

24. September 2010

Alstom Train Life Services

« New Full Service Approach »

Klaus Hiller

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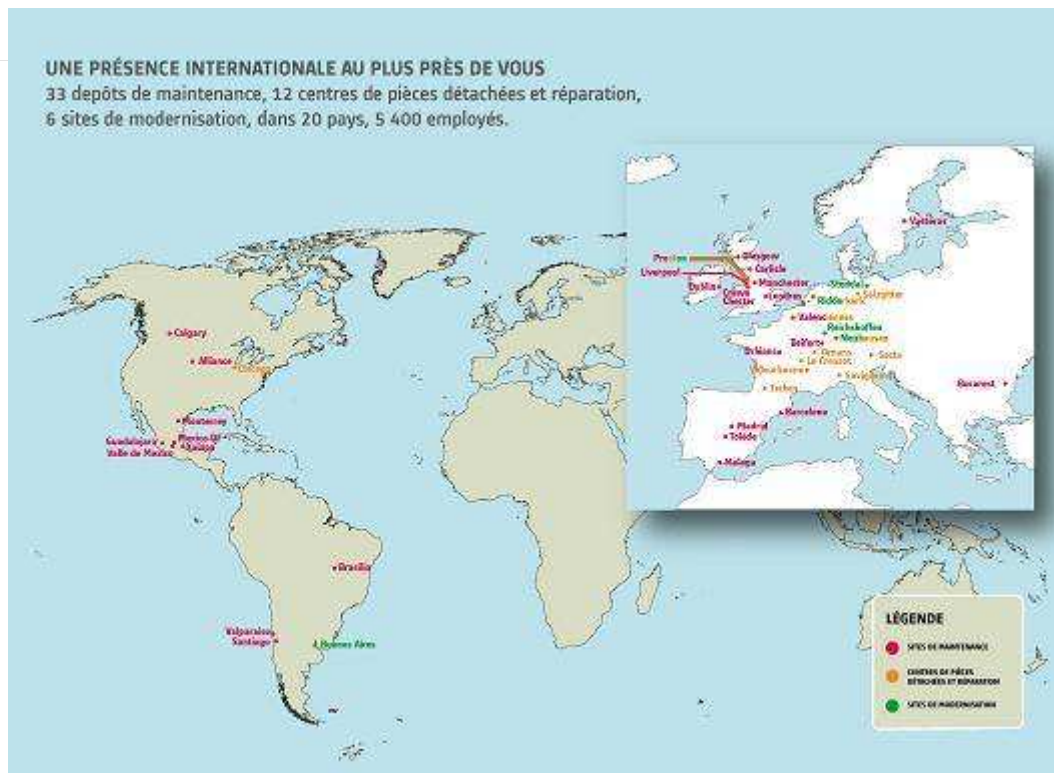
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Train Life Services – worldwide



