



**Multi-technical
expertise for
the industrial,
energy and
digital transition**



1. Who we are

Your local expert and leader
in multi-technical services

1. Who we are

With a rich 100-year history through Axima and Ineo, Equans France is a synergy of complementary expertise. ..

Its 27,000 employees are engaged throughout the value chain of your projects (financing, studies, construction, maintenance, operation, performance contracts).

6 key trades



Climate Engineering



Electrical Engineering



Refrigeration



Fire safety



IT and Telecommunications



Digital Solutions

1. Who we are ?



“Equans France connects, protects and energises territories, cities, buildings, industries and transport infrastructures.”


Equans France has 3 objectives:

- Enabling **decarbonised** production
- **Digitalising** processes
- Strengthening the **reindustrialisation** of territories

Through customised solutions that optimise the equipment and uses of its clients, Equans France works to ensure reduced energy use and increased performance.

2. Equans France

Close to you



2. Equans France, close to you

A strong
local network
and knowledge
of processes at
the service of
performance

2. Equans France, close to you

27,000

Employees

51%

Technicians

413

Branches

1,500

Design engineers

5.1 Billion €

in turnover



Smart buildings



**Smart cities
and territories**



Specialities



**Refrigeration
and fire safety**

+ 200
**energy management
contracts**

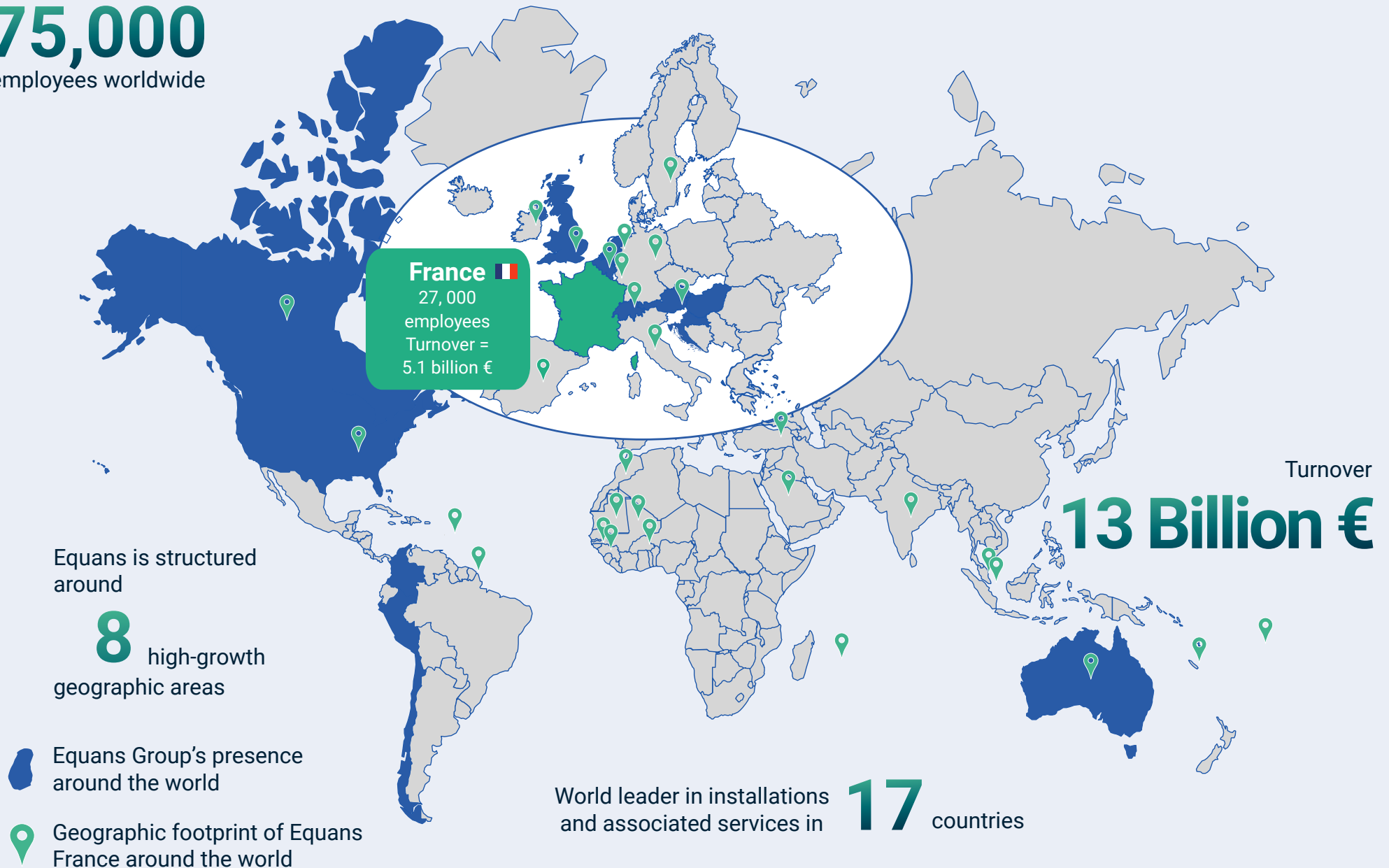
With Axima, Ineo, Pierre Guérin, ECIA, ERAS, CNN MCO, Systrans, **Equans brands**. And also Powerlines and Icomera, subsidiaries of **Equans France** outside France.



