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25 February 2004

### RENFE AWARDS ALSTOM-CAF CONSORTIUM TWO ORDERS FOR A TOTAL VALUE OF OVER 1.7 BILLION

RENFE, the Spanish national railway company, has notified a consortium of ALSTOM and CAF of the award of an order worth 1777million for the supply ( 937 million) and maintenance ( 840 million) of 30 high-speed trains (shuttle) and 45 high-speed trains (variable gauge).

ALSTOM leads the consortium for the supply and maintenance of 30 trains (shuttle) and its participation in the order is 476 million. It also participates in the mechanical construction, electric equipment supply and maintenance of the 45 variable gauge units, worth 551 million. ALSTOM's total share of these contracts, including maintenance, is 1027 million.

Contractual details remain to be finalized before signature, and ALSTOM intends to book the order in the coming financial year which will start the 1st April 2004.

The shuttle trains, which will have a top speed of 250 kph, will reinforce RENFE's fleet for intercity shuttle service for the high-speed lines.

The high-speed trains with variable gauge, which will have a top speed of 250 kph, are destined for regional services and will be able to run on two different gauges.

ALSTOM's Santa Perpetua plant and CAF's Beasain and Zaragoza plants will share the work of building body shells and assembling the trainsets.

ALSTOM-CAF will also provide comprehensive maintenance services for a 14-year period.

Delivery of the shuttle trains is scheduled to begin in October 2006, with the first trains entering service in April 2007. The final delivery is scheduled for January 2008.

Delivery of the variable gauge high-speed trains will begin in October 2006 and end in May 2009.

Philippe Mellier, President of ALSTOM Transport, said: "We're pleased that RENFE has chosen ALSTOM again for its high-speed intercity service, just as we're

1 March 2004

### CISALPINO AWARDS ALSTOM AN ORDER WORTH MORE THAN 300 MILLION EUROS FOR TILTING TRAINS

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Cisalpino, a joint venture between the Italian railway company Trenitalia and the Swiss Federal Railways, has chosen ALSTOM for the supply of high-speed tilting trains.

Cisalpino has ordered 14 PENDOLINO trainsets for a total of more than 300 million euros. They will join the existing fleet, which has been in service between Switzerland, Italy and Germany since 1996.

The seven-car trainsets will have a top speed of 250 kph and a capacity of 430 passengers. The trainsets will be built at ALSTOM's site in Savigliano, Italy.

Delivery of the new trainsets will begin in May 2007, and the last one will be delivered in January 2008.

Philippe Mellier, President of ALSTOM Transport, said: "We are very pleased that CISALPINO has shown their satisfaction with the PENDOLINO by choosing it again for their high-speed services. The reputation of this tilting train is unrivalled and these latest orders consolidate our leadership in this market."

Thanks to its proven active tilting system, the PENDOLINO train, can negotiate curves at speeds 35 percent higher than conventional trains, with maximum safety and comfort for passengers. Today, 285 trains worldwide are equipped with ALSTOM's active tilting technology. Trains equipped with this technology have traveled over 200 million kilometers.

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10 March 2004

### Press Release

During the meeting held on 9 March, ALSTOM's Board of Directors examined the figures forecast for fiscal year 2003/04.

The Board noted with satisfaction that orders expected to be booked during the current fiscal year (1 April 2003 - 31 March 2004) could be over the previously forecast figure of 15 billion, with estimated margins in line with ALSTOM's profit objectives.

ALSTOM's operating margin in fiscal year 2003/04 is expected to be slightly below the 2%/2.5% foreseen in November, mainly due to additional charges related to the execution of a boiler power plant contract in the US (Seward).

Progress in implementing restructuring programmes should lead to the recording of the related costs in the accounts earlier than foreseen : approximately 650 million in fiscal year 2003/04 compared to 450/500 million previously foreseen, and around 300 million in fiscal year 2004/05.

