

Analyst day – Russia & CIS

Thermal Power

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Agenda

Introduction

Presence in Russia & CIS

Strategy for Russia & CIS

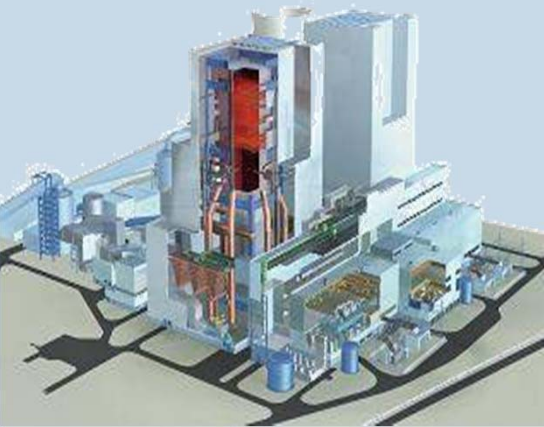
Thermal Power offering Plants

Gas



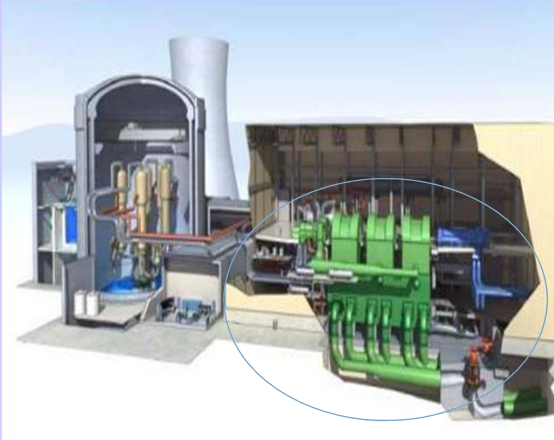
Combined cycle plant

Steam



Coal/Oil steam plant

Nuclear



Nuclear conventional island



Automation & control

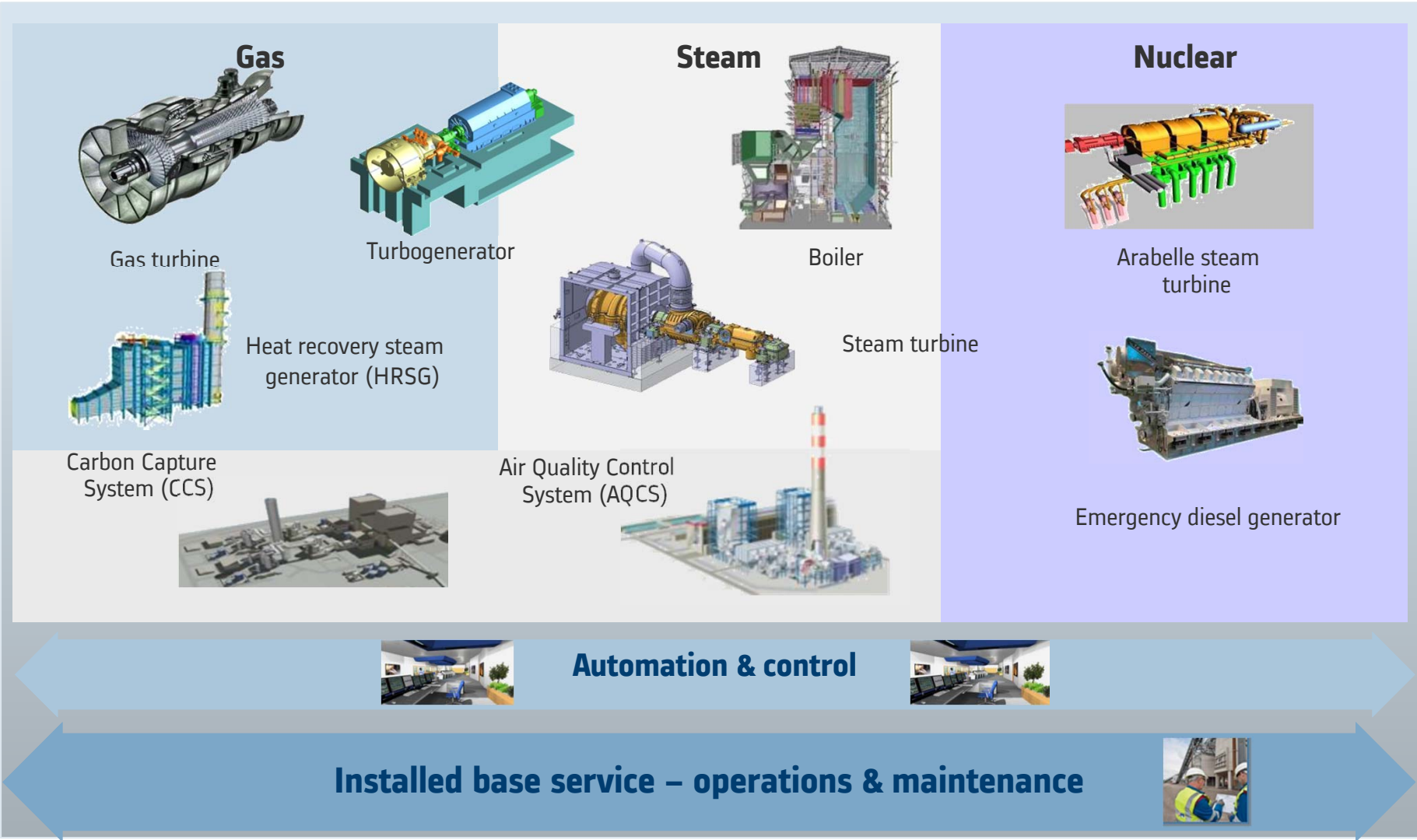


Installed base service – operations & maintenance



Thermal Power offering

Components



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Thermal Power presence in Russia

Russia region

- Highest Thermal Power region order intake yoy growth
- FY12 order intake to be **above € 600M***
- Thermal Power headcount > **300****
- 2 main sites in Moscow & St. Petersburg

*Including Baltic project

**Including AAEM JV

Strategy to develop positions in



Gas



Nuclear



Steam



Installed base

Thermal Power & Russian partners

MoU's

- Several MoU's signed in 2010 & 2011 with main Russian power players to strengthen Alstom position



