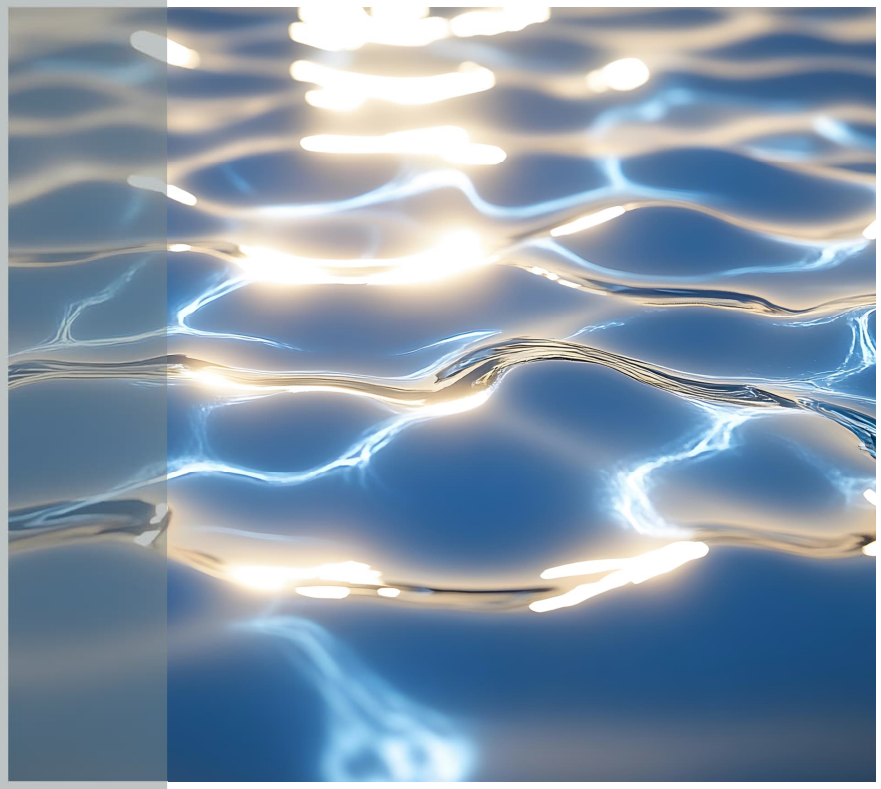
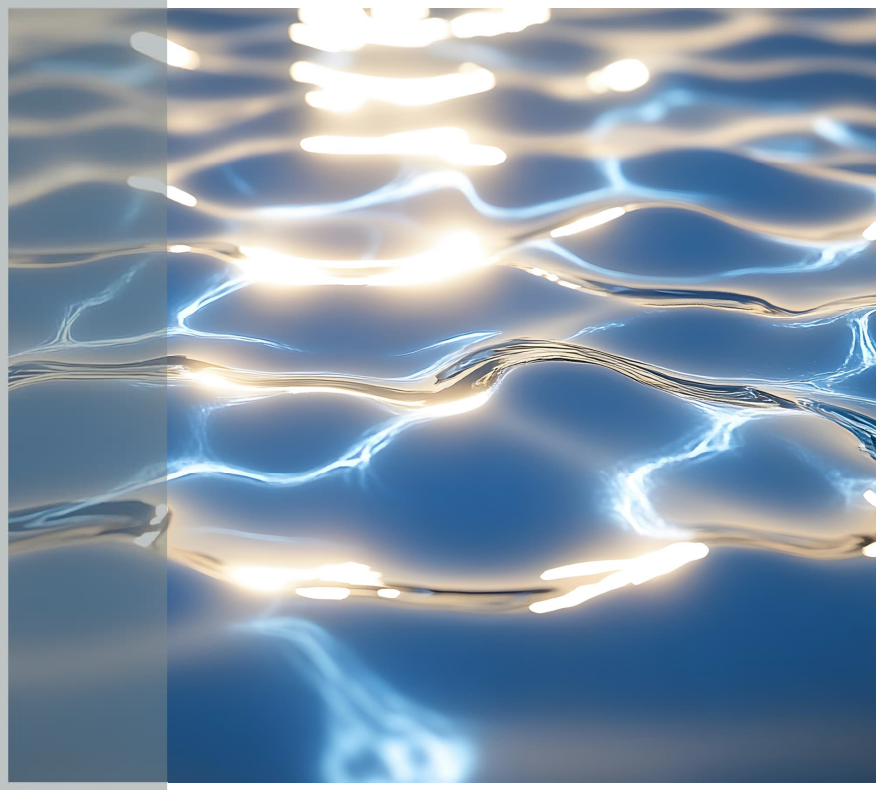


ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY



ACCIONA

Alejandro Jiménez

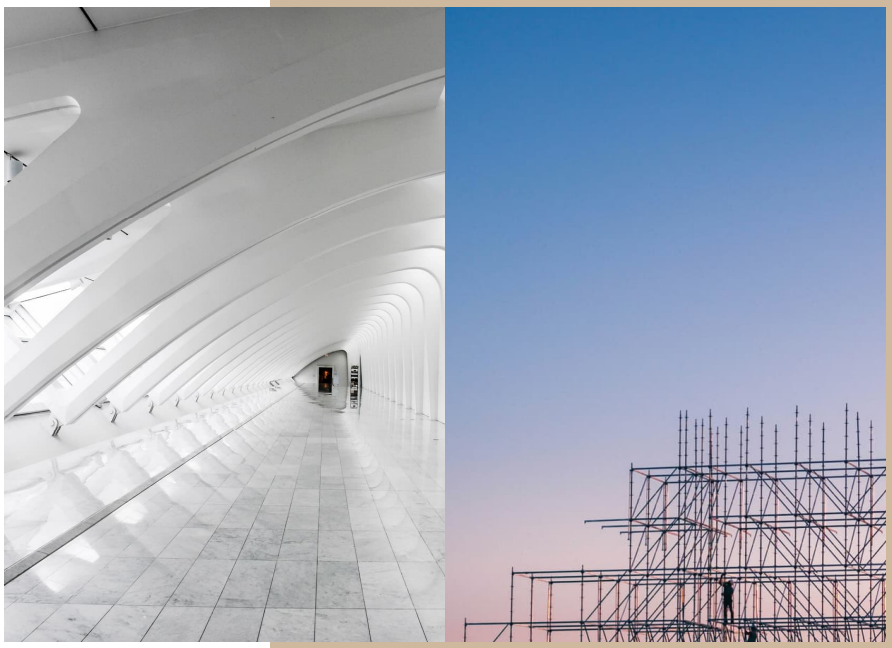
ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

The GCC Water PPP Model: A Global Benchmark

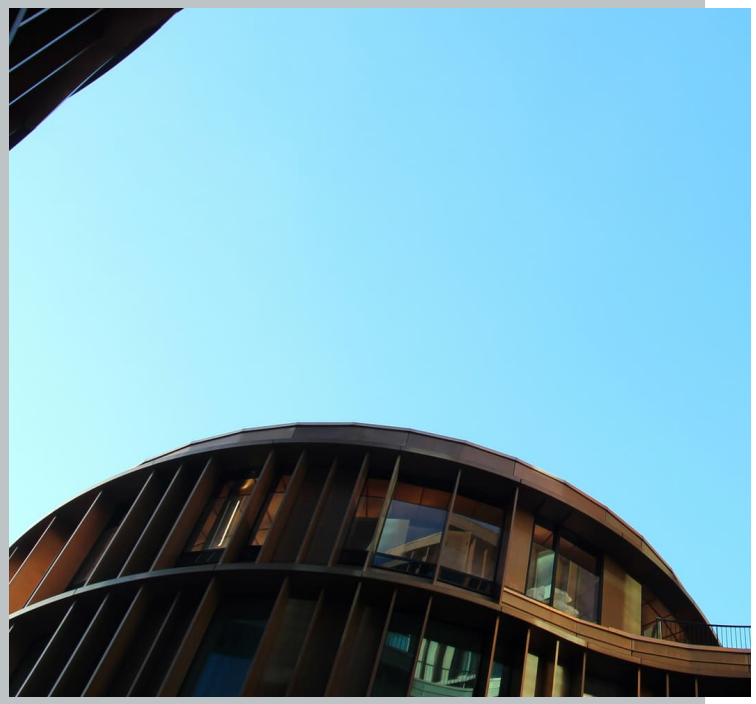
- **Pioneer in PPP / IWPP / BOO models for desalination and water**
- **Strong and experienced public offtakers across the region**
- **Deep ecosystem of developers, lenders and contractors**
- **Proven track record of large-scale, bankable project delivery**



IDRA

WORLD BANK GROUP

Market Maturity: Falling Returns, Rising Risk



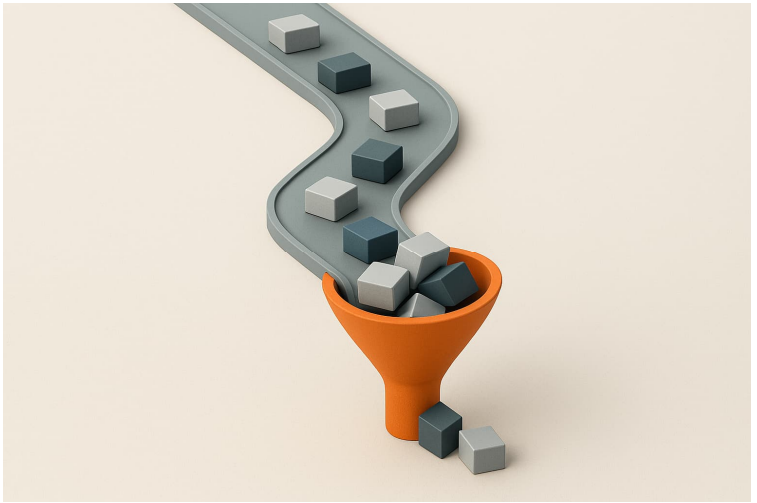
- Intense competition has driven tariffs to historic lows
- Developer equity returns increasingly compressed
- Project scale and technical complexity continue to grow
- Risk progressively transferred downstream in the value chain

IDRA

WORLD BANK GROUP

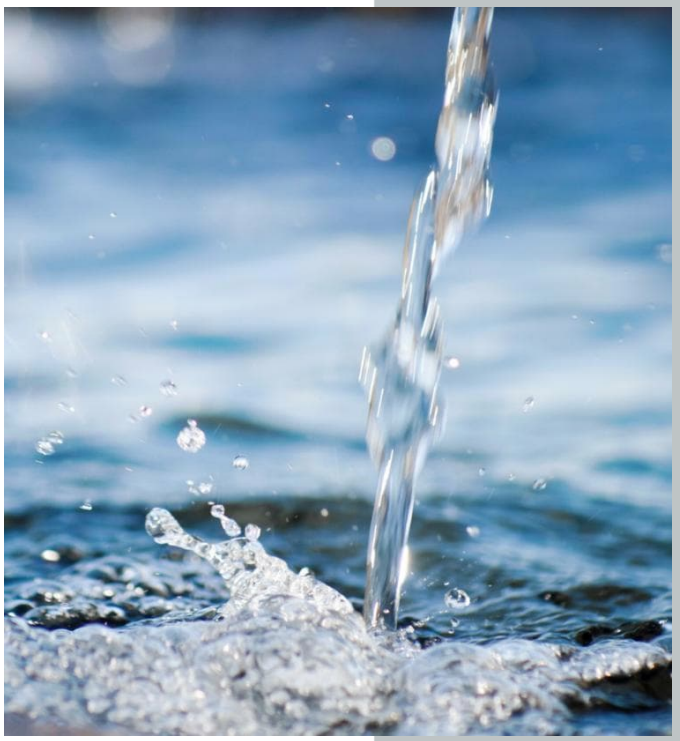
Downstream Impact:
EPC as the Emerging Bottleneck

- Developers protect thin returns through tighter EPC pricing
- EPC contracts increasingly exposed to delivery and financial risk
- Higher incidence of claims, disputes and strained relationships
- EPC appetite declining despite strong project pipelines

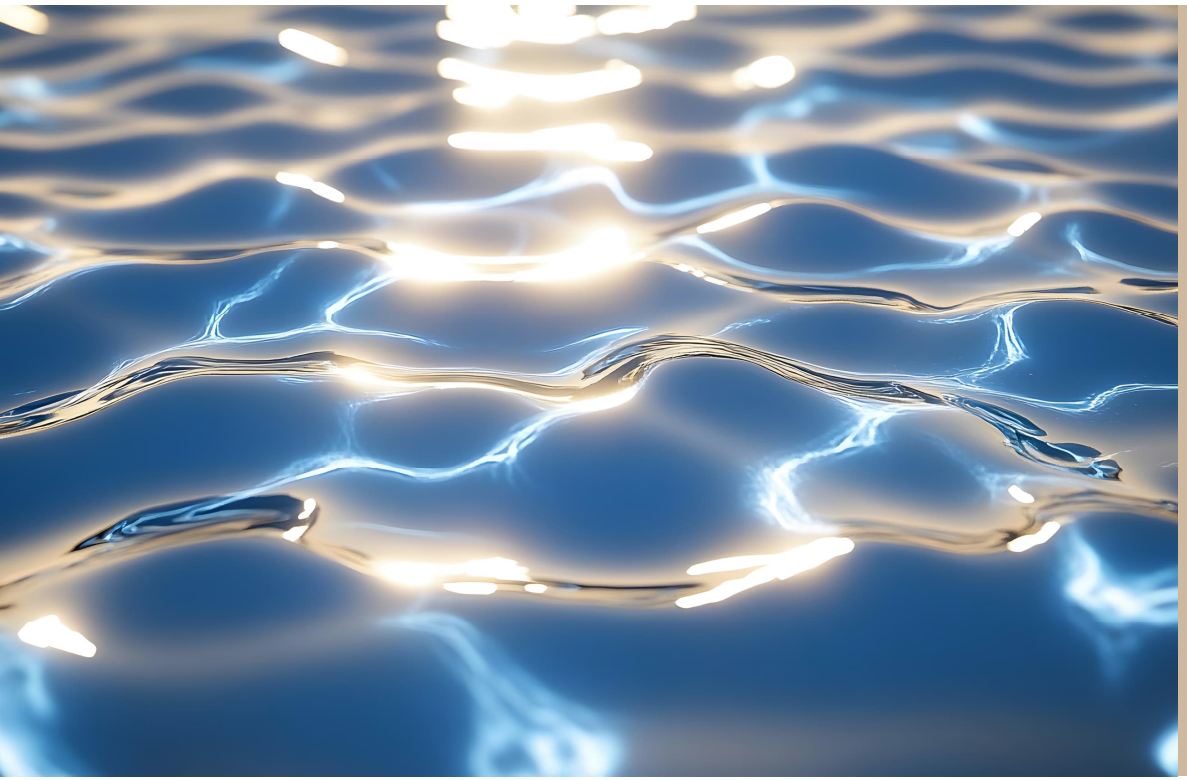


Protecting Long-Term Deliverability

- **EPC sustainability is essential for system stability**
- **Risk must be aligned with control across the value chain**
- **Lowest tariff ≠ lowest lifecycle cost**
- **Focus on resilient, bankable and deliverable projects**



Thank you



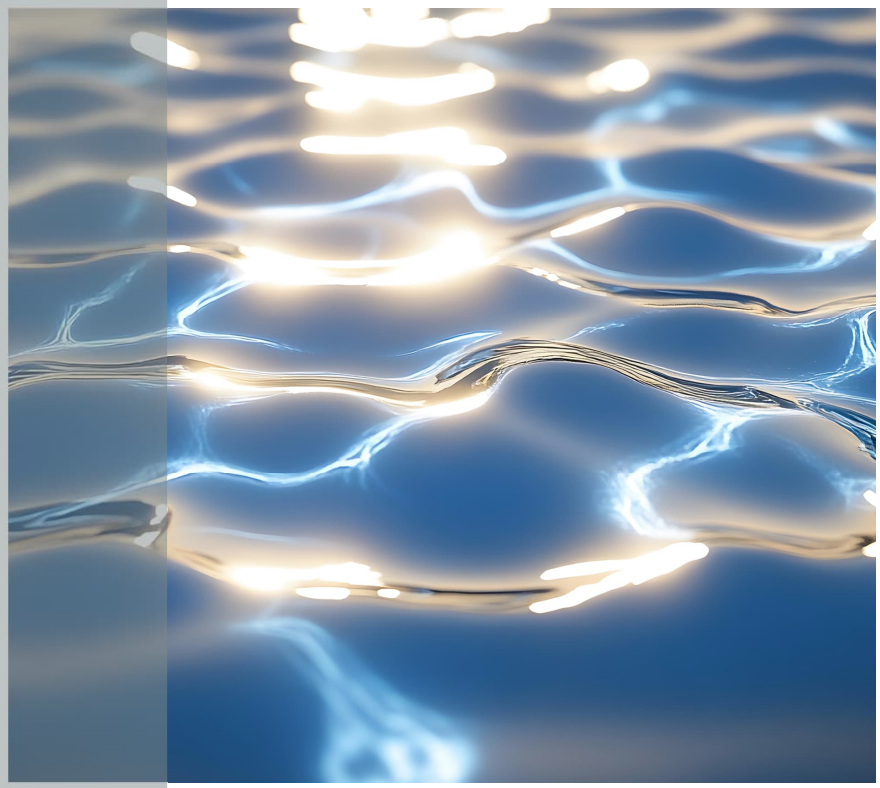
Name: Alejandro Jiménez
Position: Chief Development & Strategy Officer
Company: ACCIONA

Email: ajimenez@acciona.com

Aquatech

IDRA

WORLD BANK GROUP



From Complex Water Challenges to Bankable Infrastructure

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

Emerging Industrial Water Needs

From Utilities to Strategic Infrastructure

Industrial water requirements are shifting:

- Energy efficiency and water reuse now determine industrial competitiveness
- Water strategy is driven by resource constraints, not just cost

Seen Across Regions :

- FEWA (UAE)
  - Shift from thermal desalination to low-energy RO
  - Designed for reliability, real-time control, and regional resilience
- Kuwait Oil Company – Lower Fars
  - Municipal wastewater recycled for industrial boiler feedwater
  - Reduced desalination dependence while meeting steam-quality requirements

Industrial water is engineered infrastructure, directly tied to production outcomes.

