

# Xylem

Delivering the right solutions to  
solve every water challenge





As the world's leading global water technology company, Xylem has a unique opportunity and responsibility to solve water and smart infrastructure challenges.

2020 Revenue \$4.88B

Employees ~16,000

Countries ~150

Continents 7



# Xylem Middle East Footprint

## ▪ Middle East & Turkey Region

- Xylem operates in ~16 countries in the Middle East region

## ▪ Distributors/channels

- 40+ channel partners across MET region

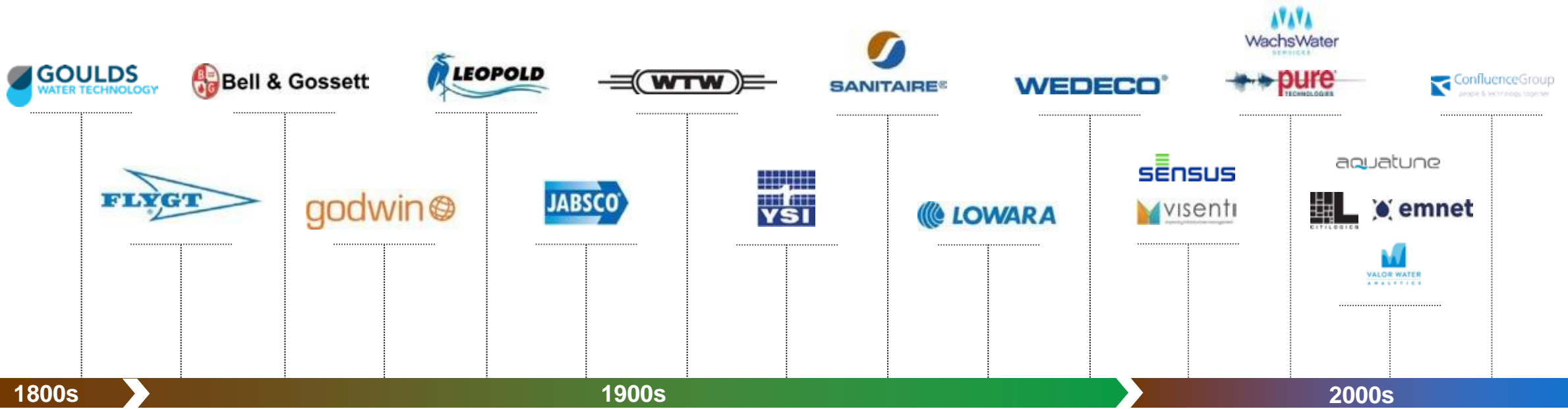


# Water Technology Company

spanning the entire water cycle



# Xylem is Proud of its Long History of Water Innovation



## Xylem Firsts

-  **1947** Submersible pump
-  **1960** Dissolved oxygen meter for field and lab use
-  **1970** Vacuum technology based self-priming diesel pump
-  **1997** Self cleaning submersible pump
-  **2005** Long distance rolling pipe inspection tool
-  **2007** 'Free swimming' pipe inspection tool
-  **2008** Long range wireless network for smart metering
-  **2010** Mass produced residential magnetic flow meter
-  **2016** Submersible pump with integrated software and adaptive mixing
-  **2017** Digital twin-based wastewater network control system
-  **2019** Highest accuracy ultrasonic water meter
-  **2020** Residential ultrasonic gas meter

