

*How is COVID-19 impacting the water market in South East Asia?
What is the next direction for the water market?
What is hot in the water market in South East Asia?*

WELCOME

The Water Market in South East Asia

05 August 2020, Wednesday, 10:00am – 11:00am



Co-Organisers

LVI Associates



LVI Associates is the leading specialist recruitment agency for the infrastructure sector. We were founded to give candidates and clients peace of mind that the recruitment process is in expert hands. Today, we provide permanent, contract and multi-hire recruitment from our global hubs all over the world.

Infrastructure plays a critical role in creating a future that works for everyone. As a specialist recruitment agency, LVI Associates places professionals who make a profound difference in our everyday lives. Our placements ensure that the public has access to everything from clean drinking water and reliable electricity to safe housing and roads for self-driving cars.

We pride ourselves in keeping our professional network up-to-date with any changes that will shape the future of work or affect the hiring process. Visit our website to discover more invaluable insights, including exclusive research, salary guides and market trends.

Singapore Water Association (SWA)



Established since 2004, Singapore Water Association has been instrumental in profiling and promoting Singapore as a pivotal regional hub for all water-related services and water technologies, by providing a platform to build effective networking, facilitate opportunities for collaboration, and foster the exchange of ideas and knowledge amongst member companies.

SWA also serves an integral linkage for members, to the global water network through the setting up of Singapore Pavilions at Singapore International Water week and overseas trade shows. In addition, SWA continues to promote development of water technologies and innovations through missions, forums and conferences. There are consistent, ongoing efforts to develop partnerships and collaborations in growth areas of strategic mutual interests and objectives with higher learning institutes and research centres. To-date, SWA has grown to have 260 members from an initial 27 in year 2004.

Housekeeping

- ✓ To ensure a smooth webinar, please mute your microphone and turn off the camera. You may communicate with us after the webinar.
- ✓ Please share your questions in the chat where we will try to provide answers where possible in the Q & A Segment.
- ✓ Do identify yourself so we can respond to any unanswered questions after the webinar
- ✓ We will be recording this webinar session and reserve the rights to the video
- ✓ Please complete a post event survey which upon return, we will forward the recording and presentation deck to the respondents.



Disclaimer

- ❖ All information in this webinar is for general information only and does not contain or convey any legal advice or administrative assistance.
- ❖ Information shared today is true and accurate as of publication date.
- ❖ SWA and LVI Associates reserve all rights in the provided materials



Moderator

KAYLEIGH REGAN, Head of Water & Transportation, LVI Associates

Kayleigh started her recruitment career in 2016 in the London LVI Associates office where she built a team specializing in the Forensic Engineering & Construction Claims recruitment market. This has since become one of the largest and most successful specialist teams within LVI Associates globally.



In 2018, Kayleigh had the opportunity to move internationally to take on the challenge of growing LVI Associates in Singapore. Kayleigh is now responsible for the Construction Claims, Water/Wastewater and Transportation recruitment teams for the entire APAC region.

About the Speaker



PRAVI BANSAL, Managing Partner, Amane Advisors–South East Asia

- Over 22 years' experience in strategy, mergers & acquisitions, restructuring and corporate finance in South East Asia and India markets
- Pravi was earlier Associate Partner at BIG4 in Singapore
- Advised global water operator and sovereign wealth funds in developing their Water strategy
- Act as strategic advisor to a national oil company to support Board Governance de-risk new ventures



The webinar seeks to explore How COVID-19 is impacting the water market in South East Asia? What is the next direction for the water market? and What is hot in the water market in South East Asia?

