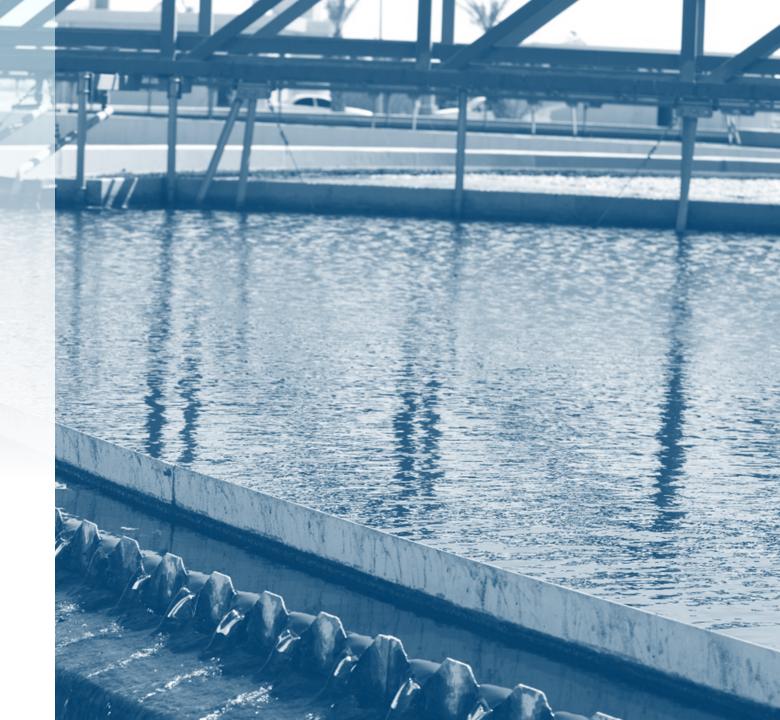
AWPT Earning and Business
Presentation

OA P. EVE

Q4 & FYE 2022





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Riyadh, Kingdom of Saudi Arabia, 23rd of August 2022

# Mr. Rami Moussilli

Chief Executive Officer

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

Allow me to express our excitement to meet again and share with you last year's performance and company's achievements in-light of the great investment opportunities spurred by The Kingdom's Vision 2030. 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.

During 2021, the company signed contracts with a total value of more than 1.3 billion riyals, and FYE 2022 we were awarded with over 2.741 billion riyals worth of projects. Number of these contracts were with new clients, further strengthening diversification of our client base. Prime example is the portfolio of Water Quality Projects in eastern region amounting to 1.6B encompassing the engineering, procurement, and construction of strategic storage, Transmission, and distribution system. Year 2021 and 2022 witnessed wide diversification in client base with long term business prospects. Clients such as Riyadh Airports Company through the project to develop wastewater systems at King Khalid International Airport in Riyadh, and Jeddah Municipality governorate through two contracts to operate, maintain and improve rainwater and storm systems and surface water reduction networks in the north, south and east of Jeddah. In addition, the company signed with the Zakat, Tax and Customs Authority several contracts including the operation, maintenance of water plants, wastewater treatment plants at Saudi Arabia's land ports.

Furthermore, in partnership with the French water conglomerate Veolia, we implementing the contract for "management of operation and maintenance of water and environmental treatment services" covering the entire Riyadh region. This is the first contract of its kind in the water sector in Saudi Arabia being a "management contract" and serves as one of the main pillars for improving the sector and preparing it for full privatization. This contract includes achieving 14 key performance indicators, the most significant of which are: improving and developing customer experience, raising operational efficiency to cut OPEX costs, reducing water loss, and improving network management and other objectives.

One of the significant projects awarded in 2022 is the O&M of all components of ZAMZAM water from the well, treatment, storage, pumping, transmission to the two holy cities, and bottling plants. Since handing over, AWPT made huge improvements by doubling the treatment and bottling capacity. Another projects is the awarding of O&M of Jeddah water sector amounting to SAR 228M.



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

On the financial side, company revenue for FYE grew by 44% compared to same period previous year, gross profit grew by 24% at a margin of 23%, with net income before zakat growth of 5% at Sar 117 million at a margin of 14.2%. Shareholders' equity reached 397.58 million, with a return on equity at 28.5% and return on asset at 11%.

Moreover, we maintained good sector diversification, growth and profitability, with each of the company's sectors registering remarkable growth from 2020 to 2021 leading to 2022. The integrated water solutions sector which is an indicator of the company's strength in performing broad spectrum water and waster activities grew at 133% in 2022 vs same period previous year, water segment revenue grew at 29%. The integrated water solutions recorded gross profit margin of 21%, the water at gross margin of 27% and wastewater sector recorded gross margin of 16%.

The value of remaining revenue from company's contracts to be recognized "Backlog", grew by 118% by the closing of 2022 compared to year end 2021 and a staggering 223% from year end 2020 reaching a value of Sar 3.577 billion, demonstrating the company's ability to maintain growth as new contract awards continue to grow from 313 million riyals in 2017, 518 million in 2018, 630 million in 2019 and 800 million riyals in 2020, 1300 million riyals in 2021, to over 2400 million riyals in 2022.

