

Smart Water Management

AfWA' s 90th SCIENTIFIC & TECHNICAL COUNCIL

xylem
Let's Solve Water

11/22/2022



Our People
17,000

We care for water...



... and beyond



Our Customers
Partnering with our customers to build strong, lasting relationships

2021 Revenue



Our Solutions
Bringing together advanced technologies, application expertise and smart sustainable solutions

Operating in

~350 locations
in more than 50 countries
sold in ~150 countries



Our Brands
Market-leading brands with a legacy of over 100 years supported by a solid TotalCare service portfolio

2021 Revenue



NYSE Trade Symbol **XYL**

Global Headquarters

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Our corporate social responsibility program

Provided safe water and sanitation solutions since 2019 to **6+** million people

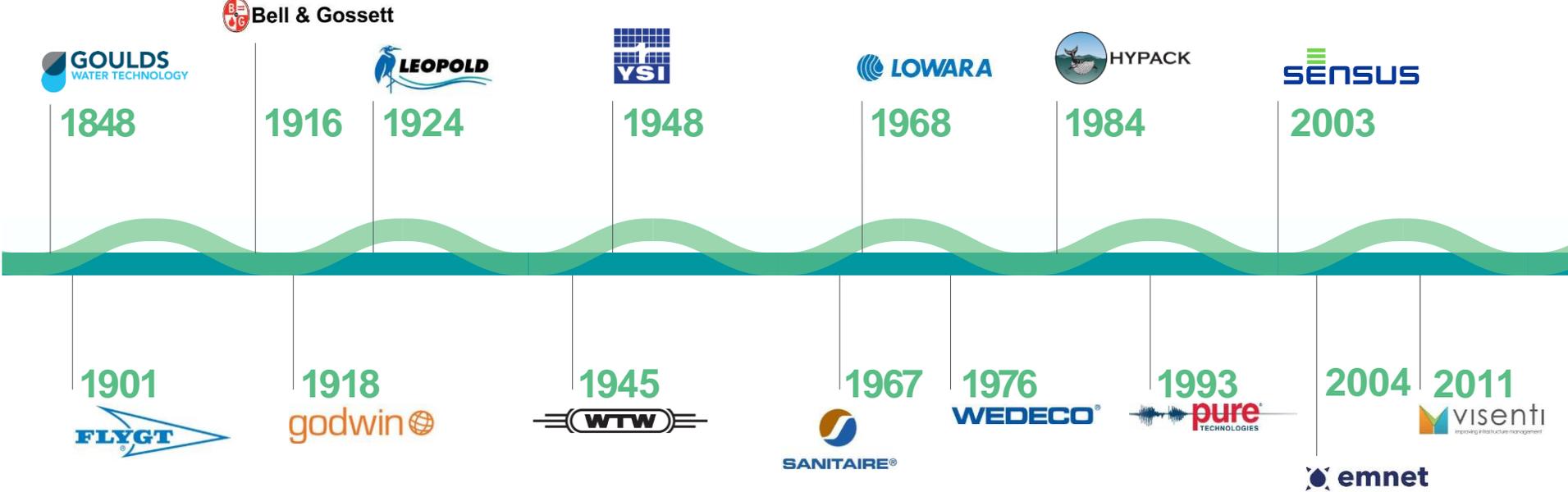
Responded to **51** water-related disasters with humanitarian aid since 2019

Educated **5+** million people on WASH and the value of water (since 2019)

