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1 00 000 :

SYMBOL OF VERGNET HYDRO'S SUCCESS AND KICK START TO A NEW ADVENTURE

2 015 marks definitely a milestone in the history of our company, with number of manual pumps sold since the early 70's crossing the 100,000 marker, i.e. 50 million people in rural zones supplied with drinking water by Vergnet Hydro pumps.

This success is a result of the staff's commitment, the quality of the products and of the after-sales service set up in partner countries as well as the loyalty of our clients throughout the years.

The small business set up by Marc Vergnet has gradually become a major sustainable development stakeholder in the field of rural water supply, building a reputation as a committed, efficient and innovative company.

As proud as we are of these results, they nonetheless represent just one step in our development. Indeed, there is still a huge amount of work to be done in the field, where more than one billion people in rural zones still do not have access to drinking water.

It is our responsibility to rise to the challenge and to get to work in order to meet these populations' needs.

However, traditional solutions have had their day. How can we possibly think that we can continue with the operating model that has prevailed for the last 40 years, while out of the one million manual pumps installed in Africa, around 50% are out of order and that the figures

in Asia are even more pitiful? There are therefore 250 million rural African people who are supposed to be supplied with drinking water and who are recorded as being such, when in actual fact they aren't. Yet pumps only represent around 15% of the overall cost of water points, the majority of costs being incurred for drilling and civil engineering.

This human resources and money waste has to stop. Our company is ready to take on this huge challenge, by offering innovative solutions and being involved in their implementation.

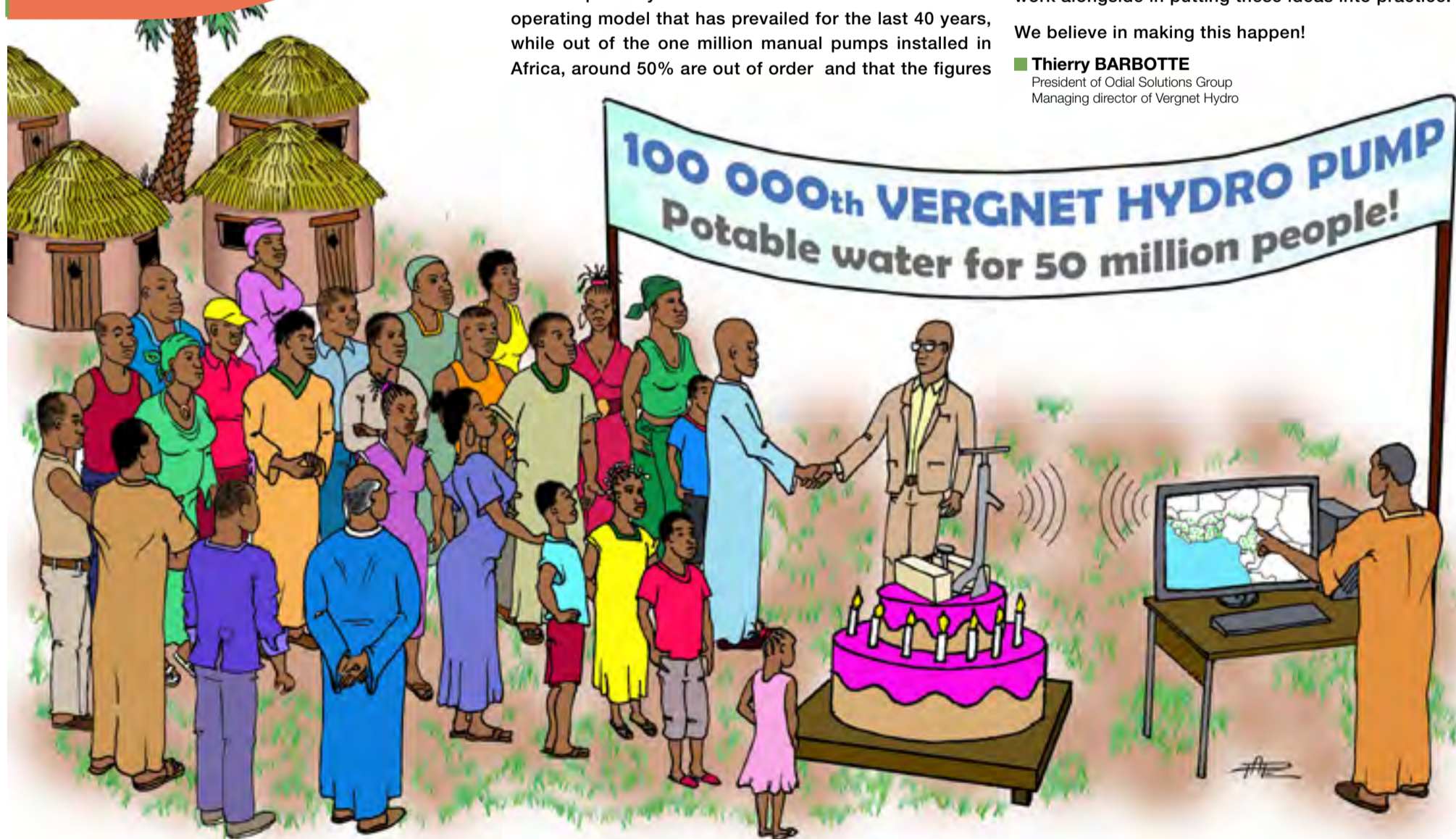
For example, we work on putting together financial packages that would enable us to be partly independent from development aid (virtually the only source of funding for pumps currently) and to transform a sector based on the project economy model into an activity of providing services to consumers.

