

Global Water Intelligence

PUBLICATIONS GUIDE



2012



Market-leading Analysis of the International Water Industry

- Global Water Intelligence
- Water Desalination Report
- DesalData.com
- American Water Intelligence
- Industrial Desalination and Water Reuse
- Global Water Market 2011
- Produced Water Market
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- Water for Food & Beverage
- Water Technology Markets
- Global Water & Wastewater Quality Regulations 2012



www.globalwaterintel.com

GLOBAL WATER INTELLIGENCE MAGAZINE

Annual
subscription:
£795/\$1,390

Monthly magazine

Written by experts, read by professionals

GWI is the unchallenged leader in high-value business information for the water industry. Track major global water projects from conception to contract award. Discover emerging trends in the global water industry. Formulate strategy in a rapidly changing world. Every issue of our monthly magazine brings you the latest news, financial analysis and market data that is crucial to planning a successful future for your business.



Financial outlook and investment opportunities

GWI Magazine is about markets and money. Our detailed analysis of project financing, private water deals and corporate transactions gives you the real story behind the numbers: we arm you with the positive information you need to make the right decisions for your business. And if you want to build a portfolio of water stocks, the *GWI* Global Water Index tracks the performance of private water companies on stock exchanges around the world. Find out where your next dollar is coming from and secure your future – a subscription to *GWI* is a crucial investment in 2012.

Sales leads and business development

Identify your sales leads more effectively with our exclusive project tracking service. We track over 500 live desalination, water reuse and public-private partnership projects at pre-award stage. Any one of these projects could be a potential sale for your company, and our updates will keep you a step ahead of your competitors. Many companies read *GWI* for this service alone – can you afford to be left behind?

International coverage with local expertise

GWI has an unparalleled team of in-country journalists, reporting from every part of the world. This gives us access to a vast network of high-level contacts, including government water ministers and the CEOs of major corporations. We spend hours on the phone talking to the industry's key players, giving you access to exclusive news and opinion.



Project Trackers

We track each project from conception stage right through to completion, giving you the critical information you need to get involved before the projects even go to tender.

Reuse tracker: we currently track over 200 major reuse projects around the world – and that number is growing every month. Essential for water companies, financiers, engineers and equipment suppliers.

Desalination project tracker: keep up-to-date with over 260 desalination projects worldwide. We tell you the size of the plant, the client, the relevant contact name, the cost, the project structure, status and GWI 'progress' and 'reality' ratings.

Global PPP project tracker: our popular deal-watcher provides updates on water concessions, BOTs and other private sector contracts that are proposed, under bid or signed. This service will help you to quickly gauge a project's main purpose and value, the companies involved, how it is being financed, and all the latest bid details.

Around 13,000 water professionals read GWI each month, including technology and equipment suppliers, investors and financiers, government policy makers, utilities and municipalities.

The ONE journal which brings together up-to-date facts and unbiased analysis to support business planning and commercial decision making in the water & wastewater sector
Paddy Padmanathan, ACWA Power Projects Ltd.

The incisive monthly analysis and comment that GWI provides is a critical factor in enabling players in the global water sector to enhance their competitive edge
Mark Lane, Pinsent Masons

Annual subscription benefits:

- Hard copy of the magazine every month, plus the PDF version
- Access to GWI Online where you can view the constantly updated project trackers and complete archive
- Ten people in your office can receive the PDF edition each month
- Corporate subscription packages are available if you need to share with colleagues in other locations

WATER STOCKS REVIEW

Capital outflows hit specialist water funds

In clear water stocks outperformed the market in 2008, in part due to the more specialist water funds managed to match the GWI Water Index, and investors continued to move away from the sector. What is the outlook for 2009?

