



FRANCE

EQUANS. Multi-technical expertise for industrial, energy and digital transition





1. Who we are

Your local expert, leader in multi-technical services

With **over a hundred years of history** from Axima and Ineo, EQUANS France has developed a **complementary skill set**. Its 27,000 employees are engaged throughout the value chain (financing, design, construction, maintenance, operation, performance contracts) and organised around 6 key businesses:



HVAC



**Electrical
engineering**



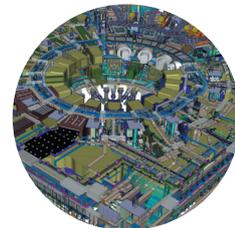
Refrigeration



**Fire
safety**



ICT



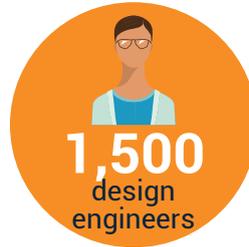
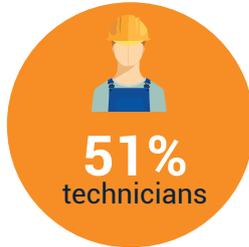
**Digital
solutions**

Today, EQUANS France **connects, protects and energises** territories, cities, buildings, industries and transport infrastructures.

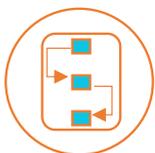
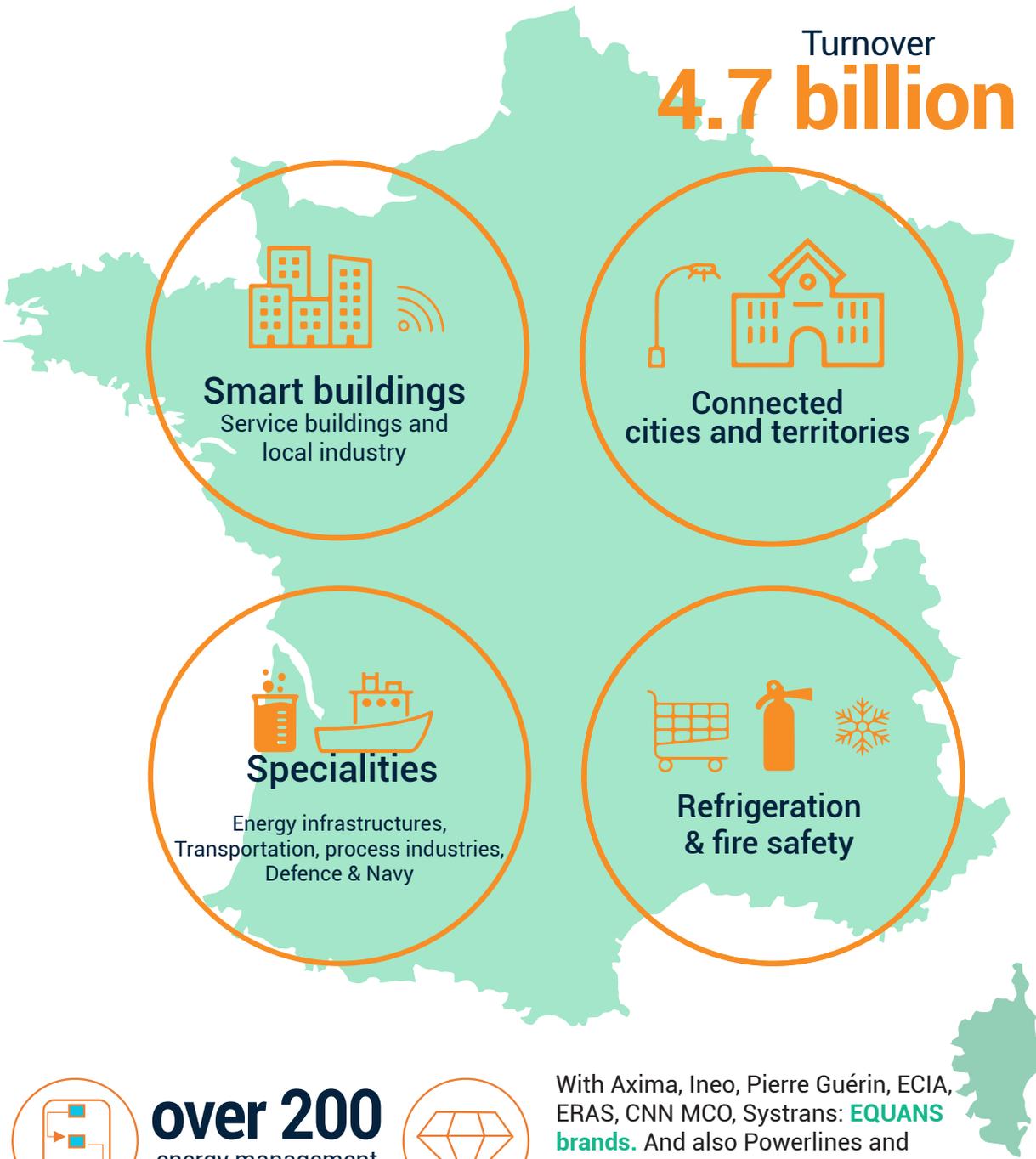
With customised solutions that improve **customer usage and installation performance**, EQUANS France is pursuing a three-fold ambition: enable decarbonised production, digitalise processes and stimulate reindustrialisation of territories.

