

# INTERNATIONAL CONFERENCE

## From Red Sea to Dead Sea – Water and Energy

*Towards a sustainable management of water resources  
in Israel, Jordan, Palestine*

***The Red Sea – Dead Sea Water Conveyance Project***

*June 6–8, 2007, Geneva, Sharing Knowledge Foundation  
Intercontinental Hotel*

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Director for Middle East

**World leader in environmental services**

## AGENDA

- WHO WE ARE ?
- ASHKELON BOT PROJECT
- LESSONS

World leader in environmental services

# 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

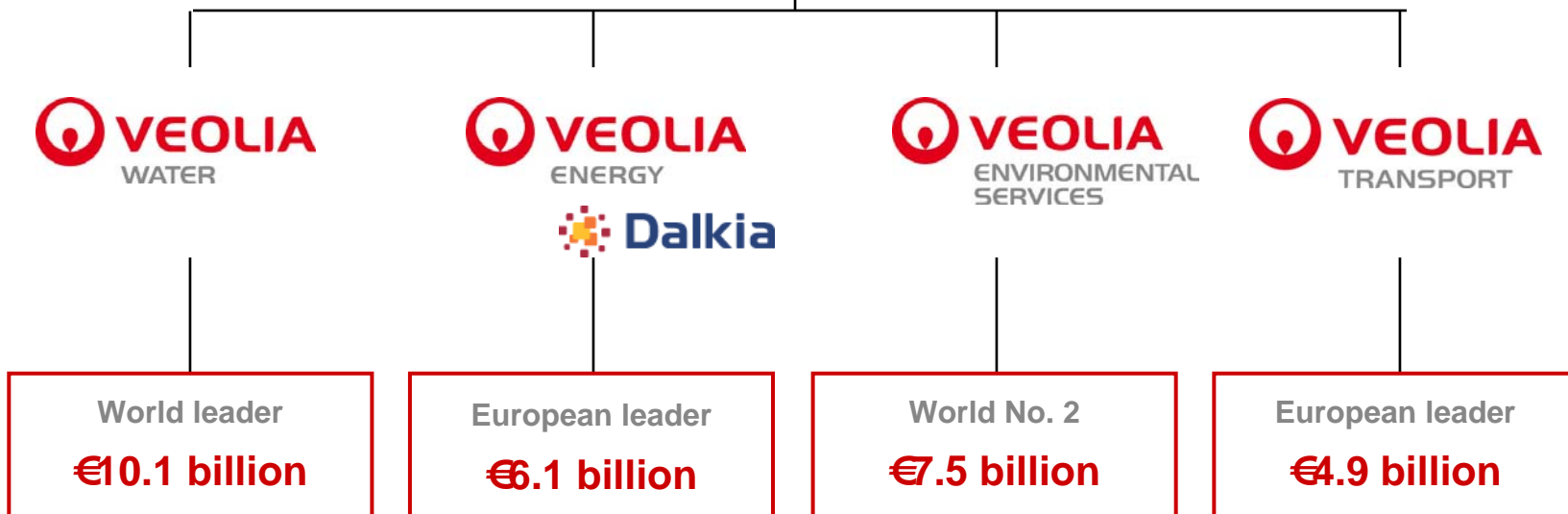
**33%** from industrial and tertiary companies

