



PRESS DAY
2016

CO-CONSTRUCTING GROWTH





CO-CONSTRUCTING
GROWTH

NEW ECONOMIC MODELS





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GROWTH

NEW ECONOMIC MODELS



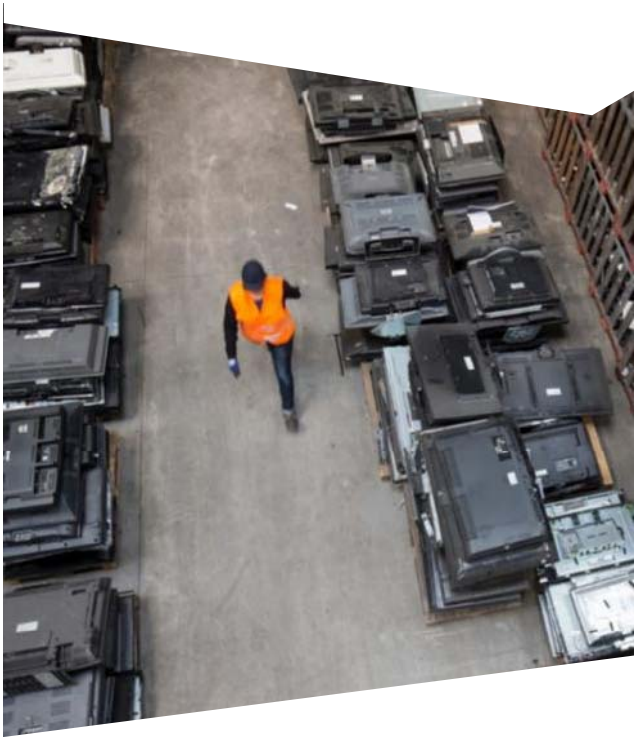
François Bertreau
Chief Operating Officer, Veolia

Hiroshi Koshiishi
CFO and Senior Managing Director,
Takeei Corporation

Christophe Maquet
Energy Business Line Director,
Veolia Japan

CO-CONSTRUCTION ECONOMIC MODELS

IN ADDITION TO THE HISTORICAL VALUE IT PROVIDES, VEOLIA ALSO SUPPORTS ITS INDUSTRIAL AND MUNICIPAL CLIENTS IN NEW SERVICES



CONTEXT

- Environmental footprint reduction
- Growing impact of digitalization
- One Veolia reorganization

CO-CONSTRUCTION ECONOMIC MODELS
ECONOMIC MODELS FOUNDED ON

MULTI-BUSINESSES

MULTI-CLIENTS

PERFORMANCE

EXPERTISE



ASSETCO/OPCO LEVERAGE OUR EXPERTISE

a LEVERAGE EFFECT on
its economic models
for co-construction
GROWTH, without putting
pressure of the BALANCE
SHEET

Clients' needs are
the development or
the renewal of their
infrastructures and
the outsourcing of their **util
ities**

In addition to its
operating know-how, Ve
olia has developed a **glo
bal** solution with **financi
al** partners



