

Rollingstock Procurement – Industry Engagement Briefing

Alstom's Portfolio



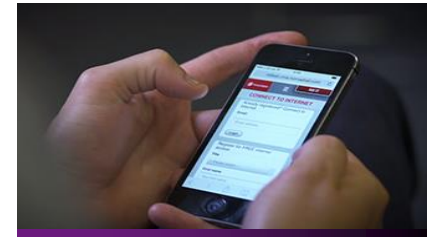
ROLLING STOCK

- Tram, metro, suburban/regional, high speed, very high speed, locomotive
- E-bus
- Components: traction, bogie, motor



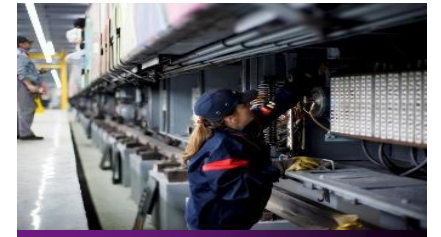
SIGNALLING

- Signalling solutions portfolio for urban, main line, freight and mining and digital mobility
- Sold as products or solutions



SERVICES

- Maintenance
- Modernisation
- Spare parts, repairs & overhaul
- Support services



SYSTEMS

- Integrated solutions
- Infrastructure

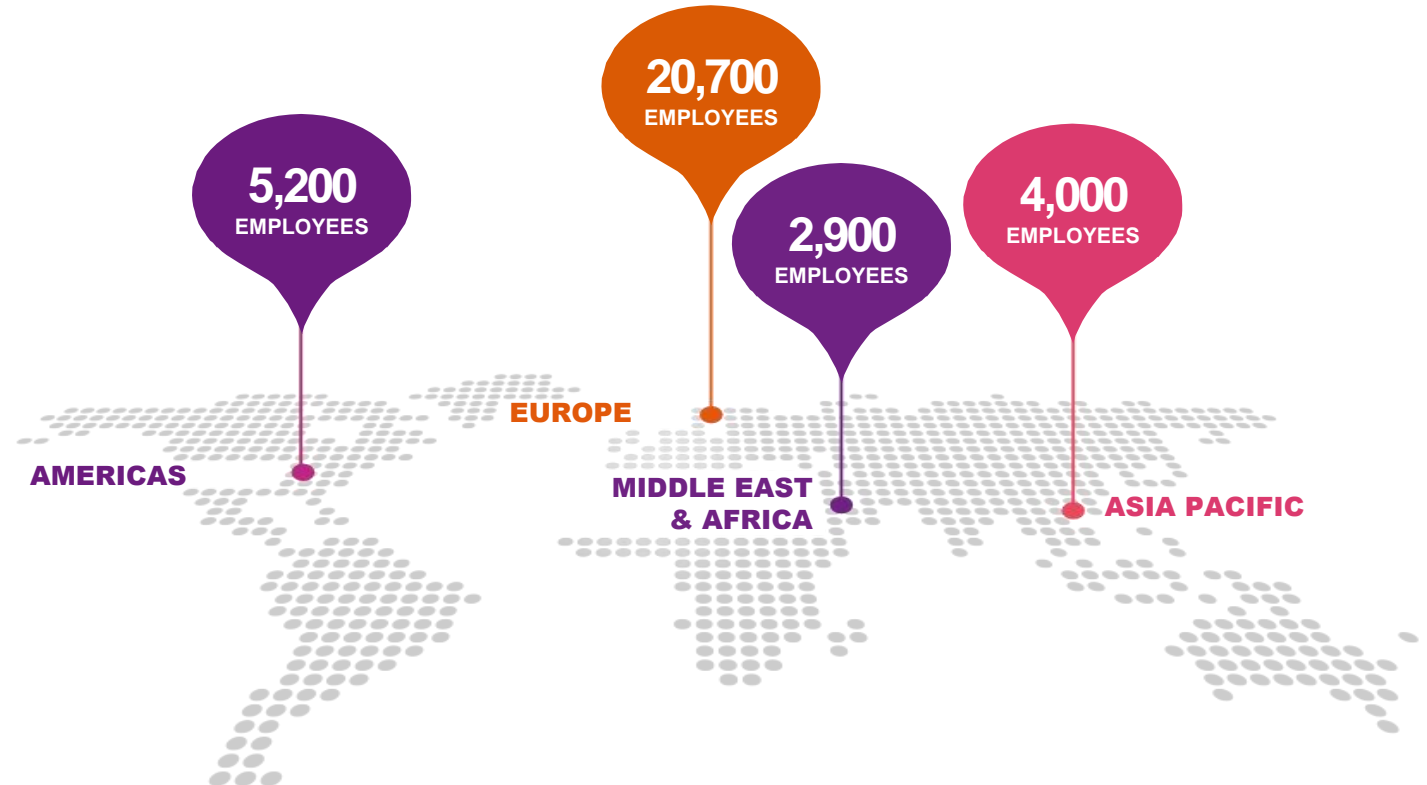


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Alstom at a Glance

