

# AWPT Earning and Business Presentation Q2 2023



الخریفة لتقنية المياه والطاقة  
Alkhorayef Water & Power Technologies

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Riyadh, Kingdom of Saudi Arabia, 23<sup>rd</sup> of August 2022



## CEO Message - Alkhorayef Water and Power Technologies (AWPT): Performance driven

Allow me to express our excitement to meet again and share with you AWPT's performance and achievements in light of the great water sector opportunities announced recently. At Alkhorayef Water and Power Technologies, we continuously work to improve and develop our operational framework and control systems, which has contributed to the growth of the company's revenues and profits over the years and its acquisition of the largest market share in the water and wastewater sector.

First half of 2023, the company signed contracts with a total value of more than 1.7 billion riyals. Number of these contracts were with new clients, further strengthening diversification of our client base. Prime example is the award of Long-Term O&M Contracts for Sewage Treatment Plants Package 5 with a value of 1.62B, where the company will perform Design, Rehabilitation Works, testing and commissioning, full operation and maintenance, handover, of the existing three sewage treatment plants (STPs) in Manfouha - Riyadh. The STPs in this Package are: Manfouha North STP (MNN), Manfouha East STP (MNE) and Manfouha Phase 4 STP (MN4). The Rehabilitation shall be completed in two phases with total period of 36 months from the contract date. As well as the Operation and Maintenance for 15 years (180 months) from contract date, in conjunction with commencement of rehabilitation work. The total design treatment capacity of the Plants is 700,000 m<sup>3</sup>/d.



**Mr. Rami Moussilli**  
*Chief Executive Officer*

Furthermore, Saudi Water Partnership Company (SWPC) announced on July 24<sup>th</sup>, 2023, that Alkhorayef Water and Power Technologies' Consortium has been selected as the Preferred Bidder for development of Rayis – Rabigh Independent Water Transmission Pipeline Project (IWTP) with a levelized cost of 1.25678 SAR/m<sup>3</sup>.

Rayis – Rabigh IWTP is the first of its kind that will be developed on a Build-Operate-Transfer (BOT) Model in the Kingdom of Saudi Arabia. The project will be developed with a transmission capacity of 500,000 m<sup>3</sup>/day and a length of 150 km to provide Makkah and Madinah regions with drinking water by Q1 2026 for 35 years. Alkhorayef Water and Power Technologies owns 50% of the Consortium in partnership with the Spanish Company Grupo Cobra. The company is currently working with the relevant stakeholders to take this project towards financial closing.

## CEO Message - Alkhorayef Water and Power Technologies (AWPT): Performance driven – Continued

On the financial side as at 6M 2023, company revenue grew by 106% compared to same period previous year, gross profit grew by 33% at a margin of 16.1%, with net income before zakat growth of 33% at Sar 77.15 million at a margin of 10.5%. Shareholders' equity reached 465.9 million, with a return on equity at 32% and return on asset at 10.36%.

Moreover, we maintained good sector diversification, growth and profitability, with each of the company's sectors registering remarkable growth from 2020 to 2022 leading to Q2 2023. The integrated water solutions sector which is an indicator of the company's strength in performing broad spectrum water and waster activities grew at 20% vs same period previous year, water segment revenue grew at 212%, and wastewater segment grew at 52%. The integrated water solutions recorded gross profit margin of 14.5%, the water at gross margin of 17% and wastewater sector recorded gross margin of 14.5%.

The value of remaining revenue from company's contracts to be recognized "Backlog", grew by 28% 6M 2023 compared to year end 2022 and a staggering 178% from year end 2021. Backlog stands at Sar 4.576B as of 6M 2023 with awards of new contracts reaching 1.7B for first half of 2023 (not including the award of IWTP Rayis-Rabigh)

In addition to the continuous growth in current operation & maintenance business in which the company occupies the leading market share in the Kingdom and project services contracts in the water and wastewater sector, we are actively working to further expand our client base and win additional long-term operation and maintenance contracts with contractual duration extending from 10 to 15 years for sewage treatment plants in various regions of the Kingdom. We are also actively participating in privatization proposals such as the Independent Water Transmission Pipeline and the Independent Sewage Treatment Plants projects offered by Saudi Water Partnerships Company, where we are positioned as one of the most qualified local companies to implement these projects dwelling on our long successful track record in the sector, deep experience, and leadership in the sector.

At the end, I thank and appreciate the company's team for the great work, commitment and dedication, the company's board of directors for their continued support, and shareholders for their trust in the company.

# AWPT Key Figures

## AWPT at a glance

AWPT is a market leader in the Kingdom's water and wastewater sector, with a long-standing history of successful operations across the country.

Ranked 14th global water company by GWi, a high-profile ranking serving as a testament to the company's leadership.

Rank	Company	Country	Water revenues	People served	Notes
1	Veolia	France	€10.8bn	141,600,000	Suez merger drove growth in the Americas and Spain
2	Beijing Enterprises Water	China	HK\$27.9bn	112,206,958	Steady growth at home; eyeing O&M-related contracts overseas
3	VA Tech Wabag	India	INR29.8bn	88,896,154	2022 number higher, despite international contract expiries
4	Suez	France	€4.125bn	88,634,996	Portfolio slimmed down due to asset disposals to Veolia
5	Beijing Capital	China	RMB14.3bn	60,000,000	Secured projects under the Yellow River Basin Eco initiative
6	Acciona Agua	Spain	€1,052m	50,594,192	Big wins in Saudi Arabia, Egypt & Spain, with more desal to come
7	SIIC Environment Holdings	China	RMB5.5bn	44,226,457	Active in water and wastewater projects nationwide
8	China Water Affairs	China	HK\$12.3bn	41,814,882	Rapid expansion nationwide; may spin off water supply business
9	Aqualia	Spain	€1.17bn	35,500,000	Expansion in Egypt, Colombia, Georgia, and France
10	Guangdong Investment	China	HK\$17.8bn	35,026,497	Successful under China's "urban-rural integration" initiative
11	Beijing Origin Water	China	RMB8.0bn	35,000,000	Paid \$148m compensation to its state backer after acquisition
12	Sabesp	Brazil	BRL19.5bn	28,400,000	Out-of-state concession expansion remains a long-term objective
13	Chongqing Water Group	China	RMB7.3bn	26,639,540	Acquired seven water concessions in Kunming in November 2022
14	Alkhorayef WPT	Saudi Arabia	SAR569m	26,500,000	The market leader in Saudi water infrastructure outsourcing
15	China Everbright Water Ltd.	China	HK\$6.9bn	25,827,788	Expanded overseas through new wastewater O&M in Mauritius
16	Shanghai Chengtou Group	China	RMB13.9bn	24,259,065	Includes Shanghai Chengtou Water and Shanghai Env. Group
17	General Water of China	China	HK\$2.4bn	20,998,387	Owned by CECEP Capital (55%) & Shanghai Ind. Hldgs (45%)
18	CECEP Guozhen Environment	China	RMB4.5bn	20,758,217	Leveraging state-owned stakeholder's robust access to finance
19	Tianjin Capital Environmental	China	RMB3.8bn	20,655,777	Water & wastewater utility for Tianjin, with projects nationwide
20	Vishvaraj Infrastructure	India	INR3.8bn	21,300,000	New orders drive sharp post-COVID surge in population served

## KEY FACTS AND FIGURES



Established  
1985



Population served  
Over 26.5 million



HQ  
Riyadh



Water & wastewater treated  
3,950,000 m<sup>3</sup>/day



Employees  
7,000+



Networks managed  
42,650,000 m



Ownership  
Stock-listed



Backlog over  
3.3 Billion SAR

# AWPT Activities Across Full Value Chain of Water & Wastewater

AWPT offering and capabilities

We offer integrated services along the entire water and wastewater value chain, through all relevant delivery models.

