

# 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

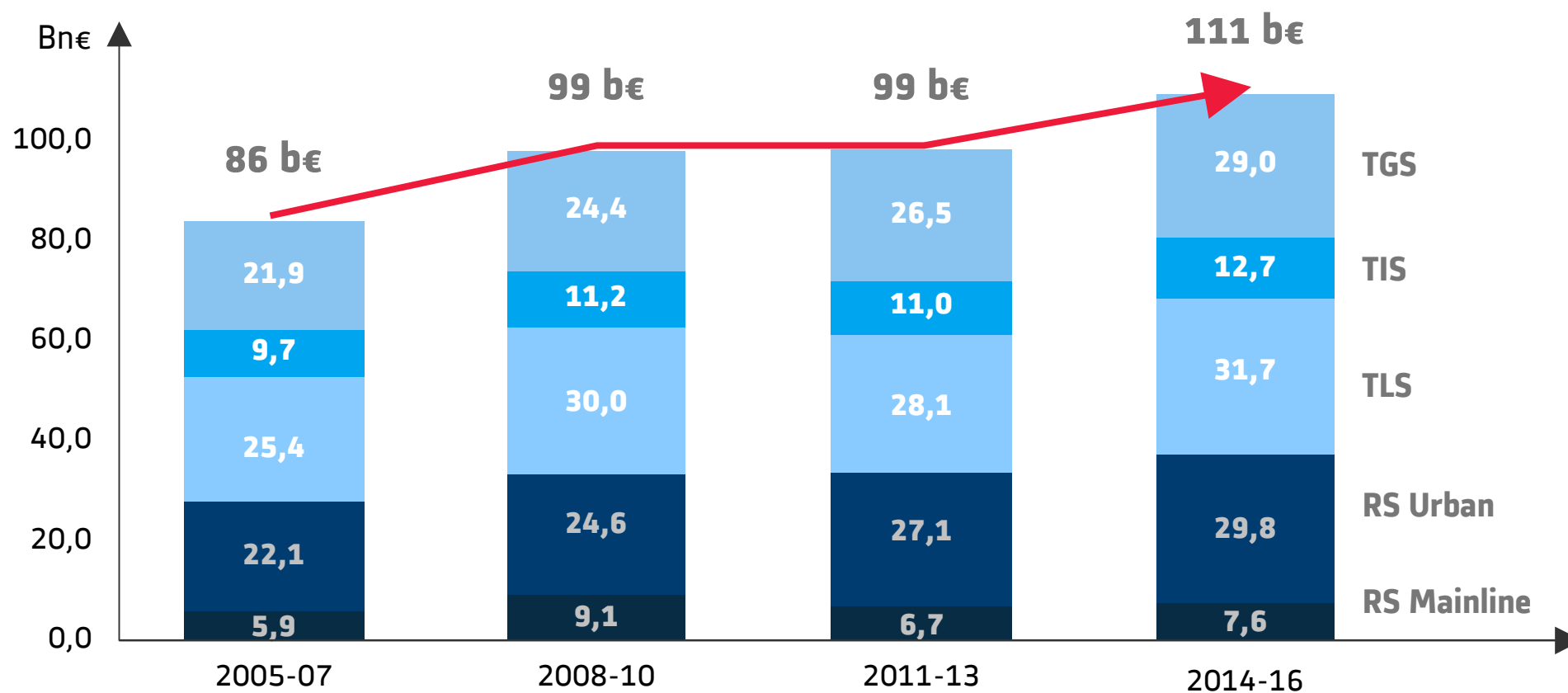
Alstom Transport - the only railway multi-specialist