Business Models That Enable Scale

Why Technology Alone Is Not Enough

The Challenge:

- Performance risk breaks projects when ownership is fragmented
- EPC, O&M, and operators optimizing separately prevents scale

What Enables Scale:

- One accountable counterparty owning outcomes
- Financing aligned with long-term performance, not lowest capex
- Contract structures that support adaptation over time

In Practice:

- BOOT / DBOOM models align technology, operations, and financing

Transparency & Flexibility in Complex Systems

Why Tariff Thinking Fails

Industrial water cannot be priced like a utility:

- Performance requirements evolve over the asset life
- Design assumptions must remain visible and adjustable
- Risk must be managed continuously, not transferred at handoff

Examples Across Industries:

- Zuluf Oil Field
  - Hypersaline, high-temperature produced water
  - 25-year BOOT with continuous performance requirements
  - Single accountability with collaborative execution
- Stegra – H_2 Green Steel (Sweden)
  - First-of-kind integration of hydrogen, iron, and steelmaking
  - DBOOM structure enabling transparency and flexibility through development

Aquatech

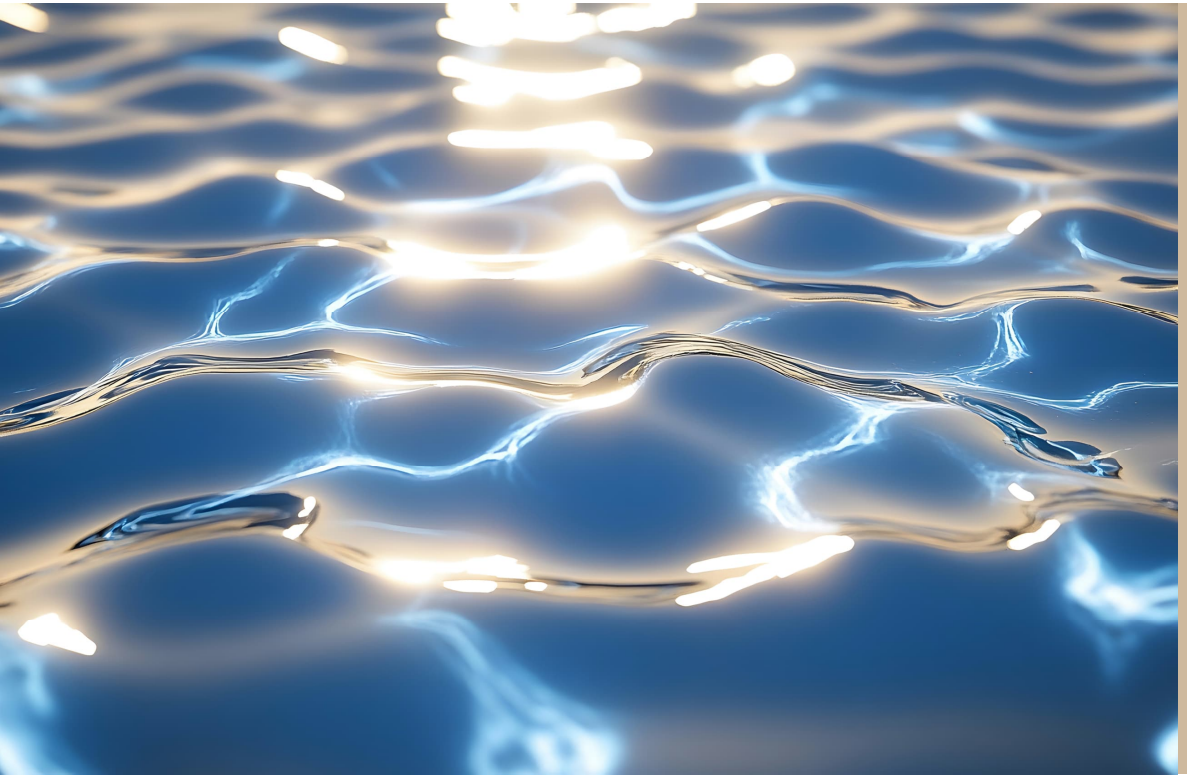
IDRA

WORLD BANK GROUP

Key Takeaways

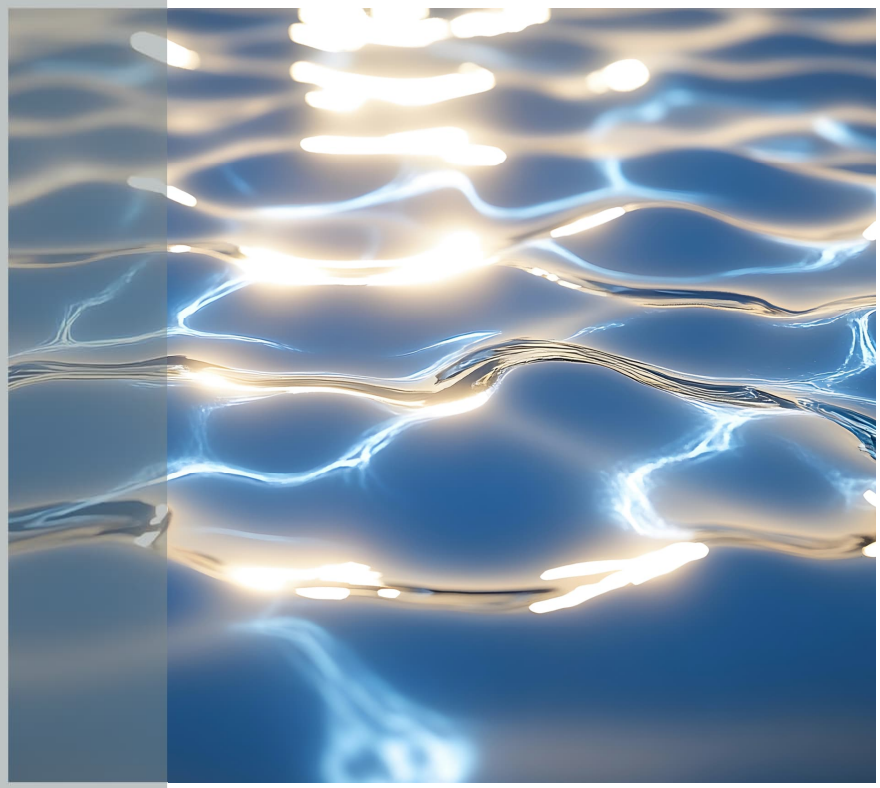
- Industrial water has shifted from a utility input to strategic infrastructure, driven by energy efficiency, reuse, and resource constraints.
- Scale is enabled not by technology alone, but by business models that align delivery, operations, and long-term performance under one accountable lead.
- Industrial systems have evolved, design assumptions must remain transparent and adjustable over the asset life, not fixed at financial close.
- Bankability follows when one party leads and teams collaborate, delivering reliability through flexible, lifecycle-aligned structures.

Thank You!



Name: Flemming Bjoernslev
Position: SVP, Market Development
Company: Aquatech

Email: bjoernslevf@aquatech.com



From Crisis to Bankable Water Security (AYESA)

Indirect potable water reuse project in MONTERREY, MEXICO

ROUNDTABLE OF FINANCING WATER PROJECTS IN ARAB COUNTRIES

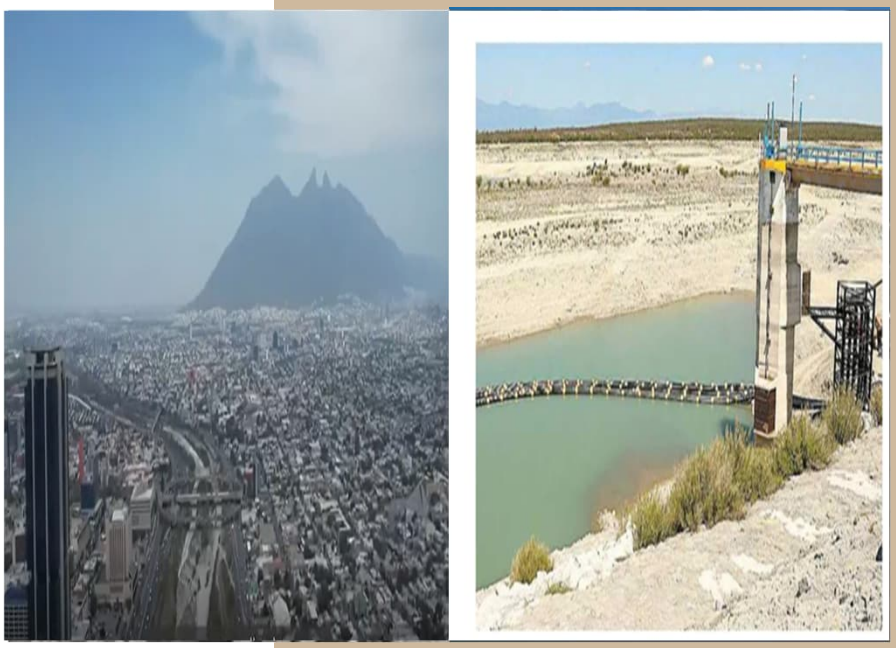
FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

Monterrey Indirect Potable Reuse (AYESA)

Why & What

- **Problem:** drought, growth, reservoir risk, international agreements => 6th Oct 2023 Nuevo León State (MEXICO) declared DROUGHT EMERGENCY
- **Purpose:** climate-resilient potable supply
- **Solution:** indirect potable reuse via reservoir recharge
- **Scale:** up to 210,000 m³/d (20% of needs)
- **CapEx:** USD 600 million



Challenges

- Perceived Technology Risk
- Regulatory and Institutional Uncertainty
- Public Acceptance and Trust
- Bankability and Financing Structure

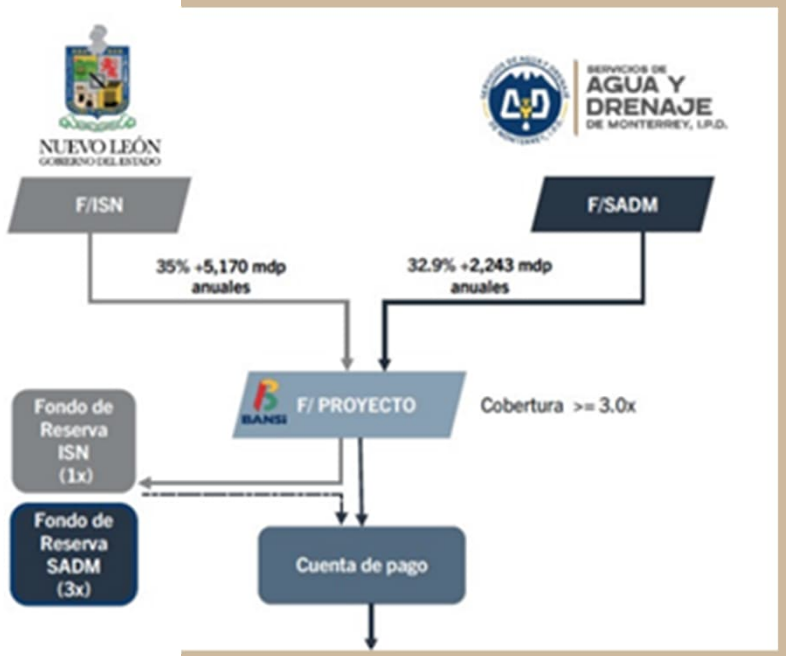
Solutions

- Technology is proven; scaling potable reuse depends on regulation, governance clarity, public acceptance, and bankable off-take structures
- Formal acceptance of potable reuse unlocks regulation, bankability, and financing

Monterrey Indirect Potable Reuse (AYESA)

Status, off-taker, financing & closing

- Status: Engineering completed; Implementation on hold (reassessment of priorities)
- Off-taker: SADM (public utility)
- Financing logic: public-backed payment structure (enabling banks & DFIs)



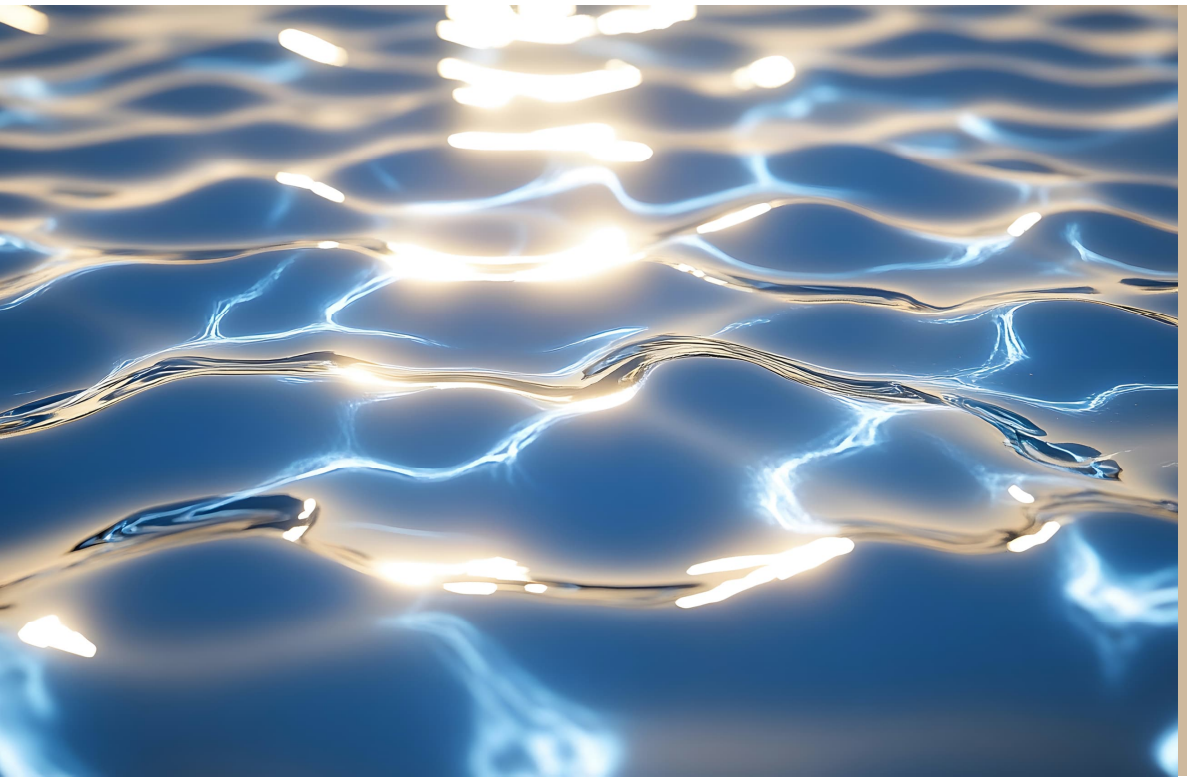
"De-risk decisions first:
when regulation and off-take are clear, potable reuse becomes bankable and scalable."

