

# Water Sector Opportunities



## Innovations for Water Resilience Competition

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In partnership with:



# Market overview

In South Africa:

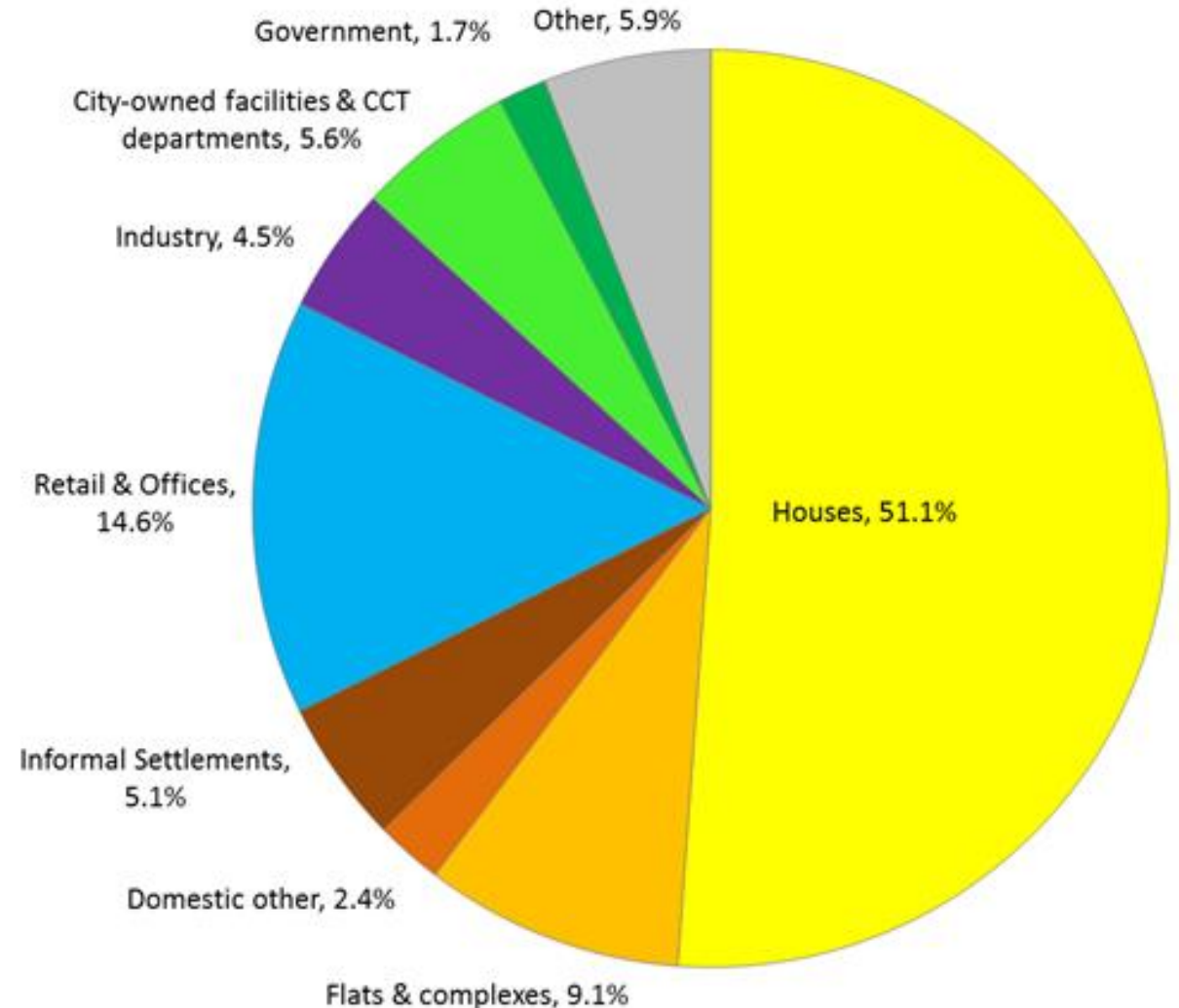
- **Residential** users spent ~R27bn on municipal water and sanitation services (2016)
- **Commercial** and **industrial** businesses spent ~R16bn (2016)
- R30bn\* worth of **new buildings** were completed Jan-Jun 2018, of which ~R900m on wet services

In Cape Town:

- **Residential** use ~67% of total water use
- >40% of households water is free of charge
- Only ~10,000 non-indigent homes used >20kl/month in April 2018
- **Commercial** and **industrial** users will spend an estimated R2.7bn on water and sanitation charges in 2018\*\*

Cape Town Water use:

**Potable water consumption by use category**  
(01.07.2017 - 30.06.2018)



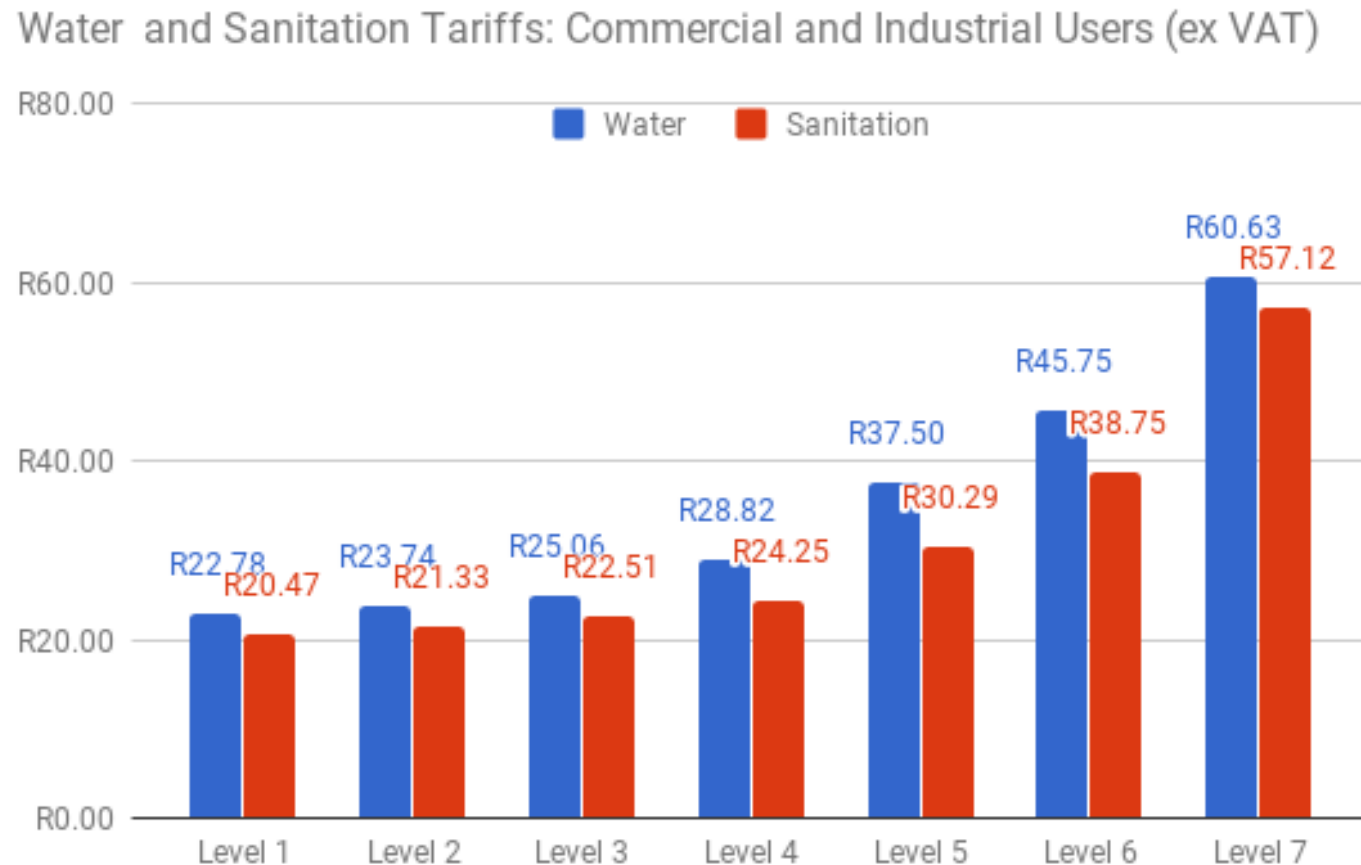
\*Source: StatsSA 2018

Source of above figure: City of Cape Town

\*\*These costs only relate to volumetric charges (R/kl including VAT) paid for water and sanitation over the course of the year.

