Smart Metering in France

A sound business model and a proven technology

IDRI conference, Taipei
August 2011

Antoine GARIBAL
Vice President, Business Development

CONTROL, INNOVATE, SUSTAIN
Real-time intelligence for Energy and Utilities

Atos WorldGrid
Agenda

- Atos WorldGrid at a glance
- Overview and latest developments of the French LINKY program
- Our smart grid ready product
Atos WorldGrid – a snapshot

» A subsidiary of leading Consulting and IT Services companies Atos (9B€ annual revenues, 80,000 staff worldwide)
» Over 1,000 Energy and Utility specialists
» End-to-end intelligence from real-time data – from “the meter to the manager”
» Bridging the gap between industrial control and business systems
» Global reach - centers of excellence in Europe, China, India and Latin America
» Building on 30+ years’ specialized industry expertise
A unique positioning

Bridging the gap between industrial control and business systems

Level 7: Enterprise Resource Planning
Level 6: Customer Services
Level 5: Commercial Dispatching
Level 4: Operation Management
Level 3: Energy Management
Level 2: Supervisory & Control
Level 1: RTU & Communications
Level 0: Sensors and Actuators

Traditional IT companies

Instrumentation & Control suppliers
We operate around the world
Agenda

• Atos WorldGrid at a glance
  • Overview and latest developments of the French LINKY program
  • Our smart grid ready product
Agenda

• Atos WorldGrid at a glance

• Overview and latest developments of the French LINKY program

• Our smart grid ready product
Our offering is a product derived from the core LINKY solution
Conclusion
A proven, smart grid ready product

- Scalable from 1,000 to 35M meters
- Completely independent from hardware manufacturers and telecom operators
- End to End Service
- End to End Security
- Reduced TCO for our Smart Customers
  ✓ Intelligence in the Concentrator rather than in the Meter
  ✓ Full interoperability
  ✓ Optimized data communications costs
- Future proof: downloadable intelligence into the Concentrator
- A well defined technology roadmap
- Long haul service maintenance (20+ years)
Thank you
<table>
<thead>
<tr>
<th><strong>Name</strong></th>
<th>Antoine GARIBAL</th>
<th><strong>Photo</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Title</strong></td>
<td>Vice President, Atos WorldGrid</td>
<td></td>
</tr>
</tbody>
</table>
| **Postal Address** | River Ouest  
|              | 80, Quai Voltaire  
|              | 95877 Bezons Cedex                                  |           |
| **Telephone** | Tel:+3373261261  
|              | Cell:+336 7139 0330                                |           |
| **Email**   | Antoine.garibal@atos.net                             |           |
| **Website** | www.atos.net                                        |           |
| **Educational Background** | Master of Science at Ecole des Mines, France  
|              | Insead MBA                                          |           |
| **Work Experience** | More than 15 years in strategy consulting and management roles in Europe  
|              | and Asia Pacific.                                    |           |
| **Autobiography** | *Manager at Strategy Consultancy Mars & Co, Paris office  
|              | *Adviser to the CEO, Atos Group                      |           |
|              | *Director, Large Contract management, Atos           |           |
|              | *Director, Strategic Business Development, Atos Asia Pacific |     |
|              | *Vice President, Sales & Markets, Atos Asia Pacific |           |
|              | *Vice President, Atos WorldGrid                      |           |