Alstom Atomenergomash JV

- A long term fruitful partnership





Key references

Gas



Alstom Thermal Power gaining market share





Key references

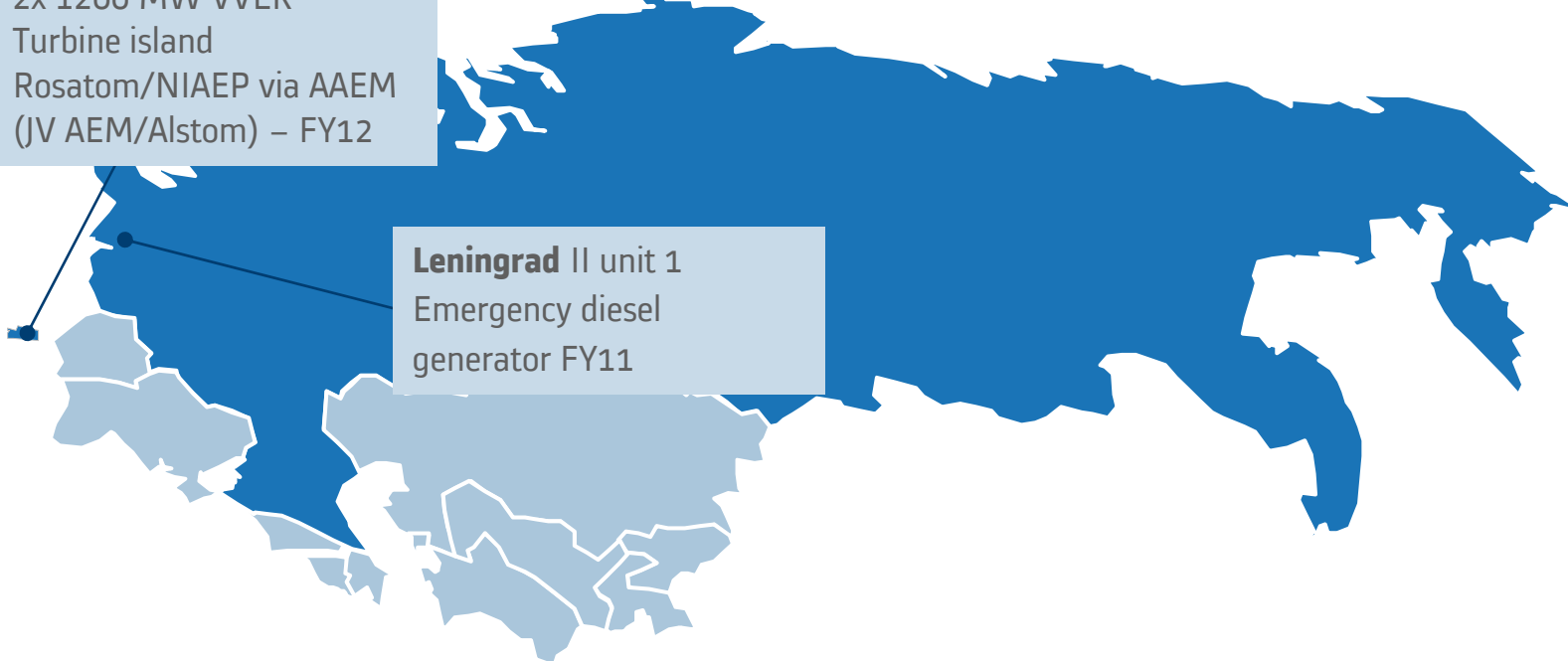
Nuclear



Kaliningrad

2x 1200 MW VVER
Turbine island
Rosatom/NIAEP via AAEM
(JV AEM/Alstom) – FY12

VVER TOE - FY12: Contract for the design of the next generation nuclear conventional island - via AAEM (JV AEM/Alstom)



Leningrad II unit 1
Emergency diesel generator FY11

Baltic: first time participation of a foreign supplier in Russian nuclear power plant



Key references Steam (AQCS)

