

AEB Round Table– “Localization in Russia: Suppliers, Medium Enterprises”
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SOURCING

CIS localization of new products

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ТРАНСМАШХОЛДИНГ

TRANSPORT

ALSTOM

TMH – ALSTOM Partnership

- **Expectations**



- ✓ Speed-up access to CIS Railway Market
- ✓ To become “Russian” rolling stock supplier
- ✓ Global sourcing



TRANSMASHOLDING

- ✓ Technology transfer for new rolling stock products
- ✓ Support to modernization (QCD improvement)

- **Partnership based on 3 pillars**

TMH

- ✓ AT acquires 25% of TMH
- ✓ Support to operational management



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TRTrans 50% AT / 50% TMH Engineering Company

- ✓ **NEVZ:** Locomotives **Nov.09**
150 engineers
- ✓ **Moscow:** EMU/DMU **Dec.11**
forecast 100 engineers
- ✓ **TVER:** VHST/ HST **2012**

RAILCOMP 50% AT / 50% TMH Industrial Company

- ✓ Traction system
- ✓ Bogies

TRANSPORT



Sourcing plan for new products

- New Products**

- ✓ **Electrical locomotives:**
Passenger or Freight



- ✓ **Regional train:**
EMU/DMU



- ✓ **Tramway**



New technologies and European standard request an ambitious Sourcing plan for localization.

- Sourcing Needs (orders to be placed)**

(MRb)	Impact of orders booked for new products		Forecast
	2012	2015	2020
• Yearly volume to be placed	800	9 000	16 000
• CIS localization target	50%	30%	25%
• Impact on suppliers market growth Base 2011	100%	80%	60%



Sourcing plan: analysis per commodities

