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## SPML Infra – Among World’s Top 50 Private Water Companies

### PRIVATE WATER - TOP 50

Rank	Company	Country	Water revenues	No. of people served	Notes
1	Suez	France	€7.814bn	148,120,142	Includes Aguas Andinas, Lydec, and GE Water; excludes Pabja
2	Veolia	France	€11.138bn	122,000,000	Lower total following portfolio optimisation programme
3	Beijing Enterprises Water	China	HK\$17.354bn	58,419,728	Focusing more on integrated PPP projects; buying Trinity
4	Shanghai Industrial Holdings	China	HK\$4.667bn	54,087,042	Includes General Water, SIIIC and Longjiang Environmental
5	Beijing Origin Water	China	RMB8.892bn	43,557,169	UF specialist; expanding in rural area; government owns stake
6	Guangdong Investment	China	HK\$6.532bn	41,949,387	Buying utilities away from its HK bulk water concession
7	Beijing Capital	China	RMB3.76bn	40,000,000	Competitive in bidding for large PPP projects
8	Acciona Agua <sup>1</sup>	Spain	€708m	39,124,116	Includes service contracts with treatment responsibility
9	Sabesp	Brazil	BRL14.1bn	27,800,000	Steady growth, tempered by limited contact losses
10	VA Tech Wabag	India	INR32.1bn	23,300,000	Mainly DBOs, plus a large wastewater O&M contract in Istanbul
11	FCC (Aqualia)	Spain	€1.009bn	22,500,000	Abu Rawash WWTP contract signed in September 2017
12	Shanghai Chengtuo Group	China	-	21,160,000	Includes Chengtuo Water and Young Sun
13	Shenzhen Water	China	-	21,047,357	Part-owned by Veolia (25%) and Beijing Capital (20%)
14	Mitsui <sup>1</sup>	Japan	\$120m	17,050,000	Excludes Galaxy NewSpring; includes Atlatec, ITW, and SmVaK
15	BRK Ambiental <sup>2</sup>	Brazil	BRL1.811bn	17,000,000	Brazil's largest majority private-owned water service provider
16	Andrade Gutierrez	Brazil	-	16,000,000	Sale of 25yr PPP to CGGC follows sale of desal plant to 7Seas
17	Tianjin Capital Environmental	China	RMB1.77bn	15,027,223	Water & wastewater utility for Tianjin, with projects nationwide
18	American Water Works	US	\$3.3bn	15,000,000	Steady growth on the regulated side (organic + acquisitions)
19	Thames Water	UK	£2.06bn	15,000,000	UK's largest regulated water company; no int'l interests
20	Sound Global	China	RMB4.086bn	13,901,162	Founder and Changjiang Capital to take firm private
21	Manila Water	Philippines	PHP17.711bn	13,800,000	More than 50% outside of Manila, including in Vietnam
22	Saur	France	€1.17bn	13,000,000	New international growth plan will add more customers
23	Chengdu Xingrong Env. Co., Ltd.	China	RMB3.058bn	12,903,474	Sichuan-based utility expanding nationwide
24	China Everbright Water Ltd.	China	HK\$2.494bn	12,871,143	Singapore-listed, formed through RTO of HanKore Environm.
25	Remondis Aqua	Germany	-	12,800,000	Now operates a major wastewater treatment plant in Istanbul
26	Anhui Guozhen Env. Protection	China	RMB1.046bn	12,315,789	Marubeni selling its remaining shares to Anhui Province
27	Chongqing Water Group	China	RMB4.453bn	11,621,478	Owned by Derun, backed by Suez and Shenzhen Expressway
28	Eranove	France	-	11,576,800	High average household sizes in Senegal and Côte d'Ivoire
29	Acea	Italy	€592m	11,518,088	26% of pop. served is under long-term concessions in LatAm
30	Copasa	Brazil	BRL4.008bn	11,500,000	Three new contracts signed in Q3 2017 serving 64,000 people
31	Metro Pacific Investments Corp <sup>3</sup>	Philippines	\$250m	10,500,000	Now just Philippines; Vietnam and Indonesia buys pending
32	Hyflux	Singapore	S\$987m	10,460,000	Sold Galaxy NewSpring; divesting Tuaspring and Tianjin BOIs
33	China Water Affairs	China	HK\$5.515bn	10,000,000	Aggressively buying second- and third-tier city water utilities
34	Yunnan Water	China	RMB2.377bn	9,513,975	Bought Galaxy NewSpring; seeks to set up JVs with utilities
35	Chongqing Kangda Env. Protec.	China	RMB1.926bn	8,875,372	Focussed on wastewater BOT/TOT market
36	Tsinghua Holdings	China	-	8,214,156	Includes TUS Water, TUS Sound, and Tsinghua Tongfang
37	Severn Trent	UK	£1.819bn	8,000,000	Sale of US contract ops division took 4.1 million off total
38	ACWA Power/Nomac	Saudi Arabia	-	7,750,000	Total aggregated from desalination plant portfolio in the Gulf
39	GS Engineering (incl. Inima)	South Korea	\$300m	7,721,000	Total reflects GS Inima's concessions and O&M projects
40	Aguas Andinas	Chile	CLP492bn	7,640,979	Pop. also included in Suez total due to majority ownership
41	Hua Yan Water	Hong Kong	HK\$1.233bn	7,604,356	Includes Wuhu, Suzhou, and Ma'anshan utilities
42	United Utilities	UK	£1.704bn	7,000,000	Modest organic growth from existing franchise area
43	SPML Infra	India	INR6.578bn	6,965,000	Strong in rural water concessions; looking to divest stake
44	Iguá Saneamento <sup>4</sup>	Brazil	BRL469m	6,600,000	Positioned for renewed growth under new ownership
45	Jiangxi Hongcheng	China	RMB1.617bn	6,170,599	Nanchang-based water & wastewater utility listed in Shanghai
46	Anglian Water	UK	£1.347bn	6,000,000	Modest organic growth from existing franchise area
47	Zhongshan Public Utilities Grp	China	RMB7244m	5,963,418	Zhongshan-based water & wastewater utility listed in Shanghai
48	Kelda Group	UK	£1.003bn	5,500,000	Total will drop after Q4 2017 sale of non-regulated PFI assets
49	Guangxi Nanning Waterworks	China	RMB1.195bn	5,154,265	Nanning-based water & wastewater utility listed in Shanghai
50	Penyao Env. Protection Co., Ltd.	China	RMB1.114bn	5,143,376	Waiting for IPO on Shenzhen Stock Exchange

