



Group Corporate Overview

November 2022

Impact | Sustainability | Innovation

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Did you Know?



3%

of the worlds water is freshwater of which only

2.3bn

people have water withdrawal rates that exceed 50% of their countries' natural resources.



3%

of Global deaths account from drinking unsafe water, killing more people than diabetes, malaria and HIV.

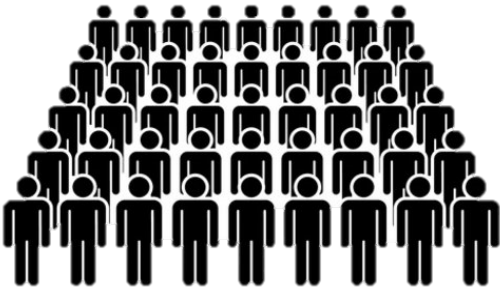


2-10%

of Global GDP will be lost due to inadequate water management policies

0.007%

is useable and accessible.



25%

of the global population live in countries facing extremely high water stress.



25%

of the global population lacks access to safely managed drinking water.



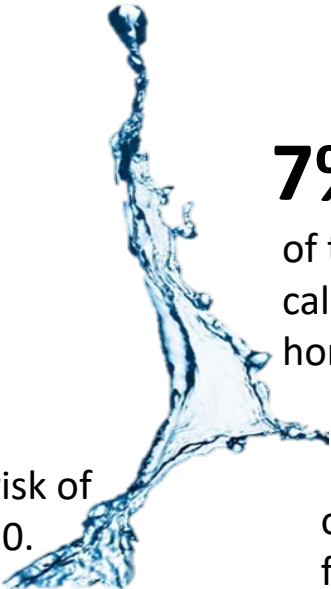
7%

of the world's population calls the MENA region home but only has



1%

of the world's freshwater resources.



80%

of wastewater returns to the ecosystem without being treated, endangering 1.8bn people

780m

People lack access to an improved water source.



50%

of global grain production at risk of facing water shortages by 2050.

1. Who We Are
2. Transformative Growth
3. Business Lines
4. Impact. Sustainability. Innovation
5. Industry Recognition



Who We Are

*“Many parts bring a company together, but Metito’s greatest strength and most valuable resource has always been its people who dare to dream and do things uniquely different.” - **Mutaz Ghandour, Chairman & CEO***



METITO IS A LEADING PROVIDER OF INTELLIGENT WATER AND WASTEWATER MANAGEMENT SOLUTIONS

Geographic presence: Middle East & North Africa, Southeast Asia, Sub Sahara Africa and Eastern Europe



PAN-EMERGING MARKET BUSINESS, OPERATING ACROSS THE ENTIRE WATER & WASTEWATER TREATMENT VALUE CHAIN

Specializing in:
Design & Build, Utilities, Operation & Maintenance, Chemical Solutions



DELIVERING SOME OF THE MOST CHALLENGING AND HIGH-PROFILE WATER TREATMENT PROJECTS IN THE WORLD

Backed by 64 years of history, 4500 employees, experience in 50 countries and executed over 3000 projects since its inception



A LEADING DEVELOPER AND OPERATOR OF SUSTAINABLE WATER ASSETS

Extensive experience in developing and operating 34 concessions across the Middle East, North Africa and Asia



HIGHLY EXPERIENCED SENIOR LEADERSHIP & MANAGEMENT TEAM

With over 200 years of combined industry experience



RESPONSIBLE FOR DELIVERING 10s OF MILLIONS OF CUBIC METERS OF TREATED WATER AND WASTEWATER

to industries and communities globally



DEEP & LONGSTANDING RELATIONSHIPS WITH KEY GOVERNMENT ENTITIES & INDUSTRY ACTORS

making it the trusted partner of
choice in the water and wastewater
treatment industry



WORLD CLASS, HIGH VALUE ENGINEERING & EXTENSIVE TECHNICAL EXPEIRENCE

enabling it to deliver sustainable
infrastructure solutions to its Municipal
and Industrial clients



ENABLING THE ACCELERATION OF DECARBONISATION IN DESALINATION

uniquely positioned to integrate
and implement sustainable
practices across its business lines



