

1. Overall information of the project

Project title	Société du Canal de Provence
Localization	France
Date of operation	1963-2038
Public partner	Local authorities (PACA Region, Departments, city of Marseille), CDC
Private partner	Minority shareholders (Chambres d'Agriculture, Crédit agricole)
Project size	Multipurpose infrastructure covering 10 000 km ²
Cost of the project	2,5 billions euros (actual value)
Number of farmers targeted / Population covered	6 000 farmers 110 cities and villages (over 2M inhabitants) 800 companies and industries
Short description of production system	Agricultural diversity in terms of crops (cereals, vine, arboriculture and horticulture) and size of farms
Infrastructure / irrigation type	Gravity-fed main infrastructure Pressurized distribution networks Sprinkler and localized irrigation

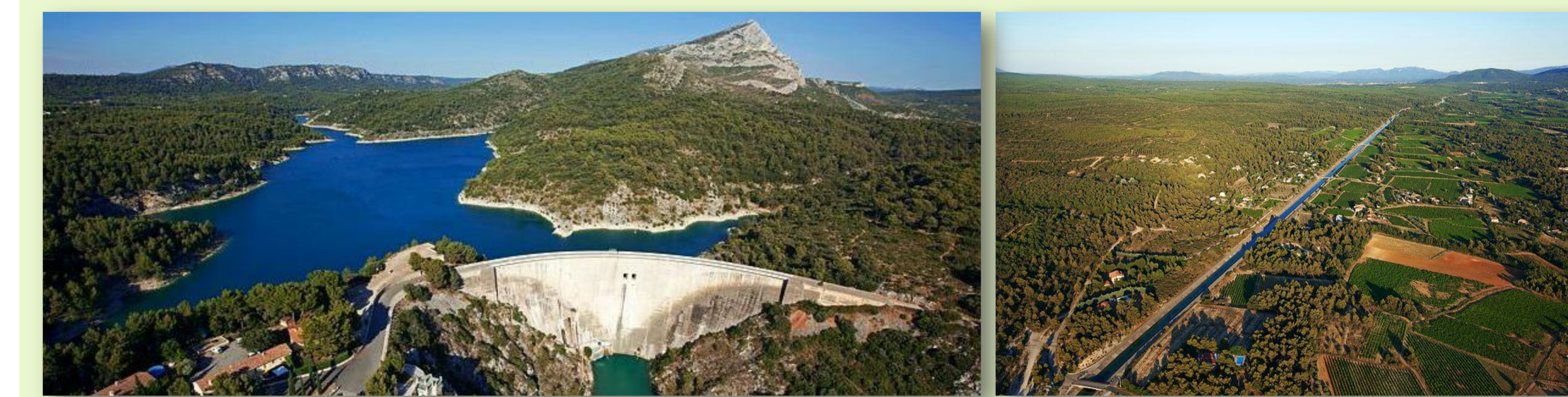
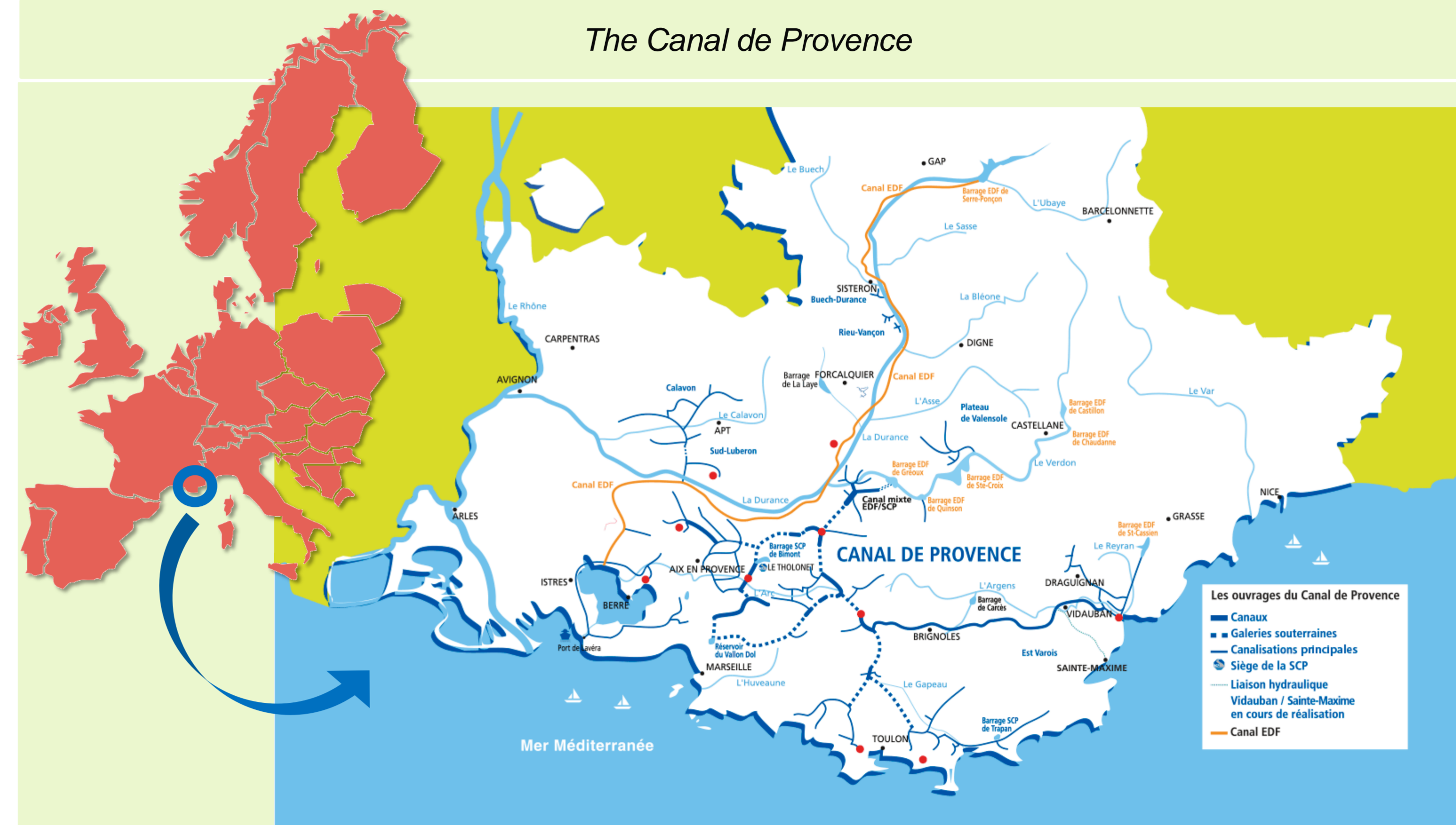
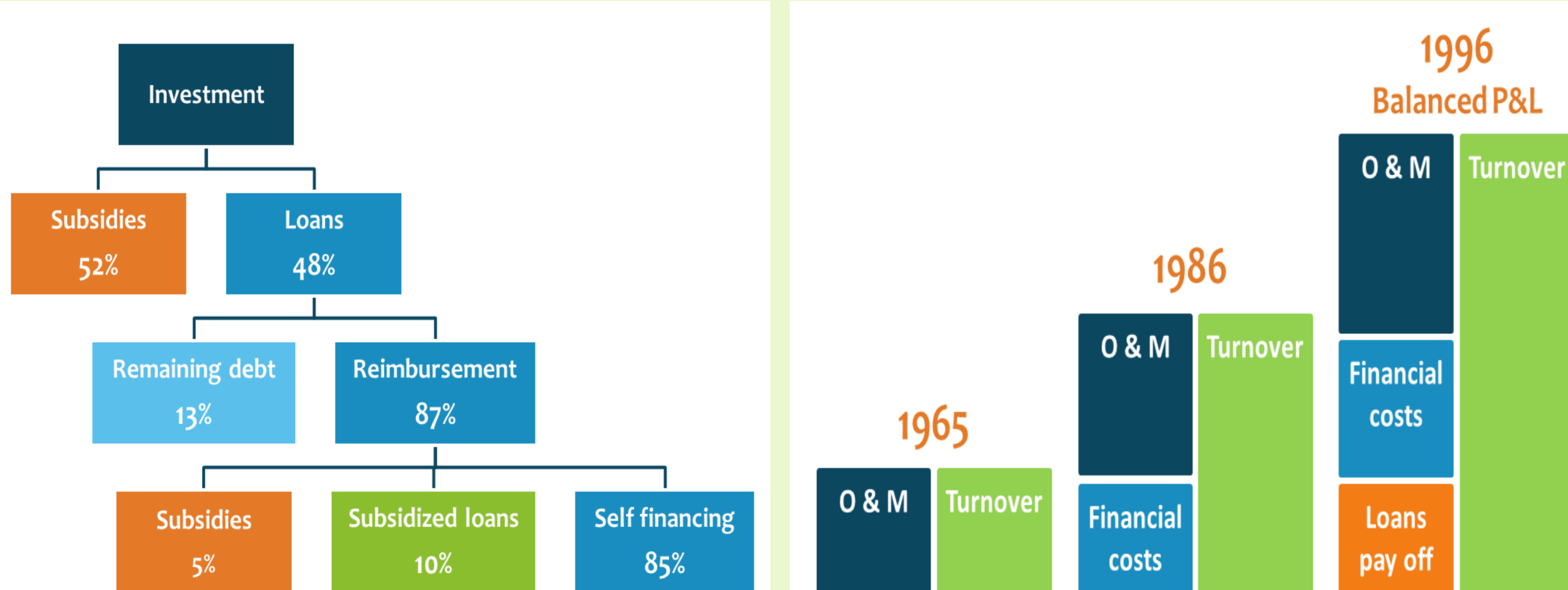
2. Type of contract and term

