ALMAR®

WATER SOLUTIONS

Supplying Water for a Sustainable Future

Corporate Profile Presentation

April 2021

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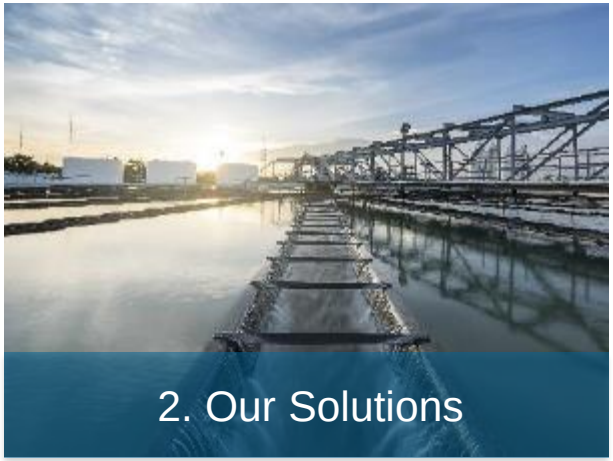
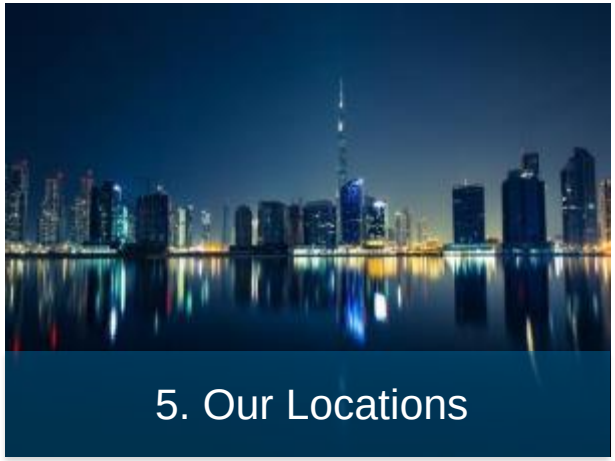
Index

1. Our Company


2. Our Solutions

3. Our References

4. Our Commitment


5. Our Locations

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Our Company

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About Almar Water Solutions

Almar Water Solutions is a global company that develops unconventional water solutions for both municipal and industrial sectors. With a high commitment to quality, innovation and sustainability, the company focuses its activity in two business areas: water project development and services, always adapting to customer needs. The experience of its team in international markets, together with the financial strength of Abdul Latif Jameel, make Almar Water Solutions the ideal partner to develop and manage water infrastructures and thus guarantee the constant supply of water.

ALMAR WATER SOLUTIONS

Abdul Latif Jameel and Almar Water Solutions

Almar Water Solutions was established as part of Abdul Latif Jameel Energy and Environmental Services in 2016.

17,000 employees

Zero Net Borrowings

30+ Countries

Our Solutions

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Our Solutions

Areas of activity

Project Development

Water projects under PPP basis, developed and owned by Almar Water Solutions and funded through a Project Finance structure

Services

Providing O&M services to assets developed and owned by Almar Water Solutions as well as providing O&M services to third parties

Desalination | **Water Treatment** | **Wastewater Treatment** | **Reuse**

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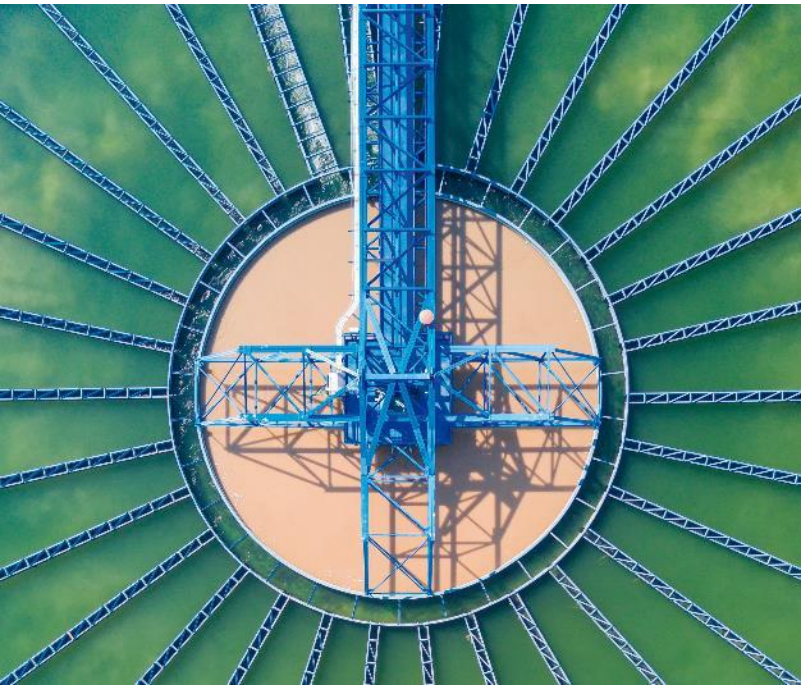
Project Development

