

INTERNATIONAL CONFERENCE

**Knowledge sharing and Capacity Building
on Promoting Successful Public-Private Partnership in the
UNECE region**

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World leader in environmental services

AGENDA

- **WHO WE ARE ?**
- **ASHKELON BOT PROJECT**
- **LESSONS**

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1.WHO WE ARE ?

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Only global group able to provide
the entire range of **environmental services** in:

Water

(Water cycle management),

Energy Services,

(Energy and heating & cooling services),

Waste Management,

(Waste collection, management, treatment and recovery),

Transportation

(Operator of public transportation),

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2006 revenue: **€28.6 billion**

298,498 employees

80% of revenue generated in Europe

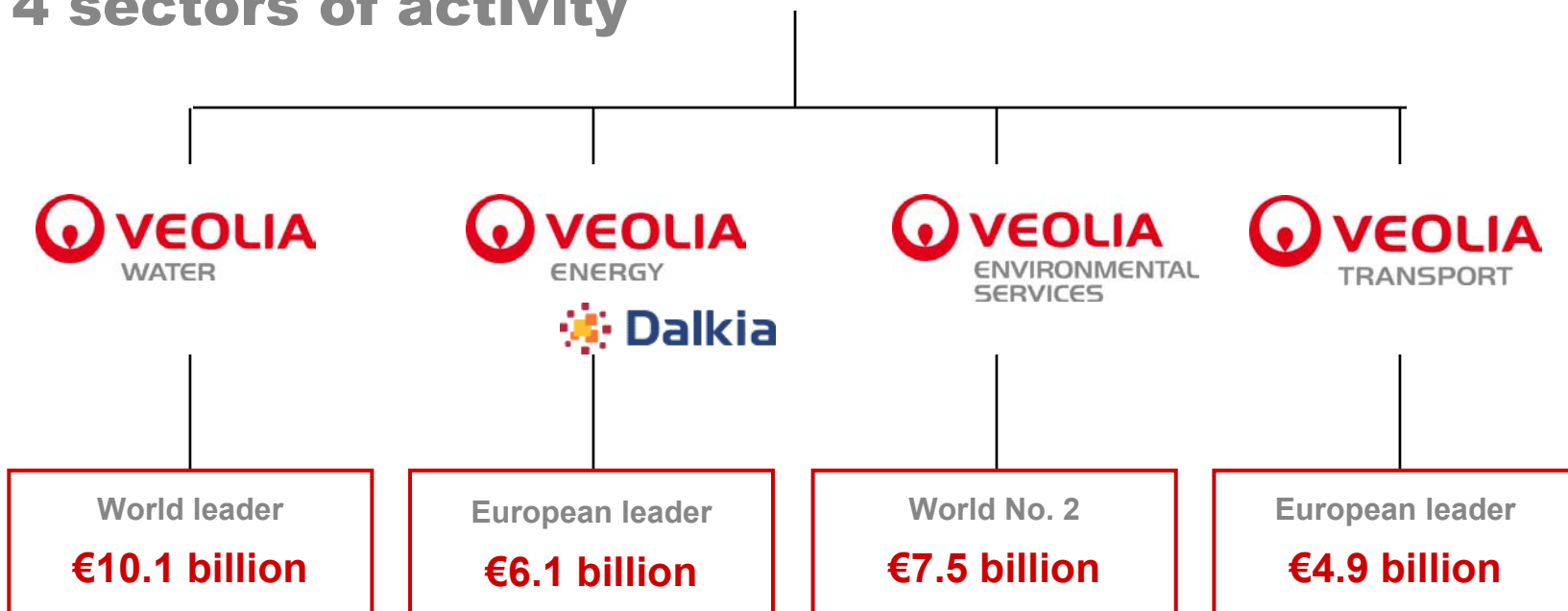
67% from municipalities

33% from industrial and tertiary
companies

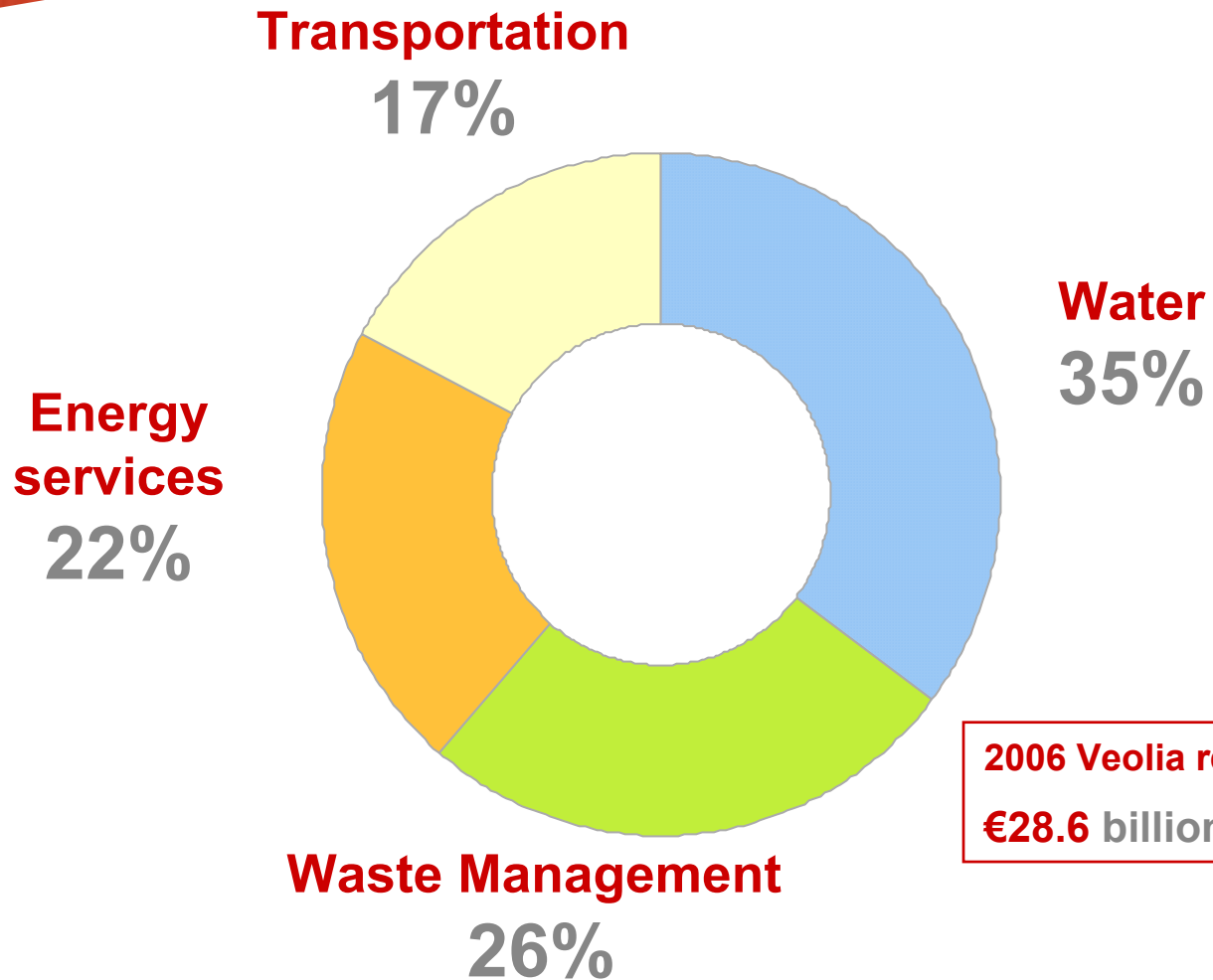
A single business line : environmental services



