

## PSIRU profiles on the groups bidding for water in Thessaloniki

July 2013

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### Consortium A: Suez, Ellaktor

#### 1. Suez Environnement

SUEZ ENVIRONNEMENT  
Tour CB21  
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France

Suez Environnement <http://www.suez-environnement.com>, consisting of the water and waste divisions of Suez, was spun off as a separate company in 2008.

It is 35.7% owned by GdF-Suez, the company formed by the merger of Suez' energy division with GdF. GdF is itself 35.7% owned by the French state.

It is a deliberate policy of the French government, supported by all parties, to maintain sufficient state control of water, energy and similar companies to prevent them being purchased by foreign investors.

In 2011 Suez had total sales of €14.8 billion – 28% (€4.2 billion) from water in Europe, 44% from waste in Europe, and 28% from activities outside Europe. <sup>i</sup>

The board of directors consists of the following:

- 1 — Gérard Mestrallet Chairman of the Board of Directors of SUEZ ENVIRONNEMENT and Chairman and Chief Executive Officer of GDF SUEZ
- 2 — Jean-Louis Chaussade Chief Executive Officer of SUEZ ENVIRONNEMENT
- 3 — Guillaume Pepy Chairman and Chief Executive Officer of SNCF
- 4 — Lorenz d'Este Managing Partner of E. Gutzwiller & Cie
- 5 — Delphine Ernotte Cunci Deputy CEO of France Telecom Orange and Senior Executive Vice President of Orange France
- 6 — Gilles Benoist Director
- 7 — Valérie Bernis Executive Vice-President of GDF SUEZ in charge of Communications, Marketing and Sustainable Development
- 8 — Harold Boël Executive Director of Sofina
- 9 — Alain Chaigneau General Secretary of GDF SUEZ
- 10 — Isabelle Kocher Executive Vice-President, Chief Financial Officer of GDF SUEZ
- 11 — Jean-François Cirelli Vice-Chairman and President of GDF SUEZ in charge of the Energy Europe Business Line
- 12 — Gérald Arbola Director
- 13 — Penelope Chalmers Executive Vice-President, Strategy and Communications, International Power
- 14 — Patrick Quart Director
- 15 — Olivier Pirotte Chief Financial Officer of the Bruxelles Lambert Group
- 16 — Nicolas Bazire Chief Executive Officer of Groupe Arnault SAS
- 17 — Amaury de Sèze Vice-President of Power Financial Corporation of Canada
- 18 — Jérôme Tolot Executive Vice-President of GDF SUEZ in charge of the Energy Services Business Line

Suez remains one of the two dominant water companies in France, with a significant presence in Spain, through Aguas de Barcelona and its subsidiaries; in Italy, through contracts in 5 municipalities - Arezzo, Florence, Pisa, Sienna and Montecatini Terme – and a 6.7% stake in Acea; in Greece, it has a 5.46% holding in Eyath, which runs water in Thessaloniki; and in Czech republic and Slovakia, through concessions established in the 1990s.

However it is withdrawing or being forced out of three European countries where it had major business:

- In 2011 it sold its German subsidiary Eurawasser to the German waste management group Remondis.
- In 2012 it sold the majority (70%) of its stake in Bristol Water (UK)
- In Hungary it has sold its stake in Budapest water, and has lost its contracts in Pecs and Kaposvar

Outside Europe, Suez has significant business in the USA through United Water, with USD \$887million of business from a mixture of operating concessions and service contracts: it has expanded the latter following the takeover of Utility Service Group (USG) in 2008. The company was subject to court cases and complaints to the OECD for tampering with the results of bacteria tests, and to lengthy disputes over pay which involved international union support from EPSU and PSI for the union (UWUA), which helped achieve better pay settlements.<sup>ii</sup>

Apart from a small operation in Mexico, its business in Latin America consists only of Agbar's activities (see below).

In China, it retains its concession in Macau which dates back to 1993, and it also has some other operating business through Sino-French Holdings, and more BOT engineering and services work.

