

9 شركات إماراتية بقائمة "فوربس" لأكبر 2000 شركة عالمية

AL-IDARI

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هل تصمد صناعة

النفط الصخري الأمريكي

في وجه "كورونا" ؟

الإمارات من الأوائل عالمياً

في مؤشرات المنتدى

القتصادي العالمي

أضخم 10

مديونيات في العالم

رئيس مجلس الإدارة والرئيس التنفيذي لشركة "ماتيتو" العالمية

معتز غندور:

نقوم بقيادة تغييرات جوهرية

في مشهد المياه في أنحاء العالم

"بيل جيتس" في زمن "كورونا" تنبؤات تحققت... ومواطن الشعور بالندم

## **Chairman and CEO of Metito Group, Mutaz Ghandour:**

**We are driving fundamental changes in the water scene around the world**

Metito, the global leader and provider of choice for total intelligent water and alternative energy management solutions, stressed the extreme importance of water, especially during critical periods such as that the world is going through today with the evolving COVID-19 pandemic. Water is critical for combating the outbreak and generally for all facets of our daily lives. Therefore, everyone has a role to play in rationalizing use, reducing water waste and preserving the world natural resources.

With over 60 years of experience, Metito provides customized, comprehensive and advanced solutions across the full spectrum of its industry; from clean to dirty water; desalination and re-use; industrial solutions (up to hyper pure water); investing into water and wastewater assets; and structuring both Greenfield and Brownfield schemes under project finance structures. The Group also provides custom alternative energy development and management solutions for utilities and corporations looking to uphold sustainable operations through generating clean, emissions-free energy.

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“There is no better time to reflect on the importance of water, especially given the pandemic we are all facing now. I cannot stress enough how crucial it is to preserve our water resources as during difficult times, whether this is climate change, natural disasters or pandemics, water has proven to be the most valuable resource supporting global communities and providing a much-needed lifeline to all,” said Mutaz Ghandour, Metito Chairman and CEO on the occasion of World Water Day.

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## **Achievements despite the challenges**

At a time when the global economy is making its way through the emerging challenges of the COVID\_19 pandemic, Metito is driving fundamental change in the water scene around the world through important projects, especially in Africa and the Arab region, which indicates a continued commitment to the development of the water sector.

## **Al Mahsamma - The world's biggest agricultural drainage treatment, recycling and reuse plant**

H.E President AbdelFattah El Sisi officially inaugurated Al Mahsamma agricultural drainage treatment, recycling and reuse plant in Ismailia Governorate, the largest plant of its kind in the world. The project has a capacity of 1 million m<sup>3</sup>/day and is built in an area of 42,000 m<sup>2</sup>.

The project worth USD100 million has been developed by Metito, Hassan Allam Construction joint venture (JV), under the supervision of the Armed Forces Engineering Authority. The JV scope of work for this flagship project includes the engineering, construction, operations (EC&O), commissioning and operation and maintenance (O&M) for a period of five years.

The plant will contribute to the irrigation of 70,000 acres of land in the Sinai and will contribute to the conservation of the natural ecology of the Al Tamsah Lake, located west of the Suez Canal, which has been impacted by wastewater disposal in previous years.

Commenting on the official inauguration of Al Mahsamma plant, Mutaz Ghandour, Metito Chirman and CEO, said: "Metito is honored to play its part in this world-class mega national project located in the highly strategic east of the Suez Canal area. In this project, we make use of the latest technologies for the treatment of agricultural drainage to produce suitable water for irrigation and land reclamation, following the highest quality standard and specs set by the Egyptian government."

Mutaz Ghandour also confirmed Metito's commitment to utilize state-of-the-art technology and systems across its projects and in the various stages of water treatment, coupled with the integration of advanced digital and information technology. Ghandour highlighted how the IT systems used on sites aim to monitor the effectiveness of site operations and to ensure the quality of water remains compliant with industry standard and client specifications. Moreover, he explained how all Metito project sites are equipped with laboratories for on-site water analysis and quality testing round the clock supervised by dedicated experts.

The multi-million project has been developed and commissioned in a fast track record of twelve months, compared to the contracted 24 months – which is the industry standard for a project this size- amounting to 2.5 million man hours with no injuries or time lost

Al Mahsamma is part of Egypt's progressive and multipronged approach to ensure the country's water security through wastewater treatment, desalination, and preservation of natural water resources. The plant will contribute to the government's efforts to develop the region by creating sustainable urban communities and job opportunities in the area.

The water is transferred to Al Mahsamma plant from Ismailia irrigation drainage canal, located west of Suez Canal, using two individual pump stations crossing underneath the Suez Canal into Srabuim siphon. The water is further pumped through the plant's pump station via eight vertical turbine type pumps - six working pumps and two on standby - with each pumping at a speed of 7000 m<sup>3</sup>/hr.

