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Alstom and Toshiba sign MOU on smart grid business

Alstom Grid and Toshiba Corporation announced today that they have signed a memorandum of understanding (MOU) under which they will discuss a complementary partnership in the smart grid business.

The two companies will investigate cooperation and comprehensive collaboration drawing on their respective capabilities in smart grid technologies and know-how. The goal is to realize wide-ranging electricity management solutions that can be applied in diverse regions and environments to achieve consistent outcomes and support secure energy supply.

Alstom Grid is a recognized leader in electricity grid management solutions, able to provide end-to-end transmission and distribution equipment and to support it with advanced controls, such as EMS (energy management system) for managing balance of power generation and demand side. Toshiba has strengths in customer-point power distribution equipment and a product line-up that includes smart meters and advanced storage batteries. These capabilities will provide the basis for synergies between the companies.

Through this collaboration, Alstom Grid and Toshiba expect to develop systems that support wide scale integration of renewable energy sources into the grid and help to bring down the cost of power. They will also consider how best to promote the smart grid business globally.

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. The Group employs 92,000 people in around 100 countries. It had sales of €20 billion and booked close to €22 billion in orders in 2011/12.

***Alstom Grid** has over 100 years of expertise in electrical grids. Whether for utilities or electro-intensive industries or facilitating the trading of energy, Alstom Grid brings power to its customers' projects. Alstom Grid ranks among the top 3 in electrical transmission sector with an annual sales turnover of more than €4 billion. It has 20,000 employees and over 90 manufacturing and*

engineering sites worldwide. At the heart of the development of Smart Grid, Alstom Grid offers products, services and integrated energy management solutions across the full energy value chain— from power generation, through transmission and distribution grids and to the large end user.

www.alstom.com, www.alstom.com/grid

About Toshiba

Toshiba is a world-leading diversified manufacturer, solutions provider and marketer of advanced electronic and electrical products and systems. Toshiba Group brings innovation and imagination to a wide range of businesses: digital products, including LCD TVs, notebook PCs, retail solutions and MFPs; electronic devices, including semiconductors, storage products and materials; industrial and social infrastructure systems, including power generation systems, smart community solutions, medical systems and escalators & elevators; and home appliances.

Toshiba was founded in 1875, and today operates a global network of more than 550 consolidated companies, with 202,000 employees worldwide and annual sales surpassing 6.1 trillion yen (US\$74 billion). Visit Toshiba's web site at www.toshiba.co.jp/index.htm

Alstom

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