The Arab region has the technology and the institutions — scaling potable reuse is now a matter of regulatory clarity and strategic choice

IDRA

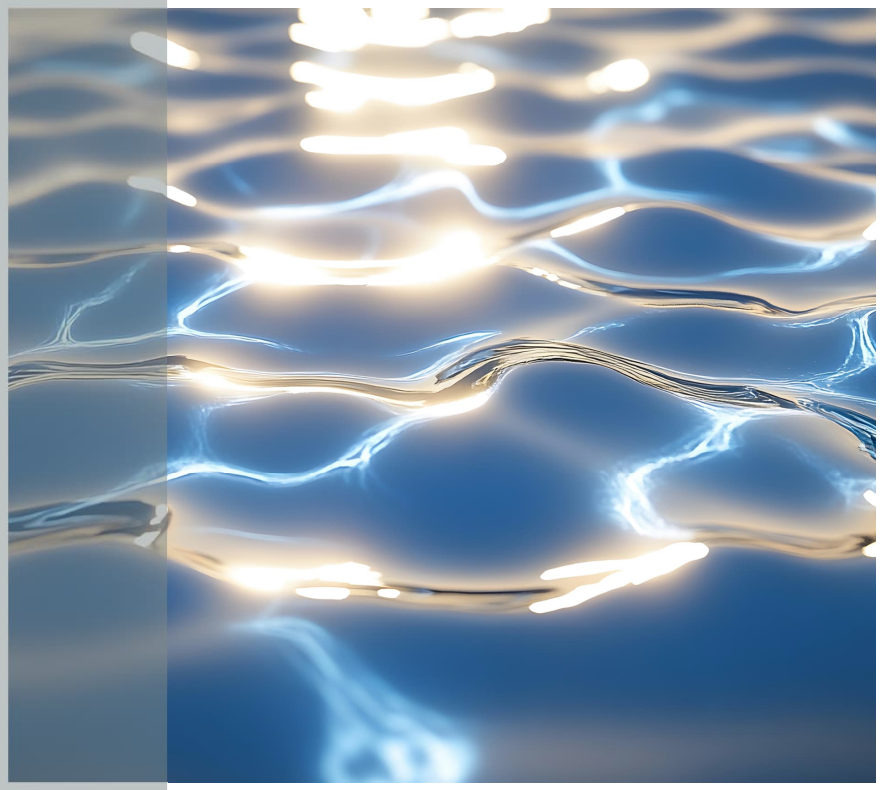
WORLD BANK GROUP

Thank you



Name: Ramon Berruezo Baraza
Position: Director of Water & Environment Division ME
Company: AYESA

Email: rberruezo@ayesa.com



Addressing the increased energy intensity of water

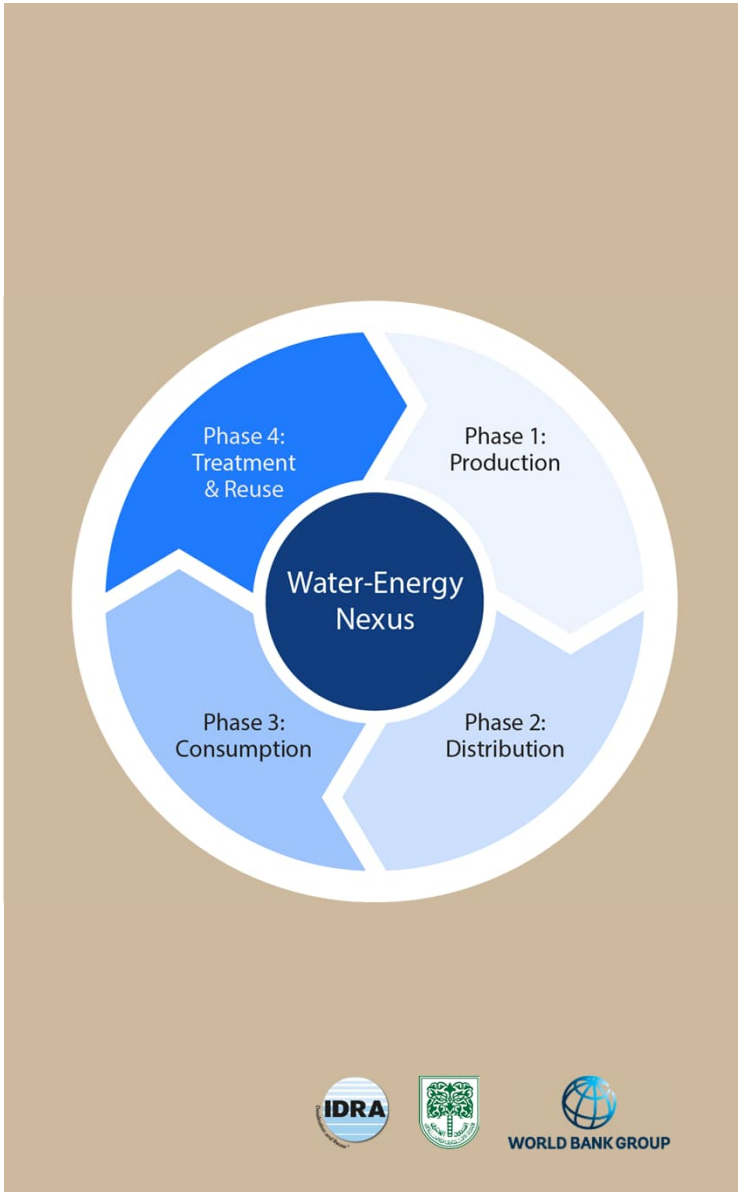
ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

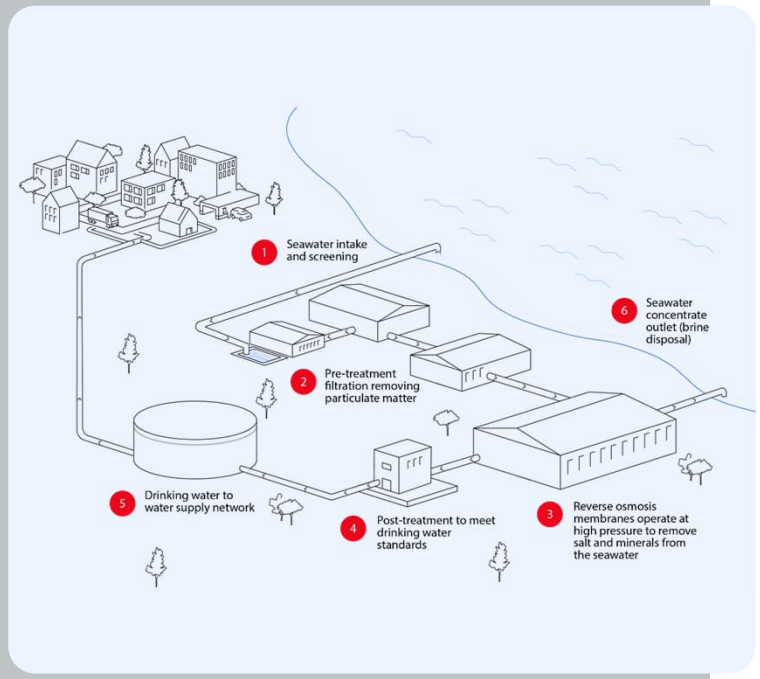
ARAB FUND HEADQUARTERS, KUWAIT CITY

Growth in water need and energy consumption are connected

- By 2030, global fresh water demand is set to outpace supply by 40% - a challenge we cannot afford to ignore
- Water sources include conventional, unconventional and increased water reuse
- By 2040, energy consumption in the water sector is expected to more than double
- At the same time, water demand in the energy sector could rise by almost 60%



For most water projects, energy is the biggest cost over its lifetime



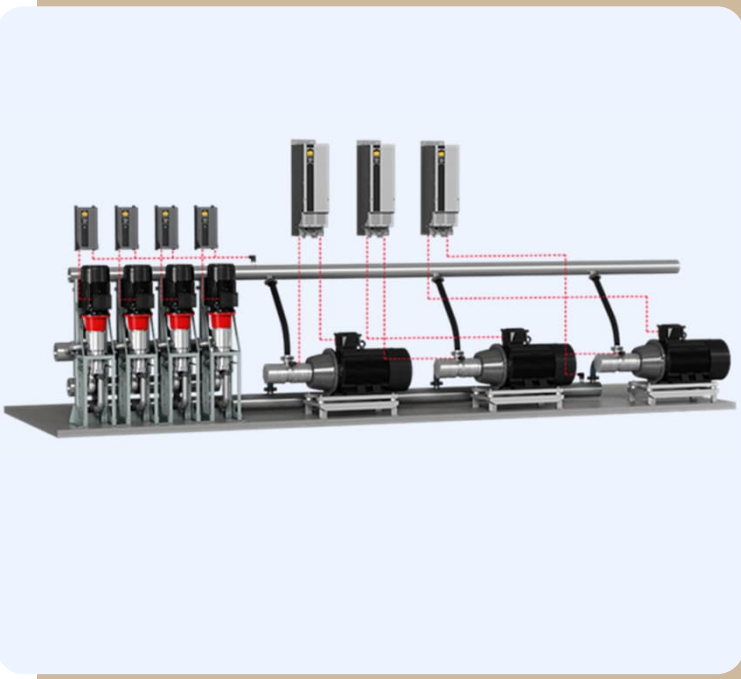
- ~75% of the lifetime cost of a desalination plant is operational expense, of which half is electrical energy
- In water distribution, non revenue water leads to wasted energy
- Hence, even marginal reductions will yield large returns to the project over its lifetime
- Also for renewable energy sources, optimised consumption for water will enable reduced investment in energy, or create an opportunity to re-purpose existing supply

IDRA WORLD BANK GROUP

Technology is available today, but often neglected for short term gain

- Energy efficient pumping, energy recovery, sensors, drives (VFDs) and controls are already commercially available to optimise energy consumtion in systems
- Solid long term investments require energy optimised solutions for the lifetime of the project
- Many retrofits can yield almost immediate pay-back from reduced energy usage

- **.....Procurement and investment models need to reflect lifetime cost to be fully optimised....**



IDRA

WORLD BANK GROUP

Example: Desalination (SWRO) energy consumption reduced by up to 25%

- The IEA projects that global energy demand for desalination will almost double from 562 TWh in 2023 to 1,079 TWh in 2030
- The experimental DESALRO 2.0 desalination plant proved a 25% improvement in energy efficiency in SWRO at the Technological Institute of the Canary Islands (ITC)
- While operating conditions vary, the global potential for new and old plants is significant
- Opportunities exist to reduce CO2 emissions, save costs and reduce investment needs for energy infrastructure

Conclusion

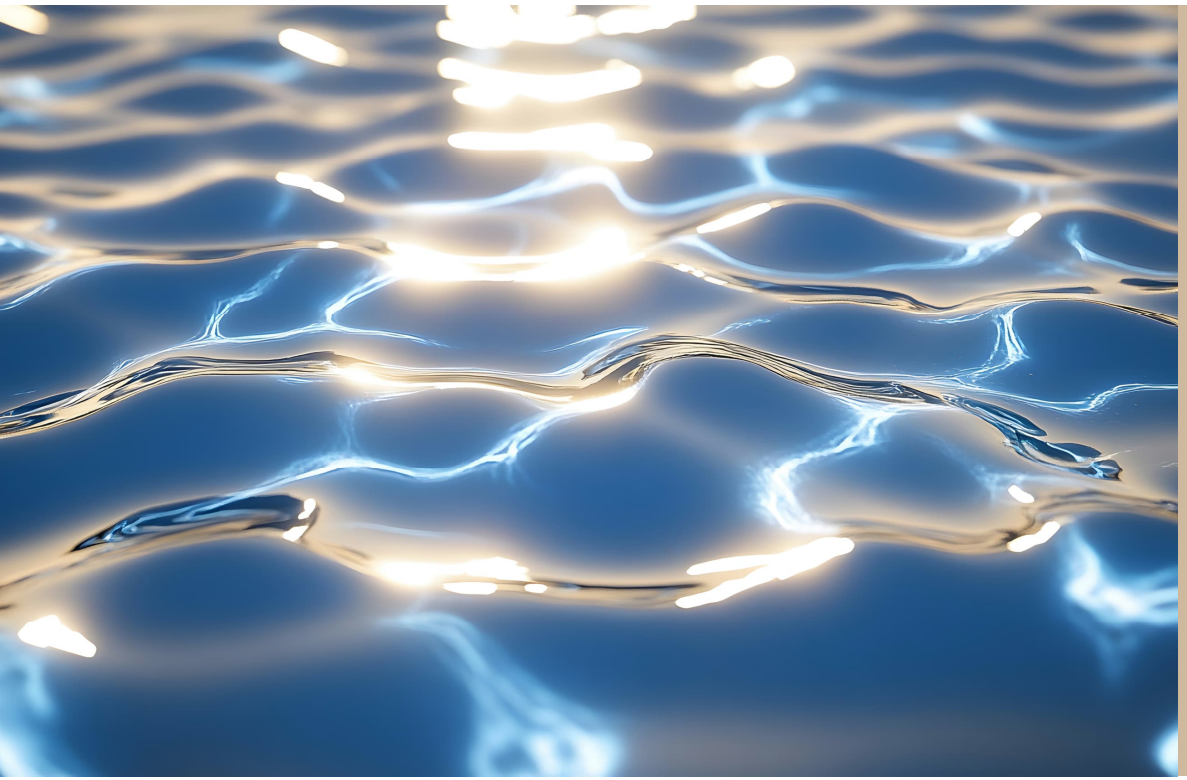
Challenges

- Global water need increases, requiring enhanced treatment and reuse
- Related energy need intensifies for all steps of the water chain
- Often short-term gains are prioritized at the time of investment decision

Solutions

- Consider latest available technology with a project lifetime perspective
- Adjust procurement strategies to consider full project lifetime
- Constantly consider: **reduce, reuse, resource….**

Thank you



Name: Michael Bjorn
Position: VP, Danfoss
Company: Danfoss

Email: Michael.bjorn@danfoss.com

Cutting Losses, Securing Supply and Reducing waste for a resilient Future- The Greek Islands Case study

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

Greece's Paradox

- 35- 50% NRW (aging pipes)
- 30- 40% of water budget spent on energy (diesel generation)
- 3Months of summer tourists on an island with 100k residents
- Zero water reserves for peak demand

IDRA

WORLD BANK GROUP

Three Pillars Integrated

One Program. Three Pillars . Integrated impact

- NRW Reduction (GIS, AI leak detection, monitoring) 35% reduction
- Floating Solar + High-Efficiency RO (PV on reservoir, 65% recovery) at 40% energy savings
- Wastewater Recycling (MBR + reuse) at 15,000 m³/day recycled supply

IDRA

WORLD BANK GROUP

Proof by Numbers

- 35%** NRW Reduction (45% to10%)
- 40%** Energy Cost Savings (floating solar + high-recovery RO)
- 15,000 m^3/day Recycled Water
- 8 years Payback Period
- $22M Capex , $2.8MAnnual Savings
- 12,000 tCO2, Avoided Annually

IDRA

WORLD BANK GROUP

Why It Matters

Five key lessons

1. NRW = Fastest ROI in water
2. Floating solar solves energy water nexus
3. Integration beats silos
4. Europe's aged infrastructure = next frontier
5. Template scales globally (islands, arid regions, networks)

IDRA

WORLD BANK GROUP

Partnership Model

Blended Finance = De-risked investment |
Proven in Greece | Ready to Scale in MENA

- Public: Government, municipalities, EU grants
- Private: Owner's engineers, technology partners, contractors
- Finance: EIB concessional debt, GCF grants, commercial banks

IDRA WORLD BANK GROUP

The Final Take

But we now have a proven template:
1. Identify and fix NRW an immediate supply recovery
2. Deploy renewable energy integrated with water systems and solve energy-water nexus
3. Recycle wastewater and diversify supply without new extraction
4. Structure as PPP with blended finance at bankable for MDBs/DFIs
5. Measure and verify to attract capital for next program