10 Best Performers

Company	Change in 2008
Water & Power	34.2%
Water & Power	28.1%
Water & Power	27.1%
Water & Power	26.8%
Water & Power	25.8%
Water & Power	25.7%
Water & Power	25.6%
Water & Power	25.5%
Water & Power	25.4%
Water & Power	25.3%

GW Water Index

GW Water Index

Index	Value	Change
Global Water	83.5	+5.0%
Asian Water	59.6	+23.3%
EMEA Water	65.7	+12.9%
Americas Water	115.8	+9.5%

Water stock performance in 2008

Water stock performance in 2008 was mixed, with the Global Water Index up 5.0%, Asian Water up 23.3%, EMEA Water up 12.9%, and Americas Water up 9.5%. The S&P 500 index fell 37.0%.

Selected water fund performance in 2008

Fund	2008 performance	Assets in 2008	Change in assets
Water & Power	34.2%	\$1.2 billion	+10%
Water & Power	28.1%	\$800 million	+8%
Water & Power	27.1%	\$600 million	+7%
Water & Power	26.8%	\$500 million	+6%
Water & Power	25.8%	\$400 million	+5%
Water & Power	25.7%	\$300 million	+4%
Water & Power	25.6%	\$200 million	+3%
Water & Power	25.5%	\$150 million	+2%
Water & Power	25.4%	\$100 million	+1%
Water & Power	25.3%	\$80 million	+0%

American leaves utility peers in the dust

American Water was the runaway winner among the quoted US water utilities in 2008. What are the prospects for 2009?

American Water led the charge, up 9.5%, while utility peers fell on average 10.4%. The S&P 500 fell 37.0%.

US Utilities Index

Index	Value	Change
US Utilities Index	116.0	+10.4%

Water stock performance in 2008

Water stock performance in 2008 was mixed, with the Global Water Index up 5.0%, Asian Water up 23.3%, EMEA Water up 12.9%, and Americas Water up 9.5%. The S&P 500 index fell 37.0%.

WATER DESALINATION REPORT

Annual
subscription:
£290/\$500

Weekly e-newsletter

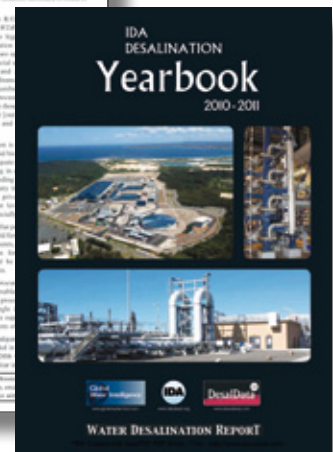
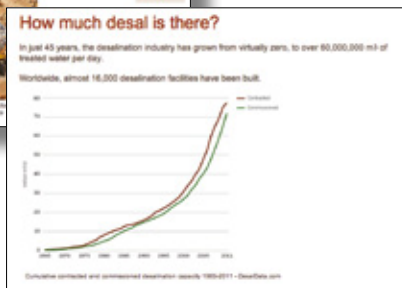
Weekly news for the international desalination community

WDR is the international weekly news bulletin for the desalination and advanced water treatment industry. With a community of over 3,000 readers, we pride ourselves on being the first to inform you of any breaking news that could be crucial to your business.

Receive updates on current and future desalination plants, with insight into the commercial developments behind the scenes. Get the scoop on the new and emerging technologies that could revolutionise the market. Keep an eye on your competitors, or use our 'desal grapevine' to look for job opportunities and see where people are moving to.

WDR is edited by Tom Pankratz, a regular conference speaker with more than 30 years' experience in the field. Tom was formerly a director at CH2M Hill and is currently a Board Member of the International Desalination Association.

Subscribers to WDR get full member's access to our new website www.desalination.com, the online home of desalination.



Subscription also includes a free copy of the IDA Yearbook 2011-2012 (value £290/\$500)! Featuring the supplier's directory, new plant listings and the annual market profile.

