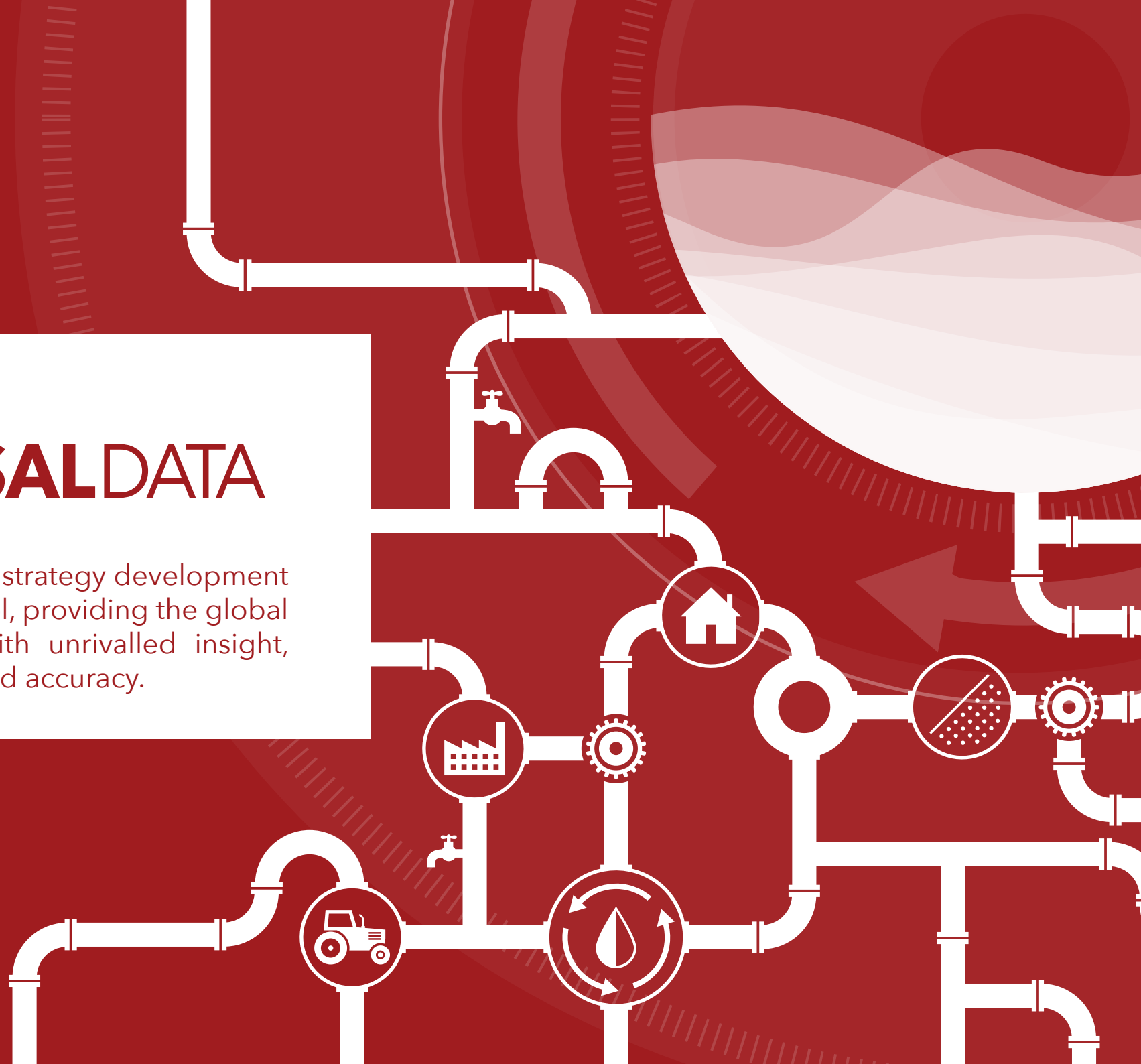


# QWí | DESALDATA

An essential forecasting, strategy development and market mapping tool, providing the global desalination industry with unrivalled insight, granularity and accuracy.



Desalination activity happens in short bursts and involvement at the earliest stage is essential to get ahead of the competition. GWI DesalData's continuous tracking of project activity and quarterly forecast updates equip you with both the intelligence and resources you need to capture new opportunities as they emerge. It takes the guesswork out of your desalination market research and is built to create significant savings for businesses in research hours, consultancy costs and resources.

GWI DesalData provides a complete toolkit for building, validating and executing your desalination market strategy:



## **Project-powered forecasts:** Market metrics, size and growth rate data

The only desalination forecast tool built out of validated project data and references, the rigorous and transparent forecast model is based on historical, tracked and anticipated project data.

## **Desal market leads:** Live project tracker & actionable opportunities

GWI DesalData tracks 450+ planned projects and is updated twice a week. The project tracker documents project history, key contact details, and contractor and bidder information, so you can get involved in key projects at the earliest stage.