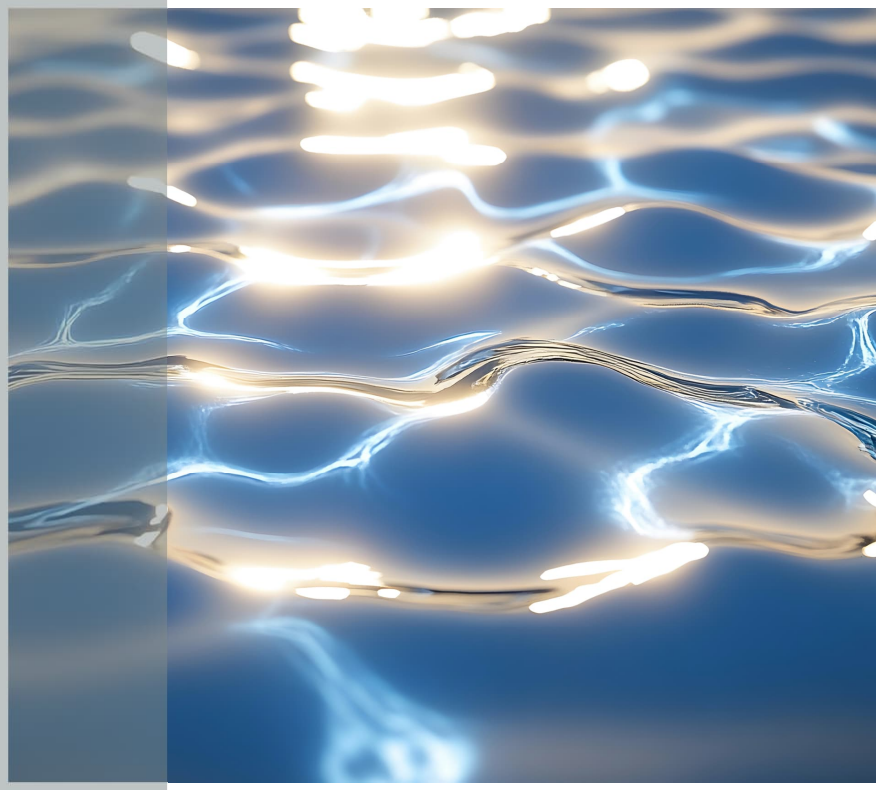
IDRA

WORLD BANK GROUP

Thank you

Name: Imad Makhzoumi
Position: Chairman and CEO
Company: Enoia Engineering Group

Email
I.Makhzoumi@enoia.com



From Source to Security

Large Diameter Infrastructure

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

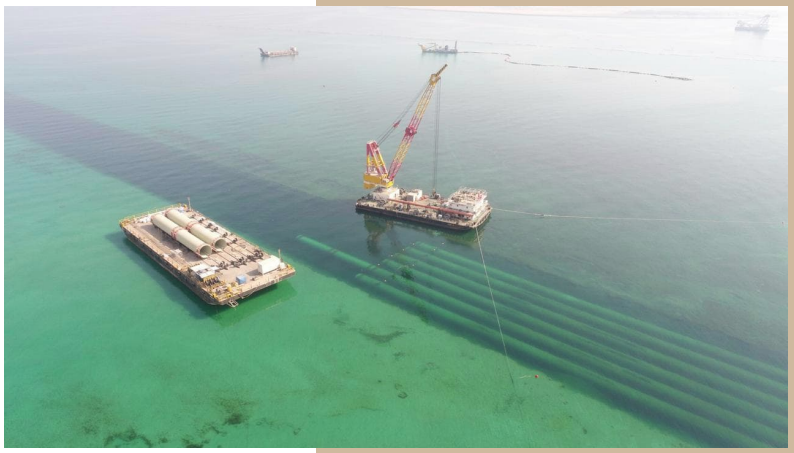
Moving Massive Volumes of Water Reliably

Large-Diameter Water Conveyance: A Critical Bottleneck in Desalination & Reuse

- Desalination & reuse projects depend on **high-reliability transmission**
- Intake, outfall, and transfer pipelines are **single-point-of-failure assets**

Traditional materials face challenges:

- Corrosion (seawater & TDS)
- High CAPEX & OPEX
- Construction risk and delays



IDRA

WORLD BANK GROUP

Large-Diameter GRP Pipe Systems

Why Large-Diameter GRP has Become the Reference Solution

Core Advantages:

- Corrosion-free (seawater, brine, reuse water)
- Large diameters available (up to DN 4000+)
- High pressure classes for intake, transfer & discharge
- Lightweight, faster installation, lower civil works
- Longer pipe sections, can reach up to 18 meters
- Efficient Hydraulic Behavior (low roughness, reduced energy losses)
- Lower Carbon Footprint, the sustainable approach
- Lower Energy Consumption

IDRA

WORLD BANK GROUP

Proven Impact: Bankability, Performance, Lifecycle Value

Large-Diameter GRP Delivered Results across Desalination & Reuse Projects

Measured Outcomes

- Lower lifecycle cost vs steel & concrete alternatives
- Shorter construction schedules (faster commissioning)
- Reduced risk profile for EPCs & financiers
- 50+ year design life with minimal maintenance

Successfully deployed in:

Seawater intake & outfall
Brine discharge
Treated wastewater reuse transmission
Inter-plant transfer lines

IDRA

WORLD BANK GROUP

Scalability, Partnerships & Lessons Learned

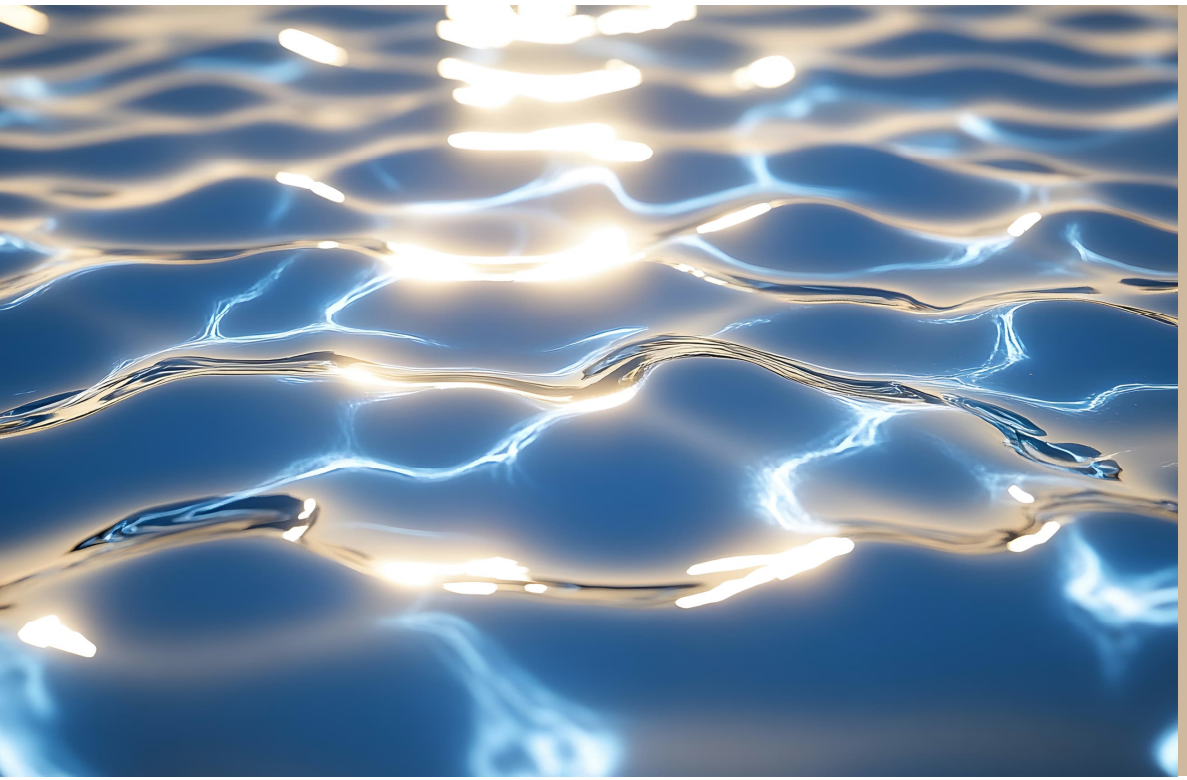
Scalable Infrastructure that Aligns with MDB & PPP Frameworks

Scalability & Replicability
Standardized manufacturing → rapid replication
Adaptable to PPP, EPC, and Design-Build models

Suitable for:
- Mega desalination plants
- Reuse networks for agriculture & industry
- Regional water schemes

Collaboration & Lesson
Early alignment between utilities, EPCs, and financiers
Material selection at concept stage reduces downstream risk

“In water-stressed regions, resilience is not achieved through complexity — but through proven, scalable infrastructure choices that reduce risk and unlock financing.”



Name: Ziad El Salibi
Position: Global Vice President – Sales & Marketing
Company: Future Pipe Industries

Email: z.Salibi@futurepipe.com

IDRA

WORLD BANK GROUP

Enabling Semiconductor Growth in Water-Stressed Regions

Anurag Bajpayee
Gradiant, Co-Founder & CEO

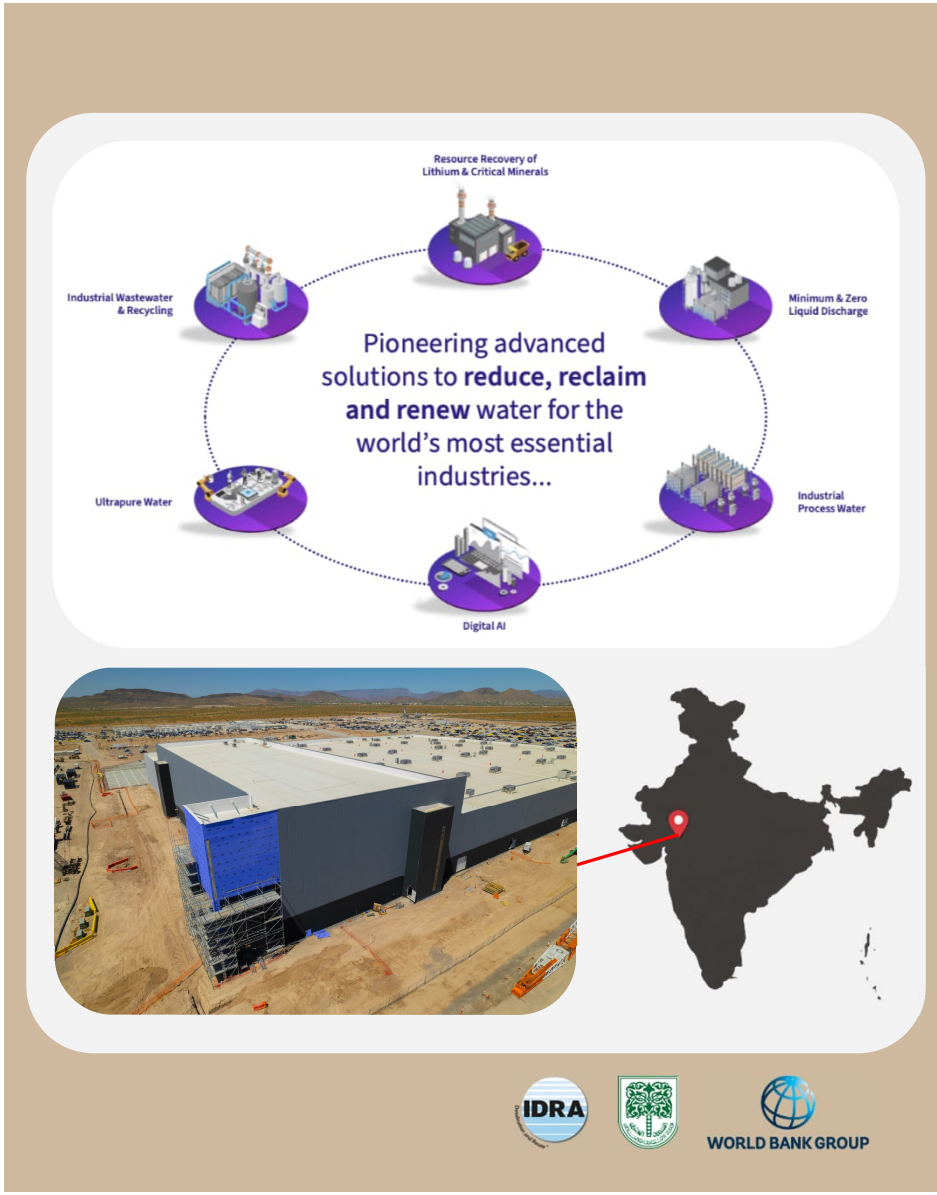
ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

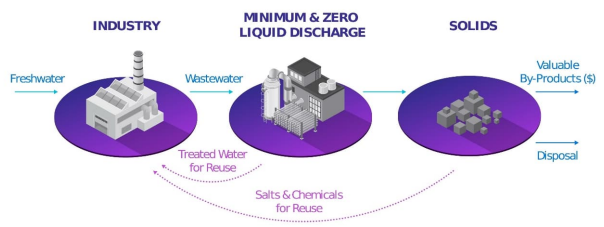
Problem & Context

- **India's Semiconductor Push.** National investment anchored by a flagship U.S. chip manufacturer
- **First Fab In India.** 1 million square feet facility in Gujarat
- **Water as a Critical Constraint.** Ultrapure water at scale in a water-stressed region
- **Zero Liquid Discharge Mandate.** Sustainability and regulation from Day 1
- **Mission Critical.** Zero-tolerance for downtime
- **Gradiant's Role:** Integrated WW ZLD, recycling, and UPW



The Solution

- **Fully Circular, End-to-end Water Platform.** WW ZLD, recycling, and UPW from single partner
- **Advanced UPW System.** Multi-stage treatment for fab-grade quality to PPT levels
- **High-recovery Wastewater Treatment & Reuse.** Proprietary treatment for variable, silica-rich wastewater
  - Gradiant's Selective Contaminant Extraction, Semi-Batch RO, CFRO, and SmartOps AI
- **Zero Liquid Discharge.** >98% volume reduction via CGE crystallization
- **Built For Complexity.** Variable influent and rapid ramp-up
- **Globally Proven.** Designs leveraged from Gradiant's projects in U.S., Taiwan, and Singapore



Impact, Results, & Scalability

- **UPW at scale.** ~4,000 m^3/day supporting continuous fab operations
- **Zero Liquid Discharge.** >98% volume reduction, no liquid discharge
- **Freshwater needs minimized.** Recycling of treated WW at >96% recovery into UPW
- **Modular design.** Repeatable across fab sizes and process chemistries
- **Adaptable to emerging markets.** Engineered to handle variable influent quality, limited local semiconductor experience, and evolving regulatory environments
- **Blueprint for national scale-up.** Proven model to support India's broader semiconductor manufacturing ambitions and future fabs

Zero
Liquid Discharge

CAPEX and **OPEX**
Savings versus Competitors

98%
Reduction in Disposal Volume

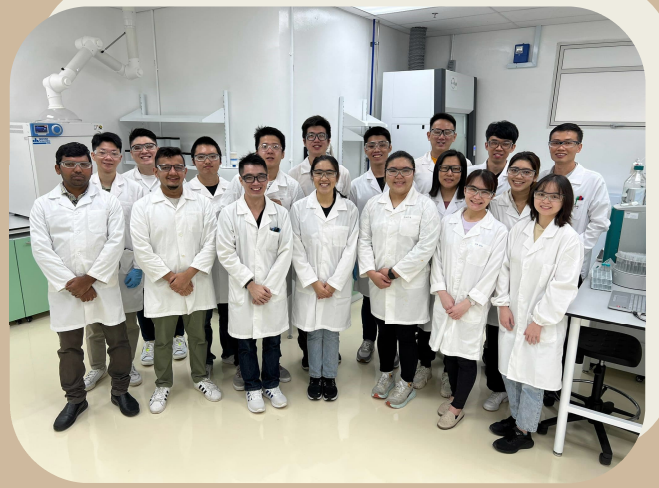
96%
Water Recovery

IDRA

WORLD BANK GROUP

Lessons Learned & Insights

- **Design for Variability.** Flexibility is essential in first-of-a-kind, new markets
- **Global Experience Matters.** Proven designs and operational know-how from U.S., Taiwan, and Singapore reduce risk
- **Local Capability Must Be Built.** Training and oversight are critical
- **Integrated Delivery Builds Trust.** WW ZLD, water recycling, and UPW from a single, accountable partner
- **Middle East Relevance.** Insulating chip fabs from water risk with a proven blueprint to scale into new regions



ENSURING WATER FOR GENERATIONS TO COME

gradiant

Anurag Bajpayee
Co-Founder & CEO
Gradiant

bajpayee@gradiant.com

IDRA

WORLD BANK GROUP

Financing and building of a sustainable industrial desalination project

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

Overview of Lantania

Lantania is a technology company that carries out the development, design, supply, construction, operation and maintenance of projects related to the integral water cycle, such as desalination plants, urban and industrial water and wastewater treatment, and all types of hydraulic infrastructure.