The **Equans** Group:
a global presence
with **locally**
adapted solutions

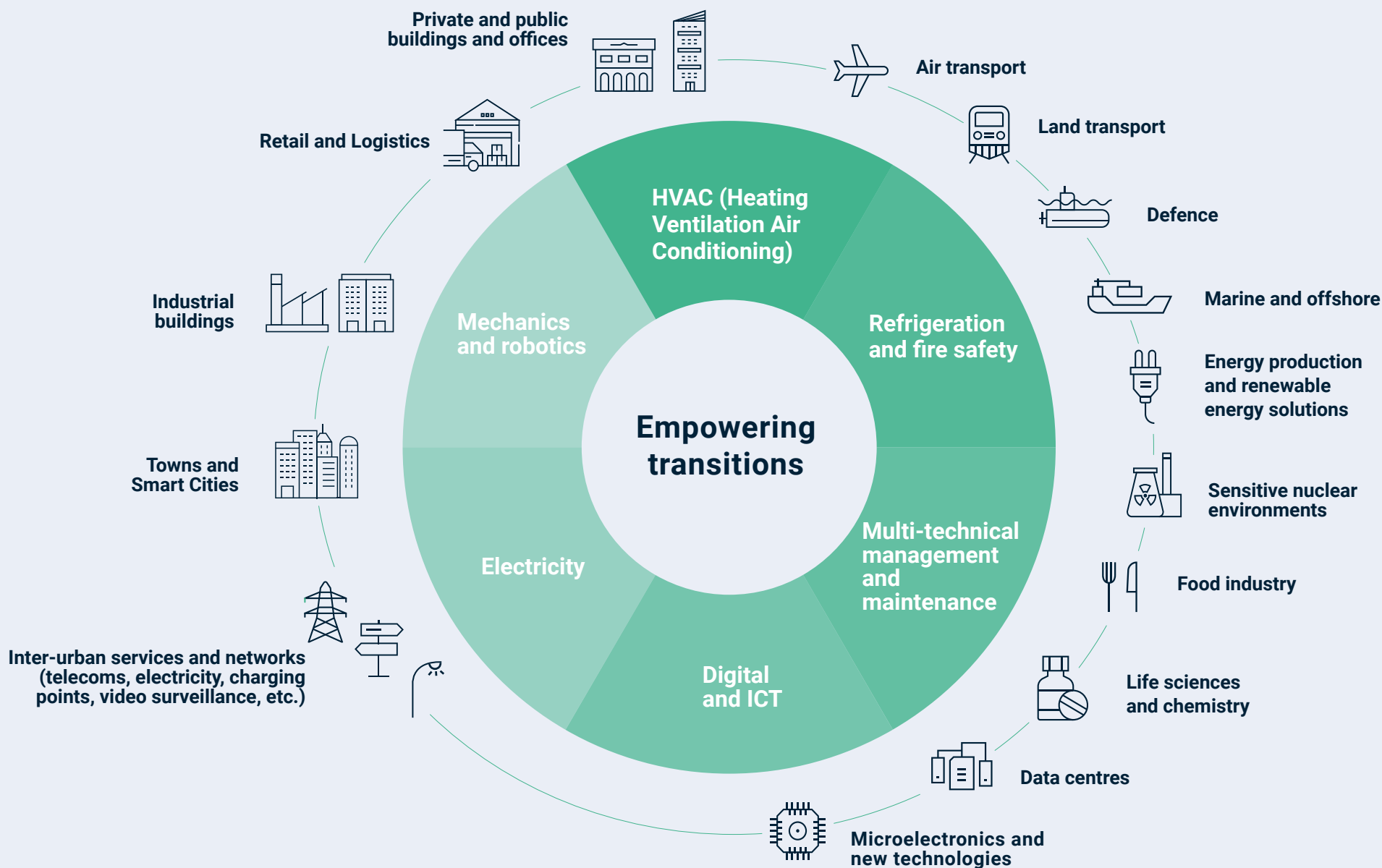
2. Equans France, close to you

75,000
employees worldwide



Our **expertise**,
our customers
and our sectors

2. Equans France, close to you





3. What unites us

In a changing world

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



**Smart
cities and
territories**

.. A market-specific approach for tailored solutions. ..



Smart buildings

Service buildings
Local industry



Specialities

Energy infrastructures
Transport
Defence and navy
Process industries



Smart cities and territories

Smart Cities and Territories
Networks
Information and
Communications Technology
Safety and security



Refrigeration and fire safety

Refrigeration
Fire safety

3. What unites us in a changing world

Smart buildings

Service buildings and local industry

Offers

Design, construction, renovation

Designing, constructing and renovating your buildings to be smart and efficient

Property development
BIM programming and design
HVAC
Electrical engineering
Digital infrastructure
Solar panels
General building contractor TCE

Design, Installation, Financing, Financial assistance for renovation (CEE)

Key figures

2.2 million m² in BIM in 2021

Multi-technical maintenance

Maintain the performance of your buildings and optimise their energy consumption over time

Preventive and corrective maintenance
Small and major works
Performance contract management
Tracking performance commitments
BIM operation and maintenance

Digital solutions

Track and manage your buildings and make living and working spaces more comfortable

Automation / Supervision BMS / BIM
Hypervision and digital twin / BOS
Cybersecurity
BIM
4G 5G GMS coverage
Audiovisual