In Australia, Suez has obtained some profitable desalination BOTs, and other major contracts, but also had expensive problems:

- It has gained a 10-year contract to run water services for Adelaide, worth €840million over 10 years, a contract which had previously been held by Veolia

It has a contract to operate and maintain water production and wastewater treatment plants in Perth, worth €294million over 10 years. However, Suez was forced to write off a total of €237million because of delays, cost overruns and disputes at its desalination plant in Melbourne, Victoria.<sup>iii</sup>

Suez withdrew from much of its activity in developing countries from 2003 onwards. Its few remaining activities are under pressure:

- in Jakarta, Indonesia, where its 51% owned subsidiary Palyja faces a strong public campaign for termination
- in Casablanca, Morocco, where its concession in (Lydec) has been criticised by auditors as well as consumers<sup>iv</sup>

## 2. Aktor/Ellaktor

Aktor is a construction company, part of the group owned by the Obalas family

Dimitrios Koutras, President ; Dimitrios Kallitsantsis, CEO

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The Obalas family also had a link to a controversial mining site in Halkidiki, Greece:

Reuters 17 Dec 2012 Critics of links between media and business also cite the case of a gold mine project in Halkidiki, northern Greece. The mines were sold by the Greek government in 2003 to a newly-formed Greek mining company. Soon afterwards the construction firm in which the Bobolas family has an interest acquired a stake in it. Local opponents campaigned vigorously against a license for the mining project being granted, claiming it would harm the environment.

Tolis Papageorgiou, a leading figure in the protest group Hellenic Mining Watch, alleged that newspapers controlled by the Bobolas family failed to report large demonstrations opposing the mine and vilified an environment minister, Tina Birbili, who blocked a license for it. "Just days into her new job in 2009 she became the target of media controlled by Bobolas because she refused to issue a license to the mining company," Papageorgiou alleged. Soon after Birbili's appointment in 2009, newspapers owned by the Bobolas family christened her "Green Tina" and criticized her performance. Reports said she was blocking many kinds of development. The articles did not mention that the newspapers' owners had a family interest in the mine or the construction trade.

In his letter to Reuters, Bobolas said that Ethnos strongly supports large-scale projects that create employment and help the country recover from its economic crisis. Birbili, who declined to comment for this article, was sacked in June 2011; a license to operate the mine was subsequently granted. After it was issued, construction firm Ellaktor, according to its annual accounts, booked a profit of 261 million euros from partly selling off and partly revaluing its stake in a Canadian company that had by that time bought 95 percent of the mine. A former aide to the Greek prime minister of the time said Birbili's sacking was not related to the mine. The former environment minister who authorized the license, George Papaconstantinou, said "the decision was made solely on the basis the environmental impact study", which had been positive about the mine. In his letter to Reuters, Bobolas said the only remaining connection his family has with the mine is his son's indirect stake of less than one percent.

## Consortium B: Mekorot, Miya, Terna, Apostolopoulos

### 3. Mekorot

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Mekorot is the Israeli public water authority, 100% public. It is active internationally in India, Cyprus, Uganda, and Ohio<sup>v</sup>

Board of Directors:

Alex Wiznitzer - Chairman of the Board  
Ms. Michal Frank  
Ms. Dorit Cohen  
Ms. Rivka Dotan-Yellin  
Dr. Vered Vivi Ziv  
Mr. Gershon Maayan  
Mr. Asaf Regev  
Mr. Yoram Ettinger  
Ms. Dalit Braun

Mekorot has historic links with the Arison water projects company Miya, which was co-founded in 2006 by Booky Oren, who was Executive Chairman of Mekorot 2003-2006.<sup>vi</sup>

Mekorot has been criticised for its role in capturing water from Palestinian communities. A report from the UN Human Rights Council in January 2013 on occupied Palestinian territories includes a section on the Right to water:<sup>vii</sup>

“36...The Secretary General has noted that “Palestinians have virtually no control over the water resources in the West Bank”. Eighty-six per cent of the Jordan Valley and the Dead Sea is under the *de facto* jurisdiction of the settlement regional councils. Settlements exploit mineral extraction and fertile agricultural lands, denying Palestinians access to their natural resources.....