Desalinatio
n
645,000 m^3/d

+900,000 m^3/d
under construction

Drinking water treatment
+500,000 m^3/d

Wastewater treatment
+700,000 m^3/d

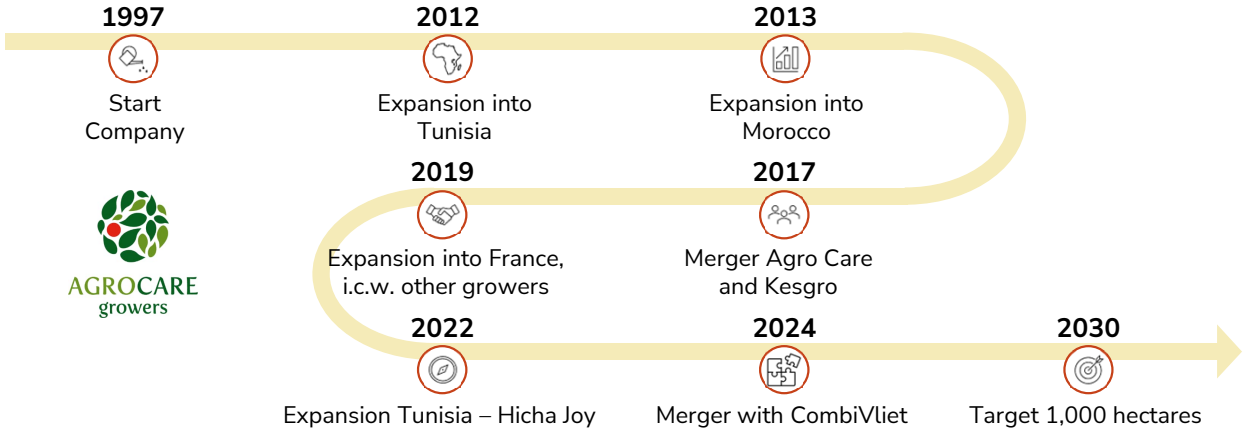
Water distribution
1,000 km

Industrial water
+1,000,000 m^3/d

WORLD BANK GROUP

Overview of Agro Care

- **Agro Care is Europe's largest tomato producer, with approximately 500 hectares high-tech cultivation under glass spread across the Netherlands, France, Morocco, Tunisia and Brazil.**
- **Thanks to the diverse growing conditions at its various locations, Agro Care is able to produce tomatoes year-round, supported by a workforce of approximately 4,000 employees during peak moments.**



Agro Care Tunisia: Desert Joy & Hicha Joy

Since 2012 in Tunisia | 2 sites:

- **Desert Joy** : 40 hectares (900 employees)
- **Hicha Joy** : 120 hectares (3,500 employees)
- 50 hectares operational – 1,200 employees

DESERTJOY
l'oasis de goût

Features of Agro Care production:

- Hydroponic
- Drip irrigation
- Closed water loop, reduction of 30% fresh water use
- IT and AI supported growing
- Production using green energy

HICHAJOY
l'oasis de goût

IDRA

WORLD BANK GROUP

Hicha Joy | Success Story

Agro Care's ambition is to set an example of sustainable greenhouse agriculture in desert-climate regions where water is scarce.

At full capacity, the Hicha Joy greenhouses will require approximately 10,000 m³/day of treated water to irrigate 120 hectares.

Water resources in the area are extremely limited, and seawater is the only viable option, despite several constraints affecting the intake system and the associated CAPEX.

HICHAJOY
l'oasis de goût

IDRA

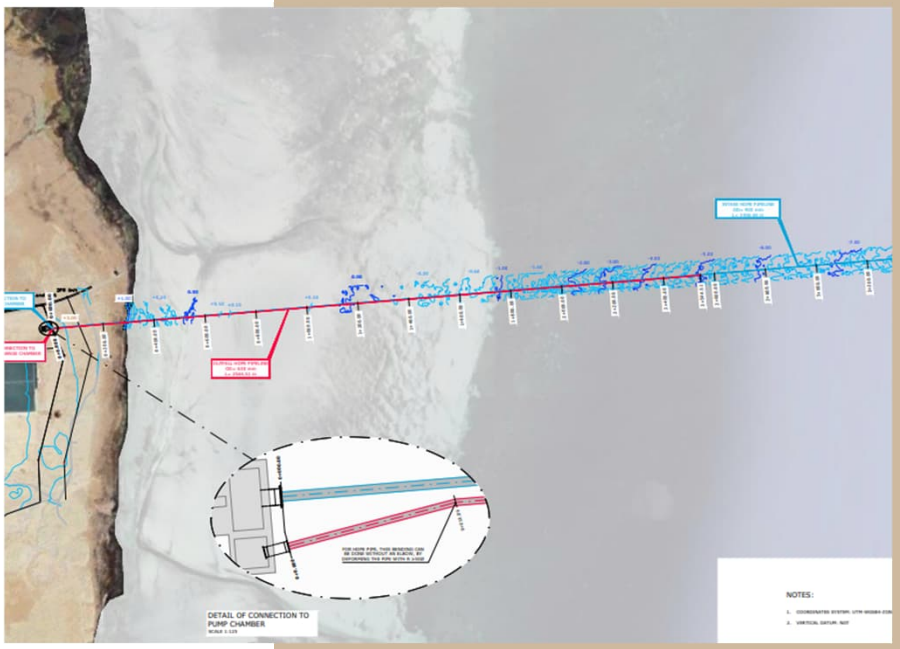
WORLD BANK GROUP

Key details of the Hicha Project

Lantania has supported Agro Care throughout all phases of the project and has been selected to construct the Hicha desalination plant.

This is the first Lantania contract in Tunisia, and for Agro Care, one of the main tomato producers in Europe.

- Location: Akarit, Tunisia, close to the Gabes area.
- Plant capacity : 7,500 m^3/d ext to 15,000 m^3/d
- Developer : Agro Care.
- Execution perod : 14 months
- Financing : The International Finance Corporation (IFC), a member of the World Bank Group, is co-financing the project, ensuring compliance with high environmental and social standards.



Hicha Seawater reverse osmosis desalination plant

Design, supply, construction, assembly and commissioning of a reverse osmosis seawater desalination plant. Water will be sourced from the adjacent Mediterranean Sea and pumped to the desalination plant, where it will be treated through two stages of filtration and two stages of reverse osmosis, producing water suitable for Agro Care's crops.
The contract includes a 12-month operation and maintenance period.

Country	Capacity	Client
Tunisia	7.500 m^3/d (expandable to 15,000)	HICHAJOY l'oasis de goût

IDRA

WORLD BANK GROUP

Project Financing

The International Finance Corporation (IFC), part of the World Bank Group, has financed the second phase of Hicha Joy's agricultural expansion. This phase includes the construction of a desalination plant for tomato irrigation, as well as greenhouses and a cogeneration plant. The €68.1 million investment supports sustainable, large-scale farming in a water-scarce region, with a strong focus on efficient water use and compliance with strict environmental standards.

IFC International Finance Corporation WORLD BANK GROUP

DESERTJOY l'oasis de goût

lantania agua

IDRA

WORLD BANK GROUP

Project Cost and IFC’s Investment

The project cost is estimated at up to €107 million. IFC’s proposed financing includes an A-loan of up to €39 million and a syndicated loan of up to €29.1 million.

Anticipated Impact Measurement

IFC expects the project to generate positive environmental effects through improved water use efficiency, as well as economy-wide benefits in terms of value added and job creation for the Tunisian economy. Beyond the project, IFC anticipates that the investment will contribute to strengthening the resilience of the agribusiness sector in the country by demonstrating the feasibility of using desalinated water as an alternative water supply source for agriculture.

IFC International Finance Corporation
WORLD BANK GROUP

IDRA WORLD BANK GROUP

Socio-Economic Impact

Regional socio-economic development through long-term foreign investment

Alignment with international standards:
IFC supports the project through the implementation of an Environmental and Social Action Plan (ESAP), in line with IFC Performance Standards and international industry best practices.

Job creation in high-unemployment areas:
3,500 jobs created, with 80–85% of positions held by women.

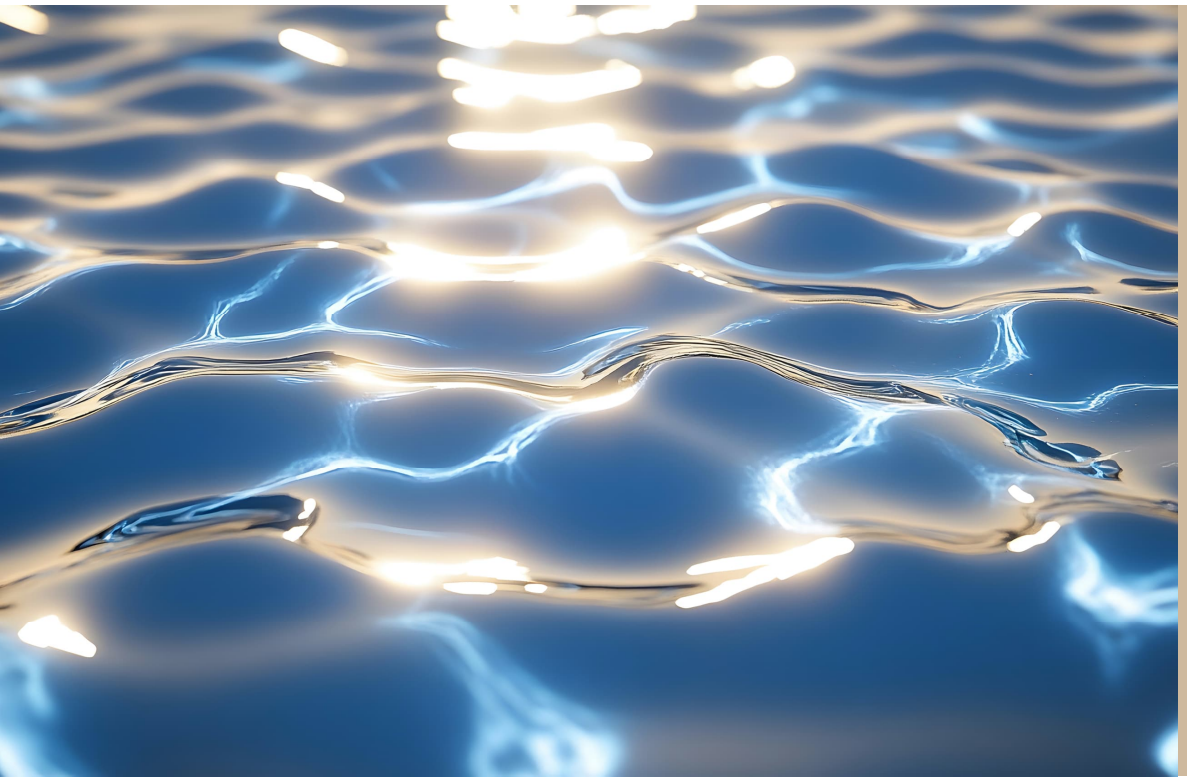
Strong local impact:
Support for local suppliers and active contribution to community development initiatives.

Sustainable growth:
Responsible expansion while preserving and optimizing the use of limited water resources.

IDRA

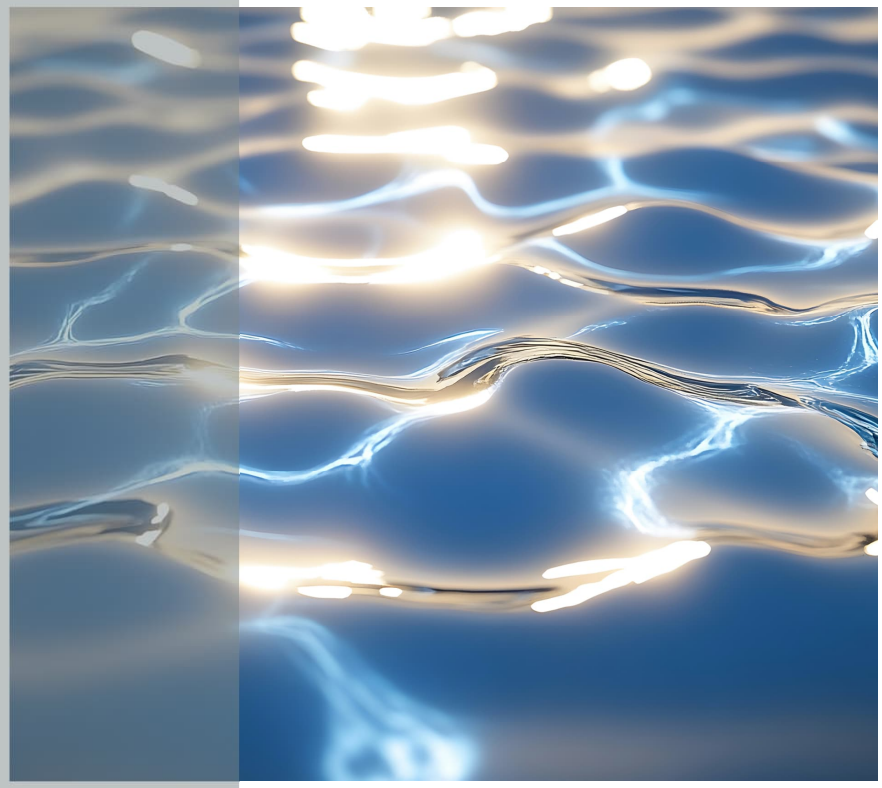
WORLD BANK GROUP

Thank you



Name: Pedro Almagro
Position: CEO
Company: Lantania Aguas

Email: pedro.almagro@lantania.com



From bankable to scalable: Financing the next phase of water PPPs

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

From system creation to scalable PPP delivery

System creation:

Early PPP programs (e.g. China) established institutional frameworks, standardized contracts, and delivery discipline.

System scale:

Mature frameworks (e.g. Saudi Arabia) enable competition, predictable offtake, and bankable tariffs.

System transfer:

In frontier markets, early MDB engagement allows these models to be adapted and financed (e.g. Rwanda).

Dammam ISTP, Saudi Arabia

First wastewater PPP of its kind in Saudi Arabia setting a benchmark for the Kingdom.
Client : SWPC
Delivered by a consortium comprising Metito Utilities, Mowah and Orascom Construction.
Capacity: Expandable to 350,000 m3/day with an initial capacity of 200,000 m3/day

Success factors:

- Mature PPP framework
- Strong developer capability and track record
- Predictable revenue structure

Impact delivered:

Bankable despite first-of-its-kind complexity

Key takeaway:

When risk allocation is clear, transparent and financeable upfront, scale follows.

Kigali Bulk Water Supply Project, Rwanda

First PPP project in Sub-Saharan Africa (excluding South Africa)
Client : Government of Rwanda
Delivered by Kigali Water (project-based, a subsidiary of AWID platform) – key stakeholders AFDB, IFC, MIGA, EAIF
Capacity: 40,000 m³/day

Success factors:

- Clear and credible financing structure
- Proven technical capability, flexibility and resilience
- Early MDB participation
- Institutional support to government institutions
- Capacity building efforts by MDBs

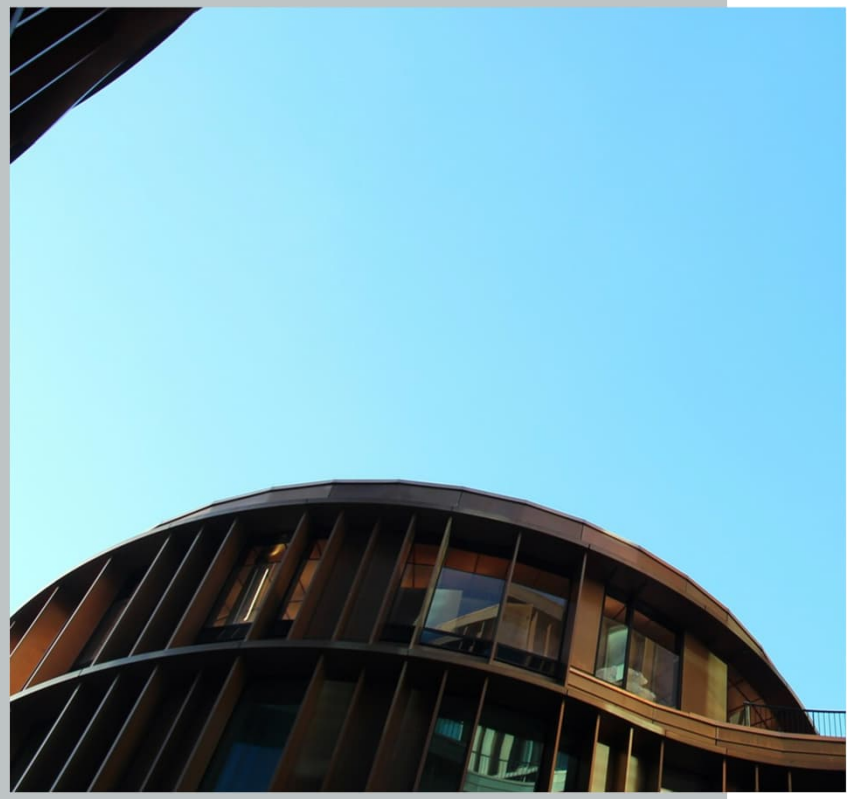
Impact delivered:

A milestone project that is serving 500,000 people.

Key takeaway:

Early MDB engagement, combined with a credible financing structure, can transform frontier-market risk into bankable and investable water infrastructure.

