General presentation 2011

GA Magyarország

GA Magyarország Kft.
Energie und Kraftanlagen Group
Business focus

The companies in the Alpiq Anlagentechnik Group are leading providers of infrastructure services for all aspects of energy generation and transmission and for the network technology sector.

As a result of their market-oriented structure, all group companies offer top quality combined with reliability and excellent value for money.

**Speed, flexibility and proximity to customers are the hallmarks of the group in Germany and Eastern Europe.**

The Alpiq Anlagentechnik Group has been involved in the extension of energy supply infrastructure for more than 90 years. In that time it has made many significant contributions to market development. Regarding her markets, the Alpiq Anlagentechnik Group is one of the largest and most efficient suppliers to Germany and neighbouring countries.
A modern group with a long track record

1916: Establishment of Gesellschaft für elektrische Anlagen

1922: Establishment of Kraftanlagen Aktiengesellschaft

1990: AGIV holds 65% of shares in KAH

1992: AGIV holds 70% of shares in GA

1996: AGIV merges GA and KAH to form the Energie- und Kraftanlagen

2000: Acquisition of Energie- und Kraftanlagen by Atel (100%)

Energy Transmission Technology
Industrial & Power Plant Engineering

GA Magyarország Kft., General presentation 2011
## Energie und Kraftanlagen Group
### Key figures 2010

<table>
<thead>
<tr>
<th></th>
<th><strong>Net sales</strong> in EUR million</th>
<th><strong>Order intake</strong> in EUR million</th>
<th><strong>Employees</strong> as at December 31st</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>EuK Group</strong> 947,7</td>
<td><strong>EuK Group</strong> 1.067,6</td>
<td><strong>EuK Group</strong> 4.956</td>
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<tr>
<td>Industrial and Power</td>
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<tr>
<td>Plant Engineering</td>
<td>506,7</td>
<td>610,9</td>
<td>Industrial and Power</td>
</tr>
<tr>
<td>Energy Transmission</td>
<td>441,8</td>
<td>457,1</td>
<td>Plant Engineering</td>
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<tr>
<td>Technology</td>
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<td>Energy Transmission</td>
</tr>
<tr>
<td>Consolidation effects</td>
<td>-2,6</td>
<td>-0,4</td>
<td>Technology</td>
</tr>
<tr>
<td>Holding</td>
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</tbody>
</table>
Energie und Kraftanlagen Group
Companies

Industrial & Power Plant Engineering

- Kraftanlagen München
- Kraftanlagen Hamburg
- Kraftanlagen Heidelberg
- FINOW Rohrsysteme GmbH
- ECM Ingenieur-Unternehmen für Energie- und Umwelttechnik
- Kiefer & Voss

Energy Transmission Technology

- GA Energieanlagen Süd
- GA Energieanlagen Nord
- Frankenluk Energieanlagen
- GA Hochspannung Leitungsbau
- GA Netztechnik
- BOHSUNG Rohrleitungsbau

Foreign

- Kraftszer Vállalkozási
- Kraftanlagen Romania
- Caliqua Anlagentechnik

Foreign

- GA Magyarország
- GA Austria
- GA Enero technik
- GA Slovensko
Energy Transmission and Distribution

Transmission networks
- High-voltage overhead power lines
- High-voltage cable plants
- High-voltage switchgear

Distribution networks
- Medium and low-voltage overhead power lines
- Cable plants
- Transformer stations and energy control centres
- Lighting systems

Interdisciplinary system solutions
- House connections for gas, water, power and communications
- Documentation

Pipelines
- District heating networks
- Gas supply lines
- Water supply and sewerage networks
- Conduits
Energy transmission and distribution division
Locations in Central Europe

- **GA Hochspannung Leitungsbau**
  - Employees: 254
  - Performance: EUR 40.4 Mio.

- **GA Energo technik**
  - Employees: 348
  - Performance: EUR 27 Mio.

- **jm**
  - Employees: 72
  - Performance: EUR 14 Mio.

- **GA Slovensko**
  - Employees: 15
  - Performance: EUR 2 Mio.

- **GA Austria**
  - Employees: 52
  - Performance: EUR 7.7 Mio.