Our Solutions: Project Development

PPP/BOT/IWP



- Almar Water Solutions is a specialist provider of technical capabilities and expertise for water infrastructure development, including design, financing and operation.
- Our team has more than 20 years of experience developing PPP/BOT/IWP water projects in all geographies.
- We provides financial and human resources for the construction and operation of assets, to make large-scale infrastructure viable.

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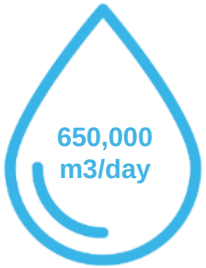
Our Solutions: Project Development

PPP/BOT/IWP

Almar Water Solutions provides tailored integrated solutions in all stages of development of the Projects, since identification of the opportunity up to Operation and Maintenance of the Asset once Financial Close has been achieved.

Opportunity Identification → **Development** → **Financing** → **Technical Management** → **Asset Management** → **Operation and Maintenance**

3 New water projects in the last year



Suppling water to more than 3,5 million people

More than $ 1,000 million in project closing

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Our Solutions: Project Development

Technical Assistance

Almar Water Solutions has a skilled and experienced team to ensure the required performance level and a hassle-free completion of the construction phase, supervising the whole project. These activities can be executed by:

- Own resources (In-house capabilities)
- Through Stable technical strategic alliances

Feasibility Studies	Project Management
Owners Engineering	Technical Specifications for EPC Contractors
Project Development Support	Technical Evaluation for Revamping of existing assets

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Our Solutions: Project Development

Asset Management

Greenfields

Asset management reaching financial close

- Structuring and sizing of the SPV Team
- Management of the entire contractual package
  - Offtaker
  - Financial
  - EPC
  - O&M
- Transversal relationship with all stakeholders (Client, Government, Contractors...)
- If necessary: Asset sale / rotation

Brownfields

Search and evaluation of new assets to manage aligned with the company's strategy

- Asset identification and search
- Analysis
- Buying process
- All the management once acquired, already explained in Greenfields

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Services

O&M Services – Own Projects

In Almar Water Solutions we have a specialised division in operation and maintenance of our own assets and third parties. We guarantee an optimal and efficient performance of water infrastructures, using state-of-the-art management systems and computerized models.

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Third party O&M

Almar Water Solutions uses an outsourcing model to meet industry needs with proven results. This business solution offers a number of advantages, including:

Assets are free of financial encumbrances

Risks associated with the operation and maintenance of assets are transferred or mitigated

Unforeseen technical problems and possible deviations in the cost of their water needs are avoided

Water consumption in production processes is effectively managed

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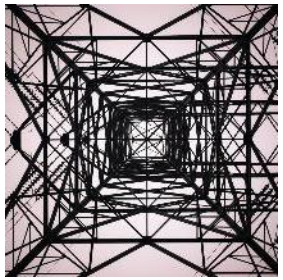
Our Solutions: Services

Third party O&M

There is no unique water treatment solution. Water has different characteristics depending on its source and has a multitude of variables. Almar Water Solutions provides operation and maintenance solutions for different industrial sectors:

Mining

Food and Beverages



Energy

Textile

Oil and Gass

Feed

And a fleet of emergency water treatment plants with a range of sizes and technologies to meet all temporary water and wastewater treatment requirements.

