



GWI Business Insight SEMINARS

Desalination

Private Finance for Water

Two unique opportunities from **Global Water Intelligence**

At **SIWW** July 2012

Why the Business Insight Seminars?

Move to the cutting edge of innovation: understand the new approaches that determine success in the water business today

Discovering new markets and opportunities: with privileged access to GWI's insight into the trends and future prospects

More than just training: exclusive professional seminars to sharpen your competitive instincts

Organised by:



In association with:



**Early bird discount offer
ends 15 June 2012!**

See booking form for details →

Desalination – Technology and Market Trends



Tom Pankratz
Water Desalination
Report Editor

The desalination market is evolving rapidly as competition in the market intensifies. This two day seminar led by *Water Desalination Report* editor Tom Pankratz will keep you ahead of the crowd. We review new technologies in development, examine the emerging desalination needs of the energy and mining industries and present case studies outlining the latest innovation in practise. Supported by Consolidated Water COO John Tonner and *GW* publisher Christopher Gasson the seminar will also provide up-to-date market forecasts and competitor analysis for both the industrial and municipal desalination markets.



John Tonner
COO Consolidated
Water

Our Desalination seminar covers in depth questions:

- Do you know which intake and outfall techniques are considered BAT (best available technology)?
- How would you design a SWRO plant if electricity costs were 5 times higher at night?
- Is it really possible to desalinate seawater for less than \$1 per cubic meter?
- If so, why does it cost some plants more than \$5 per cubic meter?
- How can you make a 242,000 m³/d SWRO plant invisible?
- Which pre-treatment system is most reliable?
- Can fast-track SWRO be done affordably?
- Is it possible to double the capacity of a operating desal plant?



Christopher
Gasson
GW Publisher

What our delegates say:

We really got lot of knowledge about sea water desalination market through this course. Thanks a lot

V. Madhavanunni, VA Tech Wabag Limited,

An impressive event that gave me the opportunity to learn more about desalination and get to know more people in the industry.

Yong Jin, Lubrizol Specialty Chemicals (Shanghai) Co., Ltd.

Really fruitful and informative

Tan Yu Ming (Mr), Hyflux Engineering Pte Ltd,

Who should attend?

Contractors

Consultants

Offtakers

Water utilities

Suppliers

O & M personnel

Researchers

The Desalination Timetable

| Day 1: Wednesday 4 July - Issues | |
|----------------------------------|---|
| 8:30-9:00 | Registration |
| 9:00-9:15 | Welcome and Introduction |
| 9:15-10:00 | Desalination Market Dynamics Christopher Gasson, <i>Global Water Intelligence</i> - Industrial and municipal desalination markets |
| 10:00-10:15 | Q & A |
| 10:15-10:45 | Coffee break |
| 10:45-11:45 | New Desalination Technologies <ul style="list-style-type: none"> • Semi-permeable membranes • Advances in biofouling |
| 11:45-12:30 | Q & A and discussion |
| 12.30-13:30 | Lunch |
| 13:30-14:15 | Industrial Desalination and Reuse Markets Christopher Gasson, <i>Global Water Intelligence</i> |
| 14:15-15:00 | Desalination in Oil & Gas <ul style="list-style-type: none"> • Innovations in plant construction |
| 15:00-15:15 | Coffee break |
| 15:15-16:45 | Desalination in Mining |
| 16:45-17:15 | Q & A and discussion |
| 17:15 | Close |

| Day 2: Thursday 5 July - Case Studies | |
|---------------------------------------|--|
| 9:00-10:00 | The Issues |
| 10:00-10:45 | Perth 2 |
| 10:45-11:00 | Coffee break |
| 11:00-11:45 | Kindasa, Saudi Arabia/ Fujairah, UEA/ Al Dur, Bahrain |
| 11:45-12:30 | Sorek, Israel |
| 12:30-13:00 | Q & A and open panel discussion |
| 13:00-14:00 | Lunch |
| 14:00-14:30 | Transport to SingSpring Desalination facility |
| 14:30-16:30 | Desalination facility tour |
| 16:30-17:30 | Networking drinks |
| 17:30-18:00 | Transport back to Marina Bay Sands |

Desalination Business Insight seminar leaders:

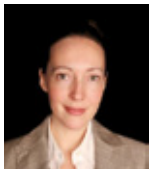
Tom Pankratz

Tom Pankratz is an independent desalination consultant and Editor of GWI's weekly *Water Desalination Report*. Formerly a director of corporate projects with US Filter/Veolia and Vice President with CH2M Hill, he now serves on the Middle East Desalination Research Centre's advisory council, the WHO desalination technology committee, and the AWWA Desalting committee.

