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DESALINATION LATIN AMERICA

24-26 March, 2021

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Interview with **Joan Leal**, President, **Oceanus Power and Water South America**. The interview has been prepared prior to the 3rd Online Business Conference and 1-2-1 meetings "Desalination Latin America" (24-25 March 2021).

Although last year was very hard, what positive aspects did you see in the industry?

The pandemic has not only disrupted the social and economic realities of Latin America, but also undermined the critical infrastructure it depends on. The water infrastructure and its importance to health and safety has never been more evident, however millions of people still lack reliable and affordable access to water. At the same time, climate change has brought extreme droughts that have revealed the high importance of this critical infrastructure.

During 2020, these situations have exposed the urgent need of resilient water infrastructure to supply new sources of fresh water. Desalination has become

the most viable option to address the water scarcity of the region, and even though some of the projects have been delayed due to the pandemic, the sense of urgency to advance in solving the water issues of Latin America has taken over the agenda of most of the countries in the region. The desal industry is leading the efforts towards the implementation of the technology not only for industrial users, but also human consumption and the agricultural sector. In 2021, we will see an acceleration of projects under development and construction, boosting the post-pandemic economic recovery.

In your opinion, what advantages did your company gain thanks to your participation in the past "Desalination Latin America 2020"? and which opportunities do you think the next Desalination 2021 event will bring for participating companies?

Desalination in Latin America 2020 was indeed, my last business trip to Chile before the pandemic took over the agenda of the world and put us in full lockdown for months. The event was a great opportunity for Oceanus Power & Water to present our technology and projects, as well as to connect with world-class experts in the desalination industry.

The event was very helpful for us to learn about the new technology trends, new projects in Latin America, and also to exchange visions about the water regulatory changes that Chile and other countries are planning for the upcoming years.

Why do you think it is important to have these kinds of events for the desalination industry in America?

These events are essential for a growing industry in the region such as desalination. Implementing water projects in Latin America requires a multidisciplinary track record in project development as well as a good understanding of the markets and local stakeholders. On top of that, the alignment with

the current regulatory framework and the political environment is key for the projects to succeed. Having the opportunity to meet and share experiences with experts of the desalination industry across different regions and disciplines, is a valuable and recommended experience.

Can you give us a short summary on the updates Oceanus Power Water will share with the audience in the Next Desalination Conference 2021?

Oceanus is evaluating various possibilities to implement the world's first IPHROCES (Integrated Pumped Hydro Reverse Osmosis Clean Energy System) facility in Latin America, with primary focus in Chile. Oceanus plans to deliver energy storage services and desalinated water from the same facility. In Latin America, particularly in Chile, the power generation sector is going through a rapid transition towards the decarbonization of the grid. Moreover, Latin America is one of the most affected regions by climate change, its countries are increasingly concerned about the decreasing resilience and security of water supply. The IPHROCES solution will provide a local, resilient supply of potable, desalinated water, as well as, the lowest cost, long duration energy storage to aid the region's transition to clean energy

by storing excess wind and solar energy for delivery during peak demand periods.

The IPHROCES concept meets the demand for both: long duration clean energy storage and resilient water supplies through a unique integration of existing technologies: seawater pumped hydro energy storage and reverse osmosis desalination. The integration of these technologies results in material economic and environmental benefits that cannot be cost effectively achieved independently.

During Desalination Latin America 2021, we are planning to share Oceanus latest developments, as well as providing an overview of the desalination industry in Latin America.

Please note that this interview was prepared within the framework of the 3rd Online Business Conference and 1-2-1 meetings "Desalination Latin America" (24-26 March 2021)

Among the regular participants:

