

The values of the Eranove group

For the Eranove group, the pursuit of excellence is both continuous and diverse. It pursues economic, social, financial, technical, human, environmental and societal excellence on behalf of its customers, its shareholders, its collaborators and the organisation.

At each level of the value chain, performance is broken down into collective goals as part of a circle of continuous improvement.

The Eranove Group's main asset is its human capital, which is a mosaic of pan-African expertise.

As a result of successful programmes in recruitment, training and sharing experiences, this capital includes both specialist skills and continuous development.

The Eranove group has operated in Africa, for Africa and via Africa for 60 years. This African footprint is expressed in its accountable management model and its social policy, which is focussed on mutual assistance, sharing and fraternity.

The Eranove group's history of work in Africa guarantees a close, lasting relationship with its customers, partners and the local community.

Eranove is a group that acts responsibly within the corporate environment, and is concerned with its rights and responsibilities in terms of society and the environment. It promotes ethical behaviour, a relationship of trust between the company and its ecosystem, and sustainable business.

Each member of the Eranove group, being committed to passing on its values, is conscious of its role in terms of its colleagues, its stakeholders and the planet.

Based on its knowledge of the cultural context and the technical, human and environmental operational realities of the location, the Eranove group can continually anticipate its customers' needs and suggest innovative, bespoke solutions.

Creativity is also evident in both its operations and its projects, in the spirit of openness and sharing ideas.

The Eranove group's governance seeks to guarantee transparency and diligence by relying on bodies that are strong, ethical and responsible.

Each employee develops integrity and professionalism, in accordance with local regulations, international standards and following ISO certified practices.



The keys to success



Highlighting African expertise

- Enhancing skills with the group's training centre (industry, energy efficiency, renewable energies...)
- Empowering employees through employee share ownership and a decentralised management system
- Motivating and encouraging staff loyalty with an innovative and effective social policy

Trusting relationships with African States

- Bespoke solutions and ideas that provide broader access to essential services
- Awareness of contextual and cultural factors
- Consistent strategic vision

Diversity of funding sources

- Equity generated by the performance of the group and its subsidiaries
- International corporate investors, State development partners
- Local and regional banks for funds in local currencies

Ecosystem of partners that are continually improving practices and technologies

- Internationally-renowned technical partners selected based on needs
- African partners, local representatives for development
- Entrepreneur partners who catalyse innovation and digital technology

Societal and environmental requirements

- Quality, safety and environmental ISO certifications, for continual systems improvement
- ISO 26000 Social responsibility (CSR) assessments encouraging the values of sustainability
- Ethical systems appropriate to each organisation's specific issues

An innovative, responsive and creative organisation

- Each of the group's companies develops in-house skills that are necessary for its work
- Eranove is committed to its management role, particularly in terms of identifying and monitoring strategic issues
- The project directors lead internal and external experts, who are essential to the successful development of each project.

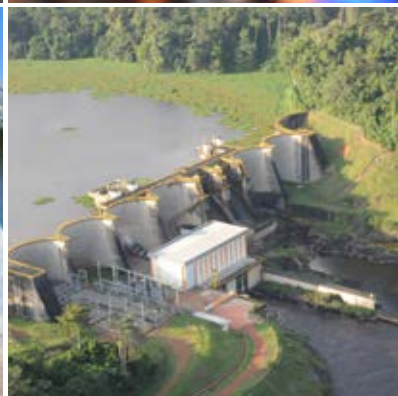
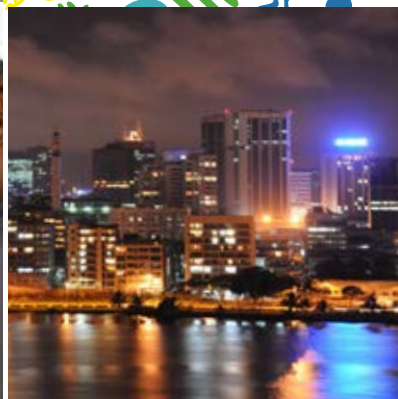


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PROVIDING ACCESS TO VITAL SERVICES



The Eranove Group

The Eranove Group is a leading pan-African player in public services management and drinking water and electricity production.

With its headquarters in Paris and a focus on the Africa continent, the Eranove group is developing a model that is unique to this continent, bringing together a history of work in Africa, expertise in the value chain of water and electricity-related work (structuring and development of projects, production, network management, distribution, commercialisation) and a strong commitment to public-private partnerships.

The Eranove group's pan-African ecosystem of skills and operational requirements enables it to provide effective, successful, appropriate and sustainable solutions to the African challenge of access to essential services (electricity, water, sanitation, education, information, etc.), when resources are abundant and the lack of access is hindering the development of African economies.

