

BESIX

Concessions & Assets

Think Infrastructure Partnerships



Company Brochure





WHO WE ARE

BESIX Concessions & Assets devises tailor-made solutions covering the complete infrastructure lifecycle.

With over a hundred years' experience delivering myriad successful projects around the world, BESIX is perfectly placed to meet and exceed the needs and expectations of customers both in the public and private sectors. As a global company with more than fifty years' experience in the Middle East, BESIX is a trusted and a reliable partner for the most complex infrastructure solutions.

With our broad experience in European and Middle-Eastern Public Private Partnerships, we recognize that each project, customer and community has a unique set of challenges and we pride ourselves on being able to form collaborative partnerships to deliver on their aspirations.

Together with our Client-Partners and applying BESIX's range of financing options, we devise a pragmatic approach to achieve a shared interest over the complete infrastructure lifecycle.

OUR VISION

Be recognized as the leader in delivering innovative environmental and infrastructure solutions which benefit communities in the Middle East today and into the future.

We are part of the BESIX Group

With a history of engineering and infrastructure excellence spanning more than a century, the BESIX Group offers a complete range of construction, concessions & assets, road, environmental projects and property development services with a large portfolio of projects around the world.

Based in Belgium, the BESIX Group generates a combined annual turnover of more than €2 billion and employs more than 19,000 people around the world.

KEY PROJECTS

- 2006** ● **ASPCL Ajman Sewerage**
Construction, maintenance and operation of the Emirates first sewerage treatment facility through a PPP with the Ajman Government.
- 2008** ● **ISTP2 Abu Dhabi**
Construction and maintenance of two wastewater treatment facilities through a 25-year concession agreement.
- 2011** ● **Safi Ajman**
Construction and maintenance of a water recycling plant providing polished water for a variety of industrial and commercial uses.
- 2014** ● **Dubai Sports City**
Providing Sewerage services to the Sports City community including the reuse of treated effluents for irrigation, golf courses and lakes.



WHY CHOOSE A PARTNERSHIP?

A partnership with BESIX Concessions & Assets provides a means to realise your infrastructure needs in a way that is financially and environmentally beneficial to all.

There are 5 key benefits to a partnership with BESIX:



Long term vision

As an alternative to traditional procurement, BESIX considers the whole project lifecycle during the initial planning stages. With this particular approach, we propose efficient and sustainable solutions which provide long term benefits to our partners and their communities.



Assets performing at their highest efficiency

Utilising the highest O&M (operations and maintenance) standards and leveraging economies of scale and scope, BESIX is able to meet and exceed assets performance on regulatory and economic objectives. With asset upgrades and rehabilitation, future investments for expanding capacities can be reduced.



No further financing required

Through experience and strong relationships with both local and international lenders, BESIX is able to arrange funding and inject our own equity to finance initial investments, thus reducing the pressure on our clients.



Focus on your core activities

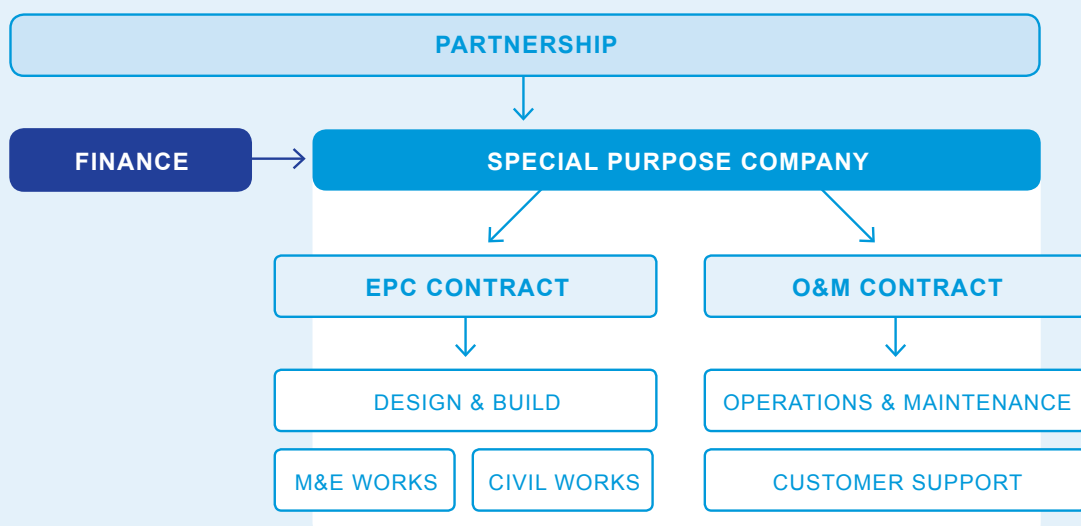
BESIX manages both the partnership and assets allowing our partners to concentrate on their primary activities. Asset performance is reported on regularly. All stages of the process from planning to revenue collection are all managed internally at BESIX.



Recurrent revenues

Through transparent reporting and accounting, the partner is always able to see current and future cash flows and revenues.

TYPICAL PARTNERSHIP STRUCTURE



OUR METHOD

Whilst every project is different, our project framework and rigorous project management ethos, provides a safe and tested method to deliver a wide variety of infrastructure projects.



Planning

Using in-depth field surveys and extensive desktop research, we prepare different scenarios that consider all aspects of the project: financial, economical, technical, regulatory and service delivery. Right from the start, we devise a partnership that shares both risk and benefits.

