



# Corporate Presentation

# Our Company



Almar Water Solutions is a global business that believes in contributing to a more sustainable future for all. We strive to drive progress by addressing our planet's most significant challenge: water access.

We are an international company with operations in Europe, MENA, Latin America, and Asia-Pacific that provides long-term water-related solutions and manages water resources efficiently through project finance, asset management, and service contracts.



More than  
150 water  
contracts



Investment  
portfolio  
of US\$ 2  
billion



4 regional  
platforms



Around 1,000  
employees  
between  
corporate and  
subsidiaries



Global  
presence

# Introducing Abdul Latif Jameel



## Ownership

Private Family Business

## Founded

1945

## Associates

11,000+  
40+ Nationalities

## Operations in

30+ Countries

## Across six continents

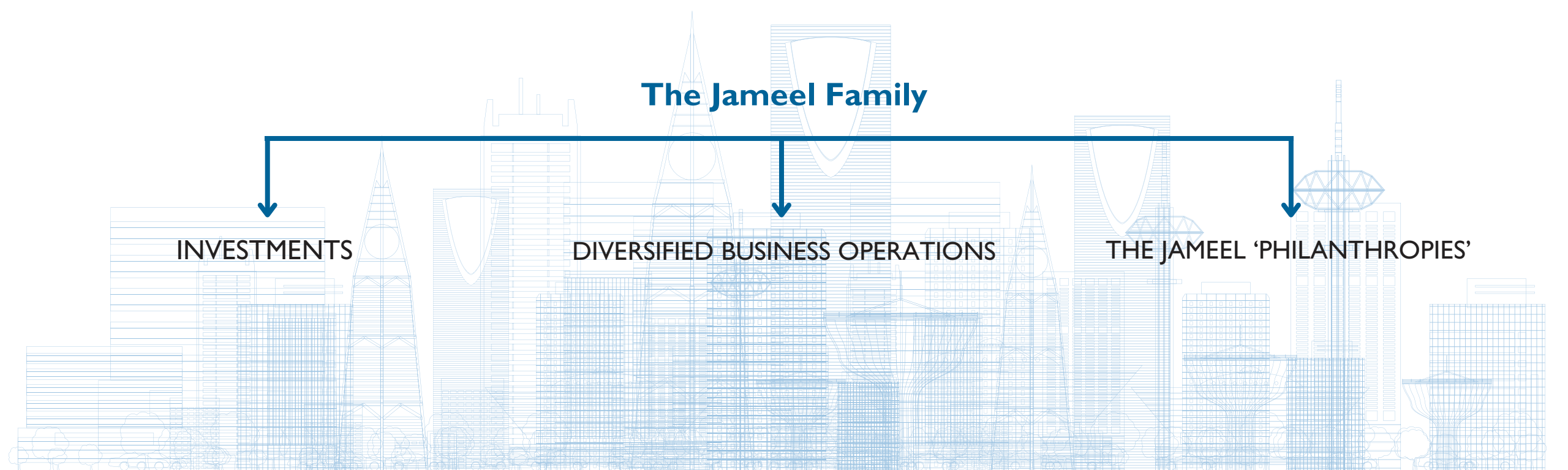
Asia, Africa, Australia, Europe,  
North & South America

## The Jameel Family

INVESTMENTS

DIVERSIFIED BUSINESS OPERATIONS

THE JAMEEL 'PHILANTHROPIES'



# Supplying water solutions for a sustainable future

Almar Water Solutions is a leading company in the water sector, renowned for its expertise in developing long-term water solutions. With over 30 years of solid experience in asset management, services, and technology development, and combined with robust financial capacity, Almar Water Solutions is uniquely positioned to deliver cutting-edge technological solutions that transform the water industry. The company specializes in project finance development and mergers and acquisitions, driving the organic growth of water companies.

Additionally, Almar Water Solutions offers tailored local and regional content, addressing the specific needs of each industry and region. With regional platforms in Latin America, Asia-Pacific, Europe, and the Middle East, Almar Water Solutions ensures a global reach with local expertise. Its comprehensive approach and commitment to sustainability guarantee efficient and enduring results, significantly contributing to the sustainable development of water resources worldwide.





# Business Origination

# How Almar Build Business



## PROJECT FINANCE DEVELOPMENT

At Almar Water Solutions specializes in structuring and financing large-scale water projects, leveraging our extensive expertise and strong financial capacity. Our approach ensures that each project is meticulously planned and executed, providing sustainable and efficient water solutions. By collaborating with a diverse range of stakeholders, including governments, private sector partners, and financial institutions, we secure the necessary funding and resources to bring these projects to fruition.



