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## **Elyo (SUEZ Group) strengthens its position in Great Britain with five new contracts for a total amount of 124 million euros**

Elyo (SUEZ Group), the energy solutions expert, has just signed five major contracts with Arjo Wiggins, Nestlé and Kellogg's in the industrial sector, and British Airways World Cargo and the HSBC financial group in the commercial sector.

**HSBC** entrusted Elyo Services Ltd with the multitechnical management and maintenance of its London international head office. This 44-storey tower, in the Dockland district, hosts three floors of front offices, amongst other facilities, where 8,000 employees work in an environment that has been acknowledged to be exemplary. The contract signed with Elyo is worth 9 million euros.

The second contract was signed with **British Airways World Cargo** for the management and maintenance of its *Ascentis* freight centre, which is one of the most modern in the world, at Heathrow Airport. British Airways is one of the top ten major air freight companies in the world. This success is worth 40 million euros, over 5 years, for Elyo, and includes reemploying about one hundred people.

In the industrial sector, **Nestlé** entrusted Elyo Industrial Ltd with the maintenance and management of its production site (fresh products) utilities at Cuddington; a contract worth nearly 3 million euros. Since 1993, the world's leading food group has been working with Elyo in Great Britain within the framework of a multisite agreement, which enables the industrialist to reorient itself on its core business and optimise its energy expenses by outsourcing its utilities management to Elyo.

A fourth contract has been signed with the **Arjo Wiggins** papermaker, for 10 million euros. For a period of ten years, Elyo will be in charge of the utilities of the Dartford Carbonless / Fine Paper Mill site, including management of the on-site 7-MW cogeneration plant. The contract includes reemploying the existing technical staff. Arjo Wiggins and Elyo have already been working together at another site (Chartham Paper Mill) in the last ten years.

Finally, **Kellogg's** has awarded another contract to Elyo; Elyo Industrial Ltd will build own and operate a Combined Heat and Power (CHP) installation producing 5 MW of electricity in one of its main production facilities in Manchester. The CHP illustrates Kellogg's commitment to reducing greenhouse gases. The contract totals 62 millions euros over 10 years, and includes also operation and maintenance of HVAC, fire sprinklers, air compressors and effluent treatment.

Thus, these various contracts crown Elyo's strong presence at the service of British companies for many years. Elyo has been established in the United Kingdom for over twenty years; achieving a present turnover of 220 million euros and employing 1,700 people.

*Elyo designs and manages long-term energy services, with guaranteed performance. Elyo develops optimised environmentally-friendly solutions on its clients (corporate, local authorities, commercial and residential site managers) sites. With Axima, Axima Services, Endel, Fabricom GTI, GTI, Ineo and Tractebel Engineering, Elyo is part of SUEZ Energy Services.*

*As the European leader in installation and technical services, SUEZ Energy Services develops value added solutions for its clients in the industry, the infrastructure and the tertiary sectors as for design, realization and maintenance of technical installations along with energy management and long-term multi-technical management. SUEZ Energy Services employs 66,000 people and achieved revenues of € 9.7 billion in 2004. SUEZ Energy Services is one of the four business lines of the international industrial group SUEZ.*

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