TLS worldwide

33 Maintenance Depots
12 Parts logistic centers
5 Renovation sites



Globale Figures

> 1 Mrd. Euro sales

> 5500 Employees

20% of Transport sales

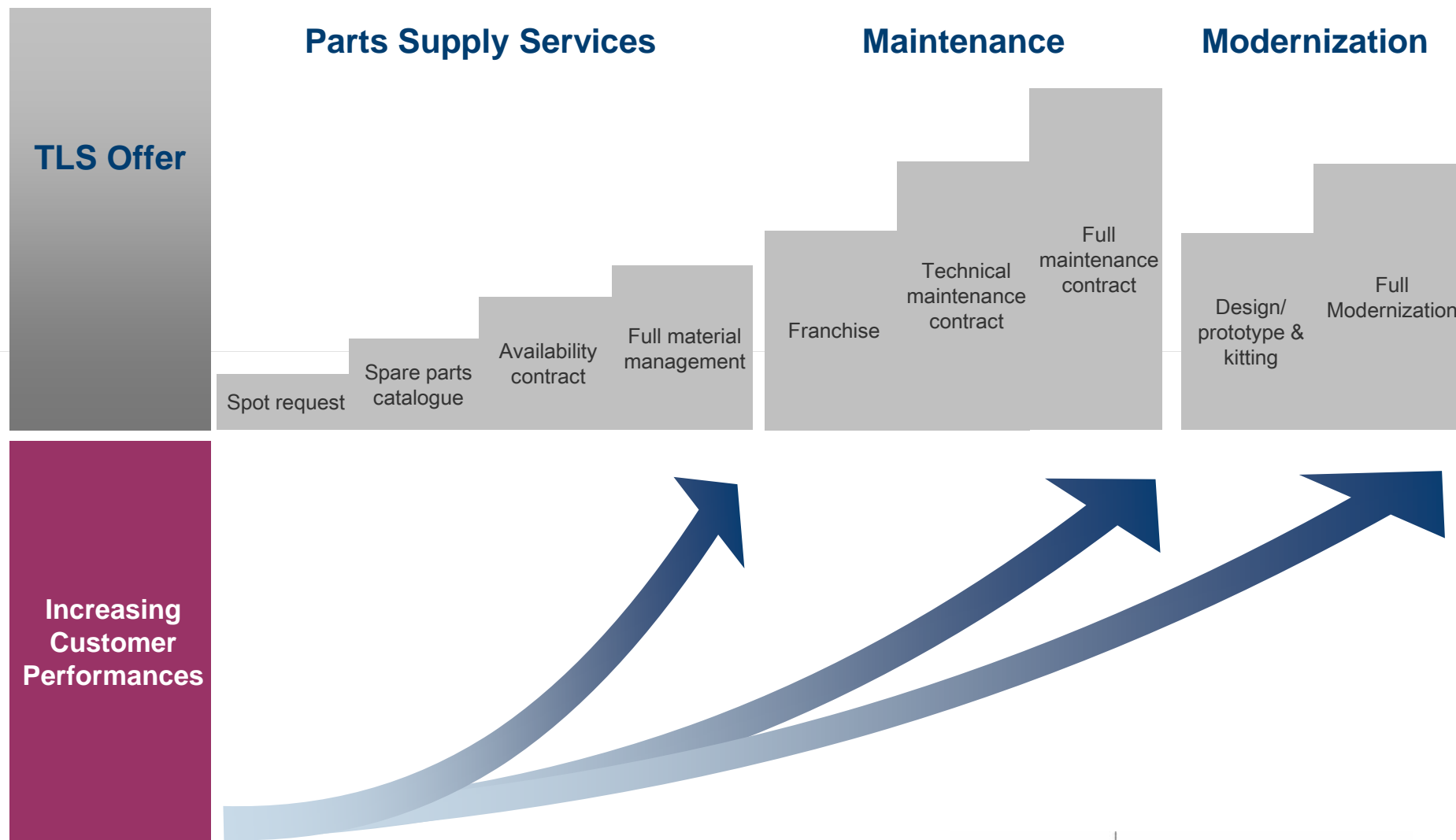
TLS Germany?

10% of worldwide TLS!

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ALSTOM Transport proposes 9 service distinctive offers increasing added value for its customers

