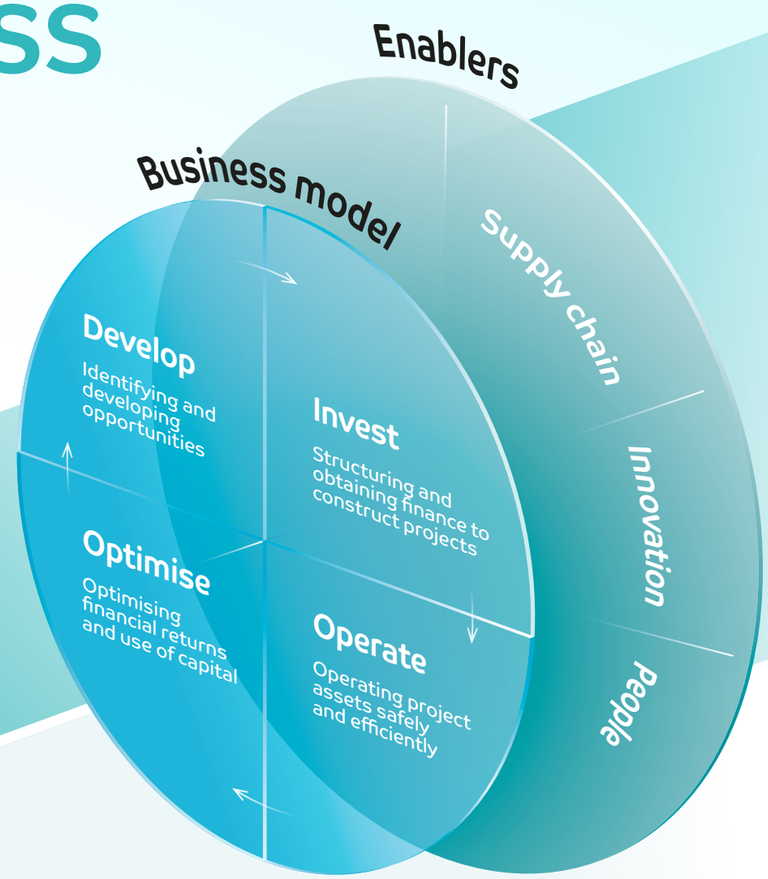
BUSINESS MODEL

Our business model provides a disciplined and structured framework for the identification, funding, creation, management, and financial optimisation of our projects.



Energy transition

- Generating affordable renewable energy and desalinated water.
- Generating capital for stakeholders and future growth.

The four stages of our model are:

The business model typically caters to the entire lifecycle of a project.

Develop

Identifying and developing opportunities which are critical assets in strong growth markets and are long-term contracts with high-quality counterparties and resilient cash flows.

Invest

Structuring and obtaining finance for projects whereby we are lead investor with a significant stake and de-facto control and are scalable investment platforms.

Operate

Operating project assets safely and efficiently, to the highest global standards, through NOMAC, wholly-owned subsidiary of ACWA Power, using economies of scale and synergies.

Optimise

Optimising financial returns through efficient capital structures and refinancing and capital recycling with sell-downs or divestments.

The enablers of our model are:

- Our people
- Our supply chain
- Our EPC partners
- Our innovation

Our ambitious 2030 growth strategy

Our plan is to triple our assets under management and be one of the top three companies in renewables and green fuels, while maintaining our leading position in water desalination, globally, by 2030.

ACWA Power has tripled its assets, in terms of investment cost, over the last eight years, and with continued application of our proven business model, underpinned by our key enablers – supply chain, innovation and people – we are confident that we can scale up in the Kingdom and across our key growth markets and reach our goal.

Business verticals and goals

Renewable power and storage
Global top 3 position

Water desalination
Global leader

Green hydrogen
Global top 3 position

Flexible generation
Enable energy transition

What we want to be

The best employer in the region

The thought leader in our industry

The preferred partner for growth in the countries in which we operate

We aspire to triple our assets under management to

$ 250 billion

by 2030

- We will focus on **four technologies** – Renewables, Flexible generation, Green Fuels, Water Desalination
- We will focus on **four regions** – the Kingdom, Middle East & Africa, Central Asia, and Southeast Asia/China
- We will focus on **China** as a potential key market for investments with local partners
- In Africa and Southeast Asia we will consider opportunities for **consolidation**
- We will enhance our **People, Supply Chain and R&D** capabilities to maintain our edge