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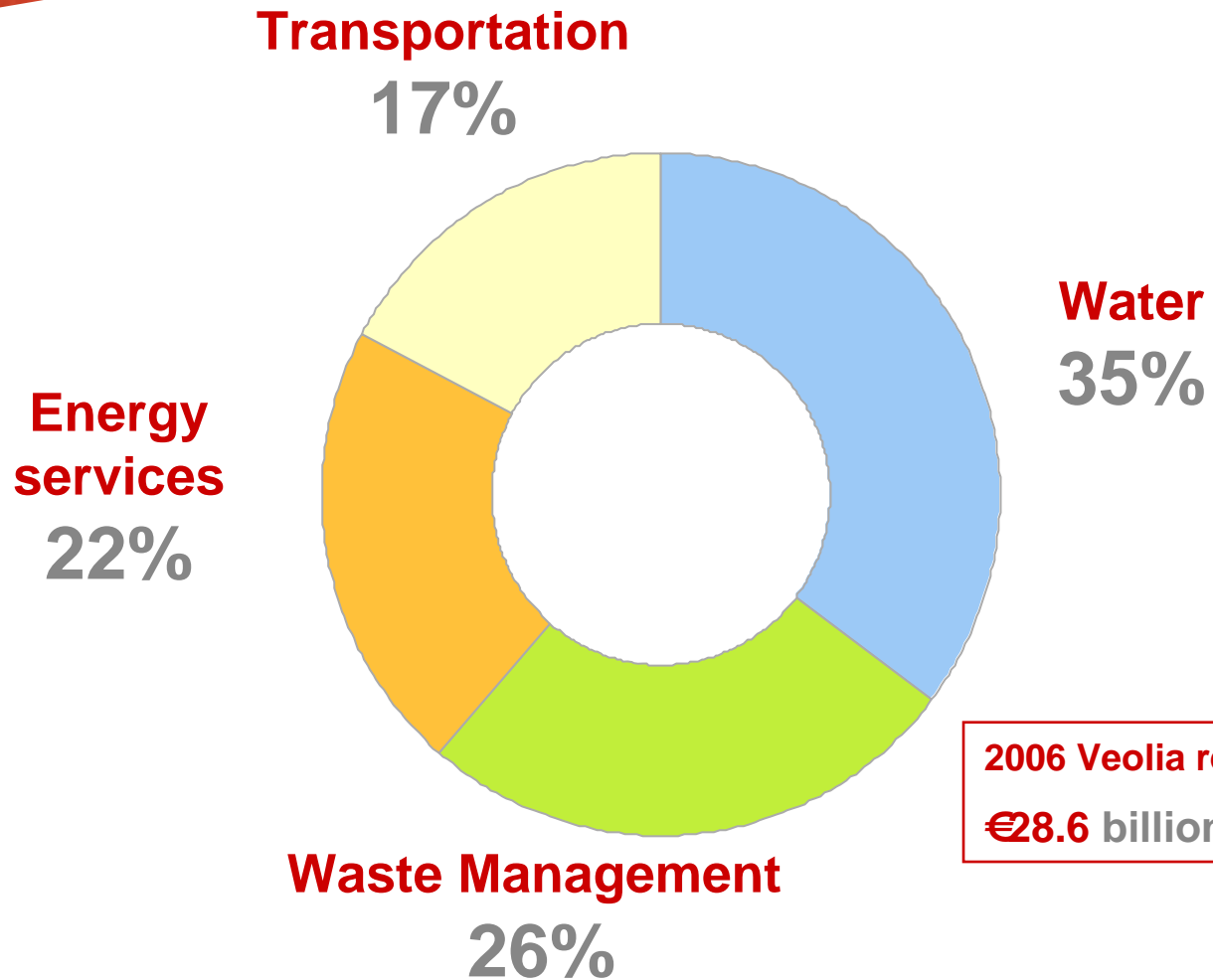
# A single business line : environmental services