## MERGER AND ACQUISITIONS (M&A)

Almar Water Solutions adopts a strategic approach to mergers and acquisitions, aiming to foster innovation and expand our reach in the water sector. By acquiring companies, we not only integrate new technologies and enter emerging markets but also enhance our skill set and strengthen market collaboration. Our M&A strategy emphasizes the organic growth of acquired companies, supported by Almar Water Solutions' robust financial resources and deep industry expertise.

# Project Finance Development



Almar Water Solutions specializes in developing, promoting, financing, designing, and operating water infrastructure.

Our team has over 20 years of experience carrying out water projects under the PPP/BOT/IWP schemes worldwide, from Latin America to Asia, Europe, Africa, and many other locations.

We offer a comprehensive portfolio and a wide range of solutions, from seawater or brackish water desalination to reuse, purification, wastewater treatment, and distribution networks.



**DESALINATION**



**WATER  
TREATMENT**



**WASTEWATER  
TREATMENT**



**WATER  
REUSE**



**DISTRIBUTION  
NETWORKS**

# Project Finance Development



We continually design, develop and implement profitable – and sustainable – project solutions for municipal and industrial clients, focusing on tailored delivery to our client's requirements.



**Opportunity  
Identification**

**Development**



**Financing**

**Technical  
Management**



**Asset  
Management**

**Operation &  
Maintenance**





# Merger and Acquisitions (M&A)



Almar Water Solutions invests in other companies through its merger and acquisition strategy to expand into new technologies, markets, and territories, build new skills, and increase market cooperation. Our M&A strategy focuses on the organic growth of the companies we acquire, leveraging Almar Water Solutions' financial strength and expertise in the water market. We have internal capabilities and a specialized department to evaluate all assets and companies, creating the due diligence and doing all operations in-house.

Our company currently works in four regional areas where it establishes its M&A approach: Europe, Latin America, MENA, and Asia Pacific. This new division was born a few years ago with the acquisition of Osmoflo SpA in Latin America, which was followed by other operations:



# Merger and Acquisitions (M&A)



All our business lines seek the most competitive companies and contracts related to innovative technologies, industrial and municipal services, and operation and maintenance contracts in the water market.

This strategy allows Almar Water Solutions and new organizations to grow in the water industry by acquiring each company's competencies, skills, and knowledge. In this way, Almar Water Solutions and its subsidiaries have a human capital of more than 1,000 people, state-of-the-art technology, and international clients worldwide.





# Our Business Lines



# Our Business Lines



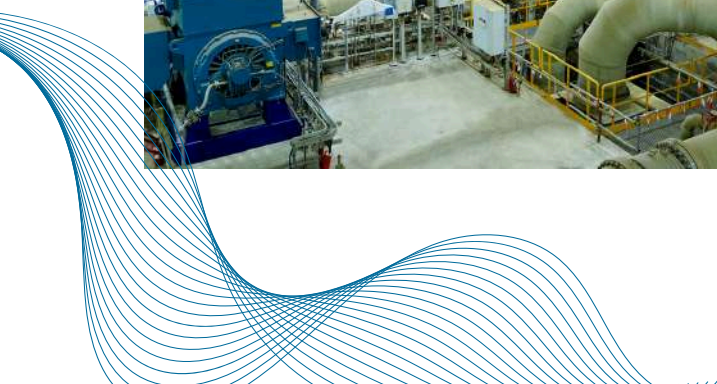
ASSET MANAGEMENT



SERVICES



INDUSTRIAL WATER &  
TECHNOLOGY



# Asset Management



Asset Management is the business line that manages long-term concession contracts, mainly in the municipal market.

It comprises two distinct business lines:

1. Assets/projects developed under the Project Finance scheme (BOT, BOO, BOOT, etc.)
2. Urban water services (water cycle)

We build honest, long-term relationships with stakeholders, from the client to contractors; engineering, procurement, and construction partners; financial institutions, organizational structure, and government agencies, to achieve effective asset management and put them in place to improve their performance.



