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### **SUEZ Water Strategy Breakdown: Integrating its Portfolio of Industrial Solutions**

September 2018

# Summary

## Background

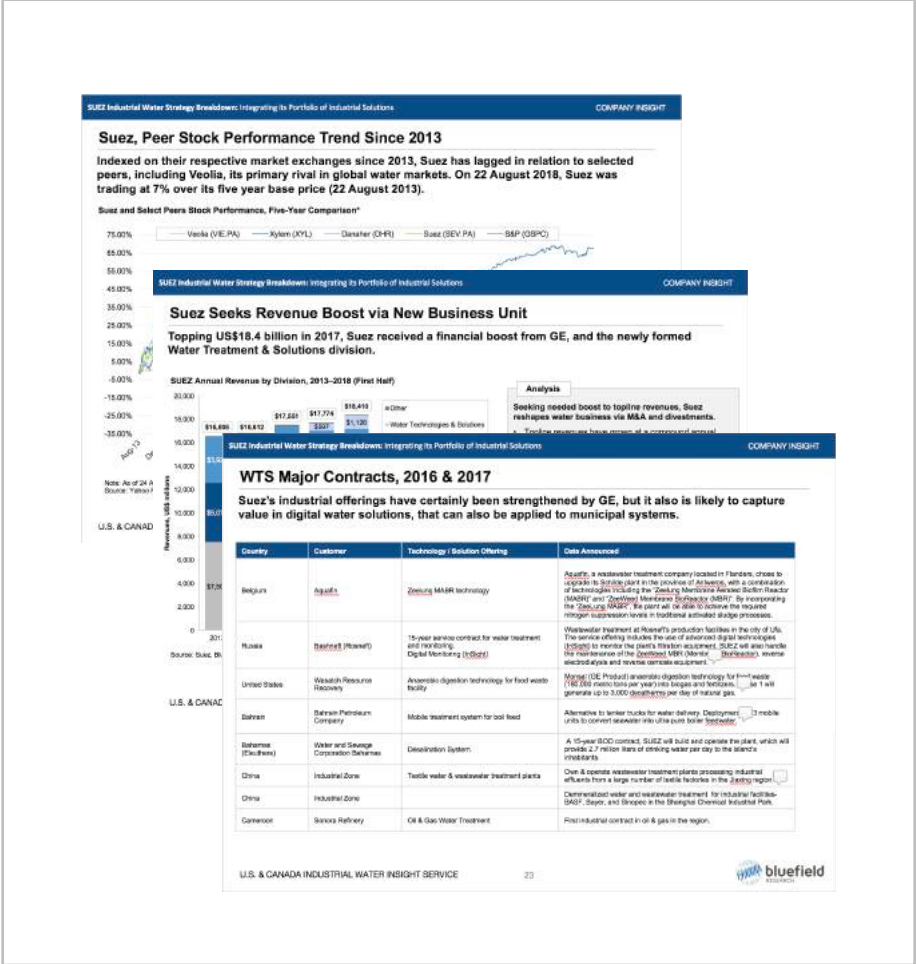
Suez is the second largest water services provider by revenues, globally, behind Veolia. The Paris-based company has a long track record in providing water, wastewater, and stormwater solutions, including municipal service concessions, operations and maintenance contracts, and industrial water management services. Even with its scale, geographic presence, and experience, the company faces headwinds in select markets, forcing it to strategically adjust.

The company has mitigated some of these challenges, including an increased focus on industrial customers, digital water solutions, and a bolstered presence in North America. This shift has manifested itself largely through M&A for industrial-focused products and services companies.

Most significantly, the 2017 acquisition of GE Water Process & Technologies for US\$3.2 billion, of which a 30% is owned by Caisse de dépôt et placement du Québec (CDPQ), significantly boosts the firm’s industrial customer base and digital capabilities. While Suez scored on the opportunity– catalyzed by General Electric’s corporate restructuring– integration of a broader range of technology, product and service capabilities are playing-out. A significant challenge going forward will also be to dovetail the two corporate cultures, geographic centers of control, and acquired capabilities.

Increasing deployment of digital solutions is expected across all sectors, including industrials. The activity will likely center on GE’s InSight platform, and strengthened by smaller acquisitions– Driplex and Hydrelis. Suez Ventures has also made a number of investments into digitally focused companies.

This Company Insight, which draws from Bluefield’s *U.S. & Canada Industrial Water Insight Service* and Suez’s financial reports, analyzes the company’s transition into a public company, including an increasing role in the global water sector.



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### Companies Mentioned

- |                                   |                                   |
|-----------------------------------|-----------------------------------|
| • ADHQ Engineering                | • Kurita                          |
| • Aqua Enviro Limited             | • Optimatics                      |
| • B&V Group                       | • Pentair                         |
| • Clariant                        | • Poseidon                        |
| • Danaher                         | • Process Group                   |
| • Derceto                         | • Prodeval                        |
| • Driplex                         | • QTS Environmental               |
| • Ecolab                          | • Rowe                            |
| • Evoqua                          | • Sentinel Water Holdings Limited |
| • GE Water Process & Technologies | • Solenis                         |
| • Hydrelis                        | • Veolia                          |
| • Hydromodel Host                 | • Wells Water Group               |
| • Kemira                          | • Xylem                           |

This Company Insight draws from Bluefield’s U.S. & Canada Industrial Water Insight Service and analyzes SUEZ’s water strategy, as it has grown and took on a greater role in the U.S. & Canada water sector. To learn more, visit [www.bluefieldresearch.com](http://www.bluefieldresearch.com)

# Order Form

## SUEZ Water Strategy Breakdown: Integrating its Portfolio of Industrial Solutions

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Global companies across the value chain are developing strategies to capitalize on greenfield opportunities in water – new build, new business models, and private investment. Bluefield Research supports a growing roster of companies across key technology segments and industry verticals addressing risks and opportunities in the new water landscape.

Companies are turning to Bluefield for in-depth, actionable intelligence into the water sector and the sector's impacts on key industries. The insights draw on primary research from the water, energy, power, mining, agriculture, financial sectors and their respective supply chains.

Bluefield works with key decision-makers at utilities, project development companies, independent water and power providers, EPC companies, technology suppliers, manufacturers, and investment firms, giving them tools to define and execute strategies.

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