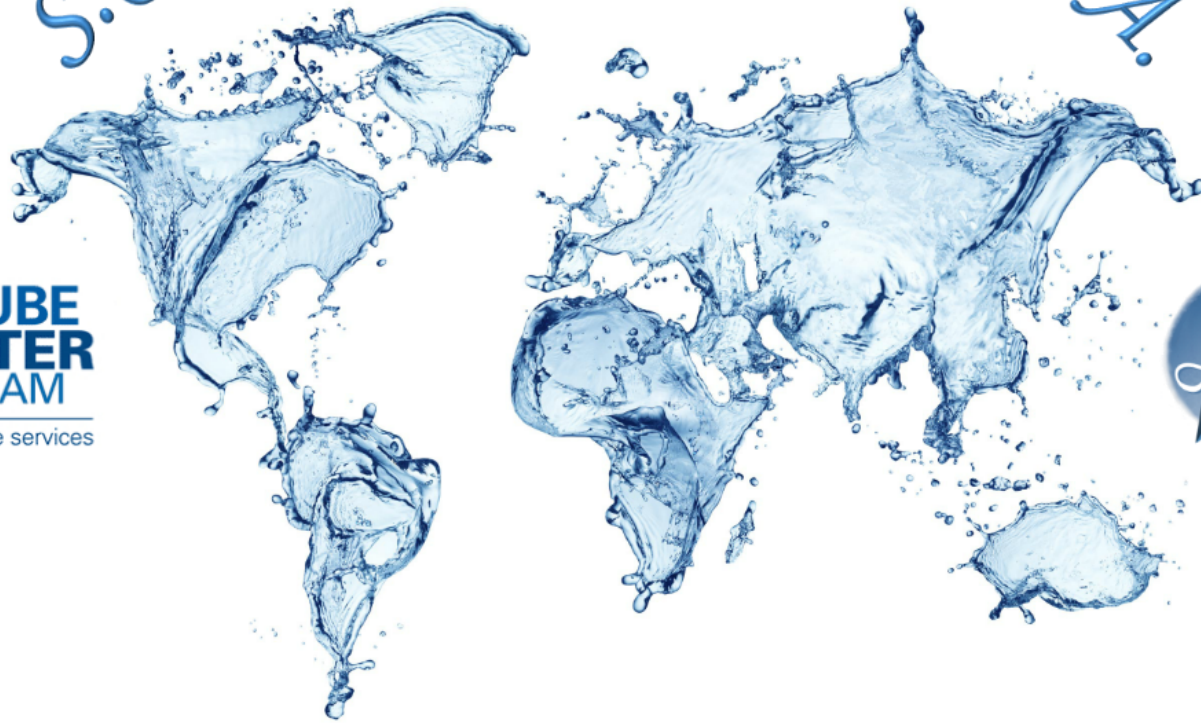


# REGIONALIZATION

*S.C. Apaserv Satu Mare S.A.*

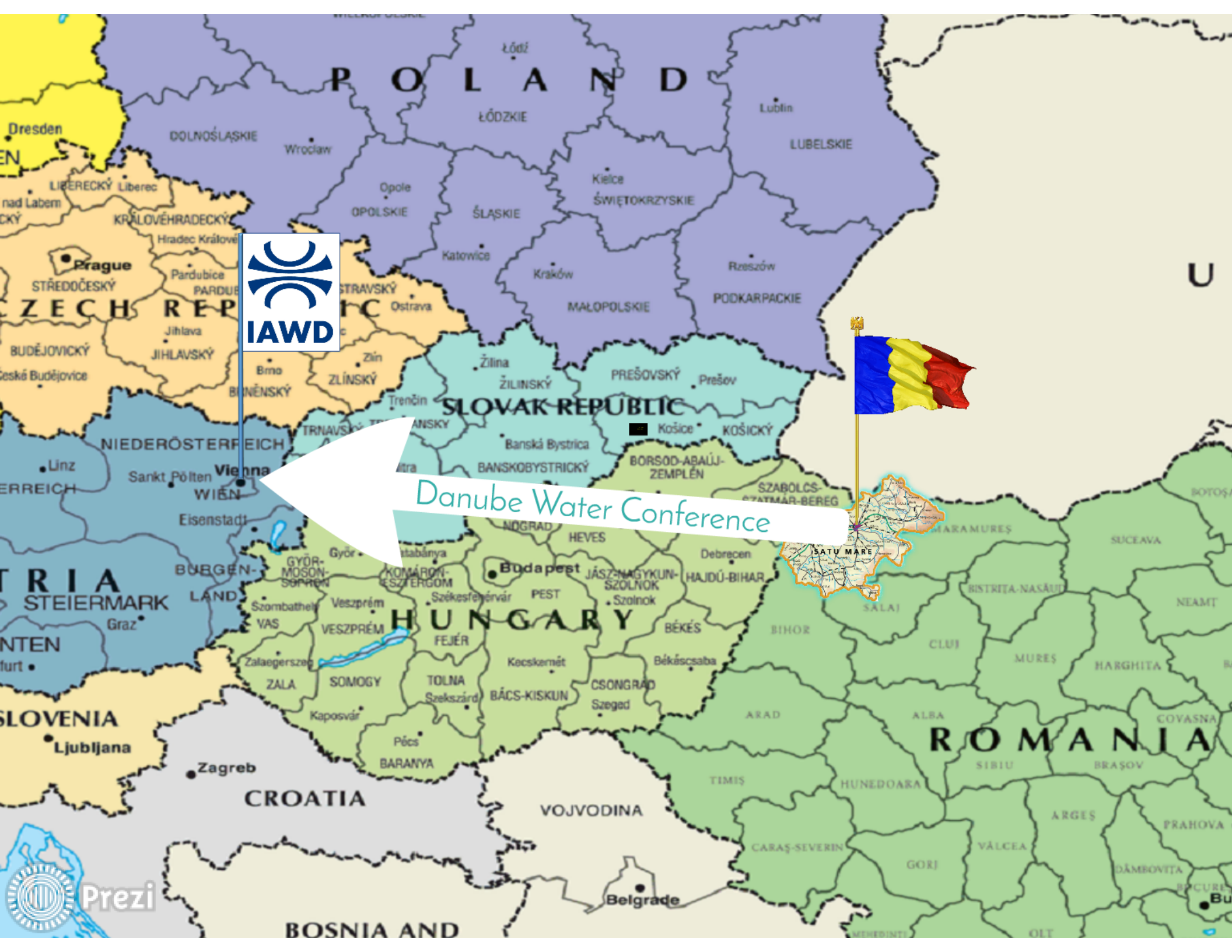


May 12, 2016









