

# GROW BUSINESS

## WITH SWPC

The Saudi Water Partnership Company (SWPC) has cultivated highly regarded and robust capabilities in the water market, which can be effectively harnessed to deliver a diverse array of valuable services, encompassing the customization of solutions, alignment with clients to coordinate advisors during the tendering process, reviewing feasibility studies, technical reports, and financial models, allocating responsibilities in project execution plans, providing insightful analysis on the project risk matrix, and assisting in negotiations with contractors and lenders.



### Facility planning & studies

- Specify infrastructure needs to meet future water demand
- Conduct feasibility studies for optimal project results
- Identify and prioritize strategies for risk mitigation and reduction



### Tendering services

- Review feasibility studies, technical reports, and financial models.
- Alignment between advisors during tendering process.
- Allocate responsibilities in project execution plans.
- Provide insights on project risk matrix.
- Assist in negotiations with Developers, EPC and lenders.



### Project oversight & supervision

- Oversee delivery and compliance with requirements, scope, equipment and material
- Identify and address technical risks in operations
- Conduct HSE and security inspection of sites



### Project contract management

- Ensure contract compliance with agreed specifications
- Enforce adherence to HSE standards
- Comply with local content guidelines
- Support to clients during the concession to supervise the services by utilizing a software program that enables data collection, calculation of charges, and invoice generation.



### Tendering services

- Advise on the suitability of the PPP model for assets
- Select the appropriate PPP models (e.g., BOT) and tender type
- Manage the complete tender process, including developing documentation and coordinating with stakeholders



### Intellectual property & Expertise

- Market trends and data
- Sharing of documents and templates (EOI, RFQ, SOQ, and RFP)
- Information on technologies, developers, contractors and suppliers
- Sharing knowledge and expertise and best practices



# Why SWPC ?

The Saudi Water Partnership Company (SWPC) is a leading entity in the water sector, offering tailored solutions and expertise for projects in Saudi Arabia and globally. This presentation highlights the reasons why SWPC is the preferred choice for a range of water-related initiatives. SWPC's standing in the field is a result of its exceptional expertise, extensive experience, and commitment to national priorities. These qualities make SWPC a reliable partner for overseeing intricate water projects and ensuring the provision of sustainable water services.

# W

SWPC has earned multiple prestigious distinctions, including being named Water Agency of the Year, receiving the honor of Desalination Plant of the Year, and being recognized as a trailblazer in water sustainability and innovation, among other notable achievements.

# #1

Jizan Cluster SSTP with CN, the 1st-ever cluster of small STPs (SSTPs) being developed on a Cluster-basis along with their relevant sewage Collection Networks (CNs).

1st-ever IWP where the scope was significantly modified, post FC, to include Water Special Facilities (WSF) primarily a 38-Kms transmission pipeline.

1st-ever batch of ISTPs where the scope includes development of related TSE facilities to transport TSE from the ISTP to the user (SIO), ranging from 24 to 34 Kms.

1st-ever batch of Water Transmission Pipelines tendered on PPP basis as IWTPs in GCC.

1st-ever batch of Strategic Water Reserves tendered on PPP basis as ISWRs in GCC..

Realized savings through lower water tariffs: ~0.6 SAR/m<sup>3</sup> reduction in water tariff resulting in ~0.9B SAR per year of savings

Market-tested value proposition for investors: 25+ investors, ~25B SAR attracted capital with ~40% international funding in the SWPC projects

Prominent role as the principal off-taker of water in KSA, procuring from both private and public production plants

Regional leader in time to financial closure and project construction: fastest tendering cycle in the region (20 months) and completing projects ahead of time

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Strong and growing pipeline of projects: >4x growth in private sector project portfolio(1); 13 transactions completed