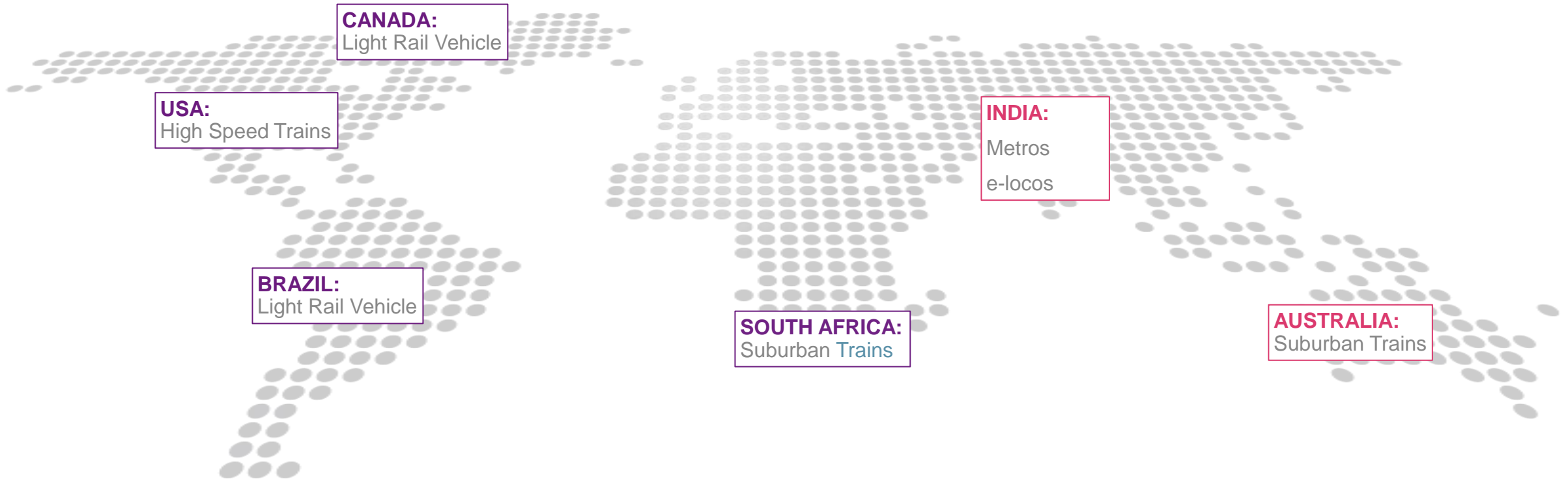
- 32,800 employees working on 105 sites in 60 countries serving 200 customers
- €7.3 Billion Annual Sales

- **Regions:**
close to customers,
in charge of execution
- **Operational functions:**
global cohesion, processes
and platforms
- **Support functions:** finance,
legal, HR, global efficiency



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Key Localisation References in Last 5 Years



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Alstom at a glance

Alstom Sourcing & Localization in a few figures ...

In the world ..

Presence in
60 Countries

In Asia Pacific ..

Presence in
14 Countries

In Australia ..