3. What unites us in a changing world

Smart buildings

Service buildings and local industry

Realisation

Tour Mirabeau Marseille

A towering build for the Equans teams

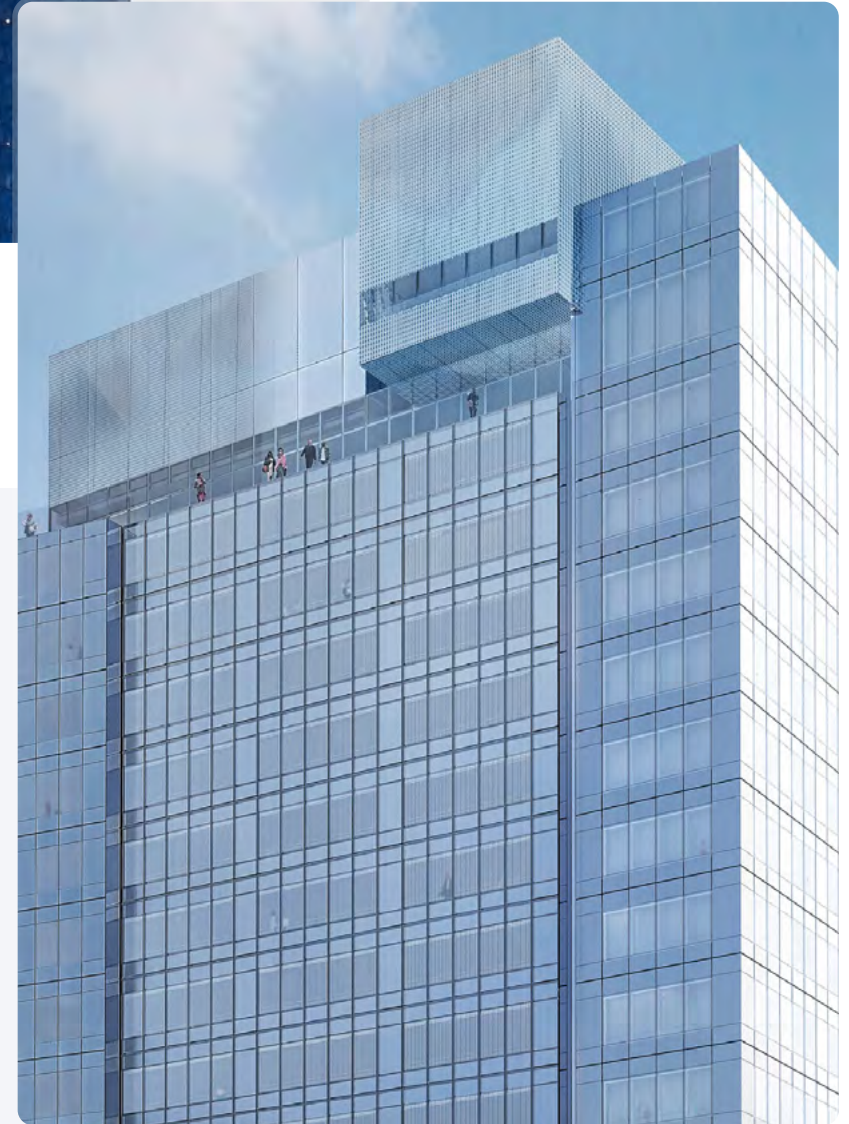
Mission

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

Solutions and results

For this contract that was won thanks to flowing 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



Specialities Offers

Energy Infrastructures

Safer, more efficient and more resilient energy infrastructures

3 areas of intervention

Sensitive and nuclear environments
Power grids
ENR (solar, wind)

Engineering - Major project management - Multi-technical maintenance

HVAC, Electrical engineering, Refrigeration, Fluid processes, Safety and security

Key figures

11 areas of expertise
A **global** presence
4,500 employees

Transport

Making transport more reliable, sustainable and attractive

3 areas of intervention

Power systems and infrastructure electrification (rail, urban and road)
Critical system integration
Signalling systems, Safety / Security telecommunications

Digitalisation and passenger experience

Operational support and Passenger Information Systems (OSPIS),
On-board connectivity and entertainment application

Key figures

+ 20,000 km of electrified rail network
+ 100 tram and LRT lines
+ 22 metro lines designed, equipped and built
+ 40,000 buses equipped with fleet management and on-board connectivity systems
+ 530 km of underground facilities and ventilation installations

Process Industries

Increase industrial tool performance, optimise product market launch and facilitate the energy and digital transition

4 areas of intervention

Advanced technologies
Life sciences and chemical
Food & beverages
Data centres

Engineering - Management of major projects - Multi-technical maintenance

Permitting, Process, controlled environments, electrical engineering, fluids and gas processes, sewage treatment

2020 projects

140,000 m² clean rooms
1,000 process vessels
250 MW cooling

Defence and navy

Integration and maintenance of critical systems to ensure the availability of your infrastructures and operational resources

4 areas of intervention

Air and space
Sea

Land

Security and infrastructure

Defence solutions

Critical communications and intelligence, environmental security, logistics

Navy solutions

HVAC, CBRN, Refrigeration, Fire protection, Maintenance in operational condition (MOC)