## DELIVERY MODEL



Construction  
(EPC)



Operation & Maintenance  
(O&M)



Public-Private Partnerships  
(PPP)



Value-Added Services  
(e.g. City Management)

## AWPT'S COVERAGE ACROSS MULTIPLE DIMENSIONS



Desalination



Water Treatment



Water Transmission



Water Distribution



Wastewater Networks



Stormwater Networks



Wastewater Treatment



Sludge Management



Treated Sewage Effluent Networks



# The Water Segment

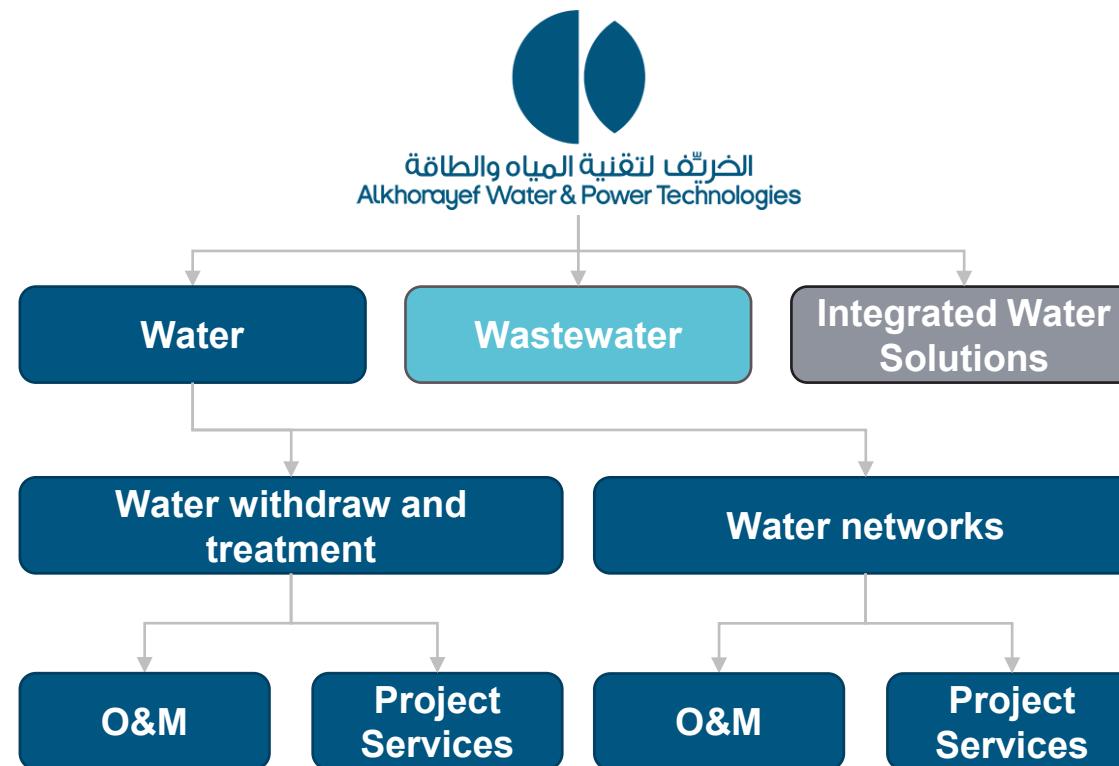
• Our Water segment includes **water withdraw and treatment** services and **water networks** services

• **Water withdraw and treatment** encompasses:

- **Water Treatment Plants** – Engineering, procurement, rehabilitation, construction and O&M of large capacity and centralized sea water and brackish water reverse osmosis plants
- O&M of **water treatment plants**
- **Deep Water Wells** – Design, drilling, installation, commissioning and O&M of deep-water wells (depth range between 300m to 2500 m) including probing and assessment of aquifer properties
- O&M of **deep water wells**

• **Water networks** encompasses:

- Engineering, procurement, rehabilitating and upgrading of **potable water networks**, including pumping stations and networks lines between and within cities
- O&M of **water networks**
- Engineering, procurement, rehabilitating and upgrading of **firewater networks**, including main and auxiliary fire networks, fire pumps, fire hydrants, integrated building fire protection systems, and fire alarm systems
- O&M of **firewater networks**





# The Wastewater Segment

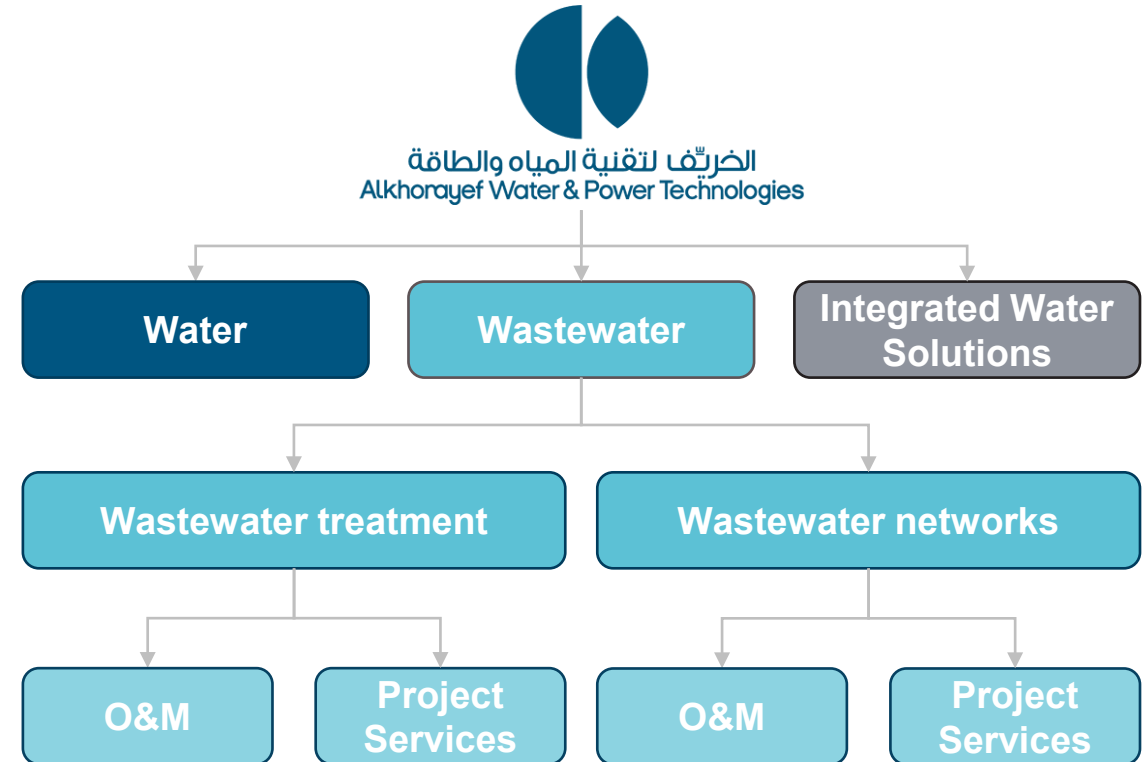
- Our Wastewater segment includes **wastewater treatment** services and **wastewater networks** services

- Wastewater treatment** encompasses:

- Sewage Wastewater Treatment Plants** - Engineering, procurement, execution, commissioning, upgrading and rehabilitating of advanced large-scale plants, serving a critical role in municipalities objectives while complying with environmental regulations and producing compliant Treated Sewage Effluent Water
- O&M of **sewage wastewater treatment plants**
- Industrial Wastewater Treatment Plants** - Engineering, procurement, execution, commissioning, upgrading and rehabilitating of large-scale industrial wastewater treatment plants with wide range of solutions extending from pre-treatment to complete nutrient-removal
- O&M of **industrial wastewater treatment plants**

- Wastewater networks** encompasses:

- Wastewater Networks** - Engineering, procurement, execution, commissioning, upgrading and rehabilitating of long-distance wastewater trunk lines, wastewater collection networks within cities, large scale lifting stations, tunneling and wastewater connections
- O&M of **wastewater networks**
- Treated Sewage Effluent (TSE) Networks** - Engineering, procurement, execution, commissioning, and rehabilitating of **TSE networks** and pumping stations collecting TSE from wastewater treatment plants and distributing to irrigation, cooling and others
- O&M of **TSE networks**





# The Integrated Water Solutions Segment

- Our Integrated Water Solutions segment includes **stormwater networks services**, **city management services** and **water management services**

- **Stormwater networks encompasses:**

- Stormwater Network - Engineering, procurement, execution, commissioning, upgrading, rehabilitating and O&M of large-scale lifting stations, underground tunneling, combined sewage overflow systems, underground storm water detention system, auxiliary systems, grit removal systems, pumping solutions and emergency storm control systems

