SHAPING THE FUTURE WITH ALSTOM

With a presence in over one hundred countries and a broad range of products and services in the power generation, electrical grid and rail transport infrastructure markets, Alstom is at the forefront of economic, social and environmental progress.

Alstom bases its success on a Code of Ethics that is rigorously applied by its 93,000 employees who work closely with the community of stakeholders that make up the Group’s ecosystem.

These shared commitments are expressed in solutions and services that bear the label with Alstom.

WORKFORCE BY REGION

€20.3 BILLION SALES*
€23.7 BILLION ORDERS*
€52.9 BILLION ORDER BACKLOG*
93,000 EMPLOYEES IN OVER A HUNDRED COUNTRIES**

*For financial year 2012/13.
**Workforce (at 31 March 2013).
ONE GROUP, FOUR SECTORS

Alstom is a global leader in power generation, power transmission and rail infrastructure. The Group delivers turnkey integrated power plant solutions as well as associated equipment and services for a wide variety of energy sources, thermal and renewable, and offers a wide range of solutions for power transmission. Alstom also provides the most comprehensive range of rail products and services.

POWER GENERATION

Alstom offers solutions which enable its customers to generate reliable, competitive and eco-friendly power.

Alstom Thermal Power
Has the industry’s most comprehensive portfolio of thermal technologies – coal, gas, oil and nuclear – and holds leading positions in turnkey power plants, power generation equipment and air quality control services and systems.

Alstom Renewable Power
Offers the most comprehensive range of renewable power generation solutions today: hydro power, wind power, geothermal, biomass and solar. With ocean energies, Alstom has been the leading supplier in hydro power, the largest source of renewable energy on the planet.

ELECTRICAL GRID

Alstom Grid
Is a world leading manufacturer of engineered solutions for electrical grid applications in utility and industry settings. Alstom Grid provides integrated and customised turnkey solutions such as alternating current and direct current substations, from medium up to ultra high voltages. The solutions developed by Alstom Grid enable the efficient transmission of electricity and support the development of Smart Grids and Supergrids.

RAIL TRANSPORT

Alstom Transport
Alstom Transport’s approach can be summarised in one word: fluidity. Alstom Transport develops comprehensive and sustainable railway solutions tailored to the needs of rail operators, public authorities and passengers. From rolling stock to signalling, infrastructure, services and complete turnkey systems, Alstom Transport offers the widest range of high-tech rail solutions.
COUNTRY PRESIDENT’S MESSAGE

ALSTOM – SUSTAINABLE ENERGY SUPPLY AND MOBILITY

“Steadily growing demand for electrical energy and the increasing mobility of broad sections of the population are the two key issues which must be dealt with by current society and future generations all over the world.”
Day after day, Alstom takes up the challenge of developing sustainable technologies designed to generate and transmit electrical energy and to ensure safe, effective mobility by rail.

**A PEARL OF SWISS INDUSTRY**

In terms of technological expertise, economic impact and international renown, Alstom is one of the most important companies in Switzerland as an industrial location. The company can look back over a long tradition of industry in Switzerland and has a local presence in the three business sectors of power generation, power transmission and rail transport. Alstom employs a staff of around 6,400 across four locations in Switzerland, and is the largest private employer in the canton of Aargau. Baden is home to Alstom (Switzerland) AG, as well as the headquarters of the globally active Thermal Power sector which generates 45% of the group’s turnover. Alstom’s Swiss location thus also plays a key role within the Alstom Group itself.

**SPIRIT OF INNOVATION AND PRECISION WORK**

Thanks to the spirit of innovation demonstrated by the engineers and technicians working in Switzerland, Alstom is constantly making the news with trailblazing innovations. Since 1939 when the world’s first commercial gas turbine (developed and manufactured in Switzerland) was put into operation in Neuchâtel, the company has put its expertise to use to produce turbines and generators which retain their position as global leaders to this day. Alstom also has many years of Swiss tradition in renewable energies, above all in the use of hydropower – whether river or pumped-storage power plants. Current examples include the two Linth-Limmern and Nant de Drance power plants (both under construction), which will one day play an important role in the country’s power supply. In total, Alstom technology represents 25% of electrical energy production capacity installed worldwide.