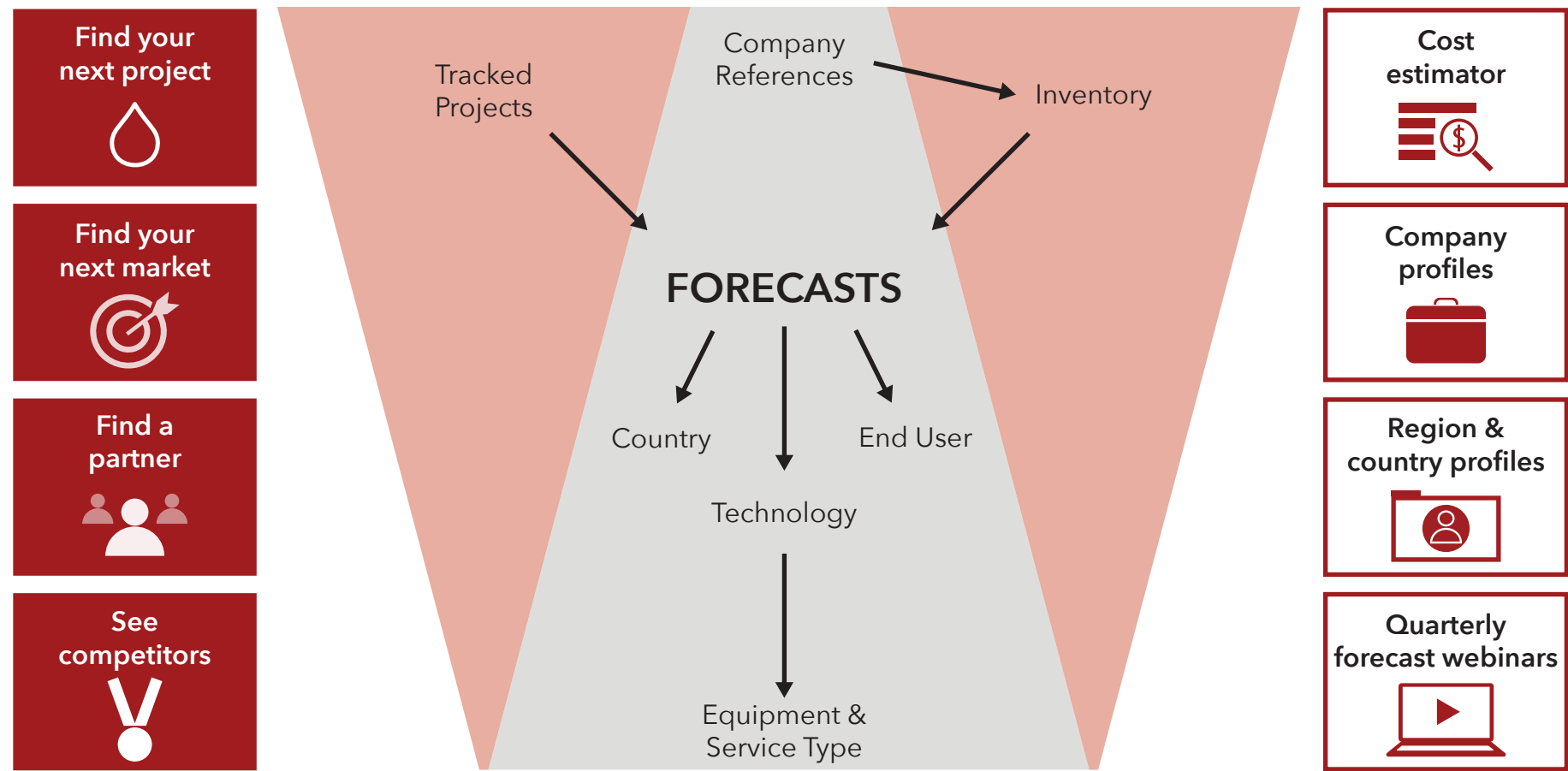
## **Competitor and market access intelligence:** Company profiles, M&A activity and project references

650+ company profiles for key market players, intuitively connected to the plants and projects database and country profiles. Assess market share, identify the key players active in your target market, find potential partners and monitor your closest competitors.



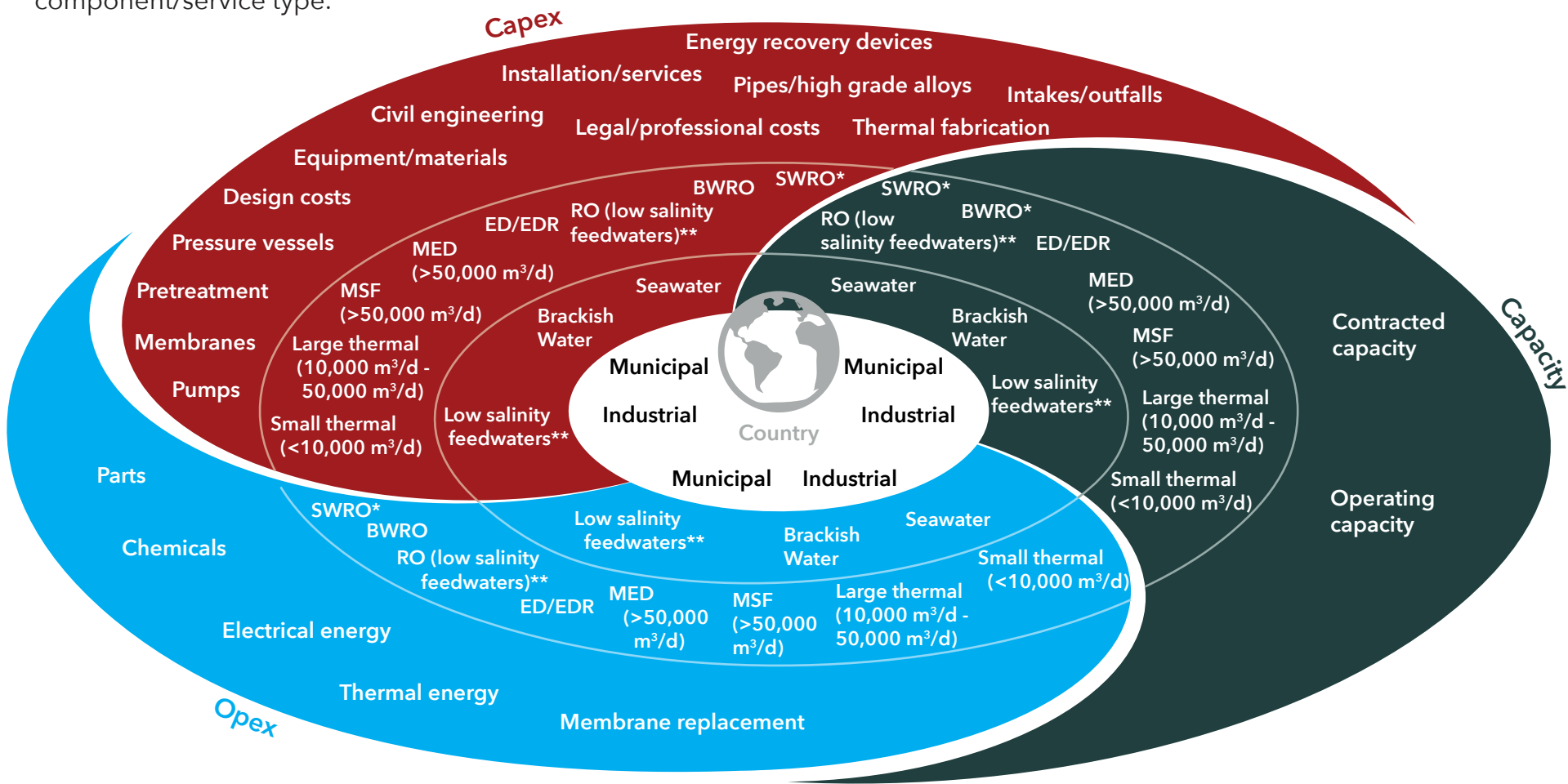
Build and verify your desalination market strategy with rigorous, trusted, data driven forecasts