1) Includes Atotonilco WWTP

2) Formerly Odebrecht Ambiental

3) Includes Majnilad

4) Formerly CAB Ambiental

Source: GWI WaterData; company data

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SPML Infra Limited is among the World's Top 50 Private Water Companies as per the latest research conducted by Global Water Intelligence, London. SPML Infra has been continuously featuring for the past 6 years in the bi-annual survey of world water companies. With a legacy of more than 3 decades, SPML Infra has executed over 600 water projects and created significant value for the country. Our sustainable infrastructure and advance technology helps water utilities to deliver safe and clean drinking water to about 40 million people of India.

## SPML Infra - Ranked in the 1000 High-Growth Companies in Asia-Pacific

SPML Infra Ltd. features among the 1000 High-Growth Companies in Asia-Pacific region. The detailed report published in Financial Times, London on 10th February 2018 has listed 1000 companies from Australia, Hong Kong, India, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, South Korea, and Taiwan. The global research was conducted by Statista GmbH, Germany.



## Infra East Summit

CII Eastern Region organized "Infra East Summit: Unlocking the Growth Potential by Leveraging Opportunities" in Kolkata on 20th February, 2018. The full day deliberation was attended by Prof. Saugata Roy, Member of Parliament and former State Minister of Urban Development, Govt. of India; top officials from Govt. of West Bengal, Captains of infrastructure companies, top and senior officials from government and private sector including banks and financial institutions. SPML Infra Chairman, Mr. Subhash Sethi in his welcome remarks spoke about the importance of infrastructure development in meeting the GDP growth target of 8 per cent this year and beyond. The alternate avenues of financing infrastructure projects needs to be improved and funds from Insurance, PF, and Bonds etc to be made available. Mr. Sethi is also the Chairman of CII Infrastructure Sub-Committee of eastern region.