The aim of this process is to transform gradually the « dry » sale of pumps into long-term (10, 15 or 20 years) water provision. This represents a real breakthrough in the rural water supply sector and a wonderful opportunity for the villagers who are set to benefit.

We are not short on ideas and are looking for partners to work alongside in putting these ideas into practice.

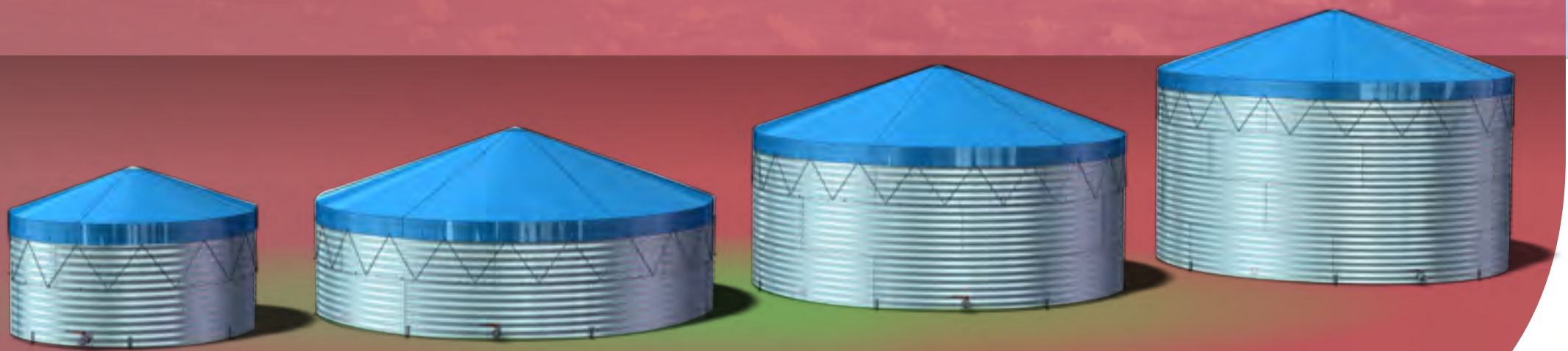
We believe in making this happen!

■ **Thierry BARBOTTE**
President of Odial Solutions Group
Managing director of Vergnet Hydro



“EMERGENCY” WATER TANK LINE

Vergnet Hydro offers a line of emergency tanks ranging from 15 to 98 m³. These tanks fulfill the needs generated by crisis situations (wars, population displacements, natural disasters, etc.), as well as other requirements such as for irrigation and industry. Based on the same technology as on fill tanks, their design has been optimised: the stiffeners have been removed, the metal roof replaced by a highly resistant PVC model, a lighter liner and a simpler hydraulic kit. They are therefore easy and quick to assemble and require no foundations. A bank of taps and a supply pipe fitted with quick connectors are available as options.



ILLUMINATED WATER POINT



Committed to offering even more services relating to water points with manual pumps, VERGNET HYDRO is working in partnership with SUNNA DESIGN to offer local authorities and public administrations a new concept: illuminated water points.

Based on the premise that women and children are reluctant, for safety reasons, to go to water points once night has fallen, VERGNET HYDRO has developed an innovative solution to improve living conditions in rural zones: incorporating a solar street light into water points.

This new energy self-sufficient equipment will not only create genuine emulation around water points and improve security when drawing water, but also encourage social get-togethers and give young people the opportunity to read and study.

The technology selected will, over time, turn the water point into an intelligent water point which is able to communicate. It will be able to record and relay the volume of water abstracted, pump failures and water table monitoring for improved maintenance follow-up, thus ensuring ongoing water provision.

EXPANDING INTO NEW MARKETS

Expanding into new markets is one of VERGNET HYDRO's daily concerns. Africa should not be perceived as intriguing or disturbing, but on the contrary as an attractive market with strong development potential and countless opportunities.