Design

BESIX will deliver a comprehensive design of the required infrastructure solution. The partnership approach ensures that both parties have an interest to develop a cost effective, efficient and mutually beneficial design.

Financing & Regulations

We work closely with our partners to establish project economics, legal structure and where required propose changes to regulation to ensure the solution is viable over the complete lifecycle.

Construction

With a proven track record in infrastructure throughout the Middle East and beyond, our construction division brings a wealth of skills and experience in delivering large scale infrastructure on time and budget.

O&M

Whether operating infrastructure of our own design and construction or taking over existing assets, BESIX apply the highest standards. We commit to placing the most competent professionals to develop and train new employees to manage the asset in an efficient and safe manner.

Customer Service

Our expertise extends to the provision of customer service facilities for our end users through modern methods of payment and unsurpassed customer support. In addition we have provided education for the community about the benefits of new infrastructure to ensure buy in across the whole population.

Expand, Upgrade & Rehabilitate

A key benefit of long-term partnerships is that improvements can be applied where new regulations, an increase in demand or improved technology occur. Improvements are proactively considered with efficiency and revenue in mind, ensuring that the asset is always performing for the benefit of the partnership, the community and the environment.

Reuse

Where possible, we will propose the adoption of reuse strategies which can generate additional revenue. This can include the reuse of by products which have proven in the past to be beneficial from an environmental and revenue generating perspective.



Planning



Design



Financing & Regulations



Construction



O&M



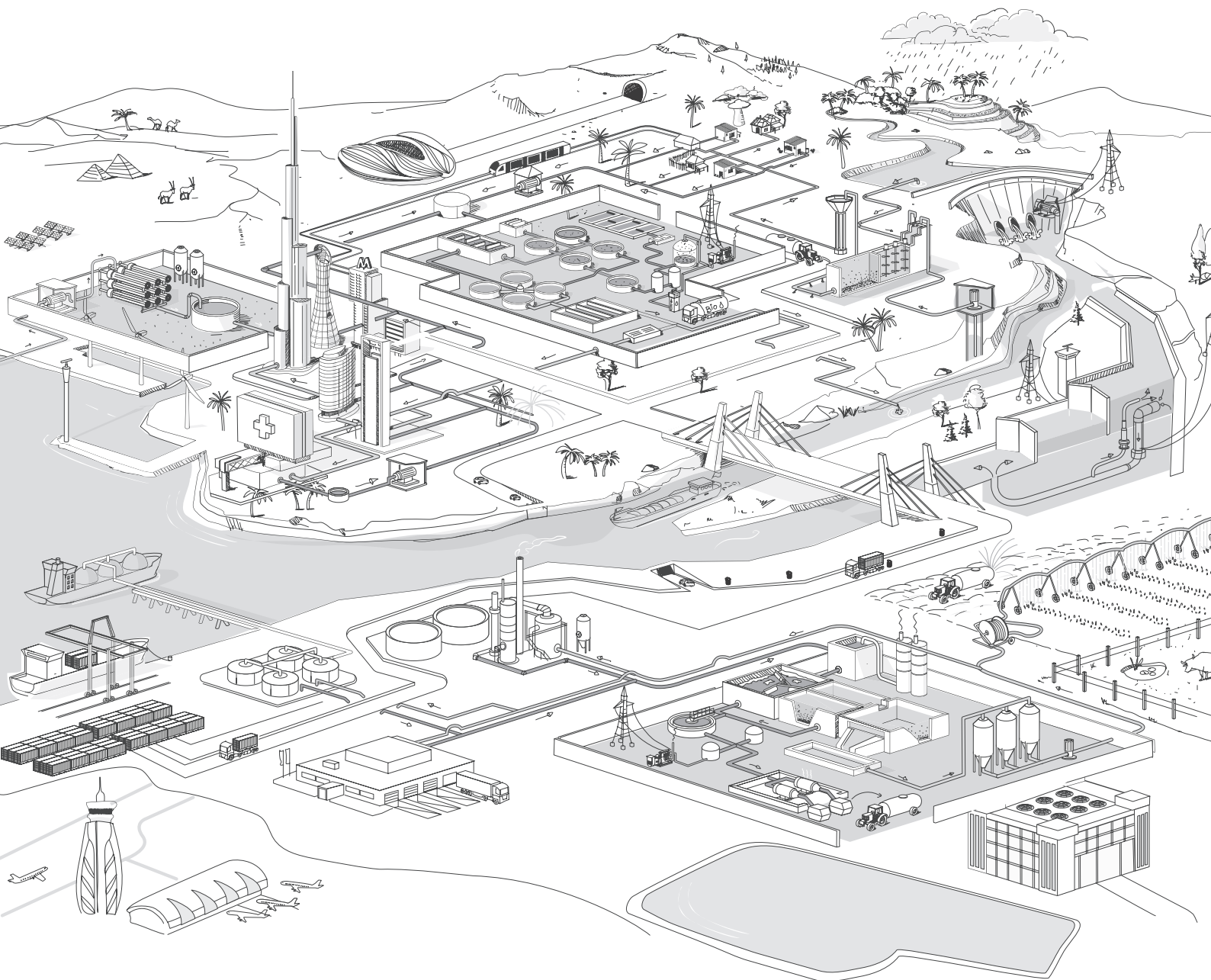
Customer Service



Expand, Upgrade & Rehabilitate



Reuse





WE LOOK FORWARD TO WORKING WITH YOU

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Planning



Design



Financing &
Regulations



Construction



O&M



Customer
Service



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