By improving the performance of its customers, EQUANS France is **helping solve the economic and energy challenges of the planet**.

2. EQUANS France: close to you



Turnover
4.7 billion €



over 200
energy management contracts



With Axima, Ineo, Pierre Guérin, ECIA, ERAS, CNN MCO, Systrans: **EQUANS brands**. And also Powerlines and Icomera, subsidiaries of EQUANS France **outside France**.





**Strong local network and
knowledge of processes at
the service of performance**

EQUANS Group: a global presence, locally tailored solutions

8

areas of scope

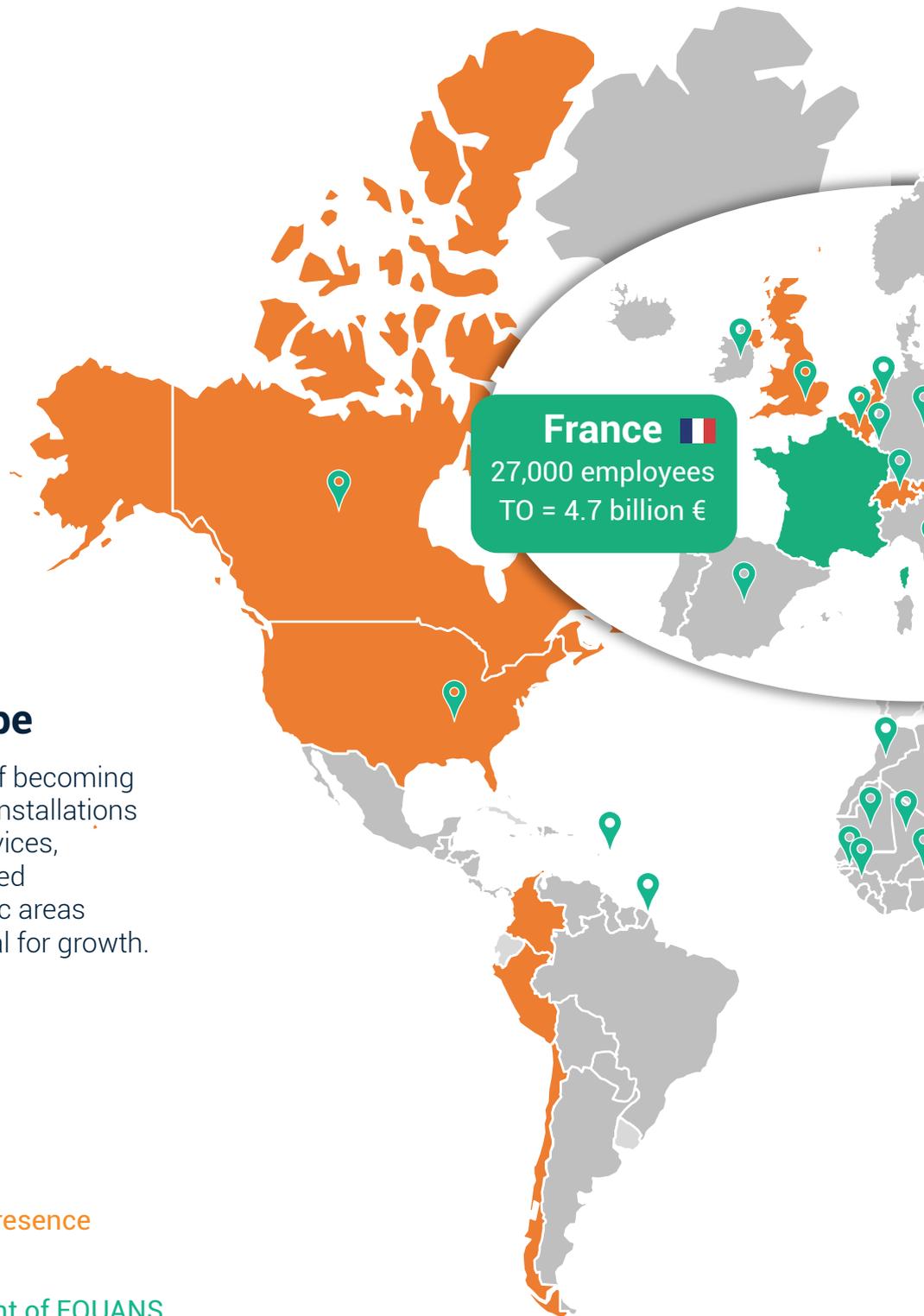
With the ambition of becoming the world leader in installations and associated services, EQUANS is structured around 8 geographic areas with strong potential for growth.



