



**OUR PARTNERSHIP
PROPOSAL HIGHLIGHTS
“SPEED- AFFORDABILITY-
SUSTAINABILITY”**

June 2021

OUR P3 PROPOSAL HIGHLIGHTS "SPEED- AFFORDABILITY- SUSTAINABILITY"



WHO WE ARE- AQUALIA IN A NUTSHELL



AQUALIA is a service water company. We work towards circular economy through Resilient and Sustainable Water Systems.

SHAREHOLDERS: 51% Citizen Services Group FCC- 49% Australian ethical fund IFM Investors



- Revenues 2020: \$1.44 Billion
- EBITDA 2020: \$344 Million
- BACKLOG 2019: \$18.25 Billion



- #1 water company in Spain ⁽¹⁾
- #4 water company in Europe ^{(1) (2)}
- #9 water company in the World ^{(1) (2)}



10,525
Employees



17
Countries



29,662,500
Population served



15.7 M
Invoices
issued / year



827
Reclaimed Water
Treatment Plants



50,428 miles
of managed
networks



238
Drinking Water
Treatment Plants



169,752
Million gallon/year
Drinking water
produced



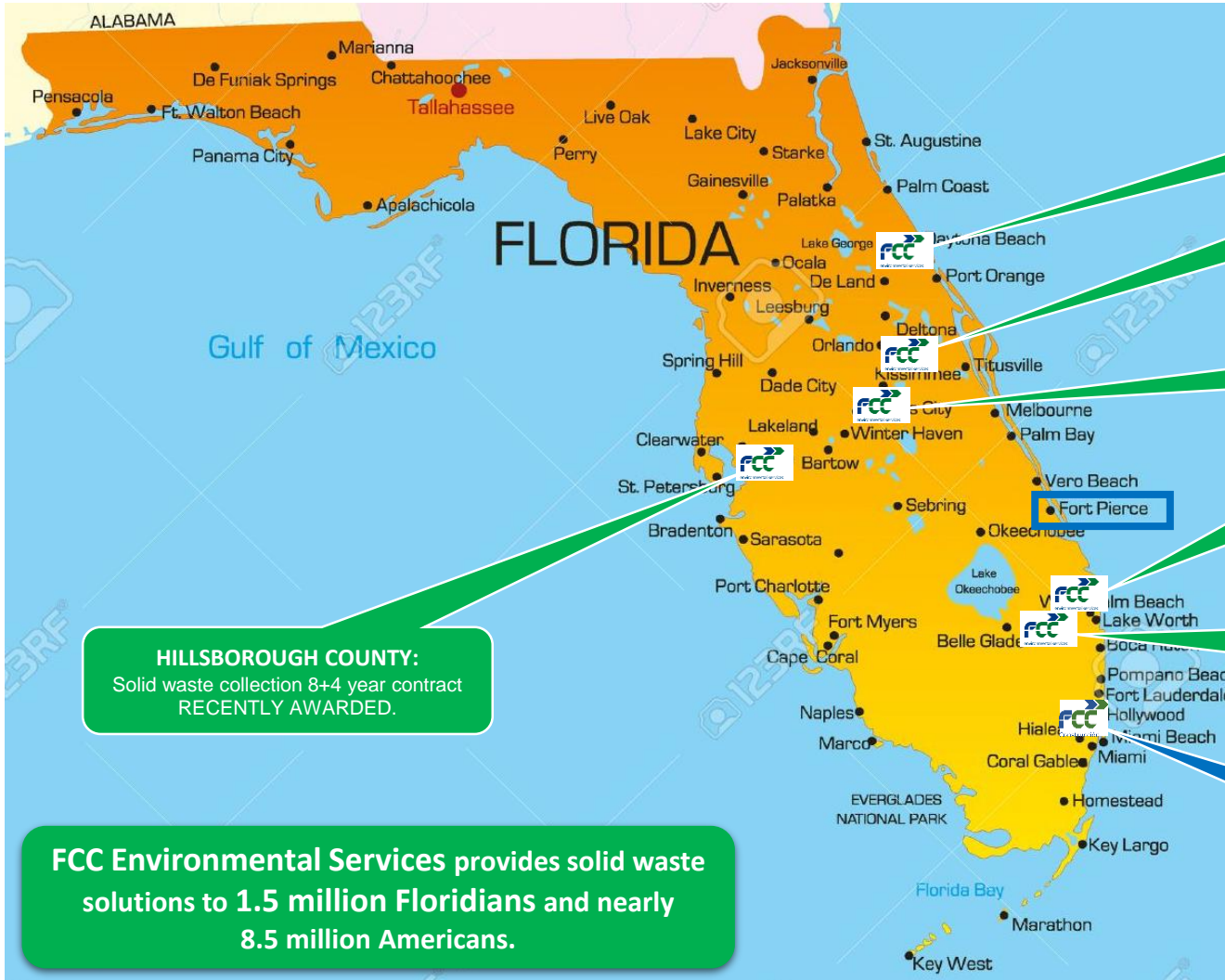