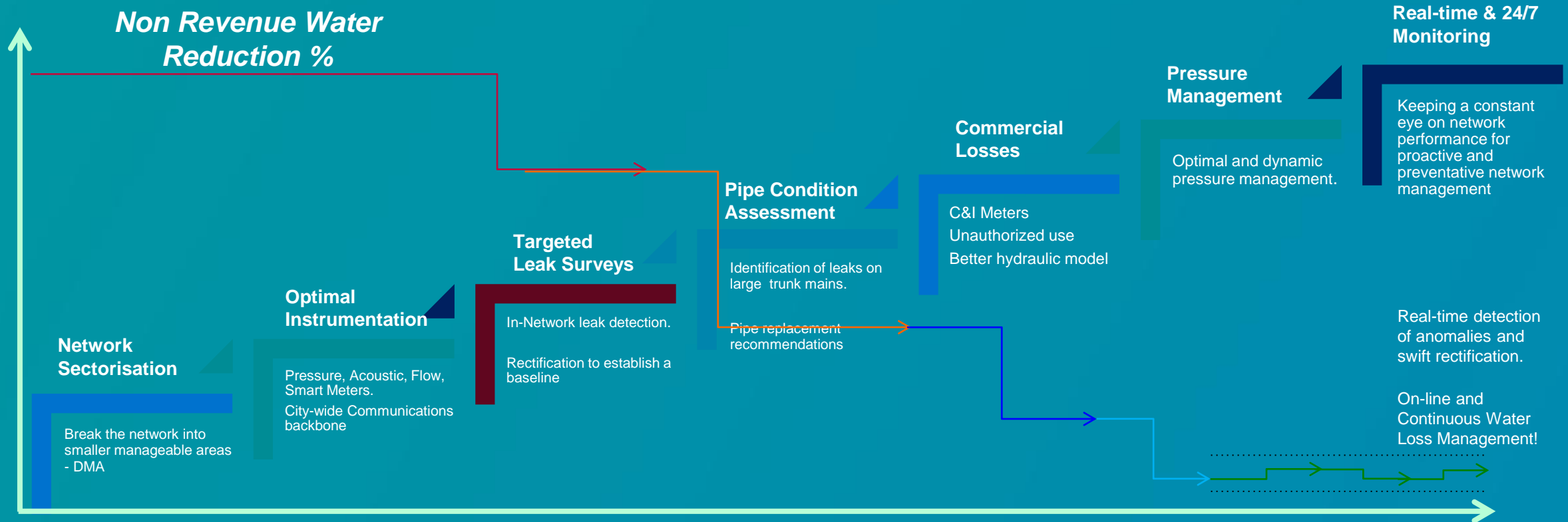




# Sustainability at the Core of Everything We Do



# Access points to a full Smart Water Solution



# Digital Solutions to Reduce Non-Revenue Water



## Monitoring



## Detection



## Accuracy





# Monitoring Singapore's water network with WaterWiSe

**xylem**  
Let's Solve Water



# Singapore's Smart Water Grid

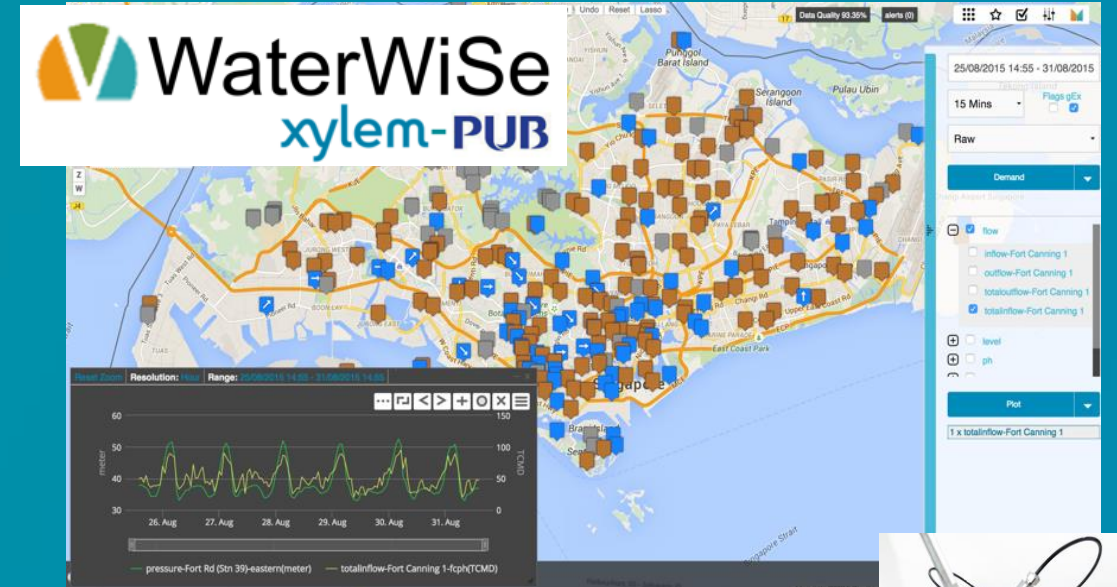
## Objective: Island-wide Sensor Deployment for Real-time Hydraulic & Water Quality Monitoring

### What?

- 350 sensors over ~5400km of pipe network
- Real-time hydraulics and water quality data
- 24/7 leakage detection and water security alerts
- Operational simulation for planning
- Demand forecasting

### Benefits & Results

- Improved decision support
- Reduce water losses
- Minimize impact of operations to customers
- Ensure good quality water 24/7 at customer end
- Asset rehabilitation prioritization