- **City management encompasses:**

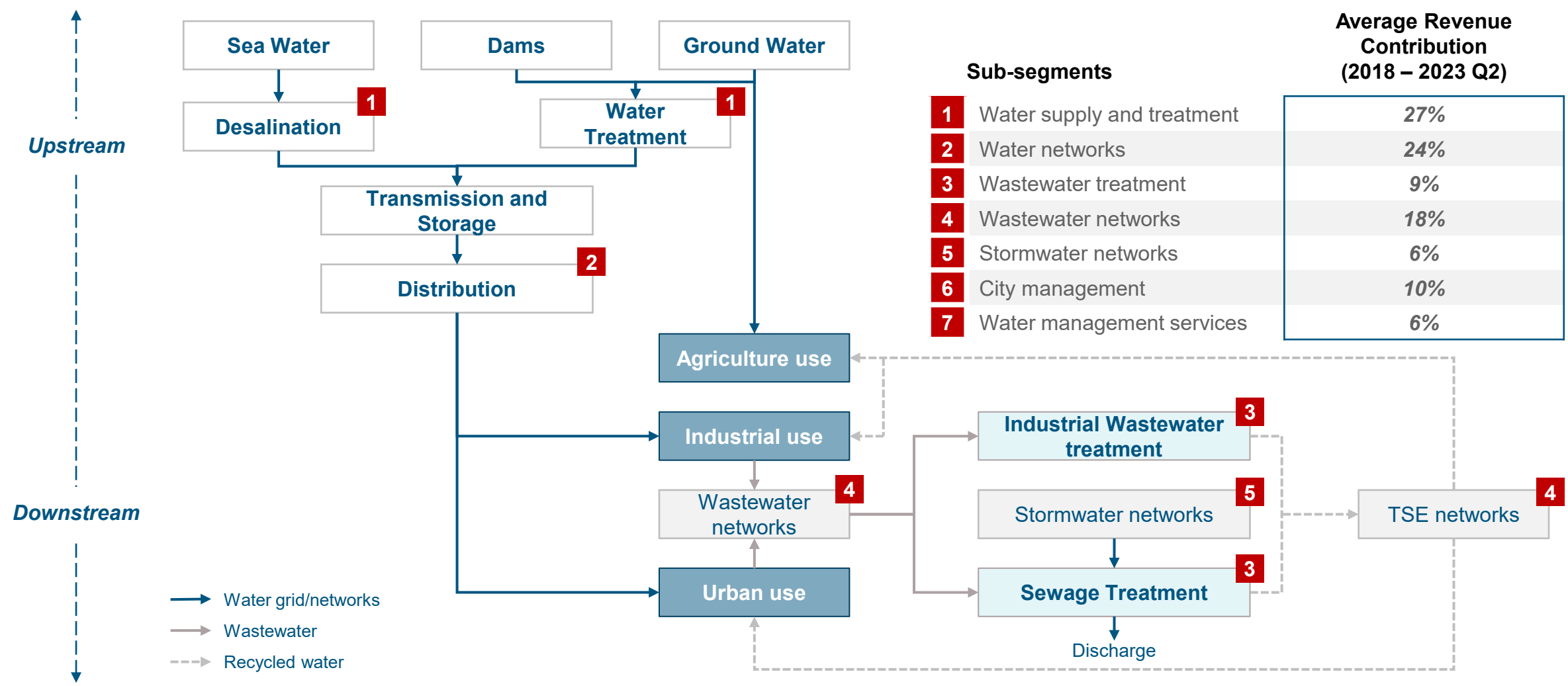
- City Water Management - encompassing the full-scale strategic planning, strategic operations and maintenance of supply chain of water starting from water wells, brackish water reverse osmosis treatment plants, sea water desalination plants, water and wastewater distributions, networks and pressure management, support service networks, metering, client service, wastewater treatment and the treated sewage effluent reuse

- **Water management services encompasses:**

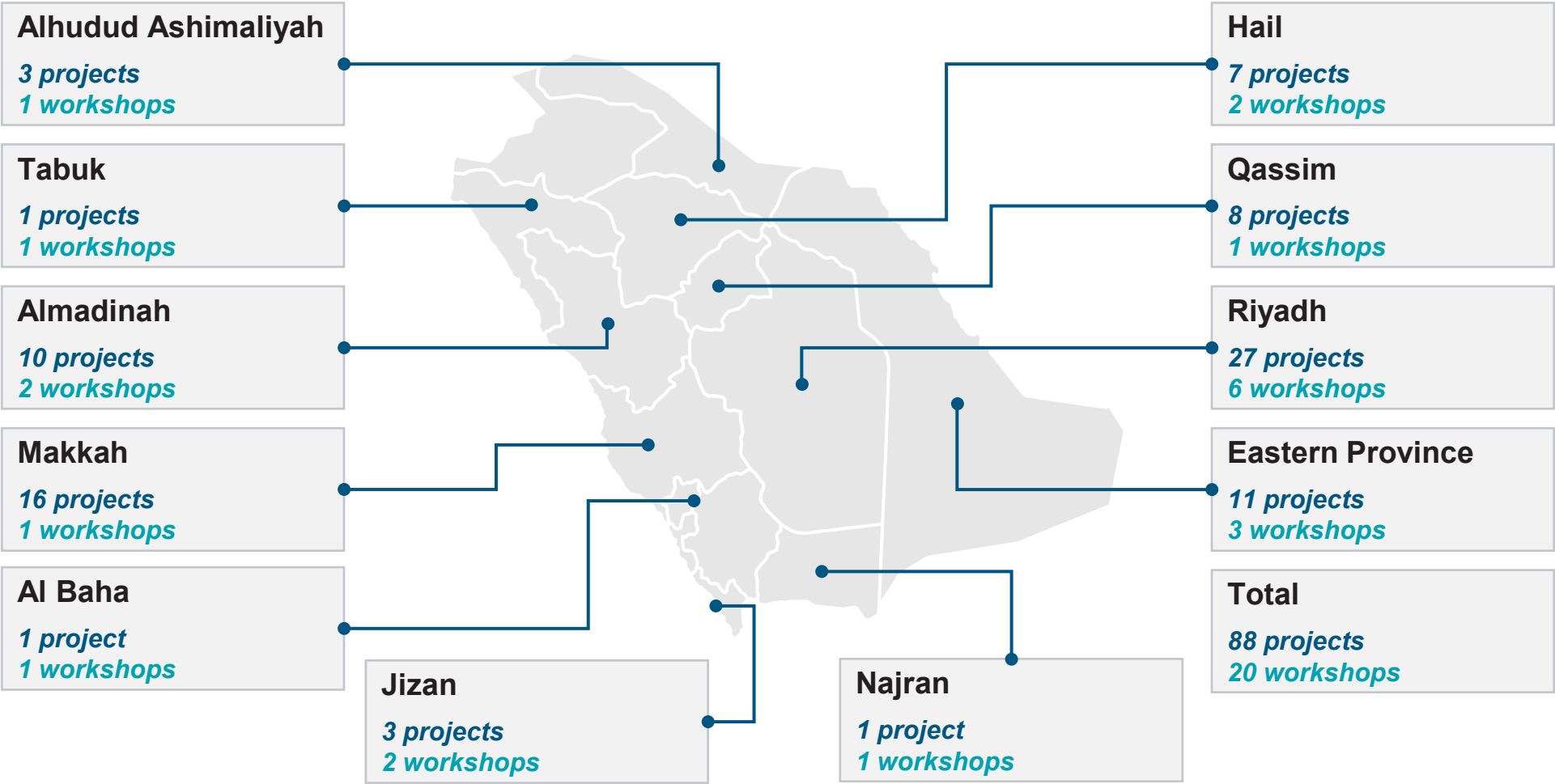
- Complementary services to the core business activities of the Company, offering a full spectrum of water and wastewater solutions to clients, including fabrication workshops, laboratories, leak detection, asset services and others



# Through its long operational history, AWPT has established strong presence across the water value chain in O&M and Project Services



Amassed extensive local knowledge and diversified experience, enabling significant geographical footprint expansion



# Executive Summary for AWPT Performance –Q2 2023 Vs Q2-2022 & Vs Q1-2023

Sustainable and adaptive company achieving continued growth and outstanding 360-degree performance

## Financial Performance

### Q2 2023 vs Q2 2022

#### Tremendous growth Q2 2023 Vs Q2 2022

- Top line growth of over 126%
- Net profit after Zakat growth 35% increased from 26.33M Q2-22 to 35.59M in Q2-23.
- Growth in operating profit ( EBIT) 43% from 34.66M To 49.57M
- Growth in EBTIDA over 48% from 42.07M to 62.28M.

### Q2 2023 vs Q1 2023 (current quarter vs previous quarter)

#### Tremendous growth Q2 2023 Vs Q1 2023

- Top line growth of over 30%
- Net profit after zakat growth of over 9% from 35.59 M compared to 32.73M for previous quarter.
- Growth in operating profit ( EBIT) over 8 % from 45.69M to 49.57M
- Growth in EBTIDA over 7% from 58.02M to 62.28M.