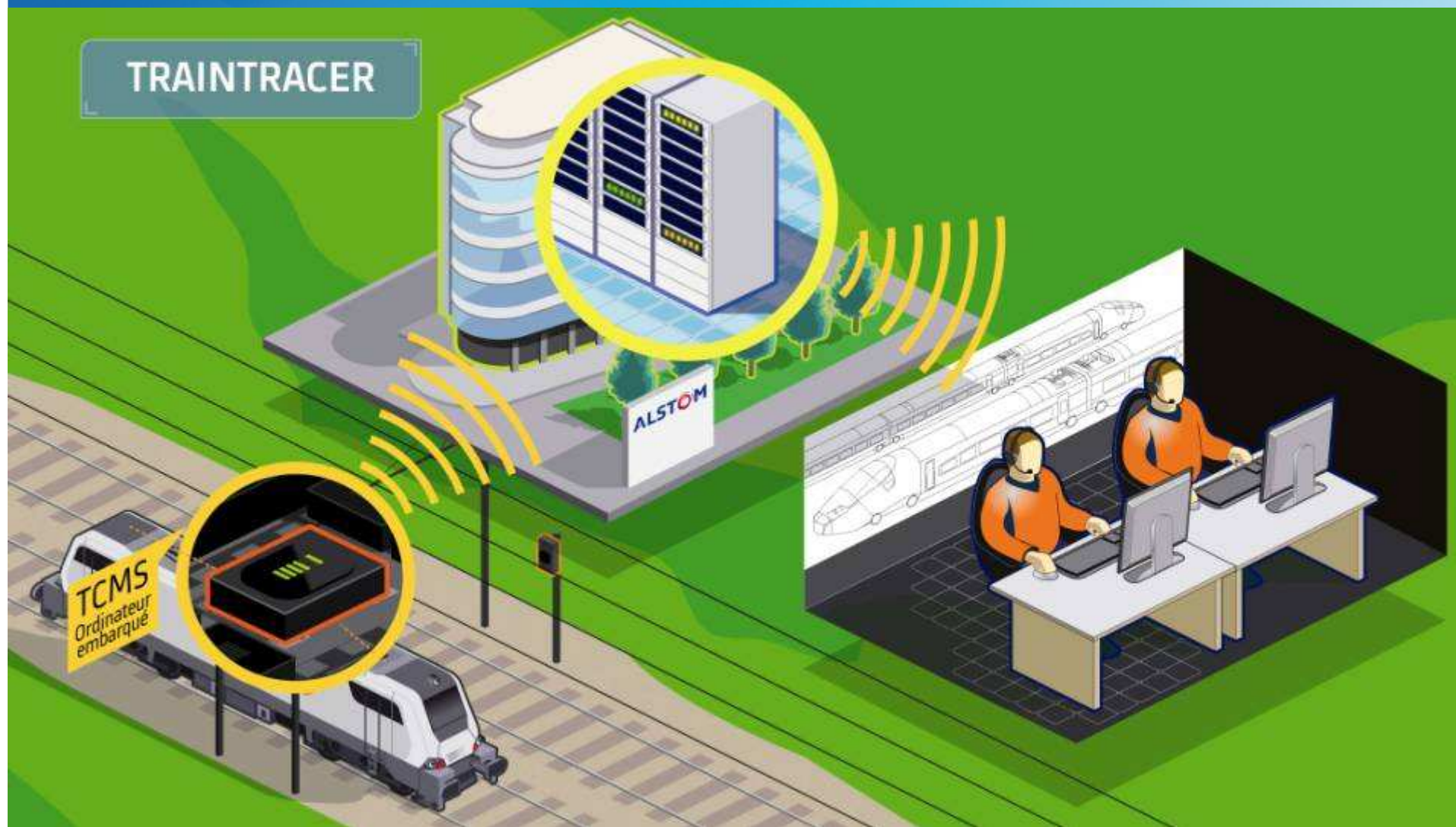


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From Data to Information

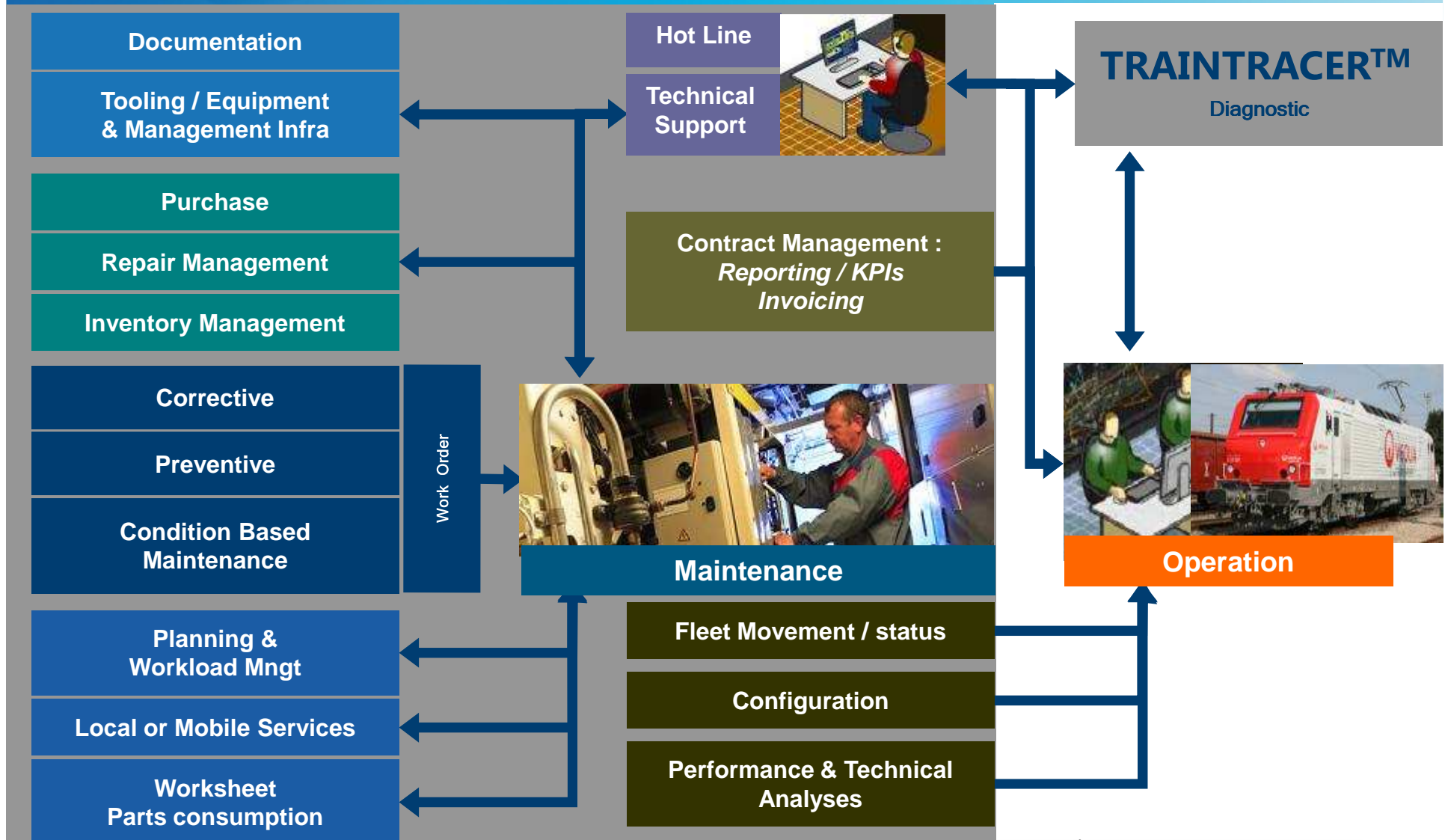
(for Maintainers, Operators & fleet owners)



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ALSTOM Transport Tailored IT system (RAIL SYS)



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Thanks for your attention!

**What ever project you have -
we would like to serve you !**

We have all the state of art tools, the processes, ...

But...

what does the CNE market need and what do we supply today?

Market trends in Service for Continental North Europe

- Growing competition between States Railways and Private Operators
- Private operators have own service infrastructure for light maintenance – but often not for heavy!
- States Railways begin to open for logistic offerings
- Tram, Metro operators with own workshops and staff
- Operate lease structures and some PTA's with lease pools
- Strong pressure to get more control on maintenance (ECM...)
- Non standardised ERP Systems
- Some special full service projects: Trams, Sweden, UK, NL

Market trends in Service for Continental North Europe

= > OEM offering for this changing market environment requested!

- REX on platform fleets maintained by different operators
- FMM / Franchise Structures incl. Heavy Maintenance
- Central parts stocks
- Component overhaul
