GLOBAL WATER SUMMIT 2018

Transcending Boundaries

Paris, France 15th - 17th April, 2018

@WATERMEETSMONEY #GWS2018



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Transcending Boundaries

The arrival of new technologies, businesses and sources of finance are blurring the edges of the water sector and empowering the global water industry to connect, innovate, and rethink the way it does business. The Global Water Summit has always been about connections: water meets money, public meets private, business meets opportunity. In 2018 we will focus on how cross-cutting issues emerging from the boundaries of the sector may drive performance and generate new opportunities for businesses who are ready to build and engage with the new models and stakeholders.

The world of water is being asked to step-up:

- How is the migration of new and disruptive technologies from the digital revolution and the field of material sciences impacting scientific and technological development? Do these signal an age of business process re-engineering?
- With the entry of non-traditional sources of finance and companies from different business backgrounds such as investment, software, ICT, and construction, where is the impact of new financing tools and new sources of capital needed most? How much finance does the water sector need in order to meet the Sustainable Development Goals?
- How can utilities and industries proactively respond to a changing environment? Are they moving overground or looking beyond the fence towards shared infrastructure and multi-use assets?
- Global vs. local the internationalisation of the water sector is increasingly faced with contemporary political and environmental challenges. How can the water sector continue to foster a competitive market?

Business agility is essential in establishing a competitive advantage as key opportunities emerge with advances at the edge of the sector in order to shape a positive future for the water industry.

The Global Water Summit will give you the insight and network you need for your business to be at the leading edge of these developments, and to capitalise on the resulting opportunities.

Join us in Paris at the Marriott Rive Gauche Hotel & Conference Center, on the 15 – 17 April 2018.

acciona

GLOBAL WATER SUMMIT 2018 WATERMEETSMONEY.COM

Who Attends The Global Water Summit?

Attended by delegates from every part of the global water industry:

41% C-Suite / Top Executives

32% Managers

2% Engineers

Utilities

Others (incl. researchers, academics, policy makers and government ministers)

Key groups of attendees include:

- Industrial end users
- Utilities + Municipalities
- Systems Integrators/ EPC Contractors
- Project Developers/ Investors
- Financiers
- Equipment Suppliers
- Government representatives

Middle East

& Africa

19%

Asia-Pacific

14%

America

22%

700+ EXECUTIVES AND DECISION MAKERS

160+

COUNTRIES REPRESENTED BY DELEGATES 105,884 PAGE VIEWS ON WATERMEETSMONEY.COM*

WITH **34,894**

(*during summit year cycle – 1 May 2016 – 1 May 2017)

Europe

45%

Need To Know

The Agenda At A Glance

DAY 1: MONDAY 16 APRIL 2018

One-to-One Networking Meetings Day 1 Opening Plenary: **Transcending Boundaries** Roundtables – 30 tables with 4 x 20 minute rotations One-to-One Networking Meetings

Industry	Desal	Digital	Finance	LUOW
Industry Focus Session: Oil and Gas	Middle East Desalination Operators Group	Digital Strategy Roundtables	Blended Finance Workshop Part 1	Inaugurating New Members
Industry	Desal	Digital	Finance	LUOW
Lessons from High- Tech End Users: Increasing Technology Synergies and Innovation in Water	Water Technology Idol 2018: Presentations and Voting	Smart Solutions Platform	Blended Finance Workshop Part 2	Pathfinding Future Innovation: Leadership Roundtables

Giobal water Awards Gala Dinner sponsored by: A EVOQUA

DAY 2: TUESDAY 17 APRIL 2018

One-to-One Networking Meetings Day 2 Opening Plenary:

Industry	Desal	Digital	Finance	Technologies
Industry Focus Session: Textiles	Desal Research Steering Group: Research Roadmap 2030	The Next Evolution	Water Finance Council	Un-invented technologies

One-to-One Networking Meetings

 Technologies
 Country Roundtables

 Perfecting Procurement
 Country Roundtables

Closing Plenary

PRICES

Standard Delegate

£1,995/ \$2,970

IDA Member, Non-Profit Institution and Team (5 for 4) discounts available. Please contact abigail.edwards@globalwaterintel.com.

