

# Business Opportunities

National Water Company

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**WIF** Riyadh 2016

شركة المياه الوطنية  
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# Green Field

## BOT/BOO

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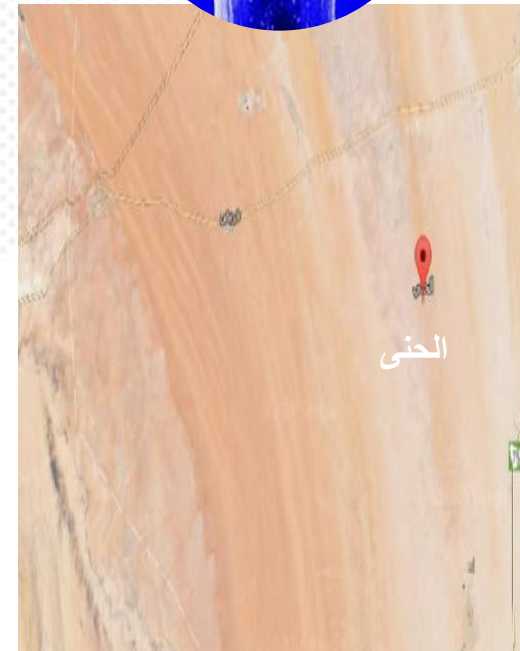
## Summary of potential Water Fields for BOO/BOT

Project Criteria		Description
Project Information	Name	Yabreen Water Field
	Geographical location	Riyadh
	Type	Potable Water
Technical Details	Capacity (m <sup>3</sup> / day)	800,000
	<ul style="list-style-type: none"> <li>▪ The main goal of the Project is to supplement the water supply to Riyadh City with sufficient quantity and quality of water to meet the growing demand for water in the City;</li> <li>▪ The Project will supply 800,000 m<sup>3</sup> of potable water per day from the Yabreen ( Harad area )well field to the residents in Riyadh City )</li> <li>▪ The Project involves development of the following components which together will -provide a new source of clean drinking water to Riyadh City :                             <ul style="list-style-type: none"> <li>• Yabreen ( Harad area ) well field.</li> <li>• Water treatment plant.</li> </ul> </li> </ul>	



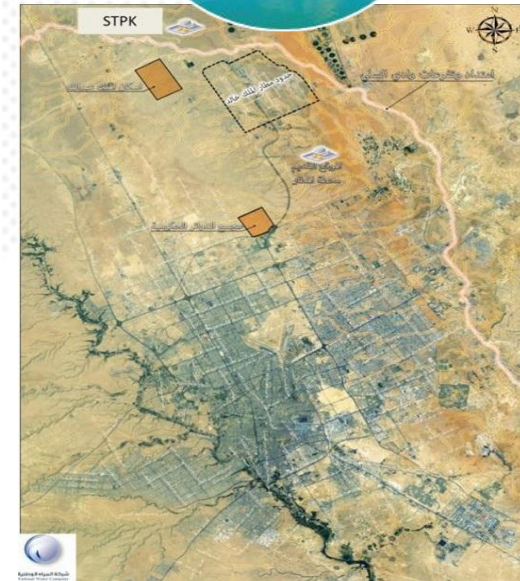
## Summary of potential Water Fields for BOO/BOT

Project Criteria		Description
Project Information	Name	Hunai Water Field Project
	Geographical location	Riyadh
	Type	Potable Water
Technical Details	Capacity (m <sup>3</sup> / day)	450,000
		<ul style="list-style-type: none"> <li>▪ NWC is planning to expand its water purification capacity by developing aground water treatment plant around Riyadh City . This in order to meet the growing demand for water from both household and industrial users in the city;</li> <li>▪ The overarching goal of the Project is to supplement the water supply to Riyadh with sufficient quantity and quality of water such that the communities' public health and safety, quality of life and economic activity can be sustained for the foreseeable future;</li> <li>▪ The Project is part of NWC's ambitious development plans which currently involve the development of:-                             <ul style="list-style-type: none"> <li>▪ New wells in the Hunai Well Field and the installment of related equipment.</li> <li>▪ Water treatment plant with daily capacity of 450,000 m<sup>3</sup>.</li> </ul> </li> </ul>