What needs to change



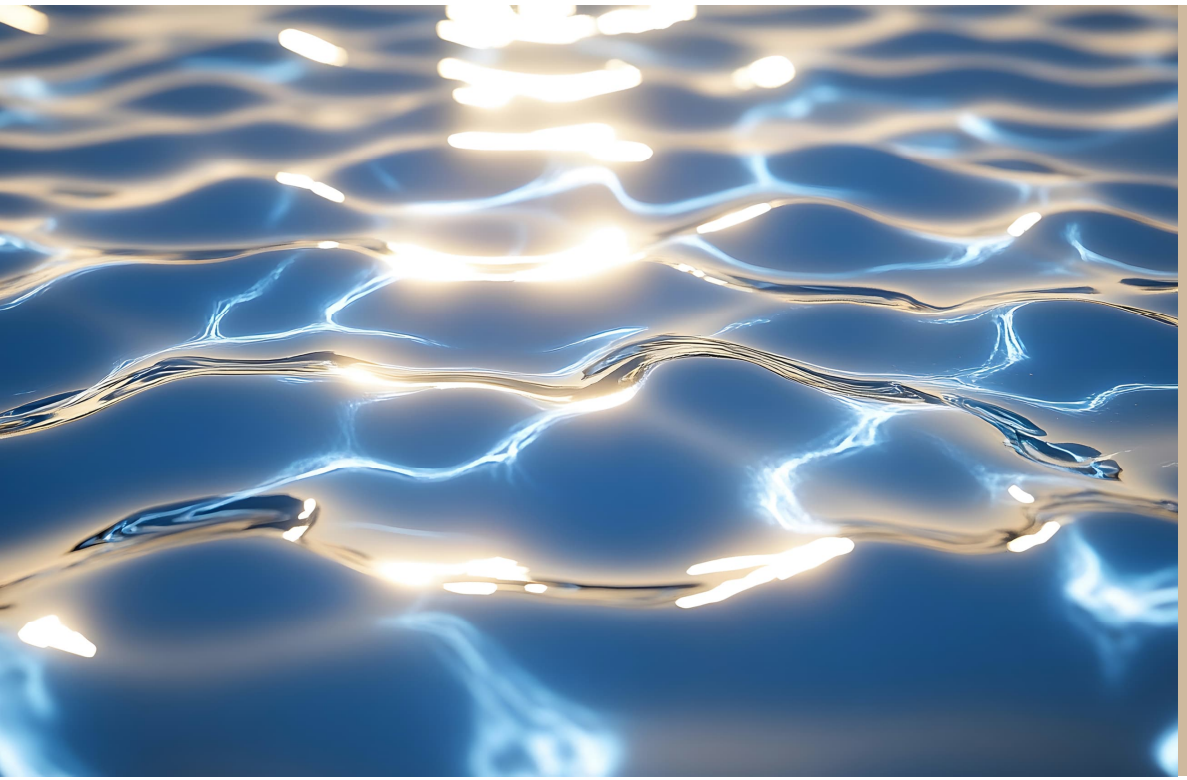
Too often, MDBs and DFIs come in after the project architecture is already locked. At that stage, their ability to meaningfully improve bankability is limited.

1. MDBs and DFIs must engage upstream
2. Blended finance should be the default for reuse and circular water
3. Programmatic approaches must replace one-off projects
4. Incentives must be aligned across the ecosystem

IDRA

WORLD BANK GROUP

Thank you



Name: Rami Ghandour
Position: CEO
Company: Metito Utilities

Email: rami.ghandour@metito.com

Saudi Water Partnership Company

Content

- Who We Are
- SWPC's Portfolio
- Tendering process
- PPP Concession Models
- Conclusion

The Water Sector in the Kingdom

The supply chain in the Kingdom of Saudi Arabia is based on a set of elements that play a major role in ensuring the stability of water supplies in the Kingdom, starting from the production, transmission, reservoir, and distribution systems, down to the wastewater treatment systems and utilization of renewed water. And here comes the role of Saudi Water Partnership Company in offtaking all kind of water and in enhancing the participation of the private sector in the water sector and its ecosystem.

Who We Are

SWPC is a leading entity in the water sector in Saudi Arabia, owned by the Ministry of Finance.
The company was established to align with the Kingdom's Vision by enhancing partnerships between the public and private sectors in water and wastewater infrastructure projects through the Public-Private Partnership (PPP) framework.

Overview

Established in 2003 with main mandate as an offtaker of water production, sewage water treatment, and strategic water storage in the Kingdom of Saudi Arabia. SWPC is responsible for tendering all related Public-Private Partnerships (PPP) projects

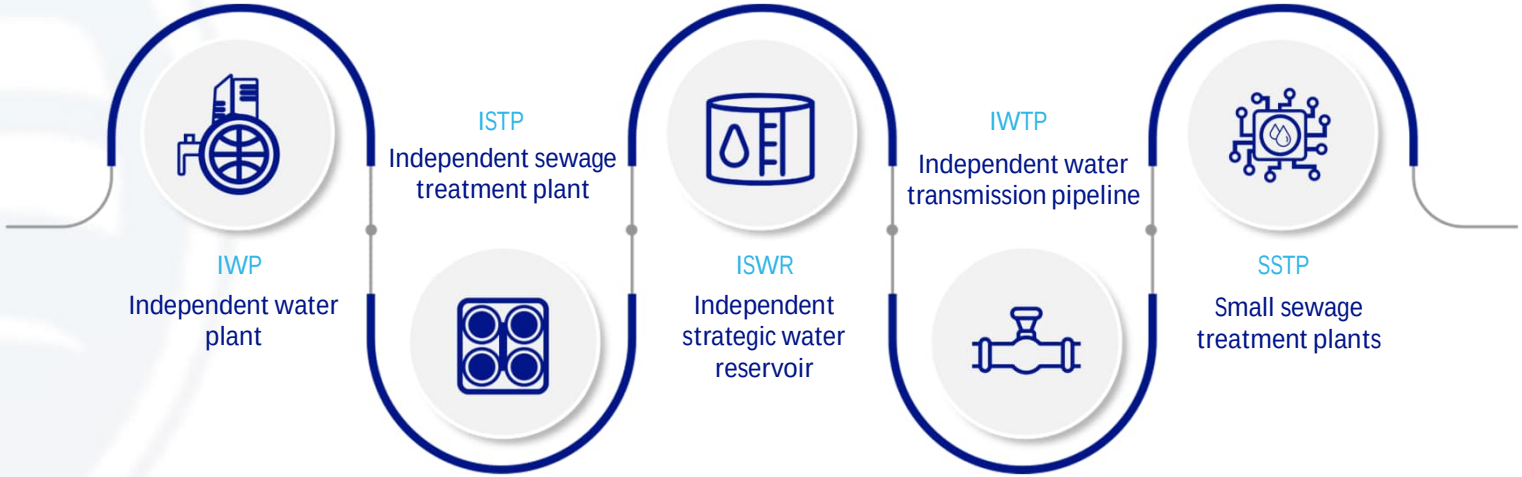
Vision

Becoming a leader in sustainable and reliable procurement of water in partnership with the public and private sector

Mission

Ensuring supply of affordable water and water services through competitive and transparent tendering and efficient off taking, while being environmentally and financially sustainable

Types of SWPC Projects



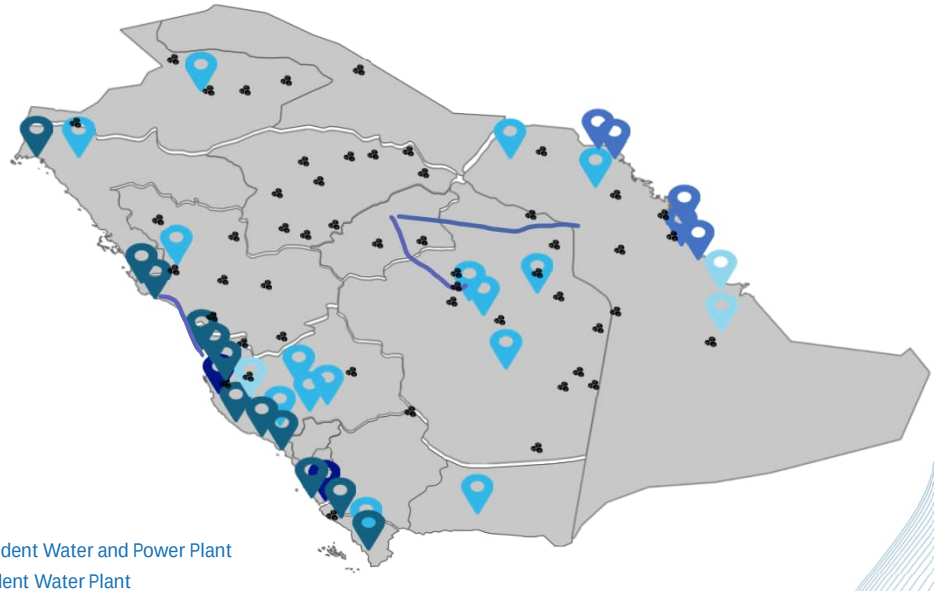
SWPC's Portfolio

7.05 Million m³ / day
Strategic Reservoir Plans up to 2030

2.6 Million m³ / day
Sewage Treatment Capacity Plans up to 2030

2,847 Km
Length of Transmission line up to 2030

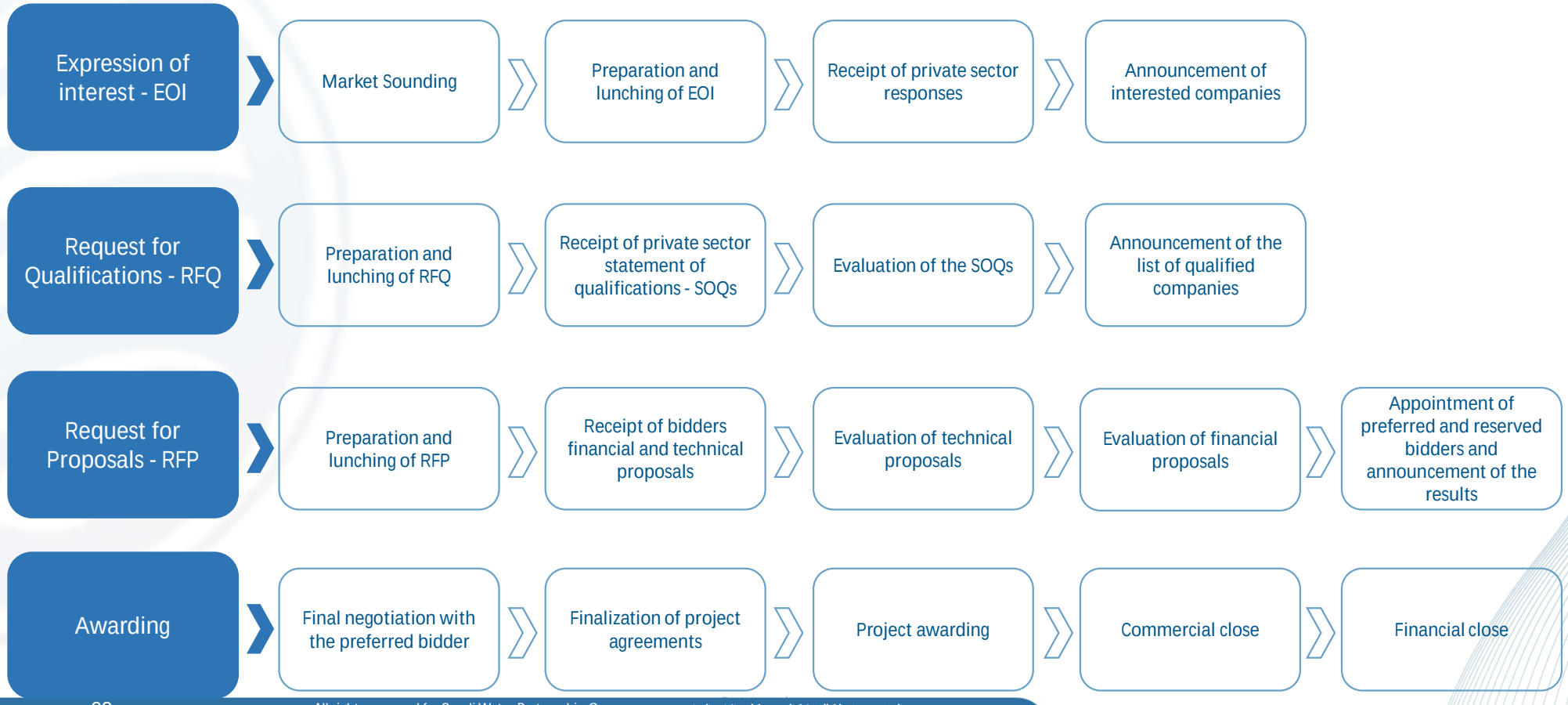
8.1 Million m³ / day
Desalination Capacity Plans up to 2030



IWPP: Independent Water and Power Plant
IWP: Independent Water Plant
ISTP: Independent Sewage Treatment Plant
ISWR: Independent Strategic Water Reservoir
IWTP: Independent Water Transmission pipeline
SSTPs: Small Sewage Treatment Plants

Tendering process

Tendering Process Management refers to the structured and transparent process of procuring private sector partners for water and wastewater PPP projects — from the initial market engagement to the final awarding of the project.



Prequalification Program

The Developer Qualification Program is led by the Saudi Water Partnership Company, aimed at providing local and international developers the opportunity to achieve pre-qualification status. This enables them to access bidding documents for upcoming projects without the need to submit a new qualification request for each project. The initiative focuses on sectors including water production plant projects and wastewater treatment plant projects. Launched in 2024 by the Saudi Water Partnership Company, this program underscores social responsibility and aligns with Vision 2030.

Program Objectives

- Facilitating and expediting developer qualification procedures.
- Providing the private sector with extended opportunities to form alliances.
- Enhancing competitiveness in project development.

PPP Concession Models

Commercial Structure for Public-Private Partnership (PPP) projects is designed to clearly define the roles and responsibilities of all stakeholders involved in delivering water and wastewater infrastructure projects under long-term agreements.
The typical structure includes:

Project Developers in Company Projects

Desalination Project developers

ACWA POWER
acciona
روافد RAWAFID
ENGIE
Ajlan & Bros HOLDING
Marubeni
ALMOAYYED
الكفاح القابضة
إخوان
Badeel بديل
Abdul Latif Jameel
AL BAWANI
شركة مياه MOWAH CO.
HHA الحاج حسين علي رضا وشركاه المحدودة
مؤسسة الخليج للاستثمار Gulf Investment Corporation
نسما nesma & Partners وشركاهم

Water Treatment Project Developers

توزيع TAWZEA
مرافق MARAFIQ
أمول الخليج Amwal AlKhaleej
ORASCOM CONSTRUCTION
مياهنا miahona
METITO
VEOLIA
acciona
شركة مياه MOWAH CO.
cobra
تماسك
BESIX

Water Transmission and Storage Developers

نسما nesma & Partners وشركاهم
Buhur FOR INVESTMENT
الجميح للطاقة والمياه ALJOMAIH ENERGY & WATER
TAQA طاقة
VISION INVEST
مؤسسة الخليج للاستثمار Gulf Investment Corporation
cobra
الخرّيف لتقنية المياه والطاقة Alkhorayef Water & Power Technologies

Total 31 Project Developers

20 Saudi Developers

11 foreign Developers

Project Lenders in Company Projects

Lenders

Total 31 Project Lenders

11 Saudi Lenders

20 foreign Lenders

Conclusion

Establishing successful PPP projects requires more than legal frameworks; it depends on transparent communication, effective risk allocation, and sustained investor confidence.

Clear regulations facilitate private sector involvement in public services and infrastructure projects.

Well defined processes and fair risk allocation enhance financial sustainability.

Early and transparent engagement enables market readiness and market competitiveness.

الشركة السعودية لشراكات المياه
Saudi Water Partnership Company

Thank you

WWW.SWPC.SA
SWPC@SWPC.SA
@SWPCsmllc

TAQA Water Solutions: Decades of Experience in Structuring Bankable Large-Scale Water Projects.

Eng. Ahmed Al Shamsi
CEO, TAQA Water Solutions

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

Water a Long-Term Investment

Here is how we see Water Infrastructure as a Long-Term Investment:

- Water projects are not short-term expenditures; they are long-term investments in resilience, economic stability, and social wellbeing.
- Across Arab countries, population growth, climate stress, and resource scarcity are increasing the urgency for scalable financing solutions.
- Alignment with Frameworks such as the UAE Water Security Strategy 2036 and Net Zero by 2050 demonstrate sustained government commitment.

IDRA

WORLD BANK GROUP

Financing and Business Models

Our Financing and Business Models Attract Long-Term Capital:

- Public–private partnerships mobilise capital, expertise, and operational efficiency effectively.
- Incentives and Enablers for Private Sector Participation such as credit enhancement mechanisms and a Transparent procurement and competitive tendering

IDRA

WORLD BANK GROUP

Reuse projects

Reuse projects often face higher perceived risk despite strong long-term value. How do we de-risking Water Reuse Projects?

- Clear demand guarantees, offtake arrangements, and performance-based contracts
- Standardised technical and regulatory guidelines improve investor confidence

IDRA

WORLD BANK GROUP

Thank you

Name: Eng. Ahmed Al Shamsi
Position: Chief Executive Officer
TAQA Water Solutions

Email: Ahmed.alshamsi@taqa-ws.com

IDRA

WORLD BANK GROUP

TAWZEA's Role in Delivering Bankable Water Infrastructure in the Kingdom of Saudi Arabia

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026 ARAB FUND HEADQUARTERS, KUWAIT CITY

The International Water Distribution Company (TAWZEA)

The International Water Distribution Company (TAWZEA) is a regional water infrastructure developer and operator, with a strong track record in Saudi Arabia, supporting governments and financiers in the delivery of large-scale, bankable water and wastewater projects through PPPs and innovative financing structures.