Danube Water Conference





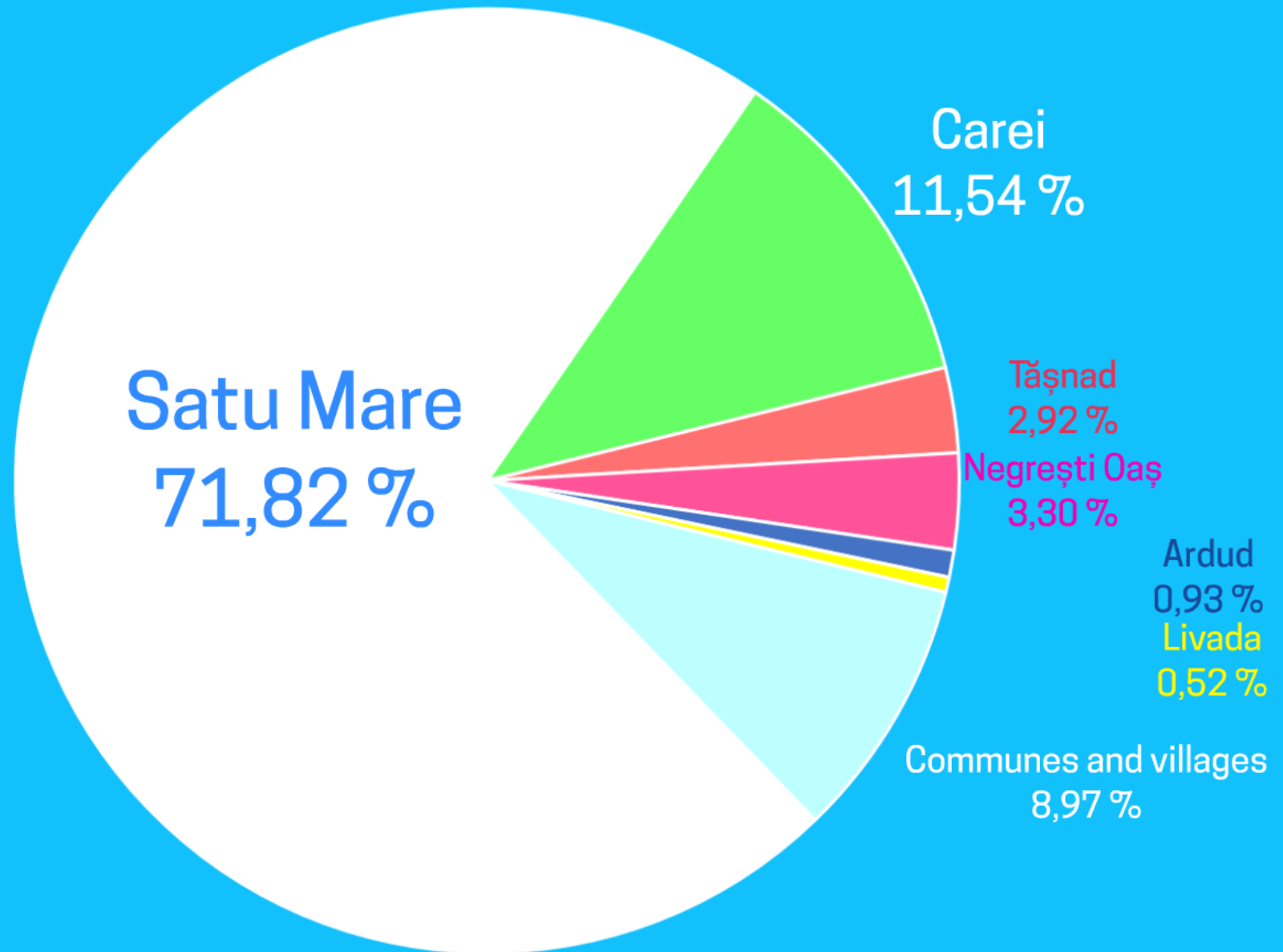


**Share knowledge**  
**Learn from each other**

TOTAL INCOME 2015  
11 996 586 €



# Water and wastewater income





# Provide services in



6



27



6



7

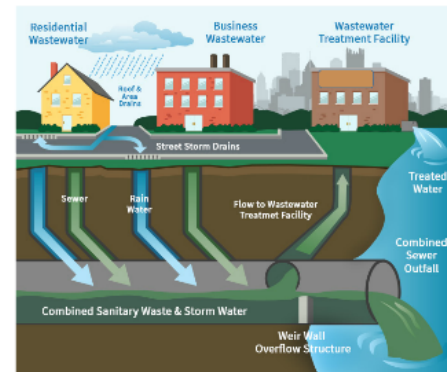


# Water and invoiced



7 741 475 c.m.

# Wastewater



7 787 342 c.m.