Statement of Profit or Loss	PTD Q2 2023 Actual	PTD Q2 2022 Actual	YoY % Change	PTD Q2 2023 Actual	PTD Q1 2023 Actual	YoY % Change
<b>Revenue</b>	<b>416.49</b>	<b>184.43</b>	<b>126%</b>	<b>416.49</b>	<b>321.61</b>	<b>30%</b>
Cost of revenue	(354.67)	(138.71)	156%	(354.67)	(264.84)	34%
<b>Gross profit</b>	<b>61.82</b>	<b>45.72</b>	<b>35%</b>	<b>61.82</b>	<b>56.77</b>	<b>9%</b>
S&A expenses	(0.09)	(0.41)		(0.09)	(0.09)	
G&A expenses	(12.26)	(7.15)		(12.26)	(11.01)	
Impairment loss on trade receivables including contract assets	0.00	(3.56)		0.00	0.00	
Gain on sale of property and equipment	0.11	0.06		0.11	0.03	
<b>Operating Profit (EBIT)</b>	<b>49.57</b>	<b>34.66</b>	<b>43%</b>	<b>49.57</b>	<b>45.69</b>	<b>8%</b>
Finance charges	(10.92)	(4.13)	165%	(10.92)	(9.32)	17%
Other income	2.15	0.72		2.15	1.10	
Profit(Loss) From the associate	(1.02)	(1.93)		(1.02)	(0.09)	
<b>PROFIT BEFORE ZAKAT</b>	<b>39.78</b>	<b>29.33</b>	<b>36%</b>	<b>39.78</b>	<b>37.37</b>	<b>6%</b>
ZAKAT	(4.19)	(3.00)	40%	(4.19)	(4.64)	-10%
<b>Net Profit after Zakat</b>	<b>35.59</b>	<b>26.33</b>	<b>35%</b>	<b>35.59</b>	<b>32.73</b>	<b>9%</b>
<b>EBITDA</b>	<b>62.28</b>	<b>42.07</b>	<b>48%</b>	<b>62.28</b>	<b>58.02</b>	<b>7%</b>
<b>EBITDA Margin</b>	<b>15.0%</b>	<b>22.8%</b>		<b>15.0%</b>	<b>18.0%</b>	



# Executive Summary for AWPT Performance – YTD 6M 2023 Vs 6M-2022

Sustainable and adaptive company achieving continued growth and outstanding 360-degree performance

## Financial Performance

### Q2 2023 YTD

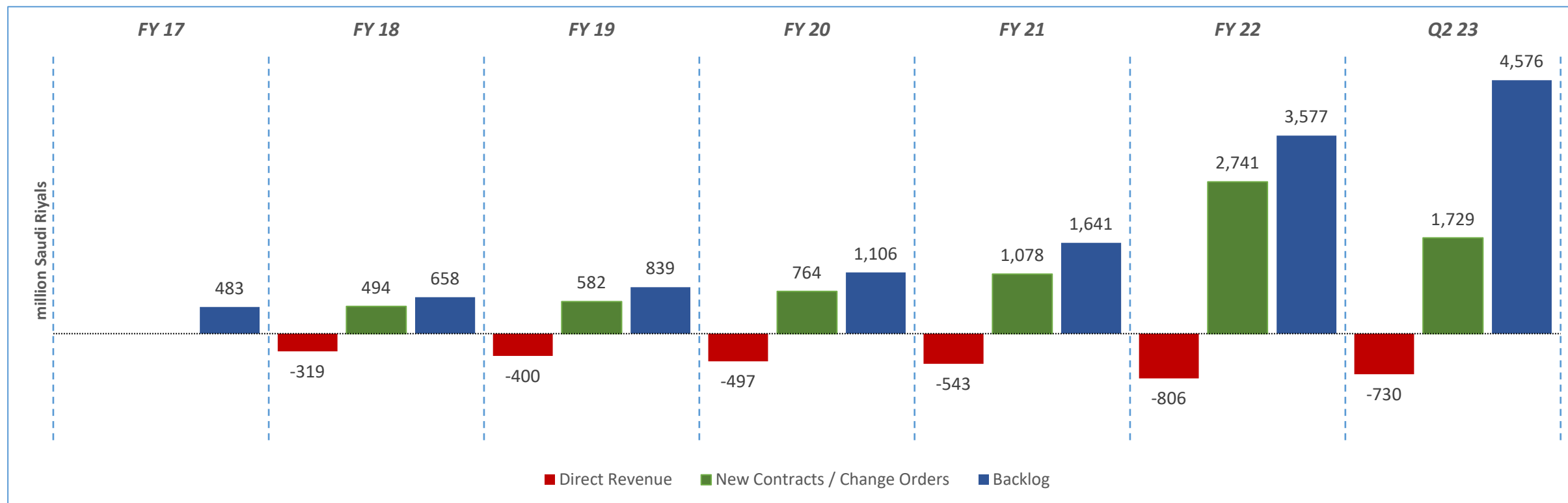
- Gross profit growth of 33% from 89.28M to 118.58M at 16.1% margin
- EBITDA growth of 49% from 80.60 M to 120.30 M at 16% margin
- Growth in operating profit ( EBIT) 47% And net profit after zakat with increased of 16.68 M being 32% despite absorbing unbudgeted costs And Zakat as follows:
  - increasing finance cost by 14.6 m (258%) from same YTD quarter last year
  - increasing ZAKAT provision by 2.5m (22%) from same YTD quarter last year

## Capital Structure and Liquidity

- Strong collection 726M up to Q-2 2023.
- Collection days 74 days As Of Q2-2023 and accounts receivable turnover ration at 2.46X
- Current ratio at 1.7, debt to equity ratio at 2
- Achieved and impressive ROIC at 33%

Statement of Profit or Loss	YTD Jun 2023 Actual	YTD Jun 2022 Actual	YoY % Change
<b>Revenue</b>	<b>738.10</b>	<b>357.95</b>	106%
Cost of revenue	(619.51)	(268.67)	
<b>Gross profit</b>	<b>118.58</b>	<b>89.28</b>	33%
<b>Gross Profit Margin</b>	<b>16.1%</b>	<b>24.9%</b>	-36%
S&A expenses	(0.19)	(0.78)	
G&A expenses	(23.27)	(20.32)	
Impairment loss on trade receivables including contract assets	0.00	(3.56)	
Gain on sale of property and equipment	0.13	0.13	
<b>Operating Profit (EBIT)</b>	<b>95.26</b>	<b>64.76</b>	47%
Finance charges	(20.25)	(5.65)	258%
Other income	3.25	0.98	
Profit(Loss) From the associate	(1.11)	(1.93)	
<b>PROFIT BEFORE ZAKAT</b>	<b>77.15</b>	<b>58.16</b>	33%
<b>PROFIT BEFORE ZAKAT MARGIN</b>	<b>10.5%</b>	<b>16.2%</b>	-36%
ZAKAT	(8.83)	(6.53)	35%
<b>Net Profit after Zakat</b>	<b>68.32</b>	<b>51.63</b>	32%
Re-meas PL on benefits liability	0.00	0.00	
<b>T COMP INCOME Of YEAR</b>	<b>68.32</b>	<b>51.63</b>	32%
<b>EBITDA</b>	<b>120.30</b>	<b>80.60</b>	49%
<b>EBITDA Margin</b>	<b>16.3%</b>	<b>22.5%</b>	-28%

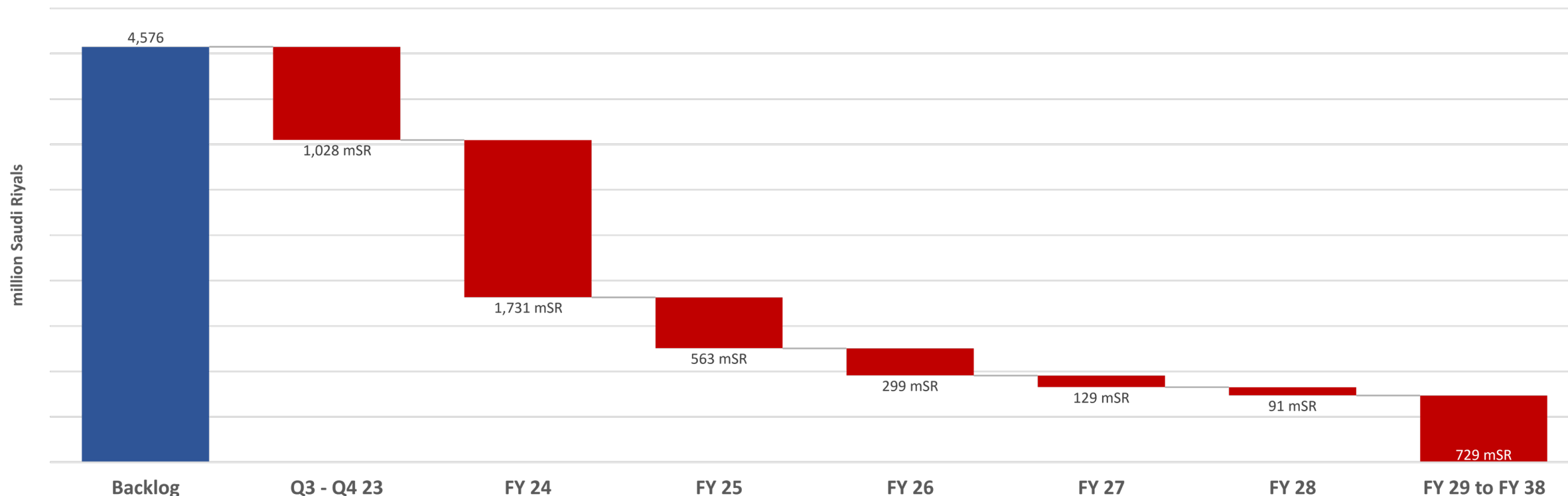
# Revenue Backlog FY 17 – Q2 23



## Revenue backlog

- Q2-2023 revenue backlog report includes 142.5 msar future revenues for AWPT subsidiary ERWAA
- Q2-2023 revenue backlog report doesn't include any revenues from IWTP2 – Rayid Rabigh Independent Transmission Line - BOT project (award post Q2-2023)
- AWPT's closing backlog of SAR 3.577B as of Dec 22 with awards over 20 projects totaling 2.7B and record revenue recognition of SR806M from backlog
- Revenue Backlog on June 23 increased by 28% at 4.56B with record recognition of revenues achieved in the amount of 730M from same