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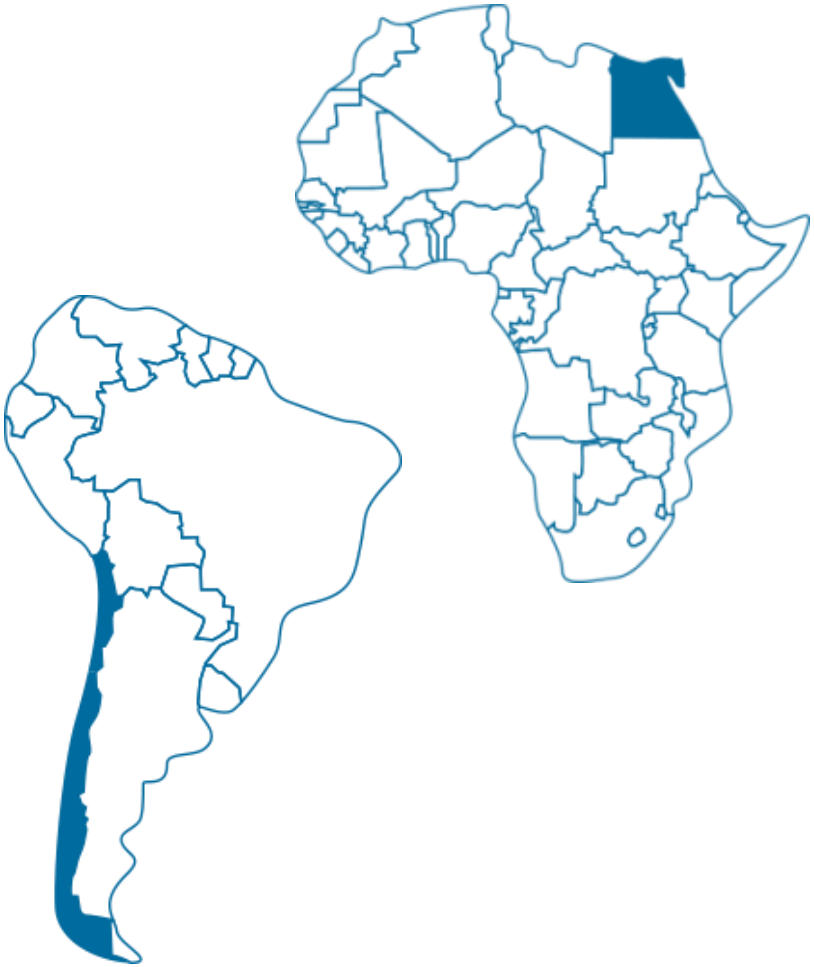
Regional Platforms



Our strategy involves alliances with local partners to share the best opportunities and create synergies. This provides us with awareness of the reality of each geographic region and understanding of the clients' needs. For this reason, we are currently working with two new regional platforms in Chile and Egypt that enable us to provide new operational and maintenance developments and solutions for the industrial, tourism and commercial sectors. These platforms are based on alliances with local companies with extensive experience in the water sector: **Osmoflo SpA** in Chile and **Ridgewood** in Egypt.

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Our Solutions: Services

Chile – Osmoflo SpA

- Almar Water Solutions acquired the Chilean water treatment company Osmoflo SpA in 2019, including several operation and maintenance contracts for the industrial water sector and a rental fleet of varying sizes and technologies.
- Our plants provide process and drinking water from raw water with wide ranging quality and salinity for industrial clients.
- References:
  - **Antucoya RO Desalination Plant**
  - **Centinela Desalination Plant**
  - **Ariztia Arica Wastewater Treatment Plant**
  - **Novaustral Wastewater Treatment Plant**
  - **Mantos Blancos Process Water**
  - **Salares Norte Water & Wastewater Plant**

Long Term O&M Projects

Water Management

24/7 Monitoring

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Our Solutions: Services

Egypt – Ridgewood

- Aware of Egypt's drinking water needs, Almar Water Solutions has entered into a joint venture with Hassan Allam Utilities BV (HAU) to develop infrastructure projects in the country. In less than a year we have already acquired Ridgewood Egypt, a local company that runs roughly **60 desalination assets** that serve the tourism and business sectors, ensuring that they can carry out their activities.

- Most of the Ridgewood Egypt's plants provide fresh water to the commercial, tourism and industrial sectors.