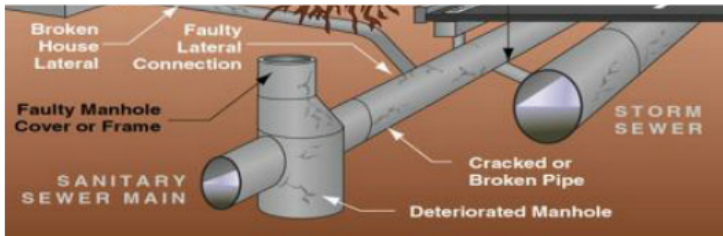
# Water and wastewater system



936 km

+ adduction

173 km



493 km

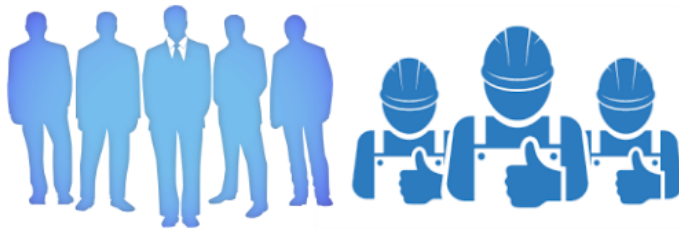




195 281



95 834



428



The institutional  
framework  
for  
regionalization

3

# REGIONALIZATION

Regional Operating  
Company

Delegation  
contract

Intercommunity  
Development  
Association



**ANRSC**  
National  
Regulation  
Agency for  
Public  
Services



# IDA

**It represents the common interests of its members,** mainly for:

Joint development strategy;

Delegation contract signing and monitoring;

Tariff policy (Tariff strategy 4-5 years, tariff approval) ;

ROC control of work and performance.

# MANAGEMENT HIRING



# General Meeting of Shareholders

# GMS

## of ROC

Existing B  
sharehold  
make pro



Nominat  
Committe  
BOA

selects and evaluat  
HR expert help  
more than 7,3 millio  
and 50 employees

Existing BOA or  
shareholders  
make proposal

# Nomination Committee of BOA

**selects and evaluates**

**HR expert help**

more than 7,3 million Euro  
and 50 employees



# The Board of Administration

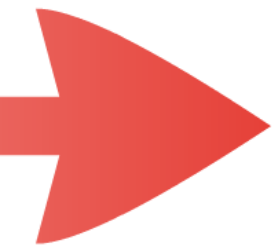
# BOA

90 days  
Administration plan  
Approved by GMS

General  
Manager

President  
of BOA

ing BOA or  
holders  
proposal



nation  
nittee of

evaluates  
help  
3 million Euro  
employees

BOA dec  
the Manag  
Directors



Nomina  
Commit  
BOA

selects and evalu  
HR expert help o

90 days  
Administration plan  
Approved by GMS

General  
Manager



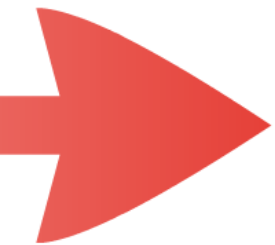
President  
of BOA

BOA decides  
the Managers/  
Directors

# Nomination Committee of BOA

selects and evaluates  
HR expert help or not

decides  
managers/  
ors



ination  
mittee of

evaluates  
help or not

# The Board of Directors

90 days  
Management Plan  
4 years  
Approved by BOA

# REMUNERATION



**FIX & VARIABLE**

Share from net profit, etc.





# REGIONALIZATION



# THE NEED OF REGIONALIZATION



to comply with EU environmental regulations



use savings at scale to reduce operating costs and investments



small and middle size communities don't have the capacity to prepare and implement investment projects or to operate efficiently those investments

big cities can sustain from own funds the investments (but without association with small communities, won't benefit from EU funds)