Annual subscription benefits:

- 48 issues, sent to you by email
- Access to WDR online where you can view the constantly updated project trackers and complete archive
- Ten people in your office can receive the PDF edition each month
- Corporate subscription packages are available if you need to share with colleagues in other locations

Fax to: +44 1865 204209 or email your order to Jenny Yeulet: jyeulet@globalwaterintel.com



Be your own consultant

Online database

DesalData.com is an online database containing over 16,000 desalination plants. It provides a network of related links between companies, projects, analysis and the latest news, making it the ultimate business tool for desalination professionals. You can track the progress of a project, monitor your competitors, or make predictions based on the general market conditions.

***The full inventory of existing plants and forecast up to 2016 are available in Excel spreadsheets for easy manipulation and analysis to suit your own business needs.**



A subscription to use *DesalData.com* includes:

- 5 Users (not restricted to one office location)
- 12 month, 24/7 access to information and data about the worldwide desalination market
- Daily updates, regular enhancements and support as required
- A FREE copy of our Desal Market Report 2010: *Global Forecast and Analysis* report featuring 33 country profiles, 106 company profiles and market forecast to 2016.



DesaData is a very useful tool for ACCIONA Agua, and helps us in our day to day business planning. It helps our commercial people to make their decisions and even to know some information that we don't have about our own company.

Elena Reyna Monasterio, Marketing and Communication Director, ACCIONA Agua

DesalData is the one source to go to for reliable and updated information about what is happening in the desalination industry globally. We have actively used the service since it was launched and find it more useful than ever.

Christian Wee, Business Development Director, Aqualyng

AMERICAN WATER INTELLIGENCE

Annual
subscription:
\$900

Monthly magazine

Market-leading analysis of the American water industry

AWI is a monthly magazine focussed exclusively on the US market, with dedicated coverage of the public, private and industrial sectors. We bring together the decision-makers of the American water business: CEOs, utility leaders, major investors, and engineers, to bring you expert and original opinion on the issues that matter to you. But that's not all...

AWI offers an unparalleled project tracking service; it gives unbiased coverage of water stocks, rights, and private equity; it provides unrivalled insight into the industrial water sector that you won't find anywhere else.

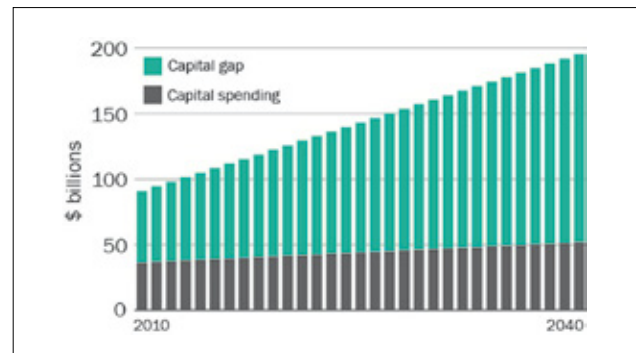


A subscription to AWI includes:

- A hard copy of the magazine every month, plus the PDF version
- Access to AWI online, where you will be able to view the constantly updated project trackers and archives
- Ten people in your office location can receive the PDF edition of AWI
- Corporate subscriptions are available for multi-office share

Global Water Intelligence subscribers receive AWI as part of their subscription benefit

AWI uncovers the widening capital gap in US water infrastructure – and offers radical solutions to help overcome it. Be part of the debate.



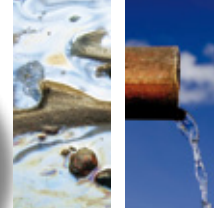
I have found AWI to be a very thorough and informative resource. Contributors such as Steve Maxwell and Debra Coy are especially insightful and I come away each month feeling that I am in tune with what is happening within the water market space. I have wholeheartedly recommended that other key leaders in my organisation read it as well.

