

JUNE  
2018



## A CONNECTION WE SHARE

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# The pioneering SPIRIT

In Medellín, with the new P Line and the 17 Metrocable sections, POMA is meeting the challenges of urban mobility.

## EDITORIAL

An ideal solution for all of our territories, whether it's to climb a mountain or fly over the urban landscape, **ropeway transportation** has been able to overcome obstacles that remain challenging for conventional transportation.

However, the **urban aerial ropeway** still has tricks up its sleeves for people who need to move in a sustainable, responsible, comfortable, and economical way. **The Santo Domingo installation** provides a response to the problems linked with increasing traffic. It also proves that ropeways are not just for mountains and rugged terrain: they also have a role to play on flat ground!

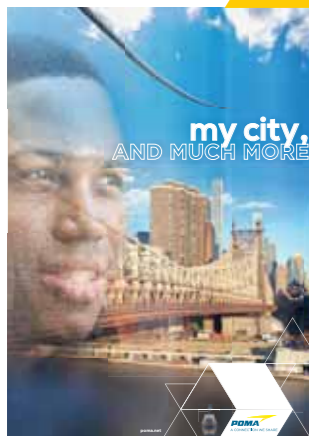
**Our projects are international.** And that's great! But our ambition does not stop there. We go further. We support our customers with innovative, environmentally friendly and demanding solutions. We provide answers both on the **technical level**—design, implementation, operation and maintenance—and for **financing**, with public/private partnerships—concession, PPP, SEMOP.

The **inauguration of our Gilly-sur-Isère site**, both a manufacturing and innovation site, is a further step in the solid commitment we are making to create systems for our customers.

Close to our partners and our customers, we think it is important to create a connection. This is our **connection we share!** A philosophy that drives us on a daily basis.

Jean Souchal, POMA Chairman of the Board

### IN OTHER WORDS



## POMA's new brand platform

POMA is forging a new identity and is launching our brand territory with a new baseline: **A Connection We Share.** By highlighting our users and the landscapes we operate in, these visuals embody POMA's openness to the world and proximity to our customers.

### ► Urban mobility as a lever for social inclusion?

We, at POMA, think this is definitely true. Medellín (Colombia) bears witness of this fact. Since the installation of the Metrocable in 2004—the first gondola lift connected to an urban metro—the city has seen a rebirth. This innovative solution has opened up densely populated urban areas whose inhabitants could only access downtown after almost an hour's walk to reach the nearest metro stop, compared to 10 minutes by gondola lift today.

► The city's new multimodal transport network, among others, earned the **title of the most innovative city**, awarded by the Wall Street Journal in 2013. Metro culture, as it is called in Medellín, is now part of the future of the city. The turnkey construction of a **sixth Metrocable line** bears witness to the city's renewed confidence in POMA.



# Flying through The blue skies OF SANTO DOMINGO

- 195 cabins
- 10 seats per cabin
- 3,000 p/h

▶ IN THE DOMINICAN REPUBLIC, THE GENTLE REVOLUTION HAS BEGUN WITH THE ARRIVAL OF THE FIRST ROPEWAY IN THE CARIBBEAN.



On May 22, 2018, President Danilo Medina tested the Santo Domingo aerial ropeway, the first public ropeway system in the Caribbean.

A 195-carrier aerial ropeway now flies through the sky of the oldest city in the New World. It will provide an easy and rapid connection between the centre and the north-east of the city by flying over the meandering Ozama River twice.

This aerial ropeway comes at the right time as Santo Domingo is seeing unrivalled growth and in turn, more and more traffic. Yet, it was impossible to create blockages in already dense and congested areas, particularly at the entrances to the main bridges.

By commissioning POMA and its ropeway solutions, the URBE\* offers users a new means of efficient transport guaranteeing a capacity of 3,000 people per hour and per direction through four stations,



representing around 10 million passengers per year! It is directly connected to the metro and runs over 5 km through 36 towers and requires very little ground space. With reduced CO<sub>2</sub> emissions, it even meets the demands of soft and sustainable mobility!

Once again, POMA has placed ropeway transportation at the heart of intermodality for tomorrow's city.

\*The URBE (Unidad Ejecutora Para La Reeducacion De la Barquita Y Entornos) has the task of managing the "Santo Domingo-East" development and mobility program.