The project was named 'Infrastructure Project of the Year' at Dubai's 2019 Construction Innovation Awards and has been shortlisted for the 'Wastewater Project of the Year' award at the Global Water Awards, with results set to be announced at the Global Water Summit in Spain on a future date.

## **Also in Egypt, Metito finishes implementing 3 wastewater treatment plants**

In Egypt, Metito has also developed 3 new wastewater treatment plants in Kafr El-Sheikh, Gharbiya, and Asyut governorates at an investment cost of about 700M Egyptian pounds, using the MBR and the mobile biological reactor technology.

The three stations operate with a capacity of about 37,000 m<sup>3</sup>/d. Mutaz Ghandour explained that the Arimon plant in Kafr El-Sheikh has a capacity of 2750m<sup>3</sup>/d and can be extended to 4000m<sup>3</sup>/d. This serves 5 villages, with a total population of 20 thousand residents. The second plant is located in the village of Al-Shahidi, in the Great Mahala, and it operates with a capacity of 6000m<sup>3</sup>/d and can be extended to 8,000m<sup>3</sup>/d. The plant will serve 50,000 residents across 8 villages. The Assiut plant has a capacity of 26,000m<sup>3</sup>/d, will serve 130,000 residents, and took 3 years to implement.

Ghandour confirmed that Metito will continue to promote and support the progressive water agenda set by the Egyptian government especially concerning large-scale infrastructure projects that are capital-intensive. Metito commits to the application of advanced and sustainable technologies that can increase the conservation of national water resources, and protect the surrounding environment for a more sustainable future and a better life for Egyptians across the country.

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## **Al Galala Seawater Reverse Osmosis Plant – The biggest desalination plant in Egypt**

In 2019, Metito, Orascom Construction JV , under the supervision of the Engineering Authority of the Armed Forces in Egypt, developed and commissioned Egypt’s biggest desalination plant with a capacity of 150,000m<sup>3</sup>/d at Mount Galala.

The 2 billion EGP plant was developed and commissioned in a record time, despite logistical challenges due to the mountainous nature of the site and the dangers of torrents, and bypassing the coastal road to implement the marine lines, as well as the need to preserve the distinctive marine nature of the region. Al Galala seawater desalination plant utilizes the reverse osmosis technology using 10 units each with 15,000m<sup>3</sup> capacity. The plant also utilizes advanced energy saving systems and pressure exchangers, which reduces energy consumption by 40% compared to the energy used in conventional plants. This results in producing high quality water quality, in a timely and cost-effective manner.

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## **Start of Construction at the Dammam West ISTP Project Site Marks the Next Stage of Development for this Benchmark Project – The first project awarded by the Saudi Water Partnership Company to investors under a Build- Own- Operate-Transfer model in the Kingdom of Saudi Arabia**

In February this year, the Saudi Water Partnerships Company (SWPC) and the Consortium led by Metito and comprising Metito, Moah and Orascom Construction (the “Consortium”) announced the start of construction works in the first project of its kind under the long-term concession system; Build Own Operate Transfer model, in the Kingdom of Saudi Arabia. The concession duration is 25 years and the scope covers the design, engineering, construction, commissioning, operation and maintenance.

The design capacity of the project is 350,000m<sup>3</sup>/d and it has an initial capacity of 200,000m<sup>3</sup>/d, and it will serve the western region of Dammam. The project is testament to the full support of SWPC to the plan set by the Cabinet of Ministers to tender similar projects to private investors in different regions across the Kingdom. This is in line with the Kingdom’s “Vision 2030” and the wider initiatives approved to further encourage private sector participation in economic development initiatives.

Mutaz Ghandour, Metito Chairman and CEO commented: “The Dammam ISTP is a true testament of the Kingdom’s progressive leadership and a great example of their support to further involving private sector in lifeline mega infrastructural projects. Together with the support from SWPC and

the National Water Company, we will develop a project in high quality, using the most efficient solutions and advanced technology that will guarantee sustainable operations and service excellence. We will develop a working model for other similar projects in the Kingdom and further afield”.

## **Defining new crossroads to water sustainability through sponsoring the International Desalination Association – World Congress 2019 in Dubai**

In 2019, Dubai hosted the International Desalination Association (IDA) World Congress 2019, sponsored by Metito. The congress brought together leading global experts in desalination and water reuse to share their knowledge, expertise and the latest technologies in the field of water desalination, treatment and reuse.

Mutaz Ghandour, said, “Metito is driving fundamental change in the water scene in various parts of the world through pioneering sustainable lifeline projects. We have long endorsed the IDA and continue to work closely with its leadership team in our capacity as leaders and experts in our industry as well as Board members, and IDA Honorary Council members”.

During the congress, Metito showcases the latest technologies for desalination and the application it pioneered in some of the most iconic project; Al Galala seawater desalination plant.

