

Alstom, the key multi-geographical player on all segments of the rail industry

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Innotrans – Berlin - 21 September 2010

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Agenda

Challenging economic environment

Alstom Transport - the only railway multi-specialist

Alstom Transport - a key multi-geographical player

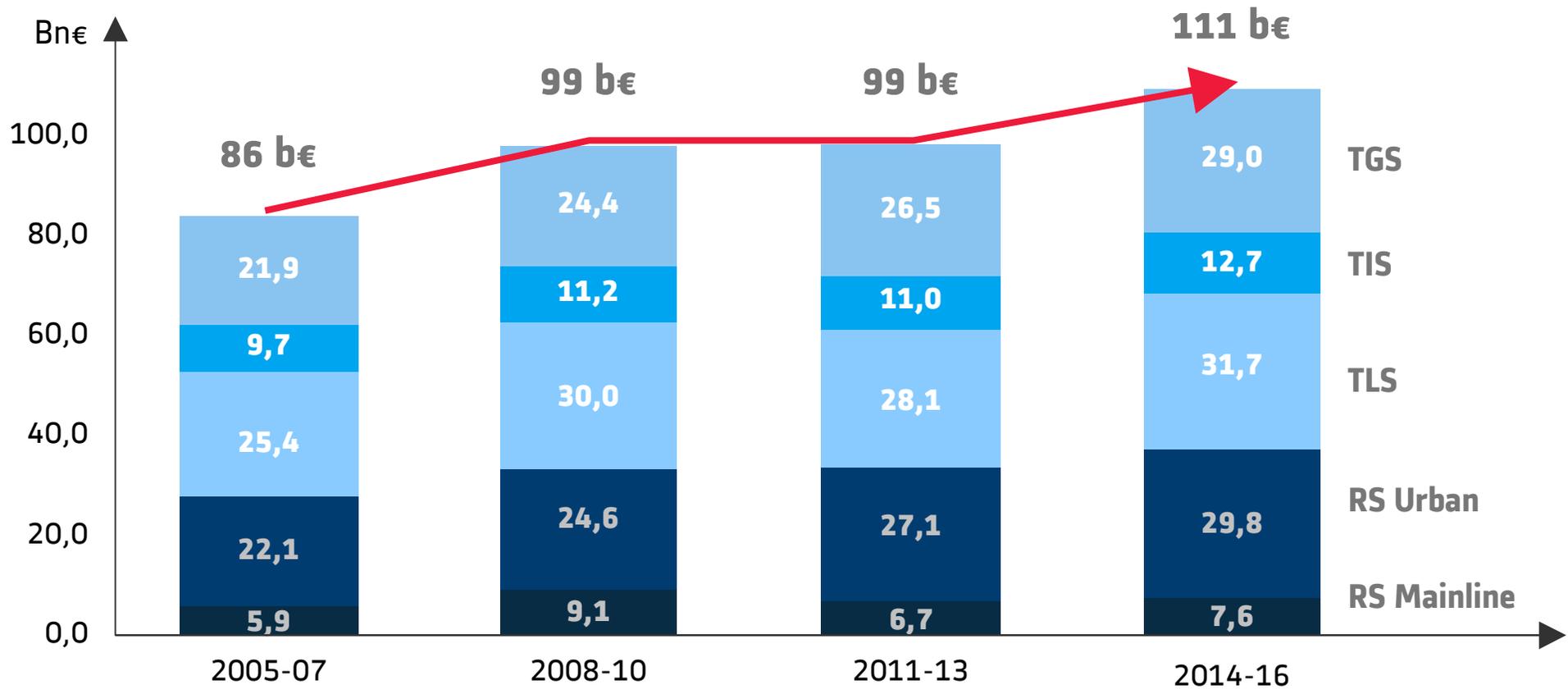
Alstom Transport at Innotrans

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Solid activity despite a challenging economic environment