## IN YOUR WORDS

« Urban ropeways enable communities to connect historically marginalized sectors, in turn transforming, integrating and creating social cohesion for these territories. »

Patricia Cuevas,  
La Barquita Program Coordinator

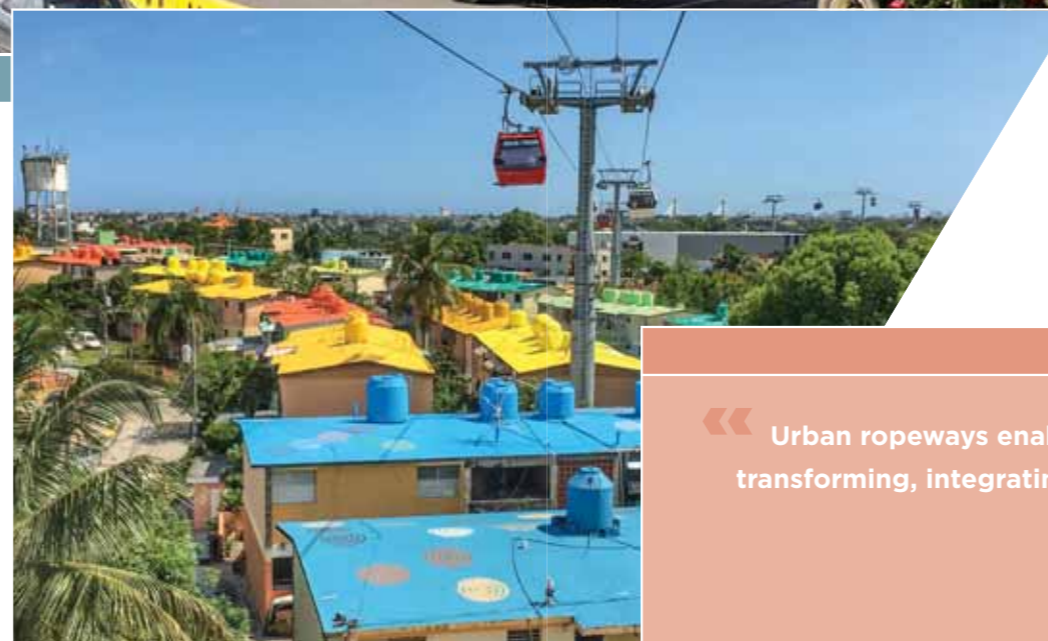
## TOUCH OF DESIGN

### PHOSPHORE, THE SUSTAINABLE CITY OF TOMORROW starts today



Within the framework of Phosphore—a collaborative project conducted with Eiffage and Dassault—POMA imagined **Modul'air**, a transport solution that is both "decarbonated" and scalable, responding to the challenges of cities to reduce CO<sub>2</sub> emissions by developing efficient and complementary urban transportation networks.

A means of transportation using a hybrid rope, the "Modul'air" is released into the tramway network at the end of the line. The break in load is ensured by the carrier, and no longer by the user! Modul'air® combines cabins capable of accommodating up to 35 passengers as well as freight or waste.





# POMA STORY spotlight

On January 19, 2018, POMA unveiled our new Gilly-sur-Isère industrial site to more than 400 customers and partners.

## INAUGURATION OF THE GROUP'S LARGEST FACTORY, A SPRINGBOARD FOR MADE IN FRANCE

In the heart of the Alps, **Gilly-sur-Isère** reinforces the expertise of the company's three other French industrial sites. The **150 employees** join the large POMA family (1,026 employees out of which 2/3 is also based in France).

**70,000 m<sup>2</sup>** in the Terre Neuve industrial park: That's all that was necessary to bring together **SACMI** (manufacturing and assembling mechanically welded units), **COMAG** (dedicated to installing and maintaining ropeways), an assembly unit for **POMA Leitwind**