DIVERSIFIED & INSTITUTIONAL SHAREHOLDER BASE OF STRATEGIC AND FINANCIAL PARTNERS



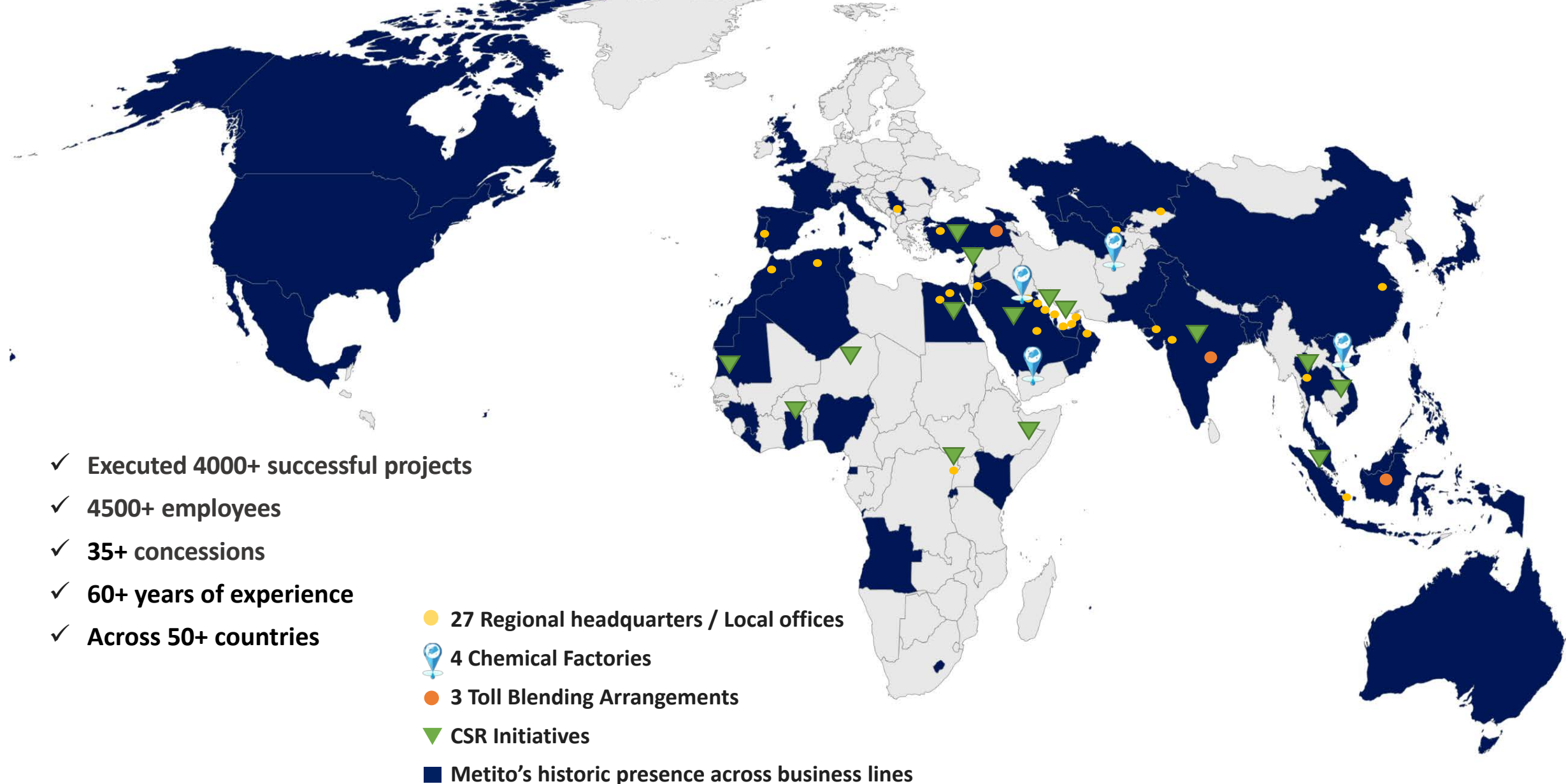
Mitsubishi Corporation is a global integrated enterprise that develops and operates businesses across industries including industrial finance, energy, metals, machinery, chemicals, living essentials, and environmental businesses.

Mitsubishi Heavy Industries a multinational engineering, electrical equipment and electronics corporation and one of the core companies of the Mitsubishi Group.

IFC, the largest global development institution, is a member of the World Bank Group, advances economic development and improves the lives of people by encouraging the growth of the private sector in developing countries

The Ghandour Family, led by the visionary engineer Farouk Ghandour, established Metito in 1958. Mutaz Ghandour later joined his brother in 1966 and subsequently became the Group Chairman and CEO. Mutaz Ghandour is currently the longest serving CEO in the Water industry.

