

ENSTO

Official opening of Ensto's new premises in Bagnères-de-Bigorre

Project overview



➤ **Thursday**
17 May 2018
from 10.30 a.m.

Better life.
With electricity.

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Welcome

The official opening of new premises is always a major occasion. With the extension of the new buildings and the move from our old site, this official opening is particularly important for all the staff at Ensto, for all the parties involved in bringing the project to fruition, and for the inhabitants of the town of Bagnères-de-Bigorre.

This brochure summarises all the key data relating to the Bagnères-de-Bigorre Extension project.

We hope you will enjoy reading this brochure and welcome you to our new facility.

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Official opening schedule

In the presence of:

- Ari VIRTANEN, CEO of the Ensto Group and Markku WEDERHORN, Chairman of the Utility Networks Business Unit
- Ensto Novexia's Board of Directors

10.30 a.m. **Welcome to the Ensto Extension project in Bagnères-de-Bigorre**

11.00 a.m. **A few words to mark the occasion**
- Alexandre FONTBONNE, Industrial Director, Ensto Novexia
- Ari VIRTANEN, CEO of the Ensto Group and Mathieu GIVELET, MD of Ensto Novexia
- Jacques BRUNE, Chairman of CCHB

11.30 a.m. **Tour of facility**

12.30-2 p.m. **Cocktail lunch reception**





ENSTO
Ensto Novexia SAS

Official opening of Ensto's new premises in Bagnères-de-Bigorre Press release

Villefranche-sur-Saône, 23 March 2018

Ensto Novexia, a manufacturer of Low and Medium Voltage electricity grid solutions, will be officially opening its new facility in Bagnères-de-Bigorre, on Thursday 17 May 2018.

Ensto Novexia has been an economic player in the region since the company SOULÉ created its "Electrical Equipment" department in 1878, and in April 2016, took over the company Tridelta Parafoudres also located in Bagnères-de-Bigorre. This merger has enabled Ensto Novexia to extend its range of products, now including the option of end-to-end solutions for its clients.

All of Ensto Novexia's teams and operational resources have been merged within the scope of the so-called Extension project. The project also included the construction of an extension on the former "Tridelta" facility, making it possible to accommodate all the company's production equipment.

Mathieu GIVELET, Ensto Novexia's Managing Director explains *"Sincethe inception of the Tridelta takeover project, we felt that it was paramount to group the teams and resources at Bagnères together in an extended and upgraded facility, which will enhance the complementary nature of the Auguste (Medium Voltage Overhead Switches) and surge arrester products.*

For this reason, we decided to purchase the site in order to be able to control our own property and to extend it to accommodate the assembly line for the Auguste as of now, and the Ergoswitch in the future. This is a strong indication of Ensto's drive to ensure that our business in Bagnères thrives."

The official opening will take place on Thursday 17 May 2018 at 10.30 a.m. in the presence of:

- Ari VIRTANEN, CEO of the Ensto Group and Markku WEDERHORN, Chairman of the Utility Network Business Unit
- Ensto Novexia's Board of Directors



Ensto Novexia's Board of Directors

About Ensto:

The Ensto Group is an international family-run company that designs and provides smart electrical solutions to improve the safety, functionality, reliability and effectiveness of smart grids, buildings and transport systems. Ensto was founded in 1958 and employs some 1600 committed professionals in Europe, the United States and Asia. It is our view that we can achieve a better life with electricity and we believe in a more viable future. This year, Ensto celebrates 60 years in business.

Better life.
With electricity.

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Ari VIRTANEN 's interview

CEO of Ensto Group



“Ensto has a long history in France, which is an important market for us. We see ourselves as a local business here and want to be a committed member of the surrounding society.”

One of Ensto subsidiaries reinforces its implementation in Bagnères-de-Bigorre (France), what does it mean you?

We need to serve our customers better than our competitors, and agile delivery capability is one of our strategic targets. An important milestone has now been achieved when the plant expansion in Bagnères-de-Bigorre is ready.

Two years after the acquisition of Tridelta Parafoudres I am happy to say that the integration has proceeded according to the plans, and cooperation between teams is working. The realization of this plant is a concrete proof of it. The project progressed well, and challenges were successfully overcome together. I am particularly happy that new use was found for the old buildings in cooperation with the city.