Long Term O&M Projects

Water Management

Industrial Sector

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Our References

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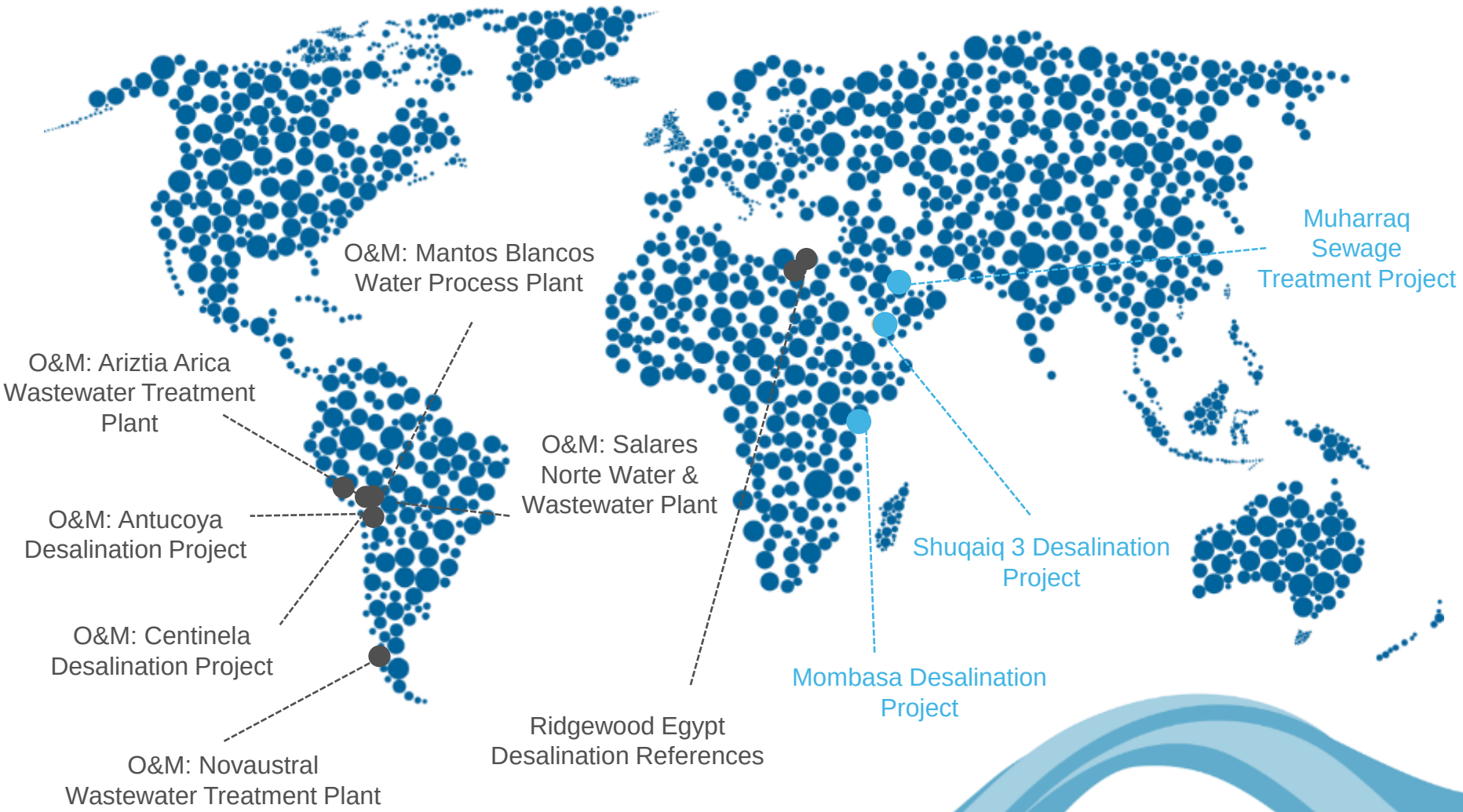
Our References