Cherepetskaya GRES
Novel Integrated
Desulfurisation (NID)
OGK-3 – FY10



Ekibastuz GRES 1 (KZ)
2 x Electrostatic
precipitator (ESP) –
FY12

Sovetskaya
2 x Electrostatic precipitator
(ESP)
Gavan TEC - FY12



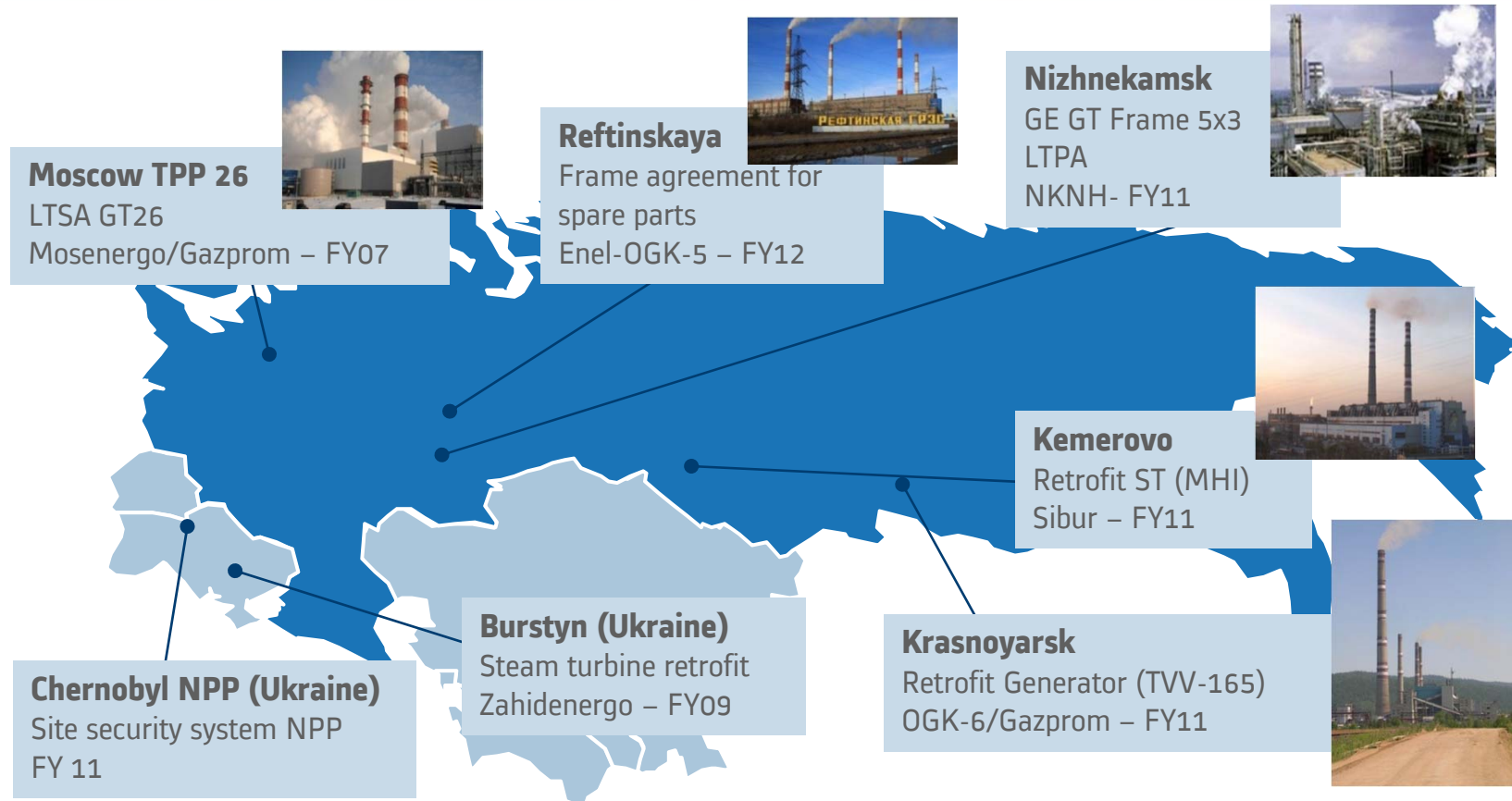
Reftinskaya
Fabric filter
Enel-OGK-5 - FY12

Astana TES-2 550 (KZ)
5 x Electrostatic precipitator
(ESP) + Novel Integrated
Desulfurisation (NID)
FY12

Thermal Power 2011 market leader in Air Quality Control Systems



Key references Installed base



Successful entry in installed base service



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Approach for Gas



Market size 4.5 GW per year

Strategy

- Continue to leverage existing partnerships
- Increase regional R&D and project management
- Grow presence in Central Asia

Development

- Promote localised offers for GT26
- Continue to leverage GT13E2 differentiators to keep leading market share
- Develop repowering offer