EQUANS Group's presence around the world

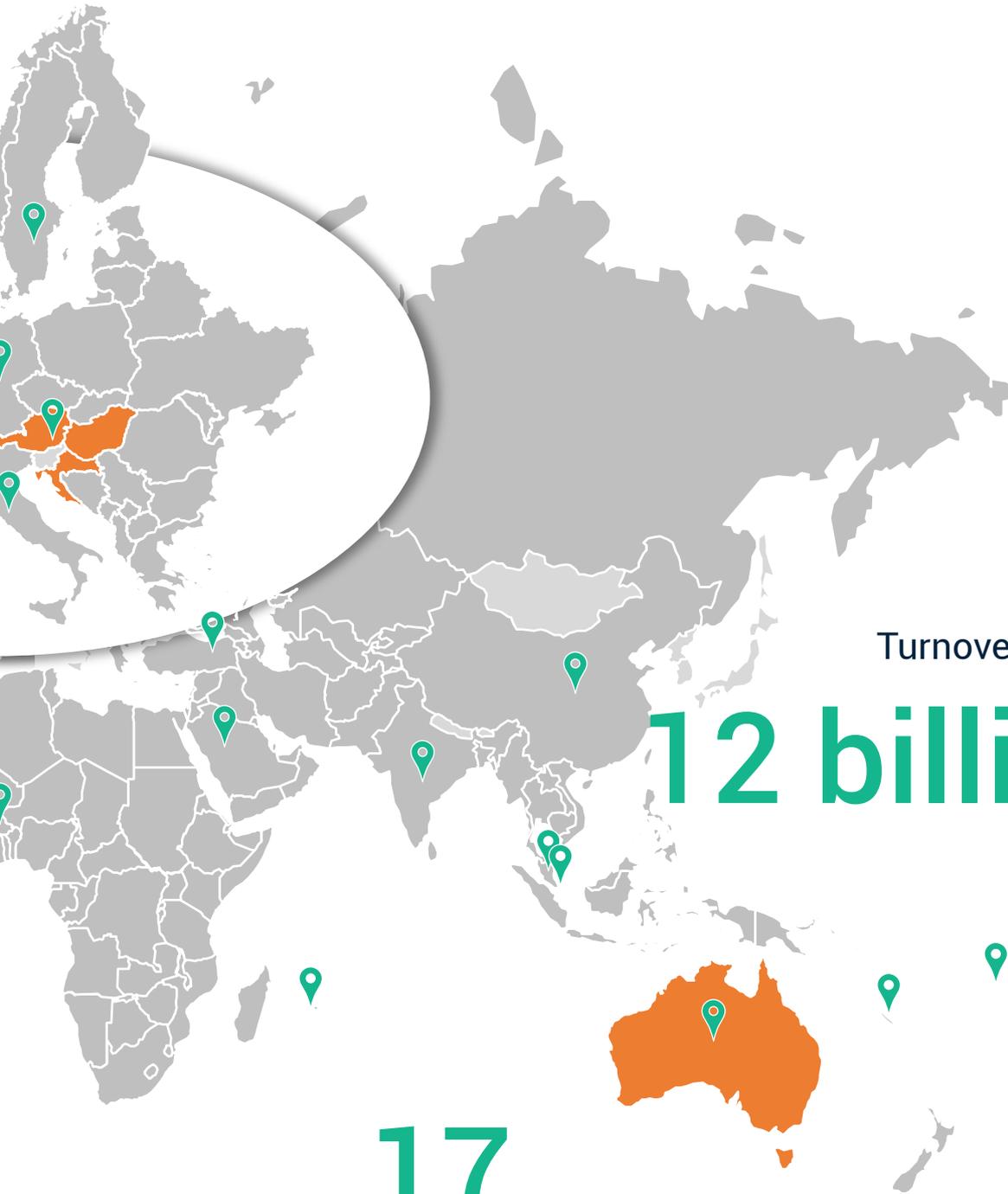


Geographic footprint of EQUANS France around the world



74,000

employees

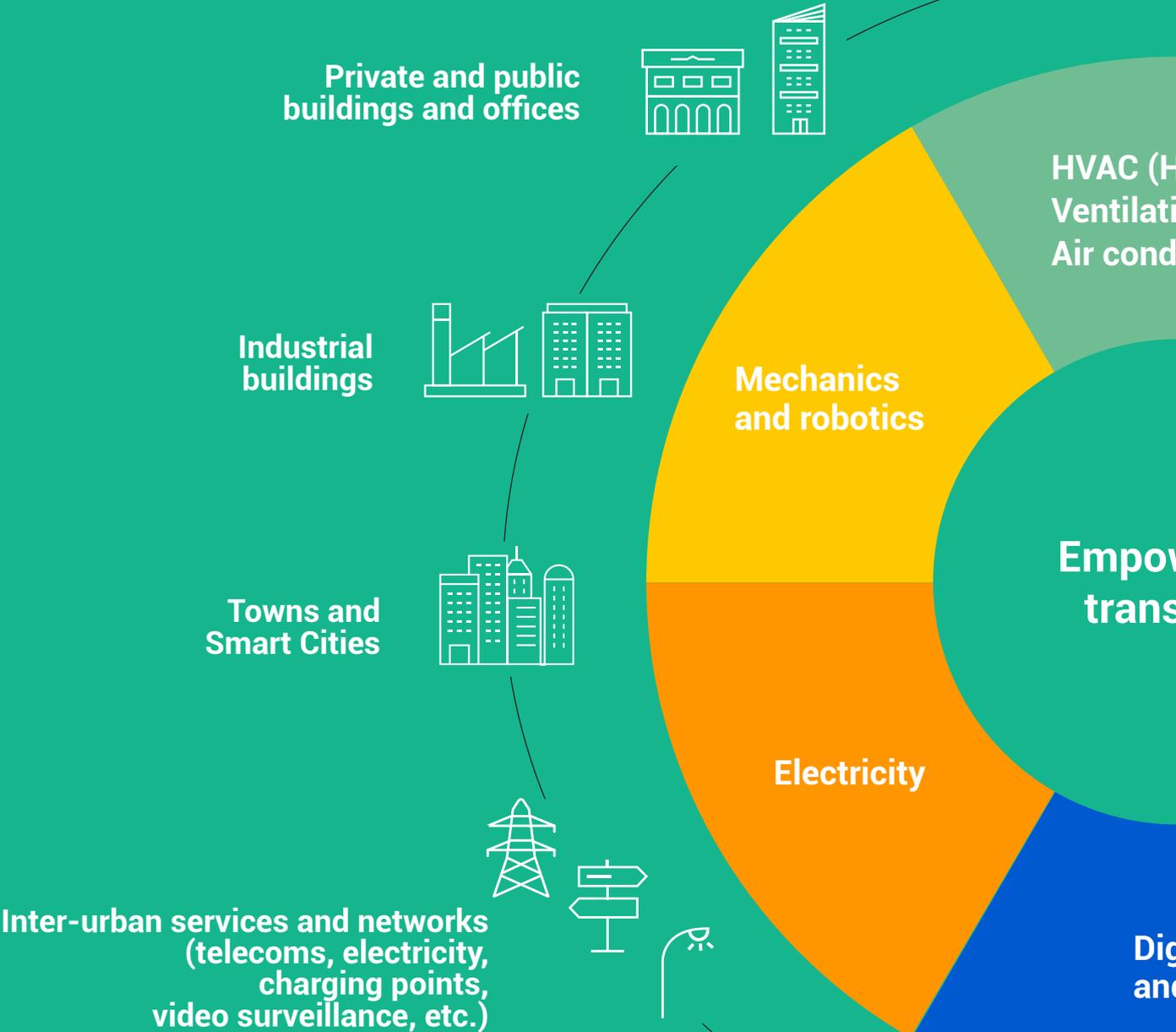


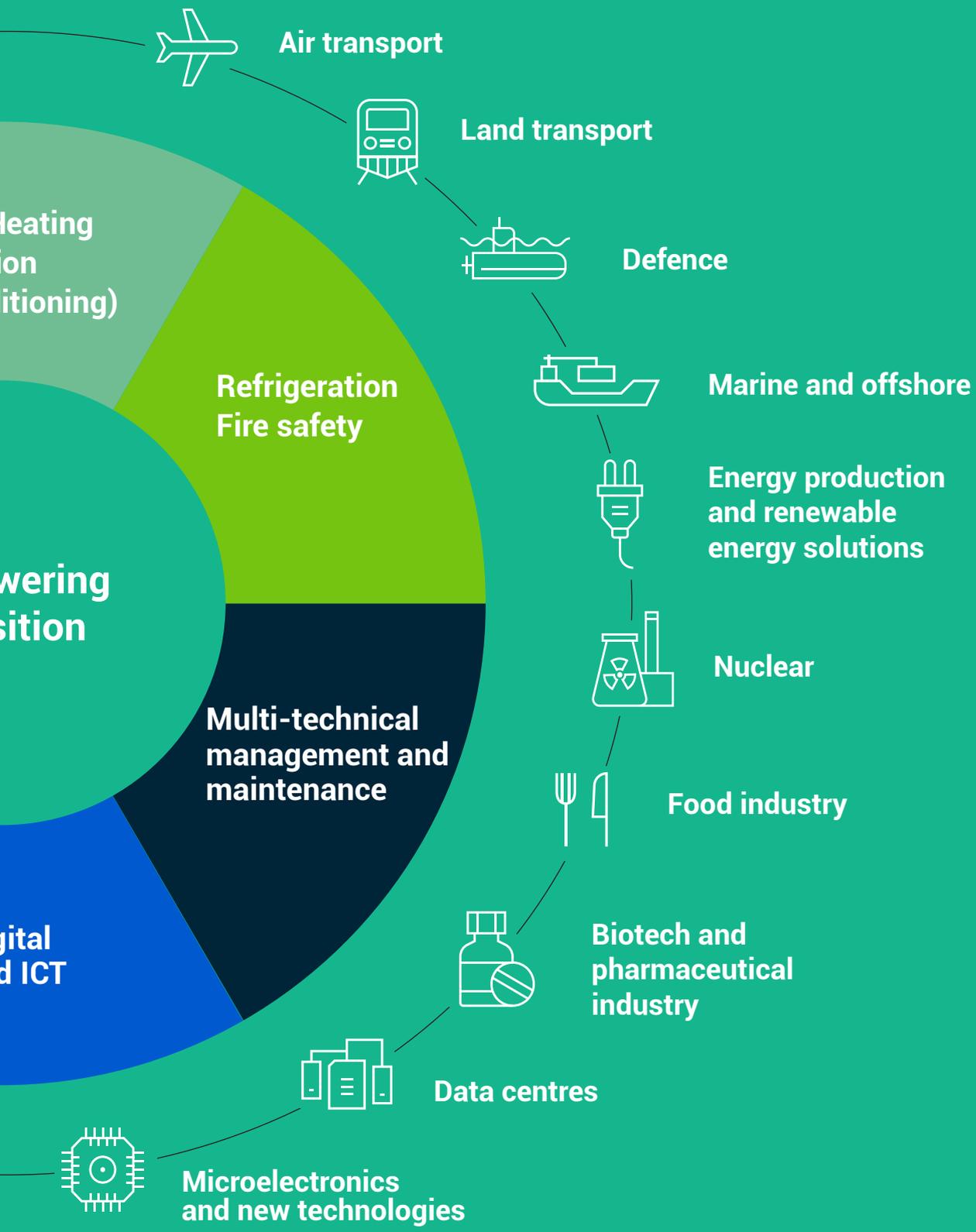
Turnover

12 billion €

Present in 17 countries

Our expertise Our customers and our sectors





3. What unites us

EQUANS France accompanies its customers in an ever-changing world...

Because our technicians, engineers and business managers understand the world's realities, they work with towns, industries and the service sector as they face today's challenges. Technological, financial and tailored corporate solutions mean that they can handle the ecological, industrial and digital challenges ahead. Reconciling competitive edge and durability is the key to reinventing our world and making it more sustainable.