# AWPT Guidance FY 23 & Backlog Recognition as of Q2 2023



- Total backlog as of Q2 23 is SR4.576 B out of which SR142.5 M backlog belongs to AWPT subsidiary ERWAA for MOMC of Riyadh Cluster project
- ERWAA backlog will not be consolidated with AWPT balance sheet
- Revenue recognition forecasted till FY 38 in line with revenue expected from newly awarded project LTOM5 – Long Term Operation and Maintenance of Manfouha City STPs

	FY 2022	FY 2023 guidance	LT outlook
<b>Backlog</b>	3.5 bln SAR	5+ bln SAR	10-15 bln SAR
<b>Revenues</b>	822m SAR	1600+ m SAR	Strong growth
<b>EBIT margin</b>	16.4%	12-16%	Stable

# Revenue and Backlog Segmentation – June 2023

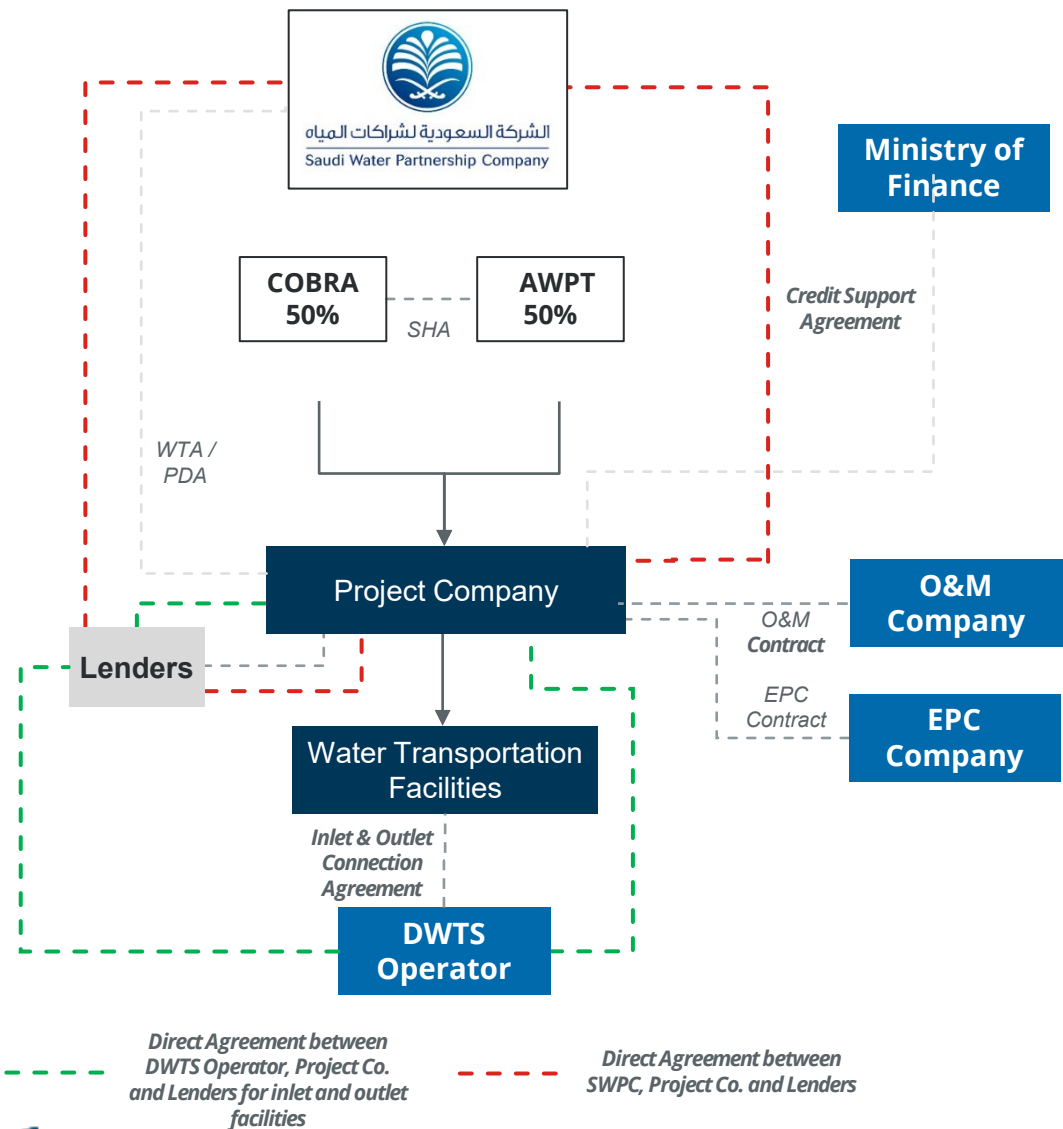
## Revenue and Backlog Diversification Maintaining a Versatile and Comprehensive Operations

- Maintained revenue diversification segment and subsegment wise across the full value chain of the water and wastewater sector, sustaining the differentiating factor and versatility of the company compared to competition.
- Revenue from the water segment increased by 212%, from SAR 146.1M YTD Jun 2022 to SAR 455.8 YTD Jun 23 driven by the increase in revenue from water network.
- Revenue from the wastewater treatment segment increased 52% from SAR 86 M YTD Jun 2022 to SAR 131 M YTD Jun 2023
- The increased in revenue from the integrated water solutions segment by 20% YTD-Jun 23 compared to same period last year was largely influenced by the increased in revenue from Water Management Services.

Revenue and Backlog by Segment			
SAR'000	Jun-22	Jun-23	Backlog (Jun 23)
<b>Water segment</b>			
Water networks	47,757	349,252	1,686,317
Water withdraw and treatment	98,375	106,581	350,063
	<b>146,132</b>	<b>455,833</b>	<b>2,036,380</b>
<b>Wastewater segment</b>			
Wastewater networks	61,446	97,807	170,168
Wastewater treatment	24,635	33,452	1,761,197
	<b>86,081</b>	<b>131,259</b>	<b>1,931,365</b>
<b>Integrated water solutions</b>			
City management	49,352	45,471	192,202
Stormwater networks	30,464	35,647	114,204
Water Management Services	45,926	69,887	301,467
	<b>125,742</b>	<b>151,005</b>	<b>607,873</b>
<b>Total</b>	<b>357,955</b>	<b>738,097</b>	<b>4,575,618</b>



# IWTP2 Project Overview : Rayis-Rabigh



Project Timetable	
Project Name	Rayis-Rabigh IWTP
Tariff	SAR 1.25678 / m3
Project Capacity / Length	500,000m <sup>3</sup> /day / 150km
WTA Term	35 years from the Project Commercial Operation Date ("PCOD")
SPV, EPC Company and O&M Company Shares	CROBRA 50% / AWPT 50%
Construction Period	30 months
Target Financial Close Date	Q4 2023
Scheduled PCOD	Q2 2026
Off-taker	SWPC

- The Project will be developed on a build, own, operate and transfer ("BOOT") basis. Project funding from Company's shareholders amounts to 20%, remaining 80% to be financed through the raising of limited or non-recourse debt facilities.
- The Project will be connecting the Rayis and Rabigh regions of KSA. The Project will consist of the development, design, financing, engineering, procurement, construction, commissioning, completion, testing, ownership, operation, maintenance, insurance and transfer (at expiry of the Term) of the Facility with a total pipeline length of approx. 150 kms and water transmission capacity of 500,000 m3 /day. The Project will also consist of the development, design, financing, engineering, procurement, construction, commissioning, completion, testing, ownership and transfer of the Electrical Special Facilities and the Water Special Facilities.