Alstom is also accustomed to making history in the field of rail transport – from Pendolino to Euroduplex and AGV, Alstom represents innovation on rails. In Switzerland, Alstom supplied the steepest metro in the world for the city of Lausanne and is a long-standing partner of rail operators and urban transport authorities.

**SUCCESS THANKS TO STRONG LOCAL TIES AND GLOBAL ORIENTATION**

Alstom’s Swiss locations are on the one hand entrusted with comprehensive support of the local domestic market, but are also on the other hand responsible for developing new technologies and tailor-made services for use around the world. Around 97% of the products and maintenance services produced and created in Switzerland by Alstom are exported. As well as good general conditions, the key to sustainable success and international competitiveness for Alstom’s Swiss locations is physical proximity between research and development, manufacture and the test centres, as well as employees’ legendary precision work and expertise developed over decades.

This distinctly international orientation building on strong local ties, combined with our staff of 90 nationalities, creates a unique multicultural working environment – an inspiring and enriching framework that promotes innovation and makes room for personal development for every single employee.

JOSEPH DEISS
COUNTRY PRESIDENT ALSTOM (SWITZERLAND) AG
ALSTOM IN SWITZERLAND

KEY PLAYER IN AN INTERNATIONAL COMPOUND

Switzerland is one of the key countries within the Alstom Group – both as headquarters of the Thermal Power sector – generating over 45% of the Group’s sales – and as a research and competence centre as well as a production location for high-tech components. Alstom is present in Switzerland with all four sectors and employs over 6,400 employees in its four large sites of Baden, Birr, Oberentfelden and Neuhausen am Rheinfall. In the fiscal year 2012/13 Alstom Switzerland generated sales of 2.4 billion Euros, of which over 97% with exports.

REGIONAL ROOTS AND INTERNATIONAL FLAIR

The advantages of being based in Switzerland include a well-qualified workforce and the distinctive mentality and sense of quality, two indispensable success factors for precision manufacturing of high-quality products and the deployment of efficient services. That is why we count on the best talents from around the world – at our largest location, in Baden, we employ people from over 90 different countries, among which over 2,300 female and male engineers. They all together create our cosmopolitan corporate culture.

Alstom benefits from the excellent business framework and the high standard of living that Switzerland can offer as an industrial location. Ultimately, thanks to its long-standing presence and historical roots in Switzerland, Alstom is an important part of the economy and maintains close ties to the Swiss scientific community.
2010/11

€1.8 billion

2011/12

€2.2 billion

2012/13

€2.4 billion

97% of sales generated with exports

with Alstom
Alstom is not only the largest private employer in the canton of Aargau, but also creates jobs in many Swiss supplier industries. Our suppliers (often small companies for technical components and products as well as service providers) benefit from a local order volume of over CHF 600 million and create another 3,500 to 5,500 additional jobs. Therefore, Alstom is one of the most important industrial and export companies in Switzerland.
In the business year 2012/13, Alstom Switzerland experienced a considerable growth of order intake, both from export activity and the domestic market. In the Thermal Power sector several new contracts awarded to Alstom worldwide, had a positive impact on the performance in Switzerland, where in average 97% of orders and sales are generated through exports. The order of 8 additional Pendolino ETR 610 high speed trains by the Federal Swiss Railways SBB completed the successful year.

Alstom Switzerland increased its sales by 8% in the business year 2012/13. All four sectors contributed with growing sales of new equipment as well as with service and maintenance activities. The extension of the life-cycle and the increase in output and efficiency of existing equipment and installations is a growing market on a worldwide scale.
Technical innovations and high-quality products are an important factor in Alstom’s success. However, the greatest contribution is made by the people who work for us – in a corporate culture that allows their expertise to unfold. Without the know-how and experience, the ideas and commitment of our staff, our company as a whole could never succeed in the way it does now.

Alstom Switzerland is a company which has strong local roots, yet maintains an international outlook. This means we work in teams consisting of members from different countries and different disciplines. We use management by objectives to lead our teams, and we promote movement between the various sectors and departments so that our employees can develop according to their own particular interests. We encourage our staff to be mobile, which is why we offer them the option of spending some time working abroad as part of a job rotation system.