Kerry Baskins, Vice President, Grundfos Water Treatment USA

Fax to: +44 1865 204209 or email your order to Jack Ceadel: jmc@globalwaterintel.com

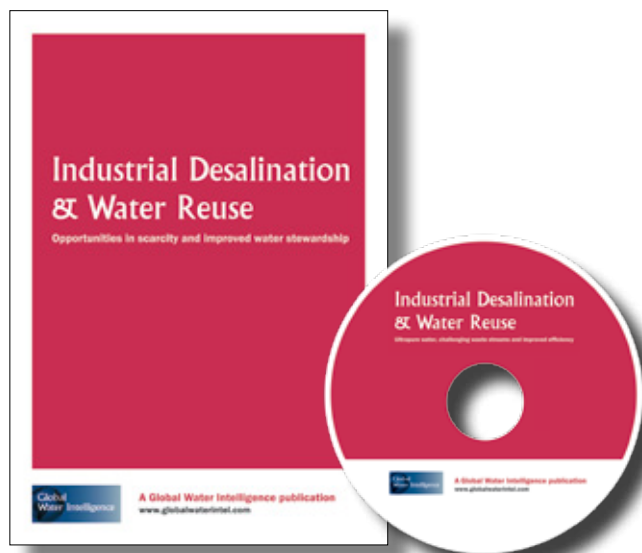
INDUSTRIAL DESALINATION AND WATER REUSE

Published:
July 2012
Price:
£2,000/\$3,500



Ultrapure water, challenging waste streams and improved efficiency

Hard copy report with online access to PDF version and CD-Rom



“Now the smart money is on industrial water...”

The focus of investment in desalination and reuse is changing. The boom in municipal desalination and reuse which quadrupled the size of that market over the past decade has mostly played itself out. Now the smart money is on industrial water – with industrial water users investing in increasingly advanced water technologies that enable them to use water more efficiently, this is the fastest growing sector for the water market today.

Dissecting each industry and its technologies individually, the report covers the applications of:

- **Ultrapure water systems**
- **Industrial wastewater treatment**
- **Seawater desalination**
- **Other developing advanced wastewater treatment technologies**

CD-Rom includes EXCEL spreadsheets for:

- **Industrial desalination and water reuse market forecast**
- **Inventory of high recovery wastewater desalination plants and industrial seawater desalination plants**
- **Inventory of UF/MF installations with a capacity of more than 10,000 m³/d**

To help you find the opportunity that is right for your business, the report provides a granular view of each market sector.

The **Market Profiles** highlight what makes each industrial sector so unique, paving the way for your involvement. The industries covered include:

- **Oil and Gas**
- **Refining and Petrochemicals**
- **Power Generation**
- **Food and Beverage**
- **Pharmaceuticals**
- **Microelectronics**
- **Pulp and Paper**
- **Mining**

Each market profile details sector-specific water requirements, wastewater challenges, trends in technology and water reuse, procurement models, supply chain analyses and market forecasts by technology type – giving you the information you need to find your niche in the market.

GLOBAL WATER MARKET 2011

Published
March 2010
Price:
£2,000/\$3,500

Meeting the world's water and wastewater needs until 2016

What are the financial, technological and environmental issues that are affecting water industry growth? Are we in a good position to tackle them?

Global Water Market 2011 is the definitive guide to the global water and wastewater sectors, mapping out how all aspects of the industry are set to develop up to 2016. It features exclusively researched data from each region, giving you expert knowledge of local markets in a global context.



Paper and CD-ROM market report market report

This ambitious report offers full coverage of reuse markets, industrial water and the technology trends that you will need to keep ahead of over the coming years. It highlights the best opportunities for business expansion so you can move into new markets, or strengthen your existing market share. Covering three volumes and over 1,200 pages, no other report will provide you with such depth and breadth of industry knowledge, including:

- **Market forecasts for 163 countries** – detailed financial information to help you plan your business strategy. Forecasts include capex by municipalities and by industrial water users, operating revenues of private companies, plus treatment equipment and membrane systems.
- **Country snapshots** – each of the 163 countries covered has a 3-page summary, which outlines the private water projects, desalination and key utility information in the country, enabling you to find vital information at a glance.
- **Extended profiles** – we take a closer look at 50 countries where private sector participation has been most encouraged. These are written by in-country industry experts, providing you with the key local knowledge you need to compete with local companies.
- **Commentaries** – 6 essays give you a detailed overview of the market as a whole, including infrastructure and technology, the outlook for private water, and water scarcity, desalination and reuse.
- **Global datasets** – all the data is provided in Excel spreadsheets on the accompanying CD-ROM, for you to manipulate for your own particular needs.