Alstom Transport - a key multi-geographical player

Alstom Transport at Innotrans

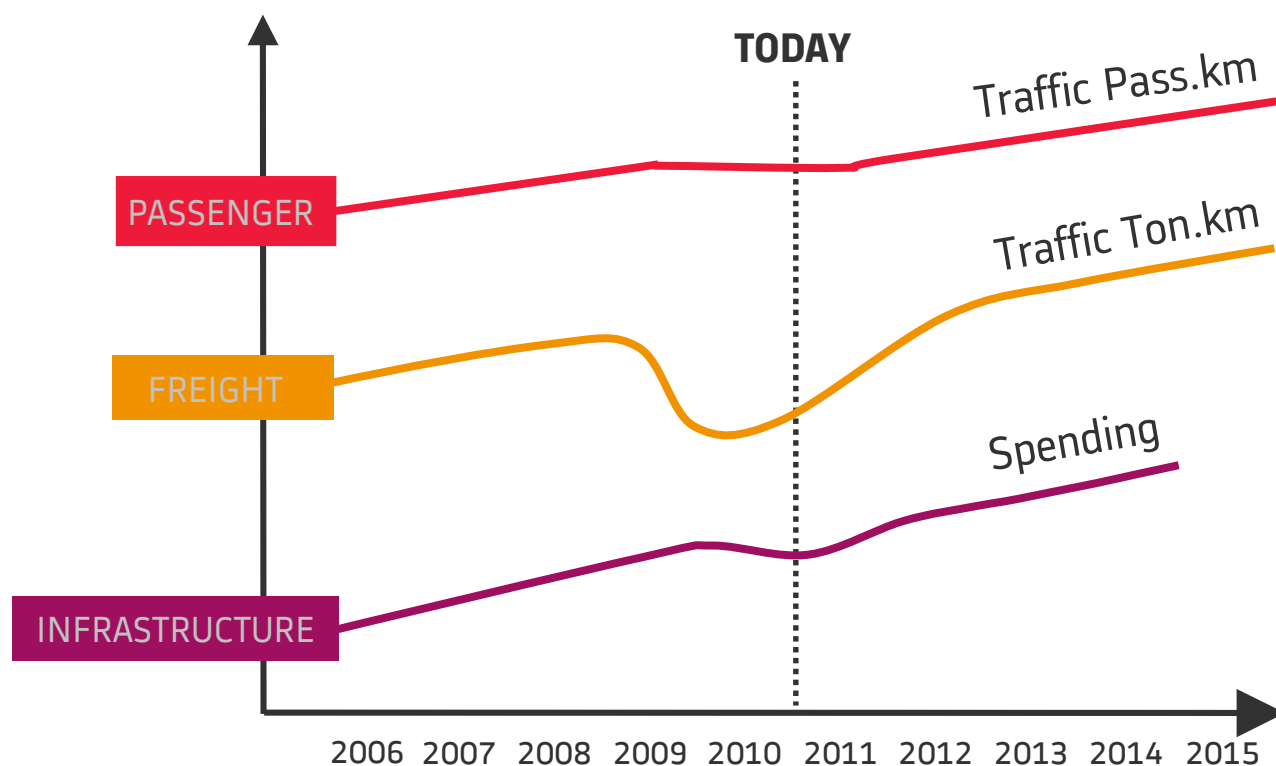
# Solid activity despite a challenging economic environment

## Railway study as per UNIFE study



# Solid activity despite a challenging economic environment

## Recession hits all railway activities



(\*) CAGR in EU27 over 2000-2007

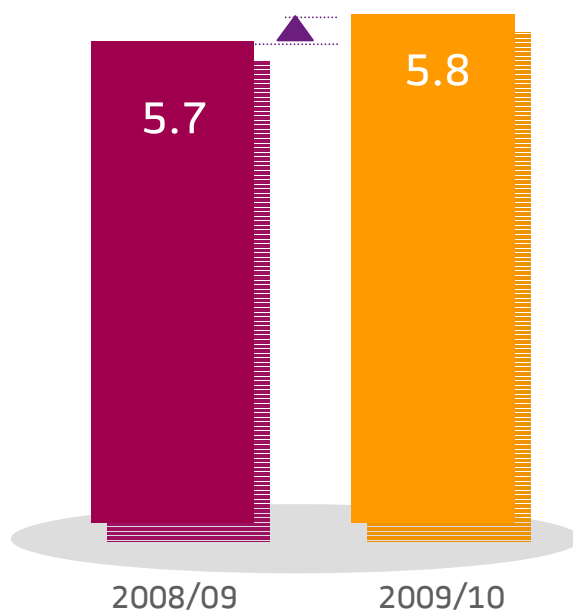
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# A sound financial situation