Satisfied employees with long-term perspective

Our aim is to have satisfied employees who want to commit themselves to Alstom for the long term. We offer various training schemes to enable them to continually improve their qualifications. In this way, we also ensure that we can offer our customers state-of-the-art products and first-class services at all times.

Women particularly welcomed

We like our employees to be flexible, productive and willing to take on responsibility. We offer them excellent career opportunities and we particularly welcome applications from women. We encourage employees with outstanding potential by means of special programs.
150 NEW JOBS CREATED

In 2012, Alstom Switzerland has created 150 new jobs for R&D male and female engineers and technicians, which will contribute to the challenge of:

- Reducing the cost of electricity generation, to ensure assets’ competitiveness.
- Lowering environmental footprint, to make these assets increasingly eco-friendly.
- Increasing flexibility and dependability to ensure assets can respectively adapt to fluctuating electricity and fuel markets conditions.
- Generating the required electrical load through maximised availability, reliability and maintainability.
- Providing eco-friendly and highly effective rail transport solutions for the increasing needs of mobility.

SUPPORTING WORK-LIFE-BALANCE

Alstom helps its staff balance their challenging jobs with their private lives. We provide day care centres for the children of our employees. Other social facilities include the medical services of our health management centre in Baden, general advice services and coaching for any employees who find themselves in difficult personal circumstances.

LIFELONG LEARNING

We are particularly keen to ensure a flow of qualified workers of any age. Therefore, we take every year a considerable number of apprenticeships preparing them for different careers such as general engineering, design, logistics, IT and commercial professions. Through our University Relations team we build a bridge for graduates and maintain permanent contact to the academic community and show them how attractive Alstom is as an employer.

Furthermore, Alstom University ensures lifelong learning to make sure that the expertise of our employees is always up to date, which is why we offer them the chance to take part in training courses every year. The courses cover a wide variety of subjects, including foreign languages, project management, leadership and advanced technical training.
Our Power generation offering is based on a deep understanding of power markets and our customers’ needs. It is organised around three levers to maximise the return of assets over their entire lifecycle.

**REDUCING COST OF ELECTRICITY**

It takes competitive assets to keep electricity affordable. We enable power companies to compete successfully in the marketplace and provide affordable electricity to consumers. We help you reduce the cost of electricity through:
- Efficiency improvements
- CAPEX reduction / scaling up
- Capacity Factor increase (renewable)
- Lead time reduction
- Competitive O&M
- Competitive financing

**LOWERING ENVIRONMENTAL FOOTPRINT**

Clean generation is one way of demonstrating environmental responsibility. Another is lowering resource usage, visual impact and noise pollution. In both cases, we can help you meet or exceed regulations and environmental standards. That is why Alstom innovates in the following areas:
- Renewable portfolio
- Natural resource optimisation
- Pollutants control (SOx, NOx, PM, mercury)
- CO2 emission reduction & CCS
- Land use, visual impact and noise
- Water intensity reduction & recyclability

**INCREASING FLEXIBILITY & RELIABILITY**

Intermittent power generation is a growing challenge of energy security, as is maintaining an aging installed base and adapting it to changing market conditions. We help you tackle both issues so that you can enjoy dependable operations with:
- Maintainability and outage time reduction
- Operational and fuel flexibility
- Lifetime extension and power uplift
- Designs and service for improved availability and reliability
- Climate packages
- Energy storage
Clear Solutions
meet the challenges of energy sustainability

ENERGY SUSTAINABILITY: A GLOBAL CHALLENGE

1 in 5
people globally lacks electricity.

A 20%
rise of the global energy-related carbon dioxide emissions could happen by 2035.

Only 20%
of renewable energies in global electricity generation.
For more than a hundred years, Alstom has been providing innovative solutions to meet the constantly growing demand for electricity. Every year, Alstom builds several turnkey power plants of different technologies around the world. We also renovate, modernise and maintain existing plants to increase their efficiency and reliability.

Already today, Alstom features the largest technology portfolio for power generation with fossil, nuclear and renewable energies available in the market. Renewable energy sources are an important topic for Alstom. And even knowing that in this century they will not fully cover energy demand, we continuously foster research and development activities to access new renewable energy sources such as solar and geothermal, biomass and ocean to increase our portfolio even further.

In Switzerland, Alstom has a large number of references and offers a wide range of products and services that meet expectations for a resource preserving power supply.