- **GA Magyarország**
  - Employees: 116
  - Performance: EUR 16.7 Mio.
A young company with competent experience on the Hungarian electrical and communication principal contractor market

More than 90 years long experience as a member of EuK Group

Energy transmission, distribution and telecommunication network technology

116 employees, 16,68 M€ turnover (2010)

Stable economy position
Ownership structure

**Alpiq Holding Ltd.**
Olten/Schweiz

- 10.205 M€ revenue/year
- 11,033 employees
- 33 Countries in Europe

**Alpiq Anlagentechnik**
Heidelberg GmbH
Heidelberg

- 947,7 M€ revenue/year
- 4,956 employees
- 10 Countries in Europe

**GA Hochspannung Leitungsbau**

- 40,35 M€ revenue/year
- 254 employees
- Mostly in Germany

**GA Magyarország**

- 16,68 M€ revenue/year
- 116 employees
- Mostly in Hungary
GA Magyarország Kft
Key figures 2010

**Turnover distribution by departments**
in million EUR 16,7

- HV cable: 19%
- HV overheadline: 12%
- HV apparatus: 3%
- Central region: 21%
- East region: 3%
- GIS: 43%

**Turnover distribution by customer**

- ELMŰ Hálózati Kft: 12%
- ÉMÁSZ Hálózati Kft: 9%
- ELMŰ-ÉMÁSZ Hálózati Szolgáltató Kft: 6%
- eDF Démász: 1%
- Iberdrola Magyarország Kft: 22%
- E.ON Hungária csoport: 21%
- OVIS ZRt.: 1%
- Other: 3%

**Employees**

- Workers: 72
- Administratives: 44
- Total: 116
GA Magyarország Kft
Locations

- Törökbálint
- Salgótarján
- Eger
- Gyöngyös
- Budafok
GA Magyarország Kft
Services

**Static, planning and projecting**
- Tower calculations
- Foundations
- Refurbishment/Reconstruction
- Studies and expertises
- Measuring, laser scanning
- ESPoT
- Right of way planning
- Landscape conservation and environmental planning
- Calculations of immission
- Detailed design

**High-voltage switchgear**
- Technical advice
- Budget planning
- Achievement of permissions
- Preliminary design
- Specifications and BoQs
- Planning and construction of secondary and primary technique
- Calculation, valuation and verification
- Documentation

**Overhead-power lines**
- Overhead power lines 10 to 400 kV
- Foundation, tower erection and stringing
- Reconstruction
- Own emergency tower system

**Cable plants**
- Technical advice
- Planning, plotting, calculation, dimensioning
- Supply and cable-laying
- Assembly of components
- Cable diagnostics up to 150kV
- Project management
- Control and measurement
- Documentation
**GA Magyarország Kft**

**Services**

<table>
<thead>
<tr>
<th>MV, LV overhead power lines</th>
<th>MV and LV cable plants</th>
<th>Industrial plant engineering</th>
<th>Lighting systems</th>
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</thead>
<tbody>
<tr>
<td>Planning</td>
<td>Planning</td>
<td>Medium/low voltage transformer stations and switchboards, equipment</td>
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<tr>
<td>Achievement of permissions survey</td>
<td>Achievement of permissions survey</td>
<td>Capacitor banks for reactive power compensation</td>
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<tr>
<td>Building, reconstruction and extension (under life-line conditions up to 36kV)</td>
<td>Building, reconstruction and extension (up to 1 kV under voltage)</td>
<td>Power and controlling cable laying and installation</td>
<td></td>
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<tr>
<td>Fiber optic cable laying</td>
<td>Repair, maintenance, malfunction prevention</td>
<td>Installation, putting into operation, maintenance, reconstruction, retrofit</td>
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<tr>
<td>Repair, maintenance, malfunction prevention</td>
<td>Failure location, diagnostics</td>
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<td>Street- and public lighting</td>
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<td>Floodlight devices</td>
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<td>Building and monument lighting</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Planning, delivery, installation, maintenance, inspection, fault correction, operation and documentation</td>
</tr>
</tbody>
</table>
Key account customers
GA Magyarország and GA-HLB
Company philosophy

GA MAGYARORSZÁG KFT = widespread qualitative and environment-conscious service from one hand
Contact

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