## Sales

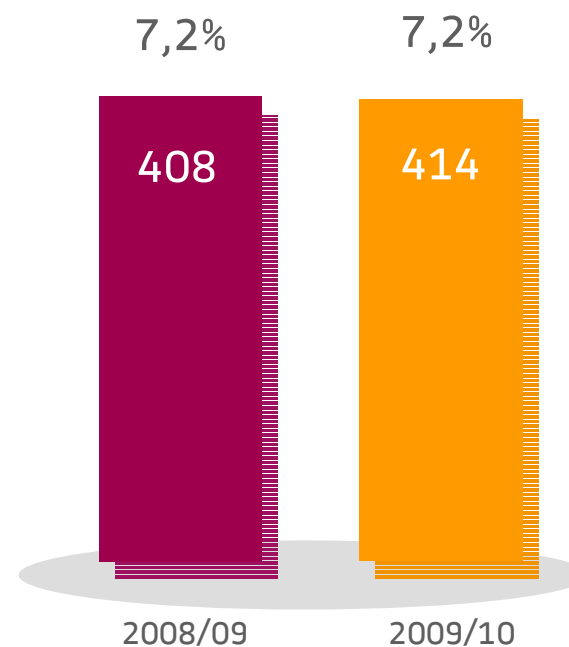
+ 1%



*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 1<sup>st</sup> 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

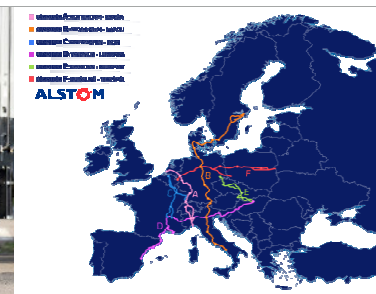
## LocLife Services: reliability



Maintenance services for locomotive fleet supported by a network of workshops in Europe



Alstom's Prima electric locomotives



With the right set of ATP equipment for any country in Europe

A truly integrated offering for locomotive fleet operators

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# 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

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



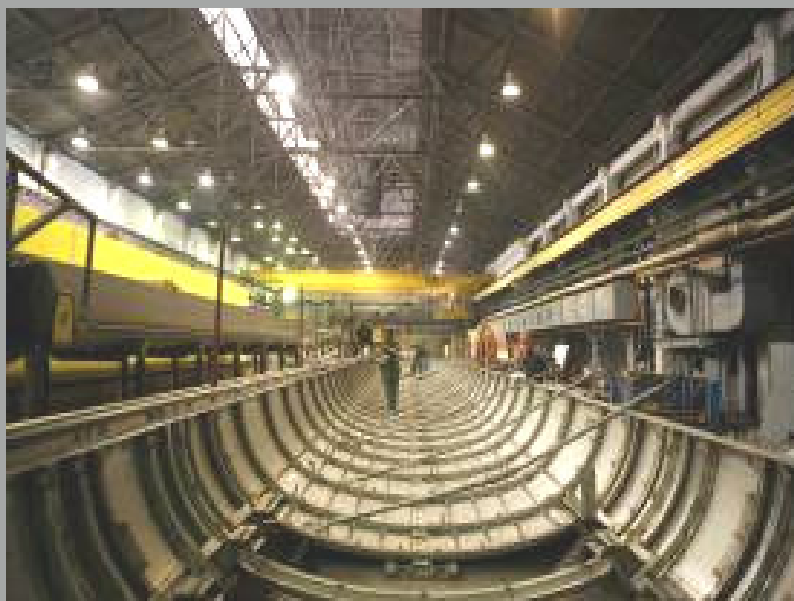
**RUSSIA: A VERY LARGE MARKET**



**A STRATEGIC AGREEMENT WITH TMH**



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



**PRINCIPLES OF COOPERATION**



**AWARDED CONTRACTS & OPPORTUNITIES**



# TMH-Alstom: new accessible markets



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# Alstom Transport at Innotrans

Alstom presents its Prima at Innotrans



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# Alstom Transport at Innotrans

Alstom exposes the Pendolino for SBB



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# Alstom Transport at Innotrans

Alstom presents Coradia Continental for E-Netz Regensburg



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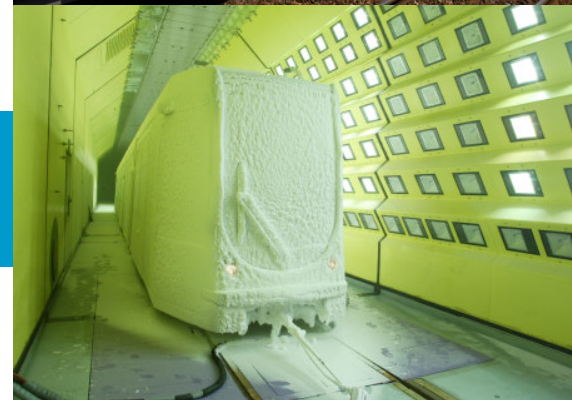
# Alstom Transport at Innotrans

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Workshop Double-Deck trains



Workshop Extreme Climatic Solutions



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