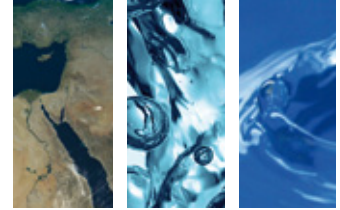
Countries with extended profiles are:

Algeria	India	Romania
Argentina	Indonesia	Russia
Australia	Iran	Saudi Arabia
Austria	Israel	Singapore
Belarus	Italy	South Africa
Belgium	Japan	South Korea
Brazil	Kazakhstan	Spain
Canada	Kuwait	Sweden
Chile	Malaysia	Switzerland
China	Mexico	Taiwan
Colombia	Morocco	Thailand
Croatia	Netherlands	Tunisia
Czech Republic	New Zealand	Turkey
Egypt	Nigeria	UAE
France	Peru	UK
Germany	Poland	USA
Hungary	Qatar	

Every country profile includes:

- Municipal water and wastewater infrastructure
- Water and industry
- Water finance
- Government strategy
- Private sector participation
- Current and future projects and investment programmes

The most comprehensive water market report ever published



Global datasets include:

- Country-by-country water market forecast
- Country-by-country wastewater data
- Complete listing of private water projects
- Complete listing of global water sector mergers and acquisitions since 2000
- Global water reuse dataset
- Global desalination dataset
- GWI water tariff survey 2009
- Publicly traded water businesses
- Snapshot global water company profiles



PRODUCED WATER MARKET

Published:
July 2011
Price:
£2,000/\$3,500



Opportunities in the oil, shale and gas sectors in North America

Hard copy report with
online access to PDF version



The report focuses on the capital equipment and technology that are required for advanced water treatment in the key growth areas:

- The treatment of frac water in the Marcellus shale
- Desalination of oil-field produced water as an alternative to off-site injection
- The demand for 'designer' water in secondary and tertiary oil recovery
- Coverage of regulation in the Canada Oil Sands
- Estimated market growth and market share rates

Produced water could be a \$10 billion a year industry. By 2025, it's predicted that the oil industry will be producing 5 times more water than oil – double the ratio that is brought up today. Handling produced water is a tremendous growth market, but the real opportunity is in the treatment. Recycling produced water turns a hazardous waste into a valuable asset. The potential for water treatment companies is fantastic, but only if you understand how to play the market.

Produced Water Market is based on 40 interviews with high level industry insiders, giving you exclusive advice on how to succeed in this sector.

It is essential reading for:

- **Businesses looking to treat water for the oil and gas sector:** this focused report gives all the information you need to know before entering the market, saving you weeks of research.
- **Water treatment businesses already in the oil and gas sector:** how are your customers and competitors thinking about this market? Are you missing something? Find out quickly in this condensed 170 page report.
- **Forward thinking oil and gas companies:** they say that water will be to the 21st century what oil was to the 20th, and yet oil companies are throwing away 99.9% of the water they produce untreated. Can you afford not to buy this report?

