

20 January 2009

*With orders up by 8% and sales up by 12%,*

**Alstom maintained a strong commercial activity  
in the first nine months of 2008/09**

**During the first nine months of 2008/09 (from 1 April to 31 December 2008), Alstom booked orders amounting to €21.5 billion, up by 8% versus the same period of the previous year. Sales at €13.5 billion were up by 12%.**

Orders booked during the third quarter of 2008/09 at €6.1 billion were at a very satisfactory level. Power Systems' order intake was sound during the quarter, as expected contracts corresponding to formerly awarded projects became effective. Power Service and Transport recorded a very high level of orders.

Sales for the third quarter of 2008/09 amounted to €4.6 billion, up by 11% compared with the same period of the previous year.

The total backlog reached €47 billion at 31 December 2008, representing approximately 32 months of sales.

## Key figures

Actual figures	2007/08				2008/09			2007/08	2008/09	Var. %	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	9 months	9 months	Act.	Org.
<i>(in € million)</i>											
Orders received	7,624	5,223	7,005	3,620	6,552	8,849	6,122	19,852	21,523	+8%	+10%
Sales	4,047	3,957	4,109	4,795	4,502	4,454	4,555	12,113	13,511	+12%	+11%

*"After an exceptionally strong first half, the third quarter of 2008/09 was very satisfactory in terms of commercial activity, illustrated by a book-to-bill ratio of 1.3. Power Systems secured a good level of order intake, while Power Service and Transport continued to show a strong order growth. The progressive delivery of our record high backlog led to a double-digit growth of our sales. Long term outlook on our markets remains favourable. In the short term, demand for Transport and Power Service should remain sound, while Power Systems' market should be impacted by some project delays related to the current financial environment and economic downturn. We continue to closely monitor the evolution of our markets and adapt accordingly",* said Patrick Kron, Alstom's Chairman & Chief Executive Officer.

## **Sector Review**

### **Power Systems**

The order intake for Power Systems was €10.2 billion for the first nine months of 2008/09, at the same high level of the first nine months of 2007/08.

With €2.5 billion of new orders booked, the third quarter of 2008/09 was in line with our expectations. Power Systems booked a few major orders: gas power plants including 5 gas turbines in the Netherlands, in Spain and in Armenia as well as a €500 million hydro project to equip the Santo Antônio plant, one of Brazil's most important infrastructure works.

For the first nine months of the year, sales at €6.5 billion showed a substantial growth (+22% or +17% on an organic basis\*), fuelled by the solid order intake over the past periods.

### **Power Service**

For the first nine months of 2008/09, orders remained strong at €3.9 billion, a 14% increase on an actual basis (+16% on an organic basis\*) versus the same period of 2007/08.

Orders booked in the third quarter (€1.4 billion) included three operation and maintenance contracts in Algeria, the Netherlands and Spain, the first two being particularly large owing to the contract duration. They also comprised numerous small and medium sized projects.

Sales for the first nine months of 2008/09 at €2.9 billion showed growth, with a 9% increase (12% on an organic basis\*).

### **Transport**

For the first nine months of 2008/09, orders at €7.4 billion were up by 20% (22% on an organic basis\*) as compared to the already very high level of last year.

Order intake for the third quarter amounted to €2.2 billion, a 61% increase as compared to the third quarter of 2007/08. The main orders booked during the period included the maintenance contract related to the AGV sold in Italy, metros in the USA and tramways in Algeria.

Sales for the first nine months of 2008/09 at €4 billion showed a modest growth as compared to the first nine months of 2007/08. As expected, deliveries should ramp-up in the fourth quarter of the fiscal year.

## **Key events of the third quarter**

On 10 November 2008, Alstom and Bharat Forge announced their intention to create a joint venture in India, which will manage the whole process from engineering and manufacturing to selling supercritical island power plant equipment.

On 8 December 2008, Alstom and PGE Elektrownia Belchatow S.A. signed a memorandum of understanding for the development and implementation of carbon capture and storage technology at the Belchatow power plant in Poland.