Programme

Time	Agenda
10:00am	Housekeeping
10:05am	Welcome Address by SWA, Dr Chiu Kuang Ping
10:10am	Introduction by LVI Associates and Mr Pravi Bansal
10:15am	How is COVID-19 impacting the water market in South East Asia?
10:25am	What is the next direction of the water market?
10:35am	What is hot in the water market in South East Asia?
10:45am	Q&A
10:55am	Closing



WELCOME ADDRESS

SWA Webinar : The Water Market in South East Asia

05 August 2020



Dr. CHIU Kuang Ping

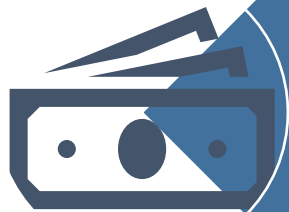
**Council Member, Singapore Water Association
Executive Director, AECOM**



How is COVID-19 impacting the water market in South East Asia?



How is COVID-19 impacting the water market in South East Asia?



Revenue shortfall due to commercial shutdown

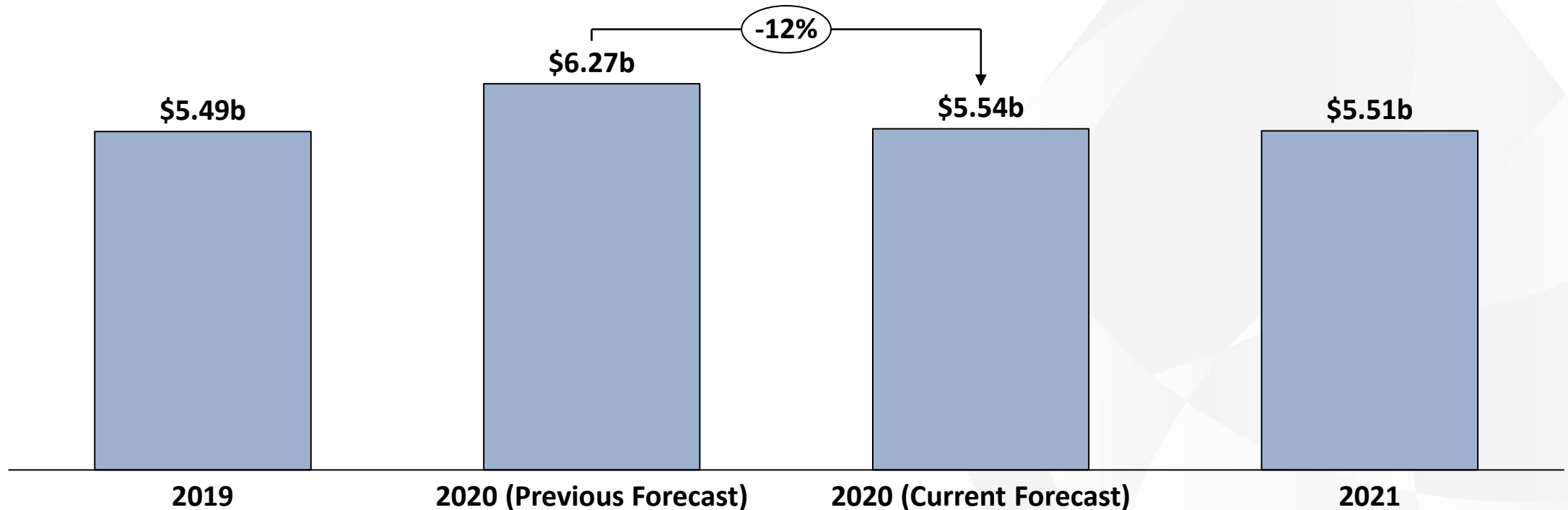


Slowdown in government decision making and construction of infrastructure



Slowdown in capital expenditure on utilities which is likely to persist into 2021

Forecast: Utility capital expenditure* (\$USD)



*Includes Singapore, Malaysia, Vietnam, Philippines, Thailand and Indonesia



How is COVID-19 impacting the water market in South East Asia?



Reallocation of state budgets for healthcare efforts



Healthcare and F&B sectors are proving its resilience



What is the next direction for the water market?



What is the next direction for the water market?