Key figures

70 ships under maintenance with availability rate of 97%
190 radomes installed on 6 continents
1,000 shelters built

Specialities

Realisation

LFB Arras

French fractioning and biotechnology laboratory

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

Mission

Design & supply of three blood derivative workshops

Solutions and 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

*Mass production of medications



Smart cities and territories

Design, launch, integration, maintenance and operation

Offers

Smart territories

Digital technology for the well-being of citizens and the energy performance of territories

Street lighting
Mobility management
Public safety

Key figures

Up to **80% energy** savings for cities
800,000 renovated and remotely-controlled light points
4 labs for the co-construction of smart territories

Networks

Making territories more comfortable and improving citizen well-being by rolling out networks in the heart of cities

Power grids
Wet networks
Gas networks

Key figures

N°1 in the electrical network market

Information and Communications Technology

Accelerate the appeal of territories and support their digital transformation through the roll out of more efficient infrastructures

Broadband territories
Outdoor and indoor radio
IT / IS digital solutions

Key figures

420,000 FTTH (Fibre to the home) connections in 2021
2 million IP terminals under maintenance contracts

Safety and security

Providing a safe environment for people, goods and systems

Video protection
Urban and building security systems
Multi-industry hypervision
Access control
Cybersecurity

Key figures

1st video protection integrator in France
700 local authorities equipped with our video protection systems
15,000 cameras installed and remotely controlled