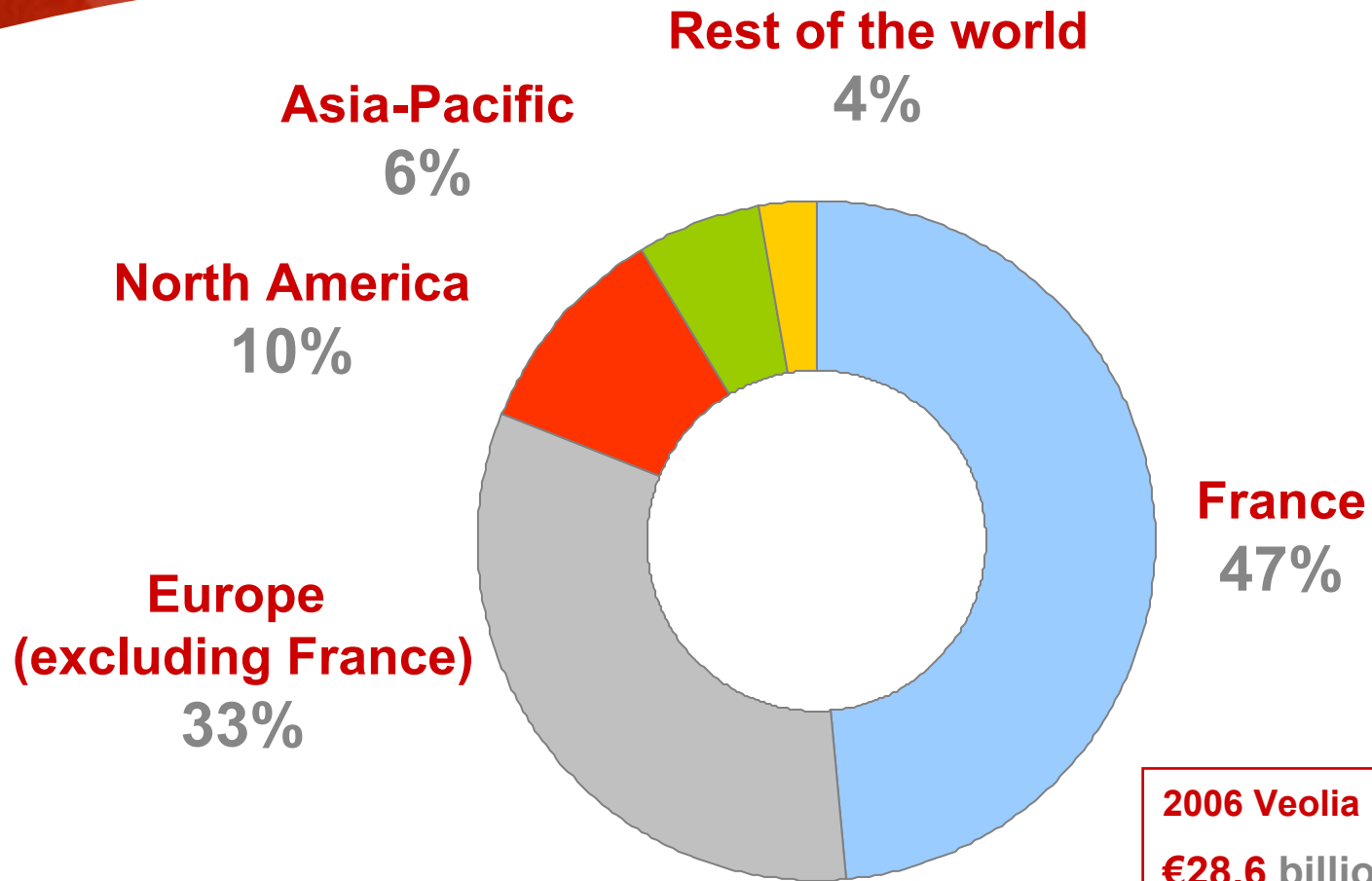
4 sectors of activity



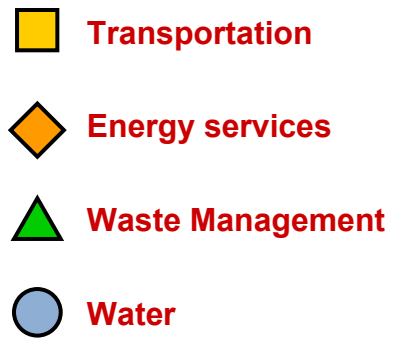
Breakdown of revenue by business



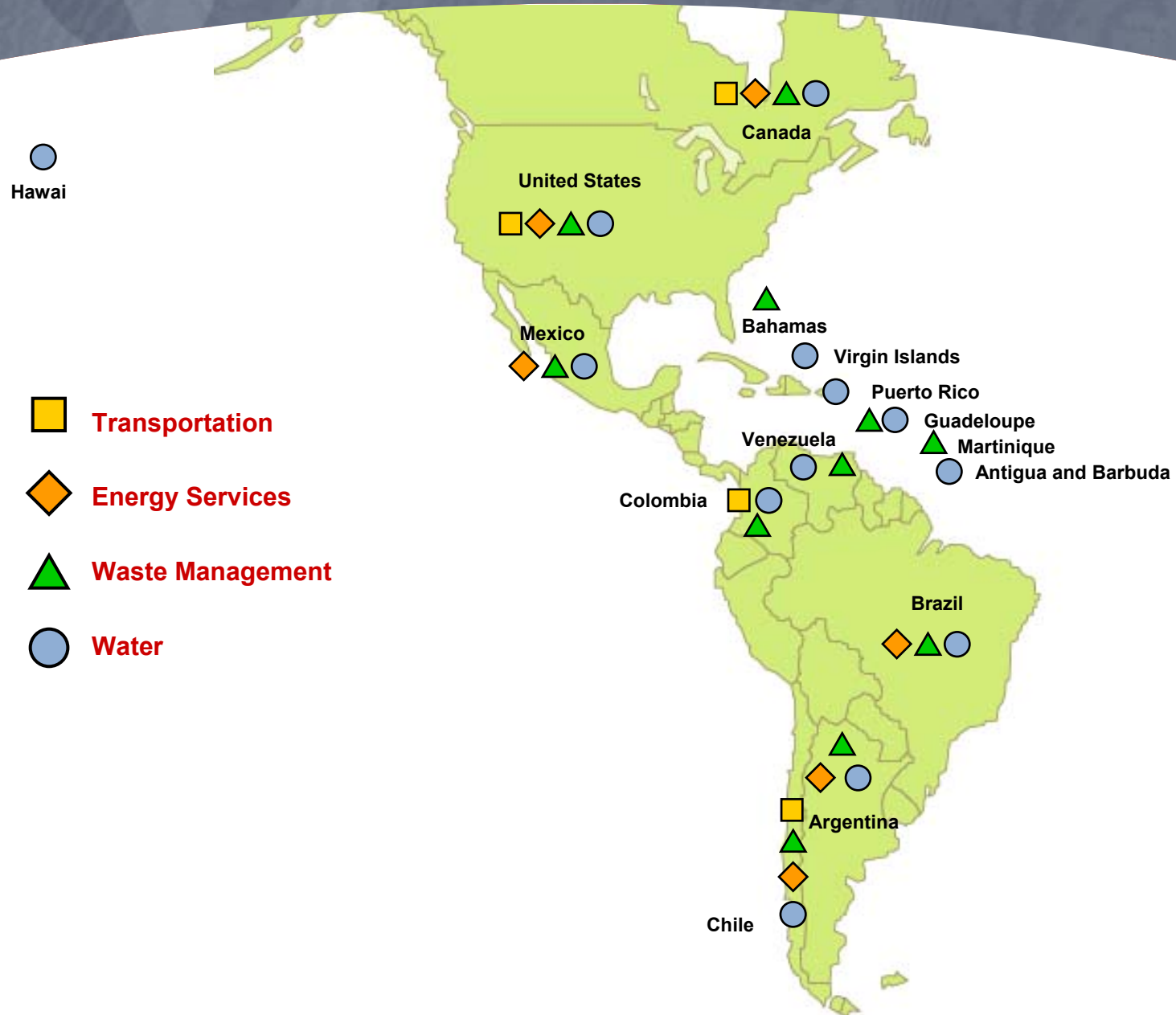
Breakdown of revenue by region