75 years Concession contract (1963-2038)

3. Investment funding source and sharing of the cost

- Almost 50% funding coming from the users, via water tariffs
- 50% from public authorities including PACA region, departments, State and Europe

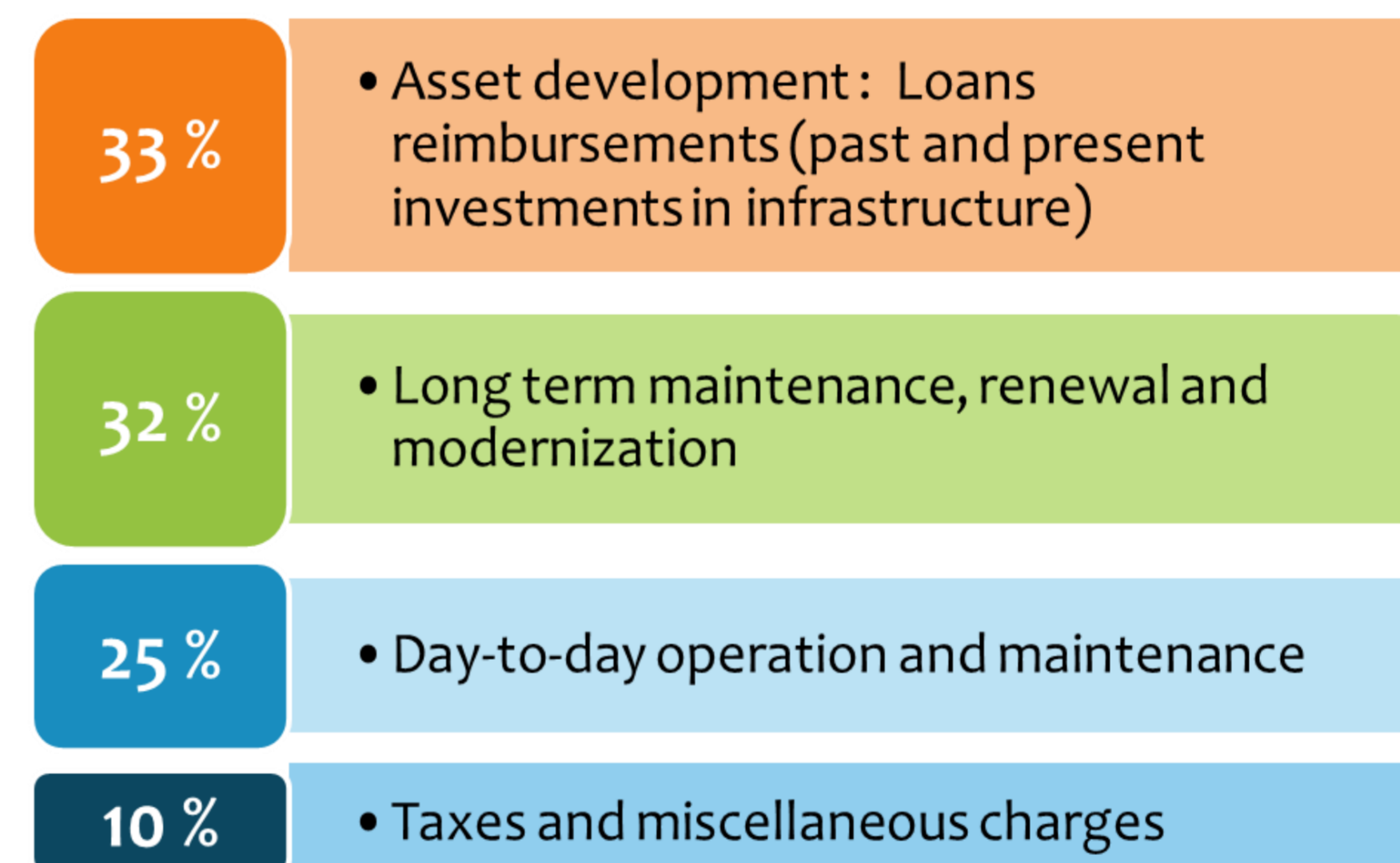
Financing the project



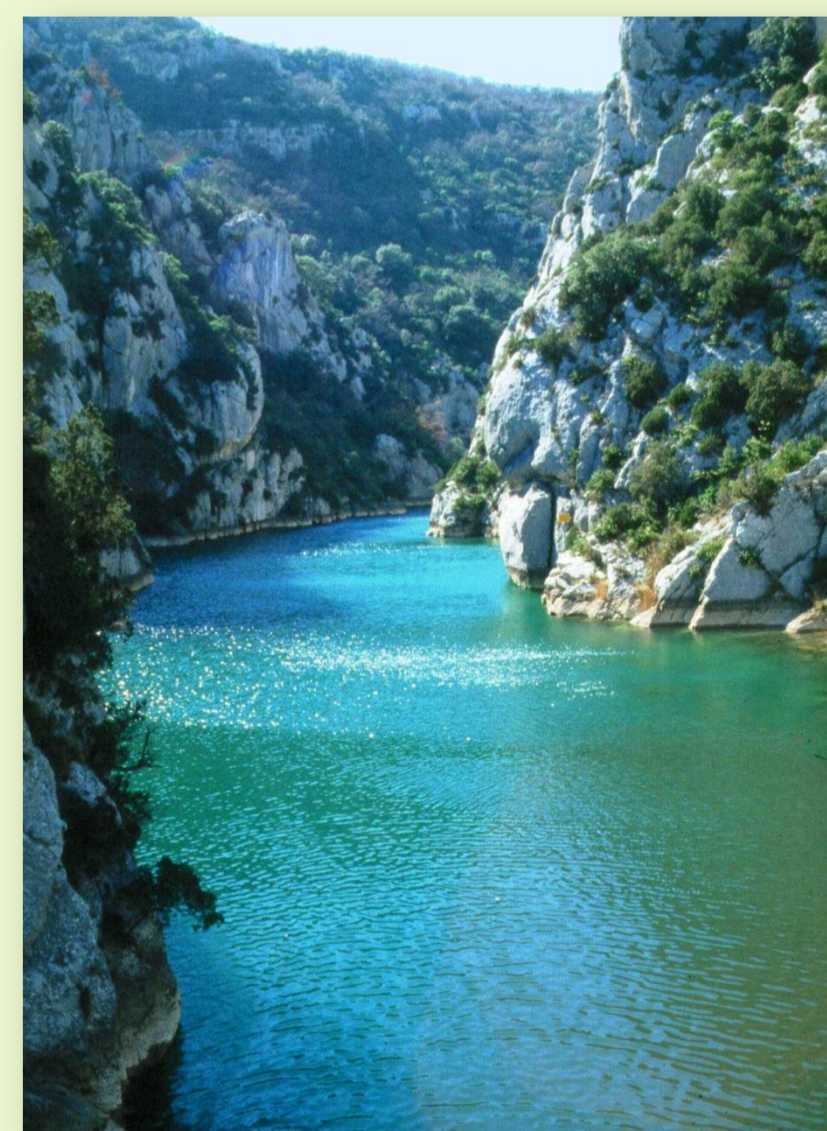
4. Paiement of the fees

100 % by the users
Differentiated tariff system mainly based on uses (agriculture, urban, industrial, ...) and localization

Present cost structure



The Verdon



5. Risk management

All risks are covered by SCP : technical, financial, commercial, ...

6. Performance evaluation

Economic efficiency allows the company to pursue its development policy and fulfill the terms of the concession contract :

- Extensions of distribution networks
- Increasing water supply safety and quality of service
- Renovation : long term maintenance, renewal and modernization of the infrastructure

7. Key lessons learnt : Success factors

- Company statute (SAR) – Flexibility and efficiency
- Governance
- Multipurpose infrastructure
- Technical skill and decisive choices in the design
- Pricing policy - Solidarity between uses
- Continuous investment and renovation policy
- In house engineering and outside contracts