THE VENUE

The Paris Marriott Rive Gauche Hotel & Conference Center. Four-star style and unparalleled convenience blend seamlessly at the Paris Marriott Rive Gauche Hotel & Conference Center. Featuring an ideal location on the renowned Left Bank, giving you easy access to the best of Montparnasse and the surrounding area.

Make yourself comfortable in the Marriott's redesigned hotel rooms and suites; all accommodation offers first-class amenities, with select rooms offering views of the beautiful Paris cityscape. In addition, sample traditional French Bistro cuisine at the hotel's signature restaurant, R'Yves, and enjoy the fully equipped fitness Center.





BOOK YOUR HOTEL ROOM FOR GWS 2018

Once you've purchased your delegate place, you can book your accommodation using our specially reduced GWS 2018 delegate price:

(www.watermeetsmoney.com/2018-venue)

7 Reasons To Attend The Global Water Summit

1. YOU WILL MEET THE PEOPLE WHO YOU NEED TO MEET

The Global Water Summit brings together the people who matter in the international water industry each year and makes it easy for you to meet them. The summit attracts the whole supply-chain, so you can be sure to meet the best contacts whatever your expertise or service provision. The One-to-One Networking system enables you to fix up your meeting schedule ahead of the event, while our delegate messaging app facilitates meeting during – and after – the event.

2. YOU WILL MAKE SURPRISE CONNECTIONS

What makes a conference really valuable is being able to meet people who you didn't know would be important to the future of your business. Our Roundtable discussions and interactive workshop formats bring you together with groups of people who share your interests, an ideal setting for serendipitous connections, delegate to delegate.

3. YOU WILL GET A GLIMPSE OF THE FUTURE

We invite a curated list of the most urgently relevant speakers to address the Global Water Summit. The objective is to surprise you with new perspectives, enabling you to see possibilities for the future that will change the way you run your business.

4. RAISE YOUR PROFILE AND BE PART OF SHAPING THAT FUTURE

Delegate participation is at the heart of the Global Water Summit. We use technology to measure your response to the ideas coming from the podium and to collect your opinions, feeding them back in real time. Our more intimate workshop sessions ensure that you can be part of the discussion that shapes the perception of the industry, and its evolution.

5. YOU WILL FEEL ENGAGED

The Global Water Summit is a fast-paced two day conference with a month's worth of new ideas crammed into it. Typically, presentations are eight to ten minutes long, forcing presenters to say what they have to say and move on.

6. CELEBRATE THE WATER INDUSTRY

The Global Water Summit incorporates a social element into the programme. From breakfast networking and lunches to a glamorous dinner, the summit balances engaging sessions with the opportunity to reconnect with your fellow colleagues in the industry. The coveted Global Water Awards and the associated Gala Dinner is the high point - get together with other executives in the sector and celebrate the people and projects that have made a difference in the past year.

7. SATISFACTION GUARANTEE

We are so convinced by the brilliance the Global Water Summit that we put our money where our mouth is. If you are a first timer at the Summit and the event does not live up to your expectations, we will give you your money back. How many other conference producers have that kind of confidence in their product?



The Global Water Summit 2018 Digital Expo

As digital solutions are increasingly being deployed across the water industry, The Global Water Summit 2018 will feature a new platform for this emerging area of growth.

Discover our specialised Digital Expo space, focused on driving discussion and networking between key players in the digital solutions sector.

The Smart Solutions Platform

Power packed networking, Explore an area of the summit where both suppliers and endusers can come together to network, discuss common interests in digital technology, and showcase leading-edge developments.

The Digital Expo Roundtables

Access this valuable opportunity to interact with digital leaders from all parts of the digital supply chain, spanning both the utility and industrial sectors. Get involved with our fast-moving, highly rated roundtable discussions, one of the most popular parts of The Global Water Summit.

Digital Agenda Sessions

The Digital Expo will also be home to The Global Water Summit 2018's Digital Strand agenda sessions. Attend our platform for thought-leadership, in-industry experiences, and case studies, and take part in Q&As focused on idea-sharing across water industry as it navigates the digital revolution.