**Just in time!**

**only  
2.5 minutes  
left**

● CITIES ● COMMUNES

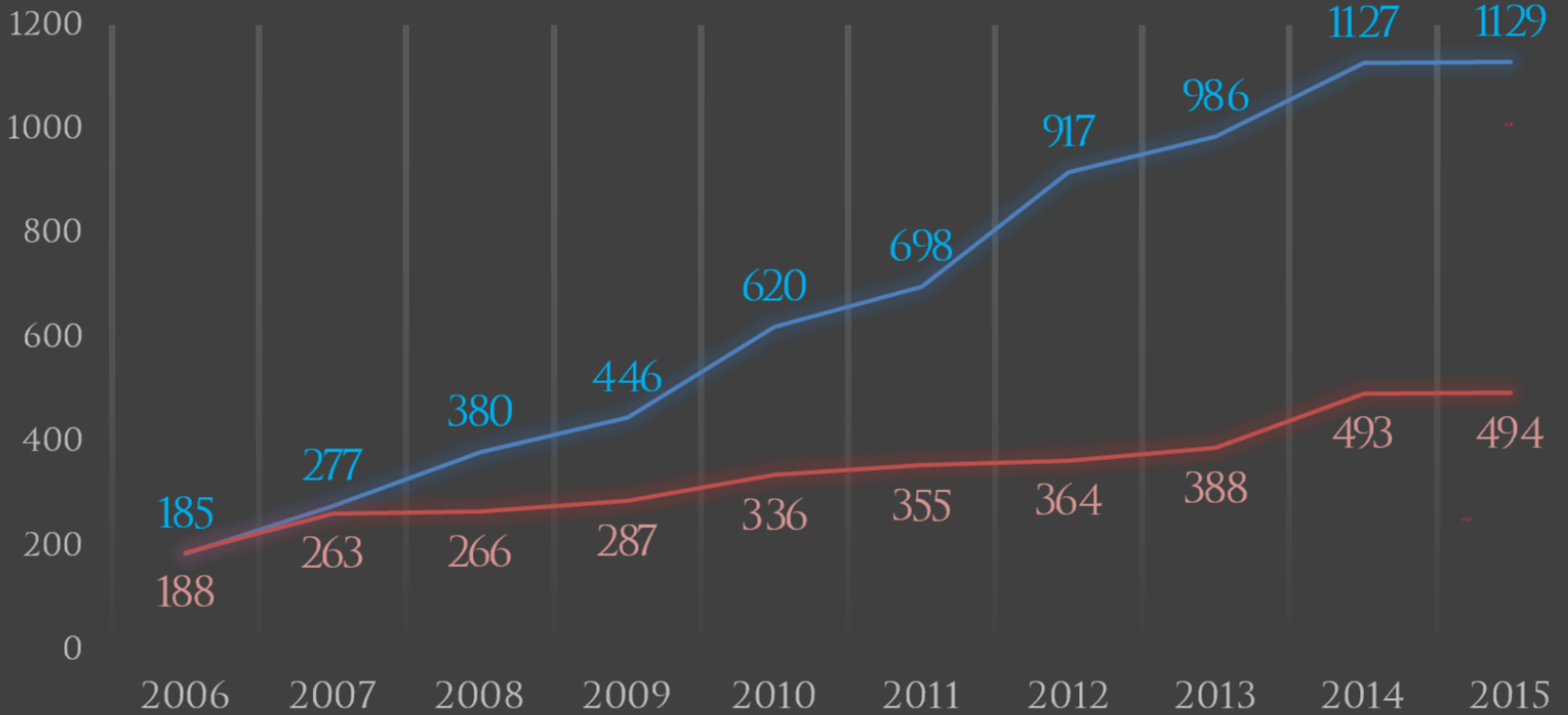


+

32



— KM OF WATER NETWORK — KM OF WASTEWATER NETWORK

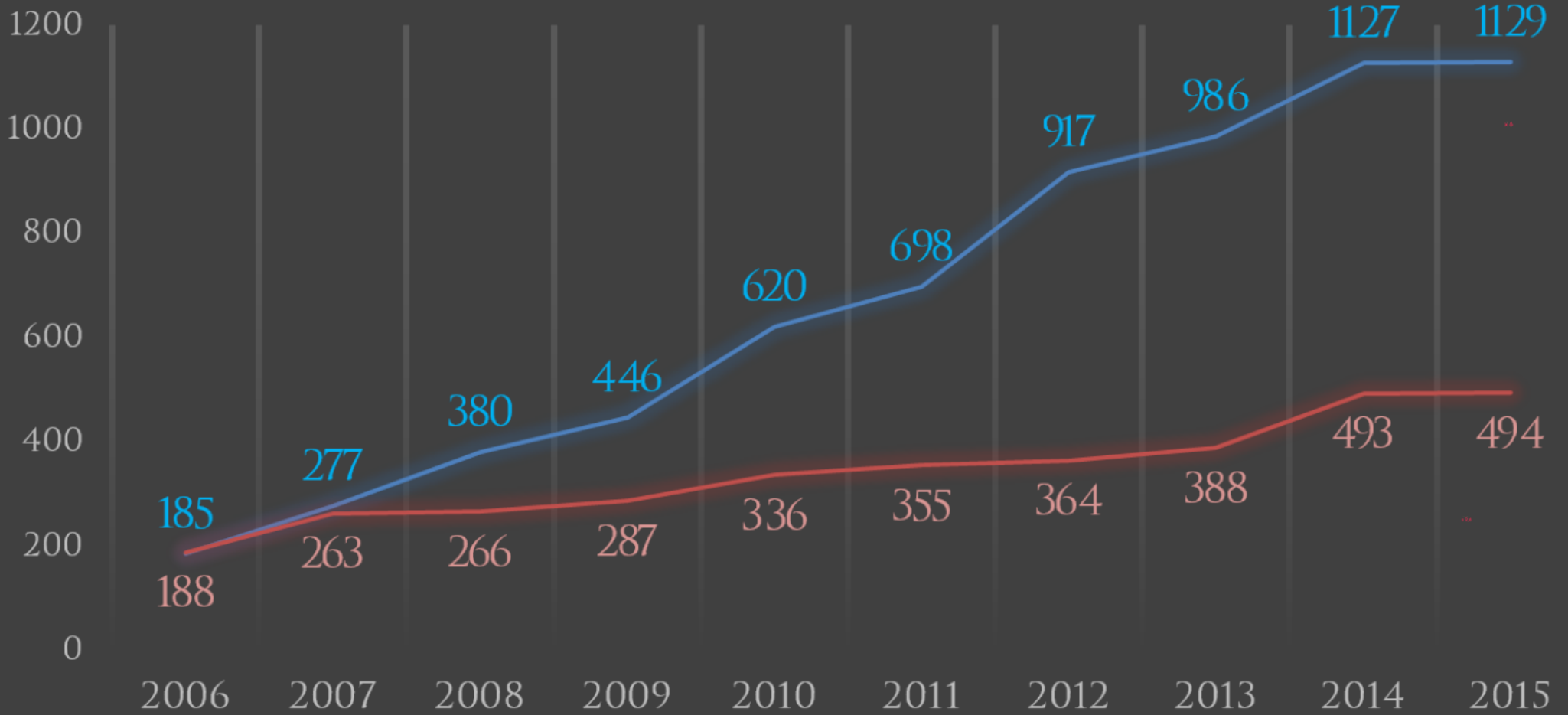


water network

X

6

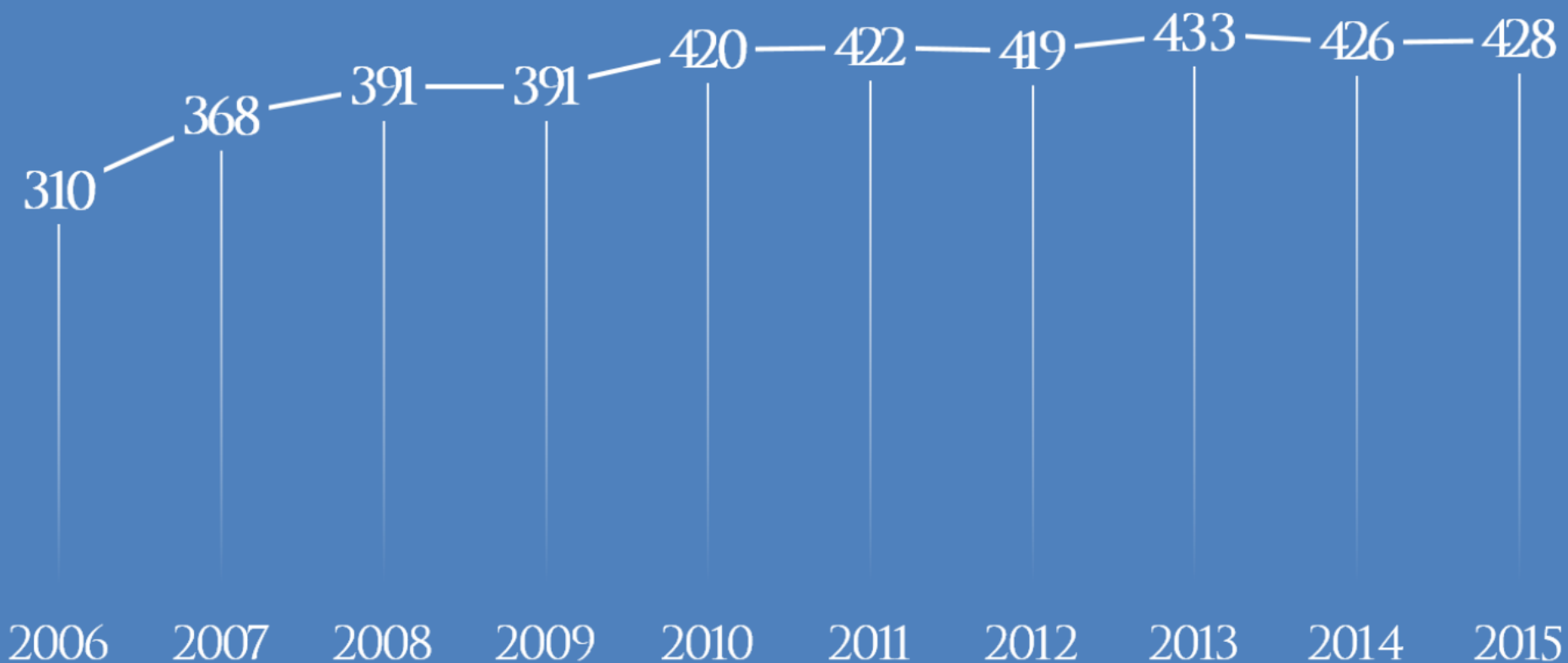
— KM OF WATER NETWORK — KM OF WASTEWATER NETWORK



wastewater network

X 2,6

# —NUMBER OF EMPLOYEES



No. of employees

X

1

,

4



