

Publication Date: December 2013

- 150-page PDF Report
- Exhibit Data Provided in MS Excel
- Global Market Forecast to 2018
- Top 50 Ownership Rankings
- 60 In-depth Ownership Profiles
- 50 Country Markets Analyzed
- >60M m³/day Capacity Analyzed

BLUEFIELD TAKEAWAYS

- **Three scenarios define 5-year market forecast.** The report presents three scenarios for the desalination market to 2018; Reference Case, Water Security, and Global Instability. The forecast methodology is based on key environmental, political and economic sensitivities that will impact desalination build-out over the forecast period and beyond.
- **Rise of independents reshaping desalination landscape.** Since 2000, IWPs and IWPPs have accounted for 22% and 14% of total desalination capacity installed globally. As the industry readies for another ramp up, emerging groups of private owners are positioning to address new opportunities across more expansive geographies.
- **Technology promoters and EPCs move down the value chain.** Hyflux, IDE, Abengoa, and Acciona are leveraging their technology and construction strengths to add 1.8 million m³/d to their portfolios. Built on domestic success, they are proving their mettle on the global stage against a growing group Asian EPCs and more specialized players.
- **Scaling industrial demand fuels new market opportunities.** Industrial demand for water in key markets is altering the global desalination market share rankings. Still early, the mining and power generation sectors are spearheading future market share changes with single projects surpassing 200,000 m³/d.

Figure 1 consists of two charts. The bar chart on the left displays the net capacity of power plants in Turkey, IWP, and IWPP. The y-axis represents Net Capacity, mld (in thousands), ranging from 0 to 3,000. The x-axis lists various power plants. The legend indicates that dark blue bars represent Turnkey, light blue bars represent IWPP, and grey bars represent IWP. The donut chart on the right shows the distribution of net capacity: 54% for Turnkey, 31% for IWPP, and 15% for IWP, totaling 19.3 Million m³/d.

Power Plant	Turnkey (mld)	IWPP (mld)	IWP (mld)
SWICO	2800	0	0
DEVA	2100	0	0
İzga	2100	0	0
ÖF	1800	0	0
Sarı	1100	1000	0
ACM Power	1000	0	0
AEC Algeria	800	0	0
ATL	700	0	0
GEV	600	0	0
Technogas	600	0	0
Hyus	500	0	0
Wear Corporation	400	0	0
Makina	400	0	0
SEV	400	0	0
Masat	300	0	0
Acarya	300	0	0
İzmir	300	0	0
Guat Investment Corp	300	0	0
GA	300	0	0
Semirco	300	0	0
Abrams	300	0	0
US Bank	300	0	0
GES	300	0	0

The desalination value chain is a continuum from technology to ownership that is evolving with companies and select government entities expanding their scope to include ownership

Technology & EPC Providers

Technology **EPC** **O&M** **Ownership**

Logos of companies in the Technology & EPC Providers category include: Ixcona, cadogan, AQUALING, IDE, aqualia, JAWATA, ABENGOA, G&S, HYLUX, tectag, GS Inima, and Watercare.

Logos of companies in the EPC category include: MITSUBISHI COL. LTD., Necuburu, MITSUBISHI, JGC, and TOCHU.

Logos of companies in the Ownership category include: EPCOR, Suez, Veolia, AEC, and others.

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KEY QUESTIONS THROUGHOUT THE REPORT

- Where do greenfield opportunities exist for desalination project owners?
- What business models are project owners adopting to compete?
- How are owners positioning themselves geographically and technologically with changes in demand drivers?
- Which owners are developing profitable vendor, investor, and utility relationships?
- What are the trends driving acquisitions and new investment?
- How are national policies shifting the ownership landscape?
- What tools do owners have at their disposal to reduce CAPEX and OPEX costs?
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COMPANY OWNERSHIP PROFILES

The report profiles more than 60 global desalination project owners. Each profile provides competitive analysis of each company's ownership activities, including value chain positioning and developments, actual and planned ownership by country market, and a table of strategic supply, financing, and off-taker relationships.

- Abengoa (Spain)
- Abu Dhabi Water and Electricity Company (United Arab Emirates)
- Acciona Agua (Spain)
- Acuamed (Spain)
- ACWA Power (Saudi Arabia)
- AEC (Algeria)
- Agbar (Spain)
- Aqua-Treat (Jordan)
- Aqualia (Spain)
- Aqualyng (China)
- ATLL Concessionària de la Generalitat de Catalunya, SA (Spain)
- Bahrain Electricity and Water Authority
- Caramondani Desalination Plants Ltd. (Cyprus)
- Chennai Metrowater (India)
- Chennai Petroleum Corporation Ltd (India)
- Consolidated Water Co. Ltd. (Grand Cayman)
- Dubai Electricity & Water Authority (United Arab Emirates)
- Federal Electricity and Water Authority (United Arab Emirates)
- GDF Suez (France)
- General Desalination Company of Libya
- GES Ltd. (Israel)
- GS Inima Environment, S.A. (Spain)
- Gulf Investment Corp. (Kuwait)
- Hastings Funds Management Ltd. (Australia)
- Hutchison Water (Hong Kong)
- Hyflux Ltd. (Singapore)
- IDE Technologies Ltd. (Israel)
- Instrata Capital (Bahrain)
- Itochu Corp. (Japan)
- IVRCL Ltd. (India)
- JGC Corporation Malakoff Corporation Berhad (Malaysia)



COMPANY OWNERSHIP PROFILES (continued)

- Marafiq (Saudi Arabia)
- Marubeni Corp. (Japan)
- Mekorot Development & Enterprise (Israel)
- Metito Utilities International (United Arab Emirates)
- Ministry of Electricity and Water (Kuwait)
- Mitsui & Co. Ltd. (Japan)
- Mitsubishi Corp. (Japan)
- Moya Bushnak (Saudi Arabia)
- Nirosoft – RWL Group (Israel)
- Ontario Teachers Pension (Canada)
- Qatar Electricity & Water Company
- Reliance Industries (India)
- SA Water (South Africa)
- SembCorp Industries Ltd. (Singapore)
- Seven Seas Water Corp. (United States)
- Sharjah Electricity and Water Authority (United Arab Emirates)
- Shikun & Binui (Israel)
- SNC-Lavalin (Canada)
- State Development and Investment Corporation
- Sumitomo Corp. (Japan)
- Saline Water Conversion Corp. (Saudi Arabia)
- Saur (France)
- TAQA (United Arab Emirates)
- Tedagua (Spain)
- Thames Water Utilities Ltd. (United Kingdom)
- Valoriza Agua (Spain)
- Veolia Water (France)
- Water Corporation (Australia)





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GLOBAL DESALINATION MARKET TRENDS & OWNERSHIP STRATEGIES, 2014–2018

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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. As the name is intended to suggest, Bluefield Research supports a growing roster of companies across key technology segments and industry verticals addressing risks and opportunities in the new water landscape.

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