Smart cities and territories

Design, launch, integration, maintenance and operation

Realisation

Nîmes Métropole

Technological expertise and innovation for safe urban environments

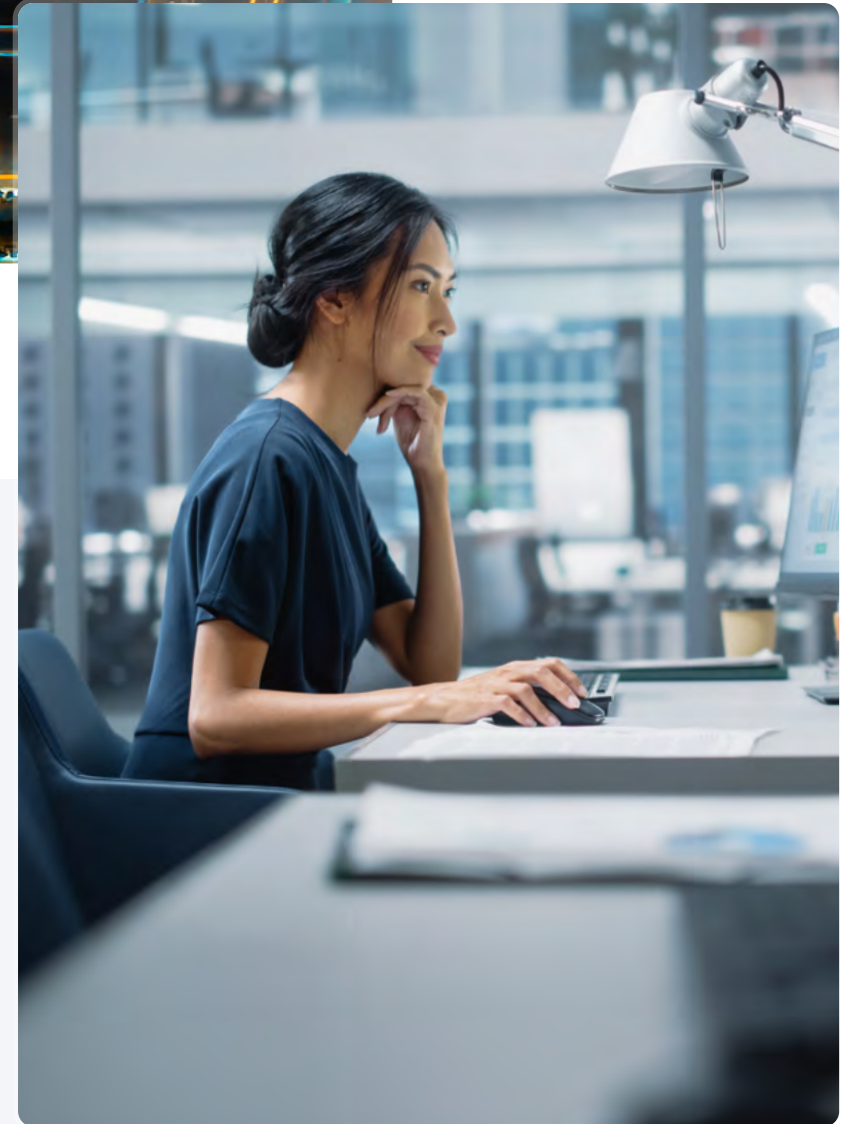
Mission

Sustainably support public safety

Solutions and results

Working in partnership with local government for over 11 years:

- Cloud deployment and integration of the 1,000 camera video protection system
- EcoTIC (High Density Territory network, IT/IS network integration)
- Complete reorganisation of the Inter-Area Urban Supervision Centre with secure access
- Interoperability of information for all decision-making centres (local police, regional police, etc.)
- Extension of the shared system to area municipalities
- Implementation of Smart Video Surveillance
- Warning system for the Safety Prevention Plan for **81 schools**
- Management of **41 urban access control sites** (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)



Refrigeration and fire safety

Offers

Refrigeration

Secure your cold chain, optimise your energy consumption and reduce your environmental footprint

Design, Installation, Operation and Maintenance, Energy Performance, Financing and CEE management

Commercial refrigeration for retail operators
Temperature-controlled warehouse
