

i n v e n s i s s<sup>TM</sup>

Rail **DIMETRONIC**

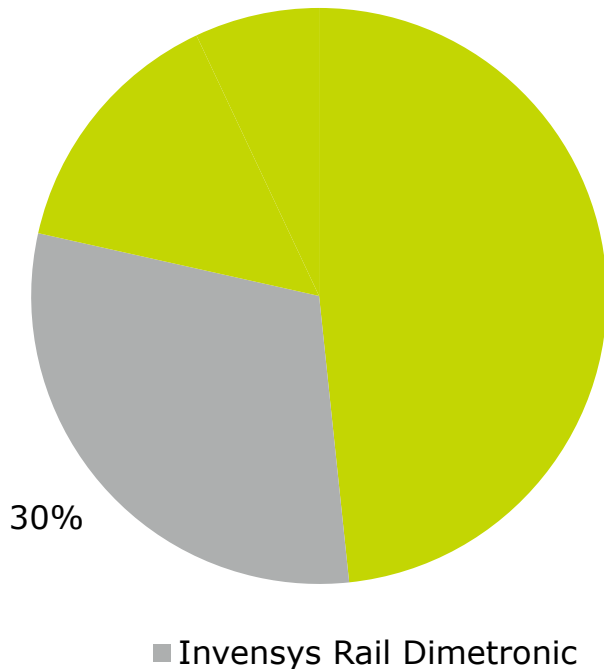
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# Invensys Rail Dimetronic

**Total sales Invensys Rail Group**



- Invensys Rail Dimetronic started its activities in 1953 as Dimetal, S.A., and has more than 50 years of experience, always performing the last, more advanced and state of the art technologies for railway safety, being leader in Rail Traffic control and Signalling systems
- Invensys Rail Dimetronic is part of the Invensys Rail Group, at the same time integrated in one of the largest Engineering groups of the world, the Invensys Plc Group which is part of the exclusive FTSE 100 in the London Stock Exchange.

*Invensys Rail Dimetronic is the second most important company of the Invensys Rail Group, bringing a 30% of the whole turnover of the group .*

# Invensys Rail Dimetronic



*Corporate Headquarters and R&D Centre and Technological Demonstration of Invensys Rail Dimetronic at Parque Empresarial San Fernando (San Fernando de Henares)*

- The R&D Department of Invensys Rail Dimetronic has the Centre of Excellence for the development of the European Rail Traffic Management System (ERTMS/ETCS) of the Invensys Rail Group. In addition, is responsible of several new developments of the Group, therefore, many systems which have been developed here are then deployed in projects outside Spain. A good example is the signalling system for Singapore Metro, one of the most modern Metro System of the world.

# Our mission

- The Main purpose of Invensys Rail Dimetronic is the supply of “Turn-Key” projects, including all the phases of design, development, supply, manufacturing, installation, testing, commissioning and maintenance of Railway Signalling Systems and Automatic Train Control Systems for either Mass Transit Applications as Main Line and High Speed Railways.
- Our activities are focussed on two areas: Railways, medium and long distances, including high Speed lines, which become more important in the last years, not only in Spain, but in many other countries in Europe; and secondly Mass Transit Rail Systems which are very important projects as they required huge investments.
- In addition to our technological solutions, Invensys Rail Dimetronic is distinguished and internationally recognized because of its excellence in customer service and its flexibility which allows us to adapt our systems to the particular needs of each customer’s projects.

# Our mission

- Export is our challenge in the near future, maintaining our presence in Spain and Portugal. We have already carried out projects in Romania and Philippines (Bucharest and Manila Metros) and we are currently implementing projects in Turkey (Ankara – Konya High Speed Line), Algeria (Algiers Metro), Brazil (Sao Paulo, CBTC system for three lines for CPTM). We are also actively working in order to develop business in the Latin America and Middle East markets.
- Our headquarters are located in Madrid, and our commercial network has also offices in Barcelona, Asturias, Valencia, Zaragoza, Lisbon, Porto, Sao Paulo, Caracas and Ankara

# Our systems

- Invensys Rail Dimetronic supplies:
  - Electronic Interlockings, which establishes routes for safe rail traffic by controlling the trackside elements like point machines and signals .
  - Automatic Train Control Systems (ATC), Mass Transit oriented, with Semiautomatic operating and Driving modes, Automatic with agent on-board and totally automatic (unmanned); where technologies like Speed Codes, Distance to Go and CBTC (Communication Based Train Control) are applied.
  - Punctual Automatic Trains Control Systems, designed for medium-low traffic density railway applications .
  - European Rail Traffic Management System (ERTMS) for Trackside and Onboard, designed for the trans-european network and more often required in all over the world:
    - ETCS Level 1: Signalling information is transmitted to the train at defined locations.
    - ETCS Level 2: Signalling information is transmitted to the train continuously (i.e. real time) via radio.