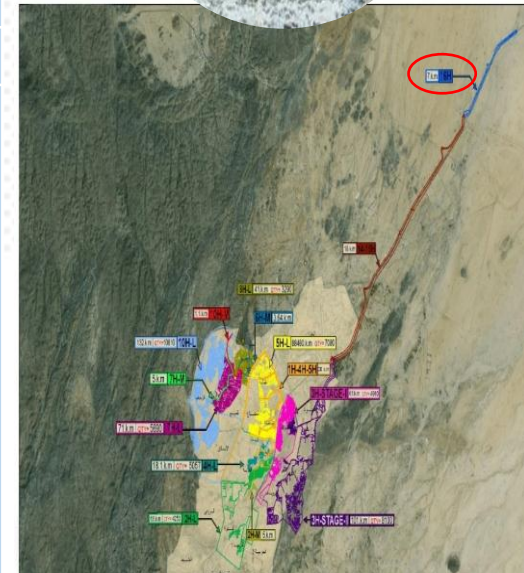
## Summary of potential STPs for BOO/BOT

Project Criteria		Description
Project Information	Name	Riyadh STP Project
	Geographical location	Riyadh
	Type	Treated Water
Technical Details	Capacity (m <sup>3</sup> / day)	300,000
		<ul style="list-style-type: none"> <li>▪ The project involves building and operating a Sewage Treatment Plant in North / East of Riyadh City and aims to cover populated areas as well as cope with urban expansion in Riyadh city;</li> <li>▪ The Project is expected to be executed through a phased approach, and once complete that phase will have the capacity to produce 300,000 m<sup>3</sup> of treated water daily in serving the inhabitants of Riyadh city as well as industrial users;</li> </ul>



## Summary of potential STPs for BOO/BOT

Project Criteria		Description
Project Information	Name	Taif North STP Project
	Geographical location	Taif
	Type	Treated Water
Technical Details	Capacity (m <sup>3</sup> / day)	270,000
	<ul style="list-style-type: none"> <li>▪ The Project involves building and operating a Sewage Treatment Plant in Taif city and aims to cover populated areas in Taif city;</li> <li>▪ The project will treat wastewater delivered from various parts of Taif city and expected to be executed through a phased approach, and once completed, will have the capacity to produce 270,000 m<sup>3</sup> of treated water daily;</li> </ul>	



## Summary of potential STPs for BOO/BOT

Project Criteria		Description
Project Information	Name	Airport 2 STP Project
	Geographical location	Jeddah
	Type	Treated Water
Technical Details	Capacity (m <sup>3</sup> / day)	500,000
	<ul style="list-style-type: none"> <li>▪ The Project involves development of an Sewage Treatment Plant near the King Abdul Aziz International Airport, next to the existing Phase 1-Jeddah City;</li> <li>▪ The project will treat wastewater delivered from various parts of Jeddah city and will be executed in phases, once completed will have a capacity to produce 500,000 m<sup>3</sup> of treated water daily in serving the inhabitants of Jeddah city as well as the local industry;</li> </ul>	



## Summary of potential STPs for BOO/BOT

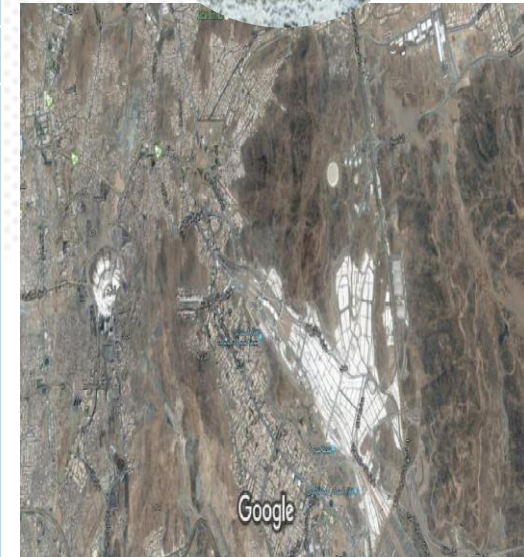
Project Criteria		Description
Project Information	Name	Khomrah 5 STP Project
	Geographical location	Jeddah
	Type	Treated Water
Technical Details	Capacity (m <sup>3</sup> / day)	250,000
		<ul style="list-style-type: none"> <li>▪ The project involves building and operating a Sewage Treatment Plant in the Al Khomrah industrial district of Jeddah;</li> <li>▪ The site identified for the Project already has an existing plant of approximately the same capacity,</li> <li>▪ The Project is expected to be executed through a phased approach, and once completed will have a capacity to produce 250,000 m3 of treated water daily in serving the inhabitants of Jeddah city, as well as the local industry;</li> <li>▪ The Project involves developing a sewage treatment plant with an associated sewage inlet and treated water outlet infrastructure;</li> </ul>