Almar Water Solutions around the world



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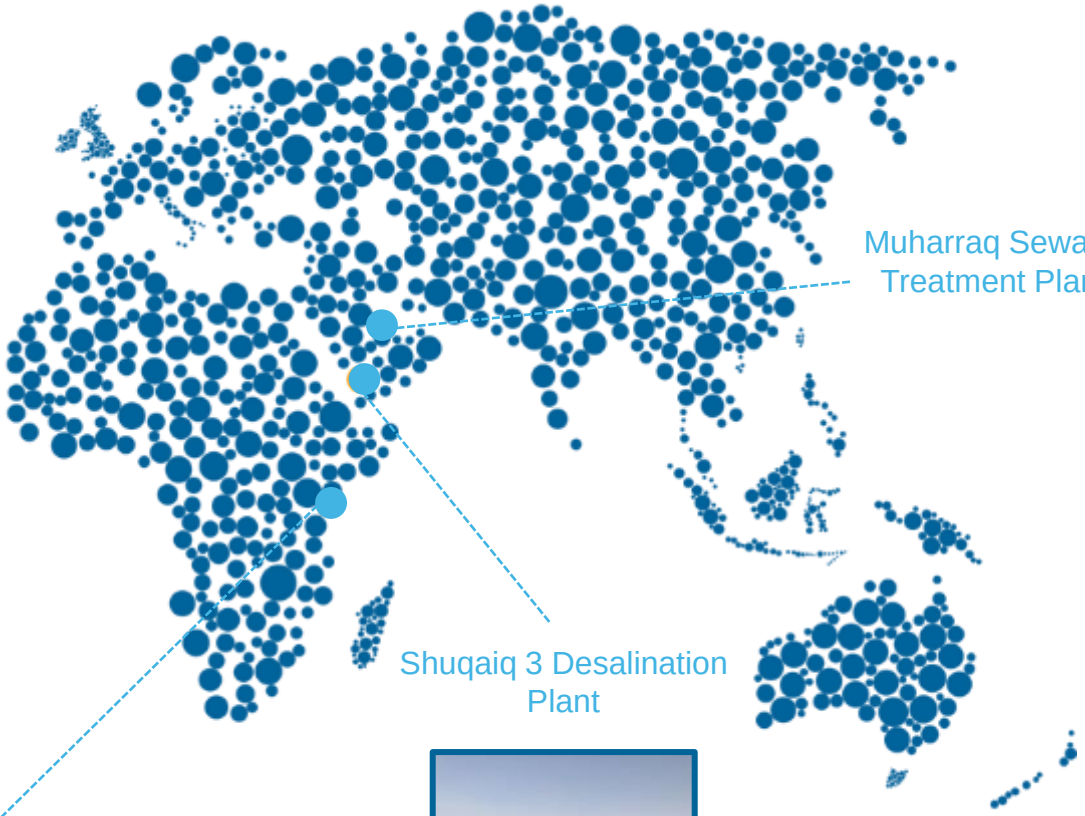
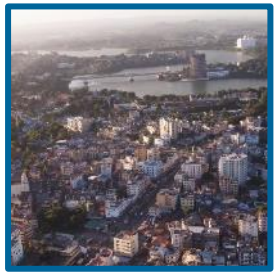
Our References

Project Development



Muharraq Sewage Treatment Plant

Shuqaiq 3 Desalination Plant



Mombasa Desalination Plant

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Muharraq Sewage Treatment Project

- **Project Name**: Muharraq Sewage Treatment Plant
- **Client**: Ministry of Works (MoW) of the Kingdom of Bahrein
- **Country**: Bahrain
- **Capacity**: 100,000 m3/d
- **Almar's SPV stake**: 35%
- **Type of project**: 29 years contract under BOOT (WWCN) - BOO (STP) scheme.
- **CAPEX Value**: USD 310 M
- **Status**: Under Operation

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Shuqaiq 3 IWP Desalination Project

- **Project name**: Shuqaiq 3 IWP
- **Client**: Saudi Water Partnership Co. former Water and Electricity Company (WEC)
- **Country**: Saudi Arabia
- **Capacity**: 450,000 m3/d
- **Almar's SPV stake**: 30%
- **Type of project**: IWP 25 years contract
- **Investment Value**: USD 610 M
- **Status**: Under Construction

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Our References: Project Development