“81. The capacity of the Palestinian Water Authority (PWA) to develop new water resources is hampered by the water management arrangements governed by the Interim Agreement and the Joint Water Commission (JWC) that it established, in which “fundamental asymmetries – of power, of capacity, of information” give Israel predominance in the allocation of West Bank water resources, of which it withdraws 90 per cent.55 .....

82..... In the Jordan Valley, deep water drillings by the Israeli national water company *Mekorot* and the agro-industrial company *Mehadrin* have caused Palestinian wells and springs to dry up. Eighty per cent of the total water resources drilled in the area is consumed by Israel and the settlements.

83. The lack of availability of Palestinian water resources has led to chronic shortages among Palestinian communities in Area C and a dependence on *Mekorot*, to whom authority over the West Bank water resources was transferred from the military in 1982.

84. *Mekorot* supplies almost half the water consumed by Palestinian communities. The Mission heard that Palestinians do not have access to Israeli recycled water available to settlements, and have to use water from the more expensive drinking water supply for irrigation purposes. In the event of a water shortage, valves supplying Palestinian communities are turned off; this does not happen for [Israeli] settlements.”

The 2012 Alternative Water Forum in Marseilles adopted *The Marseille Declaration for Palestinian water rights*, which includes a denunciation of *Mekorot*'s role <sup>viii</sup>

## 4. Arison Group

Arison Investment  
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Arison Investments is a global business company incorporating leading firms in the Israeli and world economy. Founded by the late Ted Arison, the company began operating in Israel in 1991. The activities of Arison Investments focus on finance, real estate and infrastructures, and water and energy.

### 4.1. Key people

#### 4.1.1. Founder and owner: Shari Arison

Shari Arison is an American-Israeli businesswoman and philanthropist. Arison is repeatedly ranked by Forbes Magazine as one of the world's wealthiest women, and was also ranked by Forbes among the top 50 most influential women in the world in 2008. She is also the founder of Miya, the Arison Group's global water company. The Group's philanthropic arm includes the Ted Arison Family Foundation, which addresses the needs of the community; Essence of Life, an organization whose aim is to heighten awareness and provide tools for attaining inner peace, both in Israel and abroad; All One, an organization established to generate a global conversation of a new reality and whose message can be summed up as "We are all connected. We are all part of one"; and Ruach Tova (Good Spirit), an organization in Israel which encourages volunteerism and provides comprehensive assistance to people interested in volunteering.

#### 4.1.2. Chair, Arison Investments: Efrat Peled

Efrat Peled is the Chairman of Arison Investments. Peled manages, develops and supports ventures that yield high financial returns for the company, while at the same time bringing positive added value to Israel and the world. In 2009, Peled was chosen to join the World Economic Forum's prestigious Forum of Young Global Leaders.

Arison claims to operate on the basis of a “concept of sustainability developed at Arison Investments with the leadership vision of Shari Arison, sets an innovative business standard. This concept includes, alongside prosperity and economic growth, the creation of positive added value for the environment and the human existence – while preserving and enhancing the earth's resources, and improving life systems around the world. Our business operations are directed towards generating financial, social and environmental returns, in accordance with the three aspects of sustainability.”

It has recently joined companies such as Unilever and Virgin in forming a ‘Plan B’ approach to business that claims to put ‘people and planet before profit’:

Environmental leader June 13 2013 <http://www.environmentalleader.com/2013/06/13/industry-giants-launch-plan-b-prioritize-planet-alongside-profit/> Industry Giants Launch ‘Plan B,’ Prioritize Planet Alongside Profit

Virgin Group founder Sir Richard Branson (*pictured*) and former Puma CEO Jochen Zeitz today formed a global nonprofit to help companies develop a new way of doing business — a Plan B — that puts “people and planet