## Summary of potential STPs for BOO/BOT

Project Criteria		Description
Project Information	Name	Aranah STP Project
	Geographical location	Makkah
	Type	Treated Water
Technical Details	Capacity (m <sup>3</sup> / day)	250,000
	<ul style="list-style-type: none"> <li>▪ The project involves building and operating a Sewage Treatment Plant in Makkah City;</li> <li>▪ The Project is expected to be executed through a phased approach, and once completed will have a capacity to produce 250,000 m3 of treated water daily in serving the inhabitants of Makkah city;</li> </ul>	



# Brown Field Partnership

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## Business Opportunity – Leak Detection (NRW)

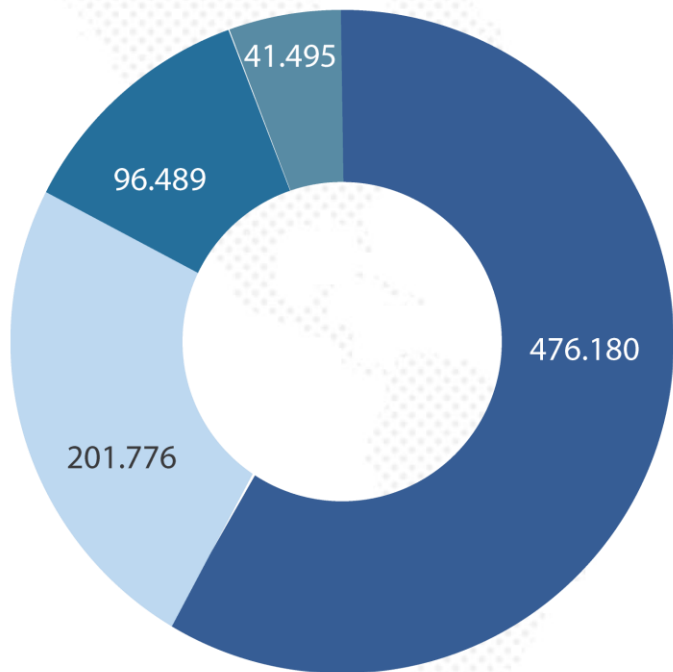
Project Criteria		Description
Project Information	Name	Leak Detection (NRW)
	Geographical location	Riyadh, Jeddah, Makkah & Taif
	Type	Water
Technical Details	<ul style="list-style-type: none"> <li>- Reduce commercial &amp; physical losses in a more effective manner</li> <li>- Improve operational efficiency.</li> <li>- Lower water system operational costs</li> <li>- Reduce potential for contamination</li> <li>- Reduce water outage events</li> <li>- Increase knowledge about the distribution system</li> <li>- Update distribution system data &amp; maps</li> </ul>	

## Business Opportunity – Metering & Billing

Project Criteria		Description
Project Information	Name	Metring & Billing
	Geographical location	Riyadh, Makkah, Jeddah, and Taif
	Type	Replacement and infrastructure
Further Details	Scope of Work	<ul style="list-style-type: none"> <li>- Customer survey &amp; customer data management</li> <li>- Meter invest, deploy, O&amp;M, and field services</li> <li>- Meter data management</li> <li>- Billing services</li> <li>- Billing complaints management</li> </ul>
	Minimal Technical Expertise	International Reference
	Business Model	KPI performance driven