Presence in
4 States

Customer Proximity & Localization are key pillars in Alstom's Strategy

450 Projects
in Execution

225 Customers

135 Projects
in Execution

54 Customers

20 Projects
in Execution

6 Customers

Australia is Alstom's Top 8 Country in terms of # of projects. Alstom delivers all type of railway products : Trains, Signaling, Maintenance, Infrastructure & Systems

15000 Suppliers

4.5 B€
Orders/Year

3500 Suppliers

1.5 B€
Orders/Year

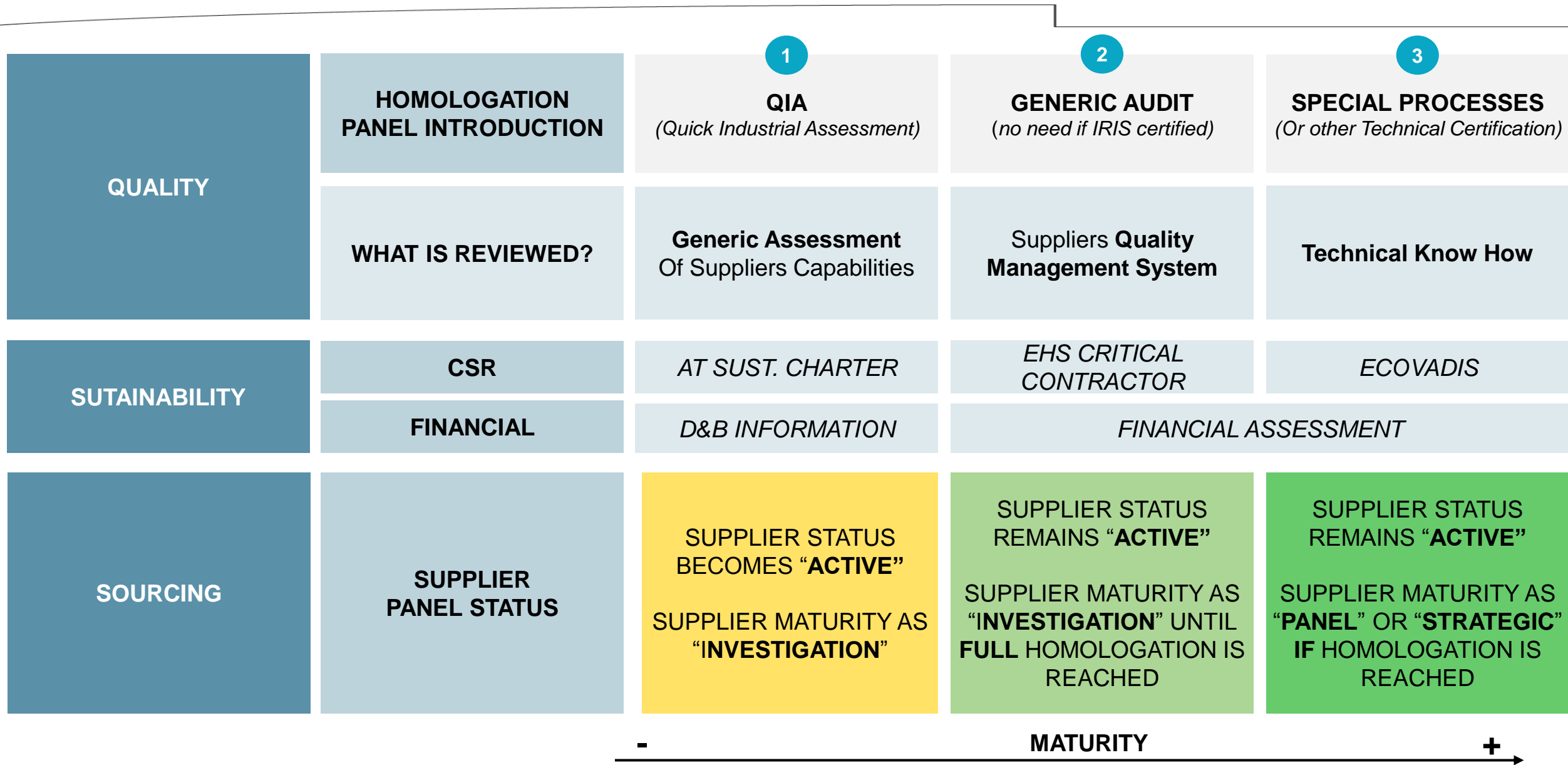
300 Suppliers

240 M€
Orders/Year

*Alstom develops its suppliers around the globe, offering many **Make or Buy options** while maintaining **price competitiveness***

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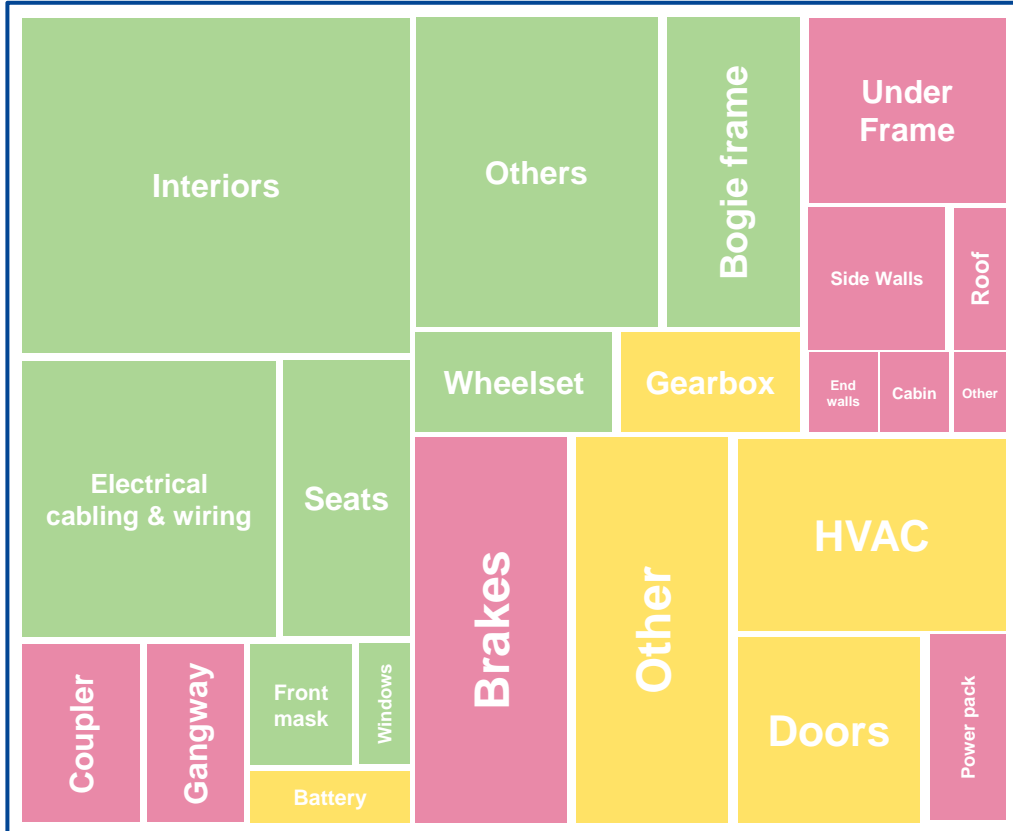
Generic supplier requirements



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Target Commodities for Localisation

SOURCING PACKAGE (area proportional to \$)