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### **About Metito**

Metito is a global leader and provider of choice for total intelligent water management solutions with operations covering three business areas: design and build, specialty chemicals, and utilities. With over 60 years of experience, the Group provides customized, comprehensive and advanced solutions across the full spectrum of its industry; from clean to dirty water; desalination and re-use; industrial solutions (up to hyper pure water); investing into water and wastewater assets; and structuring both Greenfield and Brownfield schemes under project finance structures. The Group also provides custom alternative energy development and management solutions for utilities and corporations looking to uphold sustainable operations through generating clean, emissions-free energy.

Metito successfully developed and executed thousands of projects across the world earning it the trust of market leaders and a reputation for professional excellence. The Group was the first to introduce the reverse osmosis technology for desalination outside the USA in 1972 and the first to pioneer concession contracts with private entities under Build Own Transfer (BOT), Build Own Operate (BOO), and Build Own Operate Transfer (BOOT) schemes in the Middle East, and under Public Private Partnership (PPP) agreements for bulk surface water supply concessions in Sub Saharan Africa.

The Group is at the forefront of the water and wastewater industry with an impressive project portfolio that includes more than 3000 projects in more than 46 countries managed by over 3000 experienced and talented employees worldwide in strategically located operational offices.

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## **An amazing success story from Choueifat to the world Mutaz Ghandour ... The longest serving CEO in the water industry- globally**

Mutaz Ghandour, of Lebanese origin, business operates in many regions and countries across the world, including the Gulf region, Asia and Africa. His success story dates back more than half a century, and specifically to 1965 when he graduated from the American University of Beirut .. Initially, he sought to be a physician, and he completed his introductory studies in this field, but soon after he chose to join his brother, Eng.Farouk Ghandour, who was in the process of achieving the first stages of an invention that would alter the way in which water is supplied in the Middle East, followed by the rest of the world ...In 1971, Metito became the first company to introduce the reverse osmosis technology for the production of drinking water.

This invention came following the introduction of membrane technology in the United States by the company Dupont, which was meant to separate and filter metals from water. When it was introduced it was used to produce connectors but was later developed further for other uses. “We studied the technology and discovered it removed all metals from seawater- contains more than 47 metals including salt. My brother Farouk decided this would be ideal to treat seawater to produce potable water for drinking purposes – a critical demand in the Middle East with surrounding oceans and lack of natural resources for drinking”, said Mutaz Ghandour.

### **Surviving the war**

Back in those days, all reverse osmosis units in the Middle East were produced at the Metito factory in Choueifat, Lebanon .. In 1975, the company had more than 270 engineers and technicians, and owned a factory and a center for engineering design .. then civil war broke out– one that lasted for 15 years – which placed the Ghandour family in a difficult position.

Mutaz Ghandour recalls: It was extremely dangerous to just travel to the factory...our factory was looted and bombed .. I was kidnapped for some time and released in exchange for a ransom .. We could no longer continue exporting to our branches in the Middle East. In light of these circumstances, the brothers Farouk and Mutaz moved to London and they set up a factory in Houston in the United States of America... London became the headquarters for Metito while the factory was in Houston... everything happened for a reason. The move to London and Houston allowed Metito to expand its business to target the whole world, compared to when it was in headquartered in Lebanon – which confined the company to serving the Middle East.

## **Success factors**

Mutaz Ghandour believes that there are several factors behind the success of Metito... The first factor is giving authority to managers to take decisions, which gets the work done faster. He says: "Our company operates like any global multinational company, with keenness to innovation and taking calculated risks to pioneer new things. This is done without compromising the family spirit that doesn't follow much the bureaucratic format of getting things done and the need to obtain many approvals before finalizing decisions".

The second factor is that Metito is never afraid to pioneer new projects and a testament for that is that until recently, Metito was the largest foreign investor for water treatment in China after its acquisition of "Berlinwasser" in 2011.

The third factor is Metito's people, its most valuable resource. Metito is an employer of choice and many of our employees' children work for the company, following their parents footprints. Mutaz Ghandour, comments on this : " It is very gratifying and endearing when an employee applies to employ his son or daughter in the company, because he must want the best for his children. Its our greatest proof that we are having the right approach towards our employees and considering them partners of success".

## **Unchanged vision**

Mutaz Ghandour says: "Today, Metito has extensive experience and unequivocal financial capabilities augmented by a vision that has not changed. Metito continues to stand out because of the fine details, the technical, engineering, and financial expertise across the full spectrum of the water and wastewater industry working closely with the public and private sectors.

Mutaz Ghandour is leading the company with a global vision that far exceeds the 53 years he spent at the helm of Metito.

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Metito's global portfolio of projects is worth approximately US\$ 1 Billion, and the United Arab Emirates comprised 5% of this portfolio. Metito's projects are spread across the Gulf states, the region and the world with a strong growth potential, especially with most Arab countries now prioritizing the water agenda and investing in lifeline infrastructure projects to support other industries in parallel.