## **Financial situation**

Given the strong and healthy backlog at the end of December 2008, Alstom continues to benefit from a solid financial situation. The Group confirms that the operating margin in March 2010 should reach around 9%, with an operating margin for the combined Power Sectors between 10% and 11% and for the Transport Sector between 7% and 8%.

### *\* Note: Currency & Scope impacts*

*The evolution of orders and sales as reported between the first nine months of fiscal years 2007/08 and 2008/09 included a slight currency translation effect, as well as notably the acquisitions of Ecotècnia and Wuhan Boilers Co. in Power Systems. The organic figures adjust the reported figures for these effects.*

*The reported figures by Sector are presented in Appendix 1. A geographic breakdown of reported orders and sales is provided in Appendix 2.*

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*This press release contains forward-looking statements which are based on current plans and forecasts of ALSTOM's management. Such forward-looking statements are by their nature subject to a number of important risk and uncertainty factors (such as those described in the documents filed by ALSTOM with the French AMF) that could cause actual results to differ from the plans, objectives and expectations expressed in such forward-looking statements. These such forward-looking statements speak only as of the date on which they are made, and ALSTOM undertakes no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.*

## APPENDIX 1 – SECTOR BREAKDOWN BY QUARTER

### Reported Figures (Unaudited)

	2007/08				2008/09			2007/08	2008/09	Var. %	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	9 months	9 months	Act.	Org.
<b>Orders received</b> <i>(in € million)</i>											
Power Systems	2,747	2,766	4,718	1,338	3,115	4,652	2,458	10,231	10,225	0%	+1%
Power Service	1,284	1,228	895	994	1,309	1,127	1,431	3,407	3,867	+14%	+16%
Transport	3,581	1,215	1,390	1,281	2,128	3,070	2,233	6,186	7,431	+20%	+22%
Corporate & Others	12	14	2	7	-	-	-	28	-	N/A	N/A
<b>Alstom</b>	<b>7,624</b>	<b>5,223</b>	<b>7,005</b>	<b>3,620</b>	<b>6,552</b>	<b>8,849</b>	<b>6,122</b>	<b>19,852</b>	<b>21,523</b>	<b>+8%</b>	<b>+10%</b>
	2007/08				2008/09			2007/08	2008/09	Var. %	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	9 months	9 months	Act.	Org.
<b>Sales</b> <i>(in € million)</i>											
Power Systems	1,771	1,767	1,840	2,390	2,152	2,178	2,209	5,378	6,539	+22%	+17%
Power Service	878	878	942	904	951	1,003	974	2,698	2,928	+9%	+12%
Transport	1,386	1,300	1,323	1,500	1,399	1,273	1,372	4,009	4,044	+1%	+3%
Corporate & Others	12	12	4	1	-	-	-	28	-	N/A	N/A
<b>Alstom</b>	<b>4,047</b>	<b>3,957</b>	<b>4,109</b>	<b>4,795</b>	<b>4,502</b>	<b>4,454</b>	<b>4,555</b>	<b>12,113</b>	<b>13,511</b>	<b>+12%</b>	<b>+11%</b>

## APPENDIX 2 – GEOGRAPHIC BREAKDOWN

### Reported Figures (Unaudited)

<b>Orders received by destination</b> <i>(in € million)</i>	9 months	%	9 months	%
	2007/08	Contrib.	2008/09	Contrib.
Europe	9,874	50%	10,504	49%
North America	2,644	13%	2,131	10%
South & Central America	790	4%	1,127	5%
Africa / Middle East	4,034	20%	5,777	27%
Asia / Pacific	2,510	13%	1,984	9%
<b>TOTAL</b>	<b>19,852</b>	<b>100%</b>	<b>21,523</b>	<b>100%</b>
<b>Sales by destination</b> <i>(in € million)</i>	9 months	%	9 months	%
	2007/08	Contrib.	2008/09	Contrib.
Europe	5,995	50%	7,071	53%
North America	2,205	18%	2,064	15%
South & Central America	555	5%	821	6%
Africa / Middle East	1,138	9%	1,648	12%
Asia / Pacific	2,220	18%	1,907	14%
<b>TOTAL</b>	<b>12,113</b>	<b>100%</b>	<b>13,511</b>	<b>100%</b>