Industrial refrigeration and food processing
Heat recovery
CO₂ capture and recovery

Key figures

22,000 refrigeration customers

Fire safety

Ensure that people are safe and that your property is secure

Support from project design to production and also for the maintenance and performance tracking of installations for fire prevention and protection

Industry, services, retail and logistics
Sprinklers - Fire hose cabinets
Fire maintenance in buildings
Personal protective equipment

Key figures

+ 250,000 sprinklers installed per year
3,000 protected customer sites

Refrigeration and fire safety *Realisation*

Compagnie des Fromages & RichesMonts in Vire

Redesigning heat production to reduce dependence on natural gas

Mission

Produce hot water at 85°C for pasteurisation and high temperature process cleaning, while saving energy and reducing the environmental footprint

Solutions and results

Implementation of innovative solutions based on **cutting-edge technology**:

- Heat recovery from the heat pump and temperature increase with the Greenpac hybrid pump solution
- Refrigeration system NH₃ vapour recompression
- Integration into the customer's process

3.3GWh of natural gas saved, or 5,200 tons of CO₂ per year



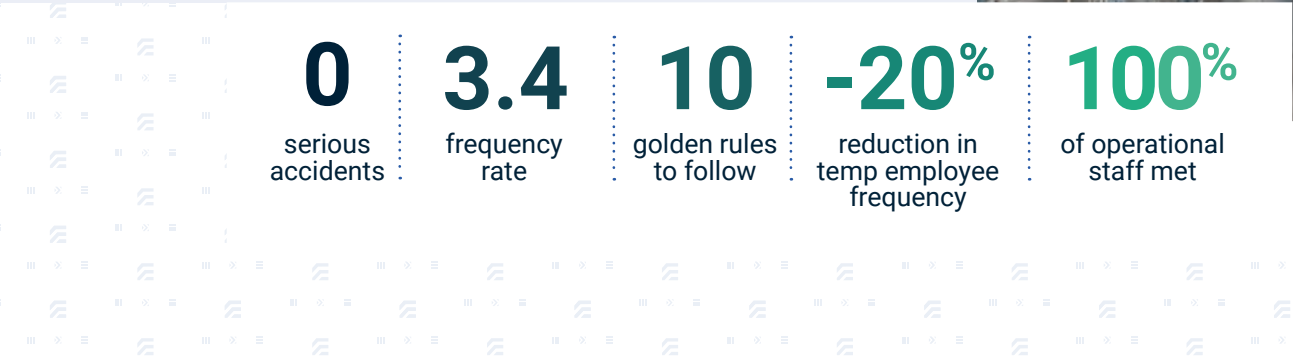
4. Equans France

Is also

Safety. A top priority.