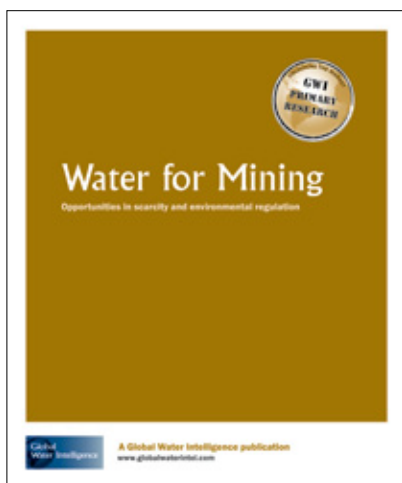
WATER FOR MINING

Published:
July 2011
Price:
£2,000/\$3,500



Opportunities in scarcity and environmental regulation

Hard copy report with
online access to PDF version



Water for mining is the fastest growing market for water treatment technologies.

The global mining sector is enjoying an unprecedented boom. But there is a widening gap between the need for increased mining and the availability of water. New mines frequently appear in water scarce areas, and environmental regulations continue to drive the need for advanced water treatment. Expenditure on water infrastructure could increase to \$13.6bn by 2014 if current trends continue, so now is the ideal time to get involved in this exciting sector.

Water for Mining will help you capitalize on this increased need for water treatment and supply management. We interviewed 33 industry insiders to bring you expert and exclusive advice on how to access the water for mining sector, covering:

- **Water supply with a focus on desalination**
- **The treatment of acid mine drainage**
- **Effluent recovery for onsite reuse**
- **The recovery of valuable metals from tailings ponds**

Market forecasts are your guide to growth. Countries covered:

Australia	Peru
Brazil	Russia
Canada	South Africa
Chile	USA
China	Rest of the World
Indonesia	

Categories include:

Water Infrastructure

Pumps Equipment:

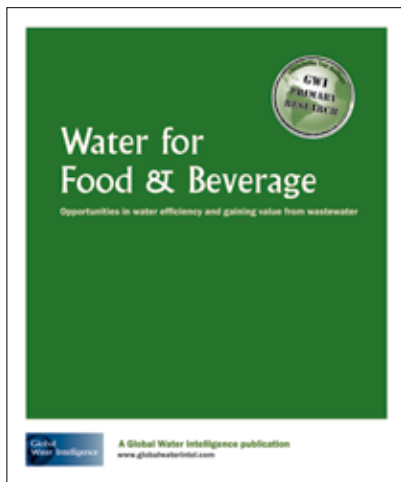
- Screens/intakes
- Filtration systems
- Thickeners/presses/clarifiers
- RO/desalination systems
- Chemical treatment systems
- Specialist systems
- Other equipment

WATER FOR FOOD & BEVERAGE

Published
March 2012
Price:
£2,000/\$3,500

Opportunities in gaining value from wastewater streams

Hard copy report with
online access to PDF version



The food and beverage sector is a multi-billion dollar market for water and wastewater treatment due to its intensive use of water. And the market is set for steady growth, driven by the tightening of wastewater quality regulations, water scarcity and the big trend towards environmental efficiency amongst companies that are keen to display their green credentials. The stage is set for every player in the market to increase their revenue in this truly global sector.

Our latest primary research report *Water for Food and Beverage* is your strategic guide to creating value from wastewater, and highlights the opportunities in process and feed water in this ever-expanding sector. It focuses on the industries that are most water intensive, and those that generate highly loaded wastewater streams including breweries, distilleries, dairy manufacturers and the sugar industry.

This report is essential reading for anyone involved with water management in the food and beverage industry:

- **Market forecasts and analysis**
Our global market size estimates and growth rates for water treatment in the food and beverage sector will show you the extent of the opportunities. Navigate the market with our analysis of market segmentation and key and emerging payers.
- **Create value from wastewater**
Explore additional revenue sources for your business, including nutrient recovery, biogas and bioplastics.
- **Save money through efficient water management**
Discover how using the right technologies will help minimise process water requirements, or unlock opportunities to use treated wastewater as utility feed water and cleaning water.
- **Understand the market drivers**
Find out how water scarcity, regulations, corporate reputation and economic factors are shaping the market for innovative water treatment technology solutions.