Therefore I want to thank everyone involved in the project – you have done a great job.

Now we can move to the next phase and continue growing the business, which makes it possible to explore new future opportunities and invest further.

This year, Ensto is celebrating its 60 years, what does this birthday mean to you?

Ensto has made life better with electricity through times and generations. We have a great history that we can be proud of, but the focus has to be on the future all the time. Our company has renewed itself many times and will continue doing so also in the future.

During the 60th anniversary we will, more than ever, work for a better future. Together. In 2018 Ensto will do 60 acts for better life and for a better future, together with our customers and other stakeholders.

Ensto has a long history in France, which is an important market for us. We consider us as a local company here and want to be a good member of the surrounding society. And that's what our anniversary acts are all about.

What ambitions do you have for Ensto?

Ensto's goals are clearly defined in the new strategy. We will provide better life with electricity by focusing on smart grids, buildings and transportation. We want to become a recognized electrical solution provider, and find our own focus and strengths compared to our big competitors. This requires a lot of expertise, and therefore our product development plays an integral role. With that knowledge we need to make a competitive portfolio of solutions, and thus acquire a big-enough share of a well-defined market.

In addition, we have set clear targets for profitability, growth, portfolio renewal and geographical expansion. When it comes to the latter, France is an important market area for us, and we are continuously seeking for new opportunities here.

Project team testimonials

"The Extension project is an ambitious industrial undertaking enabling us to apply more cohesion in the day-to-day management of the business and have a reliable tool to support our company strategy.

This ambitious project taught us a wealth of lessons on a technical, material and, above all, human level.

By empowering our teams on this project, giving them the methods and resources to succeed, they were able to show their dynamism, motivation and strong commitment to making this project their success."

*Alexandre FONTBONNE,
Industrial
Director*

"The Extension project was first and foremost an ambitious project requiring a collective effort. As far as I am concerned, this effort was rewarded throughout the construction work with the achievement of the merger of our two complementary facilities, both having their own wealth of expertise. The outstanding memory for me is the determination and commitment of all those involved to bring the project to fruition. This demonstrates the powerful impetus that can be created by working as a team, together."

*Aurélia LOISEAU,
Maintenance
manager*

"The most positive aspect is the merger of both facilities, allowing us to pool our human and material resources to galvanise both facilities. This project gave us an opportunity to work together, in spite of the differences in our expertise and procedures. The transfer and integration have been a success and I would like to express my thanks to all members of staff who made it possible for us to achieve this merger, which was not always that straightforward."

*Jean-Claude MALO,
Maintenance
technician*

"This project gave me an opportunity to develop my interpersonal and organisational skills further, offer my knowledge and expertise, and learn a new job as a project coordinator, in a new industrial setting.

After somewhat complex beginnings, given that it was necessary to take on a project of this scale at an already advanced stage from scratch, I made a point of honour of doing my utmost to make the task assigned to me a success.

I hope to have measured up to the responsibilities given to me, to have succeeded in addressing and resolving all (or almost all) of the problems encountered during the various phases of the project.

On a personal level, this has been a positive experience."

*Philippe CONTE-TISNERAT,
Project Coordinator*

"This project was not quite as simple as it might have seemed. However, we are hopeful that it will secure the future of our business."

*Eric MICHOU,
Maintenance
technician*

"I have been a maintenance technician working in the same department for over 25 years. I have seen a number of major changes, reorganisations, new organisations, and moves. From the outset of the Surge Arrester takeover project, the merger of the Bagnères de Bigorre facilities was announced. For over a year, the staff at both facilities have been meeting, getting to know one another and working together. It has been a rewarding experience on a human level. This is only the beginning. In terms of maintenance, I am not yet familiar with the UAP Pyrénées production equipment. However, I have every confidence in Michel Delmas and Jean-Jacques Vergez to guide me."

*Joël VERDOUX,
Maintenance
technician*

"I would personally like to thank all the production, maintenance, planning, and engineering department staff at Bagnères for their commitment to this major project. Thank you, everyone."