In Switzerland we directly offer the following product and service range:

- Turnkey power plants (steam, gas, combined cycle, hydro, add-ons)
- Carbon Capture and Storage (CCS)
- Boilers
- Turbo generators
- Hydro generators
- Air preheaters
- Power plant chemistry
- Power automation and control systems
- Turbines (steam, gas, nuclear, industry as well as blades)
- Environmental control systems
- Services and maintenance for thermal and hydro power plants built by Alstom or other OEM's
Alstom has been a reliable technology partner for the local Swiss utilities for decades. Thus, the company features an impressive reference list for both hydro power and nuclear power – the two major sources of electrical power in Switzerland. Thanks to the important R&D locations and production sites in the greater Baden area, Alstom provides Swiss technology for Swiss power plants.

**REFERENCES HYDRO POWER:**
- Bieudron 3 x 42 MW – 1999
- Rheinfelden 4 x 25 MW – 2011
- Bavona 2 x 90 MW – 2011
- Fionnay 3 x 60 MW – 2010
- Chancy Pougny I/II 2 x 11 MW – 2008

**REFERENCES NUCLEAR POWER:**
- Beznau I 2 x 190 MW – 1969
- Beznau II 2 x 190 MW – 1971
- Mühleberg 2 x 185 MW – 1972
- Leibstadt 1255-1275 MW – 1984-2012
POWER FOR SWITZERLAND’S FUTURE

Hydro power covers about 54% of Switzerland’s energy supply and will play an even more important role in the future. Alstom is the technology partner for some of the biggest current power plant projects and thus contributes as a key player to shape the future power supply of Switzerland.

PUMPED-STOREAGE POWER PLANTS

Pumped-storage power plants can cater for bottlenecks and peak electricity demand and immediately supply the power when it is needed. Furthermore, pumped-storage plants are extremely environmentally friendly, because they do not emit carbon dioxide to the atmosphere.

Alstom is the technology partner for two major projects:

LINTH-LIMMERN: ONE OF THE MOST POWERFUL PUMPED-STOREAGE PLANTS IN THE WORLD

In the heart of Switzerland, in Linthal in the canton of Glarus, Alstom has been commissioned by Axpo to support the extension of the existing Linth-Limmern hydroelectric plant of today 480 MW into a new powerful pumped-storage plant with a total capacity of 1,480 MW – enough to supply over 140,000 households with electricity.

For this purpose, Alstom is equipping the new Linth-Limmern pumped-storage power plant with four additional 250 MW double fed variable speed asynchronous generators, four vertical Francis pump-turbines as well as further key equipment. The asynchronous generators allow the pumps to be operated with variable speed, which is not possible with traditional technologies. Alstom is responsible for every phase of this major project: from design, engineering, manufacturing and installation to test runs and commissioning.

NANT DE DRANCE: AMONG THE MOST IMPORTANT INFRASTRUCTURE PROJECTS IN SWITZERLAND

One of Switzerland’s most important power infrastructure projects is being built right in the middle of the Valais Alps. It is a common project of Alpiq, Swiss Federal Railways (SBB), IW, and the Valais utility FMV. With its turbine and pump power capacity of 900 MW, the new pumped-storage power plant will play an important role in securing Switzerland’s power supply.

Alstom is equipping Nant de Drance with six 157 MW double fed variable speed asynchronous generators, six vertical Francis pump-turbines as well as further key equipment. Alstom is responsible for every phase of this major project: from design, engineering, manufacturing and installation to test runs and commissioning.

Further projects:
• Tierfehd; replacement of generators: 3 x 120 MW
POWER TRANSMISSION IN SWITZERLAND

With the need for power rapidly increasing, the world demands reliable, efficient and environmentally friendly electricity transmission networks. The constantly growing share of renewable energies in the national energy portfolios poses even a greater challenge to grids, since this power often has to be carried over long distances and its fluctuations need to be compensated for. Alstom designs, manufactures, installs and services the infrastructures for power transmission and distribution.

