

Severn Trent Plc

Severn Trent Water Services

Severn Trent Water

Severn Trent Water International

ST Italia

Strewa

Biffa Waste Services

Consultancy
Indaqua
Aquafin

Severn Trent Services

North American
Operating Services
Water and waste
Purification
Metering Services
Laboratory Services
Information
Technology
Services

**Severn Trent Water
International Ltd.**

2308 Coventry Road
Birmingham B26 3JZ
United Kingdom

Telephone: +44 (0) 121 722 6130
Fax: +44 (0) 121 722 6138
Email: stwi.headquarters@stwi.co.uk
Website: www.stwaterinternational.com

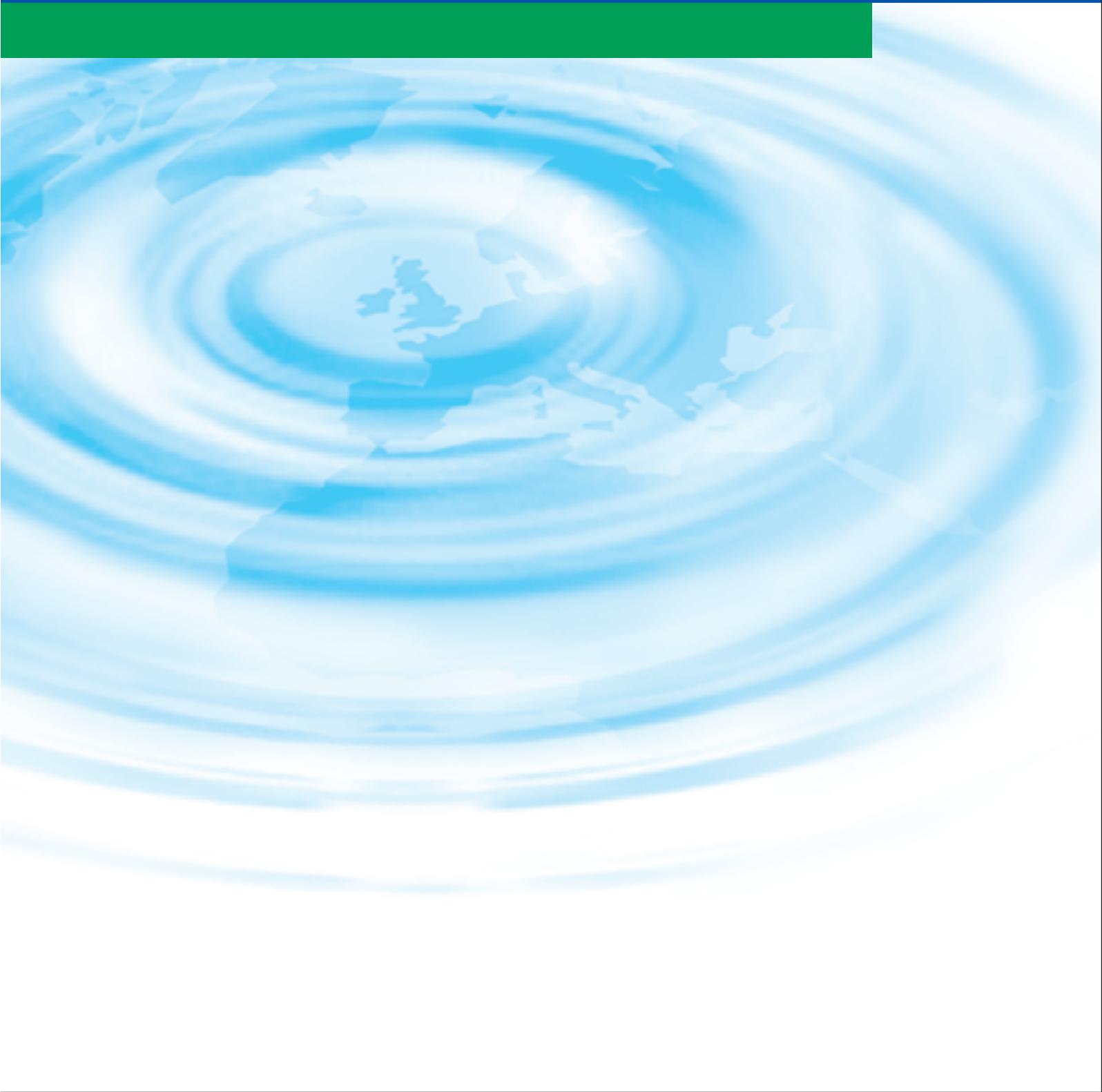
A part of Severn Trent Plc



**Severn Trent Water
International Ltd.**

Water & Wastewater Management World-wide

International Water and Wastewater Utility



International Water and Wastewater Utility Services

Provision of water and wastewater services is traditionally the responsibility of the water utility. Whether they are government owned or privately operated, utilities are experiencing new pressures and expectations. In countries where drinking water and sanitation are inadequate, those pressures arise from the drive to meet basic public health needs, often for burgeoning populations. Elsewhere, pressures and expectations normally arise from either the drive