# Assets under Project Finance



## SHUQAIQ 3

- Desalination Plant
- Capacity: 450,000 m<sup>3</sup>/day
- Technology: Reverse Osmosis
- Location: Jizan Province, Saudi Arabia
- Client: Saudi Water Partnership Company
- Project Scheme: 25-year contract under IWP scheme (BOT)



## MUHARRAQ

- Wastewater Treatment Plant
- Capacity: 100,000 m<sup>3</sup>/day
- Technology: Conventional Biological Treatment + Reuse
- Location: Muharraq, Bahrain
- Client: Ministry of Works, Kingdom of Bahrain
- Project Scheme: 29-year contract under a BOOT scheme (WWCN) – BOO (STP)



## ZULUF

- Water Treatment Plant
- Capacity: 185,000 m<sup>3</sup>/day
- Technology: Degassing and water treatment (clarification, filtration and chemical dosage)
- Location: Arabian Gulf, Saudi Arabia
- Client: Saudi Aramco
- Project Scheme: 25-year contract under BOOT scheme



## CENTINELA

- Two Water Pipelines
- Length: 144 km
- Capacity: 110,678 and 56,333 m<sup>3</sup>/day
- Location: Antofagasta, Chile
- Client: Antofagasta Minerals
- Project scheme: 16-year contract under BOOT scheme

# Urban Water Services



## CHILE: AGUAS SAN PEDRO LATAM

Aguas San Pedro S.A. is a company that operates drinking water production and distribution, sewerage, and wastewater treatment services in its urban service concessions in eight municipalities and five regions of Chile: San Pedro de la Paz and Coronel in the Biobío Region; Chillán in the Ñuble Region; Curicó in the Maule Region; Puerto Montt in Los Lagos Region; Buin, Colina, and Pudahuel in the Metropolitan Region.



## INDONESIA: OBOR INFRASTRUCTURE

Obor Infrastructure, a holding enterprise established in Singapore, owns two water companies (PT Tirta Kencana Cahaya Mandiri and PT Traya Tirta Cisadane) which each operate a drinking water treatment plant in Java island, with a total capacity of 425,000 m<sup>3</sup>/day, and an important expansion program to increase the capacity in the short-to-medium term. These supply drinking water to Tangerang City, Tangerang Regency, South Tangerang, and West Jakarta districts, which are part of Greater Jakarta.

# Services



At Almar Water Solutions, we have a division specialized in services for our assets and third parties, guaranteeing water infrastructure's optimal and efficient performances. We have references in various geographies in water production processes, urban and industrial wastewater treatment, reuse, and transport, providing integrated water cycle management services to different industries.

Our services business line is divided into three main areas to ensure and offer tailor-made solutions focused on the different industries and geographies we work with.





# Business Areas



## Services for Private and Industrial Clients

We operate through regional platforms where we have a permanent presence, projects, and customers who need tailor-made services to manage their water needs. We offer a broad portfolio of services that we adjust to the particular demand of each client.



## Operation and Maintenance of Own Assets

After the design, construction, and commissioning of the water infrastructures developed by Almar Water Solutions in the BOT or BOO regime, we manage and lead their O&M. This comprises engineers, operators, and specialized technicians, aiming to ensure the optimization and operational excellence of all the help we own.



## Merge and Acquisitions

To ensure a high degree of commitment and knowledge of the requirements and characteristics of each region, Almar Water Solutions seeks and offers partnerships with water treatment companies in those countries with a high demand for the resource, especially for sectors such as agriculture, industry, and tertiary.

# Companies



## ALMAR EGYPT



Ridgewood Egypt is a vertically integrated service provider where we invest, design, build, commission, operate and maintain our own assets, securing complete control of quality standards, robust designs, power consumption efficiency, and project delivery timeline in every project we partner with our clients.

## ALMAR WATER SERVICES LATAM



Almar Water Services LatAm is a Chilean company specialized in offering comprehensive water management solutions for wastewater treatment plants, desalination & ultrafiltration plants or standalone O&M long term contracts. Among the main activities within the services portfolio offered by the company there are O&M services, Turnkey solutions and Transportation of water through conveyance systems and heavy vehicles.

## ALMAR WASTE-TO-ENERGY



Key player in the attractive mid-market segment of Chile (Osorno) waste services, with strong recurring revenues, an experienced management team, and a proven track record. In addition to the traditional business, Ecoprial is also present in the Waste to Energy operations with the first Biogas plant to transform waste into clean energy in the region, helping our existing and new customers transition to a circular economy.

## ALMAR AUSTRALIA



Aqualyng is a comprehensive water platform that encompasses EPC and BOT projects, services for municipal and industrial clients, equipment, chemicals, and water treatment plant rentals, among other activities. With a presence in Australia, Singapore, Malaysia, and the Philippines, Aqualyng has developed over 100 water projects to date, including water production, wastewater treatment, O&M services, industrial applications, technological solutions, and smart water systems.