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 new 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.



# Alkhorayef Water and Power Technologies "AWPT", a unique and exceptional market leader service provider

- AWPT is a major player in the water and wastewater sector in operation for over 30 years
- AWPT today employs over **7,000 multi-disciplined workforce**, and has been consistently achieving **Green/Platinum** Saudization ranking
- The Company operates across the full water value chain via three major business segments the Water segment, Wastewater segment, and Integrated Water Solutions segment; offering a variety of O&M and Project services under each segment. This makes AWPT of the unique water and waste water company's locally and global to span it's activities and generate revenues across the value chain.

#### Vision

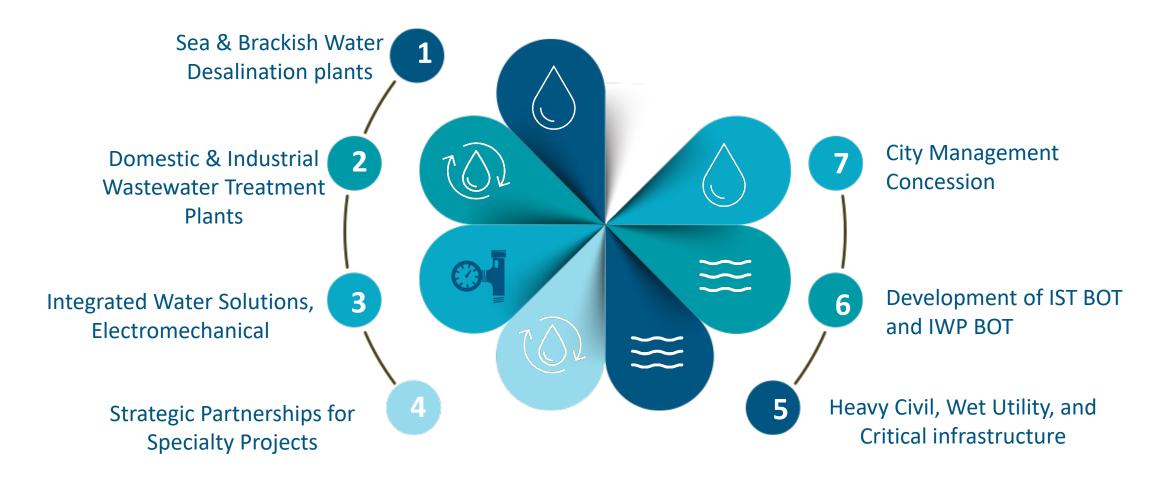
Lead the development of water, environmental and energy solutions for the well-being of society.

#### Mission

We develop, deliver and manage water, environmental and energy solutions, focused on sustainability, innovation and excellence to exceed expectations of our stakeholders.



## **AWPT Integrated Services**





#### Milestones achieved for 2022:

#### Growth Strategy, Market Share and Backlog:

- Ranked 14<sup>th</sup> global water company by GWi, a high-profile ranking serving as a testament to the company's leadership.
- Backlog grew from 1.6 billion in 2021 to 3.5 billion in 2022. With award of 2.4 billion in new projects.
- The backlog provides runway for guaranteed growth in the coming years, and solid foundation to enable the company to implement the strategy of starting adjacencies and international acquisition of water company.
- Further cemented the dominance in the KSA as the leading O&M and Project services provider to leverage the new 180 Billion portfolio of projects floated by NWC and privatization opportunities with SWPC and others.

