

## ***Press release***

### ***Alstom and Bouygues to create EMBIX, a joint venture providing energy-management services for eco-districts***

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Alstom and Bouygues—through its subsidiaries Bouygues Immobilier and ETDE—have agreed to create a 50/50 joint venture under the name EMBIX to develop and provide energy-management services for eco-districts. The initiative opens a new chapter in the fruitful partnership begun by Bouygues and Alstom in 2006.

EMBIX will offer a wide range of services with high added value, ranging from audits for eco-districts taking account of new environmental and regulatory requirements to optimisation of energy performance through the use of information systems featuring the latest advances in Smart Grid technologies.

The new company will draw on the skills and expertise of its founders:

- Bouygues Immobilier sets the standard in sustainable property development and proved its ability to stay a step ahead of energy regulations for buildings by starting work on its first large-scale positive-energy building project in 2007 (Green Office®). The company also offers established skills and expertise in developing new districts that pave the way for the city of the future;
- through its facility-management subsidiary Exprimm, ETDE will provide know-how in managing the energy performance of buildings and supervising their technical facilities;
- Alstom Power brings a range of unique solutions for distributed power-generation and integrated-storage;
- Alstom Grid offers unparalleled expertise in microgrid security and management of energy demand.

#### ***Flourishing potential for energy management services***

The move to set up EMBIX comes at a time when potential is flourishing as local authorities and building owners, managers, and tenants in the corporate sector seek out service offerings for environmental and economic optimisation of energy performance.

Intelligent energy-management services at the scale of eco-districts have become a cornerstone of future development, underpinned by a mix of environmental, regulatory, technological and sociological factors.

The recent emergence of renewable energy solutions such as solar, small-wind and geothermal power in the urban environment, along with new storage capabilities (e.g. electric vehicles) and a growing sense of eco-citizenship have made the need to manage energy performance more vital than ever.

This trend has been given further impetus by the introduction of new energy regulations both in France (RT2012 for buildings and the "NOME" law on the new organisation of electricity markets) and across Europe, with new objectives for 2020 targeting a 20% increase in energy efficiency, a 20% reduction in the carbon footprint and a 20% share for renewable energies in the European energy mix.

**About Bouygues Immobilier:** Bouygues Immobilier stands at the forefront of private property development in France and around Europe. The company employed 1,341 people at 31 December 2009 and posted sales of €2,989 million in 2009. With 33 offices in France and four around Europe, Bouygues Immobilier draws on 50 years' experience in developing residential, corporate and commercial properties for its customers in more than 230 towns and cities. Bouygues Immobilier was France's first property developer to achieve ISO 9001 certification.

**About ETDE and Exprimm:** ETDE, the Energy and Services division of Bouygues Construction, designs, installs, maintains, and operates energy solutions (power grid infrastructures, digital infrastructures, electrical and thermal engineering, urban services, etc.) and field services (facility management, industrial maintenance, etc.) for guaranteeing the sustainability of infrastructures and equipment and improving lifestyle quality. Its subsidiary Exprimm specialises in Facility Management: multi-technical building maintenance (e.g. electricity, heating and air-conditioning), occupant services (e.g. reception, cleaning and security), and long-term operations with a commitment to performance and results. Exprimm is a natural ally for Bouygues Construction business units on global Design & Build and Operation & Maintenance contracts for infrastructure run through public-private partnerships (e.g. hospitals, ministries and prisons) for which it currently has orders to a total value in excess of 900 million euros

#### **About Alstom**

Alstom is a global leader in the world of power generation, power transmission and rail infrastructure and sets the benchmark for innovative and environmentally friendly technologies. Alstom builds the fastest train and the highest capacity automated metro in the world, provides turnkey integrated power plant solutions and associated services for a wide variety of energy sources, including hydro, nuclear, gas, coal and wind, and it offers a wide range of solutions for power transmission, with a focus on smart grids. Alstom employs 96,500 people in more than 70 countries, and recorded sales of over €23 billion\* in 2009/10.

\*Pro forma figures

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