Mombasa Desalination Project

- **Project Name**: Mombasa 100MLD SWRO Desalination Plant
- **Client**: County Government of Mombasa
- **Country**: Kenya
- **Capacity**: 100,000 m3/day
- **Almar's SPV stake**: 90%
- **Type of Project**: IWP 25 years
- **Investment value**: USD 200 M
- **Status**: Under Financial Close

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Our References

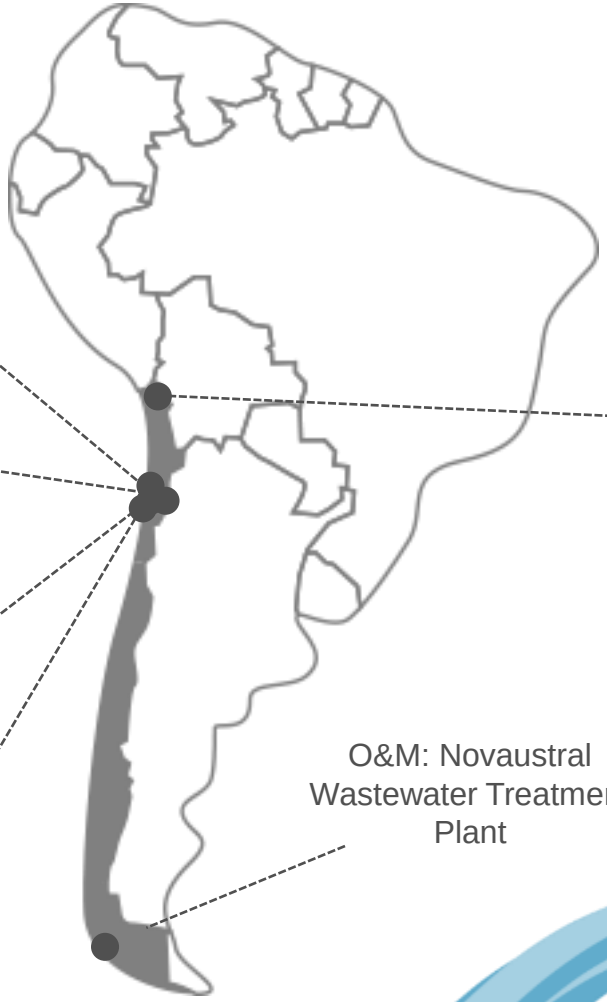
Services – Chile

O&M: Antucuya Desalination Project

O&M: Centinela Desalination Project

O&M: Mantos Blancos Water Process Plant

O&M: Salares Norte Water & Wastewater Plant



O&M: Ariztia Arica Wastewater Treatment Plant

O&M: Novaustral Wastewater Treatment Plant

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Our References: Services

O&M Contracts

Centinela Mining

- **Project Type**: Brackish Water Desalination Plant. Reverse Osmosis
- **Capacity**: 3,500 m3/day
- Contract renewal for 36 months until September 2020, after 6 Years of operation by Osmoflo SpA

Antucoya Mining

- **Project Type**: Sea Water Desalination Plant. Reverse Osmosis
- **Capacity**: 2,600 m3/day
- Osmoflo SpA is actual operating until May 2021

Ariztia Arica

- **Project Type**: Wastewater Treatment Plant. Dissolve Air Flotation Plant
- **Capacity**: 2,400 m3/day
- Indefinite contract

Novaustral

- **Project Type**: Wastewater Treatment Plant. Dissolve Air Flotation Plant
- **Capacity**: 840 m3/day
- Indefinite contract

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Our References: Services

O&M Contracts

Mantos Blancos

- **Project Type**: Desalination plant + pretreatment. Reverse osmosis
- **Capacity**: 3,360 m3/day
- In operation since 2020

Salares Norte

- **Project Type**: Desalination + Wastewater Treatment Plant
- **Capacity**: 1,000 m3/day aprox.
- Osmoflo SpA is actual operating since 2020

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O&M Contracts

Fleet of rental assets

Almar Water Solutions, through Osmoflo SpA, is a clear market Leaders in this sector with a rental fleet of varying sizes and technologies available for customers requiring RO systems with the ability to be rapidly mobilised.

