# **News Release**



### Marubeni, INCJ consortium acquires Portuguese-Brazilian water services company

First entry into Portuguese water market by Japanese company

**Tokyo, June 25, 2014**–Innovation Network Corporation of Japan ("INCJ") and Marubeni Corporation ("Marubeni") announced today that a consortium established by both companies has acquired 100% of Administração e Gestão de Sistemas de Salubridade ("AGS"), Portugal's largest water services company, from Somague Ambiente, a Portuguese subsidiary of major Spanish construction company Sacyr Valleheremoso. Marubeni and INCJ will each invest 50%.

AGS operates 16 companies in Portugal and three in Brazil, providing water and sewage processing services for approximately 1.5 million people. AGS also operates an internationally regarded asset management system through which it efficiently and effectively manages water and sewage facilities.

Private sector participation in Portugal's domestic water services is currently limited to approximately 10%, but further privatization is expected in the future through the sale of concessions by local governments. Legislation to promote private sector access is in place in Portugal and Brazil and both markets are seen as having high potential.

Using AGS as a base, Marubeni plans to expand into Brazil and other countries in the region, and by assisting Marubeni's water-business strategy INCJ is supporting the entry of a Japanese company into the water-services sector overseas. INCJ also aims to exchange human resources, expertise, and technology from other water-services companies in its portfolio as part of its commitment to open innovation. Furthermore, through the acquisition of AGS, INCJ will have access to privatization know-how and water-services business expertise which could benefit Japan's domestic water-services sector in the future.

INCJ has previous experience operating businesses in the water and sewage sector, primarily through Agnas Nuevas, a Chilean company which it acquired jointly with Marubeni, and Trility, an Australian company which it acquired together with a third party. The acquisition of AGS marks INCJ's first foray into the water-services sector in Europe.

#### About Administração e Gestão de Sistemas de Salubridade

Headquarters: Rua da Tapada da Quinta de Cima, Linhó 2714-555 Sintra Portugal Established: May 6, 1988 Employees: 1,700 (group) Water-supplied population: Approx. 1.5 million URL: www.ags.pt/

#### About Innovation Network Corporation of Japan (INCJ)

INCJ was established in July 2009 as a public-private partnership that provides financial, technological and management support for next-generation businesses. INCJ specifically supports those projects that combine technologies and varied expertise across industries and materialize open innovation. INCJ has the capacity to invest up to ¥2 trillion (approx US\$20 billion).

To date, INCJ has invested approximately ¥750 billion in a total of 67 projects and is currently focused on a broad range of areas from green energy, electronics, IT and biotechnology to infrastructure-related sectors such as water supply. INCJ maintains a hands-on approach to investment, engaging in the business development of cutting-edge core technologies through intellectual property funds, expansion of venture companies and aggressive overseas development through initiatives such as restructuring and mergers of tech businesses and acquisitions of foreign companies.

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## [Appendix] Marubeni, INCJ consortium acquires Portuguese-Brazilian water services company



First entry into Portuguese water market by Japanese company

 Target: Administração e Gestão de Sistemas de Salubridade ("AGS") (A consortium established by Marubeni and INCJ acquired 100% of AGS from Somague Ambiente, a Portuguese subsidiary of major Spanish construction company Sacyr Valleheremoso)
Outline: Largest private-sector water services company in Brazil and Portugal. Engaged in operation and maintenance of water and sewage facilities
Investment: Undisclosed



•Provision of experience and network in water and sewage sector

Innovation Network Corporation of Japan (INCJ)