alongside profit." The founders also announced the group's leadership team, dubbed the [B Team](#), made up of business heavyweights such as Unilever CEO Paul Polman, Kering CEO François-Henri Pinault, Arison Group owner Shari Arison, Celtel founder Mo Ibrahim, The Huffington Post Media Group president Arianna Huffington, and government and social-sector leaders. [Global](#) problems including unsustainable use of natural resources plague business, the nonprofit says. To move toward a more [sustainable](#) way of doing business, the B Team says it will address three initial challenges: the future of leadership, the future bottom line and the future of incentives to help firms focus away from short-term gain and instead balance long-term benefits for people and planet. The future of leadership challenge seeks to accelerate inclusive leadership based on being fair, honest, positive and creative, the group says. The future bottom line challenge aims to expand corporate accountability beyond financial gains to include negative and positive contributions to the economy, environment and society. And the future of incentives challenge will work with partners to develop new corporate and employee incentive structures and identify both positive and harmful subsidies. Zeitz, who is currently director of Kering and chairman of the board's sustainable development committee, says while business is integral to society, it's also responsible for "most of the negative environmental challenges of this century." As CEO of Puma, Zeitz developed the first-ever [environmental profit and loss report](#), calculating the environmental impacts of Puma's operations and supply chain. The B Team says it will hold a series of community events over the coming months that will shape a comprehensive Plan B for business.

## 4.2. Miya

Miya Luxemburg Holdings S.a.r.l.

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Miya, an Arison Group company, was established by and operates as part of Arison Investments, the group's business arm. Miya is a global provider of comprehensive urban water efficiency solutions, including Non Revenue Water (NRW) reduction. The Company's solution includes audit of a city's water system, full project planning, execution and maintenance. See video at <http://www.youtube.com/watch?v=NbXZHQBzQck>

Reuters Tue Mar 5, 2013 <http://www.reuters.com/article/2013/03/05/arison-miya-idUSL6N0BXGJH20130305> - Miya, the water company set up by Israeli billionaire Shari Arison, will continue to expand into Latin America, Europe and Asia this year to meet rising demand for drinkable water. Arison said Miya was already doing [projects](#) in the Bahamas, Manila and in [Brazil](#).

"Most urban water systems lose a huge amount of water and we have come up with the way of using efficient [management](#) that reduces that lossage, which creates more water for people," Arison told Reuters on the sidelines of a philanthropic event known as Good Deeds Day. She noted that Miya has had requests for projects in Europe and in Puerto Rico.

Arison, with a net worth of \$4.2 billion, is No. 308 on Forbes' billionaires list and is the fourth richest person in Israel. Through her investment arm Arison Holdings, she is the controlling shareholder of Bank Hapoalim, Israel's largest bank. Arison also controls Shikun & Binui, Israel's top [construction](#) group. Her brother, Micky Arison, is chief executive of cruise line [Carnival Corp.](#)

Arison said she was interested in further investments for Shikun & Binui in solar energy. "Anything that's good for the environment, that's where we want to be," Arison said. Arison launched Good Deeds Day in Israel seven years ago and on Tuesday visited various projects such as building a garden and improving an Arab school in Lod. "We have forgotten simple human values and it's really to remind people that anyone can do a good deed," she said.

#### 4.2.1. Miya Philippines: strong local opposition to proposed USD\$21m. deal

Miya Philippines manages one of the largest NRW project in the world with Maynilad, the private water operator for the West Zone of Metro Manila,. Miya Philippines is also the center of Miya's business development activity in Asia, focusing mainly on the Philippines, Vietnam and India.

Its attempts to expand into another Philippine city, Bacolod, have met with strong local resistance and accusations of unnecessary expense of USD \$21 million, corruption, 'back-door' privatisation, and loss of jobs:

InterAksyon.com The online news portal of TV5 BACOLOD CITY, Philippines June 6, 2013

<http://www.interaksyon.com/article/63465/bacolod-water-firm-director-warns-peers-of-anti-graft-law-as-union-activists-go-on-offensive>

see also: [Bacolod water utility union blasts officials for pushing 'privatization'](#)

[Bacolod water firm board seeks audit, hits back at union over 'privatization'](#)