To be involved and learn about opportunities to showcase your digital expertise at our new GWS 2018 Digital Expo, please contact **Abigail Edwards**.

Email: abigail.edwards@globalwaterintel.com Telephone: +44 01865 204 208

DAY 1, MONDAY 16 APRIL 2018				
07.00 - 09.00	Registration			
08.00 - 09.00	One-to-One Networking Meetings Your facility to booking key appointments during the Global Water Summit Meet the people you want to meet using our One-to-One networking facility. No more missed opportunities. You arrange it all beforehand and we make it happen. As a registered delegate to the Global Water Summit, you will be able to upload your professional profile, see the list of registered delegates and send requests for structured One-to-One appointments with your target delegates.			
09.00 – 10.30	Day 1 Opening Plenary: Transcending Boundaries KEYNOTE SPEAKER: Zanny Minton Beddoes, Editor-in-Chief of The Economist. OPENING PLENARY: Jeffrey Kightlinger, General Manager, The Metropolitan Water District of Southern California.			
10.30 - 11.00	Coffee Break			

11.00 – 12.30	Roundtables – 30 tables with 4 x 20 minute rotations The intense, fast moving roundtable sessions are consistently highly rated by our large constituency of returning delegates. Expert speakers lead tables of 10-12 in tightly focused discussions on what is new and trending in the international water industry.			
	 Choose a topic and join the table Meet the host and table guests Then participate in an intimate, face-to-face exchange of ideas After four table rotations, you'll leave the session with a new set of contacts, a meeting your next deal. 	set up for later that day and the next step towards		
	ROUNDTABLE HOSTS (MORE SPEAKERS AND TABLE TOPICS TO BE CONFIRMED):	New roundtable hosts and topics		
	Per Møller , Head of Symbiosis Center Denmark Hans-Martin Friis Møller , CEO, Kalundborg Utility, Denmark Industrial Symbiosis	are added on a weekly basis. Visit <u>www.watermeetsmoney.com</u> for a full host & topic list.		
	Sarah Le Gallou, Technical Lead Engineer – Water Resources, EDF Water Challenges in the Power Sector			
	Hamid Reza Kashfi, Director General, Bureau for Mobilization of Funds and Development of PPP, and PMU Manager for Multilateral Development Banks' Projects, NWWEC			
12.30 - 14.00	Lunch			
13.00 - 14.00	One-to-One Networking Meetings			
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14.00 - 15.30	Session Strands			
	INDUSTRY	DESAL		
	Industry Focus Session: Oil and Gas	Middle East Desalination Operators Group		
	Environmental impacts, unconventional plays, and water scarcity have all increased pressure on the Oil & Gas sector to improve its water management practices. What are the strategies of the national oil companies and oil & gas majors to meet these challenges? What role should the technology companies play, and what are the current disconnects between the two sectors?	Desalination has seen the largest growth since the low point in 2014 driven by the recovery of the utility market in its traditional hotspots around the Gulf. This session will provide a forum for operators in this region to discuss their views and needs in the new wave of development.		
	Speakers:			
	Azmi Othman, Senior Process Engineering Manager, PETRONAS. Hani Al-Khalifa, Senior Process Engineer, Saudi Aramco. Spain. Saada Al-Shukaili, Water Management Lead Engineer, Petroleum Development Oman.			
	DIGITAL			
	Digital Strategy Roundtables			
	Hosted by foremost utility and industrial technology experts, these tightly focused roundtable discussions offer a crucial customer perspective regarding the real-world impacts and leading-edge developments of digital and smart technologies and their future prospects worldwide.			
	Speakers:			
	George Theo, Chief Executive Officer, Unitywater, Australia. F. Javier Fernández Delgado, Subdirector de Telecontrol, Canal de Isabel II S.A. Spain. Cecil McMaster, Chief Intelligence Officer, NYC Environmental Protection, USA. Jacques Euler, Beauty Division – Manufacturing Sustainability, Procter & Gamble, France.			

