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Alstom signs long term cooperation agreements with Harbin Turbine Corporation for larger access to China's gas turbine market

Alstom has signed a long term agreement to license its GT13E2 gas turbine for manufacture, assembly and sales in China through the Harbin Turbine Corporation (HTC). By working in partnership with a leading power generation equipment supplier in China's power market – one of the largest and fastest growing in the world – Alstom gains better access to supply its GT13E2 E-class turbine to China.

The cooperation with HTC will also involve the establishment of a service joint venture to address the aftermarket needs of Chinese GT13E2 customers. HTC will manufacture and assemble the GT13E2 gas turbine in China with Alstom continuing to supply some critical components.

Whilst giving Alstom improved access to the Chinese market, the agreement provides HTC and its customers with the industry leading GT13E2 turbine that offers the best efficiency currently available in the E-class.

"With this long term agreement we see two strong companies coming together to meet the needs and the challenges of a growing gas turbine market," said Mark Coxon, Senior Vice President for Alstom's Gas Business. He added: *"Both Alstom and Harbin bring vital qualities and expertise to the table, and together they will make the GT13E2 – with its leading performance in its market segment – an indispensable part of our Chinese customers' generation portfolio."*

The deal cements a relationship with Harbin which in May 2012 saw a contract award for a GT13E2 turbine and generator for the Shenzhen Nantian combined cycle power plant. Further contracts were signed in December 2012 and March 2013 for two GT13E2 sets each for the Tongxiang and Suzhou plants.

"This cooperation and the establishment of a service joint venture will benefit Alstom, HTC and our Chinese customers," summarised Hans-Peter Meer, Senior Vice President of Alstom Thermal Services. *"Through the service JV, Alstom and HTC are demonstrating their commitment to our customers by building substantial capabilities and expertise inside China",* he added.

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 93,000 people in around 100 countries. It had sales of over €20 billion and booked close to €24 billion in orders in 2012/13.

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