Our Pan Emerging Market Focus



- ✓ Executed 4000+ successful projects
 - ✓ 4500+ employees
 - ✓ 35+ concessions
 - ✓ 60+ years of experience
 - ✓ Across 50+ countries
- 27 Regional headquarters / Local offices
 - 📍 4 Chemical Factories
 - 3 Toll Blending Arrangements
 - ▼ CSR Initiatives
 - Metito's historic presence across business lines

Vision, Mission & Founding Principles

metito



VISION & MISSION



Vision

*"To be the **world's leading provider of water & wastewater management solutions** across **Emerging Markets**, supported by the companies **3 founding principles...**"*

Mission

*"Metito is committed to a **sustainable environment** by **providing effective water management solutions** aimed to address the ever-growing demand for water and its diminishing natural resources"*



KEY PRINCIPLES



Impact

*"**Direct and tangible impact** to the governments, industries, communities, and individuals that Metito serves today"*



Sustainability

*"Committed to **delivering sustainable infrastructure solutions** to its Industrial and Municipal clients, particularly in countries of acute water stress"*



Innovation

*"Leveraging its **high value engineering capabilities and integrated business model**, Metito continuously tackles its clients' complex requirements through **innovative solutions**"*

Transformative Growth

“Creating new opportunities through developing additional water sources is transformative. We need the collaboration of all stakeholders to unlock efficiencies, optimize resources, create new jobs, and, overall, deliver sustainable economic growth to the communities we serve.”

– Rami Ghandour, Managing Director

THE LARGEST

**METITO IS NOW THE LARGEST DESALINATION PLAYER GLOBALLY,
BY INSTALLED CAPACITY (2021-2022)**

**CONSTRUCTING THE SINGLE LARGEST SWRO DESALINATION PLANT GLOBALLY
IN JUBAIL, KSA (2021)
CAPACITY: 1M M3/D**

**“NEW DELTA” PROJECT, EGYPT, IS THE LARGEST EVER AGRICULTURAL WASTE &
REUSE PLANT GLOBALLY (2021)
CAPACITY: 7.5 MILLION M3/D**

**“AL MAHSAMA” PROJECT, EGYPT, THE 2nd LARGEST AGRICULTURAL WASTE &
REUSE PLANT GLOBALLY (2018)
CAPACITY: 1 MILLION M3/D**

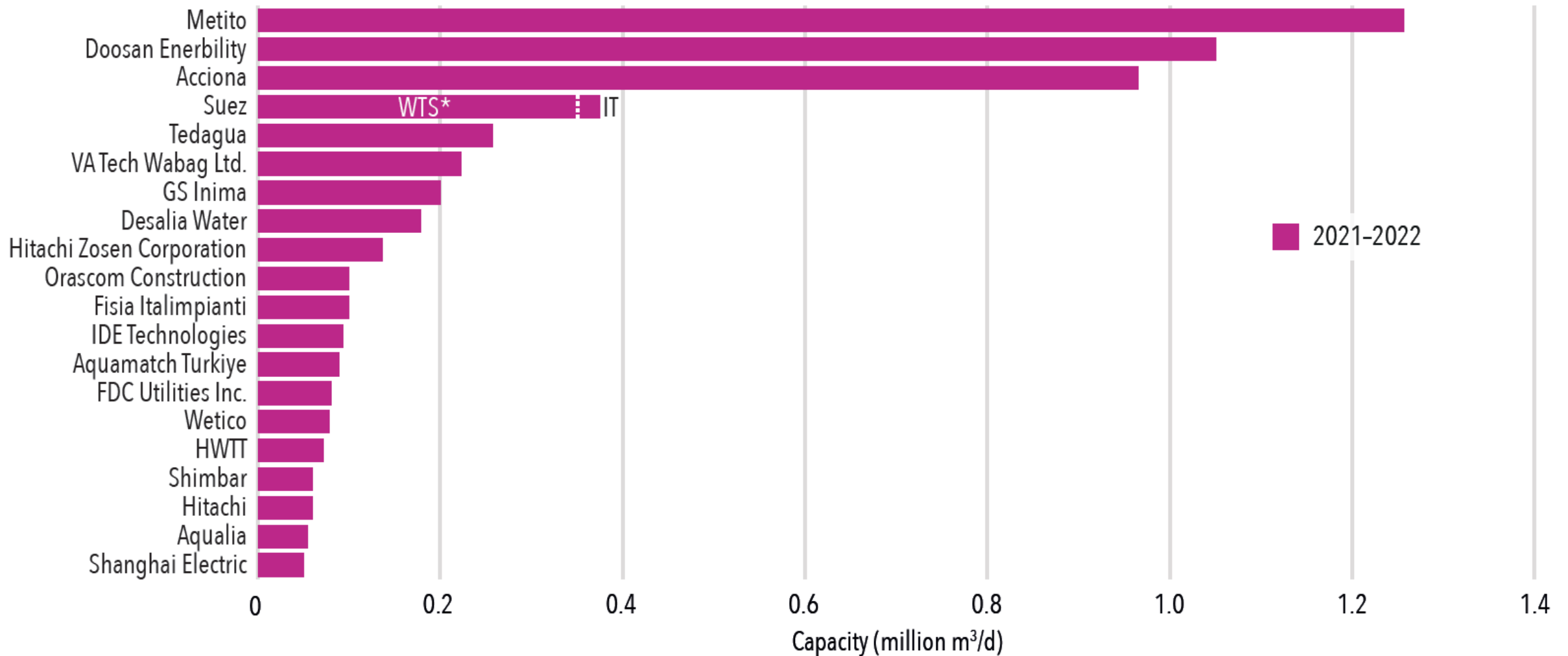
**THE LARGEST SEAWATER REVERSE OSMOSIS DESALINATION PLANT
IN EGYPT, GALALA PROJECT (2018)
CAPACITY: 150K M3/D**