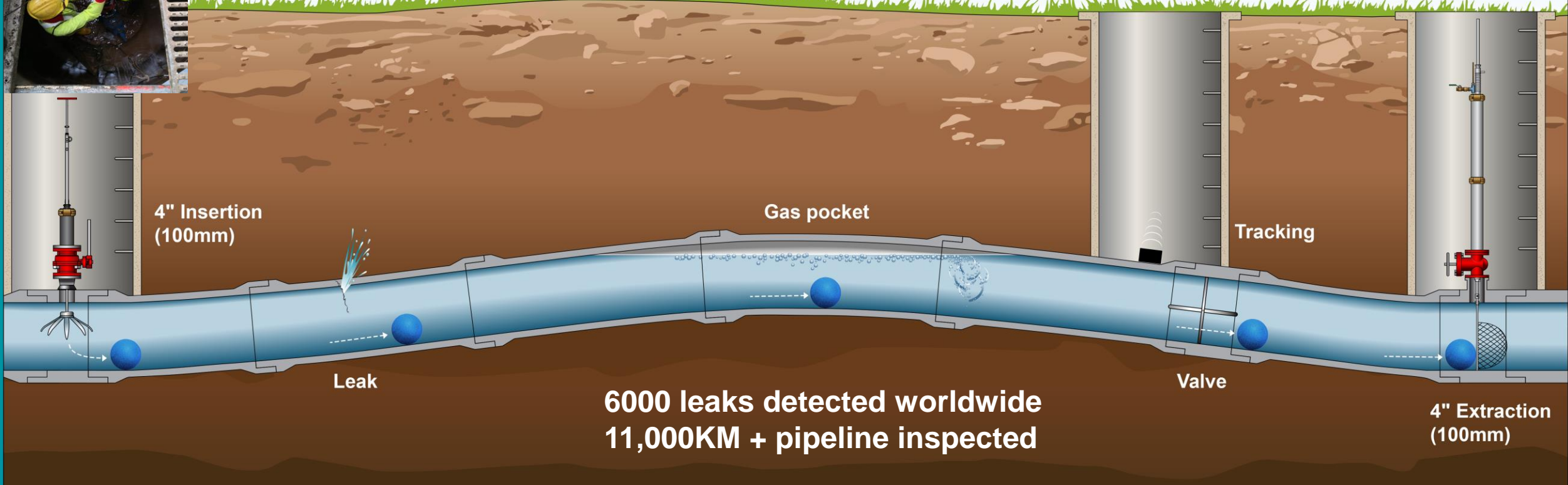
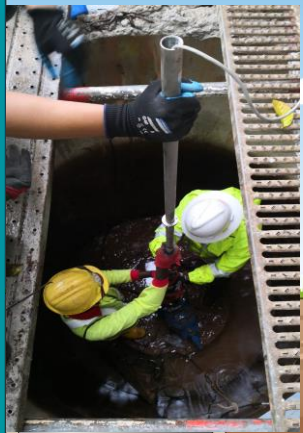
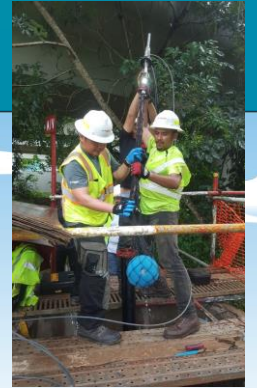