| 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     |
| 21   | Aegea Saneamento                 | Brazil       | BRL2.94bn      | 21,000,000    | Big wins in Rio de Janeiro in 2021; entered State of Ceará       |
| 22   | Chengdu Xingrong Env.            | China        | RMB5.9bn       | 20,781,976    | Chengdu's water & wastewater utility, with projects nationwide   |
| 23   | Saur                             | France       | €1.7bn         | 20,000,000    | Organic growth in France; selling Colombian water concessions    |
| 24   | Jiangxi Hongcheng                | China        | RMB5.9bn       | 18,803,419    | Controls 80% of Jiangxi Province's sewage treatment market       |
| 25   | Yunnan Water                     | China        | RMB4.3bn       | 17,663,642    | Sold 100% of Yun Shui Technology to SIIC Environment in Nov      |
| 26   | ACWA Power/Nomac                 | Saudi Arabia | SAR2bn         | 16,800,000    | Portfolio includes the world's largest RO desal plant at Rabigh  |
| 27   | Kangda Int'l Environmental       | China        | RMB2.9bn       | 16,089,937    | Steady growth from new municipal BOT contracts across China      |
| 28   | BRK Ambiental                    | Brazil       | BRL3.454bn     | 16,000,000    | Missed out on the big-ticket contract wins in 2021 and 2022      |
| 29   | Thames Water                     | UK           | £2.177bn       | 15,000,000    | Some reversal of London population outflows due to COVID-19      |
| 30   | Hua Yan Water                    | Hong Kong    | HK\$2.4bn      | 14,511,797    | Subsidiary Foshan Water currently preparing for A-share listing  |
| 31   | American Water Works             | US           | \$3.93bn       | 14,000,000    | Sold New York regulated business; very active M&A elsewhere      |
| 32   | Eranove                          | France       | -              | 13,720,000    | Benin concession adds 6.7 million people (live in July 2022)     |
| 33   | Tus Environmental                | China        | RMB1.1bn       | 13,226,054    | Under investigation after state rescue package collapsed         |
| 34   | Jacobs                           | US           | \$1.9bn        | 12,500,000    | Big wins in North America could boost total further in future    |
| 35   | Sound Global                     | China        | -              | 12,099,214    | Delisted from the Hong Kong Stock Exchange in Sep 2022           |
| 36   | Copasa                           | Brazil       | BRL5.18bn      | 11,800,000    | Organic growth within established Minas Gerais franchise area    |
| 37   | Manila Water                     | Philippines  | PHP20.29bn     | 11,796,256    | Steady growth at home; making headway in the Middle East         |
| 38   | Metro Pacific Investments        | Philippines  | PHP23.12bn     | 10,634,443    | No big project wins in 2021; data includes Maynilad concession   |
| 39   | Acea                             | Italy        | €1.3bn         | 10,042,068    | Population estimates trimmed in latest sustainability report     |
| 40   | Sanepar                          | Brazil       | BRL5.2bn       | 10,000,000    | Incremental organic growth in core franchise area in Paraná      |
| 41   | Jiangsu United Water             | China        | RMB836m        | 9,437,387     | IPO application in Shanghai approved in July 2022                |
| 42   | Aquas Andinas*                   | Chile        | CLP506bn       | 8,000,000     | Pop. also included in Veolia total due to majority ownership     |
| 43   | Severn Trent                     | UK           | £1.94bn        | 8,000,000     | Figures include the Hafren Dyfrdwy company in Wales              |
| 44   | Iguá Saneamento                  | Brazil       | BRL1.058bn     | 8,000,000     | Total boosted by big concession win in Rio de Janeiro in 2021    |
| 45   | Penyao Env. Protection Co., Ltd. | China        | RMB2.0bn       | 8,000,000     | Steady growth in wastewater PPP business in China                |
| 46   | United Utilities                 | UK           | £1.86bn        | 7,400,000     | Includes Manchester, one of the fastest growing cities in Europe |
| 47   | GS Engineering (incl. Inima)     | South Korea  | -              | 7,293,068     | Figures boosted by desal expansion in Oman                       |
| 48   | Anglian Water                    | UK           | £1.40bn        | 7,000,000     | One of the UK's fastest-growing regions in terms of population   |
| 49   | SPML Infra                       | India        | -              | 6,808,000     | Population served stays flat even as revenue recovers            |
| 50   | Socamex                          | Spain        |                | 6,800,000     | Change of ownership in 2022 could shake things up in future      |
|      | cluded in Veolia's total         | Spaili       |                | 0,000,000     | Source: GWI WaterData, Company data                              |

DECEMBER 2022 GWI / S



# Stock market performance and Investor Relations interaction:

- AWPT performed the best in class in terms of stock performance when compared to global competitors, it was just second to ACWA which is backed by PIF. (attached the Gwi with relevant data)
- Second to none follow up and interaction with investors.

The uniqueness of AWPT in generating profitability and growth (top line and bottom line) along the full value chain of water and wastewater and by implementing both O&M and Project Services (with both BU growing at accelerated pace), very powerful characteristic adds to resiliency and huge potential for future growth and expansion:

This is multi-dimensional growth in terms of scope (segments and subsegments) and implementation (O&M and Project Services), very powerful combination)

#### GWI EMEA WATER INDEX: STOCK PERFORMANCE IN 2022

Perception was everything last year, as investor sentiment and reality clashed, leaving some names in the red. For those with the ability to invest in Saudi Arabian signatures, it was nothing short of a banner year.

| Company                                  | Share price 31 Dec<br>2022 | Annual<br>change | Market<br>cap |
|--|----------------------------|------------------|---------------|
| ACWA Power                               | SAR 152.00                 | 80.95%           | \$29.63bn     |
| Alkhorayef Water & Power<br>Technologies | SAR 139.40                 | 36.13%           | \$929.3m      |
| Kemira                                   | €14.33                     | 7.50%            | €2.23bn       |
| Qatar Electricity & Water Co.            | QAR 17.70                  | 6.63%            | \$5.38bn      |
| United Utilities                         | £9.91                      | -8.96%           | £6.76bn       |
| Severn Trent                             | £26.51                     | -10.04%          | £6.74bn       |
|  |                            |                  |               |
| Pennon Group                             | £8.89                      | -23.86%          | £2.32bn       |
| Veolia                                   | €24.00                     | -22.30%*         | €17.15bn      |
| Acea SpA                                 | €12.92                     | -31.13%          | €2.75bn       |
| Gruppo IREN                              | €1.47                      | -44.69%          | €1.91bn       |

<sup>\*</sup> Adjusted for the issuance of 14m shares under the Sequoia 2022 employee share plan



<sup>&</sup>quot;The long-term story is very much intact, and as inflation abates, those returns will come back," summarised one European fund manager.