John Tonner

John Tonner is COO of Consolidated Water and has worked in the desalination industry since 1985 with a focus on the design, manufacture and operation of membrane and thermal processes. He is widely known for his work related to thermal processes as well as reverse osmosis and membrane technology. As a partner in a leading desalination consultancy, he has provided advisory services and due diligence oversight services for some of the largest desalination projects in the world.

Private Finance for Water – the Next Generation



Olivia Jensen
GWI Asia Editor

In the wake of the global financial crisis, governments around the world are looking to the private sector to provide the capital for water infrastructure. It could be the beginning of a rapid market expansion to match the boom that the industry enjoyed during the 1990s. This seminar, led by GWI Asia Editor Dr Olivia Jensen, reviews the deal structures and privatisation models that will lead the second wave of public private partnerships in water. With input from industry experts, including GWI publisher, Christopher Gasson, the seminar will also identify market opportunities and provide all the relevant metrics.



Frederic Blanc-Brude
Research Director
EDHEC-Risk
Institute
Singapore

The seminar is supported by Singapore's national water agency PUB, one of the world's leading water utilities and contracting authorities for PPPs.



Christopher Gasson
GWI Publisher

Our Private Finance seminar covers in-depth questions:

- How can you raise limited recourse finance under current market conditions?
- What are the best sources of concessional finance for water projects?
- Can viability gap funds really make projects bankable?
- Which foreign water companies are flourishing in China? Can their strategies be replicated?
- Are markets in the Middle East already recovering from political instability?
- Why include guarantees in the financing package?
- What is the fastest growing water market in Asia and the Middle East?
- How many PPP deals are going to be launched in the next two years?

Who should attend?

EPC contractors
Investors and financiers
Water utilities
Government officials, policy makers
Lawyers

Private Finance for Water seminar leaders:

Dr. Olivia Jensen is the Asia Editor of *GWI* and has been working on public and private projects in the water sector for the last ten years. She has taught at the London School of Economics and East China Normal University in Shanghai and on the professional Masters programme of ESSEC Business School. Olivia has published extensively on the Asian water sector and PPP. She holds a PhD in Economics from the London School of Economics and an MA from Oxford University.

Dr. Frederic Blanc-Brude is Research Director at EDHEC-Risk Institute in Singapore. He is a specialist in infrastructure finance and holds a PhD in Finance from King's College London.



The International Project Finance Association (IPFA) is a non-profit trade association for promoting and representing the interests of private companies and public sector organisations in Project Finance and Public Private Partnerships (PPPs) throughout the world.

Visit the IPFA website at: www.ipfa.org.

The Private Finance Timetable

| Day 1: Wednesday 4 July | |
|-------------------------|--|
| 08:30-9:00 | REGISTRATION OPENS |
| 9:00-9:30 | WELCOME & INTRODUCTION <i>Dr. Olivia Jensen, Global Water Intelligence</i> THE FRAMEWORK <ul style="list-style-type: none"> • Key parameters in privately financed projects: revenue streams, sources of capital, ownership • Making deals • Managing projects over the long-term |
| 9:30-10:15 | BIG TRENDS <ul style="list-style-type: none"> • High-growth markets • Legal and regulatory changes • Emerging players • New sources of finance |
| 10:15-10:45 | COFFEE BREAK |
| 10:45-11:30 | PROJECT DESIGN <i>Mr. Daniel Lambert (Water Management and Engineering Leader, South East Asia) – Arup</i> <ul style="list-style-type: none"> • Role of technical consultants • Interaction between technical, financial and legal advisors • Differences between PPPs in Middle East/Asia and OECD • Project case studies |
| 11:30-12:15 | DEAL STRUCTURE: THE LEGAL PERSPECTIVE <i>Mr. James Harris (Managing Partner, Singapore) and Mr. Julien Reidy (of Counsel) – Hogan Lovells</i> <ul style="list-style-type: none"> • The tendering process • How to get to commercial close • Achieving financial close • Key documents • Project case study |
| 12:15-12:30 | PANEL QUESTION AND ANSWER |
| 12:30-13:30 | LUNCH |
| 13:30-14:15 | PROJECT FINANCE <i>Dr. Frederic Blanc-Brude, EDHEC</i> <ul style="list-style-type: none"> • Off balance-sheet financing • Local v. international finance • Refinancing • Financing trends for Asian projects |
| 14:15-15:00 | PROJECT FINANCE FOR WATER <i>Philippe Wind (Senior Expert) – McKinsey</i> <ul style="list-style-type: none"> • Attracting finance • Proven project structures • Case studies |
| 15:15-15:30 | COFFEE BREAK |
| 15:30-16:15 | GLOBAL PPP MARKETS <i>Christopher Gasson, Global Water Intelligence</i> <ul style="list-style-type: none"> • Performance in 2011 • Forecasts |