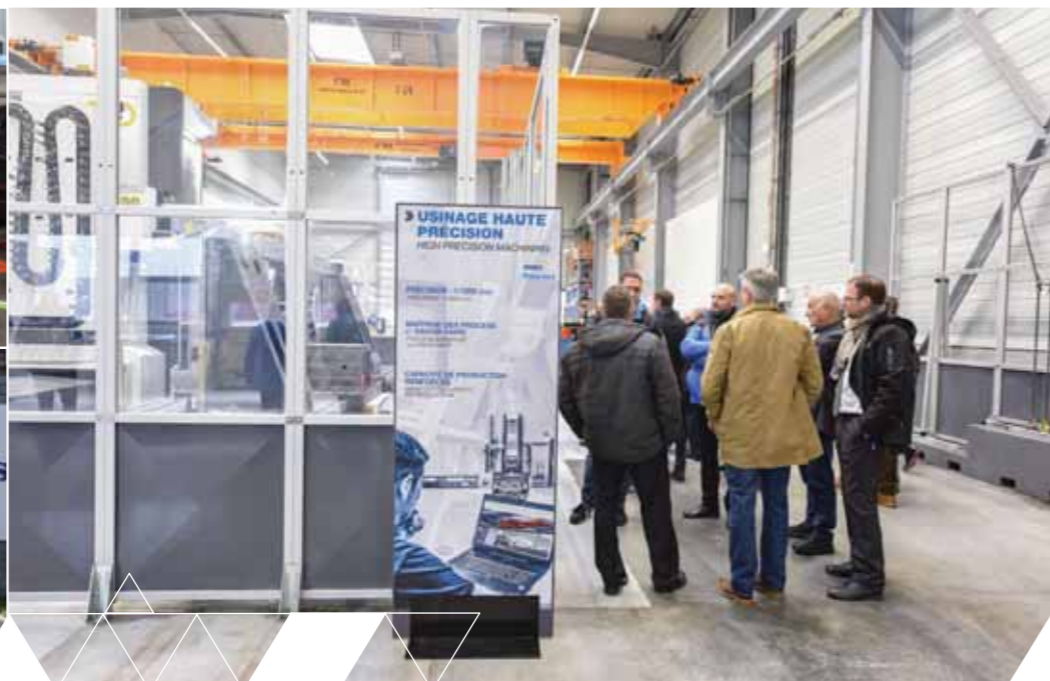
wind turbines, and a global logistics platform. A major project entrusted to the **Société d'Aménagement de la Savoie** and carried out 100 % by **French** companies—based for the most part in the region—from the framework to the bridge cranes!

With this inauguration, POMA restates that **Made in France** is a pillar of our growth. The figures speak for themselves: 8,000 installations on all continents, operations currently in progress in **33 countries** simultaneously and a **turnover of 345.15 million euros**. And, above all, more than **6.5 million people** transported per hour in the world!

Message received, as many of our guests responded present. In the lead, **Prime Minister Édouard Philippe**, accompanied by **Ministers Jean-Yves Le Drian** (Europe and Foreign Affairs),

**Jean-Baptiste Lemoyne** (Secretary of State for Europe and Foreign Affairs), and **Sophie Cluzel** (Secretary of State for Disabled Persons).

This Made in France commitment is clearly popular in the field of urban mobility... and not only internationally! Today, several French cities are turning to the French manufacturer to start their revolution in urban mobility. **Toulouse signed a 93 million euro contract** with more than 30 % allocated for a 20-year maintenance contract. Orléans signed **a contract for nearly 15 million euros** including a renewable 24-month maintenance contract for 1 million euros. For the **first metrocable on Reunion Island**, the CINOR chose to delegate operation and maintenance for 5 years. This represents 11 million euro out of the 55 million euros contract.



## Some FIGURES

Production start date:  
**February 2017**

Investment:  
**€20 million**

Surface: **70,000 m<sup>2</sup>**

Employees: **150**

# 2 INNOVATIONS IN THE SPOTLIGHT

To create a connection and bring value to our customers, POMA is making a difference by providing smooth, intelligent and sustainable ropeway transportation solutions. Our commitment to making lives better makes the difference!

## 1 NEW DIRECTDRIVE, ALL THE ADVANTAGES OF A VIRTUOUS ENGINE

From the beginning, POMA has innovated for user comfort, to develop territories, and preserve the environment.

Recently, we have reworked our DirectDrive offer to provide an even more silent motorisation. Having worked on the ventilation of DirectDrive motors, it is now possible

to reduce noise even more and offer even better comfort to passengers, operators, and maintenance operators.

