

June 25, 2014
Marubeni Corporation

Marubeni and INCJ to Enter Portuguese, Brazilian Water Business

Marubeni Corporation (“Marubeni”), jointly with Innovation Network Corporation of Japan (“INCJ”), will participate in the Portuguese and Brazilian water business.

Marubeni and INCJ agreed on acquiring a 100% stake in Administração e Gestão de Sistemas de Salubridade S.A. (“AGS”), one of the largest water service companies in Portugal, from Portuguese Somague Ambiente SGPS, S.A., a subsidiary of major Spanish construction company, Sacyr Vallehermoso. Marubeni and INCJ will each make a 50% investment. This is the first occasion for Japanese companies to enter into both the Portuguese and Brazilian water industry.

AGS, one of the largest water service companies in Portugal, is holding 16 subsidiaries in Portugal and 3 in Brazil, providing water and wastewater services to a total of 1.5 million people.

In Portugal, while the water market for the private sector currently remains at approximately 10%, the privatization of public owned water utilities is expected. Brazil has been restructuring its juridical system enabling private companies to participate into the market, and Marubeni recognizes both countries as high-potential markets.

As represented by Aguas Decima (water utility owned 100% by Marubeni) and Aguas Nuevas (water utility that Marubeni jointly acquired with INCJ), in Chile, and the investment in Maynilad in the Philippines, Marubeni has been developing its water and wastewater portfolio in South America and Asia.

Marubeni will contribute to the management of AGS by introducing its know-how accumulated through its existing water and wastewater portfolio, and at the same time, Marubeni will create synergies within its group companies by introducing AGS’ “internationally well-received” Asset Management System, a system which enables efficient use of its assets.

Through this acquisition of AGS, Marubeni continues to aim to become one of the top

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players in the global water market by expanding its business not only in Europe and Brazil but also in other Latin American and African regions.

【Company Profile of AGS】

Name	:	Administração e Gestão de Sistemas de Salubridade, S.A.
Address	:	Rua da Tapada da Quinta de Cima, Linhó 2714-555 Sintra Portugal
Founded	:	May, 1988
Representative	:	João Pedro Faria Feliciano
Employees	:	1,700 (Group Total)
Web	:	http://www.ags.pt/

【Company Profile of INCJ】

Name	:	Innovation Network Corporation of Japan
Address	:	21st Floor, Marunouchi Eiraku Building 1-4-1, Marunouchi, Chiyoda-ku Tokyo 100-0005, Japan
Founded	:	July, 2009
Representative	:	Kimikazu Noumi (President and CEO)
Web	:	http://www.inci.co.jp/

【Sewage Treatment Plant in Portugal】