14.00 – 15.30	FINANCE	LEADING UTILITIES OF THE WORLD	
	Blended Finance Workshop Part 1	Inaugurating New Members	
	and East Asia; multilateral and commercial lenders as well as local financiers to address the funding gaps in meeting the water sector's investment needs to 2030. How can new strategies for mobilising	The Leading Utilities of the World is a global network of the world's most successful and innovative water and wastewater utilities.2017 saw 22 utilities inaugurated and 5 new nominees will present their 5-year plan and be inaugurated into the network.	
		Neil Brennan, Managing Director, Western Water, Australia.	
		LEADERS Ch2m:	
15.30 - 16.00	Coffee Break		

16.00 - 17.30	Session Strands			
	INDUSTRY	DESAL		
	Lessons from High-Tech End Users: Increasing Technology Synergies and Innovation in Water	Water Technology Idol 2018: Presentations and Voting		
	Water technology development has been constrained by low margins and high regulation. While the challenges around water are growing, developing solutions for those problems is difficult and slow. But not all areas of water are struggling to the same degree. High margin, hi-tech end users demonstrate a niche where new technologies are piloted and commercialised rapidly, and where effective synergies exist between end users and technology providers. What can the rest of the water sector learn from their success?	Take part in the competition which decides which new desal technology will be next to breakthrough to the mainstream market.		
	Chair: Slava Libman , Chief Executive Officer, FTD Solutions			
	Speakers: Reinhard Hübner , Investment Manager, SKion GmBH Alex Milshteen , Senior Facilities Engineering Manager, Intel Israel			

16.00 - 17.30	DIGITAL	FINANCE		
	Smart Solutions Platform	Blended Finance Workshop Part 2		
	A selection of the leading-edge smart water and digital solutions and technologies from software and communications to sensors and instruments, are showcased through recent case studies at the Digital Expo.	Bringing together utility leaders from Latin America, Africa, South and East Asia; multilateral and commercial lenders as well as local financiers to address the funding gaps in meeting the water sector's investment needs to 2030. How can new strategies for mobilising private finance plug the deficit in public and concessional funding?		
	LEADING UTILITIES OF THE WORLD			
	Pathfinding Future Innovation: Leadership Roundtables			
	What makes the 'Leading Utilities of the World' innovation network different utilities. In this session, the speakers from the first innovation session (2: presentations from the Advisory Board of the 'Leading Utilities of the Wo of the world's most innovative utilities at roundtables, and hear their insign performance, both as individual organisations, and together.	00pm-3:30pm) will receive prepared and structured feedback on their rld' innovation network. Attend this session to join with the leaders		
19.00 – 22.30	GLOBAL WATER AWARDS GALA DINNER			
	Celebrating excellence across the international water industry at the Pav	illon d'Armenonville, Paris.		
	Official Global Water Awards Sponsor			
	EVOQUA WATER TECHNOLOGIES			

	DAY 2, TUESDAY 17 APRIL 2018			
07.00 - 09.00	Registration			
08.00 - 08.40	One-to-One Networking Meetings			
	Your facility to booking key appointments during the Global Water Summit			
	Meet the people you want to meet using our One-to-One networking facility. No more missed opportunities. Capstone Headwaters You arrange it all beforehand and we make it happen.			
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09.00 - 10.30	Day 2 Opening Plenary: CEO Forum			
	Our Opening Day 2 session will bring together some of the world's most progressive private sector thought leaders to outline how they see the world of water shaping up for the 21st century and what innovations and creative approaches are going to get us there.			
	OPENING PLENARY: Jerson Kelman, Chief Executive Officer, Companhia de Saneamento Básico do Estado de São Paulo – SABESP, Brazil. José Díaz-Caneja, Director General, ACCIONA Agua			
10.30 - 11.00	Coffee Break			
11.00 — 12.30	Session Strands			
	Industry			
	Industry Focus Session: Textiles			
	Textile manufacturers are facing wastewater treatment challenges like never before as customers demand more environmental accountability, against a backdrop of stricter wastewater regulations, particularly related to hazardous chemicals. Bringing together key stakeholders from fashion brands, NGOs, and the industrial supply chain, this session will outline the challenges confronting the sector. Can these challenges be turned into a positive opportunity for all parties?			