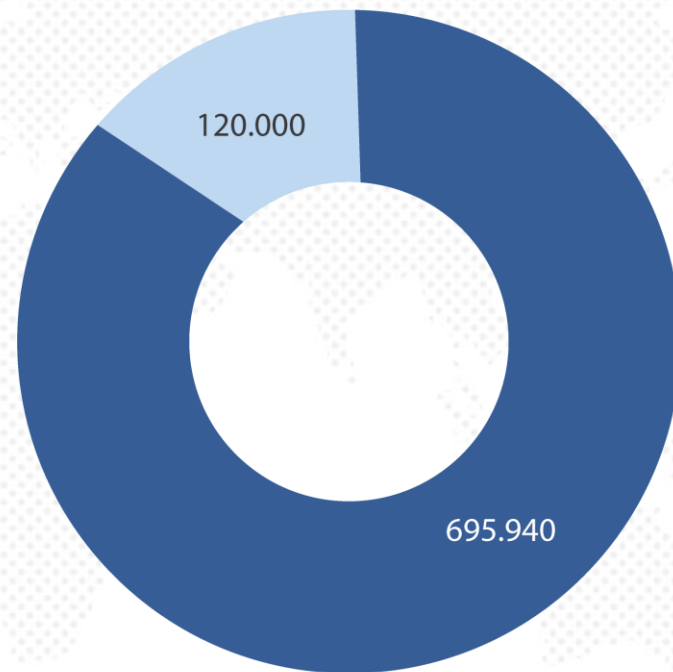
## Business Opportunity - Bills and metering (Non-core activity)

**Active Customers in 4 Cities**  
(as on 8<sup>th</sup> May 2016)



■ RCBU ■ JCBU ■ MCBU ■ TCBU

**Meter Replacement Required**



■ Meter Replacement Required  
■ Existing Meter with AMR

## Business Opportunity - Sludge

Project Criteria		Description
Project Information	Name	<b>Bills and Metering</b>
	Geographical location	<b>Stage 1:Riyadh, Jeddah, Makkah &amp; Taif Stage 2:KSA</b>
	Type	<b>Replacement and infrastructure</b>
Further Details	Scope of Work	Off-Take Sewage by-products (Fertilizers/Bio-Fuel)
	Investment Opportunity	To utilize Bio-Solids available in sludge generated by sewage treatment plants in order to produce more added value products, such as: <ul style="list-style-type: none"> <li>• Fertilizers</li> <li>• Bio-Fuel</li> <li>• Bio Building Materials</li> <li>• Sludge to Chemicals</li> <li>• Other Applications</li> </ul>
	PPP Requirements	International Reference
	Minimal Technical Expertise	Project reference