Stronger need for private sector participation for the water sector



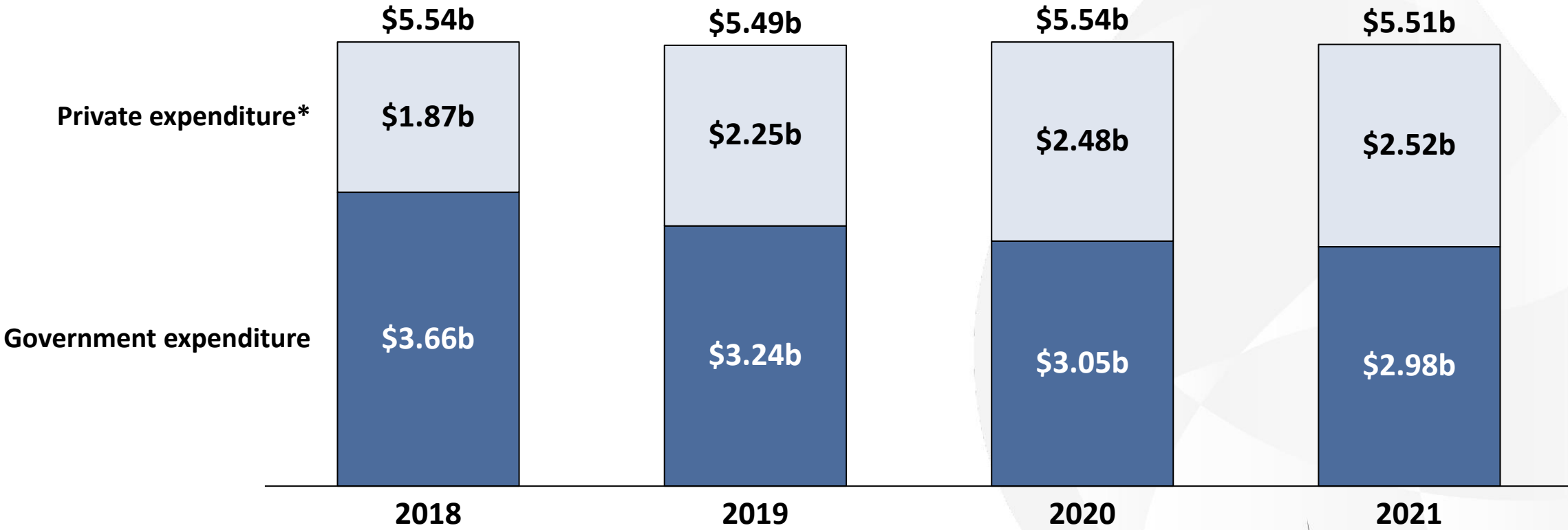
Greater role for multilaterals financing to supplement government infrastructure budget



Strengthening or establishment of PPP frameworks across the region

Private finance is likely to play a larger role moving forward

Forecast: Total capital expenditure (\$USD)



*Private finance includes Singapore, Malaysia, Vietnam, Philippines and Indonesia



What is the next direction for the water market?