## **AWPT Today in Numbers**



Over 26 million POPULATION SERVED



**6,950,000m**OF WATER NETWORKS MANAGED



9
WASTEWATER TREATMENT PLANTS



30+
WATER TREATMENT PLANT



1,800,000m<sup>3</sup>/day
OF POTABLE WATER TREATED



964
DRINKING WATER WELLS



2,150,000m<sup>3</sup>/day WASTE WATER TREATED



3,600,000m
OF WASTEWATER
NETWORKS MANAGED



480+
CITIES/TOWNS



24
LABORATORIES



6,000+
EMPLOYEES



DESALINATION PLANT



# Established long-standing relationships with its clients, achieving impressive project retention







**18** of which have been renewed more than once

Representing 26% of total O&M revenues

Projects held for



Representing 6% of total O&M revenues

Projects held for

2 – 5 years

Representing 10% of total O&M revenues

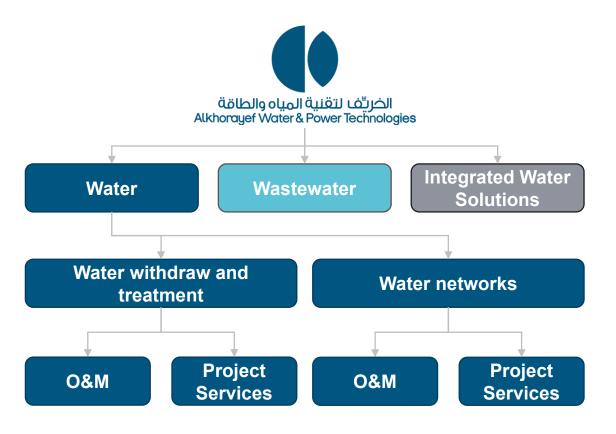


## The Water Segment

- 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:

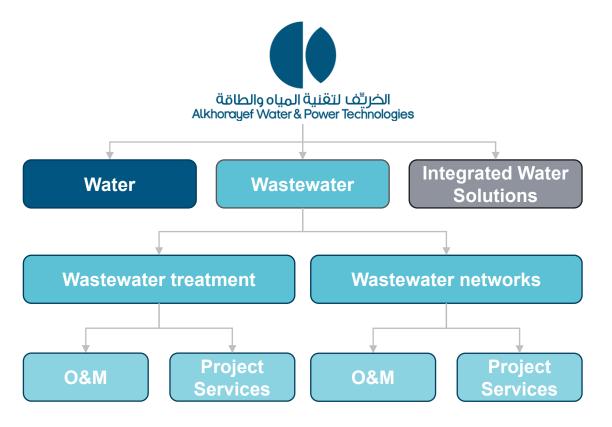
- Engineering, procurement, rehabilitating and upgrading of potable water networks, including pumping stations and networks lines between and within cities
- O&M of water networks
- Engineering, procurement, rehabilitating and upgrading of firewater networks, including main and auxiliary fire networks, 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 largescale 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

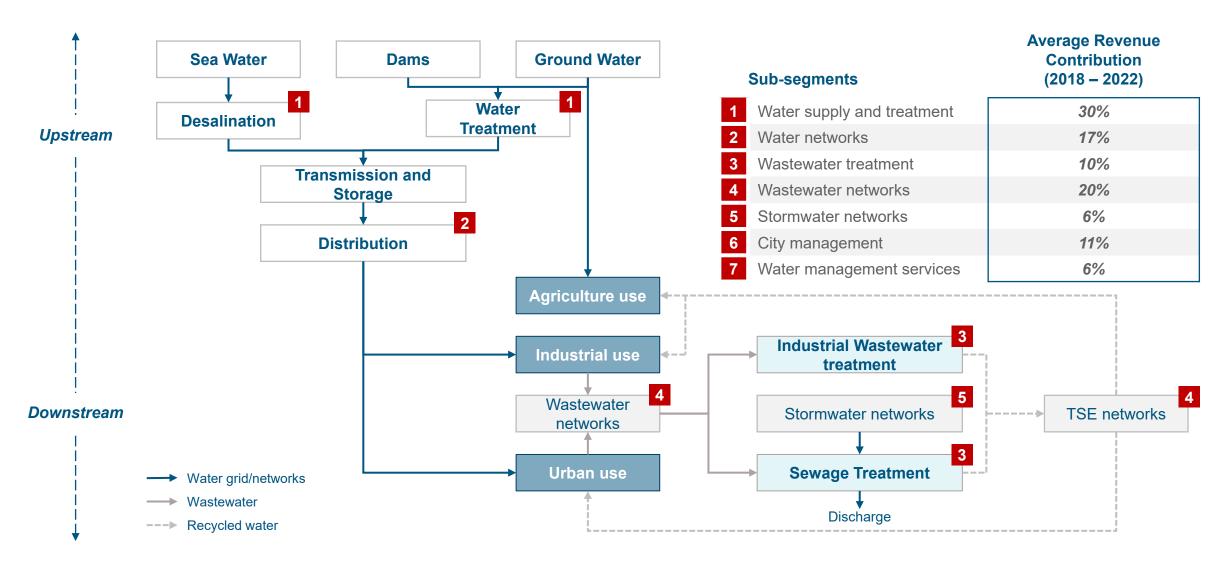
#### Water management services encompasses:

 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



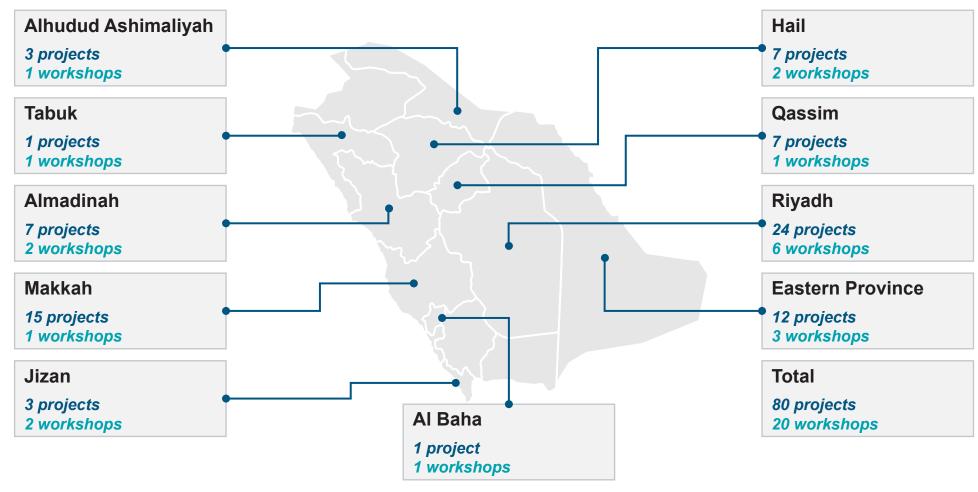


# Through its long operational history, AWPT has established strong presence across the water value chain in O&M and Project Services