WATER TECHNOLOGY MARKETS

Published
July 2009
Price:
£1,200/\$2,100

**Paper and CD-ROM
market report**

Key opportunities and emerging trends

The water sector is facing greater challenges than ever before: population growth, climate change, increased water scarcity, tougher environmental regulation, and dwindling public finances. As we confront these issues, the pipe, the pump and the valve are no longer enough to meet our needs – investment in new technologies has become crucial.

Water Technology Markets is your in-depth analysis of all the important developments and opportunities in this sector. It's essential reading for:

Water equipment suppliers: who is trying to steal your market share? How can you position yourself to make the most of new technology developments?

Engineers and contractors: what new technologies do you absolutely have to be aware of in order to stay ahead of the game? Where will you see the best growth in future?

Investors: beneath the hype, where are the real opportunities for investors in this sector? What are the risks and rewards?

Water utilities: which new technologies can radically alter your cost base, and what is their actual potential?



The report divides in to five main sections:

- 1) **Market Overview:** How does the water technology market work, and how is it evolving?
- 2) **Market Drivers:** Where and why is innovation a necessity in the water sector, and what are the issues driving this change?
- 3) **Disruptive Technologies:** Which are the top ten technologies that are going to make the biggest difference?
- 4) **Growth Markets:** Where is the best growth in the water equipment supply market coming from? What are the dynamics of these markets?
- 5) **Water Technology Market Map:** How do the 3,000 companies which compete in the global water technology market fit together?

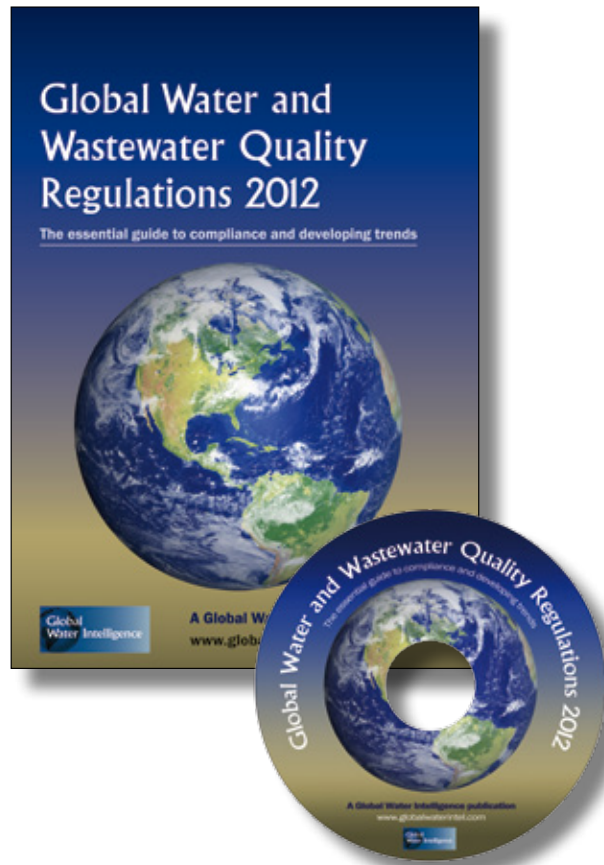
Also included are global market size estimates and growth forecasts for the three main growth areas: desalination & membrane separation, disinfection and infrastructure.

GLOBAL WATER & WASTEWATER QUALITY REGULATIONS 2012

Published
October 2011
Price:
£2,000/\$3,500

The essential guide to compliance and developing trends

Our latest report explains the regulations and policy developments that will have a direct effect on your business prospects globally. Understanding the basis of these regulations is crucial in identifying market size for water treatment technologies – not only does the need for compliance create opportunities for existing technologies in new sectors, but it drives innovation.



