



Paris, 22th March, 2017
Press release

> e.i.m leblanc and IMT sign a framework agreement on the industry of the future.

Both partners are strongly involved in issues related to the industry of the future, and have decided to pool their efforts and formalize their collaboration.

A lasting partnership based on three components: research, R&D and foresight.

1. Develop cutting-edge research in the following fields:
 - digital technologies,
 - acoustics,
 - Big Data and Machine Learning,
 - Industry of the Future,
2. Develop innovative joint R&D projects on key industrial challenges such as automation, Big Data, the Internet of Things, security, as well as the production line, logistics and transport, human-machine cooperation and intelligent agents.
3. Engage in future-oriented reflection and research on humankind's place in the digital and industrial transitions, and create and develop new paradigms (business models, new organizational forms, new products and services) for the industry of the future.

The partners' perspectives

For IMT teams, the cooperation with e.i.m. leblanc represents an outstanding full-scale and operational testing ground for production. As a company that is very advanced in its own industrial transformation, e.i.m. leblanc is the ideal player for confronting IMT's research with the practical issues that arise from the changes currently underway in the industry of the future. In the short term, researchers will work with e.i.m. leblanc teams on issues related to the metallurgy of stainless steel, to big data (maintenance and predictive manufacturing), "factory service" prediction, industrial IoT and the Smart Factory (analysis and modeling of logistic flows, changes to the workstation and the production line). **According to Christian Picory-Donné**, Director of Partnerships and Transfers at IMT, *"these projects will lay the foundations for many different forms of collaboration that will of course bring together R&D, but also initial and lifelong learning, foresight and think-tanks. This will provide many cross-fertilization opportunities with this major industrial partner."*

According to e.i.m. leblanc, the upheavals taking place in the world due to new technologies will only continue and increase in the coming decades. As an industrial company, e.i.m. leblanc is facing an unprecedented challenge. The company is concerned about its present and future ability to understand these constant waves of changes – specifically changes in business models and production methods. **According to Philippe Laforge**, Chief Executive of e.i.m. leblanc *"Our*

partnership with a leading academic player like IMT is essential in this dynamic and uncertain context. IMT provides us with its expertise, not only in terms of the latest developments, but also in research applied to the challenges of our profession. This collaboration, resulting from our regional and national foundations, is at the heart of e.l.m.'s development strategy in France".

About IMT

IMT is a public institution dedicated to higher education and research for innovation in the fields of engineering and digital technology. Always tuned in to the economic world, it combines high academic and scientific legitimacy with close business relations and a unique positioning in 3 major transformations of the 21st century: Digital Affairs, Energy and Ecology, and Industry. Its training and research for innovation are conducted in the Mines and Télécom Graduate Schools under the supervision of the Minister for Industry and Electronic Communications, in one subsidiary and in institutions that are associate partners or under contract. IMT is a founding member of the Industry of the Future Alliance. It has two Carnot labels for the quality of its research partnerships. Every year, around one hundred startup companies leave its incubators.

About e.l.m. leblanc

e.l.m leblanc is owned by the Thermotechnology (TT) division of the Bosch Group. Today it is one of the major players in heating and the production of domestic hot water for the residential, tertiary and industrial markets. e.l.m. leblanc has expanded its area of expertise and range of products to include systems that combine different types of technology and energy, ranging from hybrid water heaters to solar gain, heat pumps and thermodynamic water heaters. Today, e.l.m. leblanc relies on its two industrial sites, the Drancy site in the Ile-de-France region, and the Saint-Thégonnec site in Brittany, each of which include an R&D department and present strong specific features.

The Saint-Thégonnec site is unique in its past rooted in sheet metal work and possesses significant expertise in manufacturing stainless steel heating elements and hot water tanks. This site is the Stainless-Steel Competence Center for the Thermotechnology Division (TT).

Drancy has also been a historical site for the brand since 1932, and is the TT Competence Center for wall-hung boilers with built-in hot water tanks, hybrid boilers and Industry 4.0. For over 10 years now, this site has been committed to a digital transformation strategy. These new solutions will help to constantly optimize all of the company's processes and progressively adapt its offering of Products & Services.

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