# Long Term O&M Contracts for Sewage Treatment Plant

## PACKAGE #5 - Manfouha

### Project Overview

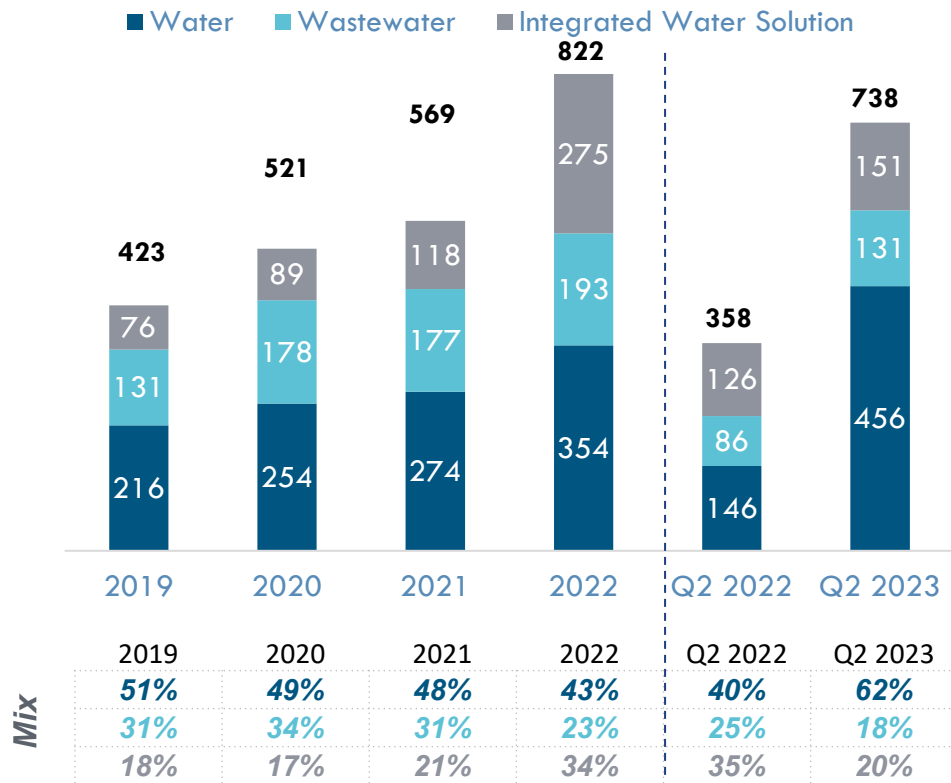
- The project consist of four existing sewage treatment plants in the Riyadh area namely the Manfouha North, Manfouha East, Manfouha 4 with total treatment capacity of 700,000 m<sup>3</sup>/day, the three STPs shall undergo rehabilitation and efficiency enhancement works.
- Value : 1.6 billion SAR (VAT Exclusive)
- Duration is 15 years and consist of 3 milestones :
  - Rehab Phase 1 : 12 months from beginning of the contract.
  - Rehab Phase 2 : 36 months from beginning of the contract.
  - O&M service : 15 years from beginning of the contract.

### Contract Payment Structure

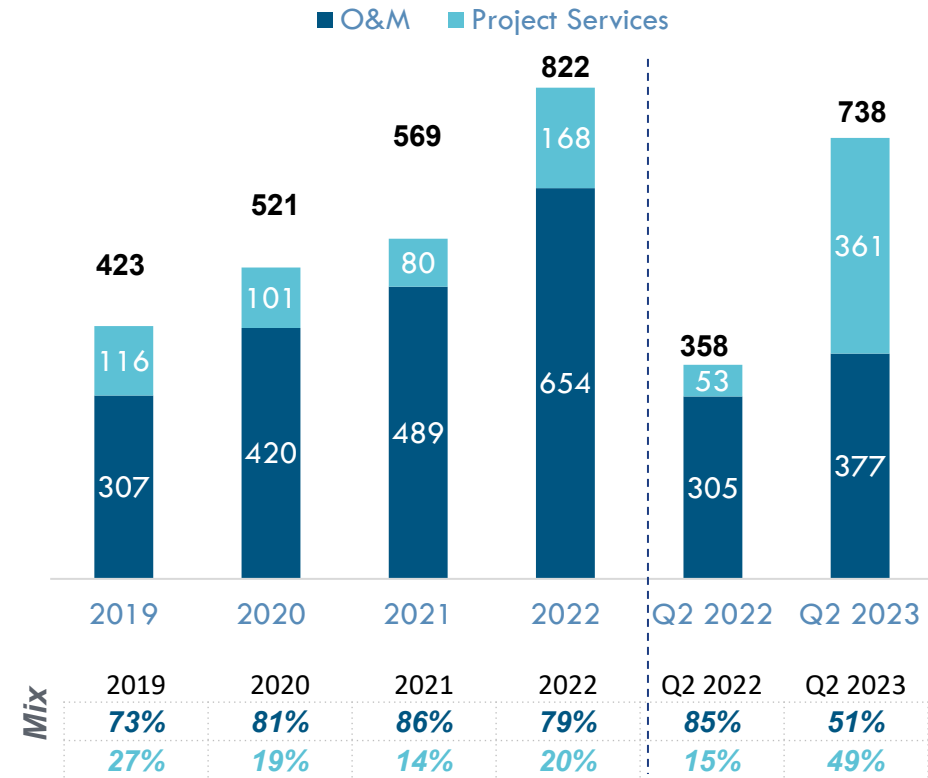
- NWC will make the following payments to the Project Company, in respect of each STP :
- Fixed Cost Recovery Charge: in order to recover the fixed costs incurred in Rehabilitation Works and O&M of Plants and in respect of the available capacity (SAR/m<sup>3</sup> of available Plant Capacity);
- Variable Cost Recovery Charge: in order to recover the variable costs incurred in O&M of the Plants and in respect of the TSE delivered at the delivery point from the Plants in accordance with the specifications outlined in the LTOM Agreement (SAR/m<sup>3</sup> of total treated water);
- Electricity Payment: NWC will pay cost all utilities required for the operation and maintenance of the Plants directly to the provider. Amount forecasted for electricity consumption is considered part of contract value.

# Revenue by Segment and Contract Type

## Revenue by Segment (SAR MN)



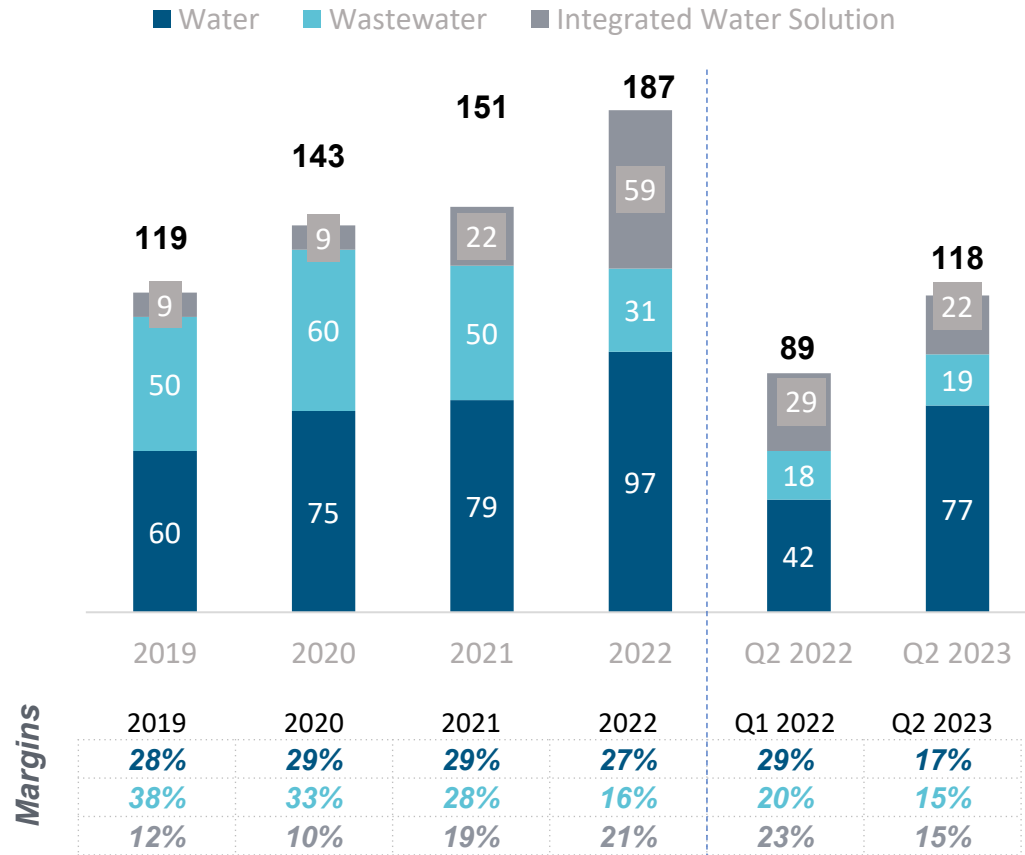
## Revenue by Contract Type (SAR MN)