TERTIARY SECTOR



INDUSTRY



Photo: Patrick Avavian / CEA

SMART CITIES AND TERRITORIES



...and has a market-specific approach for tailored solutions



Specialities

Energy, transport, defence & navy infrastructure, process industry



Refrigeration & fire safety

Refrigeration, fire safety



Smart buildings

Service buildings, local industry



Smart cities & territories

Smart cities and territories, networks, ICT, safety and security

3. What unites us

Specialities / Offers



Energy infrastructures

Sensitive / nuclear environments

Electrical engineering, HVAC, process fluids, multi-technical maintenance

Transport & distribution GRID networks

Stations and power plants, overhead and underground lines, digital command & control

Aeronautical communications

Airport electric utilities, photovoltaics in France & export

Reference:

Industrial process multi-technical maintenance: **17 units** managed in **7 plants** over **2 sites**, for **1 global maintenance contract**. (Orano)

Transport

Electric infrastructures for clean public transport
Systems expertise at the service of performance and safety

Connectivity and digitalisation of transport for a better passenger experience

Over **13,000km** of electrified lines, European leader

No. 1 onboard WiFi provider (**30,000** buses/trains)

40,000 bus / trams use our Navineo solution (operating assistant)

Defence & Navy

Integration and maintenance of critical systems

Navy solutions:

HVAC, refrigeration, fire safety, in-service support

Defence solutions:

Communications, environmental protection

Critical logistics

70 ships under maintenance with availability rate of **97%**

160 radomes installed on **5** continents

56 aircraft under management

Process industries

Process

Vessel/skids, Scada, automation, robotics

Process environment

HVAC - Clean Room, utilities / refrigeration, electrical engineering

Building

HVAC, fire safety

2020 achievements:

140,000 m² of clean rooms

1,000 process vessels

250 MW of cold



Specialities / Projects

LFB Arras

French fractioning and biotechnology laboratory (LFB)

Cutting-edge areas of expertise to meet major industrial and economic challenges

Mission

Design & supply of three blood derivative workshops

Solutions & results

Start of work in January 2021 with an order that includes:

- 60 process vessels (volume ranging from 100 to 27,000 L) and their skids
- 12 cleaning stations and their skids
- The supply and integration of a set of process equipment

This contract will triple LFB's bulk production capacity.