In this vast and constantly evolving continent we are ready to take on new horizons, countries where our activity is still in its early stages (and in some cases does not exist at all), in addition to our traditional market - Western and Central Africa.

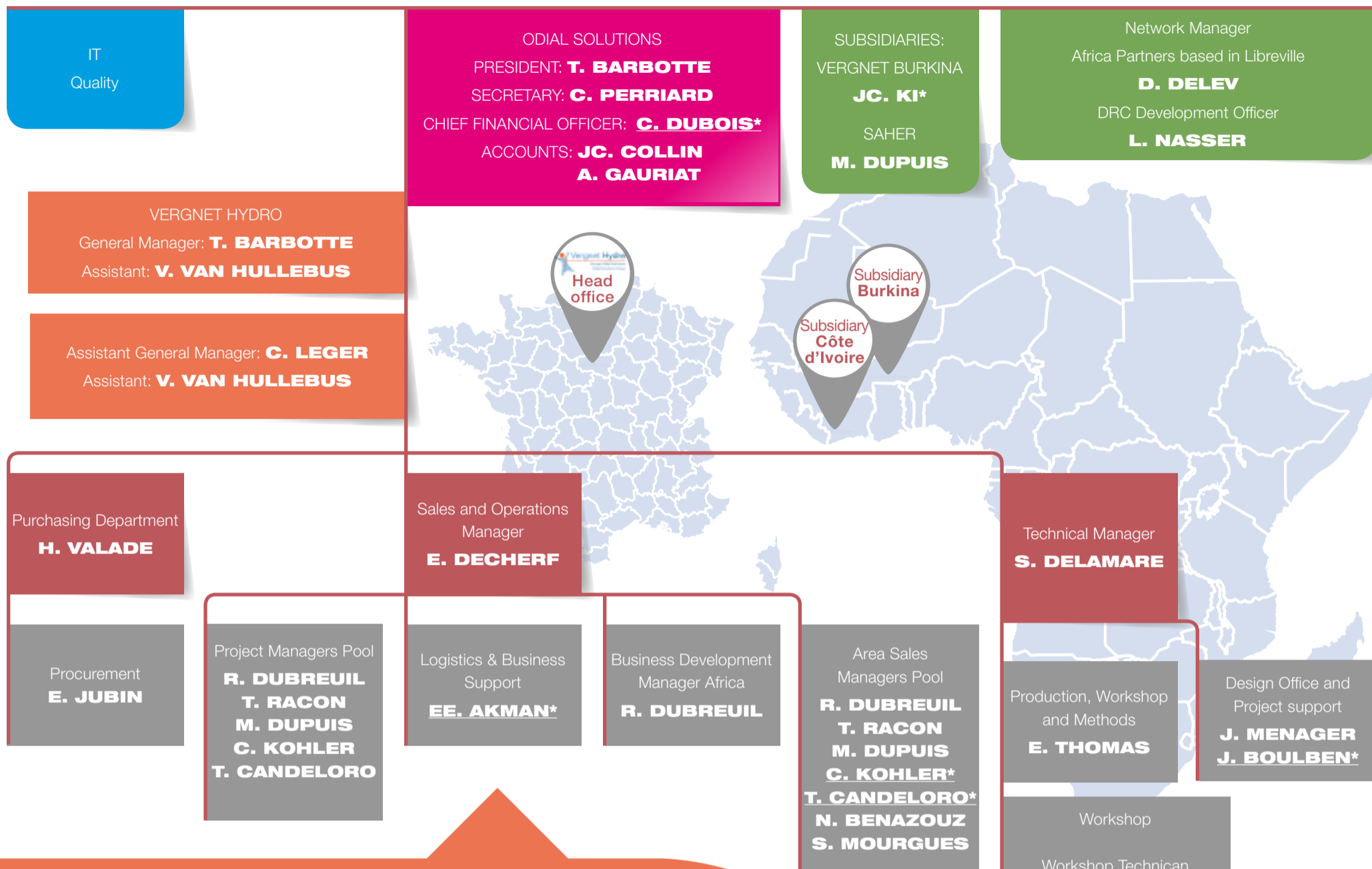
At a time when business prospecting is increasingly carried out via the implementation of computerised databases, automatic and mass direct mailing campaigns, we at VERGNET HYDRO advocate an alternative approach. For us, nothing is more important than meeting, exchanging ideas and having direct contact with our partners. This approach enables us, thanks to the quality of the dialogue we engage in, to better understand their demands and need in the areas that we work in, and also in the countries where we would like to work in. This drive to take on new horizons is based not only on our in-depth knowledge of supplying drinking water to rural zones, but also on our experience of viable, efficient and well-harnessed solutions which are widely used throughout our traditional market. We are convinced that the populations of the countries that we are currently prospecting can benefit just as much from these solutions - adapted, sustainable equipment that users handle with ease, after sales service, training, etc.