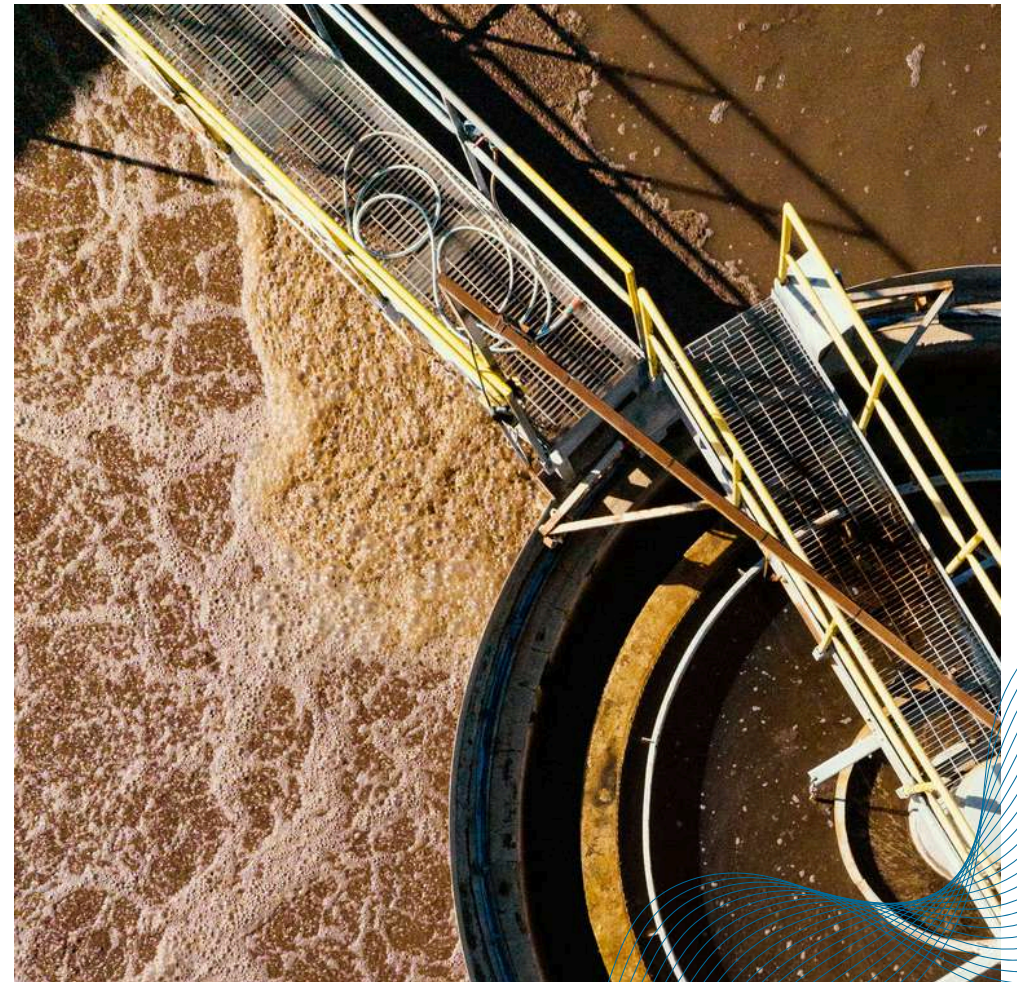
# Industrial Water & Technology



Industrial Water & Technology business line helps industries to manage the entire water cycle from process water production to wastewater treatment and reuse, providing the best technological and economical solution to allow our clients to reach the highest standards in their water infrastructures.

We offer solutions for long-term financing, construction, and operation projects with binding tariff and risk sharing, including industrial BOT, industrial mobile/rental systems, and industrial services. We aim to offer our clients the possibility of including water as a “commodity” inside their manufacturing processes without worrying about how it is managed or disposed of.

We focus on providing services for the mining, food & beverage, microelectronics, and oil & gas industries. Still, our solutions for water management are customizable for any industry, no matter the size or complexity of water necessities.