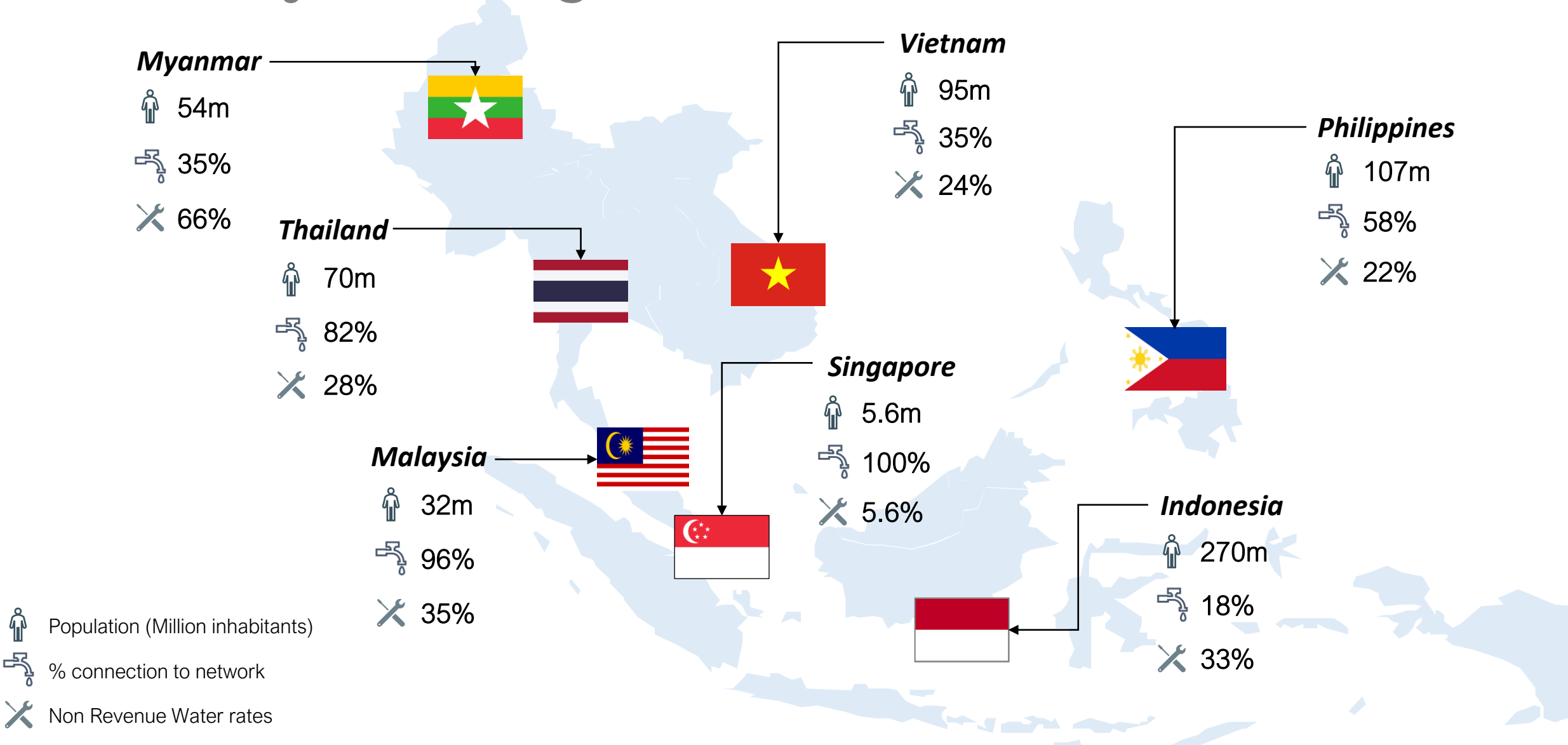
Increasing compliance standards for wastewater discharge



Accelerating digitalization to increase utility efficiencies and reduce Non-Revenue Water



Major needs for better water connections and efficiency in the region



What is hot in the water market in South East Asia?



What is hot in the water market in South East Asia?



Private financing for municipal water and wastewater infrastructure needs in Vietnam, Indonesia and Philippines



Growing opportunities for technology / digitalisation (i.e. Non Revenue Water reduction in Malaysia) in utilities



Developing plans for centralised water and wastewater treatment in industrial parks in Vietnam, Indonesia, and Thailand



What is hot in the water market in South East Asia?



Evolving market for water filters and coolers in residential and commercial sectors in the region



Soaring demand for water and wastewater services in the F&B and healthcare industry for next five years



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Q & A

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20 August 2020

Thursday

10:00am – 11:00am

Register

Seats are limited, register early

Should you have any questions regarding this webinar, please contact SWA at T: 6515 0812 or enquiry@swa.org.sg

- ❖ *What is the role of biofilms in the urban water cycle ?*
- ❖ *What is the impact of biofilms ?*
- ❖ *What can be done to improve detection & water treatment quality ?*

Complimentary Webinar

Biofilms in the Urban Water Cycle



Thank You

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