Our **prevention approach** is based on 6 steps: preparation, risk analysis, 10 golden rules, on-duty meeting, shared vigilance, work interruption - HIPO (High Injury Potential Event).

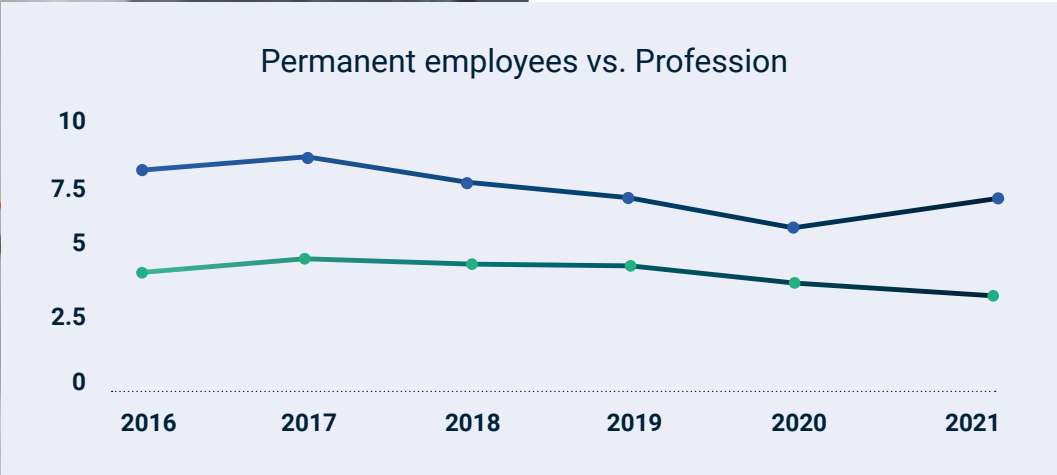
The safety of our employees involves **5 clear objectives** in 2022:



4. Equans France is also



Reducing accident frequency



● Profession France ● TF1 Equans France

Source :
SERCE (Union of electrical engineering and HVAC businesses)

Recognising Commitment

Equans France business units have defined certification and local qualification strategies, working as closely as possible to customers and the challenges they are facing. They are pertinently and applicably matched. They can be national, regional, business-specific and agency-specific.