GWIDesalData tracks 450+ planned projects and is updated twice a week. The project tracker documents project history, key contact details, and contractor and bidder information, so you can get involved in key projects at the earliest stage.



Find your next market: drill down into your markets with precision

Updated quarterly, GWI DesalData’s market forecasts offer a 360° view of the desalination market, allowing users to track and develop target markets globally as well as drill down into market data with precision by country, technology, end user and component/service type.



Download raw data into Excel to manipulate forecasts and understand the size of the market for your solution or service

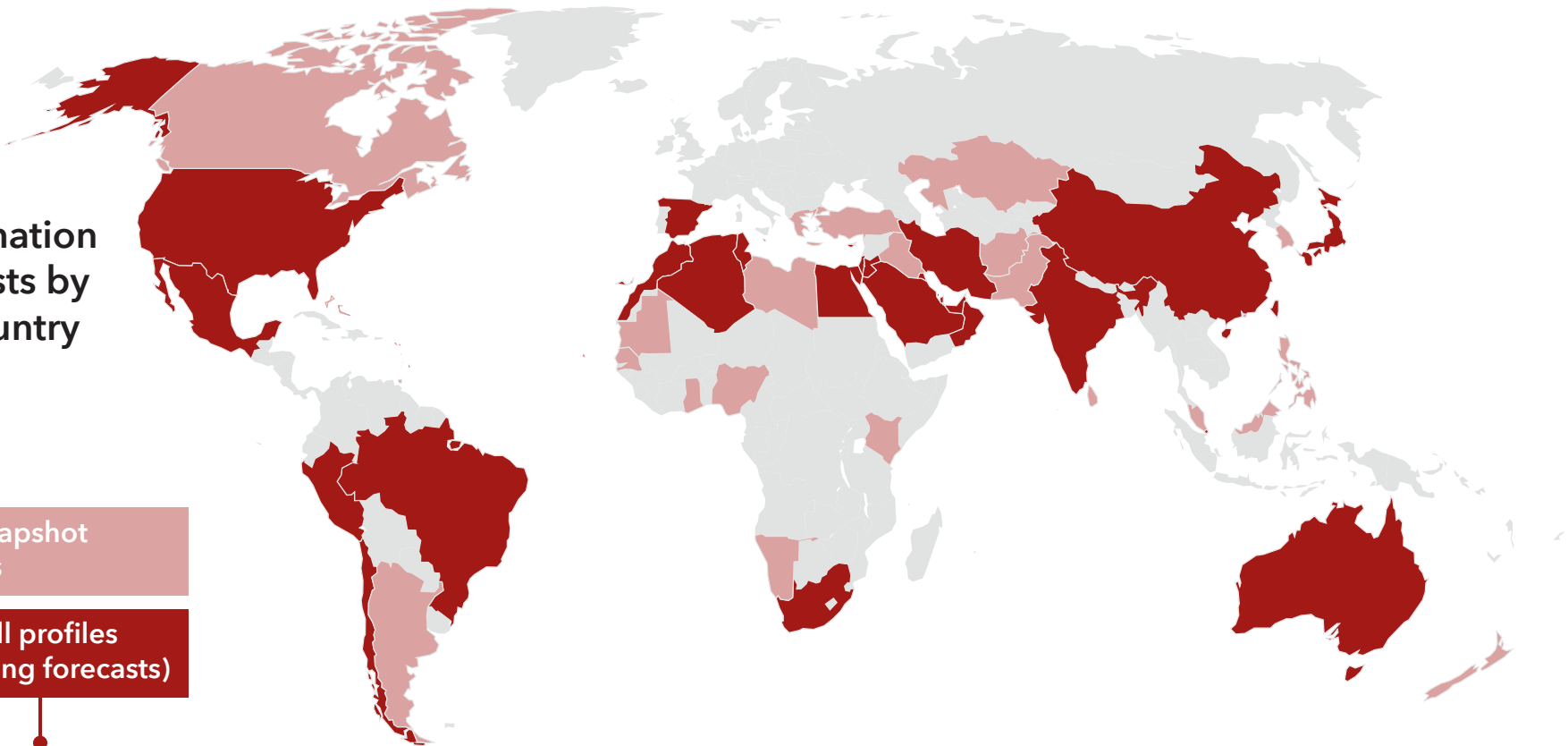
\* broken down by project size

\*\* includes wastewater, pure water, surface water

Dissect desalination  
market forecasts by  
region and country

25+ Snapshot  
profiles

25+ Full profiles  
(including forecasts)