Current rental assets:

- **Reverse Osmosis plants consisting of SW500, SW1000, BW2000 (x2)**
- **Ultrafiltration Plant – MF3250**
- **Generator C550-D5**

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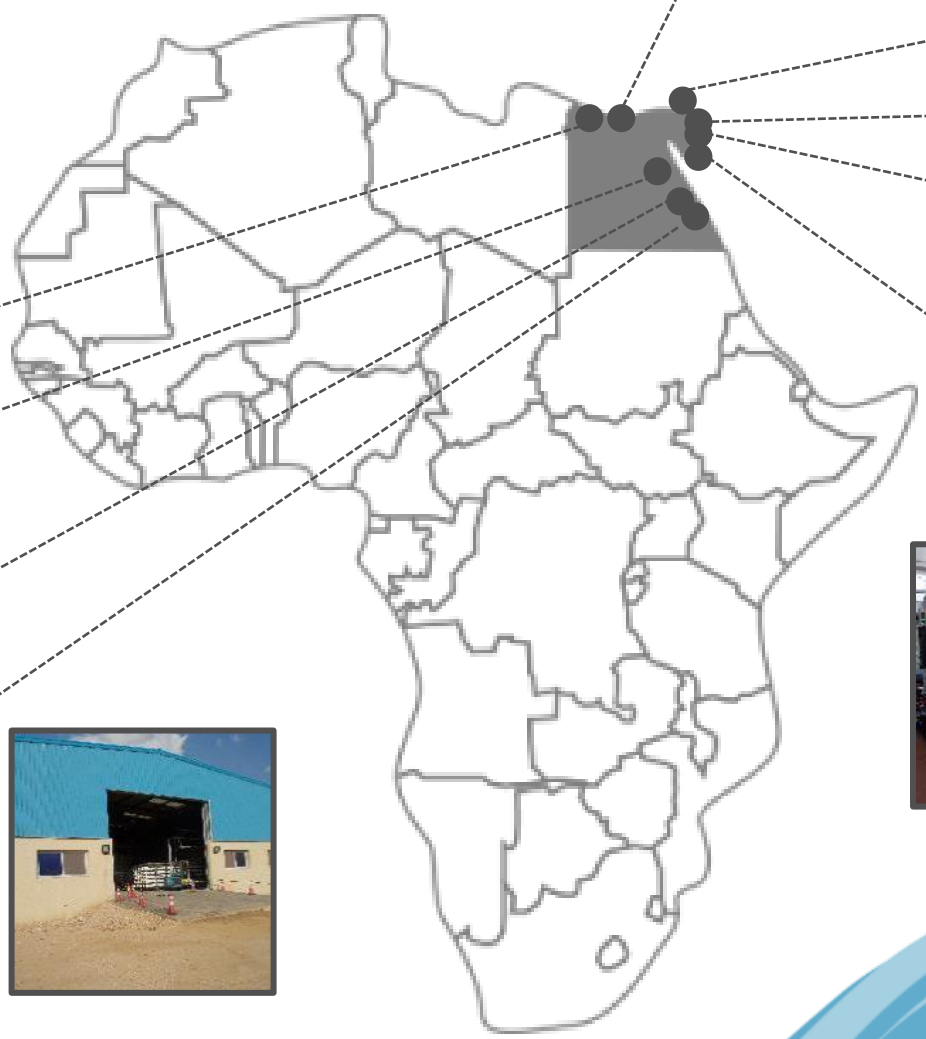
Our References: Services

Services - Egypt



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Our References: Services

Services - Egypt

Red Sea Region			
Site	Contract Type	# of RO	Design Capacity (m3/day)
Plant 1	BOO	1	500
Plant 2	BOO and O&M	2	1500
Plant 3	BOO and O&M	3	3200
Plant 4	BOO	2	1000
Plant 5	BOO	2	5000
Plant 6	BOO	2	1750
Plant 7	BOO	1	750
Plant 8	BOO	2	1650
Plant 9	BOO	1	500
Plant 10	BOO	1	500
Plant 11	BOO	1	1000
Plant 12	BOO	1	500
Plant 13	BOO	1	500
Plant 14	BOO	1	500
Plant 15	BOO	1	850
Plant 16	BOO	2	1000
Plant 17	BOO	2	3100
Plant 18	BOO	1	400
Plant 19	BOO	1	500
Plant 20	BOO	2	1700
Plant 21	BOO	3	1500
Plant 22	BOO	1	750
Plant 23	O&M	2	1900
Plant 24	BOO	1	6000
Plant 25	BOO	1	700
Plant 26	BOO	1	500
Plant 27	BOO	1	250
Plant 28	BOO	1	700
Plant 29	BOO	1	500
Plant 30	BOO	1	500
Plant 31	O&M	1	500
Plant 32	BOO and O&M	2	1250
	Assemby	2	1500
TOTAL			**42950**