- TAWZEA supports governments, water authorities, and financing institutions in planning, structuring, and implementing large-scale water and wastewater projects, with a particular focus on Public–Private Partnerships (PPPs) and innovative financing solutions.

- Drawing on strong regional experience and international best practices, TAWZEA contributes to projects across the full lifecycle — from early project preparation and feasibility to financial structuring and implementation — ensuring alignment with technical, financial, environmental, and ESG standards.

توزيع TAWZEA | IDRA | WORLD BANK GROUP

TAWZEA: FROM MODON BOT TO LATEST PPPs

- The International Water Distribution Company (TAWZEA) has evolved from an early BOT operator under the MODON industrial cities program into a leading water infrastructure developer and operator participating in the latest generation of large-scale PPPs in Saudi Arabia.

- The national water strategy helped Tawzea shareholders to define a clear strategy and invest in resources and provide more equity since the pipeline of the demand was very clear through all water entities and the umbrella of Saudi water authority.

TAWZEA's journey reflects the transformation of the Saudi water sector:

- Early phase: Development, financing, and operation of water and wastewater assets under MODON
- BOT schemes, supporting industrial growth
- Scaling phase: Expansion into municipal downstream water services and wastewater treatment and reuse projects
- Current phase: Participation in flagship national PPP programs, delivering Independent Sewage Treatment Plants (ISTPs) through long-term, bankable concession structures

- Today, TAWZEA combines operational experience, project development capability, and PPP expertise to support governments and financiers in delivering sustainable, finance-ready water infrastructure aligned with international standards.

TAWZEA–MODON COOPERATION

Integrated Wet Utilities Services (Non-Offtake Model)

TAWZEA works in close cooperation with MODON to develop and operate integrated wet utilities services for industrial cities, based on a non-offtake and full-service cycle approach.

- The Model
- Unlike traditional offtake-based PPPs, this approach is characterized by:
- No single guaranteed offtaker
- Service provision directly to industrial and commercial users
- Revenue linked to actual consumption and service performance
- Long-term operational responsibility

- Full Wet Utilities Service Cycle
- TAWZEA provides end-to-end services covering (on a case-by-case basis):
- Raw water sourcing and treatment
- Industrial and potable water supply
- Wastewater collection and treatment
- Reuse and disposal solutions
- Network operation, maintenance, and customer interface

- Value of the MODON Model and learning curve
- Flexible and scalable service delivery
- Reduced fiscal burden on public entities
- Strong alignment between operator performance and user demand
- Proven operational model for industrial zones

National PPP Delivery Model (Offtake-Based)

The national water strategy in KSA created a major role in attracting international and local developers

- The SWPC PPP Model
  - Centralized public off-taker through SWPC
  - Long-term BOOT / concession agreements
  - Availability and performance-based payments
  - Clear risk allocation between public and private parties

- TAWZEA's Role
  - Project developer and private sector participant
  - Ensuring proper allocation of best industry technologies and assets delivered based on the perspective of the Operator and long-lasting engagement
  - Operator of complex wastewater assets
  - Contributor to bankable technical and operational structures

Key Achievements

- flagship ISTP PPPs (Taif, Madinah, Tabuk, Buraydah) 540,000 m3/Day
- Timely achievement of PCOD for all Projects
- Adoption of international technical and O&M standards
- International recognition of achieved results and performance

توزيع TAWZEA | IDRA | WORLD BANK GROUP

The Bankability Challenge in Scaling Water & Wastewater Infrastructure

- Rapidly growing wastewater treatment, reuse, and efficiency needs
- Limited pipeline of finance-ready PPP projects
- High perceived technical, construction, and O&M risks
- Revenue and tariff sustainability constraints
- Fiscal constraints limit reliance on long-term offtake commitments

توزيع TAWZEA | IDRA | WORLD BANK GROUP

Key Lesson & Closing

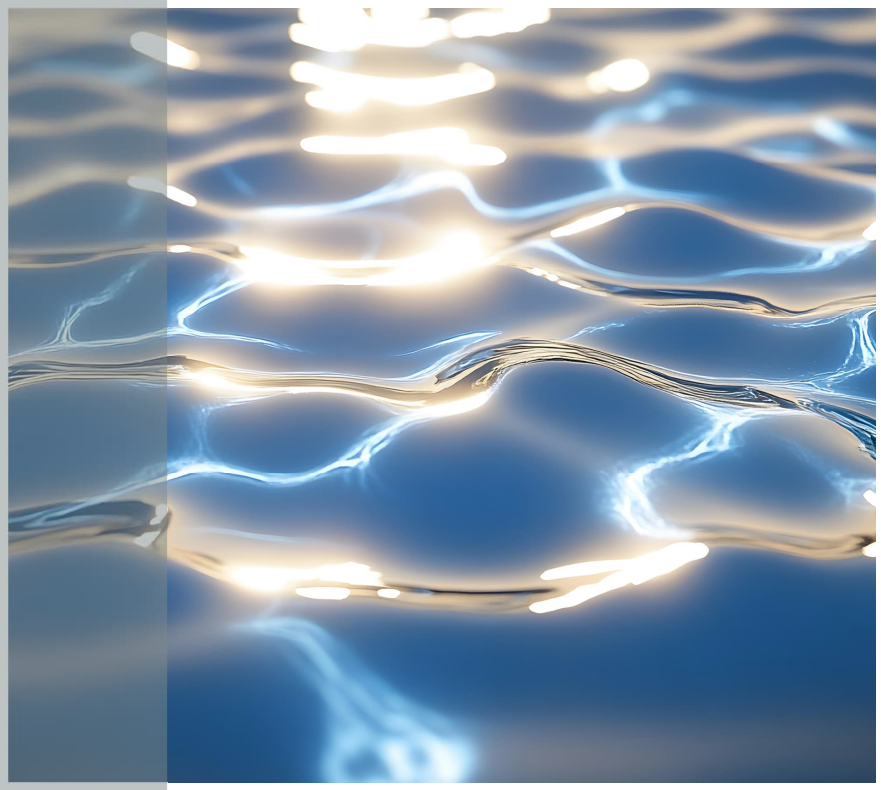
- Bankability is created early, not after procurement
- Not all projects require traditional offtake structures
- Cost-saving and value-based models complement PPPs
- Flexible delivery models accelerate sustainable investment
- Applicable to rehabilitation, NRW, industrial zones, reuse projects
- Clear national vision, strategy and engagement help the private sector to plan their resources and create innovative sources for funding .
- Saudi water strategy is one of the best examples in the regions that helped the saudi private sector to have references and grow.

توزيع TAWZEA | IDRA | WORLD BANK GROUP

Thank you

Mohammed Halawani
CEO
International Water Distribution Company (TAWZEA)

mhalawani@tawzea.com



Enabling Solutions thru Policy Innovation

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

Jon Freedman
FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

Jon Freedman

Policy & External Stakeholders –
Veralto Water Quality Segment

- Led acquisition of a NYSE-listed global water company
- Led creation of GE's global sustainability initiative (Ecomagination)
- Global Government Affairs for GE Water & GE Nuclear
- Adviser to Biden Campaign on Water Policy
- President – International Desalination & Reuse Association
- Vice President – WateReuse Association
- Adjunct Professor – The Wharton School (2013-2024)
- University of Virginia (BA); William & Mary (JD); The Wharton School (MBA)

Veralto / A leader in water and product quality

WATER QUALITY

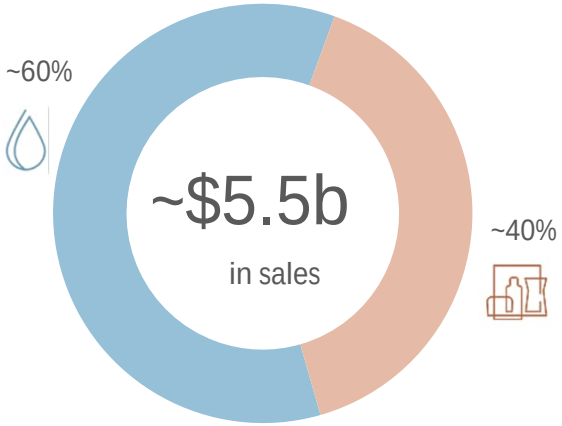
Water Analytics

HACH
OTT HydroMet
AQUATIC Informatics

Water Treatment

ChemTreat
TROJAN technologies

Veralto



PRODUCT QUALITY & INNOVATION

Marking & Coding

VIDEOJET
LINX

Packaging & Color

ESKO
x-rite
PANTONE®

Strong Global Brands | Long Track Record of Innovation | Commercial Excellence

Industrial Reuse Tax Credit Legislation

- ✓ Moderated Congressional Briefings
- ✓ Secured industry association support
- ✓ Introduced Bill in House of Reps on April 17
- ✓ Now have 23 co-sponsors in House
- ❑ Will introduce in Senate in February 2026

Federal funding under pressure from White House but still holding in Congress

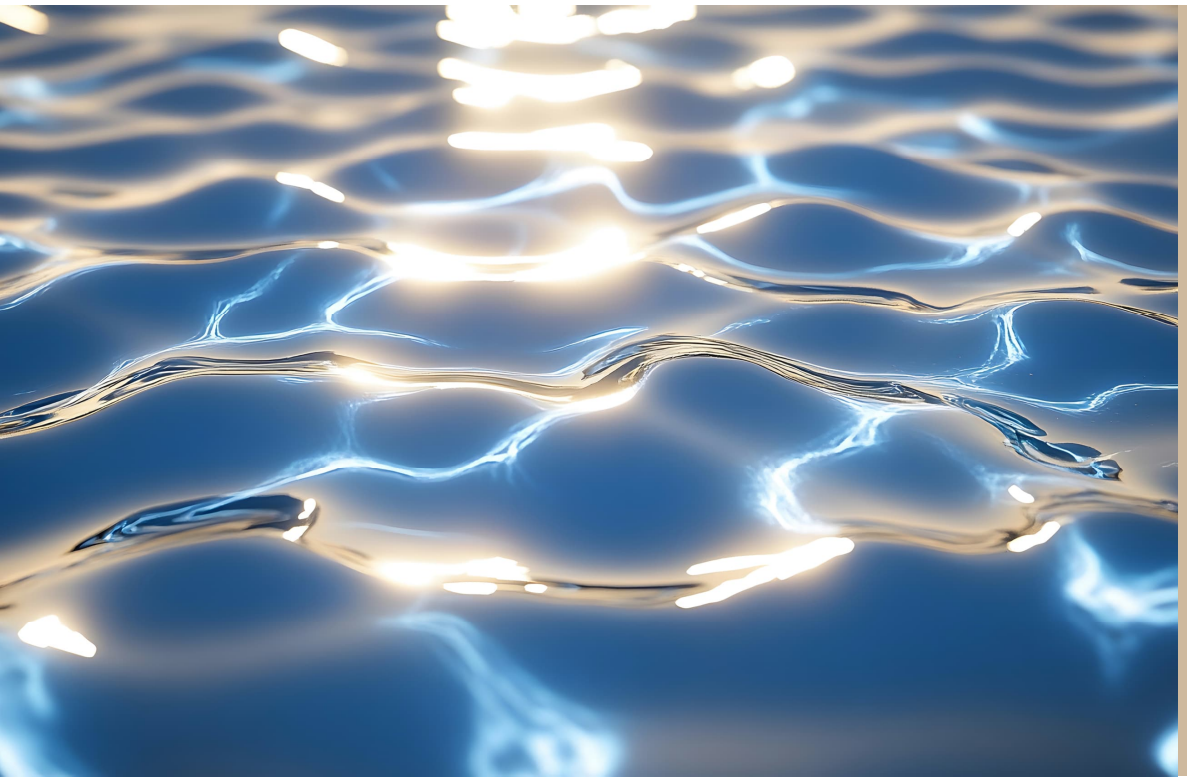
Global Industrial Reuse Champion Award

- Announced winners at University of Pennsylvania water event on Oct 17, 2025
  - Lucid Motors – Saudi Arabia
  - JR Simplot
- Elevate to White House

Data Center White Paper

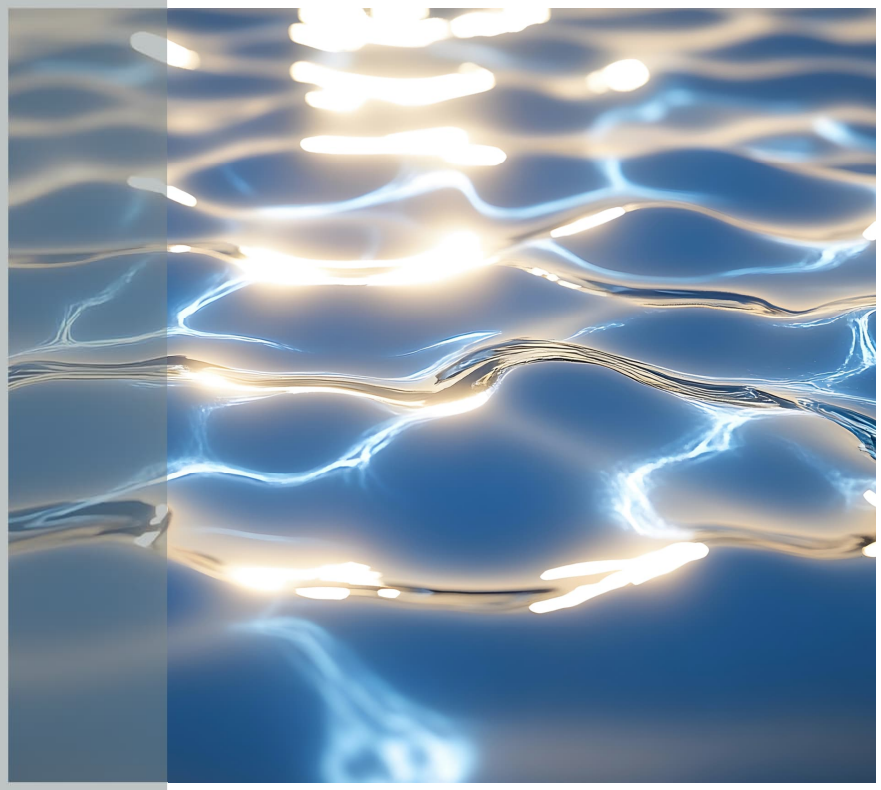
- ✓ Raise awareness of sustainable water solutions for data centers
- ✓ Endorsements from 5 NGOs
- ✓ Released in November 2025

Thank you



Name: Jon Freedman
Position: Global Head – Policy & Stakeholders
Company: Veralto

Email: jon.freedman@veralto.com



Fisia Italimpianti

“Water as strategic asset"

ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

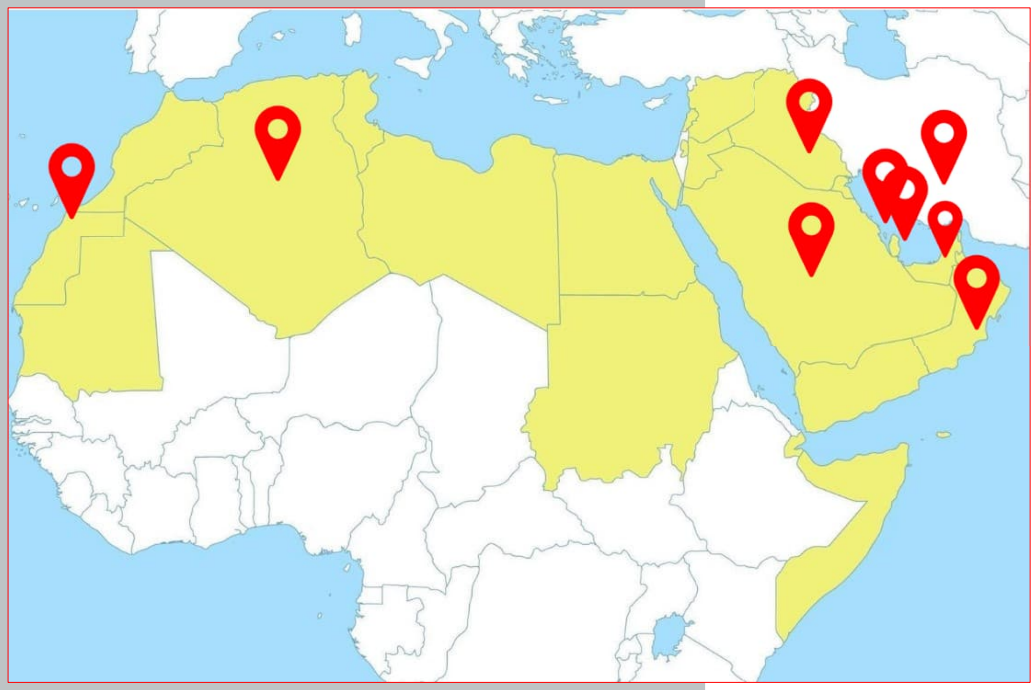
ARAB FUND HEADQUARTERS, KUWAIT CITY

Fisia Italimpianti

100 years in the water treatment sector.