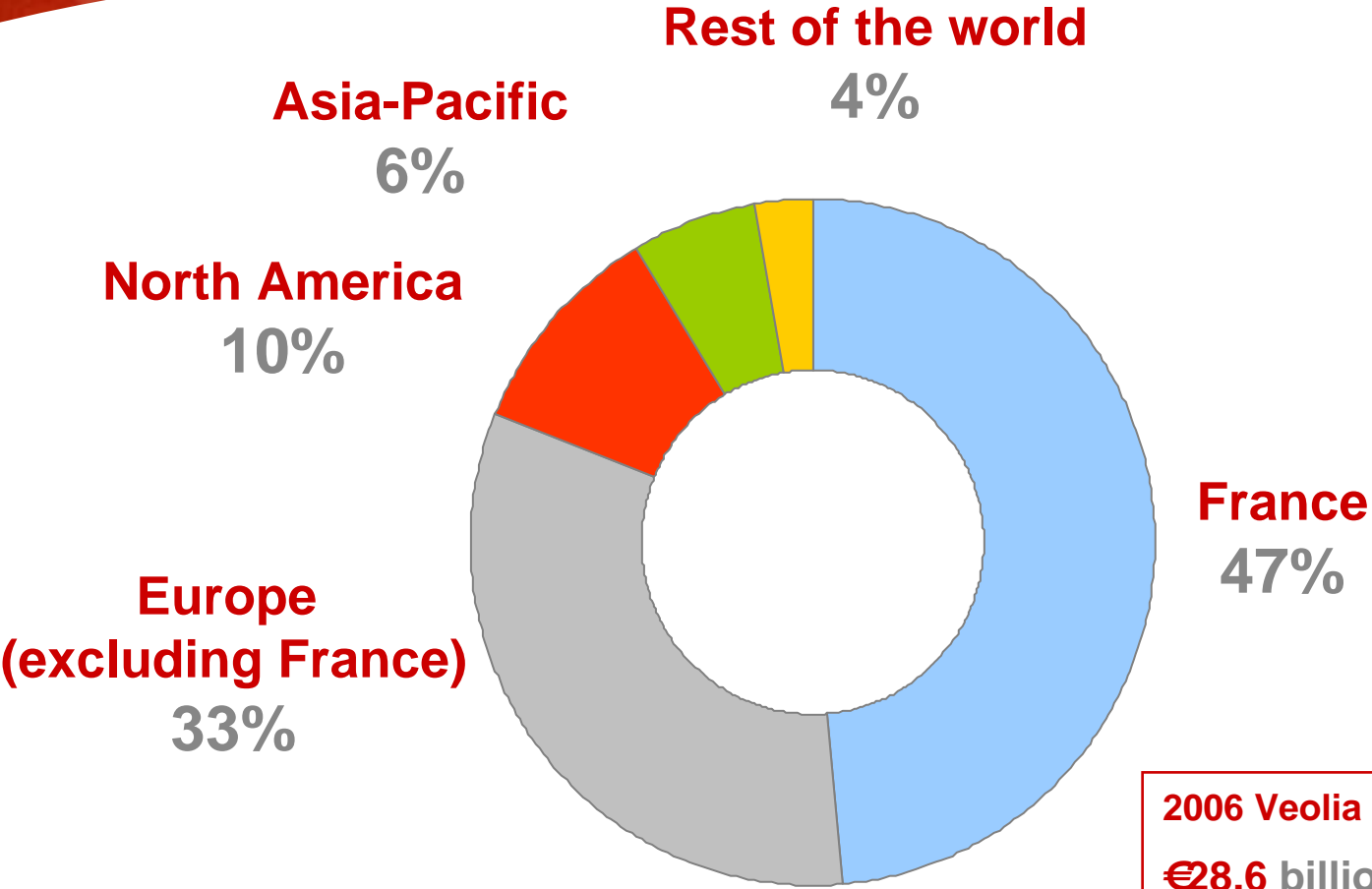
4 sectors of activity



## Breakdown of revenue by business



# Breakdown of revenue by region



