Analyst day – Russia & CIS

Renewable Power

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Renewable Power offering
Technologies adapted to all renewable energy sources

A continuous new offering pipeline for new plants, refurbishment and Service
Agenda

Introduction

Presence in Russia & CIS

Strategy for Russia & CIS
Renewable Power presence in Russia & CIS

Fast ramp-up in Russia & CIS with Hydro

- Order intake Russia & CIS of app. €75M in FY12 (9 months)
- Renewable Power headcount > 50 people

Moscow office, Alstom Hydro, 50 employees

Ufa factory Hydropower equipment production (JV RusHydro/Alstom) starting operations in FY12/13

Kubanski cascade Hydro renovation contract (8 HPP, 1 PSP) FY12
About RusHydro

• One of Russia’s main power generating companies with a total capacity of 35 GW in 2011 (70 renewable energy power plants)

• Largest Russian Hydropower producer

• Plans to increase by 10 GW its hydropower installed base (new HPP capacities & capacities of acquired/controlled hydropower assets) by 2015

• 60% of RusHydro State-owned, with the remaining belonging to minority shareholders
Alstom-RusHydro JV

AlstomRusHydroEnergy (JV)

- JV announced in a strategic cooperation agreement on December 9th, 2010 – mission: produce hydropower and auxiliary equipment in Russia
- Shareholders Agreement signed on June 21st 2011 to establish the JV (50% -1 share for Alstom)
- AlstomRusHydro Energy unit incorporated since December 22nd, 2011
- Ufa factory: part of AlstomRusHydroEnergy JV, to be managed by Alstom
- JV to employ over 500 people by 2015
Industrial project in Ufa

• Factory specialised in manufacturing:
  • hydropower equipment for smaller hydropower plants with a capacity of 25 to 100 MW
  • pumped storage plants of up to 150 MW
  • equipment for automatic process control systems and integrated security systems

• State of the art process designed for small and medium size products

• Green Label assessment => LEED certification target

• 20,000 sqm workshop to produce turbines and generators

• Targeted capacity of 350,000 working hours per year

• Start of factory erection early 2012

• Production of equipment starting in 2013
Key project – Hydro: Kubanski cascade

Supply and renovation contract with Rushydro

- 29 machines in 9 Power Houses to be totally renovated (8HPP + 1PSP)
- General contractor agreement was signed: Alstom share € ±400M (total € 530M)
- To be executed over 10 years (pre-design assessment, feasibility study, design & water optimisation, design of equipment, manufacturing, supply, erection & commissioning)
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Strategy for Russia & CIS
Position Alstom Hydro as a local player with international expertise for turnkey projects or components

- Development of relationship with RusHydro (n°1 in Russian Hydro energy – 50% market share) => A unique opportunity to expand in Russian & CIS markets
- Increase capabilities of working with Russian subcontractors and interacting with other Russian and Ukrainian manufacturers of hydro equipment
- Grow Alstom Hydro team in Russia
- Execute Kubanski cascade project and leverage this reference to book new orders
- Erect and start operation of Ufa factory by 2013
Approach for other Renewable solutions

Small steam turbines

- Capture opportunities in generation market for industrial customers in Russia & CIS
  - Introduce offering to utilities and industrial customers
  - Offer products as components through local packages
  - Investigate possible partnerships in localisation of small steam turbines activities

Wind

- Investigate entry in Russia & CIS wind market through partnerships (monitoring renewables regulatory frame development)