| | |
|-------------|---|
| 16:15-17:00 | TARGET MARKET: THE GULF <ul style="list-style-type: none"> • The IWPP model • Policy and regulatory developments • Industry leaders • Project case study |
| 17:00-17:15 | PANEL QUESTION AND ANSWER |
| 17:15 | CLOSE |

| Day 2: Thursday 5 July | |
|------------------------|--|
| 9:00-9:45 | TENDERING AND MANAGING PPPs: THE PUBLIC SECTOR PERSPECTIVE <i>Mr. Hian Hai Ong (Deputy Director, Best Sourcing) – PUB Singapore</i> <ul style="list-style-type: none"> • Singapore's approach • Success factors • Project case study |
| 9:45-10:30 | TARGET MARKET: CHINA <ul style="list-style-type: none"> • Legal framework • Competitive environment • Market drivers • Project case study: Shanghai Pudong |
| 10:30-11:00 | COFFEE BREAK |
| 11:00-11:45 | CONTRACTS IN ACTION <i>Mr. Perry Rivera (Director, Corporate Strategy and Development) - Manila Water</i> <ul style="list-style-type: none"> • The concession model • Project case study: Manila • The performance-based contract • Project case study: Ho Chi Minh City |
| 11:45-12:30 | TARGET MARKET: INDIA <ul style="list-style-type: none"> • Political and policy context • Emerging contractual models • Overcoming challenges • Project case study: Nagpur |
| 12:30-13:00 | PANEL DISCUSSION: STRATEGY Strategies to enter markets in the Middle East, North Africa and SE Asia |
| 13:00-13:45 | LUNCH |
| | OPTIONAL SITE VISIT TO SINGSRING (JOINT VISIT WITH DESALINATION SEMINAR) |
| 14:00-14:30 | Transport to plant site |
| 14:30-16:30 | Tour of desalination facility |
| 16:30-17:30 | NETWORKING DRINKS |
| 17:45-18:15 | Transport back to Marina Bay Sands |

GWJ Business Insight Seminars

Organiser:

Global Water Intelligence (GWI) is a publishing firm that focuses on developments in the worldwide water industry. It has been producing market-leading analysis of the international water industry since 2002. The company prides itself on providing must-have information to the water sector and has forged relationships with key players in the industry.

The Singapore International Water Week (SIWW) is the global platform for the sharing and co-creation of innovative water solutions. Comprising the *Water Leaders Summit*, *Water Convention*, *Water Expo* and *Business Forums*, it culminates in the presentation of the *Lee Kuan Yew Water*

Prize, a prestigious international water award to recognize outstanding contributions towards solving global water problems. For more info, please visit: www.siww.com.sg

Christopher Gasson is a leading authority on water finance and markets. After a degree in politics and economics at Oxford University, he worked as a financial journalist and in corporate finance, before acquiring Global Water Intelligence in 2002. Over the past ten years, he has published a number of specialist reports on the water sector, including *Water Reuse Markets 2005-2015*, *Desalination Markets 2010*, and *Global Water Market 2011*.

GWJ Business Insight
SEMINARS

Booking Form

- Desalination Business Insight Seminar 2012**
I would like to register _____ delegate (s) (registration fee includes documentations, lunch and refreshments during the course) at the **Early Bird discount price of £800 (\$1,400) per delegate available through 15 June 2012**. Price from 16 June: £900 (\$1575)

- Private Finance Business Insight Seminar 2012**
I would like to register _____ delegate (s) (registration fee includes documentations, lunch and refreshments during the course) at the **Early Bird discount price of £800 (\$1,400) per delegate available through 15 June 2012**. Price from 16 June: £900 (\$1575)

Note: Delegates from Singapore may pay in Singapore dollars. Business Insight Seminar 2012 Early Bird discount price of Sing \$1640 through 15 June 2012. Full price of Sing \$1845 from 16 June.

Title
Name
Job Title
Company name
Address
.....
.....
Zipcode/postcode
Email
Telephone

Refund policy in case of cancellation:

Before 15 June: **50% refund**
From 16 June: **No refund**

For any queries about the course content, please contact Gina Rowland at growland@globalwaterintel.com

Payment

Please indicate currency:

£ Sterling US Dollars Singapore Dollars

I enclose a check payable to **Media Analytics Ltd.**

Please Charge my credit card for _____

My card is Amex Visa Mastercard

Name on the card

Card number

Last 3 digits on reverse of card

Card expiry date

Signature

Date of purchase

Please send the completed registration form to:

**Gina Rowland
Media Analytics Ltd
The Jam Factory
27 Park End Street
Oxford OX1 1HU
Tel: +44 (0) 1865 204 208
Fax: +44 (0) 1865 204 209
Email: growland@globalwaterintel.com**

Or send it by fax to: +441865 204209