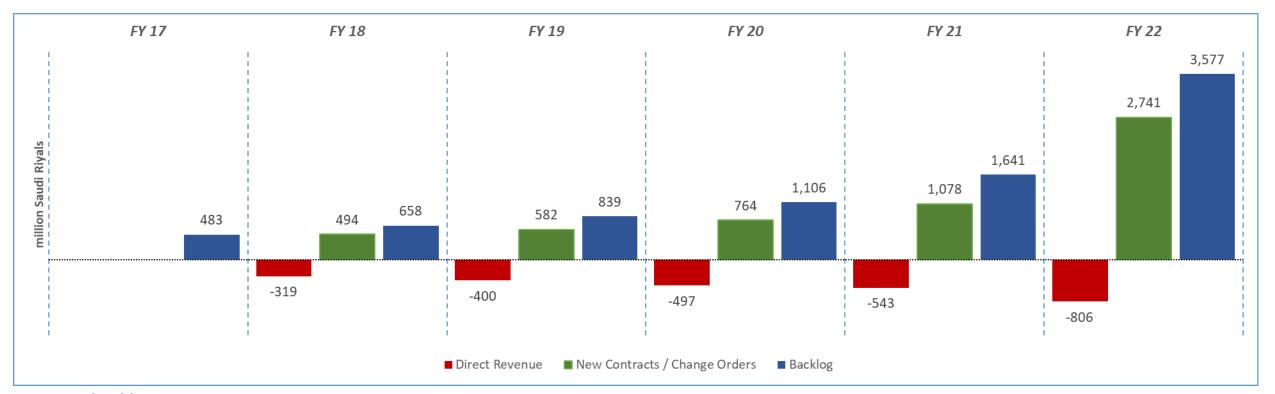


## Amassed extensive local knowledge and diversified experience, enabling significant geographical footprint expansion





## Revenue Backlog

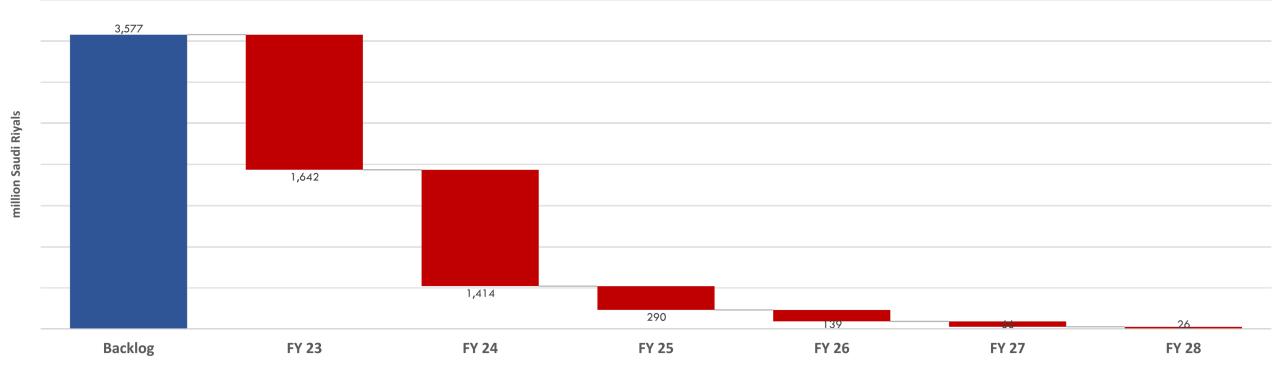


#### **Revenue backlog**

- —As at Dec19, revenue backlog increased by 27.6% due to the award of new projects worth SAR 581.8m.
- —Revenue backlog further increased by 31.8% due to award of new projects worth SAR 763.6m as at Dec20.
- —Revenue backlog at Dec 21 further increased by 48% due to award of new projects valued at SAR 1.3B
- —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



## **Backlog Recognition**



#### **Revenue Recognized**

- —Total backlog as at December 22 is SR3.577 B out of which are SR174 M backlog belongs to AWPT subsidiary ERWAA for MOMC of Riyadh Cluster project
- —ERWAA backlog will not be consolidated with AWPT balance sheet
- —Forecasted SR231 M backlog will not be utilized during the duration of the contracts
- —Backlog recognition demonstrates AWPT's great growth trajectory of revenue vs 2022 (counting current backlog with huge growth from future projects):
  - —Year 2023 1.48B Growth of 658 M at 80% from year 2022
  - —Year 2024 1.35B Growth of 528 M at 65% from year 2022



## Revenue and Backlog Segmentation

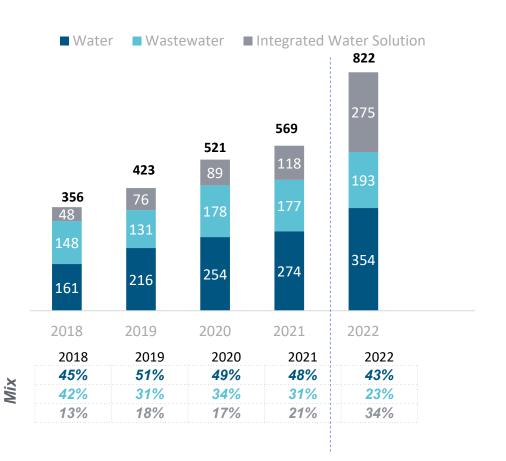
## Revenue and Backlog Diversification Maintaining a Versatile and Comprehensive Operations

- 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 29%, from SAR 274.M YTD Dec 2021 to SAR 354 YTD Dec 22 driven by the increase in revenue from Water withdraw and treatment.
- Revenue from the wastewater treatment segment increased 9% from SAR 177 M YTD Dec 2021 to SAR 193 M YTD Dec 2022
- The increased in revenue from the integrated water solutions segment by 133% YTD-Dec 22 compared to same period last year was largely influenced by the increased in revenue from Water Management Services., stormwater network segment and city management.

| Revenue and Backlog by Segme           | nt      |         |                  |
|--|---------|---------|------------------|
| SAR'000                                | Dec-21  | Dec-22  | Backlog (Dec 22) |
| Water segment                          | 191.670 | 148,816 | 1,990,277        |
| Water networks                         | , , ,   | -,-     | , ,              |
| Water withdraw and treatment           | 82,616  | 204,937 | 419,776          |
|  | 274,286 | 353,753 | 2,410,053        |
| Wastewater segment Wastewater networks | 111,965 | 142,511 | 266,348          |
| Wastewater treatment                   | 64,793  | 50,351  | 165,518          |
|  | 176,758 | 192,862 | 431,866          |
| Integrated water solutions             |         |         |                  |
| City management                        | 63,395  | 109,058 | 232,781          |
| Stormwater networks                    | 17,485  | 68,207  | 149,422          |
| Water Management Services              | 37,114  | 98,153  | 352,502          |
|  | 117,994 | 275,418 | 734,705          |
| Total                                  | 569,038 | 822,033 | 3,576,624        |

## Revenue by Segment and Contract Type

#### **Revenue by Segment (SAR MN)**



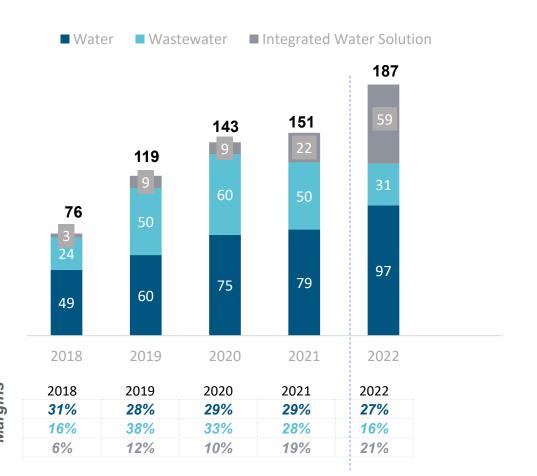
#### **Revenue by Contract Type (SAR MN)**