Veolia Environnement - Europe



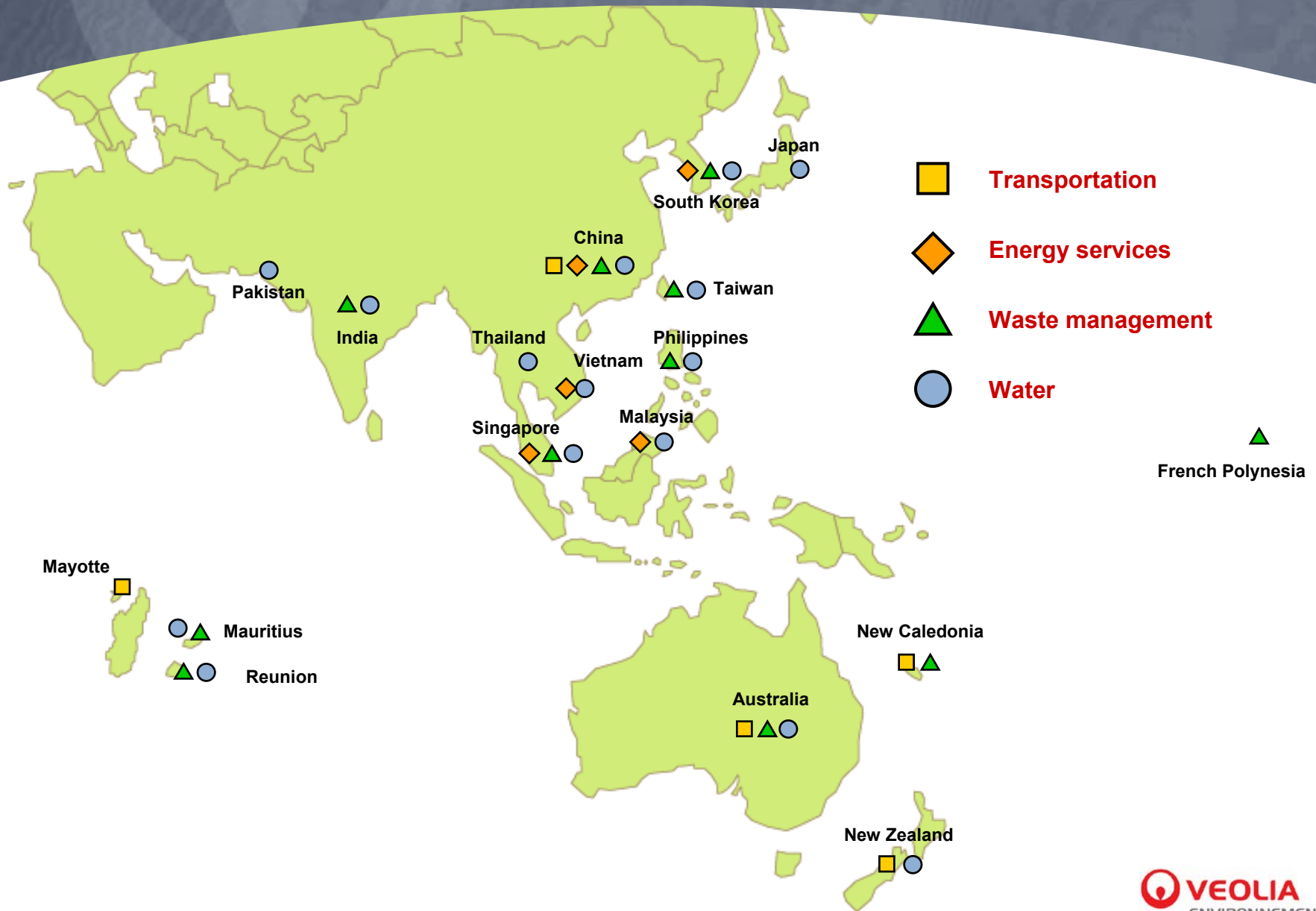
Veolia Environnement - Americas



Veolia Environnement - Africa and Middle East



Veolia Environnement - Asia and Oceania



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Activities

- Managing water and wastewater services for public authorities and industry.
- Designing technological solutions and building the facilities required to deliver these services.