**METITO WAS THE SINGLE LARGEST FOREIGN INVESTOR IN THE CHINESE
WASTEWATER MARKET, 2008-2017 WITH A TOTAL 11 PROJECTS
CAPACITY: 1.4M M3/D**

2008 - 2021



Top 20 Desal Plant Suppliers by Awarded Capacity (2012-Present & 2021-2022)



*"...The undoubted success story of the 12 months – and the last few years in general – has been **Metito**. Last year saw it cement its growing role as a supplier of some of the world's biggest desal plants." - (GWI Newsletter, Vol 23, Issue 10)*

THE FIRST

1999 - 2021

**THE ICONIC “BARGES” PROJECT: DESALINATION PLANTS ON FLOATING BARGES:
THE FIRST OF ITS KIND GLOBALLY (2021) CAPACITY: 150K M3/D**

**WASTEWATER TREATMENT PUBLIC PRIVATE PARTNERSHIP
IN NAMANGAN, UZBEKISTAN (2021)
CAPACITY: 100K M3/D**

**WASTEWATER TREATMENT PUBLIC PRIVATE PARTNERSHIP
IN ZRENJANIN, SERBIA (2021)
CAPACITY: 25K M3/D**

**METITO SECURED \$120M SUSTAINABILITY LINKED LOAN WITH HSBC,
ONE OF THE FIRST IN THE REGION (2021)**

**INDEPENDENT WASTEWATER TREATMENT PLANT
IN DAMMAM, SAUDI ARABIA (2020)
CAPACITY: 350K M3/D**

**BULK WATER TREATMENT PUBLIC PRIVATE PARTNERSHIP
IN SUB SAHARAN AFRICA, RWANDA (2018)
CAPACITY: 40K M3/D**

**WASTEWATER TREATMENT PLANT PUBLIC PRIVATE PARTNERSHIP
IN MENA, DUBAI INVESTMENT PARK (1999)
CAPACITY: 65K M3/D**



Business Lines

*“When we go into a country or region, we go there to stay and grow. We interact with decision makers to deliver the optimal solution, transfer technology, exchange our knowledge and work together to achieve the goals we’ve set.”— **Fady Juez**,
Managing Director*

Design & Build

Strong technical expertise, in-house engineering capabilities and cutting-edge technologies

Exceptional track record of executing bespoke, specialized and complex projects

Longstanding, trusted relationships with major governmental and blue-chip strategic clients

Strong and resilient business performance with robust profitability and outstanding order book



Providing solutions covering the entire spectrum of water and wastewater treatment

Metito specializes in the custom design, engineering, and manufacturing of water and wastewater treatment solutions with applications including:

- Desalination by Reverse Osmosis
- Advanced membrane wastewater treatment
- Biological wastewater treatment
- Bulk water treatment
- Water reuse & recycling
- Nano, Ultra and Micro Filtration membranes
- Produced water treatment
- High purity demineralizers
- Oily waste treatment by DAF / IFG / API
- Zero liquid discharge plants
- Containerized solutions