Certifications

Quality: ISO 9001 - APSAD
WELDING - LOCALISATION
NETWORKS

Safety: ISO 45001
MASE - RADIATION PROTECTION

Environment: ISO 14001

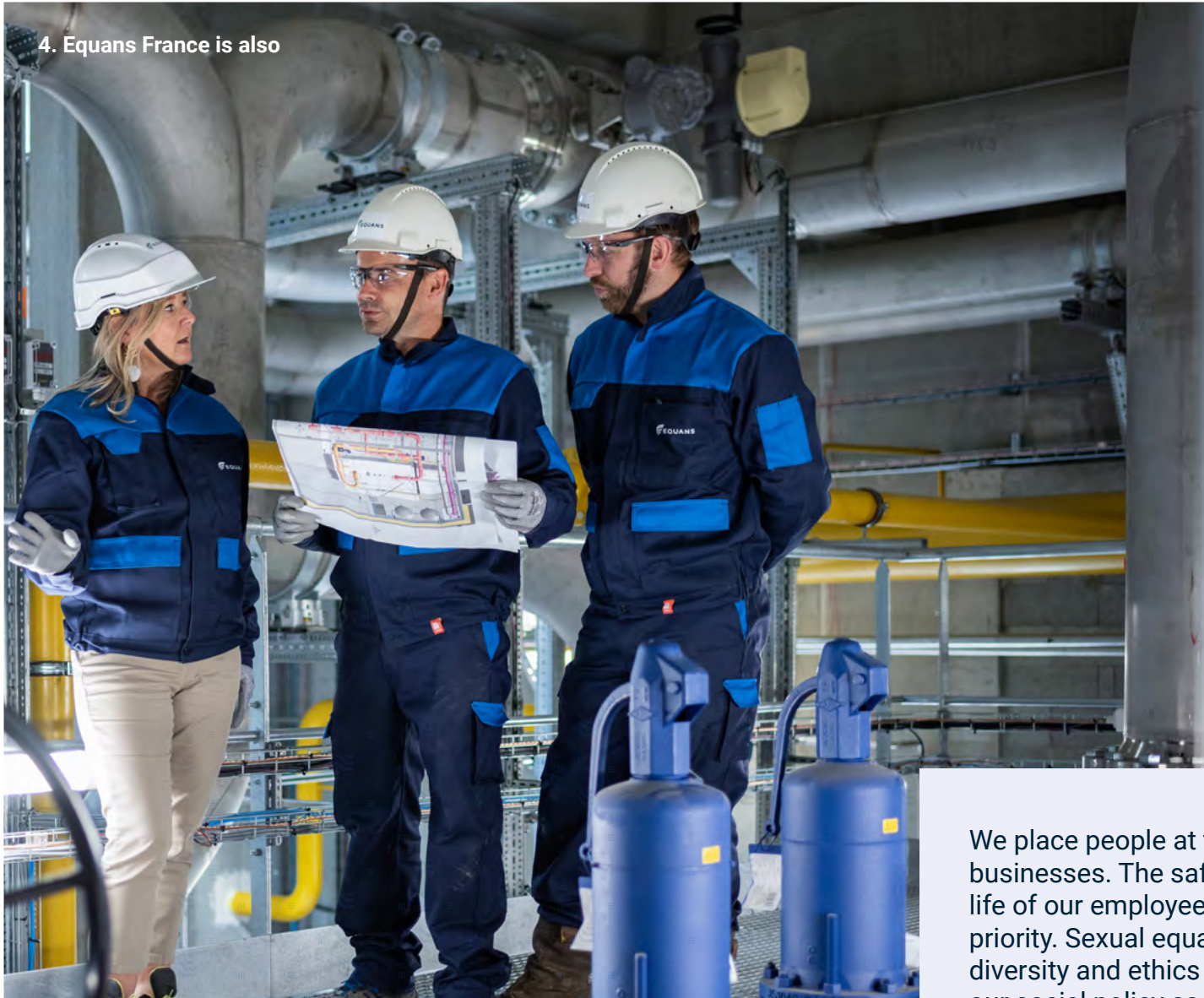
Qualifications

QUALIFEC - QUALIFROID
QUALIBAT - SERCE - IRVE
QUALIFOUDRE - QUALICLIMA
FLUIDES FRIGO - FNTF - RGE



INEO and Axima respectively achieved **ECOVADIS Gold** and **ECOVADIS Silver** for their CSR initiatives

4. Equans France is also



Our social and corporate commitments

We place people at the heart of our businesses. The safety and quality of life of our employees at work is our priority. Sexual equality, promotion of diversity and ethics are at the heart of our social policy as genuine levers of performance and differentiation.

4. Equans France is also

Teams at the service of customer satisfaction

In 2021, according to a survey of more than **4,000 customers** by an institute:

NPS

55

63% of respondents said they would recommend Equans France

CSAT

86 %

of respondents said they were **satisfied** or **very satisfied**



A word from Pierre Hardouin

CEO of Axima since 2018, then of the Industry BU ENGIE Solutions, Pierre Hardouin is now at the helm of Equans France. Leader of an organisation with highly-qualified employees, he plans 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.



“With 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 the energy transition and the decarbonisation of our economy must not overshadow the challenges of the industrial and digital transitions. 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



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