# Managing pipeline and finding leaks with inline leak detection

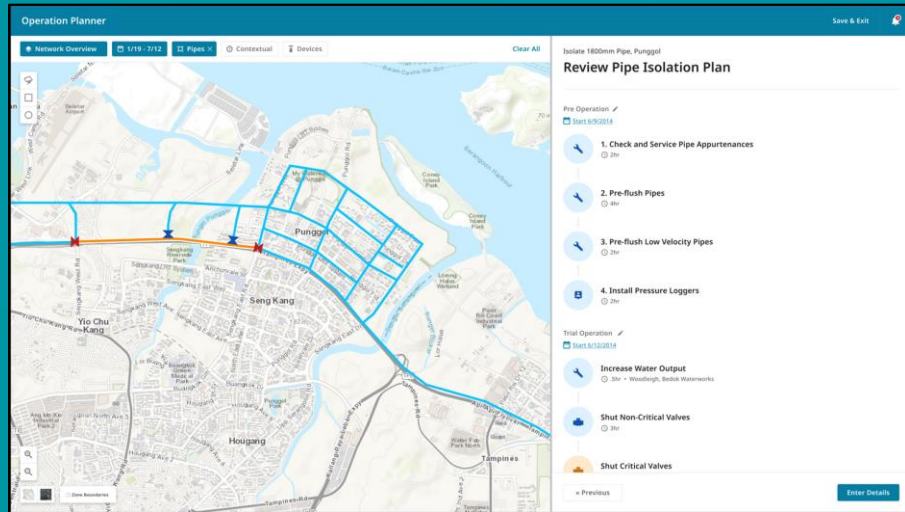


# SmartBall – Inline Free-Swimming Inspection Platform





# Case Studies | Singapore & Qatar



**Country: Singapore**

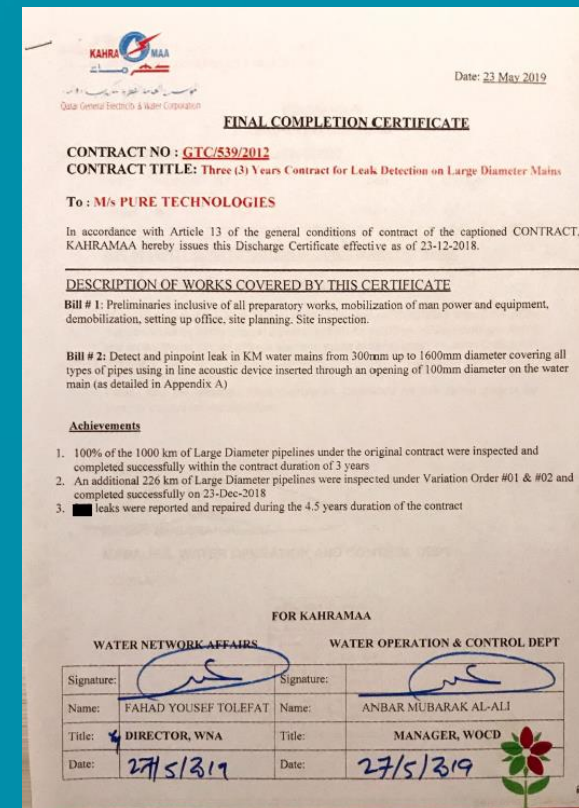
Objective: Reduce NRW and condition assessment

**500km** pipeline to inspect

**Country: Qatar**

Objective: Detect leak on large diameter mains

**1220+km** pipeline inspected



A black and white photograph of an industrial network switch. The switch is a rectangular device with a white top and a black body. It features a blue wave-like graphic on the front and the 'sensus' logo in blue. The device is mounted on a metal panel, surrounded by other industrial components like pipes and valves. The background is blurred, showing a factory or industrial environment. The text 'Ensuring your networks run efficiently and accurately' is overlaid in white on the switch.

**Ensuring your networks run  
efficiently and accurately**



# Comprehensive Portfolio of Smart Products\Services

Water and Heat Meters

Communications Infrastructure

Software, Services & Analytics

**Water and Heat Meters** (Water drop icon)

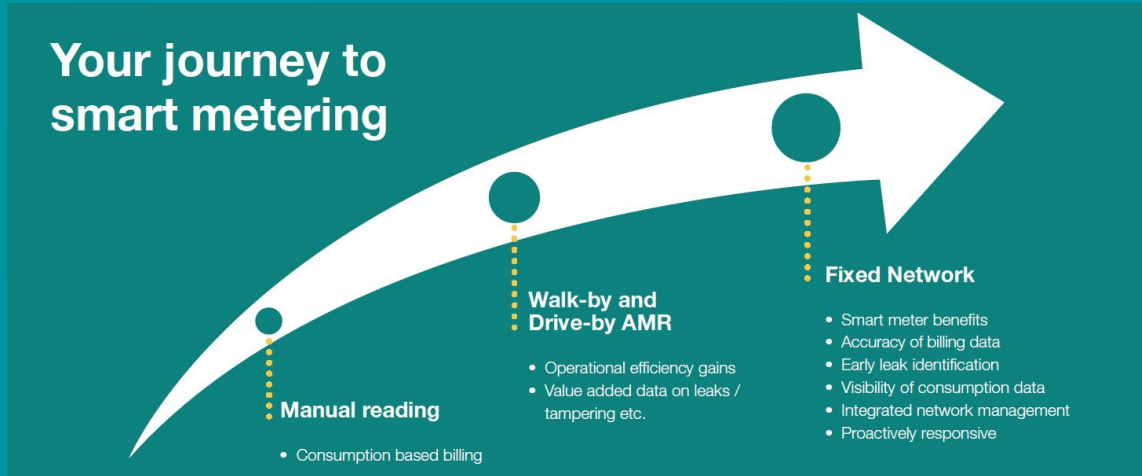
- 620 (with clip-on module)
- 640
- Cordone!®
- MeiStream®
- iPERL®
- PolluCom & other Heat Products