Localization impact



HEAVY FABRICATION

- Machining
- Casting
- Forging
- MIG/TIG/Spot Welding
- Jigs
- Forming

SUB SYSTEMS

- Doors
- Brakes
- HVAC

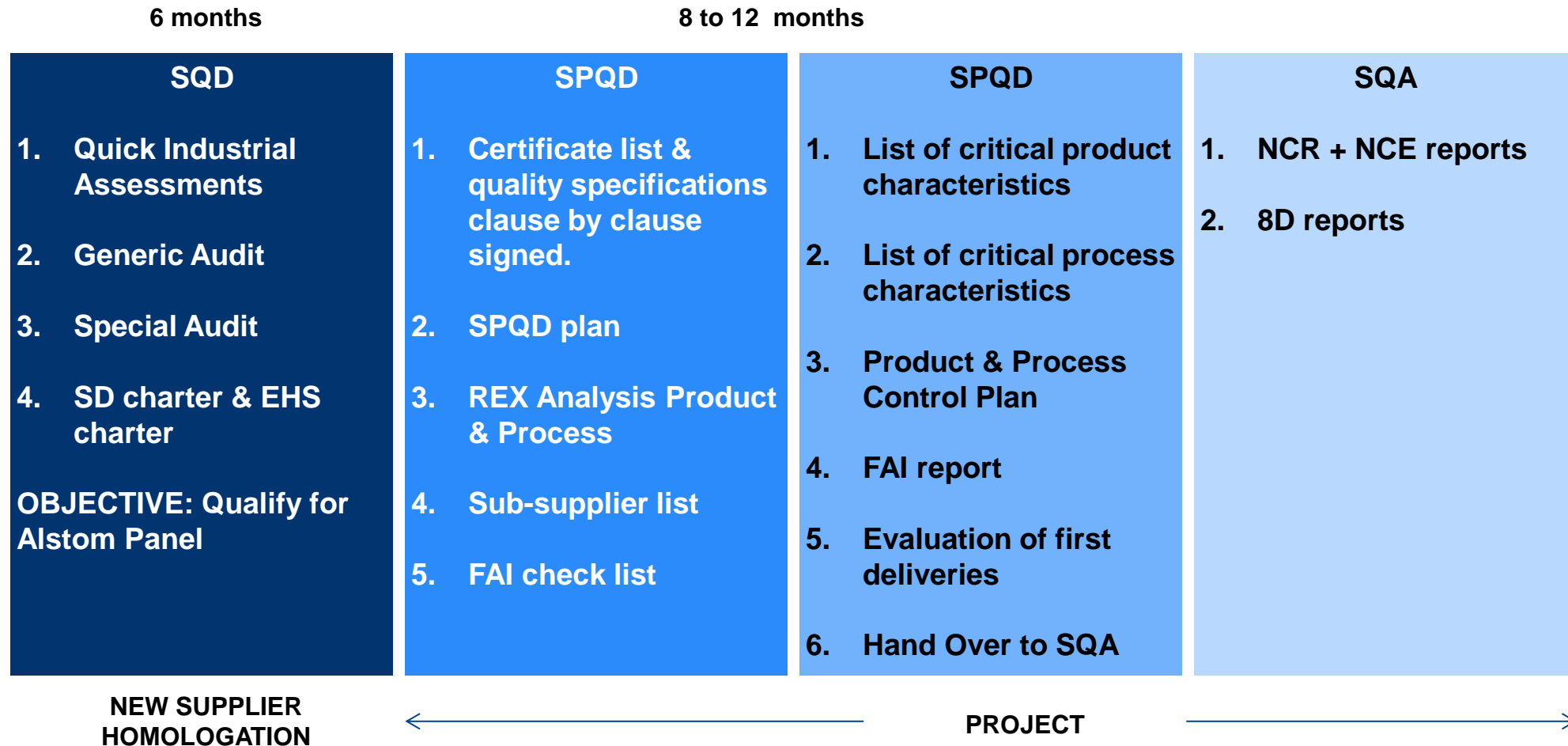
INTERIOR

- Fibreglass
- Light sheet metal
- Seat
- Cable Harness
- Battery
- Glazing
- PACIS

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ALSTOM Sourcing Process

■ Key deliverables by stage



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Next Steps

- Registration form for SME's will be sent out by the PTA. Could you please complete them asap as Alstom will use these details to contact you.
- Meet with Alstom Sourcing Leaders Today



Tommy Famuliak



Ilan Le-Peutrec

- We will contact you by email in November with request for information to be uploaded in Alstom's Metronet Railcars dedicated webpage.

If you do not receive email before end of November please contact: ilan.le-peutrec@alstomgroup.com

- Alstom supplier forum will be held December 2017