ASSETCO/OPCO FACTS AND FIGURES

35 PROJECTS



REFERENCES

Financial investors



Industrial investors





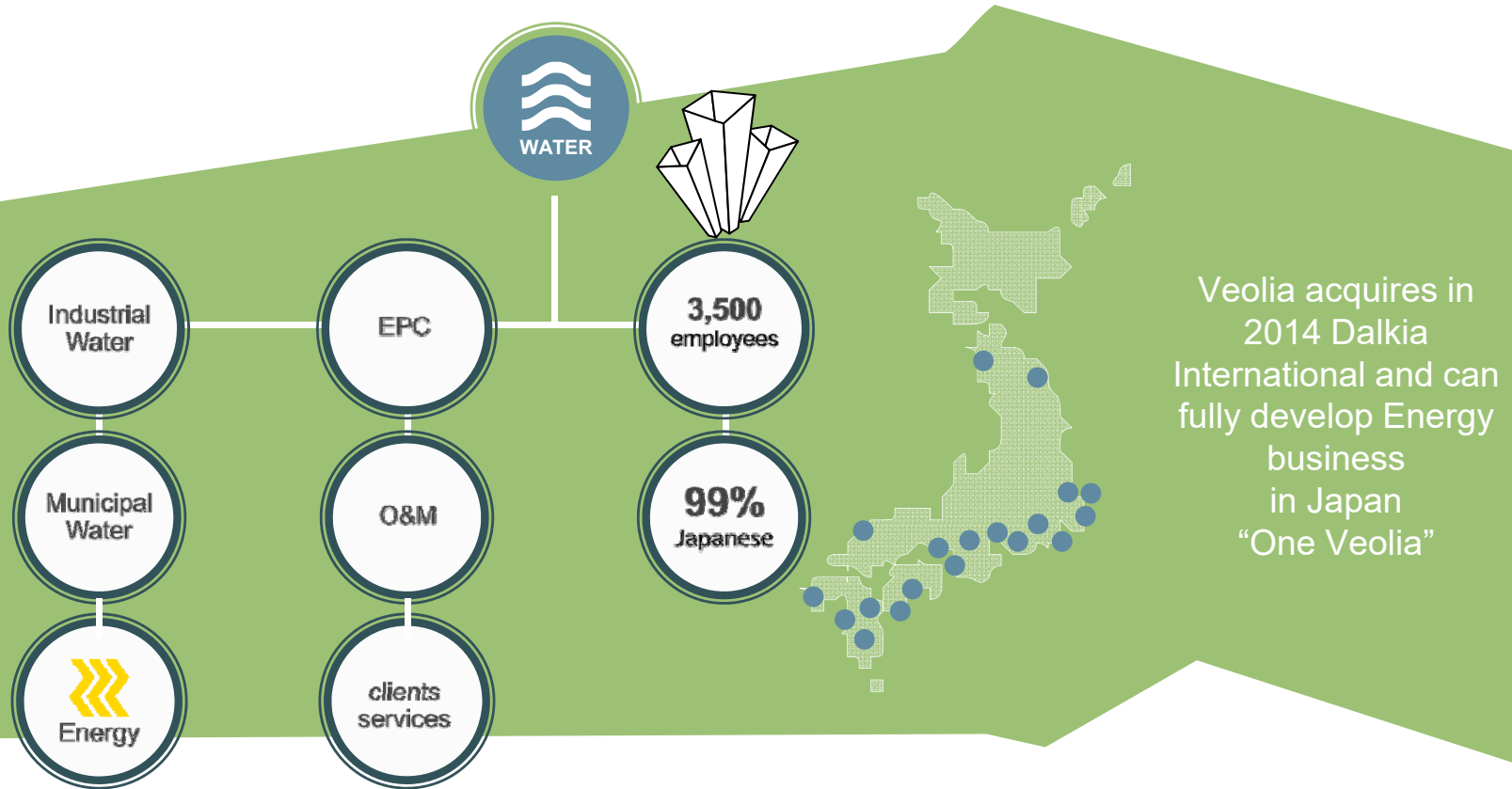
CO-CONSTRUCTING
GROWTH

A PARTNERSHIP FOR A BIOMASS CONTRACT



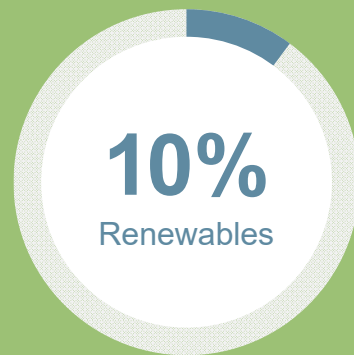
VEOLIA IN JAPAN

A WATER BUSINESS SINCE 2002

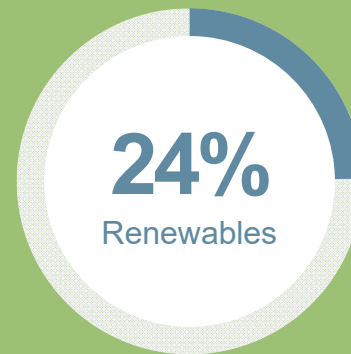


ENERGY MARKET IN JAPAN

RENEWABLE ENERGIES



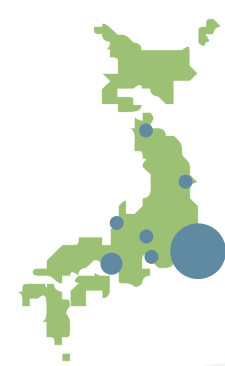
before Fukushima



in 2030