11.00 - 12.30	DESAL	DIGITAL
	Desal Research Steering Group: Research Roadmap 2030	The Next Evolution
	Join the meeting of the minds as leading academics and top technical experts from the global water industry discuss a targeted research direction for Desalination towards 2030.	The interplay of technological innovation and proactive attitudes is spurring on global water companies to extend their smart water initiatives towards an integrated approach for improved operational efficiency. Smart integrated infrastructure is the next step in the digital revolution. With access to rapid granular data, new questions are emerging from the smart water space: What are the prospects and opportunities for new digital tools such as Artificial Intelligence (AI)? With the expanded role of IOT how can operators address cyber threats?
	FINANCE	TECHNOLOGIES
	Water Finance Council	Un-invented technologies
	Bringing together key stakeholders to galvanise development of new procurement and finance models in the global water sector. How can new models level the playing field for better lifecycle costs, better solutions and better margins? How will this open up new avenues for capital investment? How can we encourage greater reliance on private sector involvement?	There is a mismatch between the challenges that water utilities are facing and the solutions that technology providers currently offer. In this session, Booky Oren and a group of water utilities explore the areas of new technology demands which are not met by currently available products and services. The discussion focuses the spotlight on where the next innovation challenges for this industry lie.
		Chair: Booky Oren, Chairman and CEO, Global Water Technologies.
12.30 - 14.00	Lunch	

13.00 — 13.45	One-to-One Networking Meetings			
	Your facility to booking key appointments during the Global Water Summit Meet the people you want to meet using our One-to-One networking facility. No more missed opportunities. You arrange it all beforehand and we make it happen. Capstone Headwaters			
	As a registered delegate to the Global Water Summit, you will be able send requests for structured One-to-One appointments with your targe	to upload your professional profile, see the list of registered delegates and et delegates.		
14.00 — 15.30	Session Strands			
	Country Roundtables	TECHNOLOGIES		
	A tightly focused roundtable sessions highlighting the context and emerging opportunities within key emerging markets covering Latin America, Asia, the Middle East and Africa.	Perfecting Procurement Bad procurement blights the water sector. It stifles innovation, creates combative relationships between customers and suppliers and in the long run significantly adds to the cost of owning infrastructure. There has got to be a better alternative. Proponents of four different models make the case for change: The Australian Alliance model The UK framework model US progressive design build		
15.45 — 16.45	Closing Planary: Global Water Market, GWI Insights	US progressive design build Independent Water Projects in the UAE Which one can deliver best impressive innovation, low lifecycle costs and effective risk management? You decide.		
15.45 — 16.45	Closing Plenary: Global Water Market- GWI Insights Join the Global Water Intelligence team as we discuss the major globa	al trends and new opportunities in the world of water.		

Confirmed Speakers

New speakers are announced on a weekly basis.

See all the latest updates, full speaker bios and agenda



ZANNY MINTON BEDDOES Editor-in-Chief of The Economist

OPENING PLENARY SPEAKERS

OPENING PLENARY

JEFFREY KIGHTLINGER

Metropolitan Water District

General Manager, The

of Southern California

CEO FORUM



JERSON KELMAN Chief Executive Officer, SABESP, Brazil



JOSÉ DÍAZ-CANEJA, Director General, ACCIONA Agua



BOOKY OREN Chairman & CEO, Global Water Technologies



CECIL MCMASTER Chief Information Officer, The New York City Department of Environmental Protection,



F. JAVIER FERNÁNDEZ DELGADO Subdirector de Telecontrol. Canal de Isabel II S.A, Spain

Water, Australia



SESSION SPEAKERS

GEORGE THEO Chief Executive Officer, Unitywater, Australia



HAMID REZA KASHFI Director General, Bureau for Mobilization of Funds and Development of PPP, & PMU Manager for Multilateral Development Banks' Projects, NWWEC



HANS-MARTIN FRIIS MØLLER CEO, Kalundborg Utility, Denmark



HISHMI JAMIL HUSAIN Head of Environment and Forest Management, Raw Material Strategy Group, Tata Steel Ltd.