*Jean-Jacques VERGEZ,
Planning
Technician*

Bagnères-de-Bigorre Extension project

A showcase for Ensto's Medium Voltage overhead break switch solutions

The works for Ensto's premises located on Boulevard de l'Adour in Bagnères de Bigorre are part of the Extension project including:

- an extension
- a new car park
- an awning in the reception/dispatch area
- the merger of all of Ensto Novexia's teams and operational resources on the Bagnères site.

Merging the surge arrester and Auguste overhead switch production units will enable Ensto to establish its position as a provider of Medium Voltage overhead electrical solutions. The complementary nature of its products is an asset for the company, which now offers a broader, more comprehensive range.

Some figures

Site purchase and extension budget: €2,540K

Site surface area: 5,250 m² including an extension of 1,500 m²

Number of employees: 70

Number of surge arresters manufactured per year: more than 200,000 units

Number of Auguste switches manufactured per year: more than 800 devices

The facility



Takeover of Tridelta

Transfer
Office sections

Phase 1 works
Completion of North car park,
Extension area earthworks

Phase 2 works
Construction of extension + awning,
HGV access roads and utility services,
Internal utility distribution.

04/2016

12/2016

07/2017

08/2017



General reorganisation

In order to be able to pool each individual's expertise, this Extension project involved a complete reorganisation. For this purpose, the existing building was refurbished and an extension was built. As such, these two buildings have optimised the merger between R&D, production and support services. Having a single site offers the different sectors the opportunity to work together, by bringing the stakeholders and business units closer together. In order to encourage synergistic action among staff, the layout of the offices and production workstations underwent a complete overhaul. Now, all employees work in common areas.

Reliability and expertise

For many years, Ensto has been developing solutions combining MV cut-off and monitoring-control.

The innovative solutions proposed by the company are the fruit of partnerships established in close collaboration with customers. This proximity between Ensto and its customers is essential in the evolution of its products and in customer satisfaction.

This equipment therefore responds to many concerns and requirements voiced by its customers:

- Offering a high-quality service
- Guaranteeing easy installation
- Operating in a safe manner
- Improving grid continuity of service by reducing sources of operating loss

Moreover, these solutions, that offer a long service life (30 years), with a high level of electrical endurance, are appreciated by operators for their ease of use and high level of reliability.

MV overhead SF6-break switches

The devices in the Auguste range, and the future Ergoswitch range, are overhead break disconnect switches designed to enable full-load disconnection up to 630 A of a medium voltage overhead electrical line up to 36 kV.

These devices are suitable for all grid types, and in particular those requiring frequent switching under severe weather conditions. They are extremely reliable, and offer very advanced safety features, enabling them to be used with complete peace of mind.

Protect all types of networks thanks to Ensto surge arresters

Overvoltage protection is key to optimising grid continuity of service. Designed and manufactured to the highest quality standards, Ensto's broad range of surge arresters ensures years of maintenance-free service in the following fields:

- Overvoltage protection for HV and MV hardware
- Overvoltage protection for direct or alternating current rail networks
- Overvoltage protection for cable sheaths
- Voltage limiter for non-earthed metal structures



Auguste



Ergoswitch

For the remote control of these switches, Ensto also manufactures monitoring-control units.



HE / HE-S

HDC



ITI overhead

Continuity of production during the works

In order to continue to meet our customers' needs, continuing our production throughout the works was a key requirement. Throughout all the phases of the project leading up to the use of the new premises, each member of staff had to remain mindful of the fact that our growth and our success go hand in hand with customer satisfaction.

In this way, we were able to limit the impact of this project on our business by combining customer satisfaction and striving for growth.

Phase 3 works

Linking of existing facility/extension, Outdoor storage and works on existing facility, North car park finishing roads and utility services.

Transfer

HE surge arrester production lines

Provisional acceptance of works

Transfer

Auguste production lines

09/2017

10/2017

12/2017

01/2018

Official opening of premises

For more than fifty years

Ensto Novexia has been offering solutions for smart grid optimization globally



Since the 1960s, Ensto Novexia has been developing, manufacturing and marketing control and automation equipment for low and medium voltage distribution grids.