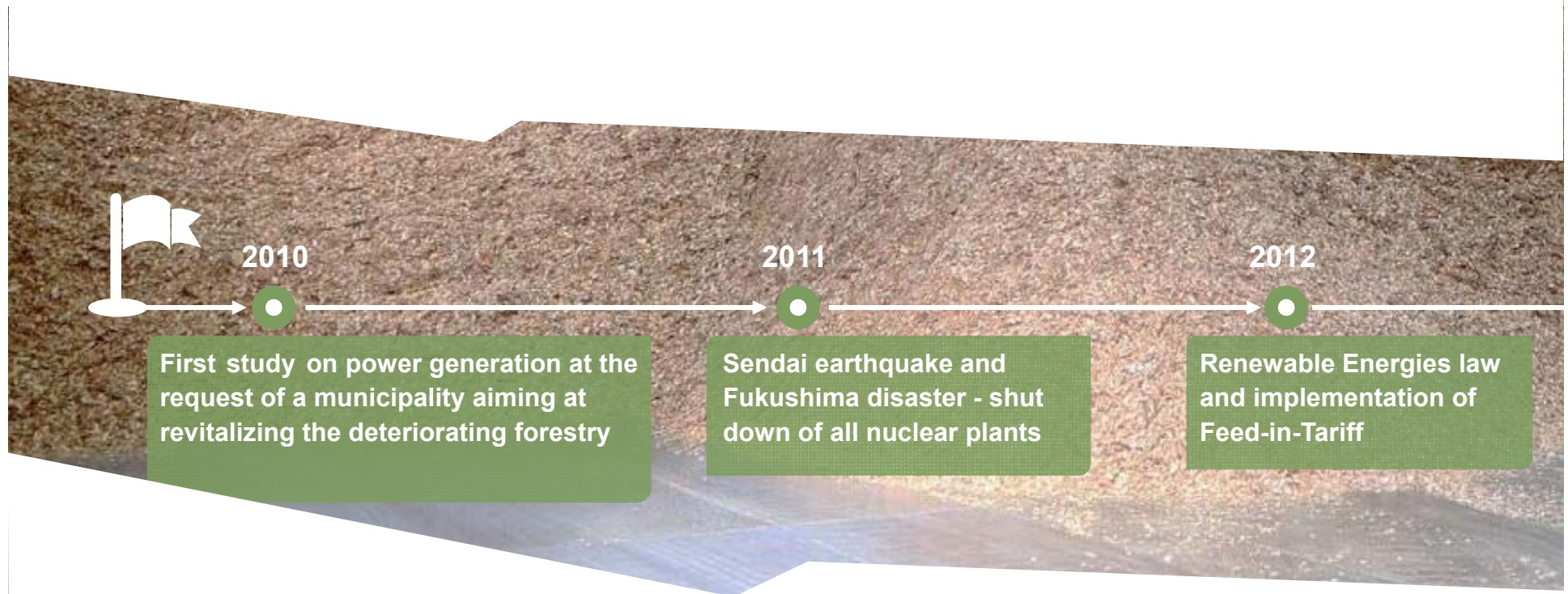
TAKEEI Corporation
A COMPREHENSIVE ENVIRONMENT MANAGEMENT
ENTERPRISE, A LEADER IN JAPAN



Our main Businesses is material recycling of industrial waste, especially construction & demolition waste

- Large presence in Tokyo area
- We are expanding our business areas to biomass power generation and others including environmental analysis, waste management, engineering etc.
- Target to double Turnover in 5 years