# Our systems

- Integrated Operational Control Centres, including :
  - Centralised Traffic Control System (CTC)
  - Traffic Regulation
  - Passenger Information Systems
  - Railway Communication systems
- Signals, Track Circuits, Point Machines, Local Control Centres, Communications



# Our systems



*REFER's Operational Control Centre at Porto (Portugal)*

- The Solutions, Systems and services of Invensys Rail Dimetric allow the Railways infrastructure managers and metro authorities to:
  - Improve the safety of its Railway application
  - Increase the capacity of the lines
  - Reduce operating costs
  - Optimise maintenance Works
  - Obtain a better usage of its Rolling stock, having at the same time lower energy consumptions rates
  - Decrease energy consumption

# Our systems

- Invensys Rail Dimetronic has the following Quality Certificates:
  - AENOR ISO 9001:2000
  - IQNET ISO 9001:2000
  - AENOR ISO 14001:2000
  - IQNET ISO 14001:2004
  - AENOR OHSAS 18001:2007



# Our experience

- During its entire 55 years of history, Invensys Rail Dimetronic has shown a natural capability for innovation and for being flexible in adapting its technological systems and solutions to the specific needs of every project in which the company has been involved. This capability has been a key factor for the growth and expansion of the company, in addition to the increasing recognition and appreciation it has achieved among the different rail authorities, operators and companies for which it has worked for over the years.
- We consider that our natural market is Spain and Portugal, where we are leaders in all segments of the railway signalling market. Our customers are the railway infrastructure managers –ADIF and FEVE in Spain, and REFER in Portugal-, and, of course, railway operators like Renfe or Regional Administrations like FGC (Catalonia Railways), Euskotren (Basque country Railways) or FGV (Valencia Railways). We work for the Metro administrations of Madrid, Barcelona, Valencia or Lisbon. We have also taken part in some projects in Romania and The Philippines and we are currently starting projects in Brazil, Venezuela, Algeria and Turkey.

# Our experience

- Here is a good sample of Invensys Rail Dimetronic's most successful projects:
  - More than 600 Westrace Electronic Interlockings for ADIF (Spanish Railway Administration), FEVE (Spanish Narrow Gauge Railways), FGC (Catalonian Railways), Madrid Metro, Barcelona Metro, FGV (Valencia Railways), Lisbon Metro, Bucharest Metro, Manila Metro, Algiers Metro ...
  - 45 SSI Interlockings for REFER (Portuguese Railways).
  - ASFA and ASFA TBS Systems in more than 20,000 signals and more than 2,000 vehicles of the Spanish railway System.
  - ERTMS/ETCS Systems of the Madrid Commuter Lines, Cordoba-Málaga High Speed Line, Madrid Valencia High speed line and Ankara Konya High Speed Line in Turkey\*.
  - ATC Systems (CBTC, DTG and FB) in more than 500 km of double track and more than 2.300 onboard equipments, for Madrid Metro, Barcelona Metro, FGC, Valencia Metro\*, Bucharest Metro, Singapore Metro and LRTS Manila Metro.
  - More than 25 CTC Systems which control more than 5,000 of tracks in more than 100 lines.

*\* On-going projects*

# Our experience

- Invensys Rail Dimetronic systems are present in:



- Spain
- Portugal
- Romania
- Turkey
- Algeria
- Egypt
- Venezuela
- Brazil
- Argentina
- Chile
- The Philippines
- China
- Malaysia
- Thailand
- Singapore
- Australia
- New Zealand

# Invensys Rail Dimetronic R&D

- Innovation, research and development are key elements of the company's DNA. Invensys Rail Dimetronic stands out because it allocates up to 6% of its turnover to R&D. This continuous investment in R&D allows the company to offer its customers the best solutions. Moreover, nearly 40% of the staff works in the Engineering and R&D departments, and most of them have been working in the company for a long time.
- Invensys Rail Dimetronic has the necessary technical and human resources to manage all type of railway signalling projects, covering all the project phases, from the system design, to the system engineering, software development, manufacturing of equipment, installation, commissioning, maintenance and training of the operational staff from the railway.

# Invensys Rail Dimetronic R&D

- Invensys Rail Dimetronic's R&D department is the centre of most of the company's activity and shows its high level of technological innovation. This area has developed some of the technological solutions used by the whole Invensys Rail Group, such as the European Rail Traffic Management System (ERTMS).



- In the Railway sector, Invensys Rail Dimetronic is at the forefront of technology thanks to the ERTMS systems that guarantee the interoperability of the train control and signalling systems across Europe

# Invensys Rail Dimetronic R&D

- Regarding the Mass Transit Area, our company is also leading the development of new technologies and systems that will allow Metros a higher level of automation, with systems like CBTC that optimise the operation and bring more transport capacity and efficiency.



*Traffic Control in the  
Operational Control Centre  
at Porto (Portugal)*

# Human resources

- Invensys Rail Dimetronic has more than 800 employees. Moreover, the company employs a variable number of eventual workers as support during peak workload phases in those projects that require a huge number of resources.
- Invensys Rail Dimetronic offers its personnel continuous training in order to keep the company at the forefront of innovation of train control and railway signalling systems. 66% of the company employees have a University Degree.