**Paper and CD-ROM
market report**

28 Country Profiles

Global Regulations 2012 brings you 28 country profiles, covering the drinking water, wastewater and reuse quality standards you need to meet. Each profile includes expert opinion on future regulatory scenarios, plus an overview of water in industry.

Every country profile includes:

- **Regulatory framework for drinking water, wastewater discharge and reuse**
- **Drinking water quality regulations**
- **Municipal and industrial wastewater quality regulations**
- **Water reuse regulations**
- **Implementation of regulations and compliance**
- **Water in industry**
- **Future regulatory scenario and conclusions**
- **List of laws, standards and policies – both in their native language and English**

CD-ROM database of regulated substances in drinking water and wastewater

We provide exhaustive data on around 300 regulated substances in 28 countries, showing you the maximum levels allowed before water can be considered potable or suitable for discharge or reuse. Substances include the most commonly controlled:

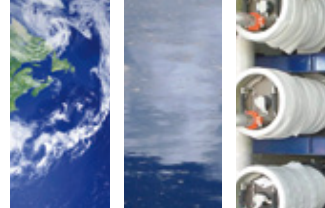
- **BOD₅**
- **COD**
- **Nitrogen**
- **Phosphorus**
- **Escherichia coli**

Exploring the trends that could affect your business

We help you prepare for the future by pointing out the developing trends in water and wastewater regulation for all 28 countries covered in the report, including:

- **The piloting of Pollution Discharge Licenses in China**
- **The effects of the 'zero discharge' concept on regulation in Brazil**
- **How EU member states will meet the challenges of the Urban Waste Water Treatment Directive**

There is also a global overview of emerging trends that will drive regulation over the coming years, including: quality standards for toxic chemicals and EDCs; effluent quality, energy consumption and carbon footprint; decentralised sanitation and reuse systems; water and wastewater safety plans.

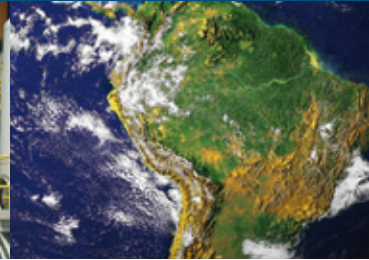


This is essential reading for:

- **Water technology companies** – find out how the need to comply with regulation creates opportunities for innovative water treatment and reuse technologies
- **Monitoring equipment providers** – match your expertise with our database of regulated substances, and expand into new markets
- **Policy makers and water utilities** – find detailed examples of organizational structure and policy development that can help you deal with issues in your home market
- **Contractors and Investors** – determine the risk of non-compliance and understand how regulation drives the market

We provide in-depth profiles of 28 countries:

- | | | |
|------------------|---------------------|---|
| Argentina | Indonesia | South Korea |
| Australia | Italy | Spain |
| Brazil | Malaysia | Tunisia |
| Canada | Mexico | UAE |
| Chile | Morocco | UK |
| China | Oman | USA (with special focus on Pennsylvania, Texas and California) |
| Egypt | Poland | |
| France | Russia | |
| Germany | Saudi Arabia | |
| Hungary | Singapore | |
| India | South Africa | |



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Subscription Products

- Global Water Intelligence (GWI)**
12 month subscription: £795/\$1,390
- Water Desalination Report (WDR)**
12 month subscription: £290/\$500
- DesalData.com**
12 month subscription: £2,200/\$3,850
- American Water Intelligence**
12 month subscription: \$900

Market Intelligence Reports

- Industrial Desalination and Water Reuse:**
£2,000/\$3,500
- Global Water Market 2011:** £2,000/\$3,500
- Produced Water Market:** £2,000/\$3,500
- Water for Mining:** £2,000/\$3,500
- Water for Food & Beverage:** £2,000/\$3,500
- Water Technology Markets:** £1,200/\$2,100
- Global Water & Wastewater Quality Regulations 2012:** £2,000/\$3,500

*All dollar prices quoted are US dollars
We also accept payment in Singapore dollars - please contact us for further information



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