ENTRY INTO BIOMASS POWER GENERATION BUSINESS



ENTRY INTO BIOMASS POWER GENERATION BUSINESS



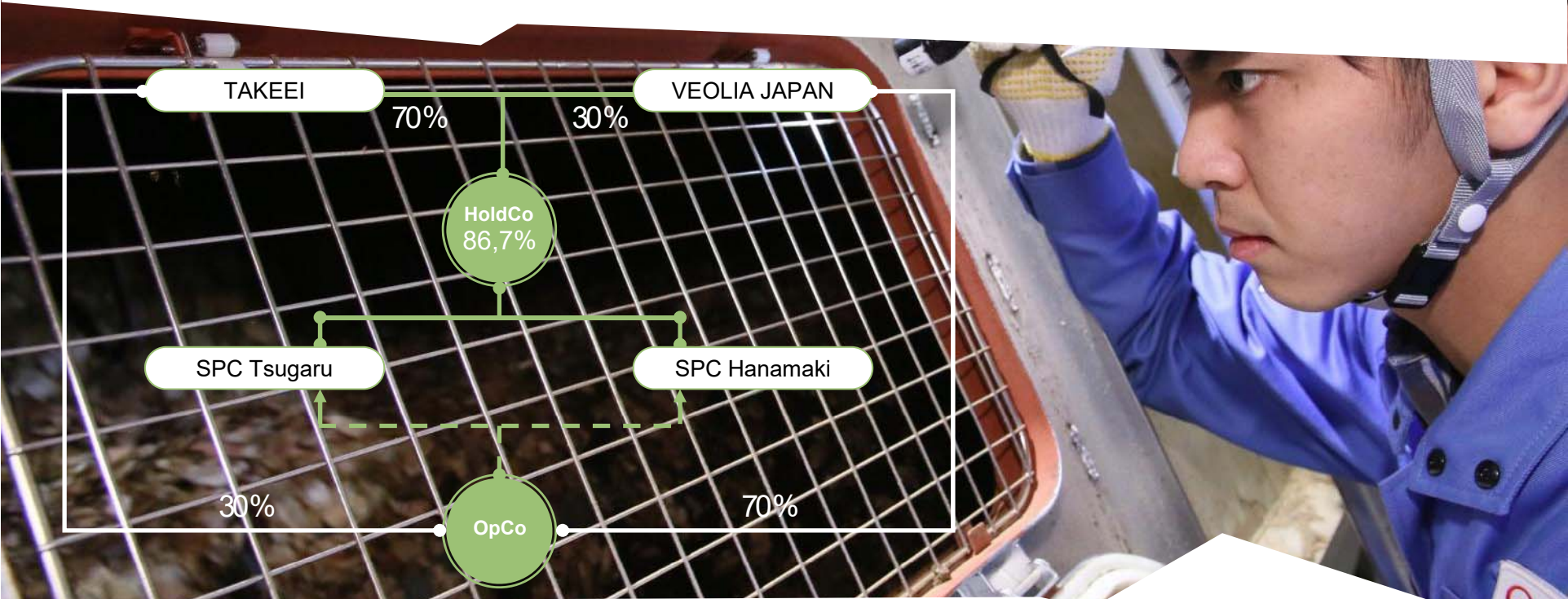
Dec 2014

Focus on Tohoku region affected by the earthquake: Hirakawa City and Hanamaki City – discussion with all stakeholders (municipality, forestry owners, ...)

Takeei – Veolia meeting: Veolia advanced knowhow could help Takeei to develop further this business in Japan – start of the discussions