Intelligent energy efficiency solutions

Since its foundation, Ensto Novexia has focused on coming up with the most innovative solutions in overhead, and then underground, grids to reduce the harmful effects of power cuts.

Over the years, therefore, Ensto Novexia has become an undisputed expert in medium voltage overhead disconnection equipment, instrumentation and control components for its remote operation and grid protection.

Ensto Novexia is now investing a substantial part of its R&D budget in energy performance and sustainable development of its smart grid technologies.

International partner

In France, Ensto Novexia is a major supplier to Enedis and to electricity utilities and unions.

The company is also an international partner of a large number of power grid operators.

The Ensto group

Ensto designs and provides smart electrical solutions to improve the safety, functionality, reliability and efficiency of smart grids, buildings and transportation. Our vision is to build a better life with electricity and a more sustainable tomorrow.

Ensto is established in 20 countries and has production facilities in seven coun-

tries: Estonia, Finland, France, India, Italy, Russia and Spain.

Its head office is in Porvoo, Finland.

The group is active in three Smart City ecosystems: Smart Grids, Smart Buildings and Smart Transportation.



History:

Novexia is the result of the merger of the companies Simplex in Villefranche-sur-Saône and IATS in Bagnères-de-Bigorre.

In October 2010, the Ensto Group acquired Novexia, which became Ensto Novexia, in order to complete its network automation product range and to develop its establishment in France.

In May 2016, Ensto Novexia extended its product range by acquiring the company Tridelta Parafoudres, a surge arrester manufacturer.

Energy distribution reliability is a prerequisite for the Smart Grids. Ensto Network Automation solutions provide global optimisation regardless of the grid configurations.

Our response to today's major challenges

The population growth, along with permanent industrial development, have led to an increase in energy demand in general, and electricity in particular.

Energy suppliers are, therefore, required to constantly produce more, by optimising their grids to satisfy their customers, whose demands for the quality and the continuity of service are becoming more strict.

Global solutions are thus required to reduce service interruption duration and frequency.

Distribution reliability indicators

To improve their performance, energy suppliers monitor specific indicators precisely. The two most frequently used interruption indicators are:

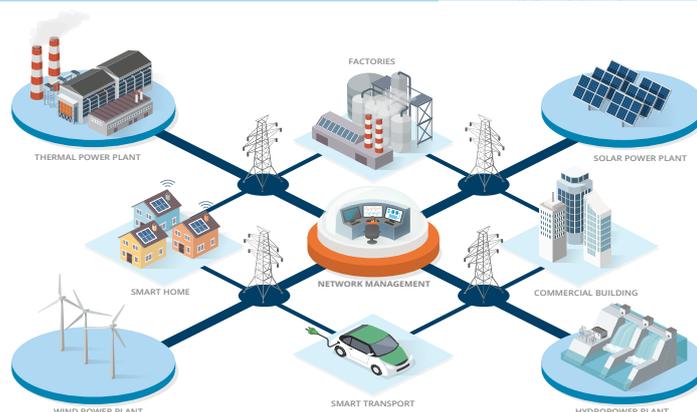
> SAIDI (System Average Interruption

Duration Index) which measures the average duration of power cuts affecting an end consumer in a recorded period,

> SAIFI (System Average Interruption Frequency Index) which measures the

average frequency of power cuts affecting an end consumer in a recorded period.

SMART GRID



Acknowledgements



Ensto would like to thank everyone for their contribution to the success of this admirable project.

First of all, we would like to thank the project team including Eric Michou, Aurélia Loiseau, Joël Verdoux, Alexandre Fontbonne, Jean-Claude Malo, Jean-Jacques Vergez, Philippe Conte-Tisnerat and Michel Delmas, without whom this project would never have come into existence. We also feel it is important to thank all of our customers for their faith in us whatever the circumstances. Finally, we would like to thank all our partners who were involved in the redesign of the premises.

Alkar

Gleize
Energie

Larrondo
Architects

Technis

Bouyssonie

Pardina &
Cie

Castel Et
Fromaget

J Consultant

Socotec

Geovia

Eiffage Construction

Actemium

Sarie



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