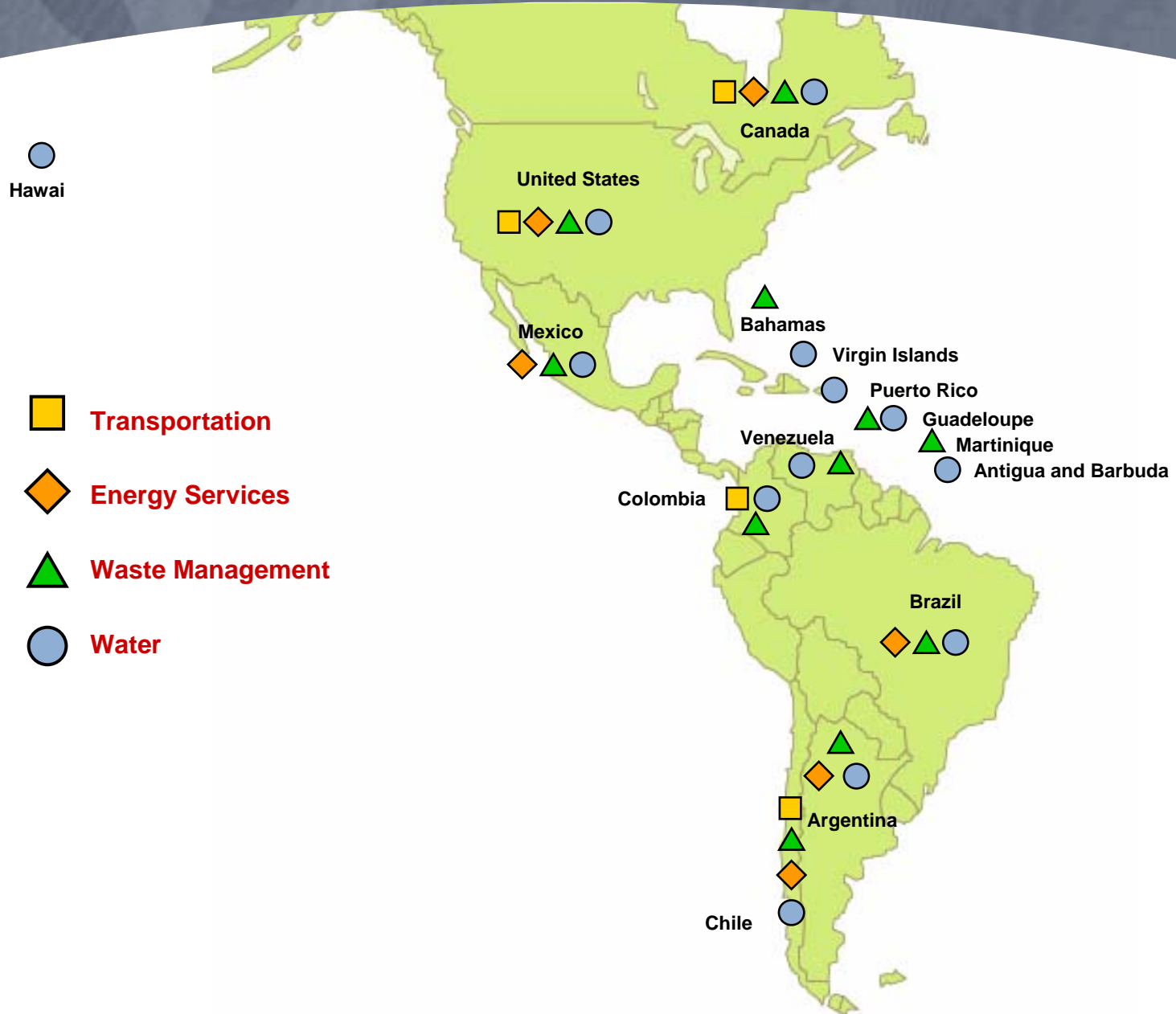


# Veolia Environnement - Europe

- **Transportation**
- ◆ **Energy services**
- ▲ **Waste Management**
- **Water**