Railway study as per UNIFE study



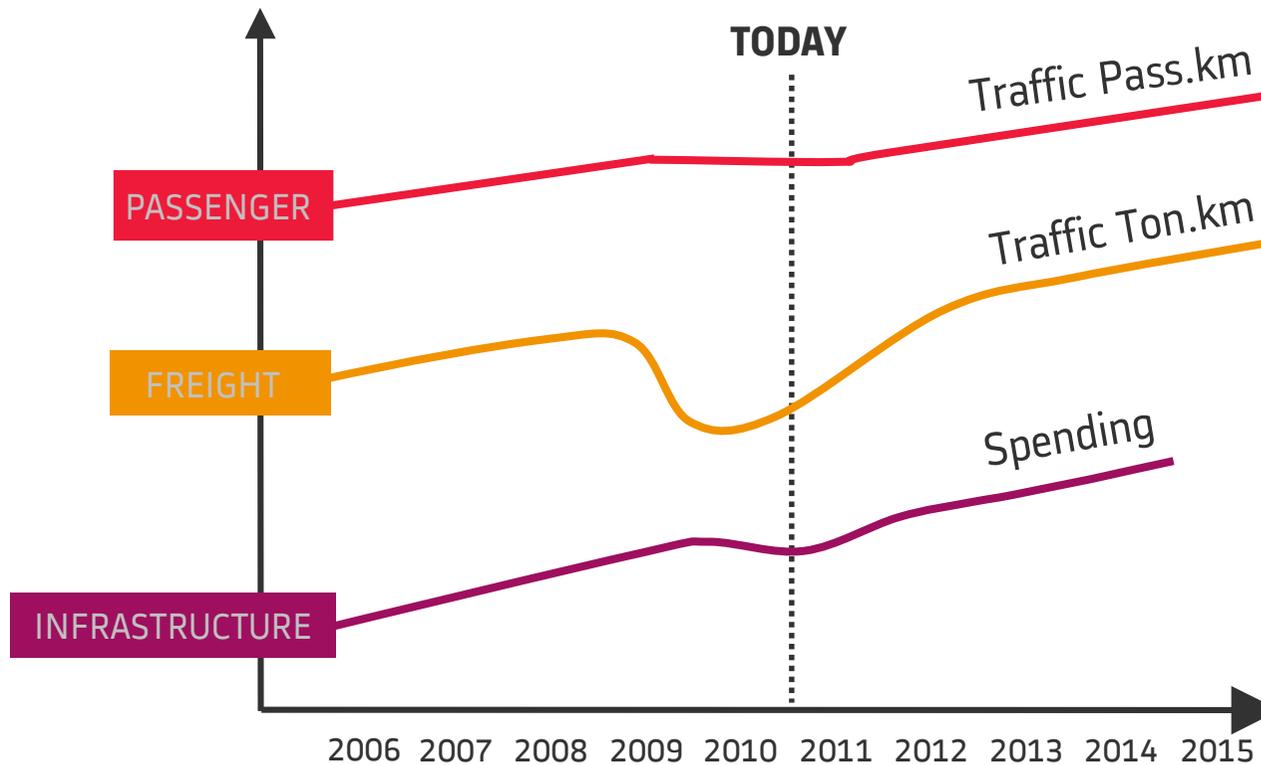
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Stimulus packages

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Solid activity despite a challenging economic environment