capital investment in 2 projects was decided and partnership was set up

ASSETCO/OPCO TAKEEI - VEOLIA



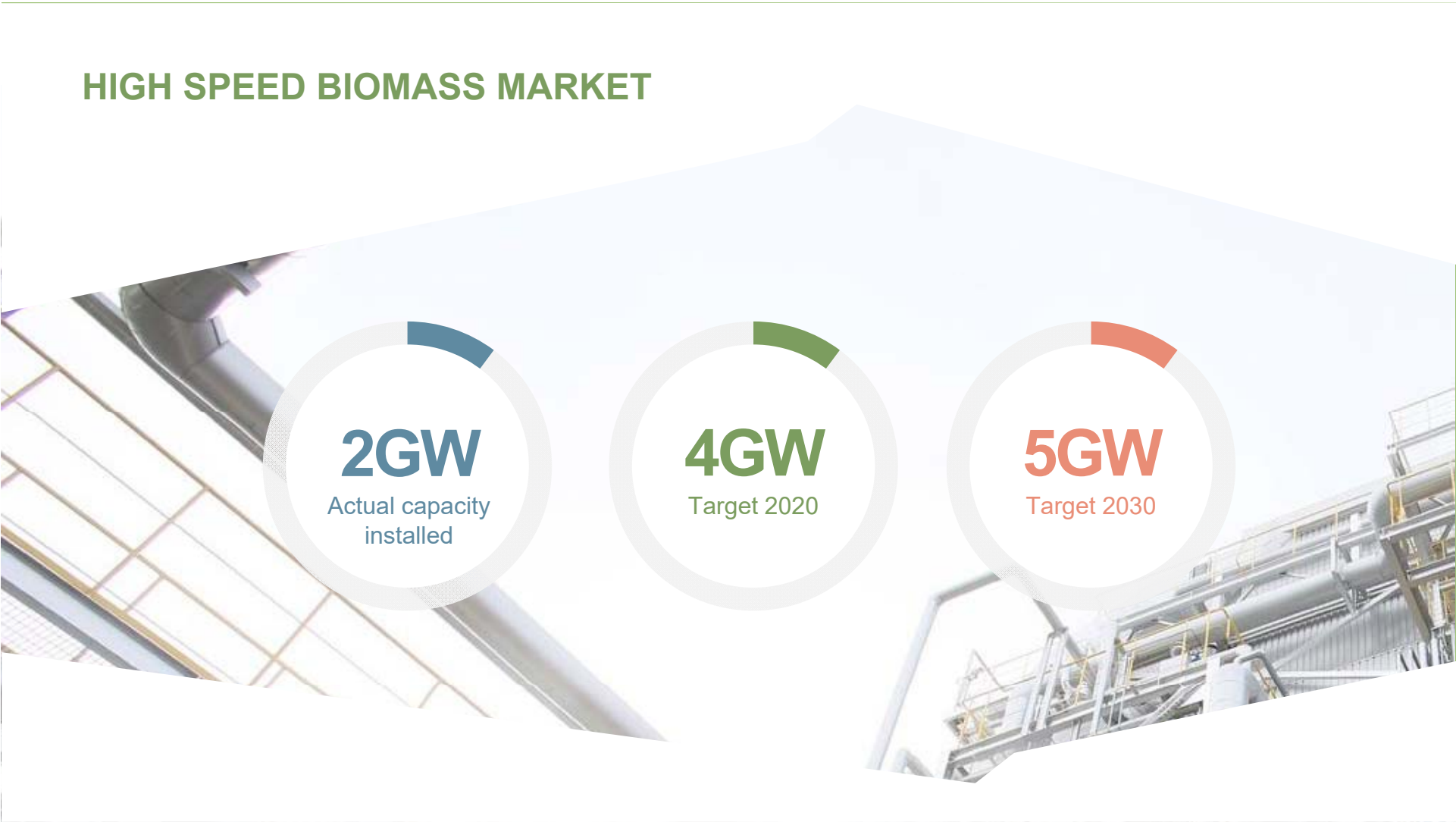
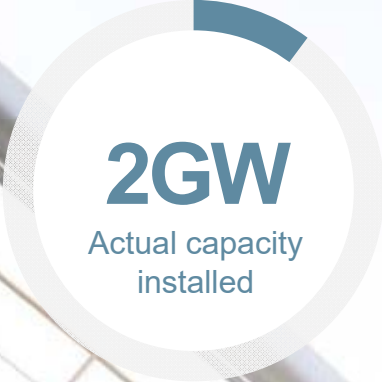
CO-CONSTRUCTION BENEFITS

TAKEEI - VEOLIA



- Electricity produced represent annual consumption of 14,000 households, i.e. the annual consumption of the Hirakawa City population
- CO₂ savings: 20,000 t / year

HIGH SPEED BIOMASS MARKET



A MODEL FOR GROWTH

TAKEEI – VEOLIA JV

- Already 2 biomass projects secured and under construction or operations, we are studying possible cooperation on **NEW BIOMASS** power generation **PROJECTS**
- Study possible **COLLABORATION** in energy field as well as **FORESTRY** business
- **JOINT** investment / operation in other **BUSINESSES**

A MODEL FOR GROWTH FOR VEOLIA AND BEYOND THE PARTNERSHIP

- First energy project in Japan for Veolia: to grow its market share in the operations of biomass power generation plants
- Opportunity to develop other projects in the energy sector in Japan, capitalizing on the synergies between the Veolia teams: industrial customers is the main focus





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