**Communications Infrastructure** (Wi-Fi icon)

- Clip-On modules
- SmartPoints
- Repeaters
- FlexNet
- DIAVASO

**Software, Services & Analytics** (Puzzle piece icon)

- Xylem Vue
- Sensus Analytics
- Support Services
- Training



# Case Study | SensusRF AMI Pilot, India

## FINDINGS OF DMA OF GANESH NAGAR (BOPKHEL)

### Ganesh Nagar District Metering Areas (DMA)

■ Pipeline network .....	<b>1,807</b> metres
■ New pipelines laid by L & T .....	<b>800</b> metres
■ Residential population.....	<b>5,500</b>
■ Commercial population.....	<b>50</b>
■ Automatic water meter installed .....	<b>662</b>
■ Initial UFW of zone .....	<b>80%</b> (March 2019)
■ UFW of zone .....	<b>65%</b> (July 2019)
■ UFW of zone.....	<b>43%</b> (Dec 2019)
■ Current UFW of zone.....	<b>22%</b>

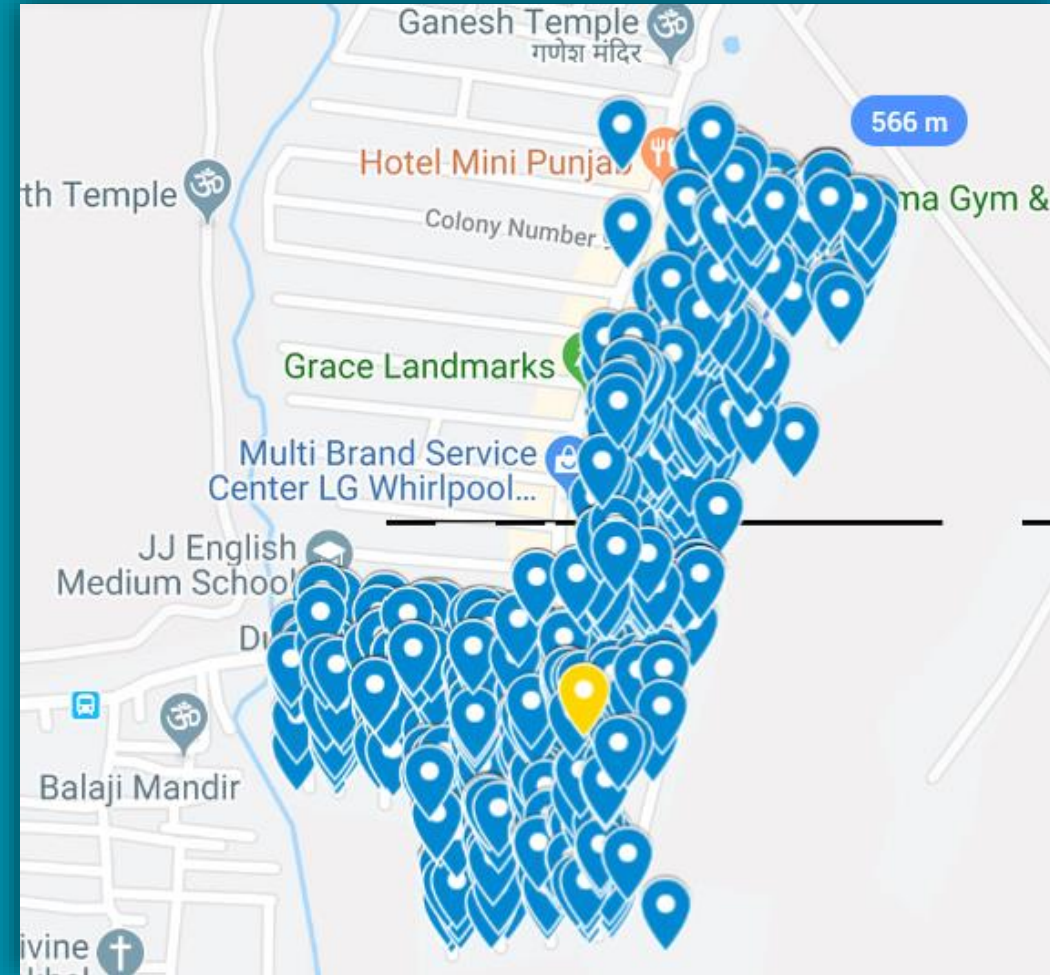


**Customer:** Pune Municipal Corporation

**Challenge:** Unaccounted for water (UFW) 80%, meter inaccuracy, meter tempering, space constraints...



- 662 meters polled at a interval of 15 minutes
- Above ground & in pit meter installation
- Fully automated.





**OPPORTUNITY  
OF A LIFETIME**