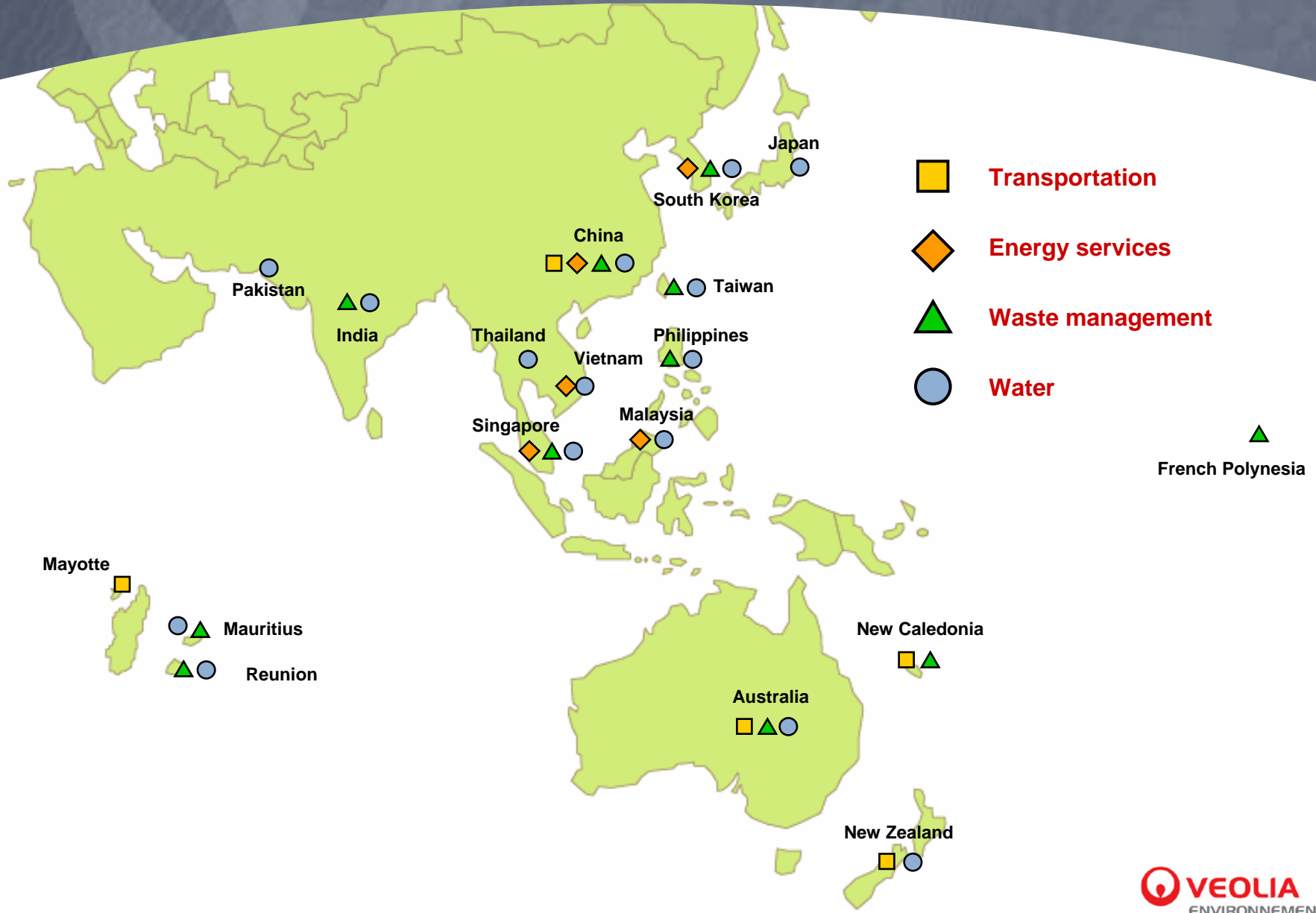
# Veolia Environnement - Americas



# Veolia Environnement - Africa and Middle East



# Veolia Environnement - Asia and Oceania



# World leader in water services



## 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

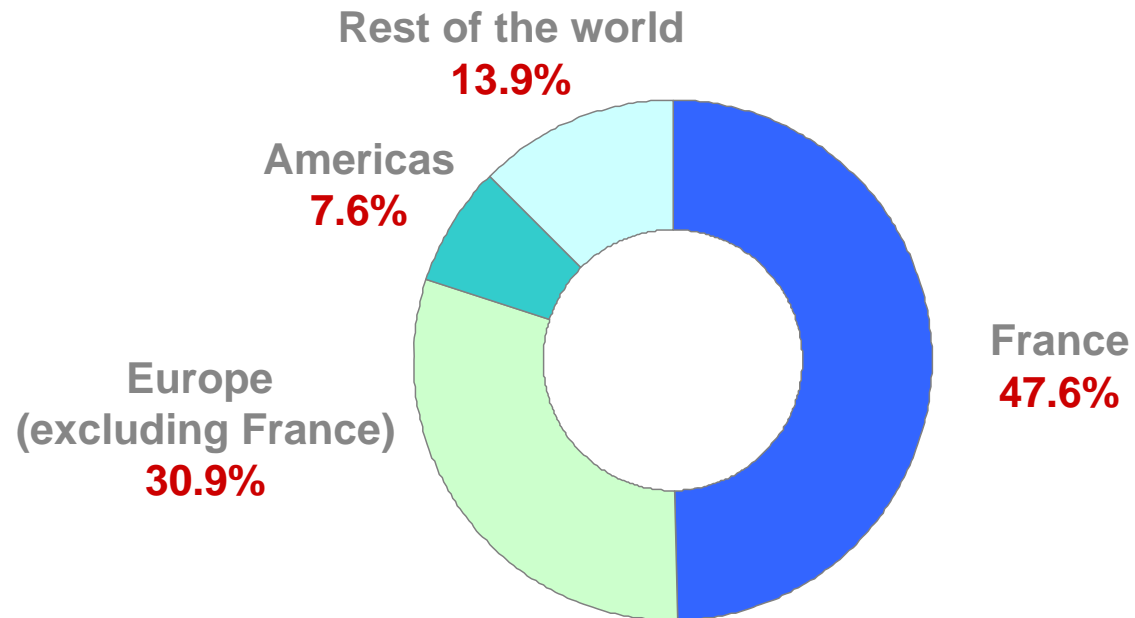
# World leader in water services



## 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 m<sup>3</sup>/year.**
- **According to the BOT contracts the State of Israel is committed to purchase (take or pay) at least 100,000,000 m<sup>3</sup>/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.**