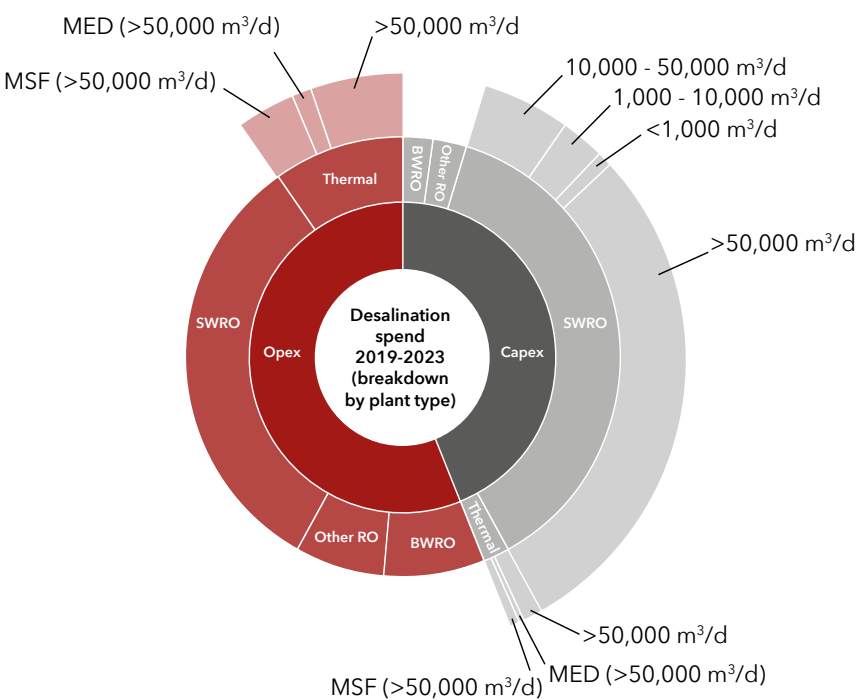
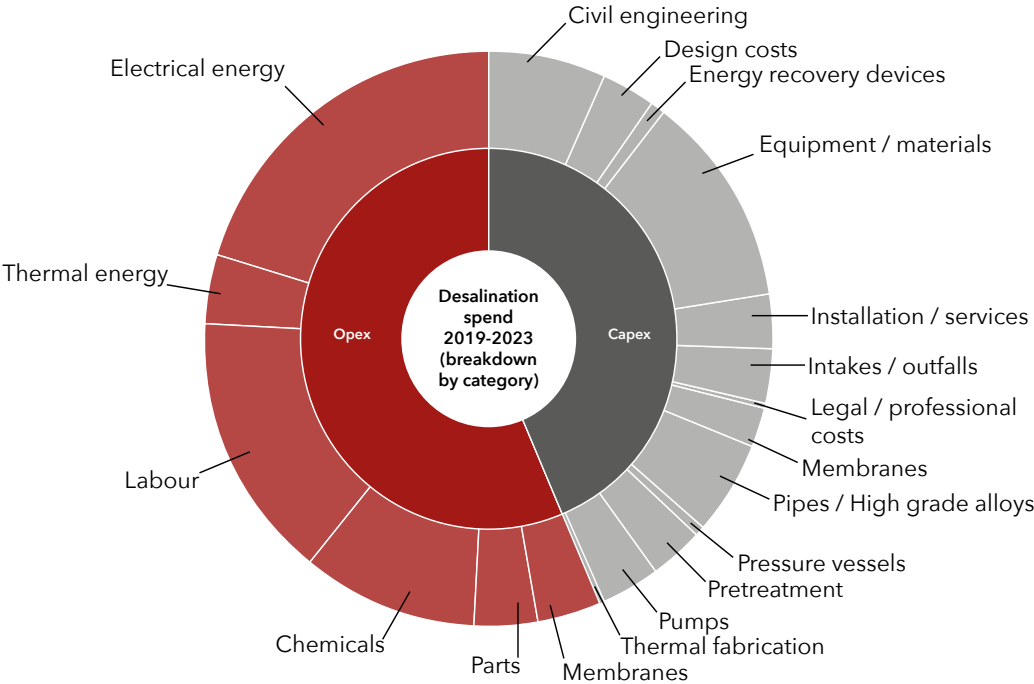


Asia / Pacific	Latin America	North America	Europe / Central Asia	Gulf	MENA
Australia	Brazil	United States	Cyprus	Bahrain	Algeria
China	Chile	Sub-Saharan Africa	Spain	Kuwait	Egypt
India	Mexico			Oman	Iran
Japan	Peru			Saudi Arabia	Israel
Singapore				United Arab Emirates	Jordan
Taiwan					Morocco
					Qatar
					Tunisia

The Forecast Hub: determine the direction of the desalination market at a glance

Key forecast charts and graphs provide critical top-level market insights harvested from the expansive GWI DesalData forecast datasets, so you can keep on top of your market segment without conducting regular, time-intensive market assessments:

- **Global forecasts and analysis** - charts include global capex, opex, contracted capacity and operating capacity forecasts alongside expert market analysis of key trends
- **Forecasting the development of key markets** - charts include expenditure by region, top markets by total desalination capex and opex, key seawater markets and key brackish water markets
- **Expert quarterly market forecast webinars** - led by the GWI DesalData Editor, these high value webinars dissect the most important market developments and analyse their impact on the market



Monitor desalination activity on a country and regional level

Bookmark and track your key markets. Country profiles include:

- **Key country-level data**  
Monitor current and forecasted capex, opex, contracted capacity and operational capacity
- **Comprehensive coverage of online, contracted and planned plants**  
Identify key clients and projects in your market with a full inventory of desalination plants, featuring detailed project-level data including contract type, technology type, technical specifications and key contractors and equipment suppliers
- **Live project tracker updates**  
Follow regional project opportunities before they are announced and track them to financial close, including client information and contact details

Example profile:  
Oman



Planned Plants

Project	Capacity (m³/d)	Technology	Latest tracker update
Barka 5 IWP	100,000	RO	An RFP has been issued, with a bid deadline of 15 October 2019. The intention is to award the project by the end of Q3 2019. Nine teams submitted statements of interest on 16 October 2018: 1) ACWA Power; 2) Suez Desalination; 3) GS Inima; 4) Hyflux/CGEC/Al Fairuz; 5) SUEZ IWP; 6) Veolia; 7) Utico/Aqualia/Majis. A team consisting of (technical) and DLA P&W is the client.
Ghubrah 3 IWP	300,000		An RFP is still pending for the project as approval from the authorities. The intention is to award the project by the end of Q3 2019, with an anticipated start of construction in early 2020. Teams were pre-qualified to bid: 1) ACWA Power; 2) Cobra/Aqualia; 3) Suez Desalination; 4) Marubeni; 5) Sembcorp; 6) SUEZ IWP; 7) Veolia.