**The result? -8% in energy consumption and -15 decibels.** An incredible advantage for cities that wish to combine sustainability with user comfort. In five years, the number of installations of DirectDrive

have grown from 30 systems using the technology in 2013 to 188 in 2018. And they can be seen all over the world: **Oruro in Bolivia, Chimelong in China, Zacatecas in Mexico, Santo Domingo in the Dominican Republic and soon Saint-Denis in Reunion Island.**



## 2 ALWAYS REACHING FOR EXCELLENCE IN SUPPORT

Putting our philosophy of customization into action, the Group is developing our consulting role by having an overall structural view of each project, from technical to economic restrictions.

Some projects need more than designing and manufacturing. POMA listens to its clients. We offer personalized solutions that fit your needs and expectations as well as market demands such as the environment.

End-to-end support, that can go as far as connecting clients with banks, institutional partners, funders, investors and insurance companies. Each time, we aim to create the best synergies possible with the **AFD**—the French Development Agency—which supported the urban projects for Medellín, Santo Domingo, and even Guayaquil.

Using our strength in managing interfaces, POMA develops consortiums adapted to each project in terms of type, size, and duration. The goal? Skills transfer for maintenance and operation. For the first **3S urban aerial tramway in the city of Toulouse** (France), the Group has joined forces with the local companies **BOUYGUES TPRF, SYSTRA** and **Séquences** for the construction, as well as **ALTISERVICE** a subsidiary of ENGIE, number one ski resort operator in the Pyrénées Mountains.

## INSIDE POMA



### A partnership at the top!

**12 months to create the first metrocab in the Indian Ocean? Impossible is not in POMA's dictionary!**

Construction of the first urban ropeway on **Reunion Island** will start at the beginning of 2019. Commissioning is scheduled for the beginning of 2020.

Connected to the network, it will connect five districts in Saint Denis within 14 minutes. Stretching over 2.68 km and carrying 46 ten-passenger cabins, it will provide a capacity of 1,200 people per hour and per direction and will be equipped with a DirectDrive. Beyond the design and manufacturing, POMA will also manage operation and maintenance through a local partnership. POMA will use the skills transfer and digital training tools UPILOT® et COPILOT. The design and manufacturing phases will be carried out with SOGEA Océan Indien, EGIS and 2 architects (L'Atelier architectes and Richez associés). Operation and maintenance will be provided by the consortium Filao-EM bringing together the operator of the Reunion Island transport network SODIPARC (ticketing, aircraft operation and daily regulatory controls), ISR and POMA for maintenance. This project is the first of five projects initiated by the CINOR. The next project is called "The Mountain" that should be a public/private partnership.





MINIMETRO®, CAIRO AIRPORT, EGYPT



ROOSEVELT ISLAND AERIAL TRAMWAY, NEW YORK, USA



KUELAP GONDOLA LIFT, PERÚ

# CUSTOMIZATION ON A DAILY BASIS

► **CUSTOMER SUPPORT IS NOT JUST A POSITIONING. AT POMA, IT'S A STRENGTH.**

**POMA offers a new approach to operation and maintenance engineering, as close as possible to operators.**

More and more cities want to integrate urban ropeways into their transportation networks. Anticipating their expectations, POMA decided 10 years ago to be even closer to our customers. For optimal control of costs, quality and safety over the long term, the Group supports them in terms of operation and maintenance, whether by **transferring required skills** or by delegating operation and maintenance to dedicated POMA teams. These personalized operation and maintenance contracts ensure maximum availability of all types of urban equipment, 20 hours a day all year round. Support engineering **that has been proving its worth since 2010 in New York City**, since 2015 in **Algeria**, and has convinced cities like **Toulouse and Miami** to use it for 20 years!

## Innovation: POMA PERKS

► **POMA WITH THE SUSTAINABLE CITY TASK FORCE LEAD BY MEDEF INTERNATIONAL**

**POMA exports French expertise in urban challenges and imagines what tomorrow's urban character will be, working hand-in-hand with local foreign decision-makers.**

In 30 years, 70% of the world population will live in cities. In the meantime, the environmental paradigm has reworked the maps to become one of the main issues in public planning and



SEMINAR AT THE QUAI D'ORSAY IN PARIS, WITH THE SUSTAINABLE CITY TASK FORCE LEAD BY MEDEF INTERNATIONAL

urban development policies. The aim of the companies in the Sustainable City Task Force is to **present customers the French range of technological solutions** that are adapted to local and national problems. With its new international trade policy, POMA takes part in

many delegations, as in Africa for the COP22. An unprecedented opportunity to initiate dialogue directly with African local elected officials, to better understand the context and economic opportunities around the urban transition.



