



## Putting America to Work: Rail Manufacturing in the U.S.

Scott Sherin, Vice-President

October 24, 2017

**ALSTOM**  
*Designing fluidity*

# A complete range of transport solutions



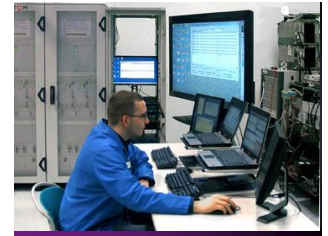
## ROLLING STOCK

- Subways, Light rail, Streetcar, Suburban/Commuter, High Speed
- Electric bus
- Components: traction, bogies, motors



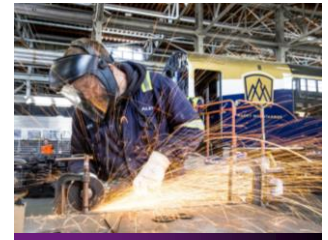
## SIGNALING

- Passenger: Transit, Intercity, High speed, PTC, CBTC, Digital
- Freight: Class 1, Short-line
- International mining



## SERVICES

- Maintenance
- Modernization, overhaul
- Spare parts, repairs, obsolescence management



## SYSTEMS

- Turnkey, integrated solutions
- Public-Private Partnerships (P3)
- Infrastructure



# 2016/17, delivering growth and executing on commitments

## ACTIVITY (% of sales)



**ROLLING STOCK**

**43%**



**SIGNALING**

**19%**



**SERVICES**

**20%**



**SYSTEMS**

**18%**

**\$8.1**

**BILLION  
SALES**

## ORDERS (% per region)

**AMERICAS**



**29%**

**EUROPE**



**51%**

**ASIA PACIFIC**



**6%**

**MIDDLE EAST  
& AFRICA**



**14%**

**\$11.1**

**BILLION  
ORDERS**

**32,800 employees** working at **105 sites** in **60 countries**  
serving **200+ customers...strong regional empowerment**

All figures at 31 March 2017

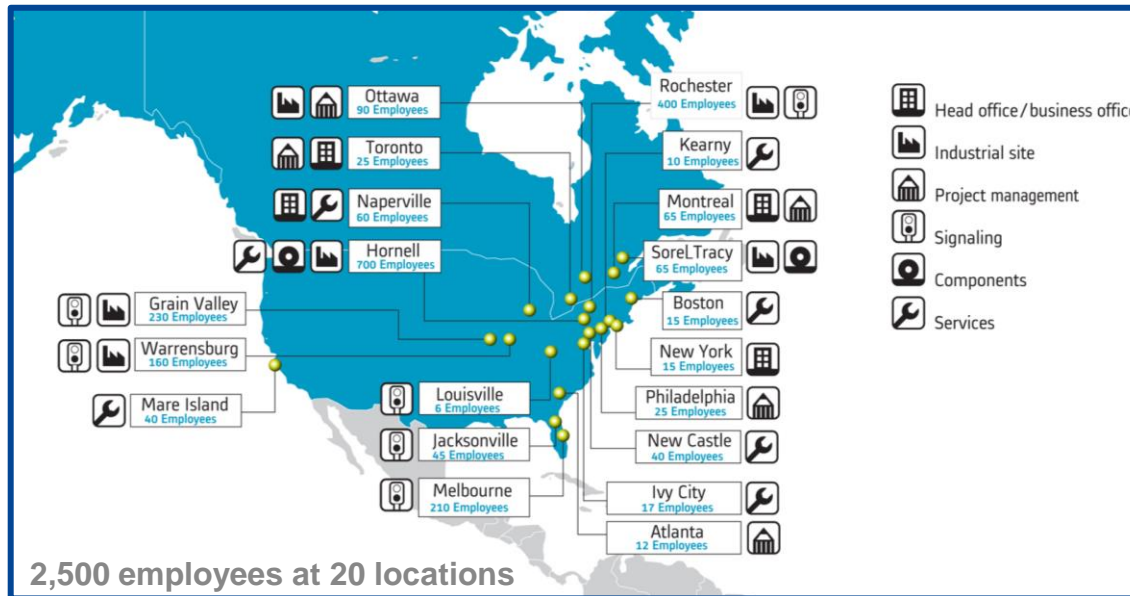
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**ALSTOM**

# Customer-focused organization with multi-local presence

## Winning formula for customers: Global expertise + Local know-how



- **Regions:** close to customers, in charge of execution, long-term support
- **Operational functions:** global expertise and processes with local empowerment
- **Support functions:** finance, legal, HR, regulatory, global efficiency

**Buy America is unique in the world...requires local industrial presence:** supply chain, project mgmt., engineering, customer service

