



PRESS RELEASE

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ELYO (SUEZ) WINS A CONTRACT FOR 20 MILLION EUROS WITH ASCOMETAL AND STRENGTHENS ITS PRESENCE IN THE INDUSTRIAL BASIN OF FOS-SUR-MER

Elyo (SUEZ), the expert in energy service solutions, has just signed a utilities management contract for its Fos-sur-Mer (Bouches-du-Rhône department) site, which produces 250,000 tons of bar and wire alloy steel a year and employs 500 people, with Ascométal, a subsidiary of the Lucchini Italian steel group.

After starting to consider outsourcing its utilities, Ascométal entrusted to two SUEZ companies for a 16-year term, the following services:

- ◆ delegated management of industrial water to Ondeo Industrial Solutions,
- ◆ production and distribution of steam to Elyo.

In this context, Elyo will build and operate a new boiler room with a capacity of 25 tons per hour, which it plans to put into service in December 2004 and will enable to produce 65,000 tons of steam a year.

The contract signed by Elyo for 16 years amounts to a total turnover of about 20 million euros.

Several factors were vital in selecting Elyo: on the one hand, upstream reflection with Ascométal about its energy issues and on the other hand, the strong synergy between Elyo and Ondeo Industrial Solutions that enabled to combine certain services and thus optimise costs.

This contract enables Elyo to reinforce its presence at Fos sur Mer, one of France's main industrial basins, as energy services leader in the industrial field.

Elyo is an international group that designs and operates long-term global management solutions for energy, fluids and associated services, with guaranteed results. Elyo develops optimised environmentally-friendly solutions on its client (industrial, local communities, residential site managers) sites. Elyo's turnover reached 3.2 billion euros in 2003 and the company has a workforce of 17,000 people.

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