Approach for Steam

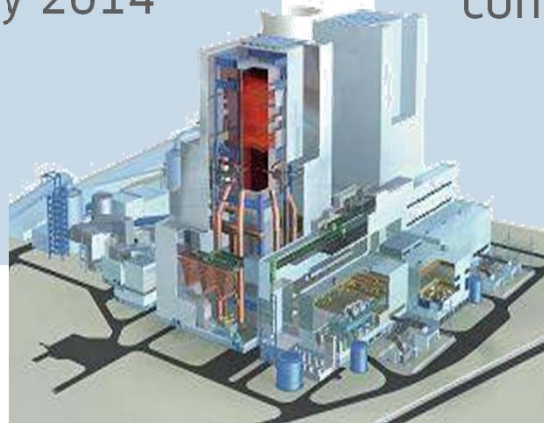


Strategy

- Keep leadership position in AQCS (Air Quality Control System)
- Prepare for the steam plant market rebound by 2014

Development

- Capture emerging de-SO_x market
- Serve industry needs: pulp & paper, iron & steel
- Localisation of key components



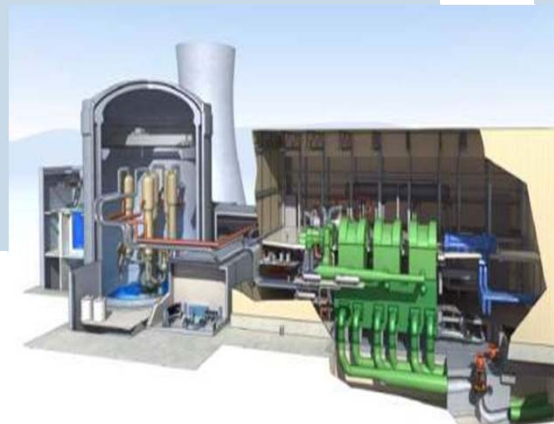
Approach for Nuclear



Market size +1 GW per year

Strategy

- Build on existing strong partnership with Rosatom
- Set up the AAEM manufacturing site
- Develop an offering for Russian nuclear steam turbine retrofit



Development

- Capture upcoming nuclear projects in the region
- Expand to export market
- Gain market share in EDG (Emergency Diesel Generator)

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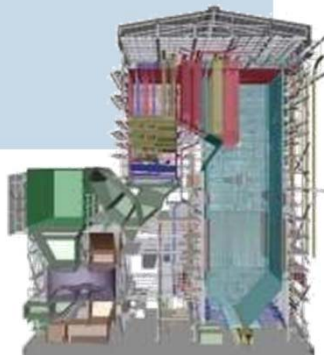
Approach for installed base & Automation



Market size 2B€ per year

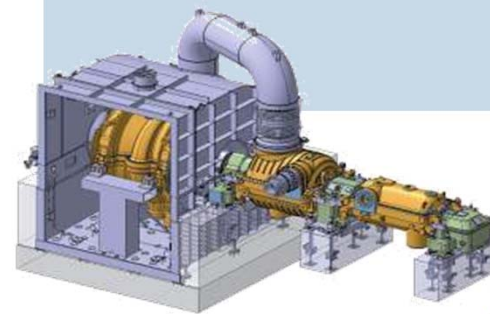
Strategy

- Build on signed MoUs to develop regional strategic partnerships
- Automation: take advantage of the increasing modernisation market



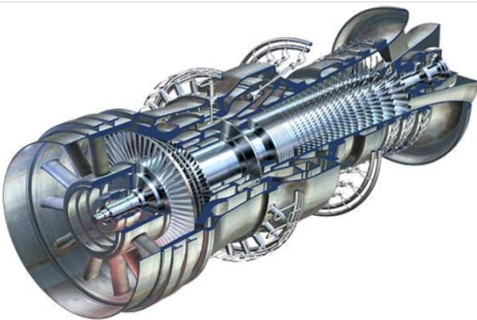
Development

- Secure servicing of our own GT fleet
- Develop offering for other OEM equipment (ST, GT...)
- Develop an adapted solution



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Thermal Power ambition for Russia & CIS



Gain position in Installed Base

Keep our leadership position in Gas, Nuclear & AQCS



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