In Africa

The Eranove group works exclusively in Africa.

For Africa

The Eranove group brings effective, successful, appropriate and sustainable solutions to the African challenge of access to essential services (electricity, water, sanitation, education, information, etc.)

Via Africa

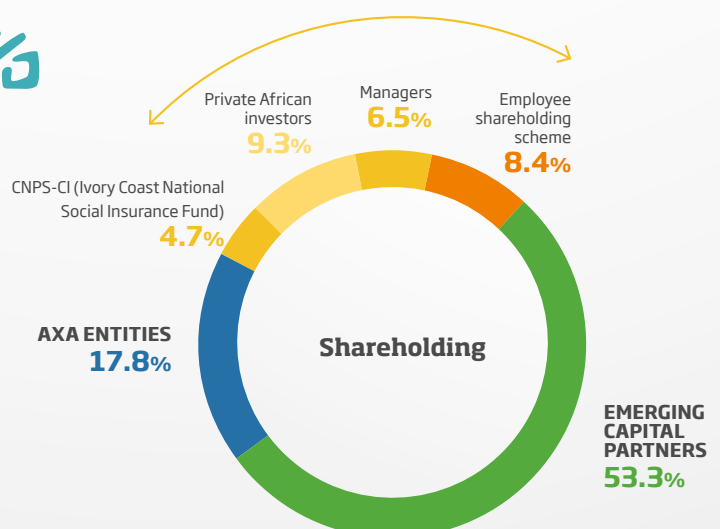
The abilities, skills and culture of the Eranove group are African. African capital also plays a major role in the group, through the employee shareholding scheme and private African capital.

+ 9000+
employees

60 years
working on the African continent
through subsidiaries

€597 million
in revenue*

AFRICAN EMPLOYEES AND PRIVATE COMPANIES



OUR REFERENCES



Electricity and drinking water production

455
million m³
of drinking water produced

140,000 m³/day
of capacity for drinking water
production in development

1,250 MW
capacity for operated
electricity production

1000 MW
capacity for electricity
production in development

4,683 GWh
of electricity produced

Africa only uses 5.5% of the 3,400 billion m³ of water that it has available each year (FAO, Aquastat 2015).

According to the World Bank, Sub-Saharan Africa only has an installed electricity generation capacity of 90 gigawatts (GW), which is less than the capacity of South Korea. However, its hydroelectric potential alone is an estimated 300 GW.

The Eranove group combines its **operational experience** producing electricity and drinking water with its **development** of several projects across the continent.

REFERENCES



Combined cycle of **543MW** in Ivory Coast **since 1994**



704 MW (hydroelectric + thermal) O&M on behalf of the Ivory Coast government **since 1990**



Project for a hydroelectric plant of **42 MW** in Mali, concession agreement **signed in 2015**



Project for a combined cycle of **390 MW** in Ivory Coast, concession agreement **signed in 2018**



Project for a combined cycle of **65 MW** in Togo, concession agreement **signed in 2018**



Project for a hydroelectric plant of **73MW** in Gabon, concession agreement **signed in 2016**



Project for a hydroelectric plant of **15MW** in Gabon, concession agreement **signed in 2016**



O&M of factories producing drinking water on behalf of the Ivory Coast government **since 1959**



O&M of factories producing drinking water on behalf of the Senegalese government **since 1996**



Project for a drinking water factory of **140,000 m³/day** in Gabon, concession agreement **signed in October 2018**



Project for a hydroelectric plant of **200MW** in Madagascar, project agreement **signed in December 2016**





Management of water, sanitation, electricity and data transfer public services

2,200,000

electricity customers

535,000

sanitation customers

1,900,000

drinking water customers

415 Km

of installed fibre optics being used

~ 50,000 km

of operated electricity network

~ 24,000 km

of operated drinking water network

Around 588 million people in sub-Saharan Africa, that's 1 in 2, still does not have access to electricity (World Energy Outlook 2017 from IEA) and 320 million Africans (35% of the population) do not have access to drinking water (WHO/ Unicef).

To take on the challenge of access to drinking water and electricity, and to improve the customer experience, the Eranove group is putting together an **African approach**, developing skills through **training**, decentralising responsibility within different subsidiaries, putting in place bespoke solutions and technological **innovations, appropriate to each situation**, and systems for **maintaining excellence**, in accordance with **international standards of quality and responsibility**.

This ecosystem of skills and operational requirements guarantees performance.

REFERENCES



in Ivory Coast, management of public services for **drinking water since 1959** and **sanitation** since 1999



Since 1990 in Ivory Coast, management of public services for **electricity**



Since 1996 in Senegal, management of public services for **drinking water**



Since 2014 in Ivory Coast, **fibre optics**



Since 2016 in Ivory Coast, **Energy efficiency**