26
Desalination
Plants

(1) According to population served
(2) Source: March 2021 GWI ranking

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THE FCC GROUP IN FLORIDA



HILLSBOROUGH COUNTY:
Solid waste collection 8+4 year contract RECENTLY AWARDED.

VOLUSIA COUNTY:
Solid waste collection 7.5+7 year contract since 2020. 45,000 homes.

ORANGE COUNTY:
Solid waste collection 10 year contract since 2016. 85,500 homes.

POLK COUNTY:
Solid waste collection 7+3 year contract since 2017. 75,000 homes.

PALM BEACH:
Solid waste collection 7 year contract since 2019. 400,000 residents plus 5,000 commercial accounts.

VILLAGE OF WELLINGTON:
Solid waste collection 10+5 year contract starting Dec 2021. 65,000 residents plus 500 commercial accounts.

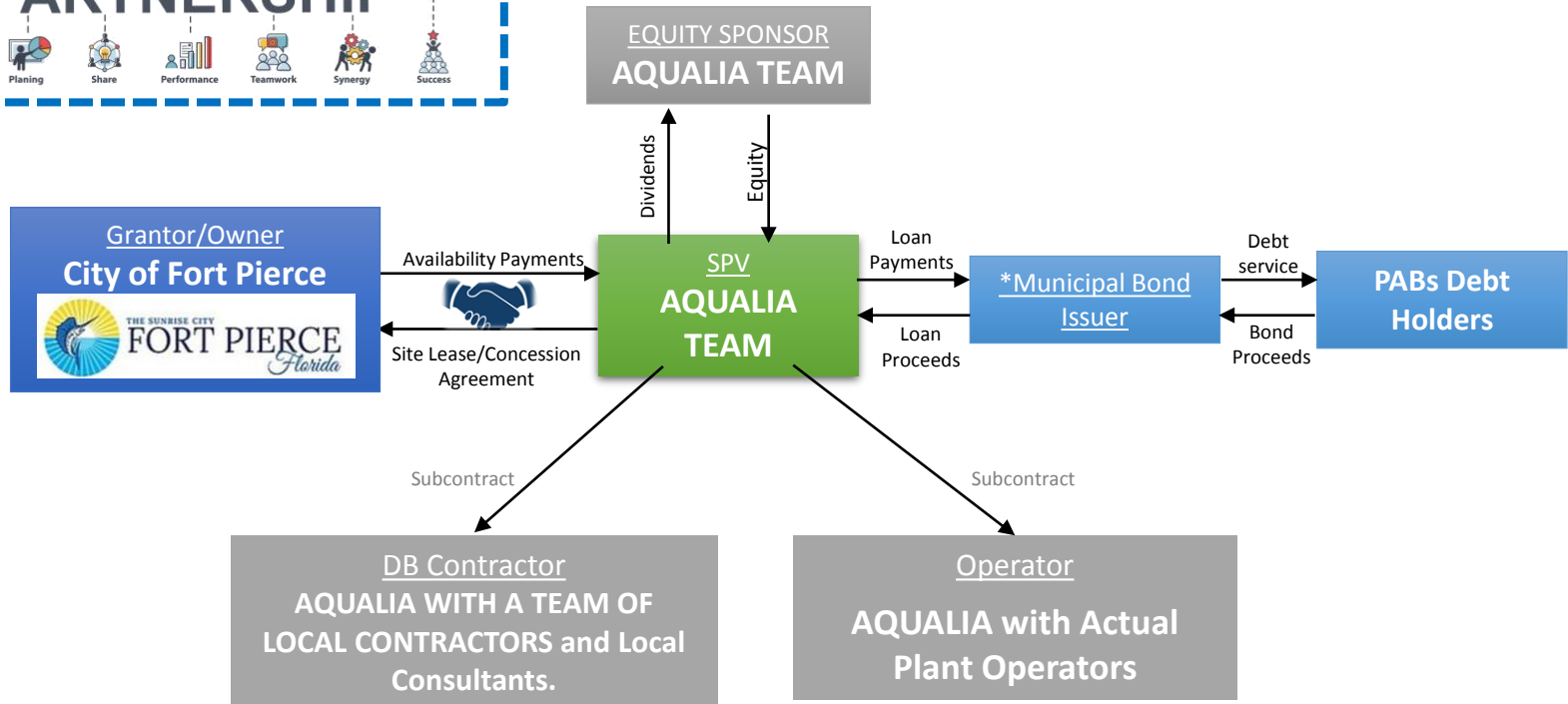
FCC Environmental Services provides solid waste solutions to 1.5 million Floridians and nearly 8.5 million Americans.