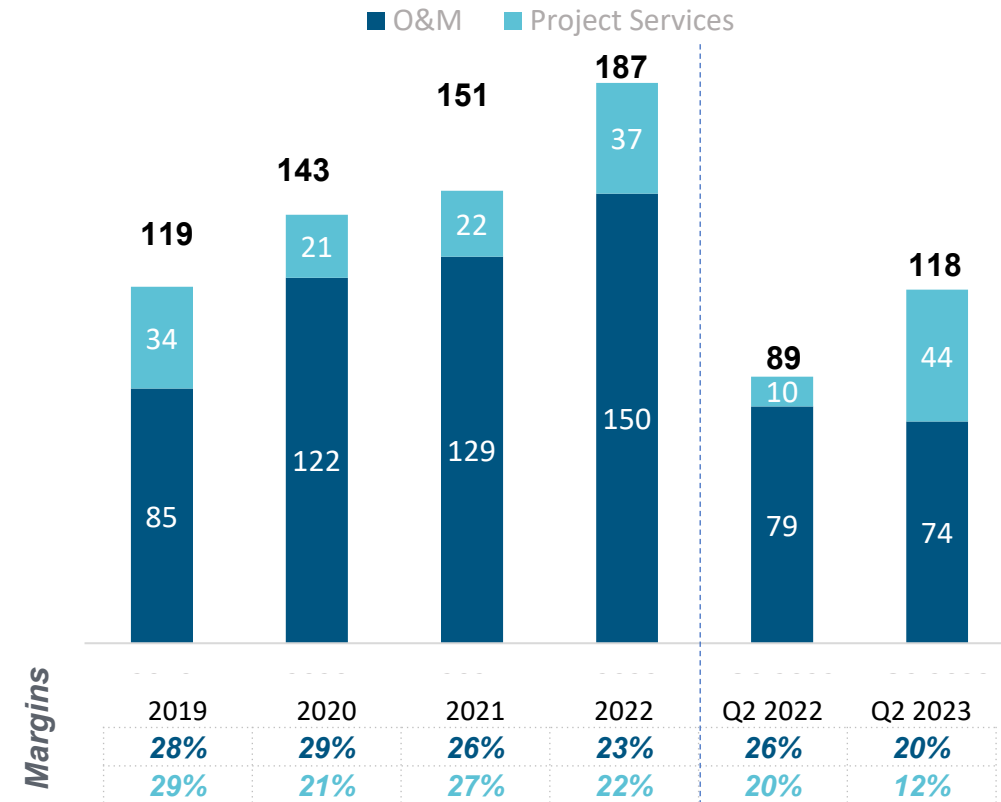
Source: Company audited financial statements (2017 – Q1 23)

# Gross Margin by Segment and Contract Type

## Gross Profit by Segment (SAR MN)



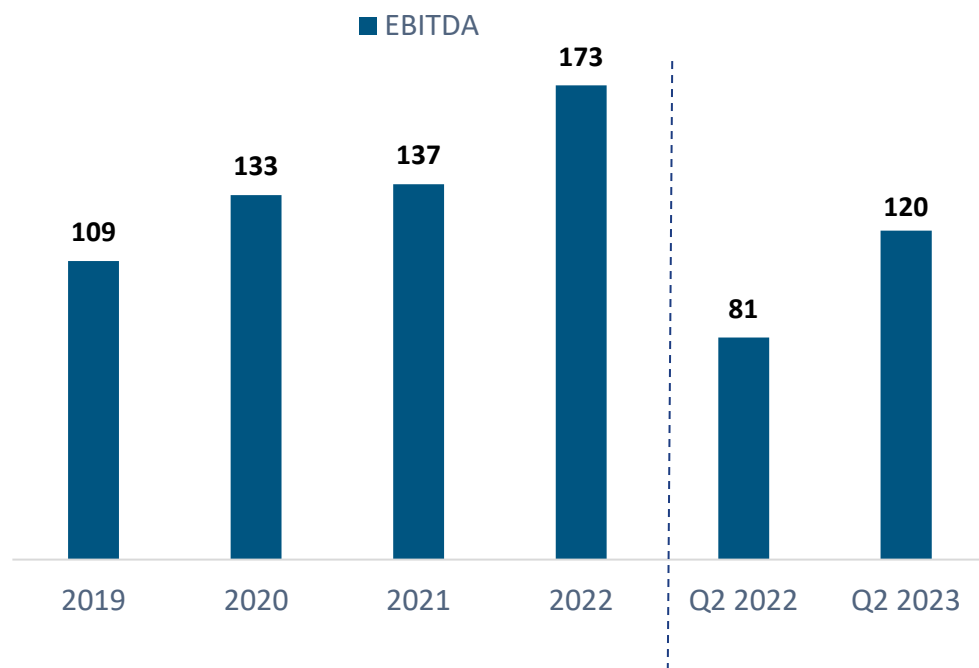
## Gross Profit by Contract Type (SAR MN)



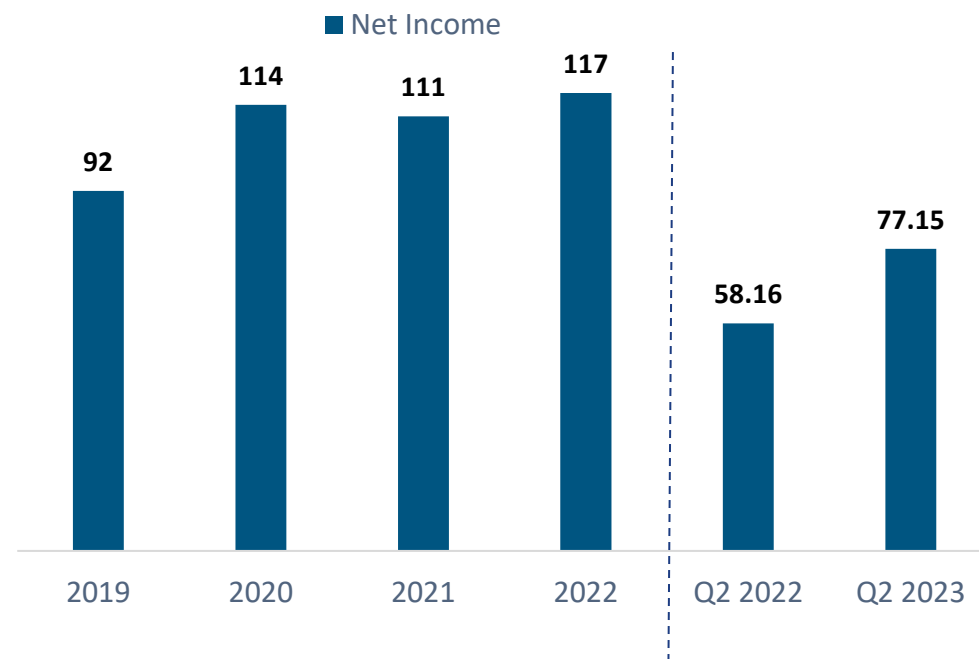


# EBITDA & Net Income

EBITDA (SAR MN)

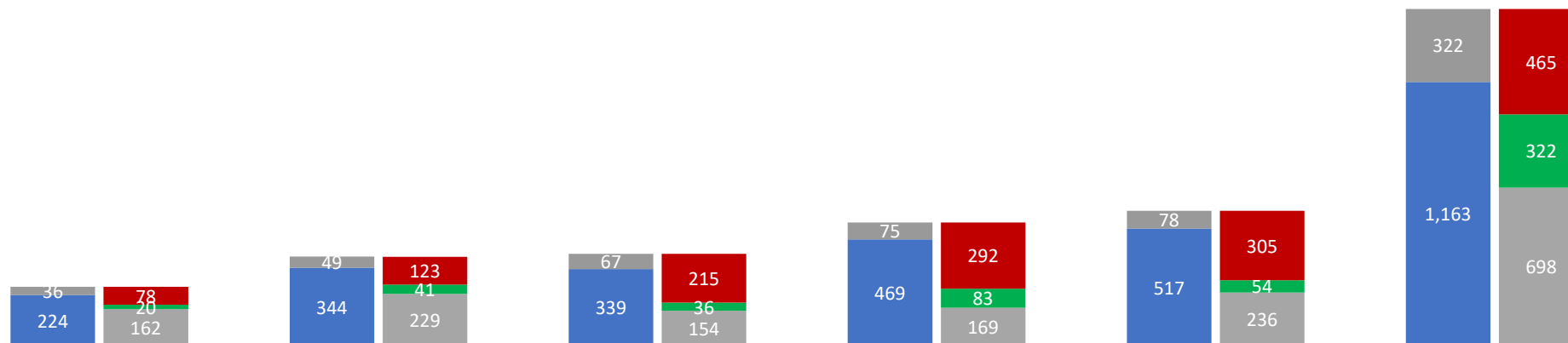


Net Income before Zakat (SAR MN)



# Balance Sheet

- Equity
- Non-Current Liabilities
- Current Liabilities
- Non-Current Assets
- Current Assets