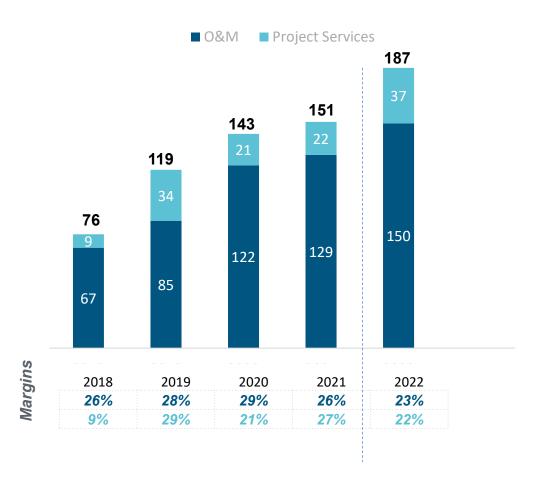
## Gross Profits Growth & Margins by Segment and Contract

## **Type**

**Gross Profit by Segment (SAR MN)** 

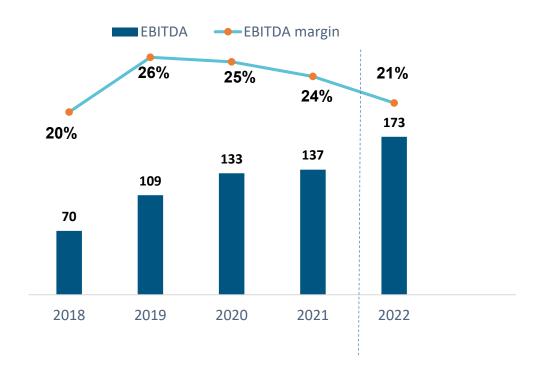


#### **Gross Profit by Contract Type (SAR MN)**

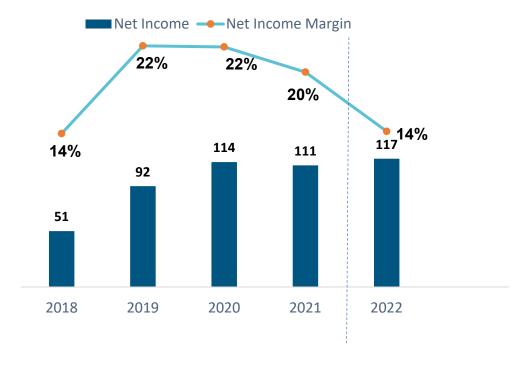


## EBITDA & Net Income Growth

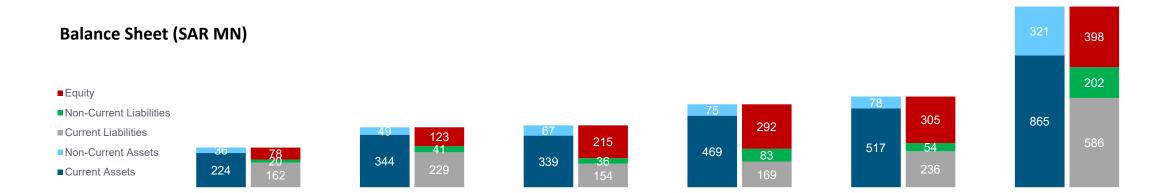
#### **EBITDA (SAR MN)**



#### Net Income before Zakat (SAR MN)



## Efficient performance solidifying a robust financial position



| <b>Key Ratios</b>      | Unit          | 2017 | 2018 | 2019 | 2020 | 2021  | 2022  |
|------------------------|---------------|------|------|------|------|-------|-------|
| RoIC                   | %             | 25%  | 38%  | 40%  | 32%  | 26%   | 28%   |
| RoE                    | %             | 28%  | 42%  | 43%  | 38%  | 31.7% | 28.5% |
| NWC-to-<br>Sales       | %             | 47%  | 63%  | 53%  | 56%  | 56%   | 34%   |
| Trade receivables      | Days of Sales | 202  | 211  | 127  | 115  | 134   | 102   |
| Trade<br>payables      | Days of COS   | 98   | 64   | 70   | 51   | 56    | 44    |
| Current<br>Ratio       | X             | 1.4  | 1.5  | 2.2  | 2.8  | 2.1   | 1.5   |
| D/(D+E)                | %             | 46%  | 56%  | 22%  | 29%  | 29%   | 56%   |
| Net debt-to-<br>EBITDA | Х             | 1.6  | 1.7  | 0.4  | 0.3  | 1.3   | 2.4   |

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

#### Strategic Objectives



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



# **Major New Bidding Opportunities**

#### **Long Term Operation and Maintenance, LTOM Projects**

- Company was the only local subcontractor successfully pre-qualified solely to participate in the long-term operation and maintenance contract for 5 which might extend to 7 packages.
- 3<sup>rd</sup> LTOM package in Riyadh area already bid and now awaiting results from the client.
- Currently working on bid submittal for multiple floated LTOM projects.