COMPLETE INFRASTRUCTURE FOR CONVENTIONAL AND SMART GRIDS

Alstom offers a complete portfolio of power equipment and software solutions for the efficient transmission of electricity to serve our customers across the entire energy chain. Customers include: power generators (thermal and renewable), electrical utilities, industries, infrastructures and cities. HVDC technology and full-scale grid management solutions ensure a safe, economical and ecologically sound power supply. This is achieved by integrating nuclear, fossil, thermal and renewable energy sources on- and off-shore to one single smart grid.

FULL GIS SUBSTATION SOLUTIONS FROM OBERENTFELDEN

The Grid location in Oberentfelden provides complete grid solutions and is the competence centre for gas insulated substations (GIS) up to 170 kV. Approx. 9,000 bays from Oberentfelden are in service all over the world. The highly efficient and space saving GIS technology allows to safely operate substations in highly populated urban areas or regions with adverse atmospheric conditions – a benefit for public and private utilities as well as for large and mid-size industries.

SERVICE AND MAINTENANCE COMPETENCE ARE KEY TO PRESERVE THE VALUE OF THE INVESTMENTS

Preventive and regular maintenance cycles not only ensure a long equipment life-time, they foster focused modernisation steps to sustainably increase efficiency. This allows utilities and large power consumers to both conserve the value of their investments and improve their competitiveness. Examples of focused maintenance and modernisation projects in Switzerland are:

- Major overhaul of first generation B112 GIS including modernisation of the local control panels in the Muttenz substation (Swiss Federal Railways).
- Refurbishment of 13 HGF 113 outdoor circuit breaker for the Swiss Federal Railways.
The Swiss power grid is characterised by high-level ramification created by approximately 900 power utilities, despite the recent introduction of Swissgrid. Alstom is seen as a reliable project partner across the country and provides domestic competence through its local office and production site in Oberentfelden.

- EGL Grid AG: modernisation of the Soazza substation. The turnkey delivery included nine 220 kV bays, two 380 kV bays, civil works.
- AET Azienda Elettrica Ticinese: underground 50/16 kV substation (Sigrino Bellinzona) with four F35 GIS bays.
- EBS Schwyz AG: 50/15 kV Nümatt Seewen substation with five F35 GIS bays.
- CKW Lucerne: replacement of the Ruopigen 110 kV substation with a F35 with double bus bar substation with 21 GIS bays (line bays, transformer bays, coupling bays, bus bar sectionalizing disconnectors).
- Groupe E: to ensure the need of energy of 260,000 users, Groupe E AG ordered the "e-terraplatform", consisting of a complete set of EMS/DMS functions (Energy and Distribution Management System). This system controls and supervises 250 RTU (Remote Terminal Units) with totally 3,500 stations from 125/60 kV till medium- and low voltage as well as 11 hydroelectric power plants.
- EKZ, frame agreement for 4 gas-insulated substations.
- Engadiner Kraftwerke AG: F35 substation with 6 bays for a hydro power plant in the Swiss National Park (Ova Spin).

POWER TRANSMISSION – REFERENCES
GIS: 700 BAYS SUPPLIED TO THE SWISS AND 9,000 BAYS DELIVERED TO THE WORLD MARKET
In the future, power grids will face new challenges worldwide. In Switzerland, as of 1st January 2013 a new structure in the HV market has been put in place when Swissgrid officially started business activities. Nevertheless, existing utilities and grid operators will have to tackle new challenges to set up an efficient smart grid. Alstom is ready for the new requirements of future smart grids and features a comprehensive high-tech product and service portfolio.

**KOSOVO (SWISS FINANCED PROJECT):**

Korporata Energjetike e Kosoves (KEK):
Turnkey 110/20 (10) kV substation and 9 km 110 kV overhead line (with consortium partner). Completion in 2013.

- 110 kV air-isolated switchgear, 5 bays, double bus bar
- Power transformer 110/(20) 10 kV, 31.5 MVA
- Neutral ground wiring
- MV-20 kV metal clad switchgear, 20 bays, single bus bar
- Control and protection system
- AC/DC auxiliary system

**RIDDES (VS):**

Total renovation and improvements of the 220 kV 63 kA switchgear.