Drawing on several decades of in-the-field experience in Western and Central Africa, VERGNET HYDRO's current objective is therefore to turn its focus to the East and South of the continent and also to new geographical locations. Both the successes and the failures that we have experienced over these last 40 years are hugely beneficial to us. They have enabled us to make VERGNET HYDRO a major player in the field of water provision in rural zones. Widely recognised as genuine partner and rural development stakeholder, our policy is based on carrying out our activities in a sustainable manner in the countries where we work, and not on taking opportunist one-off actions without worrying about their future consequences. This reputation that we have thus gained over the course of this long and fascinating journey is undoubtedly our greatest strength. It is this recognition that enables us to approach new horizons with confidence.

The locations of Mozambique, Zambia and Nigeria were not chosen at random - far from it. The current situation of each country's rural and semi-urban water supply has been studied at length. We are now familiar with their strengths, weaknesses and also their potentialities. We are aware that we are in the process of turning our focus to areas where the local partners have often never or almost never heard of our company. However, by means of a shared approach, ongoing dialogue and well thought-out actions, step by step we will develop the conditions required to be recognised as a key player in the sector in these new countries.



NEW ORGANISATION TO COPE WITH CHALLENGES



*NEW COLLEAGUES



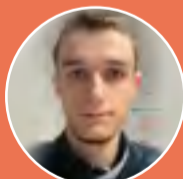
> **Corinne DUBOIS**. An EDHEC business school graduate, Corinne Dubois began her career as an external auditor for Ernst and Young and then for SFR, carrying out financial and oversight audits. She subsequently held several posts as Supervisor and Chief Administrative and Financial Officer of European Groups in the industrial and services sectors. She has been working in this role in the Odial Solutions Group since April 2015.



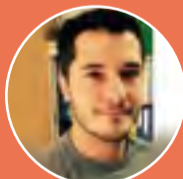
> **Cyril KOHLER** holds a double degree in engineering in Water Sciences and Technology (Polytech Montpellier) and a specialised Master's degree in Humanitarian Project Management (2IE Foundation in Burkina Faso). He worked for two years as a Technical Advisor and Water and Sanitation Project Leader for international NGOs in situations of chronic crisis (drought, armed conflicts) in Ethiopia, Afghanistan and Mali. Interested in local and regional development issues in the water sector, he joined VERGNET HYDRO in October 2015 as Area Sales Manager for Niger.



> **Emilie Emine AKMAN**. Having completed a double Master's in degree in Translation for Publishing and Languages, International Business and Trade, Emilie Emine Akman joined the VERGNET HYDRO sales team at the beginning of the summer after standing in as Operations Assistant. After having taught French in a secondary school in Germany and working as a trilingual translator/editor in Luxembourg, she joined VERGNET HYDRO upon her return to France. She is currently head of logistics and transport.



> **Julien BOULBEN** studied for a BTS (brevet de technicien supérieur) certificate in Automatic System Design and Creation in Orleans. He has worked for Dior and for a printed circuit manufacturer (MSL Circuits) in general maintenance and then in quality assurance for Airbus. Julien then worked for Polymeca as a Design Technician, before joining Vergnet Hydro in July 2015 in the same role.



> **Thomas CANDELORO**. A hydraulics engineer, Thomas Candeloro is a graduate of the ENGEES (Strasbourg School for Water and Environmental Engineering). Following a three-year apprenticeship in the INGEROP design office, he began his professional career with VERGNET HYDRO in the role of Area Sales Manager for Mali in June 2015. His professional development will take place within the sales team, where he will carry out his assignments.



> **Jean Christophe KI** trained in Côte d'Ivoire, in Burkina Faso and in Belgium in the field of Earth Science. He firstly joined the BRGM in 1988 to take part in an important research programme in hydrogeology on fractured media. From 1992 to 2000 he was entrusted not only with the supervision of numerous drinking water supply networks projects but also with environment oriented ones within the BRGM and ANTEA Burkina, subsidiary of the French Engineering Unit ANTEA, specialist in environmental issues. In 1999, Jean-Christophe KI took up the position of Manager at ANTEA's subsidiary in Burkina Faso. He managed a team including twenty engineers, technicians, sociologists and leaders on the behalf of institutional and private clients. Jean-Christophe KI joined VERGNET HYDRO's subsidiary in Burkina Faso on 13th July 2015 as he wished to switch to the field of infrastructure works.

2015

WE WERE THERE

→ 7TH WORLD WATER FORUM 2015 DAEGU & GYEONGBUK

→ SIWI WORLD WATER WEEK 2015 STOCKHOLM



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All the design, manufacture, distribution, installation and maintenance services of the hydraulic systems of VERGNET HYDRO are certified ISO 9001 version 2008