



Export Opportunities in International Water Markets

The Westminster Conference Centre, 1 Victoria Street, London, SW1H 0ET

This seminar will provide information on opportunities for UK water businesses in international markets and practical guidance on how to access them.

PHILIPPINES

- ❑ GDP growth of 6.6% in Q4 of 2016, the fastest in the region
- ❑ Population of 103M and one of the largest English speaking countries in the world
- ❑ Liberalised economy where Western goods and services are popular
- ❑ **MAYNILAD**- water & waste water service provider; one of two major local water concessionaires in Metro Manila

Major Market Challenges in the Procurement of Goods and Services:

- ❑ Limitations of technology;
- ❑ Government permitting systems;
- ❑ Maynilad as a concessionaire is a government-regulated
- ❑ Since we utilize EPC in our project management, evaluation at times is a challenge
- ❑ Unanticipated weather disturbances which may delay delivery of goods



2018-2022 Project Details

CAPEX COMMITMENT Amounts in Billion Pesos	Amount	CAPEX COMMITMENT Amounts in Billion Pesos	Amount
I. WATER CAPEX		II. WASTEWATER CAPEX	
1. Water Sources		1. Wastewater	
a. 8 Pump Stations	3.7	a. 87 MLD Bacoor WRF	49.0
b. 75 km primary pipes	11.0	b. 38 MLD Imus WRF	
c. 350 km secondary pipes		c. 22 MLD Kawit WRF	
2. NRW Mgmt & Expansion	29.4	d. 25 MLD Rosario WRF	
3. 300 MLD Water Treatment Plant	27.0	e. 242 MLD MaN WRF	
4. 100 MLD Desalination Plant	11.0	f. 58 MLD QC East WRF	
5. 900MLD La Mesa Water Treatment Plant 2 Improvement Works	2.8	g. 87 MLD Las Pinas WRF	
6. Construction of Aqueducts and Tunnels	8.2	2. Procurement of Vacuum Truck Unit for Desludging	0.4
Total Water	93.1	Total Wastewater	49.4

Specific Project Opportunities

- ❑ Water and Wastewater Management Projects
 1. Technology provider
 2. Supply of Equipment
 3. Supply of chemicals
 4. Engineering Procurement Construction (EPC)
 5. Project Management
 6. Design Consultancy
- ❑ Non-Revenue Water
 1. Supply of equipment
 2. Trainings
 3. Consultancy

Most of the above projects are tendered to competitive bidding. Since we are looking for cutting-edge technologies, we have opened the bids to both local and foreign companies who have done similar works.

The Bidding Process



COMPETITIVE bidding is the primary method used by Maynilad for awarding infrastructure projects.

Only accredited Maynilad contractors have access to bidding advertisements. However, bank-financed projects may require a separate guidelines on procurement of goods and services

1. Evaluation of technical and financial capacity

PROCESS:

1. Pre-qualification
2. Invitation to bid
3. Issuance of bidding documents
4. Pre-bid conference
5. Submission of bids
6. Opening of Bids
7. Evaluation of bids
8. Recommendation and Approval of Award
9. Notice of Award
10. Notice to Proceed

How do we help UK companies?

- ❑ Market information, briefing, sector knowledge.
- ❑ Tailored introductions and meetings with potential clients/partners.
- ❑ Access to senior government officials and lobbying to overcome problems, including support when bidding for major government contracts.
- ❑ Trade missions, sector-specific workshops and promotional events.
- ❑ **UK Export Finance**

UPCOMING Events –DIT Manila

- ❑ **22-24 March 2017**
Aid Funded Business South East
Asia Regional Mission
- ❑ **10-11 May 2017**
Philippine Infrastructure Business
Mission
to Tokyo
- ❑ **2Q/3Q 2017**
Water & Wastewater Trade
Mission

MAYNILAD

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