

# WATER IN EU EXTERNAL ACTION INSTRUMENTS

## Experience in EU Funding from the field

Seminar Nov 15<sup>th</sup>, 2016 - Brussel



EUROPEAN  
INTERNATIONAL  
CONTRACTORS



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# EIC Presentation

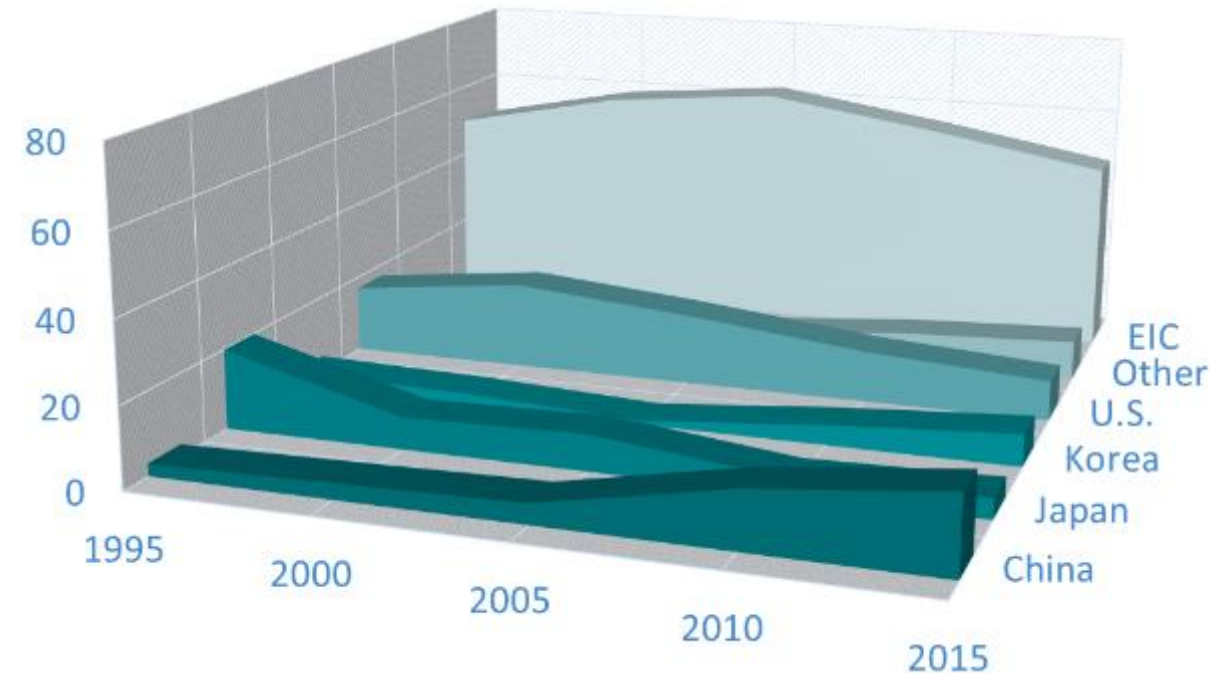
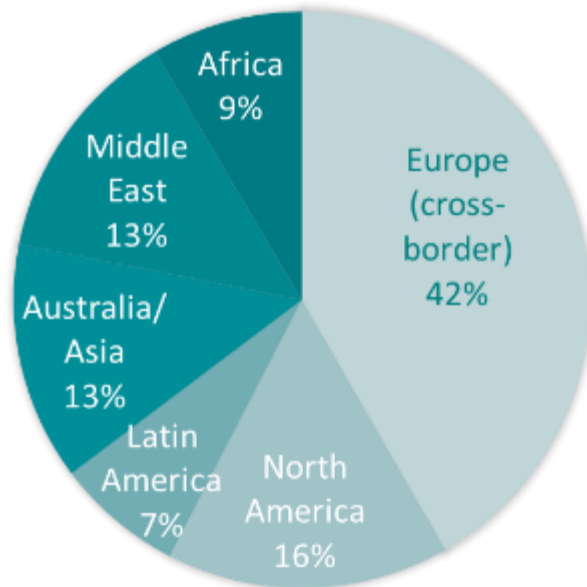
- EIC Founded in 1970,
- EIC European industrial lobbying association.
- EIC Membership: Full Members : construction trade federations from 15 European countries  
Associated Members : companies from construction-related sectors
- EIC Mission: Representing the international interests of the European construction industry vis-à-vis the EU Institutions, the World Bank, the OECD and key non-governmental stakeholders (FIDIC...),  
Established **Networking platform for European contractors working internationally.**
- EIC Working Groups : Africa, Contract Conditions, Corporate Responsibility, Export Credits, World Bank Procurement.