**NEW DELTA**

Agricultural drainage, recycling and reuse

Capacity

7,500,000m³/day

Location

Egypt



JUBAIL	Capacity	Location
Seawater Reverse Osmosis	1,000,000m ³ /day	Saudi Arabia



First plant of its type with a 1M m3/d mega capacity - the largest in the world

AL MAHSAMMA	Capacity	Location
Agricultural drainage, recycling, and reuse	1,000,000m ³ /day	Egypt



First desalination plant in Saudi to be partially powered by solar energy



NEOM	Capacity	Location
Seawater Reverse Osmosis incorporating solar power	125,000m ³ /day & 4MW Solar Power	Saudi Arabia



First of its kind Globally



FLOATING DESALINATION BARGE	Capacity	Location
Seawater Reverse Osmosis	150,000m ³ /day	Saudi Arabia



THE PEARL	Capacity	Location
<i>Sea Water Reverse Osmosis</i>	<i>35,000m³/day</i>	<i>Qatar</i>



GALALA	Capacity	Location
<i>Seawater Reverse Osmosis</i>	<i>150,000m³/day</i>	<i>Egypt</i>



Utilities

Development, financing and operation of water, wastewater and renewable energy concessions

Pioneering in developing first of its kind Public-Private Partnerships (PPP) concessions in new markets

Expanding global reach to support the company's growth strategy through highly qualified business development

Sound financial capability and expertise in structuring bankable projects



Focused on developing & delivering sustainable infrastructure across Emerging Markets

Metito has extensive experience and a proven track record in investing and developing water supply and wastewater treatment Public-Private Partnership projects under various structures:

- Build Operate Transfer (BOT)
- Build Own Operate (BOO)
- Build Own Operate Transfer (BOOT)
- Takeover Operate & Transfer (TOT)

International tenders or direct negotiations

Predominant focus on long-term (20+ year) contracts, inclusive of Operations & Maintenance services, delivering stable and visible cash flows.

Expansion of services and innovative solutions in the areas of metering, billing, and network management via integration of advanced systems and artificial intelligence.





First of its kind in Qatar under
PPP



WAKRA	Capacity	Location	Concession Period
Wastewater treatment	150,000m3/day, expandable to 600,000m3/day	Qatar	25 Years



First of its kind in Sub-Saharan Africa under PPP



KIGALI	Capacity	Location	Concession Period
<i>Bulk Surface water supply treatment</i>	<i>40,000m³/day</i>	<i>Rwanda</i>	<i>25 Years</i>



First of its kind in MENA under
PPP



DUBAI INVESTMENT PARK	Capacity	Location	Concession Period
Wastewater treatment	56,000m ³ /day	United Arab Emirates	25 Years



First of its kind in Serbia under PPP

ZRENJANIN	Capacity	Location	Concession Period
Wastewater treatment	30,000m ³ /day	Serbia	25 Years



First of its kind in Uzbekistan under PPP

NAMANGAN	Capacity	Location	Concession Period
Wastewater treatment	100,000m ³ /day	Uzbekistan	25 Years



First of its kind in Saudi Arabia
under PPP

DAMMAM	Capacity	Location	Concession Period
<i>Wastewater treatment</i>	<i>350,000m³/day</i>	<i>Saudi Arabia</i>	<i>25 Years</i>



PELINDO I & II	Capacity	Location	Concession Period
<i>Seawater reverse osmosis and distribution concession</i>	<i>4,200 & 3,000m³/day</i>	<i>Indonesia</i>	<i>23 & 15 Years</i>



NANCHANG QING SHAN HU	Capacity	Location	Concession Period
Wastewater treatment concession	1,000,000m ³ /day	China	21.5 years



HEFEI WANG XIAO YING	Capacity	Location	Concession Period
Wastewater treatment concession	300,000m ³ /day	China	23 Years

Operations & Maintenance

Extensive operation & maintenance experience with strong on-the-ground technical support capabilities

Innovative bespoke solutions to deliver integral services including digital management systems

Renowned service provider focused on optimization to sustain peak efficiency

Strong order book leveraging its client base to secure recurring revenue streams



Optimization of plant operations, commissioning services, ongoing monitoring & preventative maintenance

Working on the full spectrum of projects across:

FIELD SERVICES

- Experiences and trained field service representatives in all local markets for onsite operation and monitoring of equipment performance
- Equipment installation assistance and start-up services
- Repair services and troubleshooting

CUSTOMISED SERVICES

- Extensive portfolio of customizable services backed by technical knowledge
- Advanced technologies guaranteeing optimum results and more efficient operations