-- A director of the Bacolod City Water District has warned members of the board who approved a joint venture agreement with Israeli-based firm Miya and Maynilad Water Services that they could be violating certain provisions of the anti-graft law. "I told them to be more circumspect since they could be violating certain provisions of that law," lawyer Maria Aida Torre told InterAksyon.com, although she did not elaborate on which provision the officials who accepted the P924 million unsolicited proposal of Miya-Maynilad to solve the non-revenue water problem of the district might run afoul of. "Non-revenue water" refers to water lost due to pipe leaks, illegal connections, pilferage and even that used by firefighters to put out blazes. The Baciwa Employees Union has dubbed the potential deal a sellout, saying it would lead to the eventual privatization of the water utility, uncontrolled hikes in water rates and the loss of jobs for hundreds of the firm's workers. Torre agreed with the union's contention that the Miya-Maynilad venture would lead to higher water rates for the more than 40,000 concessionaires of the water district who are already saddled with problems ranging from low-water pressure to intermittent supply to dirty water. "It's logical; these corporations would be sinking in a lot of money, so how would they recoup it? They have to earn it back," she pointed out. Torre also confirmed that the board's May 14 resolution, which accepted the Miya-Maynilad proposal, was "not valid" since she and another director, Cecilia Henares, were not present during the special board meeting. Although the resolution did note their absence, it also listed them as casting "negative" votes on the proposal, thus making it appear a tie that Baciwa chairman Lawrence Villanueva then had to break. "I told the chairman (Villanueva) that this is not a valid resolution because we were not there," Torre, a lawyer, said. Torre and Henares, who had earlier expressed their vehement opposition to privatization and the Miya-Maynilad deal, had already said they would not attend any meeting that would discuss the issue. On Tuesday, however, the board passed another resolution accepting the Miya-Maynilad proposal, Torre said. **Complaint, protests, petition** As this developed, the union upped the ante against the Miya-Maynilad proposal by announcing plans to file charges against directors who accepted the bid for possible violations of the Anti-Graft and Corrupt Practices Act. BEU president Claudio Salmo said their lawyers are studying what specific case to file before the Office of the Ombudsman because "it appears that they have committed graft and corruption by accepting the proposal hastily and by picking the joint venture as an option." The union also resumed lunch break protests against privatization on Wednesday, with workers gathering outside the Baciwa office and taking turns at the microphone to condemn the board's acceptance of the Miya-Maynilad proposal. The Bagong Alyansang Makabayan-Negros, which supports the union's stand, also started a petition-signing campaign in a bid to gather the support of concessionaires in opposing the joint venture with Miya-Maynilad. "They just want to get a foothold in Baciwa and then take over," Bayan secretary general Christian Tuayon told InterAksyon.com. **'Firm with bigger problems to solve our problems?'** The BEU also dismissed assurances by the directors who accepted the Miya-Maynilad proposal that the joint venture agreement with the private consortium will enable Baciwa to cope with private competition. "They are not telling the public the whole truth," Salmo said, reacting to Baciwa vice chairman Lorendo Dilag's accusation that those opposing the deal are telling "half-truths." Salmo said that, aside from the "skewed" revenue-sharing arrangement -- with 90 percent of the NRW going to Miya-Maynilad and only 10 percent to Baciwa -- Maynilad's track record in resolving its own NRW problem in the National Capital Region makes it capability suspect. Baciwa only has P2.5 billion in NRW spread over 10 years while Maynilad racked up an NRW of P10 billion in only four years, Salmo pointed out. "So how can we believe them that they will be solving our NRW problem?" Torre, meanwhile, said she is supportive of solving the NRW problem through an in-house project but the idea was rejected outright by the board members who favored the Miya-Maynilad joint venture. "Our people are capable, we just have to hire consultants," she said.

**Panay News (no date)** <http://www.panaynewsphilippines.com/negros/4441-should-baciwa-rely-on-its-engineers.html> **Should BACIWA rely on its engineers? In-house deal for nonrevenue water woe pushed** By EUGENE ADIONG  
BACOLOD City —