# No. WATER EMPLOYEES/KM OF WATER NETWORKS WITHOUT ADDUCTIONS



# Water plant

2006

1



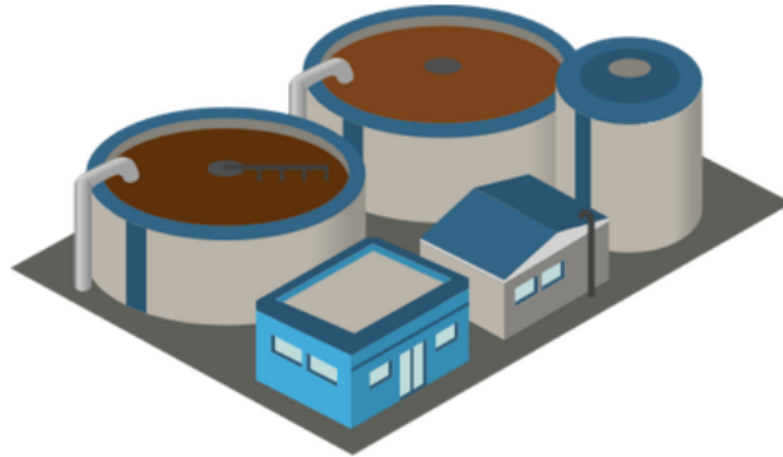
2015

11

# Wastewater Treatment Plant

2006

1



2015

11

## A few ideas about regionalization

- More professional management and well prepared specialists;
- Operation management by means of modern and efficient management instruments and the reduction of political involvement in the course of business.
- Higher productivity and use savings at scale to reduce operating costs and investments
- Improvement of service quality, of customer relations and their perception on utility operators;
- The strengthening of the capacity to prepare and implement investment projects
- Increased capability to negotiate prices for goods and services



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