JACQUES EULER Beauty Division -Manufacturing Sustainability. Procter & Gamble



JOHN DURKAN Environmental and Sustainability Manager, ABP Food Group



PER MØLLER Managing Director, Western Denmark



Head of Symbiosis Center



SARAH LE GALLOU Technical Lead Engineer -Water Resources, EDF



SLAVA LIBMAN Chief Executive Officer. FTD Solutions



TO BE CONFIRMED

Your Summit Journey

Promising you a return on your investment

	BEFORE		AFTER >>	Kunal Shah, VA Tech Wabag Limited
CONNECT	PRE-ARRANGE MEETINGS ON THE GWS MOBILE APP Whether you want to maintain existing relationships, or build new ones, the app allows you to coordinate your meetings months in advance.	ONE-TO-ONE NETWORKING + ROUNDTABLES From breakfast and lunch networking to dedicated sessions, you will meet more high-level business contacts than at any other water conference.	MAINTAIN YOUR NEW CONNECTIONS Peer-to-peer messaging post-conference allows you to follow up with your new contacts and make a note of those all important details.	"Power packed networking, wonderful gathering of water indust professionals, Enlightenment on new trends in water sector - A true GLOBAL EVENT and the best in the water sector".
EXPOSURE & VISIBILITY	IMMEDIATE VISIBILITY From the moment you register, other delegates will be able to find you on the conference app. Prove your business is a pro- -active leader and part of a force for positive change in the sector.	DEVELOP YOUR PROFILE Opportunities to participate and give feedback are built into every session, so you can stand out from the crowd and be seen as a thought-leader in front of a captive audience.	IMPROVED BRAND VISIBILITY Attending a prestigious event like GWS, with potential clients in both the private and public sectors, will offer your brand long- -term recognition amongst high-level business leaders.	KY Tai, PUB, Singapore
	INTEGRATE THE SUMMIT INTO YOUR BUSINESS DEVELOPMENT	A BUSINESS-FOCUSED CONFERENCE The Global Water Summit attracts	LEVERAGED LEAD GENERATION	with opportunities to meet water professionals from all over."
MAKE YOUR DEAL	Our app allows you to match with other delegates with the same interests, so you can plan meetings with potential partners and customers.	the whole supply-chain, so you can be sure to meet the best contacts for you, whatever your expertise or service provision.	As an attendee, you will gain access to full delegate list - giving you a chance to reach out to those business contacts you may not have had the chance to meet.	Santiago Martínez, Almar Water Solutions
STAY AHEAD OF THE CURVE	KEEP AN EYE ON THE DEVELOPING AGENDA Identify the most important sessions for your business and plan you activities before the event. Align your summit agenda with your business objectives.	PLAN YOUR BUSINESS STRATEGY FOR 2018/2019 Stay updated with new technologies, innovations, plants & projects - so you can predict the direction of the market and capitalise on emerging trends.	ACCESS PRESENTATIONS & CONFERENCE MATERIAL Download presentations and voting results from your most valuable sessions, so you have the resources to integrate new intelligence into your strategy.	"Excellent. A lot of customers and specialists from different water markets & geographies."

Global Water Awards 2018

Be part of the industry's most prestigious awards show. Join us on 16 April at the Pavillon d'Armenonville in Paris for the Global Water Awards 2018.

Established in 2006, the Global Water Awards recognise and reward those initiatives in the water, wastewater and desalination sectors that are moving the industry forward. Submit your nominations for our 2018 categories and join us to celebrate the champions of our industry at the Global Water Awards 2018 Gala Dinner at the Pavillon d'Armenonville.

Submit your nominations now for the Global Water Awards 2018. Visit <u>www.globalwaterawards.com</u> I Voting opens 1st March 2018.

2018 Categories

- Water Company of the Year
- Desalination Company of the Year
- Breakthrough Water Technology
 Company of the Year
- Smart Water Company of the Year
- Water / Wastewater Project of the Year
- Reuse Project of the Year
- Industrial Water Project of the Year
- Desalination Plant of the Year
- Water Deal of the Year
- Water Leaders Award
- Water Technology Idol

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WATER TECHNOLOGIES

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WINNER

Water Company of the Year 2017

Acciona Aqua