QHSSE TRAINING & KNOWLEDGE TRANSFER

- World-class operations and maintenance services
- Advanced QHSSE guidelines and recommendations guaranteeing safe and healthy working environments and minimal LTIs on sites





CATCHMENT ZONE	Capacity	Location
Wastewater O&M contract (Doha South and Industrial Area)	2,226,000 m ³ /day	Qatar



First plant of its type with a 1M m³/d mega capacity - the largest in the world



AL MAHSAMMA	Capacity	Location
<i>Agricultural drainage, recycling, and reuse</i>	<i>1,000,000m³/day</i>	<i>Egypt</i>



AL GALALA	Capacity	Location
Seawater Reverse osmosis	150,000 m ³ /day	Egypt



PORT SAID	Capacity	Location
Seawater Reverse Osmosis	150,000 m ³ /day	Egypt

Chemical Solutions

Client focused and performance driven, providing tailored specialty chemical solutions.

Industrial and utility process treatment solutions for light and heavy industries

Serving customers across a number of industries including power generation, metals & mining, fertilizers, sugar, alternative energy and district cooling, among others..



Environmentally friendly high-performance products, on-site services, automated and digital monitoring

Global Chemicals Footprint: Providing solutions across industries

PRODUCTS & EQUIPMENT

- Specialty water treatment chemicals
- Process chemicals
- Automation and dosing equipment
- Smart digital water monitoring units
- Chlorine dioxide generators

INDUSTRIES COVERED

- Fertilizers / Refinery / Petrochemicals
- District cooling / Food and Beverage
- Metals & Mining / Sugar processing / Geothermal

COMPREHENSIVE TREATMENT PROGRAMS

- Cooling towers
- Boilers
- RO Plants
- Wastewater treatment
- Process Chemicals

SERVICES & SUPPORT

- Flushing and passivation
- Chemical cleaning
- On-site services and support
- Lab and root cause analysis





Impact.
Sustainability.
Innovation.

metito

“Metito prides itself on having direct and tangible impact on the governments, industries and communities that we serve, and we believe real ownership can only be achieved if sustainability is fully integrated into our business model.”

– Talal Ghandour, Managing Director

Investing with Impact

Egypt's National Water Resources Strategy, 2017-2037, launched to address the country's water-related challenges which point to a 40bn m³ / year water shortage.

Metito has been present in Egypt since the 1970's and has delivered 400+ projects aimed towards providing relief to the country's water scarcity.

Rwanda: 31% of the population lack access to clean & potable water.

Through the Kigali plant, **Metito** was able to provide access to a steady water supply for 27% of the population.

China: One-third of China's lakes and rivers are unfit for human use, and 73% of the water supplies face medium-high pollution levels.

Between 1995 and 2017, **Metito** has treated c1.6m m³/day of water serving millions of people a day.

Saudi Arabia: largest desalination market globally, is facing water security challenges. National Water Strategy, part of Vision 2030, committed to safeguarding the country's natural resources and increase desalination capacity by 3x 8m m³/d by 2027

Establishing its presence in the early 1970's in Saudi Arabia, **Metito** has successfully completed 270+ projects for the country.



Uzbekistan: Wastewater networks cover only 20% of the population and 38% are considered outdated and in need of upgrading / refurbishment.

Metito was recently awarded the first ever public private partnership wastewater treatment project in Namangan (2021).



Indonesia: 18 million Indonesians lack safe water and 20 million lack access to improved sanitation facilities.

Metito, having established its office in 1994, has executed over 150 projects in Indonesia aimed to address the ever-growing need for potable water in the country.

Serbia: Only 8% of the country's wastewater is treated whilst 50% of industrial facilities do not treat wastewater at all.

Since being awarded the first WWTP PPP in Zrejanin, **Metito** has since secured further projects. Enabling us to provide clean, safe and easily accessible water to the Serbian population.

Net Zero : Metito's office in Techno Park, Dubai was awarded the first LEED Certified Green Building in the Middle East. Solar panels installed across the entire office, resulting in complete self energy sufficiency.

Sustainability At Our Core

Sustainable Funding: In 2021, Metito secured a \$120m Sustainability Linked Loan, one of the first in the region, enabling the company to fulfill its aim as being one of the leading developers in water & wastewater across Emerging Markets.



Providing sustainable infrastructure: The DIP wastewater treatment concession: has now been in operation for 23 years and is delivering to the exact customer requirements for over two decades.