# Human resources

- In addition, in Invensys Rail Dimetronic there are rules and procedures in place in order to allow its employees a better balance between their professional and family life. For this policies, Invensys Rail Dimetronic received, in 2004, the “Award to the family welfare policy” of the Employment and Woman Office of the Madrid Regional Government together with the City of San Fernando de Henares.
- Those policies are:
  - Flexible timetable
  - Flexible vacation calendar
  - Flexible timetable for education/training
  - Paid permits for education
  - Better nursing conditions for women
  - Funds to support employee’s education
  - Extensive use of conference calls or video conference to avoid unnecessary travels
  - Lunch partially funded
  - Company bus or transportation support



# Invensys Rail Dimetronic in figures

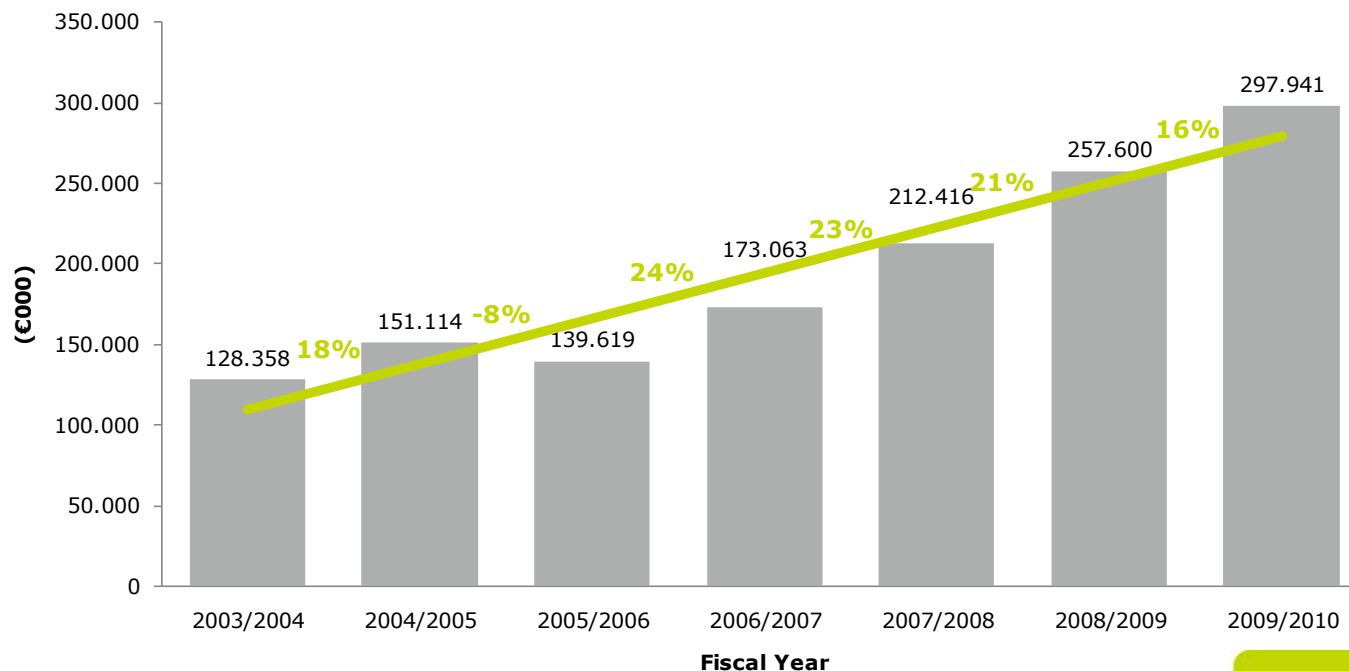
## Results evolution

2003 - 2010

Fiscal Year	Sales *	Year on Year variation *	% variation
<b>2003/2004</b>	128,358		
<b>2004/2005</b>	151,114	22,756	18%
<b>2005/2006</b>	139,619	<b>Accounting system change</b> 11,495	-8%
<b>2006/2007</b>	173,063	33,444	24%
<b>2007/2008</b>	212,416	39,353	23%
<b>2008/2009</b>	257,600	45,184	21%
<b>2009/2010</b>	297,941	40,341	16%

\* Figures in (€000)

## Sales Evolution



In the last six years the company has increased its sales volume by 232%

# Invensys Rail Dimetronic in figures

- Main economic indicators of the company

Fiscal Year	Sales *	Order Book
<b>2003/2004</b>	128,358	214,826
<b>2004/2005</b>	151,114	280,221
<b>2005/2006</b>	139,619	311,679
<b>2006/2007</b>	173,063	371,051
<b>2007/2008</b>	212,416	311,515
<b>2008/2009</b>	257,600	607,020
<b>2009/2010</b>	297,941	699,624

*\* Figures in (€000)*

- Invensys Rail Dimetronic is experiencing a strong boost over the last years due to its involvement in the most emblematic rail projects in Spain (deployment of the High Speed Rail over the last five years, or, for example, the expansion projects of Metro de Madrid over the last 12 years). Our objective is to maintain our current position in our key markets in Europe, as well as to keep contributing with our best applications and systems in new markets around the world.

# Contact

- For more information about Invensys Rail Dimetronic and its activities you can get in contact with the Marketing department in the following address:



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