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The Board also noted that ALSTOM's free cash-flow for fiscal year 2003/04 is expected to be between -1,000 and -1,200 million (of which -800 million, as expected, relates to former GT24/GT26 contracts). This performance would be slightly below the previous forecast mainly due to the expected levels of operating margin and restructuring costs during the fiscal year.

The Board noted that if these forecasts were confirmed in the actual results, it would be necessary, in due time and with the agreement of ALSTOM's banks, to amend the covenants relating to EBITDA and consolidated net worth.

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10 March 2004

### ALSTOM WINS 330 MILLION EURO CONTRACT FOR MAINTENANCE OF ROLLING STOCK AND INFRASTRUCTURE IN MELBOURNE

ALSTOM has won a contract worth 330 million for maintenance of the infrastructure and fleet of the newly expanded Connex network in Melbourne, Australia. The contract follows the award by the state of Victoria of the franchise for all metropolitan train services in Melbourne to Connex.

ALSTOM has managed the infrastructure and fleet of the Connex Melbourne network since 1999. Prior to the awarding of the new franchise, which takes effect on 18 April 2004, the Connex assets managed by ALSTOM included 240 kilometres of track with the related infrastructure and a fleet of 74 six-car trains.

ALSTOM will manage fleet maintenance, and an ALSTOM-Connex joint venture will manage infrastructure maintenance.

The new contract extends the maintenance period until April 2009 with an option to extend the term to May 2010. The assets that ALSTOM manages for Connex Melbourne will be nearly tripled. Under the new contract, ALSTOM will be responsible for the maintenance of:

- 830 kilometres of track and overhead wiring
- 89 substations and tie stations
- 208 stations and car parks
- 186 three-car Comeng trains
- 69 three-car Hitachi trains
- 40 three-car X'TRAPOLIS trains

Connex is gradually replacing its older Hitachi trains with new X'TRAPOLIS trains built by ALSTOM. Connex has ordered 58 X'TRAPOLIS trains in all; the last of the trains in the order is scheduled for delivery by the end of the year.

Philippe Mellier, President of ALSTOM's Transport Sector, said: "We congratulate our customer and partner Connex on the award of this expanded franchise. ALSTOM is proud to put its maintenance expertise, developed in similar contracts around

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the world, at the service of users of public transport in Melbourne and the state of Victoria."

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10 March 2004

### ALSTOM TO BUILD A STEAM POWER PLANT IN SAUDI ARABIA FOR 675 MILLION EUROS

The Saudi Electricity Company has selected a consortium led by ALSTOM and including its civil partner Archirodon for the supply and construction of the Shoaiba Steam Power Plant extension project. The value for ALSTOM is approximately 675 million of a total 835 million for the whole project. The formal contract is expected to be signed with the consortium before end March 2004.

ALSTOM has already supplied this site with 5 units of 370 MW, all of which are now in commercial operation. Under this new contract, ALSTOM will design, supply and install another 3 identical units covering the supply, installation and commissioning of boilers, steam turbines, generators and the complete balance of plants and systems. The boilers are designed to burn both crude and heavy oil, using ALSTOM's tangential-firing technology. The contract should also include an option to build a further 3 units on the same site which could be exercised within 12 months. This would make Shoaiba the largest power plant in the Middle East with an output in excess of 4,000 MW.

Philippe Joubert, President of ALSTOM's Power Turbo-Systems and Power Environment Sectors, remarks: "This second project from the Saudi Electricity Company demonstrates once more the trust in ALSTOM and the confidence in our products as experienced world-wide leader in steam plant technology".

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15 March 2004

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### MSC SELECTS ALSTOM FOR TWO CRUISE-SHIPS

Mediterranean Shipping Company (MSC) has just selected ALSTOM as the builder of its new generation of cruise-ships. The contract will grant ALSTOM the construction of two 1,275 cabin cruise-ships, with an option for a third sister-ship. It will enter into force once the financing arrangements have been put in place by MSC.