## New Order

### SPML Infra JV Secures International Order worth USD 32.01 Million for Irrigation Project in Republic of Ghana

SPML Infra Limited with its joint venture partner OM Metals Infraprojects has secured an international order from Ministry of Food and Agriculture, Republic of Ghana for the work related to rehabilitation and completion of Kpong left bank irrigation project in Ghana, Africa for USD 32,012,453 (INR approx. 205 Crore).

The scope of work includes modification of existing supply canal, main canal, cross regulators and installation of new distribution structures. This World Bank funded project has a time line of 18 months to complete. The Letter of Intent (LoI) received by the JV on 12th January 2018 and the project will be executed within the given period



## Awards



### Water Leadership Award 2018

**Most Impactful Leaders in Water & Water Management**

Mr. Subhash Sethi, Chairman, SPML Infra Ltd. has been selected as "Most Impactful Leaders in Water and Water Management" in Top 50 Global Listing by ET Now & World CSR Congress. The award was presented on 17th February, 2018 at a glittering ceremony held in Mumbai. It is a recognition of his valuable contributions in the Indian Water Sector. Other recipients were the leaders of water industry from Australia, Philippines, South Africa, USA, Nepal and UAE among others.



### SPML Infra Received ET Now-Water Leadership Awards 2018

**For Excellence in Water & Wastewater Management**

SPML Infra Limited received the prestigious ET Now-Water Leadership Awards 2018 for Excellence in Water & Wastewater Management during the award ceremony held in Mumbai on 18th February 2018. The award is a valuable recognition of SPML's efforts in promoting sustainable water & wastewater management for more than three decades. SPML Infra is providing drinking water facilities to around 40 million people in India and is among the World's Top 50 Private Water Companies, as per Global Water Intelligence, London.



# media BUZZ

## T&D India, March 2018

"Transmission & Distribution will define the next growth phase in Power Sector". A detailed interview of SPML Infra Chairman, Mr. Subhash Sethi was published in T&D India, March 2018 issue



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## Water Digest, March 2018

"When the well is dry, we will know the worth of water." A detailed article by Mr. Subhash Sethi, Chairman, SPML Infra Limited on 'Financing Water Infrastructure' is published in Water Digest, March 2018 issue.



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## Indian Infrastructure, Feb 2018

An article by SPML Infra Chairman, Mr. Subhash Sethi on the topic of "Towards Water Security: Government takes initiatives to address scarcity issues" with special focus on Gujarat was published in Indian Infrastructure, February 2018 issue.



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## Construction Times, Feb 2018

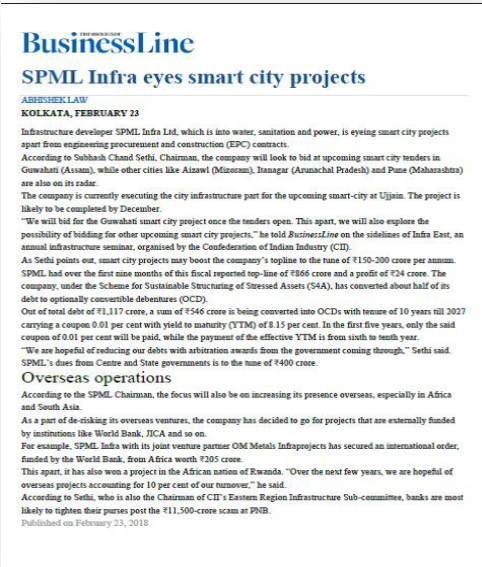
With rapidly changing urban face of India and increasing demand for more quality water and better sanitation services, the most important issue we are facing is to deal effectively with our wastewater. A detailed article by Mr. Subhash Sethi, Chairman, SPML Infra Limited on "Wastewater Management: New Technologies for Treatment" is published in Construction Times, February 2018 issue. Please read it here



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### Hindu Business Line, 23 Feb 2018

SPML Infra eyes smart city projects, interview of SPML Infra Chairman, Mr. Subhash Sethi published in business newspaper, Hindu Business Line.