### Forms of Bio-solids



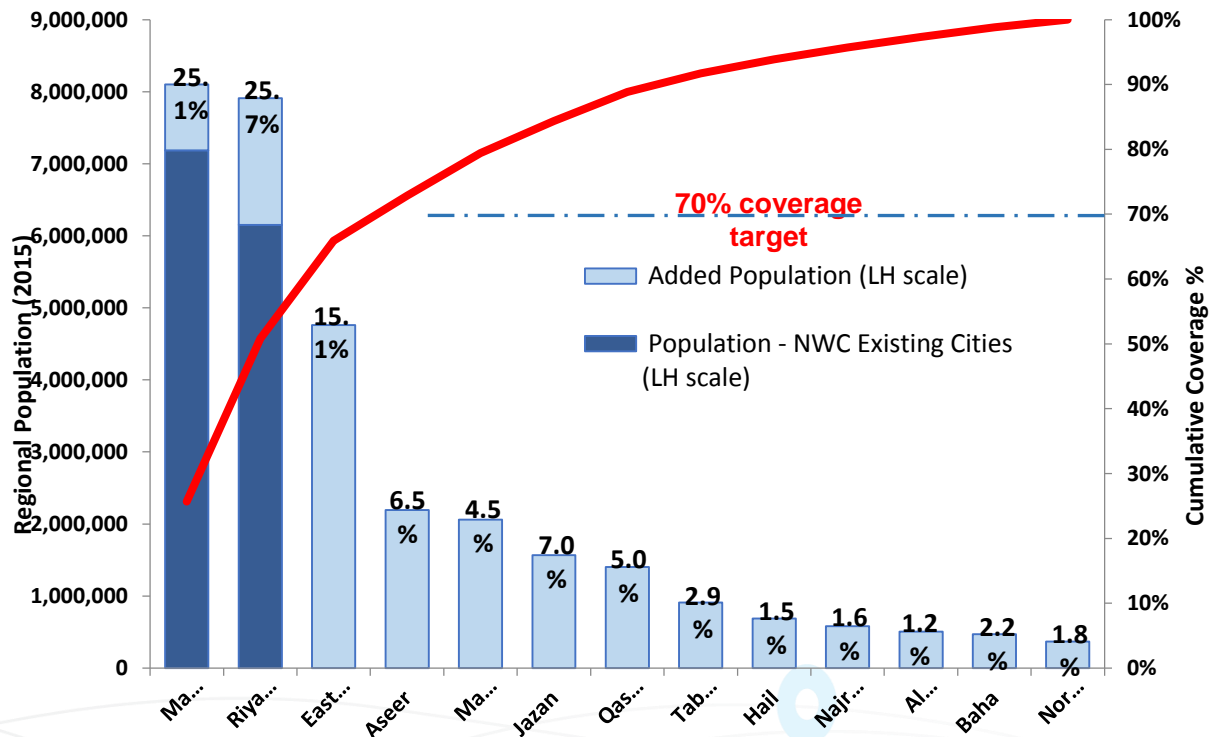
# New Regions Expansion

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# Under the National Transformation Program NWC will increase its coverage to 70% of the Population over the next 5 years

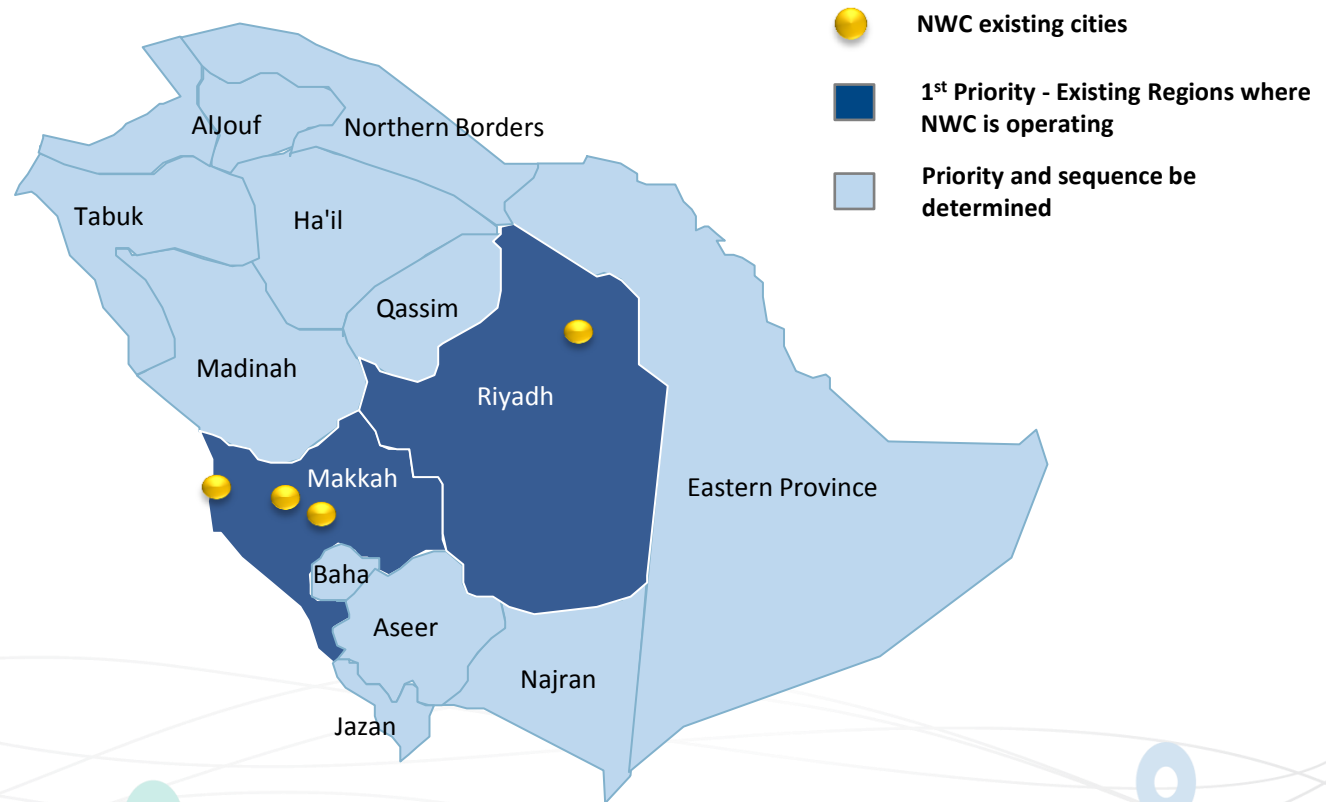




## The Increase in Coverage will be Achieved Region by Region

Except for Makkah & Riyadh Regions the sequence of taking over the regions has yet to be decided