Part of the Webuild Group, Fisia Italimpianti S.p.A. is a global leader in the design and construction of desalination and water treatment plants.
The company supports governments and communities, particularly in regions most at risk of drought, transforming water scarcity into development opportunities.

The Arab Countries Area



Fisia Italimpianti references

Since 1980 we are present in the Arab Countries

More than 30 are the desalination plants realized

More the 4,500,000 m3/day the capacity of our desalinatio plants

Shoaiba Desalination Plant, Saudi Arabia
250,000 m3/d

Salalah Desalination Plant, Oman
113,500 m3/d

IDRA

WORLD BANK GROUP

A new opportunity: desalination as grid Flexibility Asset

Challenges

MENA region: 60-80% renewable energy targets by 2030-2040

Solar/wind intermittency creates grid instability

Traditional energy storage (batteries) costly at GW-scale

Water demand is flexible - not all production needs real-time delivery

Solutions

Desalination plants = flexible industrial loads (100-500 MW per plant)

Water storage buffers (tanks/reservoirs) = indirect energy storage

Dynamic operation aligned with renewable availability

Load shifting: produce when sun/wind abundant, store water for peak demand

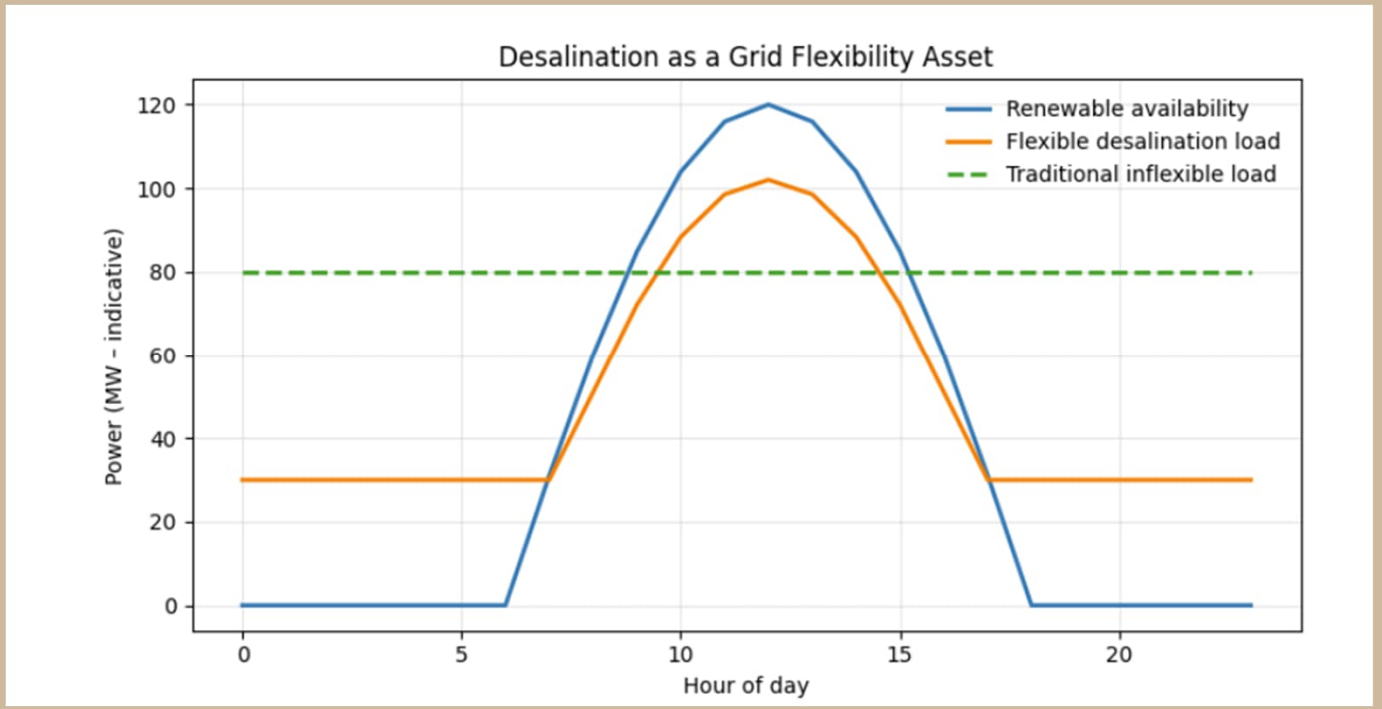
A new opportunity: desalination as grid Flexibility Asset

Desalination:

From baseload consumer to grid stabilizer

Large-scale desalination plants can operate as flexible industrial loads, dynamically aligning electricity consumption with renewable availability.

Integrated water storage enables load shifting without compromising water security.



Turning Technical Innovation into Bankable Infrastructure

For Utilities & Developers:

Reduced energy costs (30-40% savings operating during low-cost renewable hours)

Grid services revenue (ancillary services, demand response contracts)

Enhanced renewable PPAs bankability (absorbing excess generation)

For Governments & DFIs:

Accelerates renewable deployment without massive battery investment

De-risks water-energy nexus

Proven technology - no R&D required, scalable immediately

IMPLEMENTATION MODEL

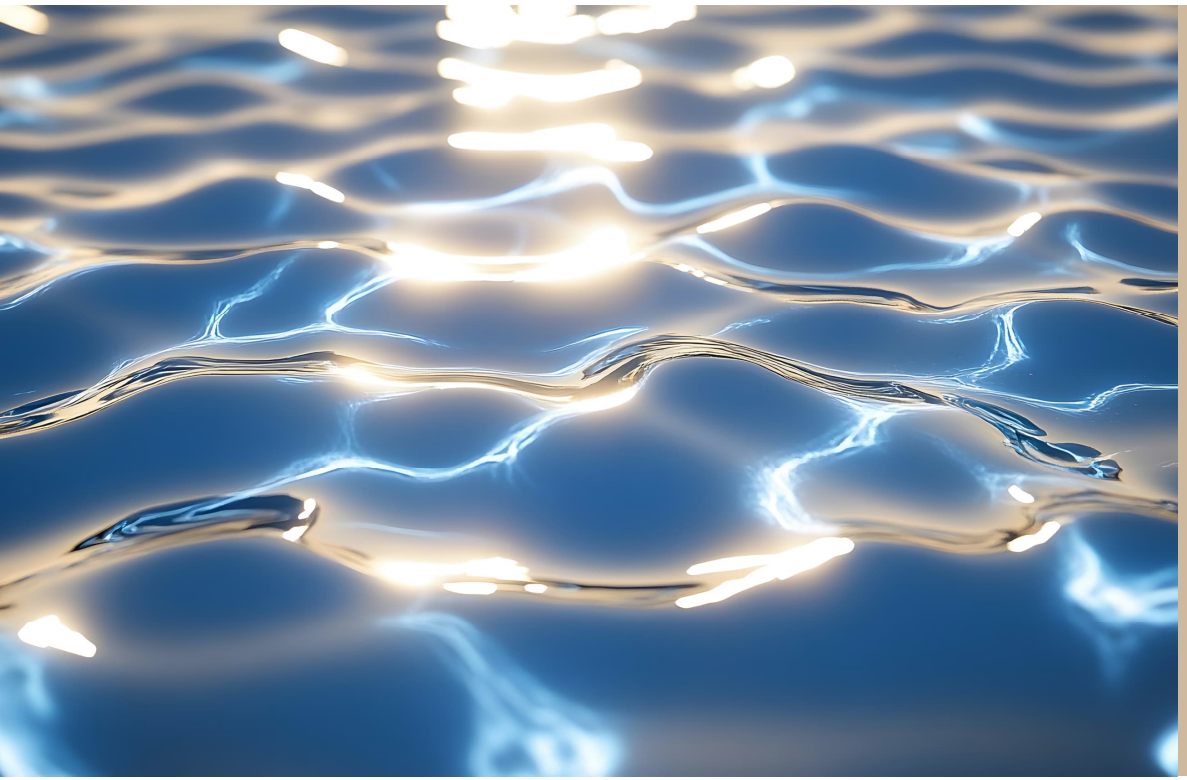
Advanced RO technology (variable speed pumps, energy recovery)

Strategic water storage sizing (12-48h capacity)

Real-time grid integration & forecasting systems

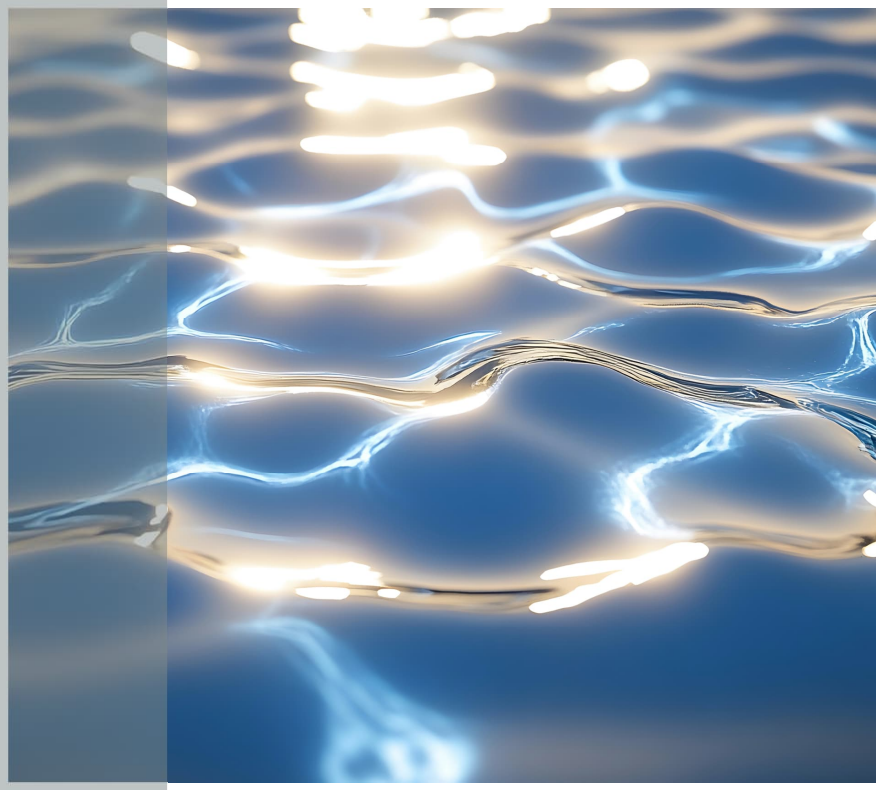
PPP structures with dual revenue streams (water + grid services)

Thank you



Name: Matteo Buzzetti
Position: General Manager
Company: Fisia Italimpianti

Email: matteo.buzzetti@webuildgroup.com



WATER REUSE DRIVERS, CHALLENGES AND OPPORTUNITIES

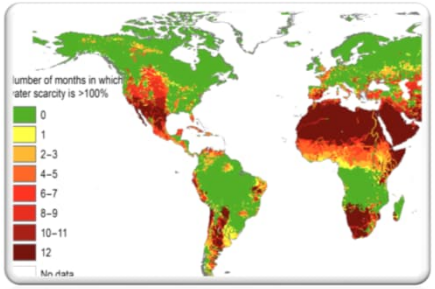
ROUNDTABLE ON FINANCING WATER PROJECTS IN ARAB COUNTRIES

FEBRUARY 9–10, 2026

ARAB FUND HEADQUARTERS, KUWAIT CITY

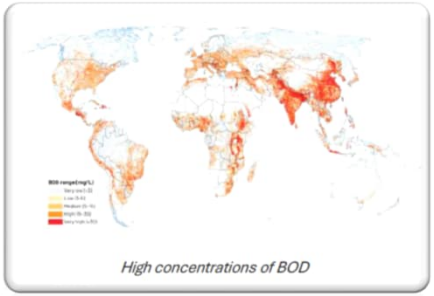
WATER REUSE DRIVERS

WATER SCARCITY



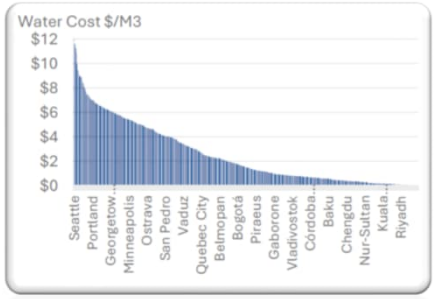
- 46% of the population to be affected by water stress in 2050 (World Bank)
- Cost of water increasing

REGULATIONS



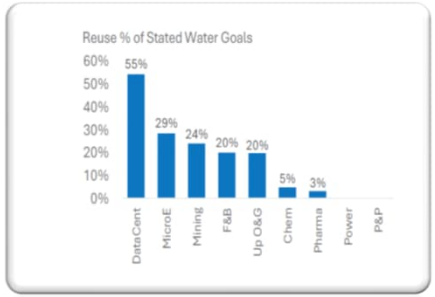
- Industries forced to implement Zero Liquid Discharge in China and India

POSITIVE FINANCIALS



- Reuse is adopted when cost of fresh water + purification + disposal is higher than reuse

ESG (Environmental, Social, Governance)



- Public sensitive industries (F&B, consumers goods, pharma..)

IDRA

WORLD BANK GROUP

Challenges

Increasing production in a water stressed scenario

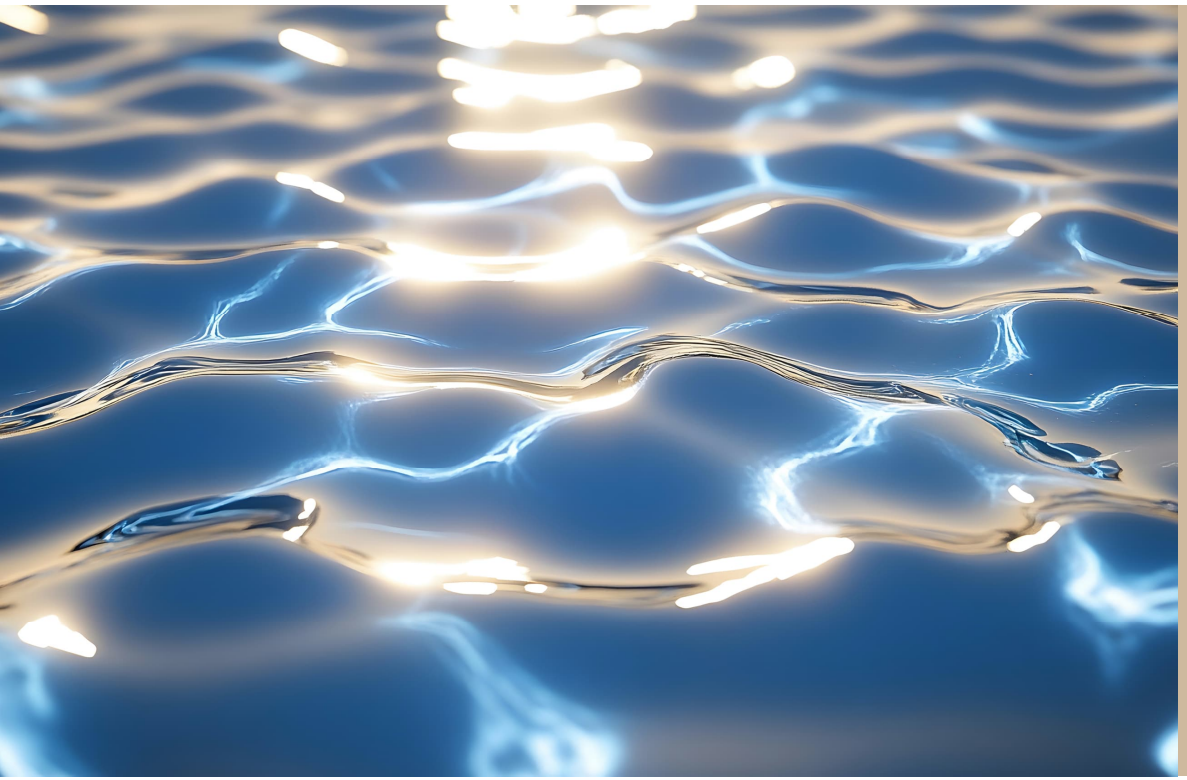
- A leading US F&B fab intended to increase production by 400%, implying an increase of water needs from 50 to 200 gpm.
- Investment needed for the water treatment equipment could be justified by the ROI associated with the expected larger future production.
- Increasing the water consumption x4 was a challenge given water availability concerns

Solutions

Tailored reuse solutions recycling part of the original water purifying system

- Two new water purifying systems were installed, each with capacity for 100 gpm.
- The original equipment was repurposed as a water reuse treatment.
- Water recovery was increased from 65% to 87%.
- The facility could increase production by 4, while increasing its water consumption by a factor of less than 3.

Thank you



Name: Veronica Garcia Molina
Position: Senior Director Strategy
Company: Xylem

Email:
veronica.garciamolina@xylem.com