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### Construction Times, Feb 2018

Pipes and Fittings are integral part of Water, Oil & Gas Supply Projects. A detailed article on the topic with insight from Mr. Subhash Sethi, Chairman, SPML Infra Limited is published in Construction Times, February 2018 issue.



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### Express Water, Feb 2018

The response of SPML Infra Chairman, Mr. Subhash Sethi on union budget 2018-19 as "Budget 2018 from the Perspective of Indian Water Sector" was published in Express Water, February 2018. This year's budget, with progressive thinking, will lead India to an inclusive growth path with a clear focus to develop robust infrastructure and lift the economy to achieve the GDP target of the next fiscal.



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### Everything About Water, Jan 2018

Water-The New Oil of Future: India will have only 22 percent of the present daily per capita water available by the year 2050, which may possibly forcing us to import water. The scenario suggests that Water will become the New Oil of Future. A detailed article by Mr. Subhash Sethi, Chairman, SPML Infra Limited was published in January 2018 issue of Everything About Water.



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## Projects Commissioned

### Completed 400 Kv - 500 MVA Autotransformer Project at Sikar, Rajasthan



Client: Power Grid Corporation of India Limited

SPML Infra has successfully completed supply, erection, testing & commissioning of technologically advance 400 Kv - 500 MVA Autotransformer and 220 Kv Line Bays for the extension of 400/220 Kv Substation in Sikar, Rajasthan. The project will help Rajasthan specially Sikar area with reliable power supply. The client, Power Grid Corporation of India Limited is happy with the timely completion of the project.



### Completed 2 Nos 220 Kv AIS Feeder Bays at Domjur, West Bengal



Client: West Bengal State Electricity Transmission Company Limited

SPML Infra completed the design, engineering, supply, erection, testing and commissioning of all sub-stations equipment and structures including integration of fiber optics communication system for linking of substations for establishment of telecommunication to New Town Action Area-IIC with Rajarhat 400/220/132 Kv and Bagjola 132 Kv sub-stations.



## Project Update



### Gagreen Water Supply Project, Rajasthan

Client: Public Health Engineering Department, Jhalawar

The major infrastructure development works for Gagreen Water Supply Project has been completed and drinking water supply to the residents of more than 90 villages is already happening. The work for connecting remaining villages with water supply is under progress. The scope of work includes raw water transmission system, 19 MLD water treatment plant, 7 clear water reservoirs of 200-1500 KL, 6 nos of pumping stations, 1515 kms water pipeline of 63-600 mm dia, 53 elevated service reservoirs with cluster distribution system, village distribution system, PLC & SCADA with 10 years of operation & maintenance.



### Saurashtra-Narmada Avtaran Irrigation (SAUNI) Yojana, Phase II, Gujarat

Client: UND Irrigation Division, Jamnagar, Gujarat

Saurashtra-Narmada Avtaran Irrigation (SAUNI) Yojana envisage to irrigate 1.8 million hectare of land in Saurashtra, Kutch and north Gujarat; benefiting millions of farmers and supplying potable water to 39 million people across 132 towns and 11,456 villages in Gujarat to address the scarcity of drinking water. The execution work of phase 2 of this project is going on in full swing with laying of 3000 mm diameter MS Pipe of 17.5 mm thickness. The progress of work is as per schedule and the project will be completed within allocated execution time.





## Social Responsibility Initiatives

### Healthcare Camp

To pay respectful tribute to the Founder Chairman, (Late) Punam Chand Sethi ji, who always believed in helping the poor and was generous to those in need and lived with example; on his birth anniversary, SPML Infra organized a Free Healthcare & Eye Camp at its office in Okhla Industrial Area, New Delhi on 29th January, 2018. More than 300 people from economically weaker section of the society visited the camp for their treatment by a panel of doctors including Eye, ENT and General Physician & Surgeon. The relevant test for Eye, ENT, BP, Blood Sugar, ECG were conducted and free medicines were provided to them.