# Manufacturing “multiplier effect” creates jobs across the U.S.



**ROLLING STOCK**



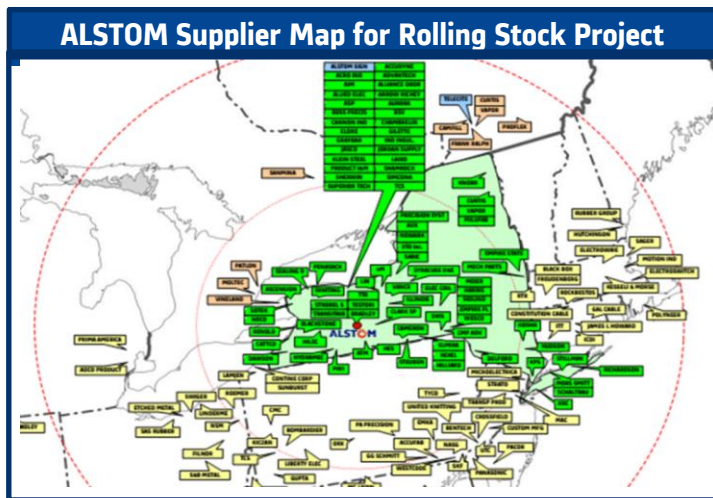
**SIGNALING**



**SERVICES**



**SYSTEMS**



■ New York State suppliers ■ Northeastern U.S. suppliers



■ SUPPLIERS ■ TRANSIT SYSTEMS

**ALSTOM supply chain pulls from 350+ suppliers in 35+ States...including DBE, SBE and veteran-owned firms**

# ALSTOM 160+ Years of History in the United States

## Invested in Hornell, NY Legacy



**New York & Erie Railroad**  
(Alstom invests in 1997)

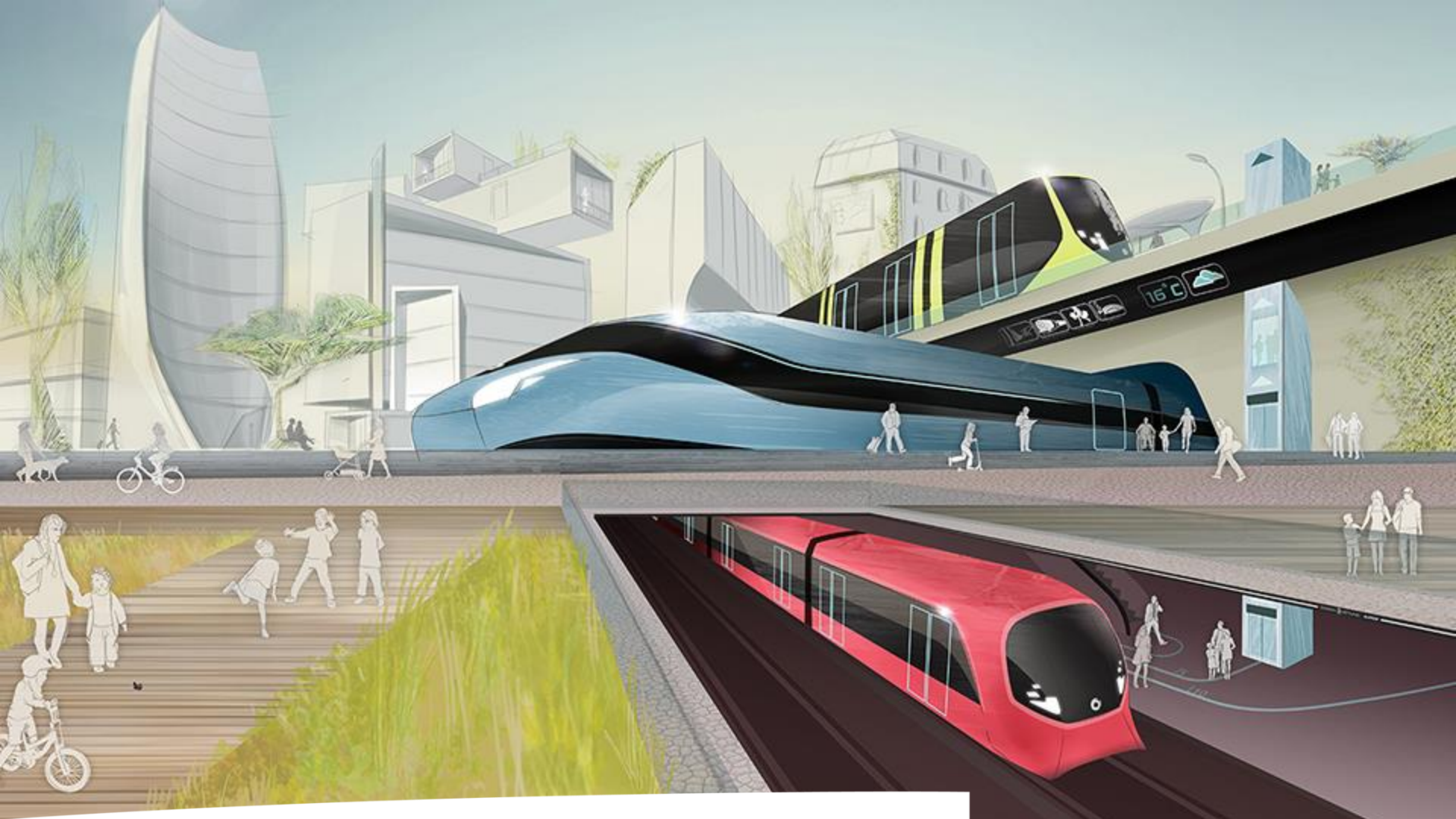
## Building for Tomorrow



**ALSTOM Advance Rail Technology Center**  
Avelia Liberty: world's most advanced high speed train

**Rail industry** is core to U.S. history and **vital to our economy** for both **manufacturing** and the **mobility of goods and people**

**Buy America** requires **domestic** and **foreign direct investment** which preserves **jobs** and **technical expertise** and leads to **innovation**



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