Refrigeration & Fire safety / Offers



Refrigeration

Design, production, maintenance and energy performance

Retail & logistics, food processing, away-from-home dining

Fire safety

Sprinklers - Fire hose cabinets
Building fire safety maintenance
Personal protective equipment

KEY FIGURES:

22,000 refrigeration customers

over 250,000 sprinklers installed / year



Refrigeration & Fire safety / *Projects*

Lidl Fenouillet Rethinking facilities for a reduced environmental footprint

Assignment

Guarantee the cold chain and reduce the carbon footprint of the refrigerated installations

Solutions & results

Implementation of innovative solutions based on cutting-edge technology:

- Use of natural fluid (propane)
- Optimised control according to needs and outdoor temperature
- Strict respect for food safety and the safety of people

Lidl Fenouillet has already cut more than 60 tons of CO₂ per year.

3. What unites us

Smart Buildings / Offers

SERVICE BUILDINGS AND LOCAL INDUSTRY

Three objectives

- Make buildings perform better and consume less energy
- Reduce the carbon footprint
- Digitalise use and make living and working spaces more comfortable

Design, production, operation / maintenance

HVAC, electrical engineering
BMS, BIM, video surveillance
Safety and security
Fire safety

KEY FIGURES:

200 local buildings,

7,000 customers,

1 million m² of BIM in 2020 and over

2.2 million m² in 2021



Smart buildings
Service buildings
& local industry
/ Projects

**Tour Mirabeau
Marseille**
A towering build for the
EQUANS teams

Mission

Build attractive living and working spaces fitting buildings with smart, custom-designed systems

Solutions & results

For this contract that was won thanks to agile macro-units (HVAC, electrical engineering, fire safety, etc.), we focused on **BIM technology** (building information modelling) to offer specific solutions and use local resources. We proposed heat production from the Thassalia sea network that uses marine thermal energy.

70% reduction in greenhouse gases.

Smart Cities & Territories / Offers



LEADING INTEGRATOR OF ELECTRIC, ICT AND DIGITAL INFRASTRUCTURES
Design, construction, maintenance and operation

Smart Cities and Territories

Public lighting, mobility, public peace of mind, risk management

Networks

Traffic lights, renewable energies, power grids, water systems and gas systems

ICT

Broadband territories, outdoor radio and indoor communities, IT / IS digital solutions

Safety and security

Video surveillance, urban and building security systems, multi-business surveillance

Our support centres and LABs

- Diagnostics, on-site assistance, national logistics and expertise centres
- LABs: co-construction spaces for smart territories

KEY FIGURES:

No. 1 integrator of video surveillance in France (700 towns)

420,000 FTTH (Fibre to the home) connections in 2021

2 million IP terminals under maintenance contracts

600,000 renovated and remotely managed lights/lighting systems

Up to **70%** energy saved for towns



Smart cities & territories / Projects

Nîmes Métropole

Technological expertise and innovation for the safety of our cities

Mission

Sustainably support public safety

Solutions & results

Working in partnership with local government for over 11 years:

- Roll-out and complete integration of video surveillance with 1,000 cameras in the EcoTIC community cloud (high density territory cable network, integration in the IT/IS network)
- Complete reorganisation of the Inter-Area Urban Supervision Centre (CSUI) with secure access
- Interoperability of information for all decision-making centres (local police, regional police, etc.)
- Extension of the system to the villages in the area
- Implementation of Smart Video Surveillance (VSI)
- Warning system for the Safety Prevention Plan for **81 schools** (PPMS)
- Management of **41 urban sites** with access control (retractable bollards)
- GPS tracking of the City Police vehicle fleet
- Protection for the town's waste recycling centres with intrusion detection systems (thermographic and thermal)

EQUANS France is also...