The two ships will be 294 metres long and just over 32 metres wide and will comply with the Panamax standard. They are designed for cruises in the Mediterranean and Caribbean seas. The ships' design privileges passengers' access to sea views : around 80% of the cabins will have windows overlooking the sea, and three quarters of these 'outside view' cabins will also have balconies. The ships will be able to carry up to 3,000 passengers and 1,000 crew members.

The first ship will be delivered in June 2006 and the second in spring 2007.

When signing the contract, Patrick Boissier, President of ALSTOM's Marine Sector, said: "We are proud that MSC has chosen to grant us its confidence in selecting us for the construction of two new large cruise-ships, and we are delighted to contribute to the success of our customer in the cruise market. From our point of view, this order results from the fruitful cooperation which has existed between our two companies over the past three years. What is more, it backs up the right choice we made in positioning ALSTOM Marine on the cruise-ship market, which will continue to grow on the medium- to long-term".

ALSTOM Marine has already constructed one 800 cabin cruiseship, MSC Lirica, for MSC and will deliver her sister-ship, MSC Opera by May 2004.

In addition to these new orders, ALSTOM Marine's order book comprises the cruise-ship, MSC Opera, two LNG carriers for Gaz de France, two Landing Helicopter Docks (LHDs) built in cooperation with DCN for the French Navy, one car ferry for SeaFrance, one oceanographic vessel for Ifremer, and a yacht of over 70 metres in length.

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18 March 2004

### GAZ DE FRANCE CONFIRMS TO ALSTOM ITS INTENTION TO BUILD A SECOND 153,000M<sup>3</sup> LNG CARRIER

Gaz de France and ALSTOM signed a letter of intent on 3 July 2003 for the construction of a 153,000 m<sup>3</sup> LNG carrier, with an option for a second identical LNG carrier. The order for the first LNG carrier was signed on 29 September 2003, for delivery at the end of October 2005. Gaz de France has just confirmed the option for the second LNG carrier, in partnership with Japanese shipowner NYK Line. The construction contract should be signed before the end of June 2004

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with delivery of the carrier scheduled for the end of October 2006.

This LNG carrier will be identical to the ship ordered by Gaz de France in September 2003 and which is currently under construction at the Chantiers de l'Atlantique shipyard. Like her sister-ship, it will have the largest capacity in the world for this type of vessel and will integrate innovative technologies such as an electric Diesel-Gas propulsion system and membrane insulation based on CS1 type technology (foam insulation).

This confirmation demonstrates the expertise of ALSTOM's Marine Sector in the LNG carrier market: over the last thirty years ALSTOM has built 16 LNG carriers, all of which integrated leading edge technology current at the time.

It also underlines ALSTOM Marine's strategic focus on high added-value vessels, including cruise ships, ferries, naval vessels and scientific research vessels.

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19 March 2004

### TRENITALIA PLACES PENDOLINO TRAIN ORDER WITH ALSTOM WORTH 240 MILLION EUROS

ALSTOM has won a new contract for PENDOLINO high-speed tilting trains by Trenitalia, the passenger and freight division of the Italian state railway group Ferrovie dello Stato, for a total close to 240 million. The order for 12 PENDOLINO trains which will join the existing fleet, was awarded following an international tender managed by Trenitalia, which also represented Cisalpino.

The seven-car trains will have a top speed of 250 kph and a capacity of 430 passengers. They will be built at ALSTOM's site in Savigliano, Italy, with components supplied by other European ALSTOM sites.

Delivery for the first new trains will begin in November 2006, and the last train will be delivered in September 2007.

Philippe Mellier, President of ALSTOM's Transport Sector, said: "We are very pleased that Trenitalia has shown its satisfaction with the PENDOLINO by choosing it for their high-speed services. This order consolidates ALSTOM's leadership as a builder of high-speed trains as well as a pioneer in cross-border interoperability. Including the two recent orders from RENFE for high-speed Lanzaderas trains and from Cisalpino for 14 Pendolino trains, this year ALSTOM has been awarded orders over 780 million for more than 50 trains from the PENDOLINO family."

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