#### **NWC and RCRC and PIF Mega Projects Bids**

- Several large-scale proposals under preparation/submitted for NEOM Mega project
- AWPT is looking to compete in the newly announced portfolio of projects to be floated by NWC amounting to 180B in the next five years. mainly to expand coverage of water and sewage networks, increase the capacity of treatment plants and raise the coverage rate for inhabitants connected to sewage network and water networks as well. From the details provided form NWC, these are projects similar in nature to what AWPT is currently doing in TAIF and other areas (sewage networks) and also in the eastern region projects (water quality projects at 1.68B) which are desalinated water networks, storage, distribution and pumping. The other parts are expanding the existing wastewater treatment plants (which we have extensive knowledge in and track record) and finally increase the number of connection sewage and water (which we already do for years now). Mainly vast majority of the projects mirror our subject matter expertise and our extensive track record NWC in terms of executing such projects such desalinated water transmission, water distribution, sewage networks (collection and transmission), connections (swage and water) and waste water treatment plants.
- Participating in Green Riyadh initiative projects to execute large scale irrigation infrastructure.



## **New Business – Privatization Projects**

#### **Development Project**

• Company submitted the prequalification for 9 development projects with SWPC :

| Sq. | Project Name   | Brief Scope of Work   | SOQ Submission<br>Date | Qualification Status            | RFP Release<br>Date |
|-----|--|---|------------------------|---------------------------------|---------------------|
| 1   | JIZAN Small Sewage Treatment Plant (SSTP) and Collection Network     | 20 SSTP (104,500 m3/day) and 1,490 km Collection Network  | 12-Sep-21              | Qualification Result<br>Pending | By Q4 2022          |
| 2   | Rayis – Rabigh Independent Water Transmission Pipeline<br>Project    | Capacity 500,000 m3/day ; 150 km transmission line  | 20-Jan-22              | Bid Submitted                   | 18/08/2022          |
| 3   | Riyadh – Qassim Independent Water Transmission Pipeline<br>Project   | Capacity 685,000 m3/day ; 1392 km transmission line   | 31-Jan-22              | Qualified                       | Q1 2023             |
| 4   | Jubail – Buraydah Independent Water Transmission Pipeline<br>Project | Capacity 650,000 m3/day ; 603 km transmission line  | 31-Jan-22              | Qualified                       | Q2 2023             |
| 5   | Riyadh-Khamis ISTP   | Riyadh East: Total ultimate treatment capacity of up to 100,000 m3/day Khamis Mushait: Total ultimate treatment capacity of up to 50,000 m3/day   | 2-Feb-22               | Qualified                       | Q1 2023             |
| 6   | Al Haer Independent Sewage Treatment Plant. ISTP                     | Total ultimate treatment capacity of up to 200,000 m3/day   | 2-Feb-22               | Bid Under Preparation           | Q4 2022             |
| 7   | Al-Ahsa and Eastern Province Strategic reservoirs                    | The Facility shall consist of two strategic water reservoirs – a strategic water reservoir with capacity of 1,389,000 m3 located at Al-Ahsa and a strategic water reservoir with capacity of 3,510,000 m3 located at Eastern Province along with operational tanks. | 10-Feb-22              | Qualification Result<br>Pending | Q2 2023             |

# 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 segn |                          | ment 2. Wastewater segment  |                                    | 3. Integrated Water Solutions          |                        |                          |                              |
|                       | 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<br>networks | City water<br>management | Fabrication workshop         |
| Sub-segments          |                          |                             |                                    |  |                        |                          | Laboratories                 |
|                       | Deep water wells         | Firewater<br>networks       | Industrial                         | Treated sewage                         |                        |                          | Leak detection               |
|                       |                          |                             | wastewater<br>treatment plants     | effluent (TSE)<br>networks             |                        |                          | Other complementary services |
|                       |                          |                             | + Privatized<br>Independent STP    | + Privatized<br>Wastewater<br>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
- Alkhorayef Water and Power Technologies submitted prequalification with international firm for the first package of ISSTP Jazan Cluster



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

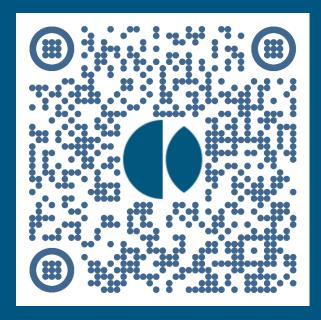
• In 2020, SWPC has announced eight upcoming IWTP projects to be procured by 2025 with a combined length of >3,500 km and total capacity of >4.3 million m³/d Building on its current capabilities, AWPT is targeting to expand its presence in the water sector and offer its Project and O&M services in the 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



## **Contact Details**



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