for higher quality standards, lower charges or the need to secure the supplies to service a developed economy in “water stressed” areas. Many utilities, however, need some assistance in addressing these challenges and this often involves partnerships, the sharing of knowledge and application of best practice. Severn Trent Water International (STWI) can provide that help.

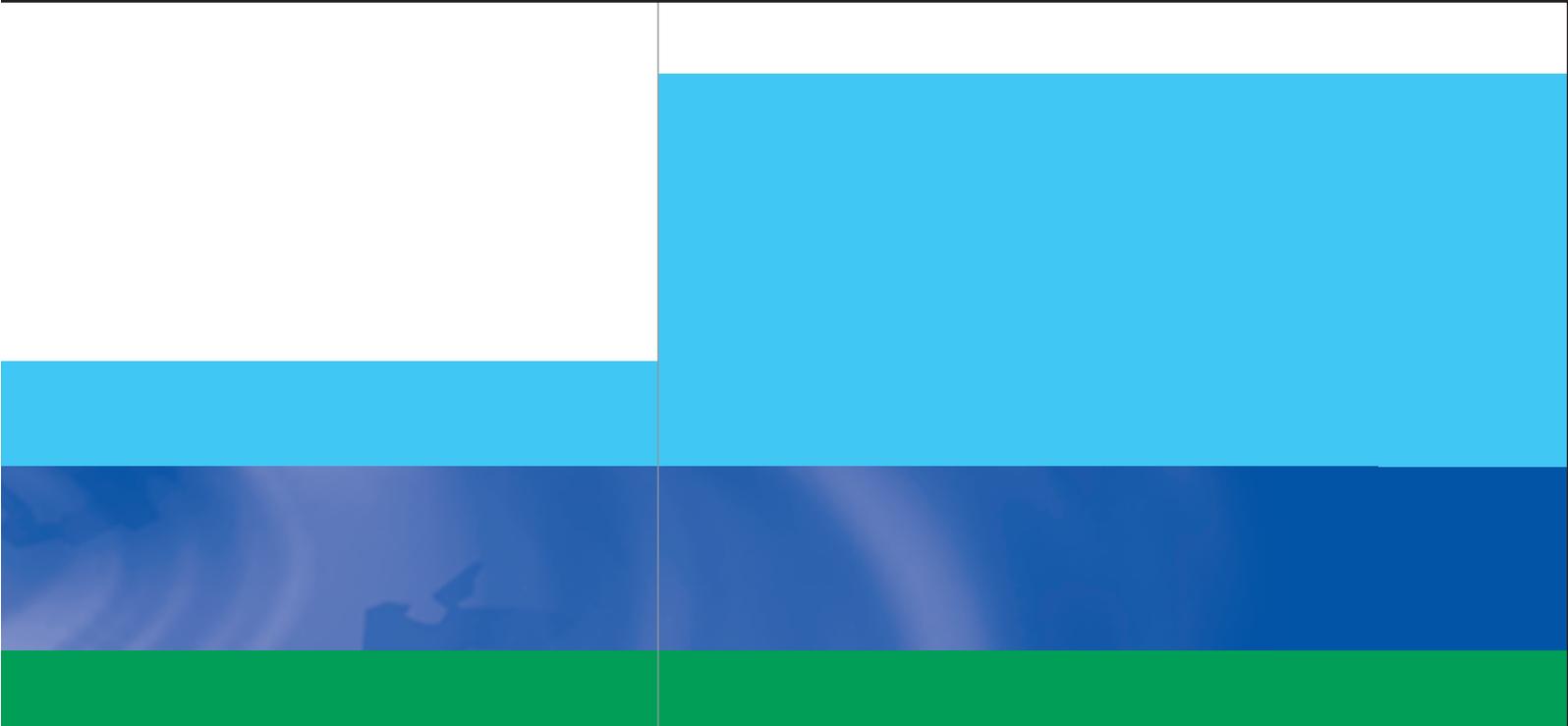
STWI is the global operating and management arm of the Severn Trent Group, a world leader in water, wastewater and environmental services that currently employs some 14,000 people and is one of the top 100 companies listed on the London Stock exchange with an annual turnover in excess of £1,500 million (US\$2,400 million). The Group's UK water business has successfully managed many business improvement projects, from its origins as a public authority that took over from a multitude of municipal water boards, through privatisation to the leading UK water company delivering the highest quality and most efficient service. The Group's solid waste and services businesses complement to give a comprehensive and leading environmental capability - as is demonstrated by Severn Trent being listed as the leading utility in the Dow Jones Sustainability World Index.