I-95 Toll Motorway
Section: SR112 South – SR826 North in Miami. COMPLETED April 2010

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● HOW – PUBLIC PRIVATE PARTNERSHIP PROPOSED STRUCTURE



Starting when the plant is built and has pass all commissioning and start up tests:

Availability Payments will include a fix payment (USD/month) to recover the investment and financial costs, fix payment (USD/month) to cover the fix O&M costs and a variable payment (USD/gallon/month) to cover mainly electricity and chemicals.

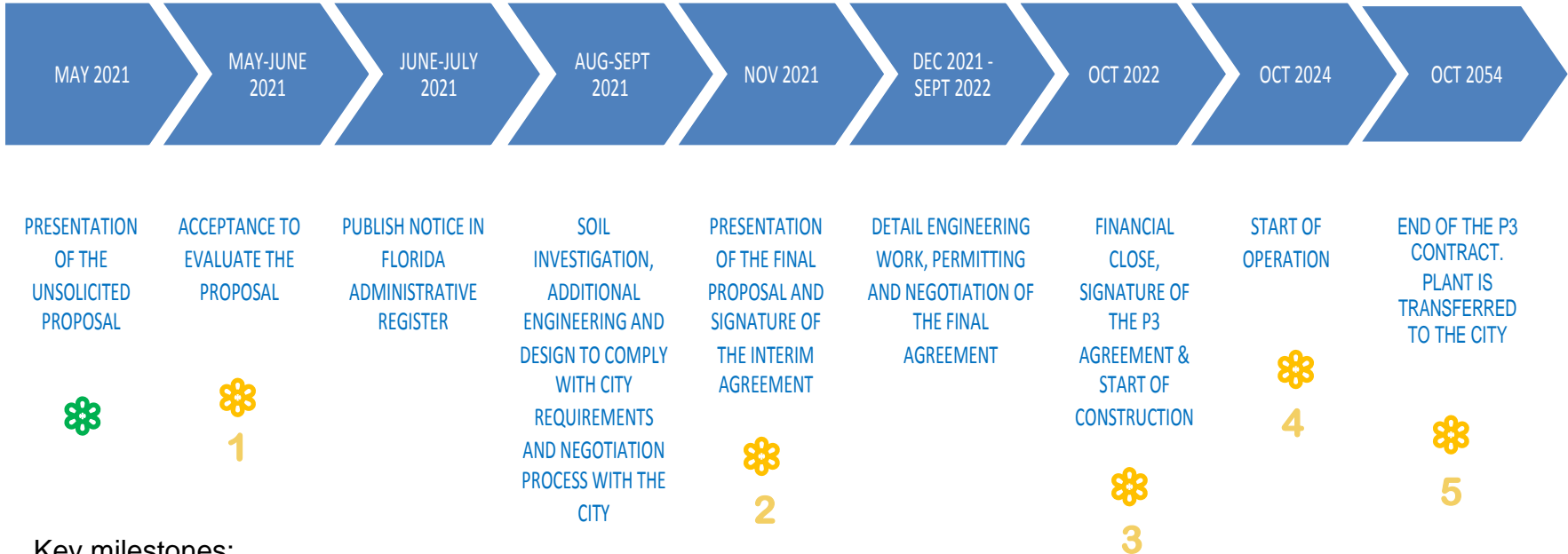
Aqualia is willing to take the actual plant employees and even keep them as City Employees and provide them with training on the new advance technology and efficient operation practices. A Service Provider Contract with the City could be discussed and negotiated.