### Tree Plantation

As part of corporate social responsibility, SPML Infra has taken the initiative of Tree Plantation at various project sites with the vision of environmental protection and to balance the eco-system. SPML Infra team has participated in tree plantation drive and will continue to do so in longer time as the company strives to make a positive difference by planting and protecting as many indigenous trees as possible. The plants implanted earlier at SAUNI Yojana project site at Gujarat has become full grown trees now.





## Infrastructure Asset Management

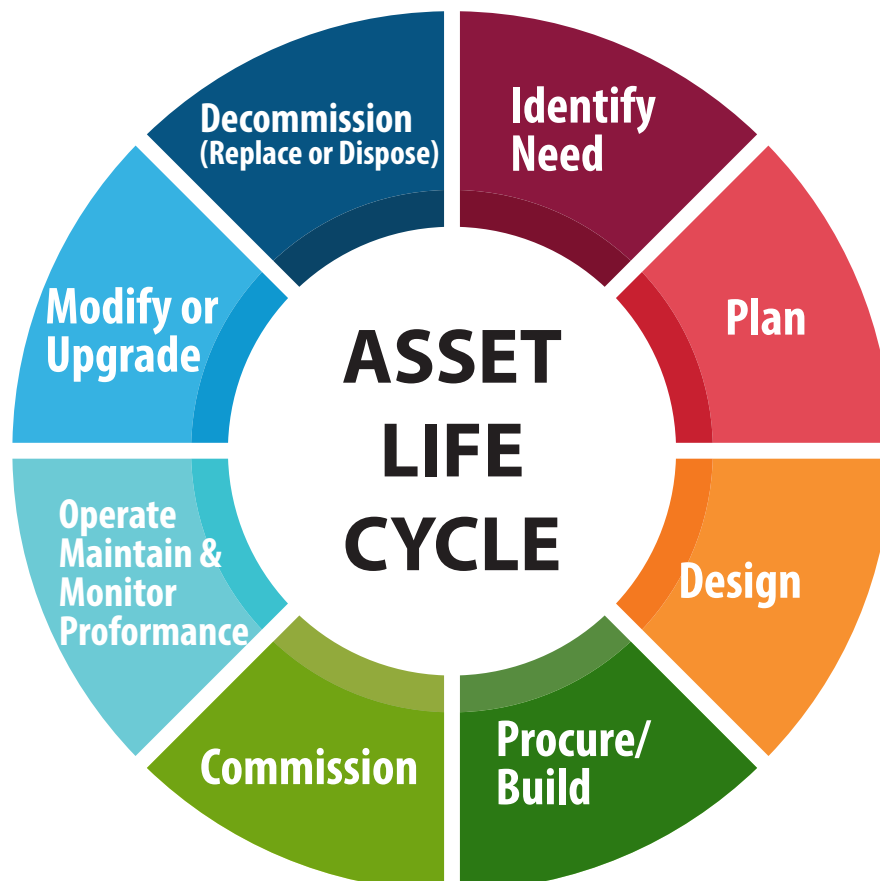
Assets are essential to our everyday lives. The transport we use for commuting, transmission towers we use to communicate, buildings we work in, facilities treating the water we drink and grids delivering power to us are all assets that must be managed and maintained in good condition to continuously deliver the required services. Although a necessity and central to society, asset management can also be a vast source of value creation. However, more often than not it is executed poorly, and outdated approaches for maintenance are being used resulting in under-performance and ultimate losses.

A global survey conducted by Arcadis found that 80% of asset owners indicated that they did not have a complete understanding of what assets they possess, their condition, or the required maintenance activities and budget. Effective asset management is crucial to ensuring long-term performance and uninterrupted services. Infrastructure asset management need to adopt a more integrated and strategic approach in the light of the dynamic

contemporary operating environment.