Contracted Plants

Project	Capacity (m³/d)	Technology	Plant Status
Aseeiah Desal Plant	10,000	RO	Construction
Aseeiah IWP	80,000	RO	Construction
SUEZ IWP	40,000	RO	Construction
Utico Desal Plant	8,000	RO	Construction
Veolia IWP	120,000	RO	Construction
Veolia LLC	1,600	RO	Construction
Veolia IWP	250,000	RO	Construction

Latest news & Tracker updates

Tracker Updates – Oman

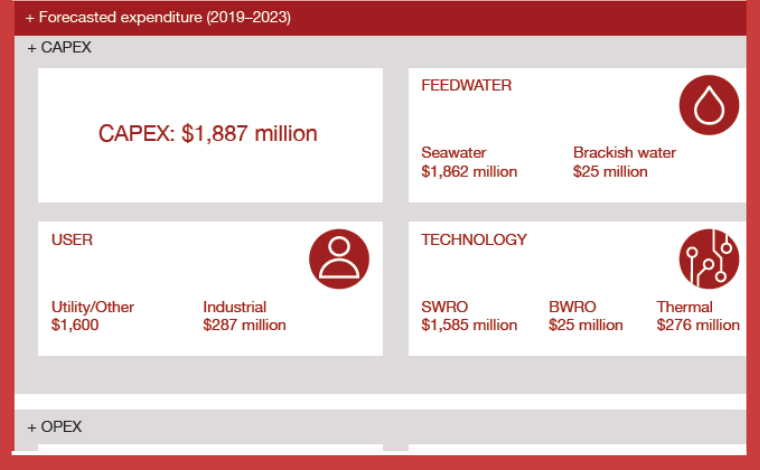
- 17 Jul 2019

**North Batinah IWP**

An RFP is scheduled for the third quarter of 2019. Nine teams submitted statements of qualification...
- 17 Jul

**Ghubrah 3 IWP**

An RFP is still pending for the project as approval from the authorities. The intention is to award the project by the end of Q3 2019, with an anticipated start of construction in early 2020.





Mapping the past, present and future of the world's desalination markets

GWIDesalData hosts the industry's most comprehensive database of desalination plants and projects dating back over 50 years, providing users with a sandbox of data for market-to-market benchmarking, custom research projects, and developing lead lists across the entire capex and opex value chain.

21,000+ desal projects & 1,200+ reuse projects collected over 30 years

At-a-glance data including award date, contract details, and technical specifications

Easily see additional phases and expansions at the same site

**Mirfa IWPP, Abu Dhabi**



**Project Details**

Status	Online
Award date	2014
Online date	2017
Capacity	140,000 m <sup>3</sup> /d
Location	Mirfa, United Arab Emirates
Technology	RO (Reverse Osmosis)
Project scope	Power/Desal Plant
Contract type	IWPP
Concession period	25 years

**Associated projects**

2581	Al Mirfa [1]
38804	Al Mirfa [1]

**Tracker updates**

**9 Oct 2014** The financial package supporting the deal has been concluded by developer GDF Suez and its partner ADWEA. The \$1.5 billion cost of the project will be met through a mixture of debt and equity. A consortium of thirteen local and international lenders provided the debt portion of the deal. \$500 million of this was accounted for by four domestic lenders: First Gulf Bank, National Bank of Abu Dhabi, Union National Bank and Abu Dhabi Commercial Bank. GDF Suez will hold a 20% stake in the project, with ADWEA initially holding the remaining 80%. Degremont will carry out the desalination contracting, under the aegis of the main EPC contractor: a consortium comprising Hyundai and Ansaldo Energia.

**4 Jul 2014** Gdf Suez has signed a 25-year power and water purchase agreement with ADWEA that will see the French developer take a 20% stake in the project company. ADWEA will initially hold the remaining 80% equity in the plant. Degremont will carry out the EPC work for the desalination portion of the plant. A source at GDF told GWI that it hoped to achieve financial close on the project before the end of 2014, with commercial operation slated to begin in 2016.

**19 Mar** Market rumours suggest that Solitz is planning to pull out of the developer partnership with Gdf Suez that had been the leading choice for the contract. Gdf Suez now has to decide whether to

**Technical Specifications**

Technology	RO (Reverse osmosis)
Output water	140,000 m <sup>3</sup> /d
System	Two Pass
Power consumption	3.55 kWh/m <sup>3</sup>

**Companies**

**Contractors Bidders**

Name	Role
ENGIE	Developer/co-developer
Degremont (now Suez)	EPC contractor (desal)
Ansaldo Energia	EPC contractor (power)
Hyundai Engineering & Construction Co., Ltd.	EPC contractor (power)
CH2M (now Jacobs Engineering)	Engineering Consultancy
Encoren Engineering	Engineering Consultancy
Parsons Brinckerhoff	Engineering Consultancy
Evers o.K.	Equipment Supplier: Desal (unspecified)
Energy Recovery, Inc.	Equipment Supplier: Energy Recovery Devices
Hydramatics	Equipment Supplier: Membranes (RO)
Chemical Process Piping Pvt Ltd	Equipment Supplier: Pipes (unspecified)

See bidder data on past and ongoing contracts

View EPC contractors, developers and equipment suppliers

This heatmap shows desalination projects across the world from DesalData's project inventory. The intensity of the colour corresponds to total desalination capacity in that area.

View key news and updates relating to projects



## Access unrivalled detail on desalination projects worldwide

View project details, search our projects database, or download project data to Excel. Search and filter by:

## Key details

- Country
- State/province (USA, China, India, Canada, Iran, Australia)
- Capacity
- Award date
- Online date
- Plant status (planned, construction, online, offline)
- Feedwater (seawater, brackish water, wastewater, brine, pure water, surface water)




## End user information

- Plant owner
- User type (municipal/ industrial)
- Industry type (electronics, food & beverage, metals, mining, oil & gas, power, pulp & paper, refining/chemicals, textiles)



## Equipment suppliers

- Membranes
  - Pretreatment
  - Pumps
  - Pressure vessels
  - Energy recovery devices
- 
- A white shopping cart icon on a dark background, containing three stacked boxes.