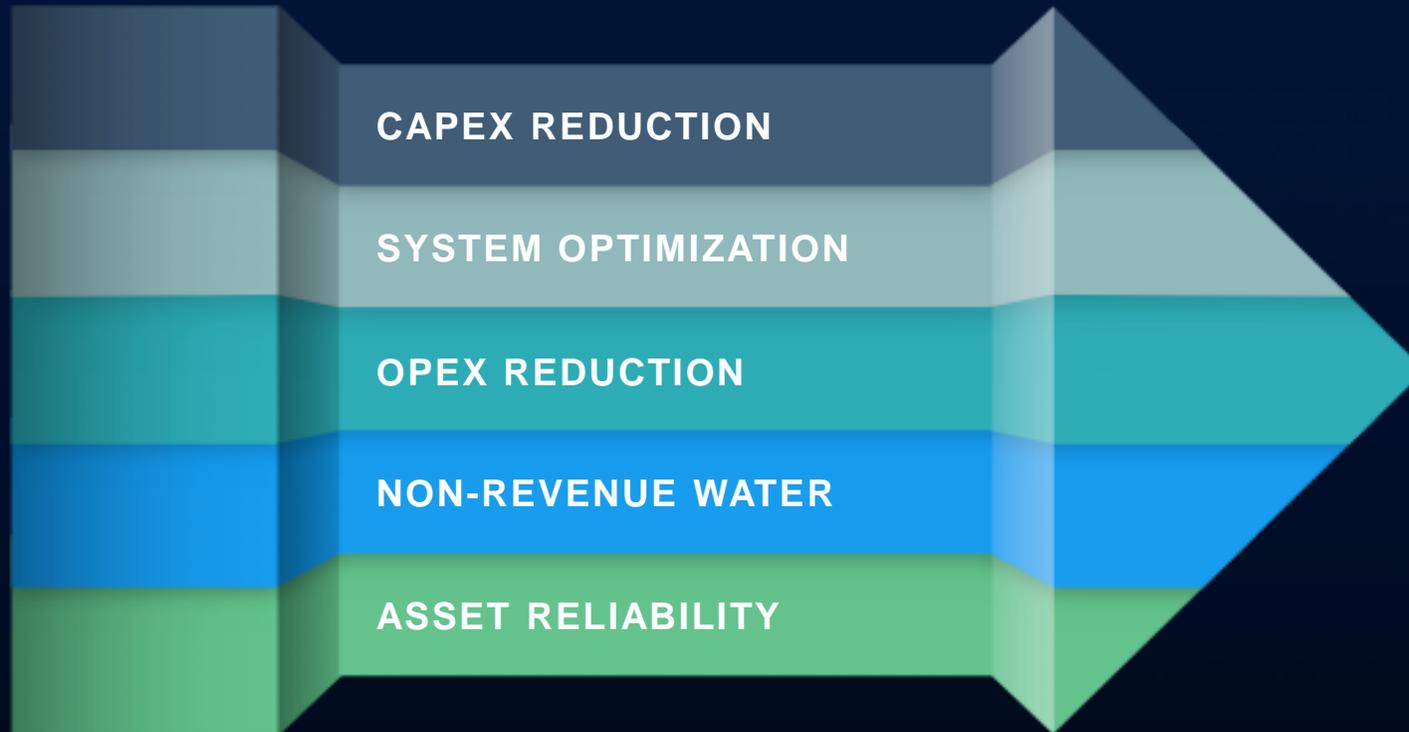
Engaging our employees, customers and partners
340,000+ hours volunteered (2016-2021)
78% of employees engaged in volunteer activities in 2021, despite social distancing challenges
14,000+ external business partners engaged (since 2019)



We have always brought together the most progressive brands



SOLVING THE PROBLEMS THAT OUR UTILITIES FACE



**Safe, affordable,
always-on water**



System-level management leads to quantifiable outcomes



VISUALIZE THE NETWORK

Achieve enterprise-
level insights



OPTIMIZE THE SYSTEM

Extract more value from
existing investments



PROTECT ASSETS + THE COMMUNITY

Ensure performance to drive
continuity and reliability

From intake to effluent, we can help

Xylem delivers holistic impact to the entire water cycle.