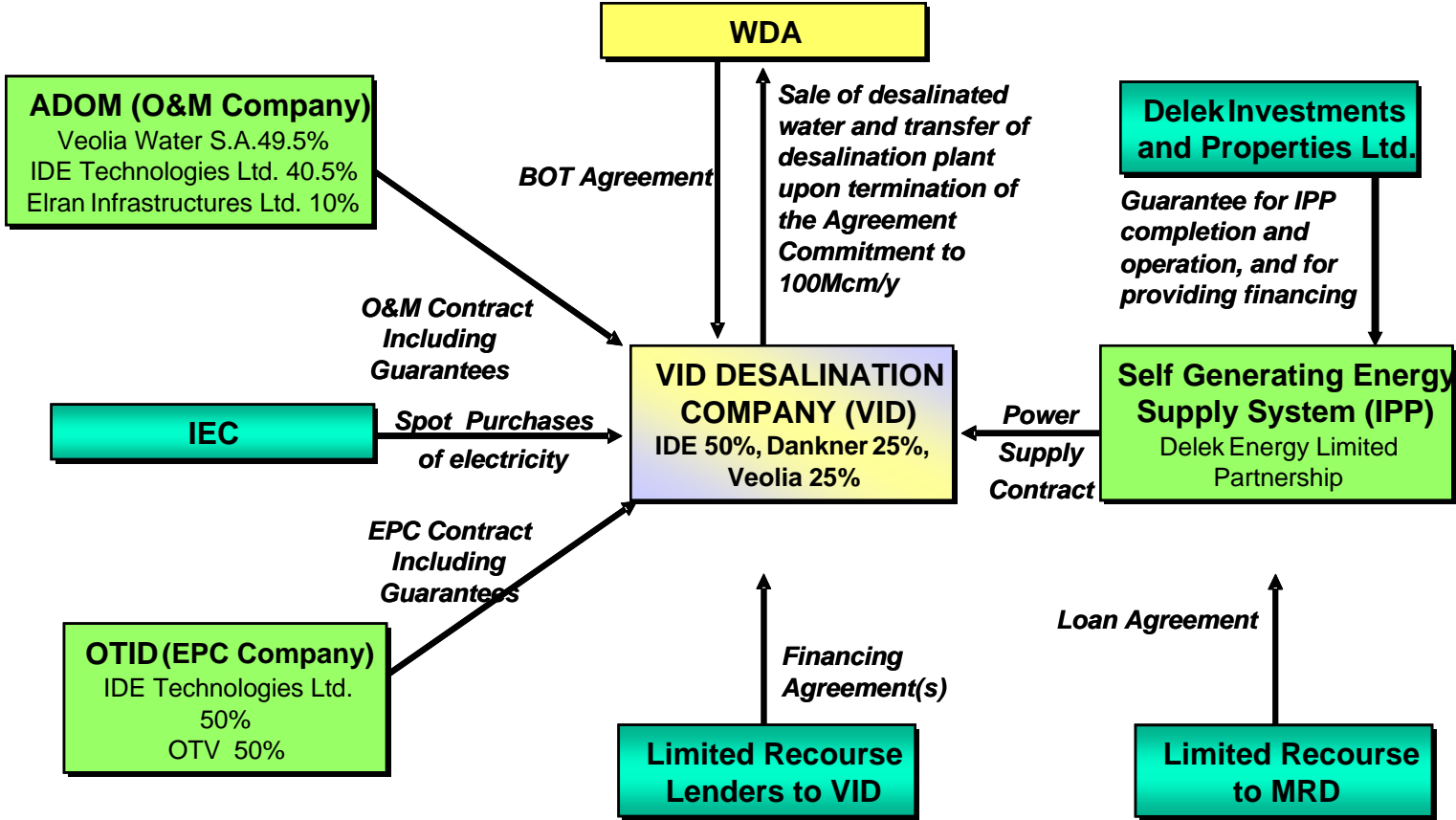
- Veolia Water S.A. – 25%

**wholly owned by the Veolia Environment**

- Elran Infrastructures Ltd.- 25%

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

# 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 resources**

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## **Lesson 4.**

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

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## **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 !**