The Severn Trent experience is directly relevant to water utilities around the world and has enabled STWI to support its clients in all aspects of water utility development and transformation. Over the last 20 years STWI has provided clients, in 65 different countries, with the opportunity to share in the experiences, and access the knowledge base of an organisation that combines the expertise of an operator, contractor and consultant. This unique combination enables STWI to offer a range of flexible solutions directly to customers and via consultancy projects that cover every facet of the provision of water, wastewater and environmental services.

STWI delivers tailored technical, operational and management solutions to clients ranging from:

- Multilateral and bilateral funding agencies
- National and regional government bodies
- Municipal authorities.
- Private companies and multi-national organisations

The following summarises the principle utility services provided by STWI:



Operational Partnerships - STWI has established partnerships with clients to enable them to focus on their core activities and realise major efficiencies. These relationships extend from establishing Public Private Partnerships, joint ventures and running entire utilities to the operation of individual utility functions and facilities. STWI brings the expertise required to generate operational and management efficiencies whilst maintaining a high quality service delivery capability.

Management and Consultancy Services - STWI provides a range of management and consultancy services derived from the unique position and understanding of being a utility operator and consultant. STWI has technical, operational and managerial expertise, combined with high level institutional, financial, commercial, regulatory and change management skills to undertake both simple and complex commissions around the world.

Training - The ability of Severn Trent to positively respond to change is a mark of the skills and abilities of its human resources and the training its people have undergone. It recognises that staff training and professional development is key to the success of its businesses. STWI offers a range of flexible options to help develop a client's organisation and thereby enhance the provision of its water, wastewater and environmental services. This can range from specific functional training courses or programmes to study tours to the UK.

International Water and Wastewater Utility Services

Provision of water and wastewater services is traditionally the responsibility of the water utility. Whether they are government owned or privately operated, utilities are experiencing new pressures and expectations. In countries where drinking water and sanitation are inadequate, those pressures arise from the drive to meet basic public health needs, often for burgeoning populations. Elsewhere, pressures and expectations normally arise from either the drive for higher quality standards, lower charges or the need to secure the supplies to service a developed economy in “water stressed” areas. Many utilities, however, need some assistance in addressing these challenges and this often involves partnerships, the sharing of knowledge and application of best practice. Severn Trent Water International (STWI) can provide that help.

STWI is the global operating and management arm of the Severn Trent Group, a world leader in water, wastewater and environmental services that currently employs some 14,000 people and is one of the top 100 companies listed on the London Stock exchange with an annual turnover in excess of £1,500 million (US\$2,400 million). The Group's UK water business has successfully managed many business improvement projects, from its origins as a public authority that took over from a multitude of municipal water boards, through privatisation to the leading UK water company delivering the highest quality and most efficient service. The Group's solid waste and services businesses complement to give a comprehensive and leading environmental capability - as is demonstrated by Severn Trent being listed as the leading utility in the Dow Jones Sustainability World Index.

The Severn Trent experience is directly relevant to water utilities around the world and has enabled STWI to support its clients in all aspects of water utility development and transformation. Over the last 20 years STWI has provided clients, in 65 different countries, with the opportunity to share in the experiences, and access the knowledge base of an organisation that combines the expertise of an operator, contractor and consultant. This unique combination enables STWI to offer a range of flexible solutions directly to customers and via consultancy projects that cover every facet of the provision of water, wastewater and environmental services.