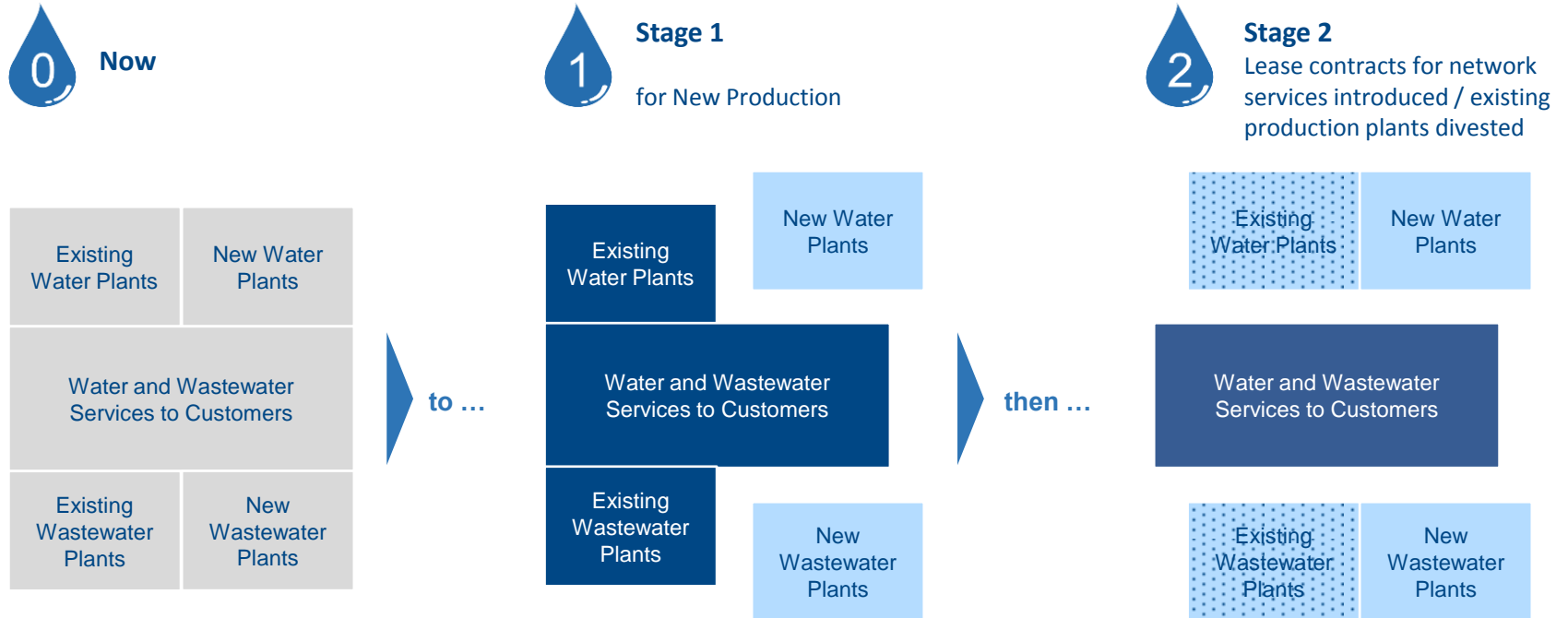
- The 13 Regions comprise 118 Governorates spread over a vast geographical area
- NWC will start its expansion by taking over the remaining Governorates in the Makkah and Riyadh regions
- Further assessment is required before deciding which other regions will be included within the 70% target



# How Privatization & Private Sector Participation could evolve



# How should private sector participation evolve?



■ OMM (Operations, Maintenance & Management) contract

■ BOO/BOT contract

■ Asset sale

■ Lease contract

# Thank you

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