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Key data

- **€10.1 billion** in 2006 revenue
- **77,841** employees
- Operations in **59 countries**
- **67 million** people provided with drinking water and **49 million** with wastewater services
- **4,159 water production plants** managed
- **3,112 wastewater treatment plants** managed
- **6.61 billion cubic meters** of water distributed
- **4.94 billion cubic meters** of municipal wastewater collected

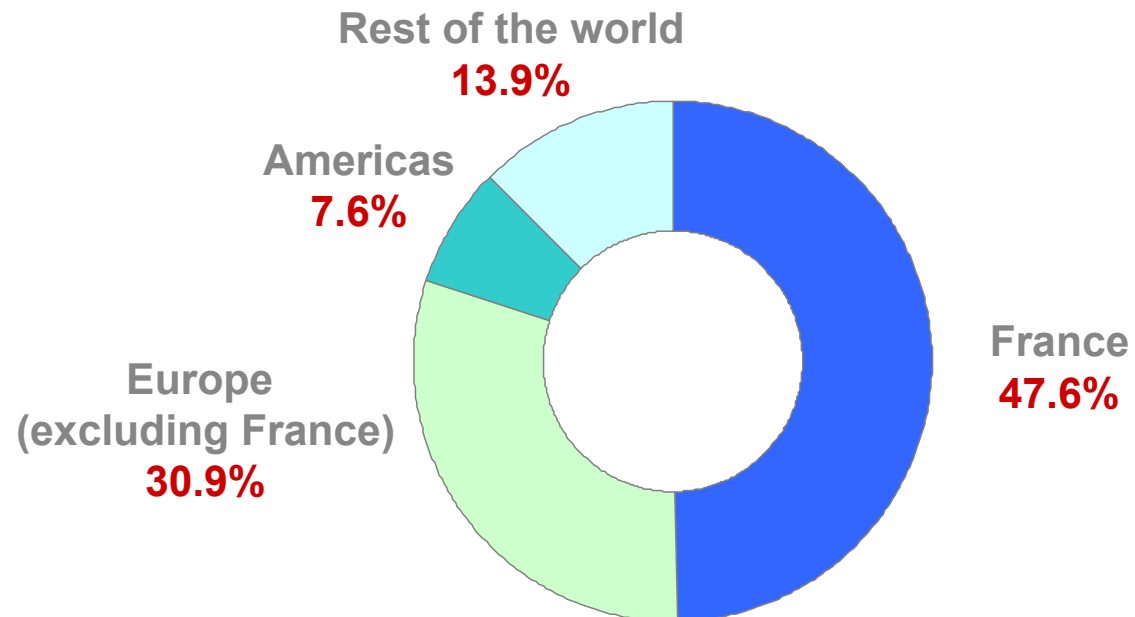
World leader in water services



Key figures

2006 revenue: **€10.1 billion**

2006 revenue **breakdown by region**



2. ASHKELON BOT PROJECT

1 - Project description

- Location
- Project milestones
- Contractual Structure

Aerial view of site 8/2005



Project Description

- The Ashkelon, BOT (Build, Operate and Transfer) Project guarantees a water production capacity of up to 110,000,000 m³/year.
- According to the BOT contracts the State of Israel is committed to purchase (take or pay) at least 100,000,000 m³/year
- The plant is located at the Ashkelon site of the Eilat-Ashkelon Pipeline Corporation.

“EAPC” Site



The Shareholders of VID

VID : PROJECT COMPANY

- IDE Technologies Ltd. - 50%

50/50 subsidiary of the Delek Group and Israel Chemicals Ltd.