► **THE MOST ADVANCED OPERATION AND MANAGEMENT SYSTEM ON THE MARKET.**

**Both web application and iPad, COPILOT makes it possible to find the right information at the right time, in an intuitive and instantaneous manner, in order to operate and maintain the devices safely while ensuring availability.**

How? By providing all the existing **technical documentation**: instructions, drawings, but also electrical diagrams, spare parts lists. **Real-time synchronisation with the internal POMA management system** to guarantee the most up-to-date information is consulted. **Updates** taking into account operator feedback will also be regularly added.

**COPILOT has a multilingual database** that can be consulted on or offline and is very easy to use. **Each individual user chooses their navigation mode**: in map mode, according to geographic location, function, or by text search.

**"Favorites"** provide **immediate access** to regularly accessed content. For some equipment, it is even possible to **put spare parts** in a shopping cart for an instant quote!



► **UPILOT®, THE 3D SIMULATOR TO TRAIN YOUR COMPANY'S PRIME ASSET: YOUR TEAMS!**

**With UPILOT®, a unique concept in the field of ropeways, POMA demonstrates its commitment across the board, from design to operation and management.**

The challenges of urban ropeway transportation are numerous. In the lead, durability, regularity and safety. POMA has developed UPILOT®: **a digital operation and maintenance continuous training tool**. It makes it easier to understand the systems, even before they are installed, anywhere in the world, and whatever the employee's skills level.

**The UPILOT® system is based on 3 years of research and is a 3D gondola lift simulator and an online digital training platform**, that provides a multitude of interactive e-learning modules and assessment tools, making it an essential teaching aid.

Knowledge is acquired more quickly and serenely since learning takes place without risk. At the same time, the operator has better **control over costs and training time**. UPILOT® also offers traceability over the **duration of the lessons and evaluations**.

This system can be implemented autonomously by in-house company trainers, via a specific **educational journey**. This means more flexibility and cost-efficiency for ropeway operators.



**Flexible**  
Train your team according to their availability



**Accessible**  
Mistakes can be made during training



**Efficient**  
Evaluate learners and monitor their progress over time



**Fun**  
Training becomes an interactive game!



**Immersive**  
Welcome to the 3D cabin school



Watch the UPILOT® and COPILOT videos

# ► POMA'S WORLD



## 99.9% AVAILABILITY RATE

### Maokong, Taiwan

Operations & maintenance management makes the difference. As proof, the Maokong line which had a perfect year in 2017.



**JUNE 6<sup>TH</sup> 2018**

### A new start for the Wire in Lyon, France

5 months were enough to revamp the Fourvière funicular cars. Although their architectural and cultural heritage was preserved, they now provide state-of-the-art comfort.



**APRIL 13, 2018**

### Sacheon, South Korea, the city that connects the sky and the sea!

20,000 people attended the inauguration of the longest 2S system in the South Korean Peninsula, a state-of-the-art transportation system running for 2.4 km over the ocean.



**MAY 22, 2018**

### Santo Domingo, Dominican Republic

The first gondola lift in the Caribbean, the Santo Domingo aerial ropeway, was inaugurated in the presence of Danilo Medina, President of the Dominican Republic.



**HORIZON 2020**

### 1 valley lift for the 1<sup>st</sup> thermal town of Pyrénées Mountains, France

POMA creates an interurban link between Loudenvielle and Peyragudes ski resort. A new reference in the French Alps after the installations in Les Angles, Aix les Thermes, Luchon and Saint Lary.



**SUMMER 2018**

### Algiers' urban transport network is growing, Algeria

Perfectly integrated into its environment, the new Bab el Oued gondola lift will connect two densely populated districts of Algiers in less than 4 min. In December, ETAC—Entreprise de Transport Algérien par Câbles—already registered its 10 millionth passenger: growth that has been made possible thanks to the expertise of the teams on the field who notably benefited from 20,000 hours of training by POMA.

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