- Renovation market growing
- Upgrades / adaptations to new concessions
- Involvement in long term maintenance plan updates => REX
- Data transfer to ECM => precise documentation on tasks

Multi-project offering based on central heavy maintenance workshops!
From “ad hoc” up to “full service”.

TLS Germany – 3 Sites in a worldwide network

Braunschweig **Borsigstrasse (60 MA)**

Centralworkshop
E-Locomotives
Trains, Trams

Logistic Center North Europe

TLS Salzgitter (220 FTE)

Wagon repair center

Wagon overhaul
Wheelsets
Buffers
Brake valves

Stendal (210 FTE)

Central workshop

Diesel Locomotives
Diesel Trains

Component overhauls

Bogies
Axles, axle gearboxes
Hydraulic gears
E-Motors / Generators
Cooler
Electrics

Mobile Services / hotline

ALSTOM Lokomotiven Service GmbH

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ALSTOM Salzgitter – Wagon repair



Total Area: 1.230.000 m² ·
Waggon Area: 200.000 m² ·

Covered area: 200.000 m²
Covered area: 30.000 m²

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Freight wagons



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Wheelset overhaul



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ALSTOM Stendal



Area: 65.000 m², covered: 15.200 m²

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ALSTOM Stendal – Loco Renovation



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ALSTOM Stendal Loco Heavy Maintenance