## Bidder information

- Prequalifiers
- Bid submissions



## Project developers



**EPC**  
**contractors**

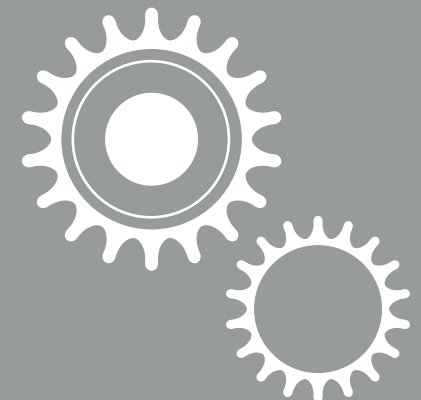
## Technical details

- Desalination technology
- Pretreatment technology
- ERD type
- RO configuration
- Energy consumption



## Financial details

- Contract type
- Estimated EPC cost
- Contract term
- Water tariff
- Developer consortium
- Project finance details (selected projects)



Updated twice a week

Find your next project: track and bid on upcoming desalination projects

500+ tracked projects - Slice by country, technology, industry, company & private sector involvement and identify where opportunities for construction tenders are emerging.

Search for projects in the planning and procurement stages, or use the tool to search the entire projects inventory

Search Projects

Plant/Project Name

Plant Status

☐ Toggle All

☒ Planned

☐ Construction

☐ Online

☐ Presumed Online

☐ Offline (Mothballed)

☐ Offline (Decommissioned)

☐ Presumed Offline

☐ On Hold

☒ Cancelled

Capacity (m³/d)

Min 0 1,000,000 Max

Contract Year

From 2019 2024 To

Online Year

From 2019 2026 To

Region / Country

☐ Toggle All

☐ Asia / Pacific

☐ Europe

☐ Caribbean

☐ Latin America

☒ MENA

☐ North America

☐ Sub-Saharan Africa

Technology

☐ Toggle All

☒ Reverse osmosis (RO)

☐ Multi-stage flash (MSF)

☐ Multi-stage distillation (MED)

☐ Vapour compression (VC)

☐ Electrodialysis / Electrodialysis Reversak (ED/EDR)

☐ Nanofiltration (NF)

☐ NF / Sulphate Removal (NF/SR)

☐ Membrane Distillation (MD)

☐ Forward osmosis (FO)

☐ Other / Unknown

Feedwater

☐ Toggle All

☒ Seawater

☐ Brackish water

☐ Waste water

☐ River / low concentration

☐ Pure / tap water

☐ Brine

Customer Type

☐ Toggle All

☐ Industry

☒ Municipal

☐ Other

Company Name

☐ EPC Contractor ☐ Bidder

☐ Holding Company

☐ Any Project Role

Filter by key project participants to gauge their market share and track record

180 projects updated in 2020:

Over 20 million m³/d in capacity

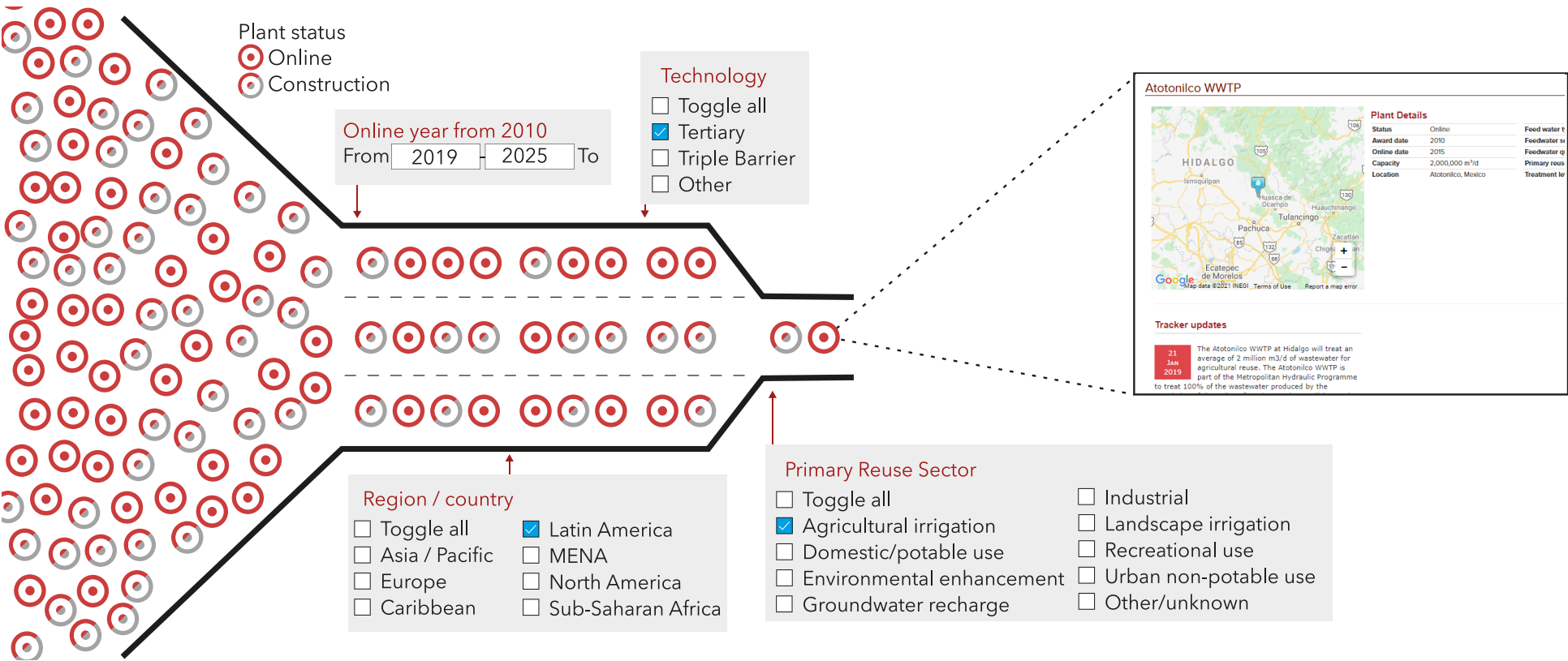
Over 4 million m³/d in tracked project awards

(data as of 10 February 2021)

10

## Stay on top of the global water reuse industry with a brand new project inventory

An inventory of over 1,200 water reuse projects, either under construction or commissioned since 2010. Filter by plant status, capacity, region, country, technology & primary reuse sector for a granular view of the reuse market.