Leading the way in Decarbonisation. Metito is increasingly introducing solar into its desalination plants. Offsetting energy consumption & lowering carbon emissions.



ESG Benchmarking : With over 20+ years of experience, Metito's QHSSE team has incorporated ESG benchmarking software for reporting & enhancing environmental performance across the organisation.

Metito has a deep-rooted history in working with industry technologies. It was the first company globally to commercialize a Reverse Osmosis plant outside the US (1972)

Metito pioneered the first wastewater BOT and the first desalination concession in the Middle East, in 1999

Metito's Technology and Innovation Committee is made up of the company's smartest PhDs and Engineers. Recent project wins have been credited to our ability to integrate innovation into our project design, engineering and execution

Technology agnostic:
In it's bid to strive ahead of the competition, Metito is continually assessing the latest disruptive technologies across the industry with a view to implementation across its business lines

Always Innovating

Listening to its customers' needs and through **high-value engineering**, Metito delivers innovative water solutions for its Municipal & Industrial clients

Scalability and a commercial route to market being a key priority when integrating new technologies.



UN Sustainable Development Goals: Total Alignment

Metito integrates alternative energy solution such as solar for larger projects and operational offices.

Climate Action

Integration leading technologies into its sites to improve the quality of life for Metito customers.

Responsible Consumption & Production

Developing sustainable infrastructure projects that trigger cycles of prosperity for the communities Metito operates in.

Sustainable cities & communities

Providing water and alternative management solutions whilst prioritizing labor rights and maintaining a healthy, equal pay and safe environment.

Decent work & Economic Growth



Industry, Innovation & Infrastructure

Developing sustainable infrastructure solutions, whilst continuing to innovate and exploring new means of eco-friendly technology to optimize operations.

Gender Equality

Here at Metito, we believe Gender equality is not only a fundamental human right, but a necessary foundation for a sustainable world

Clean water & Sanitation

Water is both essential and scarce and Metito operates across the entire treatment value chain to deliver solutions to its customers

Affordable & clean Energy

Access to electricity in poorer countries has begun to accelerate and Metito is dedicated to continue to becoming a key player in the energy efficiency and renewable energy sector.

Kigali: 1st Surface Water Supply PPP Project in Sub-Saharan Africa

SDG Impact

- SDG 6 (6.4.2):** The plant supplies 17% of Rwanda’s and 27% of Kigali’s potable water.
- SDG 8 (8.8.2):** 400 locals hired during construction and 42 local employees in Metito’s fully owned subsidiary: Kigali Water Ltd
- SDG 12 (12.a.1):** Design capacity of 40,000 m3/day of high-quality clean water daily for the region.



KIGALI	Capacity	Location
Bulk surface water supply	40,000m3/day	Kigali, Rwanda

New-Delta: The world's Largest Agricultural Reuse Plant

SDG Impact

SDG 6 (6.4.2) & 9 (9.1): Wastewater is collected from agricultural drainage in the northern Delta, transported through a 120km pipeline, treated and then used to irrigate 500k acres of agricultural land in the Western Delta region.

SDG 11 (11.4): Minimizing the demand for freshwater whilst also contributing to the Government's effort to develop more sustainable agricultural land.

6

CLEAN WATER AND SANITATION

9

INDUSTRY, INNOVATION AND INFRASTRUCTURE

11

SUSTAINABLE CITIES AND COMMUNITIES



NEW DELTA	Capacity	Location
Agricultural drainage treatment, recycling and reuse	7,500,000m ³ /day	Egypt

Mahsamma: The world's 2nd Largest Agricultural Reuse Plant

SDG Impact

SDG 6 (6.4.2): diverting the polluted water to the plant rather than the open seawater.

SDG 12 (12.a.1): 1m m3d of treated water for irrigation purposes for 70k acres in the Western Sinai region.

SDG 13 (13.1): Contributing to the preservation of the natural ecology of nearby Lakes.



MAHSAMMA	Capacity	Location
Agricultural drainage treatment, recycling and reuse	1,000,000m ³ /day	Egypt

Neom: Pioneering the Move Towards Decarbonization

SDG Impact

SDG 6 (6.4.2) & 7 (7.1.2): Neom desalination plant with a capacity of 125,000 m3/d using 4 MW PV panels connected to the grid.

SDG 11 (11.4): The PV panels of 4MW will be utilized to reduce the power consumption of almost 15% of the total plant power.