STWI delivers tailored technical, operational and management solutions to clients ranging from:

- Multilateral and bilateral funding agencies
- National and regional government bodies
- Municipal authorities.
- Private companies and multi-national organisations

The following summarises the principle utility services provided by STWI:

A Global Presence

The following summarises STWI's activities and experiences around the world:

Western Europe and the Mediterranean - STWI has been an active investor and participant in Western European utility businesses for over 12 years including through Public Private Partnerships and joint ventures as well as through wholly owned subsidiaries. Together, these businesses provide water and wastewater services for some 8 million people in the following countries:

- Belgium – the Aquafin Public Private Partnership with the Flemish Regional Government
- Germany – Severn Trent Wasser and Abwasser GmbH
- Italy – Severn Trent Italia, ISECO and La Biodepuratrice and the Public Private Partnerships that those companies have with regional, provincial and municipal authorities
- Portugal – the Inadqua joint venture is a leader in water service concession contracts.

STWI also offers services to the industrial and public sectors on all matters related to the provision and treatment of water and wastewater. Commissions have been recently completed in Belgium, Cyprus, Germany, Israel, Northern Ireland and Turkey.

Central and Eastern Europe - STWI has provided consultancy, advisory and management services throughout Central and Eastern Europe for over 15 years. Typically, such projects have addressed institutional strengthening, corporatisation and private sector participation in municipal utilities, including transaction management, as well as asset management, capital investment planning and other, operational and technical issues. Over the last 5 years, the company has undertaken projects in Azerbaijan, Bulgaria, Estonia, Georgia, Poland, Romania, Russia, and Ukraine.

Americas and the Caribbean - Over more than 15 years, STWI has been providing operations, management and advisory services in this region. STWI have completed commissions in Argentina, Brazil, Guatemala, Mexico, Puerto Rico, Peru, St Lucia and the three-year management contract for Trinidad & Tobago. The company is also managing the water and wastewater services for Guyana under a management contract.

Africa and the Middle East - The clients STWI has worked for in Africa and the Middle East include National and Regional Governments, Municipal Authorities such as water-boards and drainage bodies as well as multi-national companies. For nearly 20 years STWI has developed specific services tailored to meet individual organisational needs. This has covered operational, management, training and general advisory services. In the last 5 years advice has been given on legal, commercial, financial, operational and Private Sector Participation issues in countries such as Kenya, Nigeria, Mauritius, Mozambique, South Africa, Zambia and Zimbabwe. In Tanzania, the company has provided transaction advice to the National Government as part of a major project financed by the World Bank and co-financiers to introduce private sector expertise into the delivery of water and wastewater services for the city of Dar es Salaam.

Asia - STWI has over 18 years of experience providing operational, management, training and general advice in Asia, including through twinning arrangements with public bodies responsible for water services. Clients include National and Regional Governments, public bodies, municipal water-boards and multi-national companies. Specific services have also been developed to meet individual organisational needs, such as leakage detection, training and asset management planning. Recently clients in Hong Kong and mainland China, the Philippines and India have benefited from STWI's water management and operational expertise. The company has also worked in Bangladesh, Indonesia, Malaysia, Nepal, Pakistan and Singapore.



Operational Partnerships - STWI has established partnerships with clients to enable them to focus on their core activities and realise major efficiencies. These relationships extend from establishing Public Private Partnerships, joint ventures and running entire utilities to the operation of individual utility functions and facilities. STWI brings the expertise required to generate operational and management efficiencies whilst maintaining a high quality service delivery capability.

Management and Consultancy Services - STWI provides a range of management and consultancy services derived from the unique position and understanding of being a utility operator and consultant. STWI has technical, operational and managerial expertise, combined with high level institutional, financial, commercial, regulatory and change management skills to undertake both simple and complex commissions around the world.

Training - The ability of Severn Trent to positively respond to change is a mark of the skills and abilities of its human resources and the training its people have undergone. It recognises that staff training and professional development is key to the success of its businesses. STWI offers a range of flexible options to help develop a client's organisation and thereby enhance the provision of its water, wastewater and environmental services. This can range from specific functional training courses or programmes to study tours to the UK.