Recession hits all railway activities

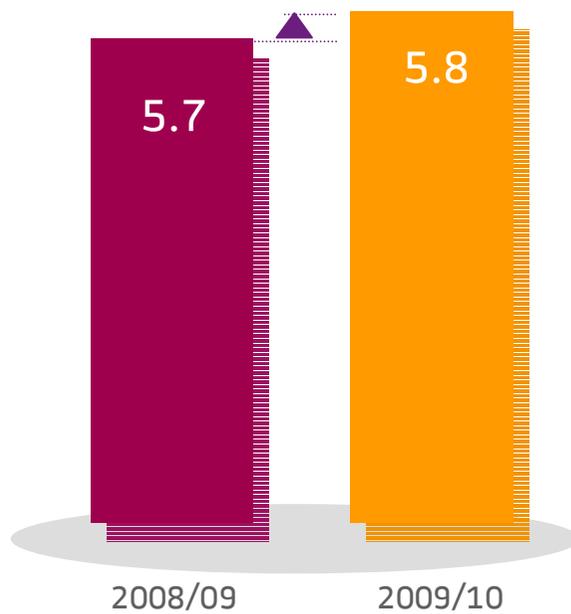


(*) CAGR in EU27 over 2000-2007

A sound financial situation

Sales

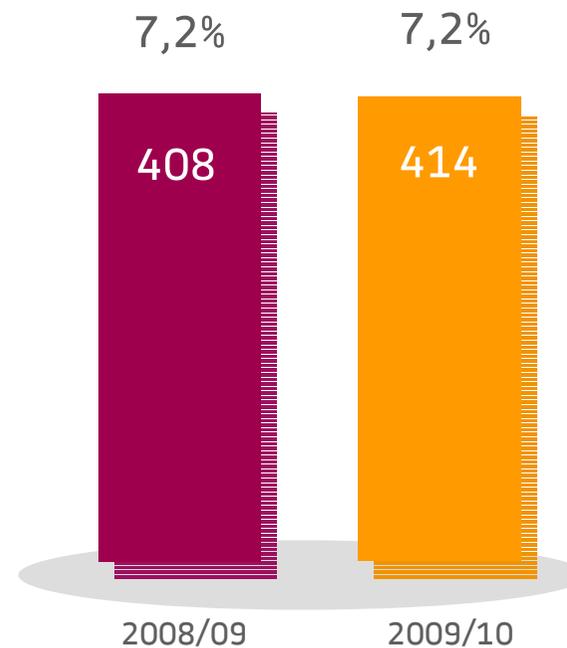
+ 1%



In € billion / Actual figures

Operating margin

+ 1%



In € million / Actual figures

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Alstom Transport, the only railway multi-specialist

Rolling-stock: from tramways to very high speed trains...



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Alstom Transport, the only railway multi-specialist

... and the development of « turnkey » systems

Infrastructure



Signalling



Services
and maintenance



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Main contracts in 2009/2010



Regional and suburban trains

- 142 new generation Coradia trains for French Regions
- 28 Coradia Lint for Germany
- 130 Suburban trains in Paris (RER A)

Services

- Maintenance contract for the Reims tramway (France)
- Overhaul of MK Caltrans California suburban trains (USA)
- Modernisation of Sao Paulo metro (Brazil)



Metros and tramways

- Metro contracts in Sao Paulo and Brasilia (Brazil), Amsterdam (Netherlands),
- 200 tramways for Brasilia, Casablanca, Dijon-Brest, Rouen and Montpellier

Signalling

- Orders in Austria, Canada, Chile, Netherlands and India

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Main contracts from 1st April 2010



Rolling-stock

- 12 Coradia Nordic for Stockholm (Sweden)
- 168 metro cars for Chennai (India)
- 82 Citadis tramway for Tunis (Tunisia), Le Havre, Tours and Paris (France)

Services

- Maintenance for 135 suburban trains in Stockholm (Sweden)
- Opening of a maintenance facility for WCML Pendolino (UK) and Citadis in Reims (France)



Signalling

- Smartlock solution to equip boxes in East Kent (England)
- Interlocking and signalling equipment for New York City subway Flushing Line
- Over 1,000 trains equipped with Atlas, Alstom ERTMS Solution

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A continuous upgrade of the Alstom offer - Services

Mexico metro Line 8: performance

Broadening of know-how in renovation, modernisation and maintenance

Alstom renewed Mexico metro to optimize performance fleet:

- Availability of the rolling-stock has been multiplied by 4
- Energy consumption has been reduced by 20%

A continuous upgrade of the Alstom offer - Services

ONYX Hybrid Pack: environmental friendly



Alstom hybrid solution for modernisation and new shunting locos

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A continuous upgrade of the Alstom offer – Rolling-Stock

Speedelia: the new non-articulated very high-speed train



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The widest offer of technical configurations in the high and very high-speed market



Pendolino

Duplex

Speedelia

AGV

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Alstom: from an international market player...



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... to a key multi-geographical player



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... to a key multi-geographical player



- Production
- Sales
- New Opportunities

TMH-Alstom: a case for new ways of doing business



RUSSIA: A VERY LARGE MARKET



A STRATEGIC AGREEMENT WITH TMH



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TMH-Alstom: a case for new ways of doing business



PRINCIPLES OF COOPERATION



AWARDED CONTRACTS & OPPORTUNITIES

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TMH-Alstom: new accessible markets



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Alstom Transport at Innotrans

Alstom presents its Prima at Innotrans



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Alstom exposes the Pendolino for SBB



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Alstom presents Coradia Continental for E-Netz Regensburg



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Workshop Double-Deck trains



Workshop Extreme Climatic Solutions



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