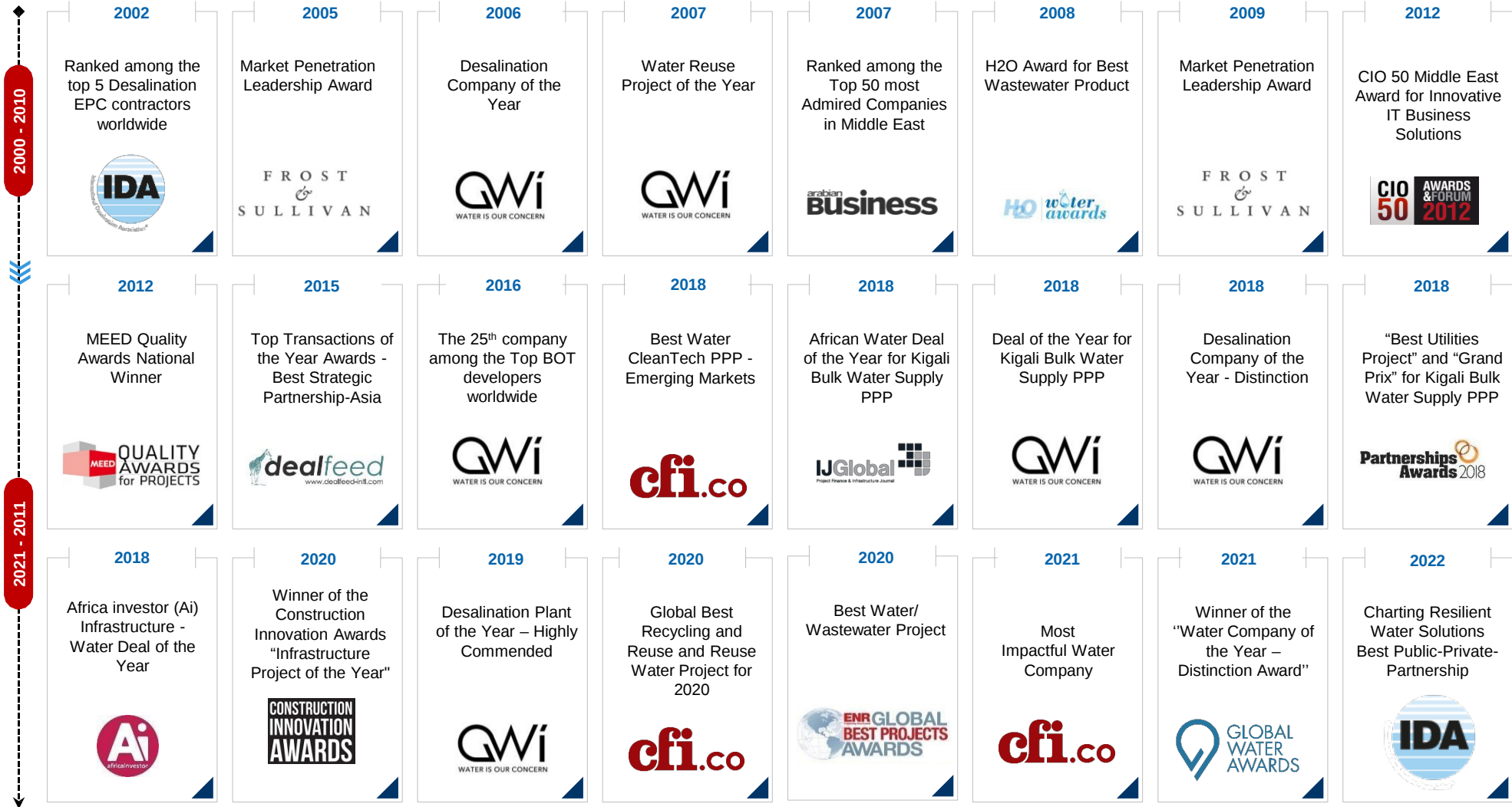
NEOM	Capacity	Location
Seawater reverse osmosis incorporating solar power	125,000m ³ /day & 4MW Solar Power	KSA

Industry Recognition



“With rapid urbanization and climate change there is a pressing demand for securing sustainable water supply and a more pressing need to create awareness on the true value of water. We are leading such efforts by example and spearheading mega projects in the areas of wastewater treatment, recycling and reuse to achieve a water positive scenario or least net zero.”

– Karim Madwar, Managing Director



Impact, Sustainability, Innovation.

Integrating these principles into Metito's day-to-day business would not be possible without our greatest asset...





Our People.



merito



*Commitment to a
Cleaner Environment*

Impact | Sustainability | Innovation

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