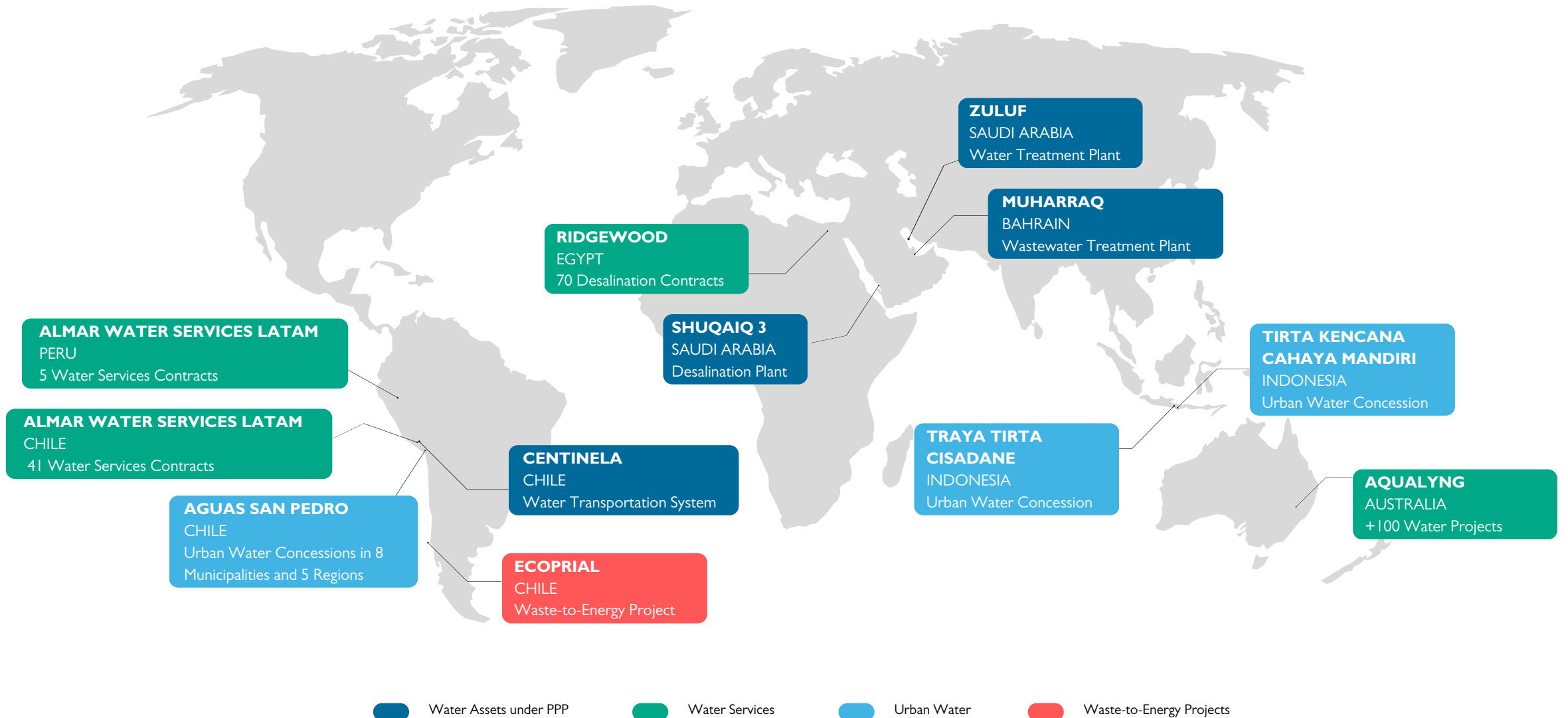


**ALMAR**<sup>®</sup>  
WATER SOLUTIONS

# Projects & Companies



# Almar Water Solutions in the World





**ALMAR**<sup>®</sup>  
WATER SOLUTIONS

# New Ventures

# New Ventures



Almar Water Solutions is continuously studying water and environment-related businesses to contribute to the circular economy and expand its portfolio of sustainable solutions. That is why it has a new division called New Ventures for projects that, through innovation, generate a positive environmental and social impact.

## GREEN HYDROGEN



## WASTE-TO-ENERGY



## MINERAL RECOVERY





# Locations





# Our Locations



## **SPAIN**

C/ Maria de Molina, 39 - 6th Floor  
28006 Madrid, Spain

## **SAUDI ARABIA**

Amir Majed Street  
P.O. Box 3327 Al Safa District  
21471 Jeddah, KSA

## **UNITED ARAB EMIRATES**

17rd Floor Jumeirah Business  
Center, Unit 2304, Cluster G,  
Building G2, Jumeirah Lake Towers  
P.O. Box 392632 Dubai, UAE

## **CHILE**

Avenida Apoquindo 6550, Piso 14  
Las Condes  
CP 7560903, Santiago de Chile, Chile

## **EGYPT**

Ridgewood Group  
165 El Orouba St. Heliopolis  
Cairo, Egypt



# Almar Water Solutions



For more information, please visit  
[www.almarwater.com](http://www.almarwater.com)



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