ASSET PERFORMANCE OPTIMIZATION

Make better decisions in real-time and reduce risks of unplanned incidents

WATER LOSS MANAGEMENT

Manage real losses and gain real-time operational awareness

REVENUE LOCATOR

Ensure financial resiliency to keep revenue flowing

WATER NETWORK OPTIMIZATION

Detect blocks and forecast flows, prioritize capital improvement plan to ensure reliability and best value for investments

TREATMENT SYSTEM OPTIMIZATION

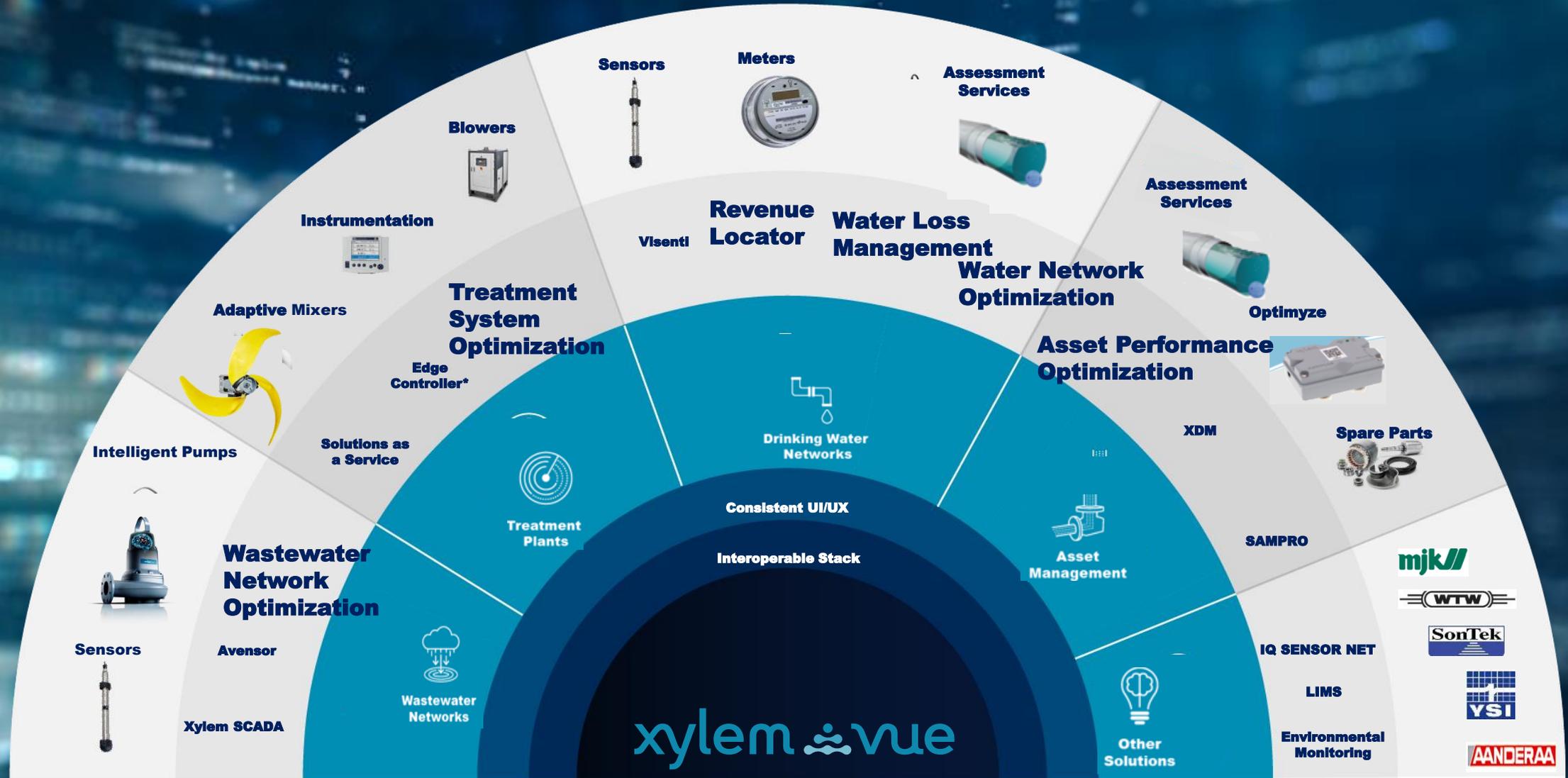
Reduce costs by maximizing energy and chemical consumption while increasing margins of compliance