There were three deals that can address the nonrevenue water (NRW) problem of the Bacolod City Water District (BACIWA), said the BACIWA employees' union president, Claudio Salmo. These were with Miya Maynilad, which would cost P924 million; Manila Water, P444 million; and the BACIWA engineers or the in-house deal, P291 million, Salmo said. It is evident that the in-house deal is the most affordable — and could be the most reliable — among the three, he said. Engineers of Baciwa, especially those who have been with the water district for more or less 20 years, already know the system, said Salmo. They will find it easy to address the problem as long as there is a budget for the venture, he stressed. Miya Maynilad proposed to undertake the project under a public-private partnership (PPP) deal. Under the agreement, BACIWA will pay the firm P30 million per year, plus a six-percent annual interest, for 15 years. The payment scheme will eventually cost the water district some P7.8 billion, Salmo said. He said NRW is a “natural occurrence” in water districts, including Miya Maynilad, whose NRW has reached 42.3 percent. “If (Miya Maynilad) can't solve its NRW, how can it solve the NRW of BACIWA?” Salmo pointed out. Salmo said a joint venture selection committee of BACIWA has already rejected Miya Maynilad's offer, which water districts believe will lead to privatization. But if the Miya Maynilad deal pushes through, and BACIWA cannot afford to pay the cost, a takeover could follow, he said. As early as October last year, the BACIWA employees' union stood against the possible PPP. In fact, it has been conducting a rally every noon break to express their stand against moves to privatize BACIWA. It also plans to come up with a petition that will urge water concessionaires to join their protest, Salmo said. The water district officials who consider the Miya Maynilad offer — Chairman of the Board Lawrence Villanueva, and directors Lorendo Dilag and Marichi Ramos — were new to BACIWA and hardly understand its financial capacity, he said. “The one is a banker, the other is a lawyer, and another member is an optician. Can they see the situation clearly?” Salmo said./PN

#### 4.2.2. Other Miya subsidiaries and partners

- BBL Engenharia [www.bbl.eng.br](http://www.bbl.eng.br) which specializes in NRW management projects in the Brazilian market. One of its key clients is SABESP, the water utility of the state of Sao Paulo
- Dorot [www.dorot.com](http://www.dorot.com) a leading developer, manufacturer, and marketer of a wide range of [pressure control valves](#).
- Veritec [www.veritec.ca](http://www.veritec.ca), which has operates in Canda and USA.
- WRP [www.wrp.co.za](http://www.wrp.co.za) a specialist engineering consultancy company, active mainly in South Africa and Australia.
- Miya is also a partner with Crowder Consulting [www.crowderconsult.co.uk](http://www.crowderconsult.co.uk), a consultant engineering and software development company which has worked in the UK, Malaysia and the Philippines.
- Also: Miya Colombia, Miya Puerto Rico, Miya Bahamas

#### 4.3. Terna Energy

Terna. S.a

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Dimitrios Antonakos;Chairman

Michael Gourzis;Vice Chairman

Georgios Peristeris;Chief Executive Officer

Part of the GEK Terna Group of companies

#### 4.4. Apostolopoulos

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- <sup>i</sup> Suez Doc de Reference 2009 [http://www.suez-environnement.com/document/?f=profile/en/ddr\\_se\\_2009\\_en.pdf](http://www.suez-environnement.com/document/?f=profile/en/ddr_se_2009_en.pdf)
- <sup>ii</sup> <http://www.epsu.org/a/7703>; [Utility Workers to Sponsor Plane Banner over Super Bowl Publicizing United Water Criminal Indictment](#) PR Newswire, February 3, 2012 Friday 8:39 PM EST, 498 words
- <sup>iii</sup> <http://www.globalwaterintel.com/archive/13/2/need-to-know/melbourne-legacy.html>  
<http://www.socialistpartyaustralia.org/archives/4534>
- <sup>iv</sup> Suez Doc de Reference 2011 <http://www.suez-environnement.com/wp-content/uploads/2012/04/DDR-SEC-2011-Version-anglaise-d%C3%A9finitive.pdf>
- <sup>v</sup> <http://en.wikipedia.org/wiki/Mekorot> .
- <sup>vi</sup> <http://il.linkedin.com/pub/booky-oren/39/8a4/b67>
- <sup>vii</sup> [www.ohchr.org/Documents/HRBodies/HRCouncil/RegularSession/Session19/FFM/FFMSettlements.pdf](http://www.ohchr.org/Documents/HRBodies/HRCouncil/RegularSession/Session19/FFM/FFMSettlements.pdf)
- <sup>viii</sup> <http://mondoweiss.net/2012/03/alternative-water-forum-2012-israels-national-water-carrier-violates-palestinians-right-to-water.html>