- Bay by bay dismantling and disposal of the existing plant parts
- New building for the gas-insulated switchgear
- 220 kV GIS, 13 bays
- Renovation of gantries and foundations
- Bay by bay construction works, installation and erection of the new AIS 220 kV, 7 bays
Alstom is the only rail transport infrastructure provider that supplies every part of the value chain from a single source – from track infrastructure and signalling systems, passenger information systems and trains to maintenance and services. Alstom is the leading high-speed train manufacturer in Switzerland and features state-of-the-art regional trains, trams and metros for urban mobility, for which we provide a product and service portfolio covering the whole value chain.

HIGH-TECH SOLUTIONS FOR LONG-DISTANCE AND URBAN MOBILITY

Alstom has committed itself to transport more passengers faster, with higher comfort and above all with higher safety. Our high-speed trains, such as Pendolino ETR 610 and Euroduplex, our Coradia regional trains and our urban products such as Citadis and Metropolis, perfectly match demand for higher and sustainable mobility by featuring low energy consumption and a high recycling capability. Our current flagship train is AGV with a maximum speed of 360 kilometers per hour in operation. In early 2013, the train “AGV.italo” has been awarded the Design Award of the renowned Wallpaper Magazine.

PROVEN PARTNER FOR SWISS RAILWAY OPERATORS

In Switzerland, Alstom’s features long-lasting railway tradition with a proven track-record. Tilting trains such as ICN and Pendolino ETR 610, shorten the journey times on the North-South connections, while passengers on the route between Montreux and the Bernese Oberland travel in maximum comfort panorama carriages thanks to our state-of-the-art air-suspension bogies out of Neuhausen. And for the large-scale “Rail 2000” project Alstom has supplied signalling technology (ERTMS/ETCS) in line with European standards for SBB.

DAILY TRAVELLING THE STREETS OF ZURICH

“Cobra” low-floor trams of the Zurich transport authority operate on bogies made by Alstom in Neuhausen, from where we also provide regular maintenance and servicing for the fleet.

WORLD RECORD IN LAUSANNE

For the Transport de Lausanne we supplied Metropolis for the M2 line – a particular challenge due to the city’s very hilly topography and the steepness of the track. The fully automatic, driverless metro rises a world record 340 meters over its 6 kilometer course. M2 has started operation in 2008 and has so far transported more than 100 million passengers, thus considerably contributing to reduce traffic congestion in the city. Alstom is responsible for the track infrastructure, the trains and the signalling system, as well as maintenance and power supply.
Alstom’s rail transport technology has been tied to Switzerland for decades. This is the case for the various railway operators as well as for urban transport authorities for which Alstom is an equipment and service provider. Our local presence in Neuhausen am Rheinfall guarantees a sound knowledge of the Swiss market and provides close local customer relationships to realise the ongoing projects.

RAILWAY REFERENCES

- Alstom equipped the first ERTMS-line in Switzerland (high-speed and high frequency track Mattstetten-Rothrist) with a length of 45 km. In parallel more than 500 trains were upgraded to this new signalling standard (2006).

URBAN TRANSPORT REFERENCES

- The Lausanne urban transport authority Transport de Lausanne TL commissioned Alstom to provide Metropolis for the new metro line M2 consisting of 15 fully automatic 2-car trains running on tyres. Alstom provides trains, tracks, energy supply and signalling with communication based train-control for a fully automatic operation. In a specific section, the line has a slope of 12%, which represent a world record (2004). Commercial operation started in 2008. In the summer 2012, the metro counted its 100 million passenger. The line has currently a yearly capacity of 26 million passengers.
- The consortium Alstom/Bombardier produced 82 low-floor metric trams “Cobra” for VBZ (Zurich Transport Authority), which are one of the city’s characteristics still today (2006).
NEW TRAINS AND SECURITY EQUIPMENT

- The Swiss Federal Railways SBB ordered eight new additional Pendolino ETR 610 trains to enhance the existing fleet which has been successfully operated on the North-South axle. The new trains are currently being built in Alstom’s Savigliano (Italy) site. The bogies for these trains will however be manufactured in the Swiss site of Neuhausen am Rheinfall.
- In 2009, the Swiss Federal Railways SBB chose Alstom as partner for the maintenance and the repairs activities of their ETCS-level 2 equipment. The support contract lasts for 10 years and includes the trackside and train borne equipment.
ALSTOM IN SWITZERLAND
KEY DATA

ORDERS
Order intake in € billion

SALES
Sales in € billion

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