Marsa Matrouh			
Site	Contract Type	# of RO	Design Capacity (m3/day)
Plant 33	O&M	3	3800

North Coast			
Site	Contract Type	# of RO	Design Capacity (m3/day)
Plant 34	BOO	1	500
Plant 35	BOO	1	750
Plant 36	BOO	8	5600
Plant 37	BOO	1	2000
TOTAL			**8850**

Sinai Region			
Site	Contract Type	# of RO	Design Capacity (m3/day)
Plant 38	BOO	4	7400
Plant 39	BOO	2	1000
Plant 40	O&M	2	1200
Plant 41	BOO	2	1700
Plant 42	O&M	1	750
Plant 43	O&M	1	500
Plant 44	BOO	1	500
Plant 45	BOO	1	1200
Plant 46	BOO	1	500
Plant 47	BOO	1	500
Plant 48	BOO	1	750
Plant 49	BOO	1	850
Plant 50	BOO	2	1500
Plant 51	BOO	1	250
Plant 52	O&M	3	3000
Plant 53	BOO	1	750
Plant 54	BOO	1	1000
Plant 55	BOO	1	1300
Plant 56	BOO	2	1250
Plant 57	O&M	1	190
Plant 58	BOO	1	250
	Assemby	2	500
TOTAL			**26840**

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Our Commitment

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Our Commitment

Global Water Challenges

There are three water challenges threatening the world:

- **Water Scarcity**
- **Water contamination and lack of treatment**
- **Irregular distribution of water resources**

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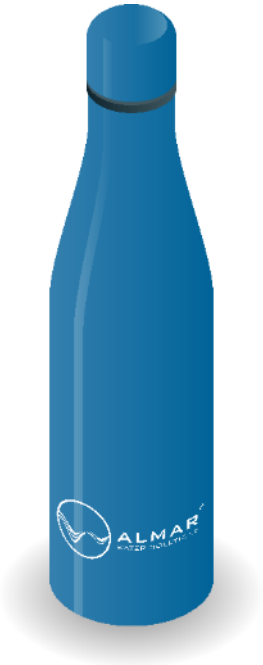
Almar Water Solutions Initiatives

Almar Water Solutions launched an initiative to do away with bottled water in its offices around the world, using **reusable bottles** that are refilled with drinking water from the network. This helps to **fight climate change** and mass consumption of plastic bottled water.



Community Jameel enhances the positive impact of our business through the Abdul Latif Jameel World Water and Food Security Lab. Almar Water Solutions has a close relationship with **J-WAFS** to maximize the impact of the development of water infrastructure projects.

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Our Locations

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Our Locations

Offices

Almar Water Solutions
Netherlands
Prins Bernhardplein 200
1097 JB Amsterdam
The Netherlands

Almar Water Solutions
Saudi Arabia
Amir Majed Street
P.O. Box 3327 Al Safa District
21471 Jeddah | Saudi Arabia

Almar Water Solutions
South Africa
20, Georgian Cres. Hampton Office Park,
Aberdeen House. Bryanston East
2191 Johannesburg | South Africa

Almar Water Solutions
Chile
Calle Cerro el Plomo, 5931, Of. 1714
Las Condes CP 7561160 | Santiago de Chile | Chile

Almar Water Solutions
Spain HQ
María de Molina, 39
6th Floor
28006 | Madrid | Spain

Almar Water Solutions
United Arab Emirates
23rd floor- Jumeirah Business Center
Unit 2304 |Cluster G |Building G2
Jumeirah Lakes Towers |
P.O. Box 392632 Dubai | United Arab Emirates

Almar Water Solutions Egypt
5th Settlement, Cairo Festival City
Business Park C,
Building #13C01 - 4th Floor
Hassan Allam Utilities Office.
Zip Code# 11835
New Cairo

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