An absolute priority:

the safety of our employees with **3** clear objectives

100%
of operational
staff interviewed

10
golden rules
to follow

0
serious
accidents

High-quality engagement

Working as close as possible to customer concerns, EQUANS France business units have defined certification and local qualification strategies. Certifications and qualifications are matched pertinently and applicably. They can be national, regional, business-specific and agency-specific.

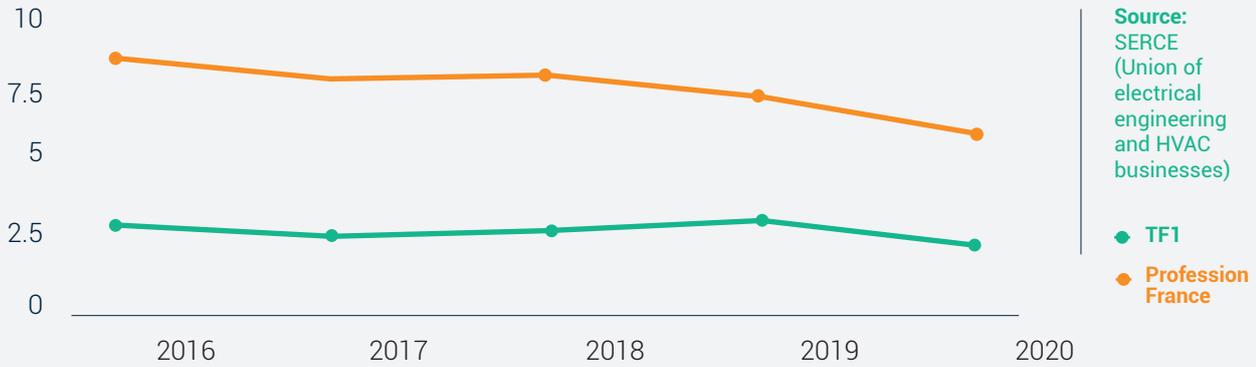
Certifications:

- **Quality** (ISO 9001, APSAD, welding)
- **Health and Safety** (ISO 45001, MASE (Contractors Safety Assurance Manual), radiation protection, etc.)
- **Environment** (ISO 14001)
- **Diversity label**

Teams at the service of customer satisfaction

For EQUANS, the positive experience of its customers and partners is key. In 2020, over 88% of customers* asked said they were satisfied or very satisfied, expressing their trust in the company (NPS 57).

Change in accident frequency. Permanent employees vs the profession



Industry qualifications:



For CSR, INEO and Axima respectively achieved **ECOVADIS Gold** and **ECOVADIS Silver** scores.

Our customer experience management offers smooth partnerships and proactive, responsible and customised support.

*Survey by an independent organisation contacting 1,450 customer accounts.

A word from

Pierre Hardouin

CEO of ENGIE Axima since 2018, then of the ENGIE Solutions Industries BU, Pierre Hardouin is now at the helm of EQUANS France and its highly-qualified employees. He continues to pursue the growth of the energy business on all industrial and tertiary markets. Thanks to his knowledge of the operational units, he is the guarantor of continuity of service and is keen to accelerate the development of EQUANS France.



"Rooted in over a hundred years of history, EQUANS is the new global leader in energy services with exciting ambitions in France particularly through Ineo and Axima. The huge challenge of energy transition and the decarbonisation of our economy must not overshadow the challenges of industrial and digital transition. Providing high-performing solutions and optimising the energy consumption of our customers requires very concrete actions for the environment, the climate and the planet. These are not empty words. They are what we believe. We will put our business expertise at the disposal of all our customers and help accelerate the decarbonisation of the economy, not by supplying green energy but by providing better performing solutions that are less energy-demanding. We will continue to innovate and develop new solutions, with and for our customers, to make territories, towns, buildings, factories, industrial areas and transport even more sustainable."

Pierre Hardouin
EQUANS France CEO.

For more information

www.equans.fr



This photo was taken in compliance with COVID health and safety precautions.



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