 이해 제고 및 교육
  - 성과관리를 위한 평가기법 등 고도화

- 개도국 네트워크, 풍부한 사업경험과 정보 보유, 높은 인지도
  - 43개 개도국에 해외사무소 운영중, 20년 이상의 사업경험, 개도국 원조정보 보유
  - 개도국 및 원조공여국 등 국제원조커뮤니티에서의 높은 인지도, 신뢰도 보유

- 국내 무상 원조예산의 70% 이상 집행 및 다양한 사업모델 보유
  - 2012년 KOICA 예산 5천억원 (향후 ODA 규모 및 무상원조 비율 확대 예상)
  - 프로젝트, 조정/현지연수, 개별컨설팅, 봉사단/전문가파견, 민관협력사업 등 다양

- 열린 조직 및 사업운영으로 높은 투명성 및 신뢰성
  - 이사회, 공무원 파견, 사업추진단계별 외부관계자 참여 제도화, 사업비정산 아웃소싱
  - 정부외교부, 기재부 등 평가, 감사(국회, 감사원 등), 정보공개 등
4. 서울시와 KOICA의 전략적 협력방안

- (기본방향) 상호 원-원 구도
  - 서울시: KOICA의 국내외 네트워크, 경험, 전문성 등 활용
  - KOICA: ODA 정책개발과제, 개발재원 확대, 국내 협력네트워크 확대
  * 업무협조협정(MOU) 체결을 통해 일관성 있는 구체적 백신

- (추진방식) 사업추진 단계별 상호 협의, 정보공유 및 협력
  전략 수립: 상호 협의 및 정보공유
  - 서울시의 수원국(도시) 선정, 사업유형, 추진방식 등에 대해 협의 (ODA정책개발과제, 수원국 상황, 국제협조규범 등 측면에서 KOICA 관련 정보 제공)
  사업발굴 및 조사: 상호 협의, 정보공유 및 협력
  - KOICA의 네트워크 활용을 통해 서울시의 수원국 정부 협의 및 조사 지원
  사업추진: 예산을 한 바구니에
  - 서울시 예산을 KOICA 예산에 편입 또는 사업위탁을 통해 KOICA 사업으로 추진 (사업수행자 선정, 사업 모니터링 및 평가 등 공동 수행 가능)
  사후관리: 상호 협의, 정보공유 및 협력
  - 사후관리 방식, 규모, 기간 등에 대해 서울시 필요사항 등을 상호 협력하여 반영, 추진

감사합니다.