

11 October 2007

## Alstom Hydro wins new major contracts in Brazil and China

Alstom Hydro\* has signed several contracts, worth approximately 350 million euro, to supply electro-and hydro-mechanical equipment for hydropower plants in Brazil and China. These contracts have been booked in the first half backlog of the 2007/08 fiscal year.

\*

**In Brazil**, Alstom Hydro has been awarded a 150 million euro contract for the supply of complete electro-and hydro-mechanical equipment for the Foz do Chapecó hydropower plant. The 868 MW new plant will be located on the Uruguay river, bordering the states of Rio Grande do Sul and Santa Catarina in southern Brazil.

Under the terms of the contract signed with the Foz do Chapeco Energia S.A consortium, Alstom Hydro will supply 4 x 217 MW turbine-generators units, control and protection systems, all lifting and hydro-mechanical equipment as well as supervision and commissioning. All equipment will be manufactured in the company's local facility in Taubaté, Brazil. The first unit is scheduled for operation in August 2010, and the last by March 2011.

Taubaté unit is one of Alstom Hydro's global industrial hubs, capable of manufacturing the complete hydro product range: turbines of all sizes, generators for all applications, hydro-mechanical equipment and small hydro as well as refurbishment and services.

Alstom Hydro has an installed base of 100 GW in Latin America. Its most recent references include Itaipu, Tucuruí, Itapebi, Ita, Machadinho and small hydro projects such as Jararaca, Da Ilha, Santa Fé in Brazil; Ralco in Chile; San Francisco in Ecuador and La Vueltoza in Venezuela.

Philippe Cochet, President of Alstom Hydro, said : *"Alstom paves the way in renewable energy solutions through its strong position in the hydroelectric market. The Foz do Chapeco project demonstrates once again our ability to serve Brazilian customers and propose the most advanced solutions adapted to their needs. With its Taubaté world-class factory and over 50 years presence in Brazil, Alstom Hydro is well positioned to serve Latin America for large and small hydro projects with its most up to date technology and equipment of highest quality."*

\*

**In China**, Alstom Hydro has recently signed four contracts worth approximately 200 million euros to supply hydropower equipment.

*\* Alstom Hydro is a joint venture between Alstom and Bouygues.*

These contracts include:

- 8 x 600 MW generators for the Jinping II hydropower station (Sichuan Province), for Ertan Hydro Power Development Co.,
- 3 x 650 MW generators for the Nuo Zhadu hydropower station (Yunnan Province), for Yunnan Lancangjiang Hydro Development Co.Ltd.,
- 4 x 280 MW generators for the Shatuo hydropower station ( Guizhou Province), for Wujiang Hydroelectric Development Corp,
- 3 x 84 MW turbine/generator units for the Longjiang hydropower station ( Yunnan Province), for Yunnan Longjiang Water Conservancy Development..

Alstom Hydro's local unit, Tianjin Alstom Hydro Equipment Co. Ltd, is in charge of projects management in addition to design, engineering, manufacturing and commissioning of all equipment.

Tianjin Alstom Hydro Equipment Co. Ltd boasts a workforce of more than a thousand qualified employees, a 60,000 m<sup>2</sup> factory equipped with CNC technology and the capacity to manufacture turbines and generators for all hydro applications. It is also one of Alstom's largest manufacturing hubs for hydro power equipment, serving both Chinese and global markets.

Philippe Cochet, President of Alstom Hydro, attributed the successes to Chinese customers' confidence in Alstom's advanced technology, reliable product quality and a good record of on-schedule delivery in previous projects, and said: *"We are delighted to have won these contracts. This shows once again the strong partnership between Alstom and its Chinese clients' in this fast growing market. That, and the recent string of successes, further strengthens our position in China. Our ambition is not only to meet the growing domestic demand, but also to expand our export market"*.

#### **Press contact**

Philippe Kasse, Stéphane Farhi (Corporate)  
Tel +33 1 41 49 29 82 /33 08  
[philippe.kasse@chq.alstom.com](mailto:philippe.kasse@chq.alstom.com)  
[stephane.farhi@chq.alstom.com](mailto:stephane.farhi@chq.alstom.com)

Gilles Tourvieille (Power)  
Tel +33 1 41 49 27 13  
[gilles.tourvieille@power.alstom.com](mailto:gilles.tourvieille@power.alstom.com)

#### **Investor Relations**

Emmanuelle Châtelain  
Tel + 33 1 41 49 37 38  
[investor.relations@chq.alstom.com](mailto:investor.relations@chq.alstom.com)

#### **Websites**

[www.alstom.com](http://www.alstom.com), [www.power.alstom.com](http://www.power.alstom.com)