Key Ratios	Unit	2018	2019	2020	2021	2022	Q2 2023
RoIC	%	38%	40%	32%	26%	28%	29%
RoE	%	42%	43%	38%	31.7%	31%	32%
NWC-to-Sales	%	63%	53%	56%	56%	34%	39%
Trade receivables	Days of Sales	211	127	115	134	102	74
Trade payables	Days of COS	64	70	51	56	44	44
Current Ratio	x	1.5	2.2	2.8	2.1	1.5	1.7
D/(D+E)	%	56%	22%	29%	29%	56%	55%
Net debt-to-EBITDA	x	1.7	0.4	0.3	1.3	2.4	2.0



# *As a local champion, AWPT is strategically positioned to thrive in KSA's evolving water market*

## **Strategic Objectives**



الخریْف لتقنية المياه والطاقة  
Alkhorayef Water & Power Technologies

**Strengthen leadership position in O&M Services, with focus on newly floated long-term O&M (LTOM) projects and city management projects**

**Expand in Project Services for critical infrastructure**

**Enter the BOT market in wastewater treatment, treated sewage effluent networks, strategic storage, and Independent Water Transmission projects.**

**Grow integrated and innovative solutions that enhance water services quality and protect resources**

**Enhance operational efficiency with the adoption of digital technologies**

# Saudi Arabia Water and Wastewater Projects Pipeline

## National Water Company (NWC) Five Years Projects Plan

Segment	AWPT Business Units					
	1. Water segment		2. Wastewater segment		3. Integrated Water Solutions	
Sub-segments	Water supply & treatment	Water networks	WW treatment	WW networks	Stormwater	City management Support and asset services
Number of Projects	44	1,218	86	857	203	
Budget (Billion USD)	0.78 Billion \$	21.48 Billion \$	3.29 Billion \$	20.32 Billion \$	4.77 Billion \$	

- ☛ National Water Company announced its 5 years projects portfolio with a plan to award **2,408 projects** with a total budget of **50.65 Billion USD**
- ☛ National Water Company strategic target is to increase its services coverage from **current 78% in water and 59% in wastewater to 100% and 95% respectively by year 2030**. NWC plan includes also 24/7 hours of supply, reduce non-revenue water to 15% and achieve 100% water quality and wastewater tertiary treatment.
- ☛ NWC target to invest **41.8 Billion USD in networks and strategic reservoirs** over the next 5 years with 21.48 billion USD in Water Distribution Projects and 20.32 Billion USD in Wastewater Collection Projects.
- ☛ NWC investment will be distributed over the 6 clusters with 20.65 Billion USD to be invested in Western Cluster, 6.91 Billion USD in Central Cluster, 6.81 Billion USD in Southern Cluster and 6.05 Billion USD in Eastern Cluster. **The pipeline of projects plays to AWPT core strength and competitive edge.**



# Saudi Arabia Water and Wastewater Projects Pipeline

## Saudi Water Partnership Company (SWPC) – Future Projects

	AWPT Business Units					
Segment	1. Water segment		2. Wastewater segment		3. Integrated Water Solutions	
Sub-segments	Water supply & treatment	Water networks	WW treatment	WW networks	Stormwater	City management Support and asset services
Number of Projects	22		11			
Specifications	3.8 Million m³/day 3.6 Thousand Kilometres 45.3 million m³ water storage		1.3 Million m³/day 14.3 thousand kilometres Network 180 kilometres TSE Pipeline			

- Saudi Water Partnership Company (SWPC) is the off-taker of water production, sewage treatment and strategic water storage in Saudi Arabia and is responsible to all related Public-Private Partnerships (PPP) Projects
- Saudi Water Partnership Company (SWPC) future projects consists of **33 BOT projects** (Build Operate Transfer) with 13 projects is currently under procurement and 29 projects to be announced in the upcoming 24 months
- Building on its current capabilities, **AWPT is targeting to expand its presence in the privatization of wastewater sector and offer its Project and O&M services in the Water Collection Pipelines and sewage treatment market through a strategic partnerships to maximize its chance of success and capture most of the upcoming opportunities in the small capacity ISTP market**

AWPT is targeting to expand its presence in the wastewater sector and enter the new privatization projects independent sewage collection networks and treatment plants

	AWPT Business Units						
Segment	1. Water segment		2. Wastewater segment		3. Integrated Water Solutions		
Sub-segments	Water supply & treatment	Water networks	WW treatment	WW networks	Stormwater	City management	Support and asset services
	Water treatment plants	Water distribution networks	Sewage wastewater treatment plants	Wastewater collection networks	Stormwater networks	City water management	Fabrication workshop
							Laboratories
	Deep water wells	Firewater networks	Industrial wastewater treatment plants	Treated sewage effluent (TSE) networks			Leak detection
							Other complementary services
		+ Privatized Small Independent STP	+ Privatized Wastewater Networks				

- SWPC plans to start a kingdom wide program to increase the treatment coverage through partnership with private sector. This program has adopted a wider approach from the prefeasibility study, which proposed 147 Small Scale Sewage Treatment Plants and its combined collection sewage networks in six clusters in 13 different regions. This program aims to procure approximately 490,000 cubic meter per day of treated water generated from the 147 proposed ISTPs in whole Kingdom.
- Building on its current capabilities, **AWPT is targeting to expand its presence in the privatization of wastewater sector and offer its Project and O&M services in the Water Collection Pipelines and sewage treatment market through a strategic partnerships to maximize its chance of success and capture most of the upcoming opportunities in the small capacity ISTP market**
- First SSTP and CN (collection networks) for Jazan cluster with 12 plants of capacity of 74,700 m3/day and 1,348 KM of networks**

AWPT is targeting to expand its presence in the water sector and enter the independent water transmission pipelines IWTP market via a strategic partnership

	AWPT Business Units						
Segment	1. Water segment		2. Wastewater segment		3. Integrated Water Solutions		
Sub-segments	Water supply & treatment	Water networks	WW treatment	WW networks	Stormwater	City management	Support and asset services
	Water treatment plants	Water distribution networks	Sewage wastewater treatment plants	Wastewater collection networks	Stormwater networks	City water management	Fabrication workshop
							Laboratories
	Deep water wells	Firewater networks	Industrial wastewater treatment plants	Treated sewage effluent (TSE) networks			Leak detection
							Other complementary services
+ Transmission Pipelines							

- In 2020, SWPC has announced **eight** upcoming IWTP projects to be procured by 2025 with a combined length of **>3,500 km** and total capacity of **>4.3 million m<sup>3</sup>/d** (*more details on market opportunities are presented in the next section*)
- Building on its current capabilities, **AWPT is targeting to expand its presence in the water sector and offer its Project and O&M services in the Water Transmission Pipelines market through a strategic partnership to maximize its chance of success and capture most of the upcoming opportunities in the IWTP market**
- The consortium of AWPT and COBRA was announced as the preferred bidder for the first IWTP in the kingdom and potentially worldwide of its kind. IWTP2 Rais Rabigh Project.

# Saudi Arabia Water and Wastewater Projects Pipeline

## Water Transmission & Technologies Co. (WTTCO) – Future Projects

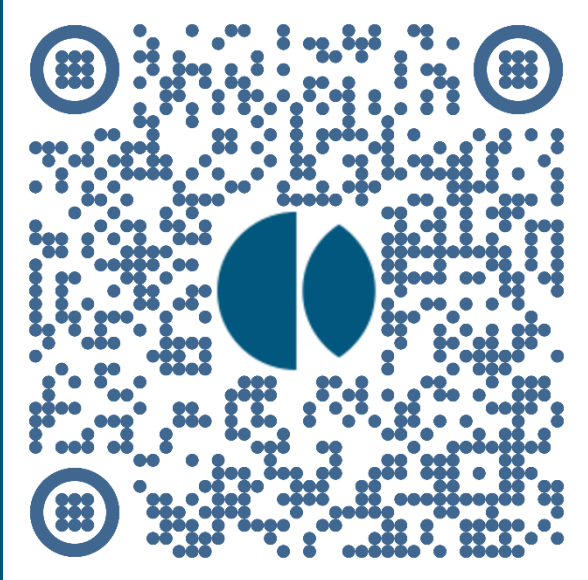
Segment	AWPT Business Units					
	1. Water segment		2. Wastewater segment		3. Integrated Water Solutions	
Sub-segments	Water supply & treatment	Water networks	WW treatment	WW networks	Stormwater	City management Support and asset services
Number of Projects	221					
Budget (Billion USD)	42.3 Billion \$					

- Water Transmission & Technologies Company (WTTCO) is a government owned company in charge of national water transmission entity in the Kingdom of Saudi Arabia
- Water Transmission & Technologies Company to future projects portfolio consists of a total of **221 EPC Projects with a total budget of 42.3 Billion USD** in the Water Transmission and Storage Facilities. Among which 10 projects with a total budget of 7.7 Billion USD to be announced in the next 12 months.

# Contact Details



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