

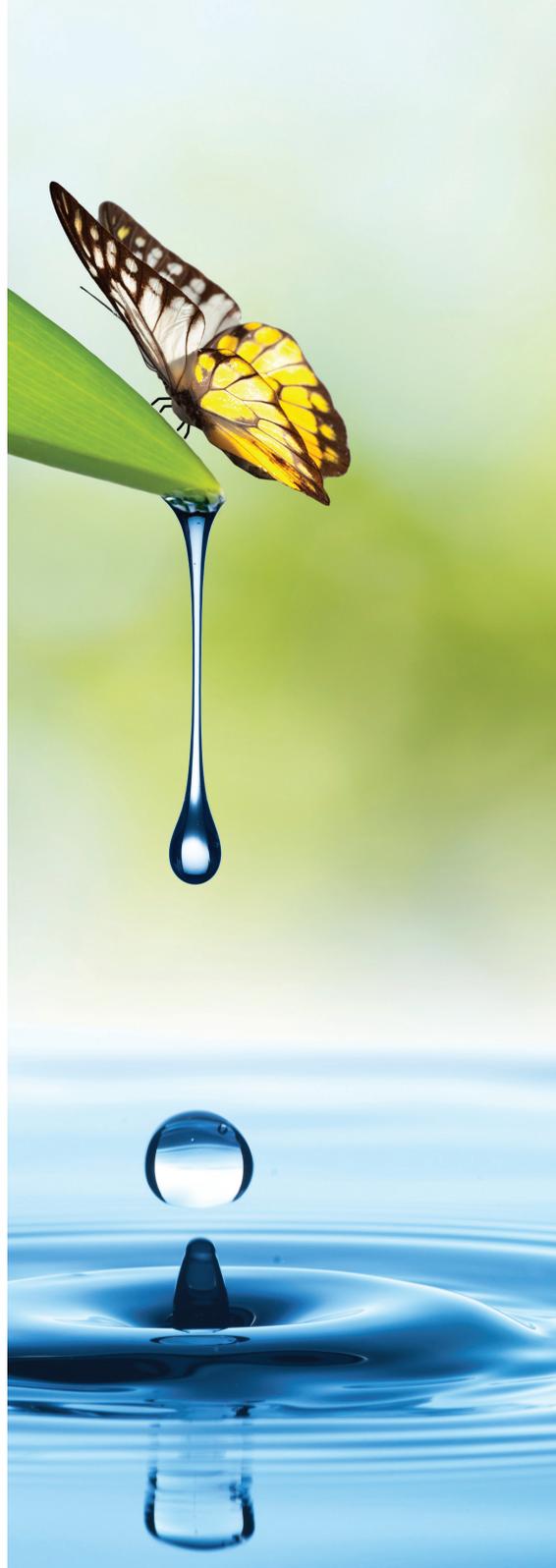
## Water Technologies Sector

### Deloitte Israel Capability set

The Israeli Water market is internationally recognized as highly developed, having benefited from years of experience in managing scarce water resources. Israel is considered to be a world expert in the fields of desalination, water treatment and reclamation, water safety, drip irrigation etc.

Deloitte Israel has gained extensive experience in this sector providing wide range of services to local and foreign companies in the areas of M&A advisory, growth strategies in the water market, technology mapping, governmental plans, water stewardship etc.

- The Israeli water technologies industry is widely regarded as an innovation hub with more than 200 companies active in this cluster
- Several of the world's largest RO desalination plants are located in Israel
- World leadership in using recycled water (75% of agricultural consumption)
- Unique integrative management of varied water sources - one-of-a-kind national water carrier



# Selected examples



## Governmental planning

A company established as part of a national program aimed at promoting Israel's water and sustainable energy sectors.

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Deloitte developed the Israeli government strategic plan to assist the growth of the water technologies sector export activity defined multi year budget and the establishment of the company (investment promotion center).



## Smart metering

A world leader in the field of water measurement solutions and services, that specializes in designing, developing and manufacturing high quality meters, automatic meter reading (AMR) and advanced metering infrastructure (AMI) systems and advanced MDM systems and technologies.

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Deloitte designed growth strategy plan for accelerated expansion of core and beyond core position.



## Water purification (B2C)

A leader company in point-of-use water purification. With Global presence, distribution expertise and industry contacts.

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Deloitte developed the strategic plan for a global leader in the point of use sector. Developed go-to-market strategy to the company revolutionary innovation: Firewall



## Low volume irrigation

A global leader company in drip and micro-irrigation solutions for a sustainable future. At the intersection of water, food security and arable land, drip irrigation enables growers to maximize food production with the lowest environment impact.

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Deloitte conducted an extensive evaluation process of the company for a potential investor.





## Water treatment / Desalination

A world leader company in water treatment solutions, specializes in the development, engineering, construction and operation of enhanced desalination and industrial water treatment plants.

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Deloitte conducted the analysis for a leading global desalination group aimed at penetrating new business arenas.

## Water supply

A wholly owned government company, responsible for: water supply, water resource management, water quality, water security, effluent reclamation, wastewater treatment, rain enhancement, storm water catchment, R&D.

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Our team has extensive experience in building water management and supply strategies on a country level and in developing water technologies hubs based on water utilities infrastructure.



## Industrial water treatment

A company that specializes in planning, building and operating advanced technologies for treating municipal and industrial water quality problems.

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Deloitte did a definition of strategic path in the buildup of a global water projects player including fields of expertise and go to market alternatives, conducting several D.D processes in the sector.

# Our Team



**Eli Tidhar**

## Subject Matter Expert for Water Technologies

Eli Tidhar is a partner at Deloitte Israel strategy consulting team. He has been involved considerably in the water technologies market for the past years, in fields like: water efficiency, water and waste water treatment, residential water solutions, desalination, agriculture etc. Eli Has been working with water companies worldwide assisting them with managing their business growth initiatives.



**Ido Rosolio**

## Senior Expert for Water and Energy Infrastructures

Ido Rosolio is the Managing Director of IMA – Infrastructure Management Administration and Senior Consultant for Water, Energy, Petroleum dealing mainly in Strategy, Operation and Regulation. During his managerial career, Ido was The CEO of Mekorot Israel National Water Company, CEO of Ashdod Refinery, CEO of Cabiran Industry, Chairman at Starplast Industries. Throughout his more than 30 years of professional career in engineering and executive management at the infrastructures Industries, Mr Rosolio was involved and led major strategic change processes in Israel.

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