WASTEWATER NETWORK OPTIMIZATION

Coordinated control of pump stations, lift stations, tanks, tunnels, high-rate treatment; manage water capacity in real-time leading to optimized capex spend



Xylem Digital Ecosystem



Delivering Outcomes with Decision Intelligence

DATA SOURCES SPECIFIC TO YOUR SYSTEM:

- GIS
- Work & Maintenance
- Hydraulic Models
- SCADA
- Pressure & Acoustic Sensors
- AMI Meter Data
- Financial
- Public Data
- Weather Feed
- Additional Meters & Sensors

REAL-TIME DECISION SUPPORT SYSTEM

Ingest all data, using our Digital Solutions and expert-led project delivery and management.

WASTEWATER NETWORK OPTIMIZATION



TREATMENT SYSTEM OPTIMIZATION



REVENUE LOCATOR



WATER LOSS MANAGEMENT



ASSET PERFORMANCE OPTIMIZATION



ENTERPRISE-LEVEL OPTIMIZATION

To deliver outcomes throughout the water cycle.

CAPEX REDUCTION



SYSTEM OPTIMIZATION



OPEX REDUCTION



NON-REVENUE WATER



REGULATORY COMPLIANCE



ASSET RELIABILITY



Xylem Digital Solutions

SOLUTION	 Wastewater Network Optimization (WWNO)	 Treatment System Optimization (TSO)	 Water Loss Management (WLM)	 Revenue Locator (RL)	 Asset Performance Optimization (APO)
DESCRIPTION	<p>Visualization and decision support system that integrates real-time sensor data, system-level capacity and forecasts to optimize the utilization of the hydraulic capacity in wastewater networks.</p>	<p>Real-time digital monitoring and modeling solution that marries input data and plant models to provide analysis, insight and control so plant managers can visualize, optimize and manage their treatment plant operations to deliver better results at optimized cost and effort.</p>	<p>Data-source agnostic monitoring and sensing platform that brings together leak, burst and pressure transient detection with DMA monitoring and water balance calculations in a single user-experience so utilities can reduce lost water and improve operational efficiency.</p>	<p>Software platform using machine learning and analytics to provide utilities with data-driven operational guidance to prioritize field maintenance activities, implement efficient meter testing and replacement programs, and maximize revenue recovery.</p>	<p>Asset risk analytics and planning support services that help utilities significantly reduce failures and make informed, data-driven decisions on asset reliability and pipe prioritization in water distribution systems.</p>
BENEFITS	<ul style="list-style-type: none"> • Understand and predict hydraulic performance of your network in real-time • Reduce need for costly and lengthy civil interventions and CapEx • Increase customer service levels and deploy support more quickly 	<ul style="list-style-type: none"> • Reduce OpEx costs while maintaining compliance • Identify plant operational issues and reduce response times • Accurately predict future operating conditions 	<ul style="list-style-type: none"> • Identify leaks more quickly and accurately • Determine counter-measures by understanding root causes of bursts • Prioritize leak detection surveys in vDMAs 	<ul style="list-style-type: none"> • Recapture up to 1.5% of annual top-line revenue • More effective identification of underperforming meters than traditional methods alone • Avoid unnecessary meter inspections and replacements 	<ul style="list-style-type: none"> • Predict water main failures with 4-10X better accuracy than traditional tools • Minimize the mobilization cost for pipe replacement • Understand utility and community impact if risk is left unaddressed
REALIZED RESULTS	<p>CSOs reduced by 450M gallons annually</p>	<p>30% reduction in aeration energy usage</p>	<p>Harmful transients reduced from 60 to 10 PSI</p>	<p>\$1M+ recoverable revenue identified</p>	<p>\$70MM est. annual cost saving for pipeline replacement</p>



Samba GUINDO

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Thank You

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