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WHEN – A NEW PLANT IN A RECORD TIME



PRELIMINARY CALENDAR FOLLOWING THE FLORIDA STATUTE



Key milestones:

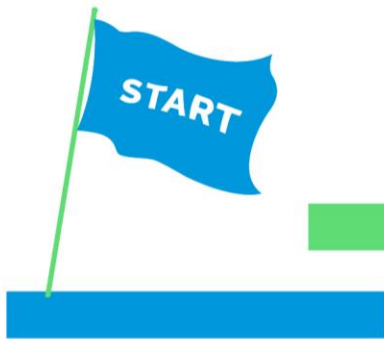
- 1 Acceptance to evaluate our proposal by the City Commission and FPUA Commission.
- 2 Acceptance of the Proposal and Signature of the Interim Agreement
- 3 Signature of the P3 agreement and start of construction
- 4 Plant acceptance and Start of operation.
- 5 End of contract. Plant is transferred to the City at no cost and fully operational

NOTE: Milestones are tentative and should be modified to comply with the City and FPUA Commission meetings and decision-making procedures as well as COVID evolution.

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OUR AFFORDABILITY SOLUTION IN 5 STEPS



Selection of Aqualia as partner for the WRF Relocation Project and signature of the initial Interim agreement and the P3 agreement



Aqualia takes care of the Design, Construction, Finance and Operation and Maintenance of the Water Reclamation Facility.



Oct 2024: Start of Operation. City starts availability payments to Aqualia:

1. A fix fee to cover the investment
2. The O&M costs that includes a fix fee for the O&M fix costs and a variable fee for the variable O&M costs

The City gets **extra income** from the selling of **reuse water** while augmenting water resources. City starts a solicitation process for the selling/lease of the existing plant.



The City gets the **income from selling/leasing the old plant. Estimated in \$30Million** if sold. The City would decide to use that income to subsidize the sewer rates or any other needs of the City



Second year of operation.

The City continues to pay Aqualia the fix fee to cover the investment, the fix O&M fee and the variable O&M fee, all fees affected by their corresponding price adjustment formulas.

“Oct 2026 till Oct 2054”

The City Pays Aqualia the fix fee to cover the investment, the fix O&M fee and the variable O&M fee.

Extra income could be used to benefit the citizens and compensate any potential need for sewer tariff increase.



A NEW “STATE-OF-THE-ART” WATER RECLAMATION FACILITY



FIGURES COMPARISON

	AQUALIA PARTNERSHIP PROPOSAL MILLION USD	RAFTELIS/Hazen and Sawyer REPORT MILLION USD
CONSTRUCTION COST	80	104
OPERATING EXPENSES	3.09	2.88
LABOR	1.16	1.25
POWER	0.54	0.61
CHEMICALS	0.13	0.24
SLUDGE	0.59	0.59
REPAIRS & MAINTENANCE	0.39*	0.09**
ADMIN/OTHERS	0.28***	0.10

All costs are estimates to be agreed and revised together with the City, especially Maintenance and Admin.

* All replacements included for the 30-year contract period.

** Considered too low to keep the plant in good shape.

*** \$700,000 premium insurance NOT INCLUDED.

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Thank you for your attention

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Check out our successful P3 case studies at these independent sources unece.org & www.iese.edu/faculty-research/ppp-for-cities