# EIC Statistics 2015

## FIGURES REGARDING EU INTERNATIONAL CONTRACTORS

- EIC EU International construction turnover 2015 : **€180 billion**
- EU international contractors **remain the leaders** in the international construction business
- Over the past decade they (as well as US and Japanese firms) have **lost market shares** in particular to Chinese, Korean and international contractors from



# SOGEA SATOM Presentation



## MAIN FIGURES

- Based in 22 countries
- Present in Africa for more than 90 years
- Revenue 2015 : 808 M€
- 13,487 employees in 2015

## OUR FIVE BUSINESS

- Roads and earthworks
- Civil engineering
- **Hydraulic – 20%**
- Buildings and factories
- Energies



# Social & Environmental Responsibility

## THE SOGEA SATOM DNA

- Sustainable presence
- Local recruitment and training
- Safety & prevention
- Hygiene & health
- Environmental protection
- ISSA – the VINCI's initiative for Africa (500 000 €/y)



# Experience in the Water sector – EU funds

Country	Scope of works	Client	Amount M€	Completion date	Founding
Burkina Faso	Drinking Water supply from Ziga Dam to Ouagadougou	ONEA	26	2005	FED & BEI
Morocco	Feeding of the Bouregreg pumping station	ONEP	6	2008	BEI
Morocco	Construction & operation of the Marrakech wastewater treatment plant	RADEEMA	17	2009	BEI
Tanzania	Drinking Water Supply and sewage works - Mbeya Town	Mbeya UWASA	31	2010	FED & KFW
Benin	Sanitation works of the flooding districts of Est Cotonu	MOF	18	2010	FED
Benin	Drinking Water supply - Pbe / Adja & Ouere	SONEB	3	2013	RVO, KFW, SONEB
Benin	Drinking Water supply - Godomey - Phase II lot IV	SONEB	6	2014	UE, EIB, KFW, RVO
Benin	Drinking Water supply - Godomey - Phase II lot VIII	SONEB	2,5	2014	UE, EIB, KFW, RVO, SONEB

All projects have been delivered to the client's satisfaction

Difficulties have been faced on the Tanzanian project in the frame of a very aggressive competition (several Chinese / Indian competitors)

# Experience in water sector – EU founding's



# Experience in water sector – EU foundings





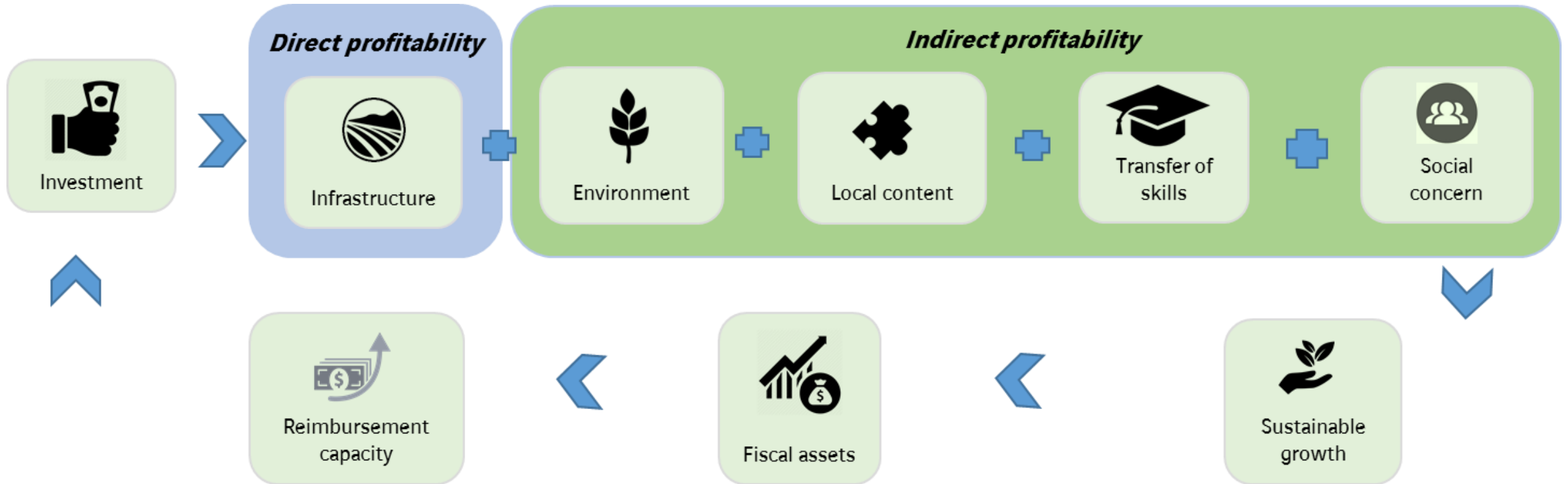
# How to help EU Contractors

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1. Demanding's prequalification criterions (see new AFD, KFW approach),
2. Biding period compatible with internal European contractors policies (risk committee...),
3. Tender evaluation encouraging alternative solutions (Engineering is the European contractors strength),
4. Design and Build approach for complex projects,
5. Valorization of the high added-value criteria that are taken into account by European contractors,
  - **Local content** : promoting local resources / Transfer of skills / Impacts on local businesses
  - **Environment** : ecological footprint / reducing the overall weight of the waste / rehabilitation effort at the sites / protection of local biodiversity
  - **Social and societal concerns** : dealing with the locals / observance of international core labor standards / security policy / safety measures / health
6. Promoting the economically most advantageous offer (versus the lowest cost approach)
  - **In line with the ISO 26000 – X-50-135-1 – Responsible purchasing** - redacted and promoted by the EU

# How to help EU Contractors

Those parameters will benefit developing countries by encouraging the following vertuous cycle:





REAL  
SUCCESS  
IS THE  
SUCCESS  
YOU SHARE