## QW<sup>i</sup> MARKET FOCUS DECK: DESALINATION & REUSE MARKETS

Published annually, this market report zones in on the key desalination and reuse markets, featuring detailed analysis on their unique market dynamics and detailed forecasts providing a clear idea of where to position your business for growth. A DesalData subscriber exclusive, this report offers a snap-shot of the market presenting you with timely analysis to help you understand what is going on in the market.

Map the competitive landscape of your key markets: scope out your potential partners, competitors and future customers

Search Companies

Search Name

Filter by:

HQ Country

RegionCountry

References

RegionCountry

Click to expand...

ALL

+ Developer/co-developer

ALL

+ Offtaker

ALL

+ Engineering services

ALL

+ Plant supplier

ALL

+ O&M contractor

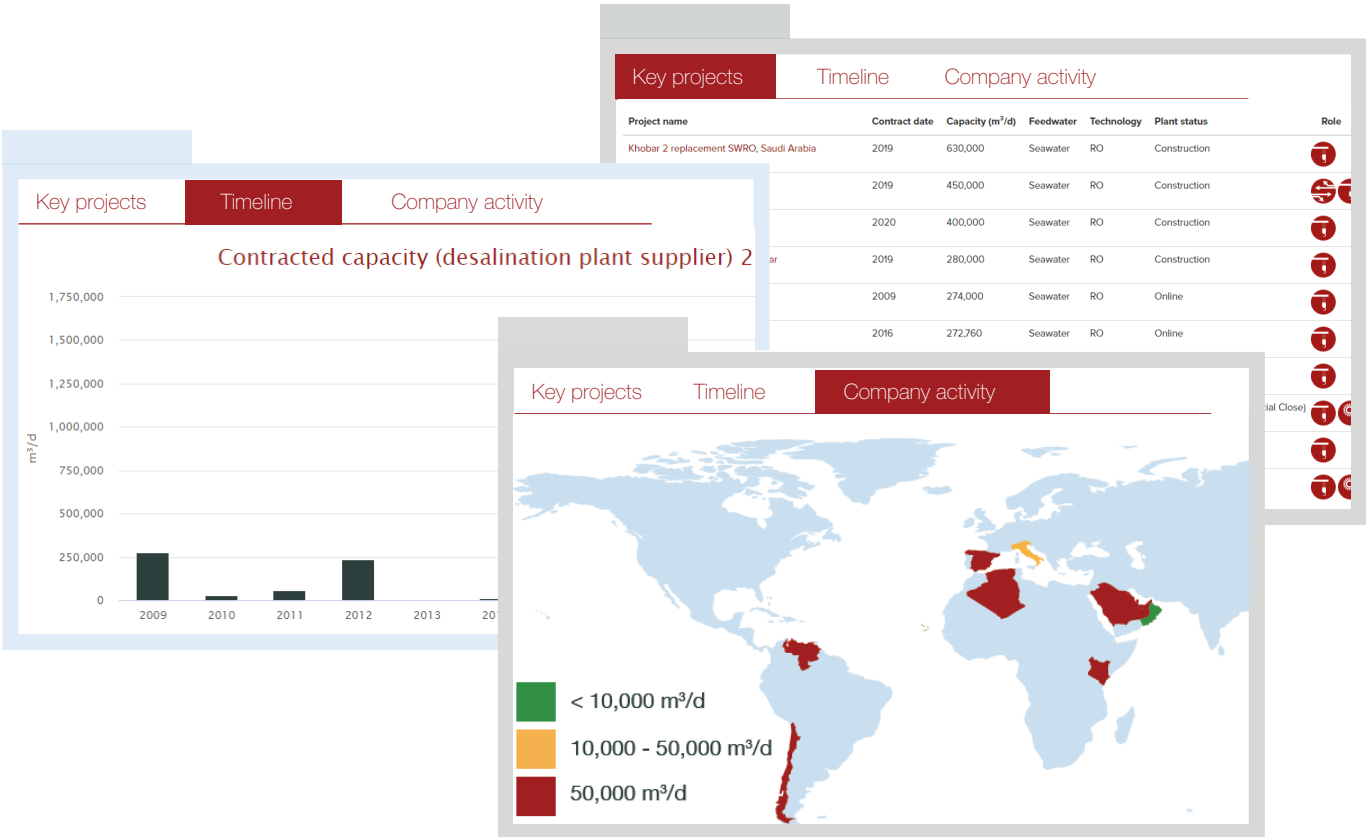
ALL

+ Equipment supplier

ALL

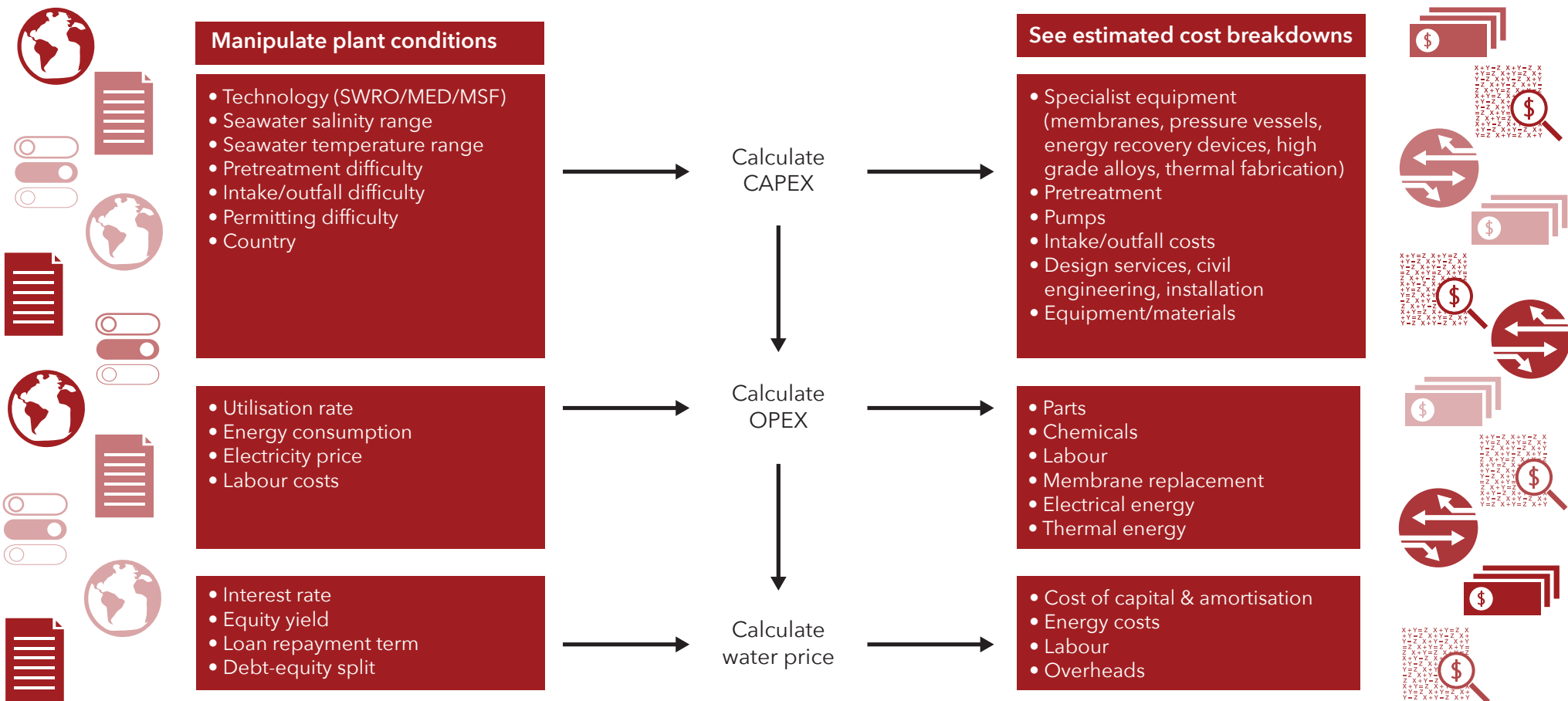
Outwit the competition and establish your market position with GWI DesalData's in-depth profiles for all key players involved in desalination. Search company profiles by name, country, region and project role. Profiles include:

- Project references and contract bids by company**  
Detailed project-by-project data includes company role, country, award year, capacity, technology, project status and feedwater
- Company structure and M&A activity**  
Analyse the corporate strategies of your key competitors and potential partners
- Competitor intelligence data**  
Intelligence includes key expertise, total contracted capacity by region, timeline of contract wins and key project awards



Drill down into desalination value chain with capex, opex and water price calculations

Perfect tool to inform early-stage cost estimates for investors and engineers. See how money is spent in a typical seawater desalination project, and how different variables affect the final cost of desalted water.



New GWI DesalData updates for 2021

GWI DesalData is continuously improving and expanding its depth of coverage of the desalination market, here are just some of the planned feature launches:



Q4 forecast update



Annual market report



Water reuse inventory



Technology section



Overview of the prevalent technologies in desal, and current adoption trends