In the past, infrastructure development and maintenance decisions were made in accordance to tradition, intuition, personal experience, resource availability, and in most cases as per political considerations. There was no systematic application of objective and analytical techniques in such decisions. Success was often measured in terms of controlling backlogs in the short term, not in optimizing system performance or minimizing user impacts with focus on individual asset rather than the long-term asset management needs.

Due to the relatively long life-cycle of infrastructure assets, the consideration of a whole life cycle approach is becoming increasingly important. This shift has forced the design, procurement and decision-making on infrastructure asset to be based on whole life value including planning, design, acquisition, installation, operation, maintenance, refurbishment, and disposal costs. Thus, life cycle approach is becoming central to infrastructure asset



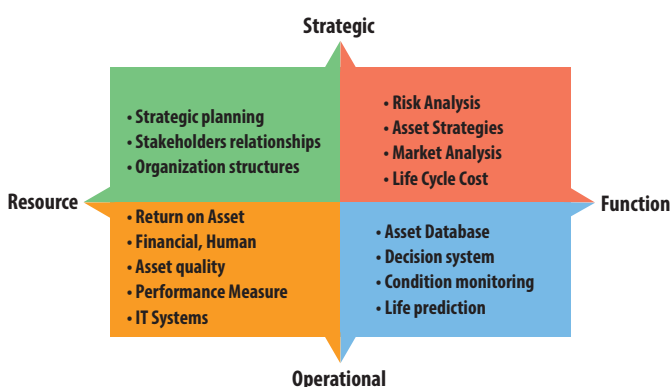
management by taking account of the total cost of an asset throughout its life.

### Scope of Infrastructure Asset Management

The management of infrastructure assets has traditionally been approached from a functional perspective i.e. to ensure the optimum performance of the asset. But with evolving technology and for meeting the ever increasing demands, infrastructure asset is treated as important business resource capable of contributing to the organization’s goals including maximum return on assets, optimize total cost of ownership and fulfil safety and environmental requirements.

In the age of fierce competition and more private sector participation in the provision of infrastructure, there is an increased emphasis on the management of valuable assets. A performance based asset management strategy is needed for better understanding of its meaning, impact, and value for an organization. Infrastructure assets must generate revenue and ensure that business needs are met without compromising the competitiveness of the business in future.

The scope of infrastructure asset management can be described through four quadrants, as below.



The north and south axes represent a strategic vs operational perspective. The operational aspect of asset management involves the practical business of keeping the infrastructure in working conditions. The strategic perspective of infrastructure asset management considers the integration of the user

needs, the environment and the business functions of the organization in the longer term. The east and west axes are anchored on each end by distinguishing asset as a function versus asset as a resource to business. Asset as a function concentrates on what can be done to improve the performance of the asset, i.e. asset optimization. Asset as a resource on the other hand, considers how asset can best used to enhance business goals. The benefits of an improved asset management process are enhanced customer satisfaction, governance and accountability, risk management, financial efficiency and sustainability.

### Future of Infrastructure Asset Management

The challenges most countries are facing are to build and manage infrastructure assets. On the one hand, infrastructure is vital for supporting economic growth, meeting basic needs, facilitating mobility and social interaction, on the other, environmental pressures in the form of changing climatic conditions, congestion and so on are likely to increase, turning the spotlight firmly on the inherent tensions between the imperative for further infrastructure development and the quest for sustainability.

Users are constantly looking for better service level in terms of speed, capacity, security and reliability and most cost efficient way of securing high quality services. The developers are focusing to minimize operation cost, increase capacity and reliability of the infrastructure assets to cater the demand efficiently and maximize the return to their investment.

For this to happen, infrastructure asset management should be considered from a more strategic perspective to be an interdisciplinary and comprehensive business strategy integrating finance, planning, engineering, construction, human resource, economics and information management. Infrastructure asset management should be treated as an important business resource. As organizations increasingly need to fund and maintain more assets, the role of infrastructure asset management is evolving.