- Veolia Water S.A. – **25%**

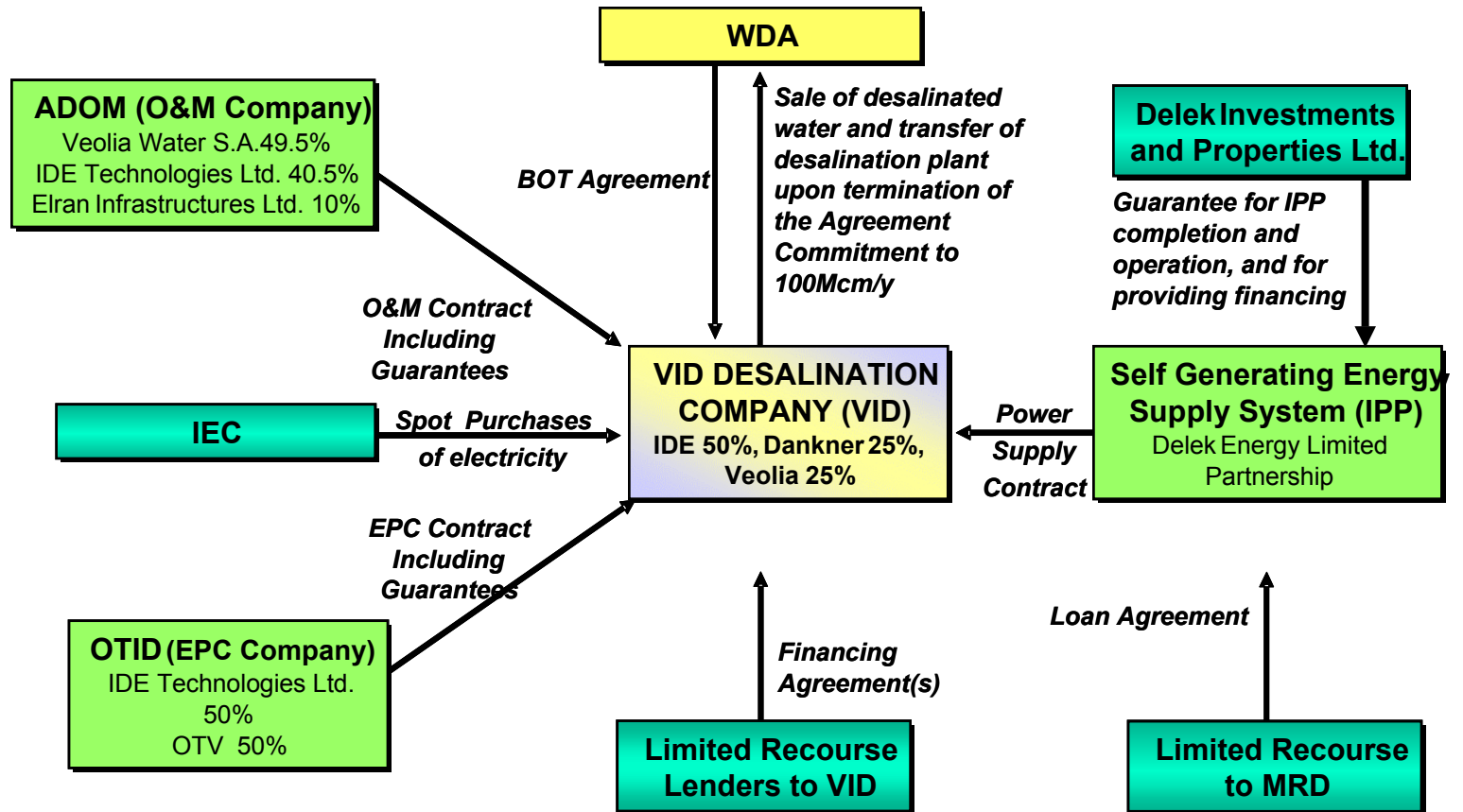
wholly owned by the Veolia Environment

- Elran Infrastructures Ltd.- **25%**

subsidiary of Elran (D.D.) Investment ,Dor Gas& Fibi Investment House

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Contractual Structure



The Shareholders of ADOM

ADOM : Operating Company

- Veolia Water 49,5%
- IDE 40,5%
- Elran 10%

3. LESSONS

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Lesson 1.

BOT implementation is a long and costly process

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Lesson 2.

Private money is costly

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Lesson 3.

**But private involvement aims at best efficiency
and best allocation of ressources**

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Lesson 4.

**Under a BOT, private companies commit on results
(not on means)**

Lesson 5.

**Under a BOT, public authorities must control results
(and not means) and share some risks**

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**FOR ALL PARTIES, PUBLIC AND PRIVATE,
A BOT CHALLENGE RELIES ON
A CHANGE OF ATTITUDE !**