Cost estimator update



Oct 2020  
33rd Desalting Plant Inventory released:  
6.4 million m<sup>3</sup>/d of new contracted capacity

What do our subscribers say?

“

GWl DesalData helps us track the status of global de-salination projects along with key project information. It gives us access to information that we would find difficult to get on our own. If the desalination market is very important for your business and for market research, I would recommend subscribing to GWl DesalData.

Hyejin Ko, LG Chem

“

DesalData is a great tool for our sales and marketing team to help guide our company’s desal focus for new business. The global news updates, database search, and market analysis provided in forecast webinars give valuable insight to the global market and key trends.

Alisha Cooley, FEDCO

“

Informative, inclusive and insightful. The only website you need to subscribe to if you are working on the desalination sector.

Nagy Elashmany, Alireza

Just some of our subscribers:





## What does a GWI DesalData subscription include?

### Quarterly forecast updates

Stay on top of market developments



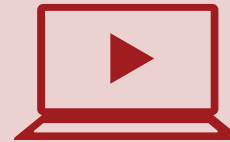
### Key markets at a glance

Key forecast charts provide crucial market insights



### Forecast webinars

Expert insight into key market trends



### Download raw data into Excel

Manipulate project data & forecasts according to your area of interest



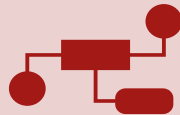
### Live project tracking

Hear about upcoming projects before official announcements



### Plant and project inventory

Comprehensive desalination plant directory spanning over 50 years



### Cost estimator

In-depth, customisable capex & opex breakdowns



### Dedicated account support

Expert assistance to get the most out of your subscription



**Book your demo today** at [www.desaldata.com](http://www.desaldata.com)

To discuss DesalData with an advisor, contact [salesteam@globalwaterintel.com](mailto:salesteam@globalwaterintel.com)



Learn more about GWI DesalData at [www.desaldata.com](http://www.desaldata.com).  
Get in touch at [sales@globalwaterintel.com](mailto:sales@globalwaterintel.com) or call us at +(0)1865 204 208  
to arrange your free personalised demonstration.

[www.desaldata.com](http://www.desaldata.com)