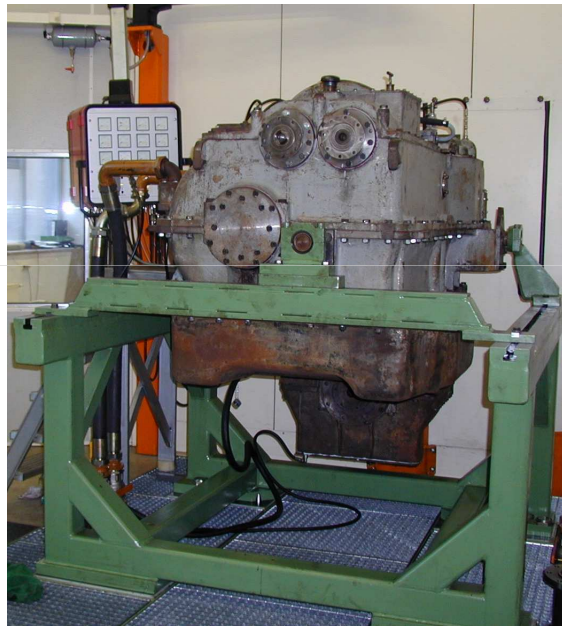
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ALSTOM Stendal: Component overhaul



Wheelsets, Axle gears



Hydraulic gears



Bogies

ALSTOM Stendal – New offers

⇒ Hybrid shunters

⇒ Vossloh maintenance



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ALSTOM Stendal – DMU Maintenance



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ALSTOM Stendal – DMU Crash repairs



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ALSTOM Stendal – DMU Powerpack overhaul



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ALSTOM Braunschweig Borsigstrasse



Total: 25.000 m², covered: 12.000 m²

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ALSTOM Braunschweig Borsiastrasse



ALSTOM Borsigstrasse

Next huge investment to provide services to the CNE market

- **another** 1 km of tracks for Trains and Trams under roof
- Electric testing
- Painting
- Logistic Center

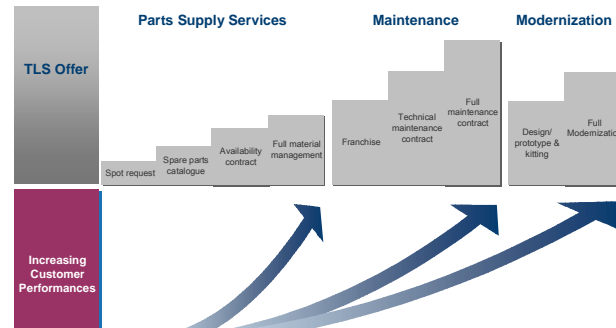
Component workshops in Stendal and other ALSTOM sites

ALSTOM provides Central workshops for any operator / fleet!

=> Satellite Concept!

Summary – “New Full Service Approach”

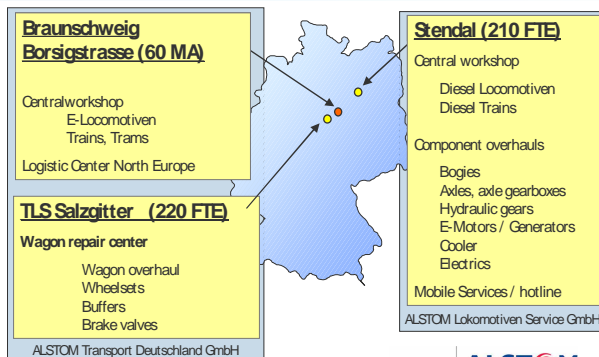
ALSTOM Transport proposes 9 service distinctive offers increasing added value for its customers



From Data to Information
(for Maintainers, Operators & fleet owners)



TLS Germany – 3 Sites in a worldwide network



Market trends in CNE

- Private operators have own service infrastructure
- High competition between States Railways and Private Operators for light maintenance – but often not for heavy!
- States Railways begin to open for logistic offerings
- OEM s produce platform trains used at several concessions
- Operate lease structures impact long term maintenance concepts
- Renovation market growing
- Strong pressure to get more control on maintenance (ECM...)

=> OEM offering for this market environment requested!

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ALSTOM offers: Light and heavy maintenance for all kind of Rolling Stock!

Your choice: from “ad hoc” to “full service”

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Thanks for your attention!

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