# Market drivers and risks

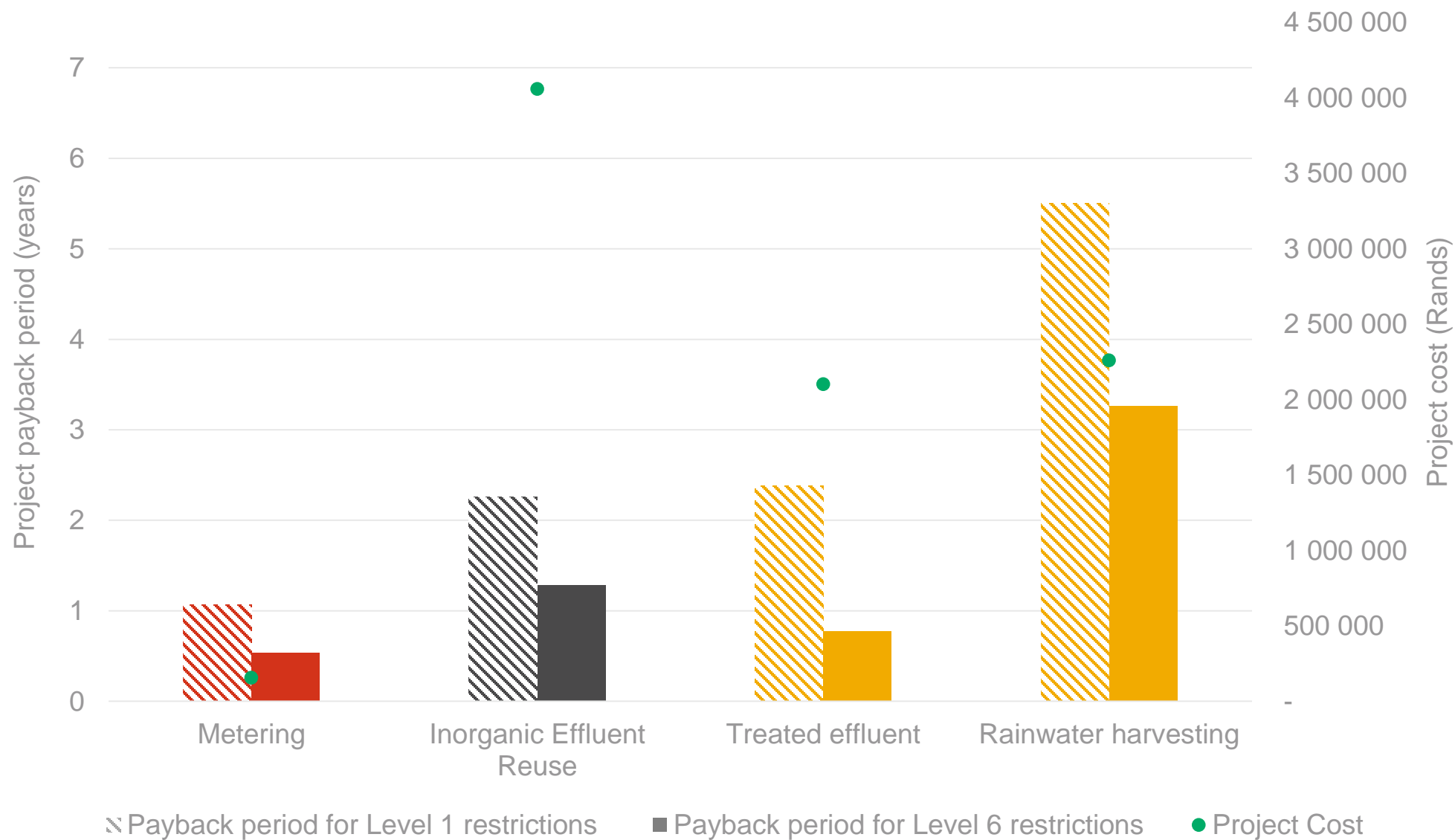
- Risks of insufficient water supply
- Water restrictions and regulations (brine, by-laws, national regs)
- Social responsibility
- Business case: linked to tariffs and restriction levels



City of Cape Town  
Tariffs 2018/19

# Business case for selected water solutions

for a medium-sized inorganic industry in Cape Town:



# Useful resources

- [2018 Water Market Intelligence Report](#)
- [City of Cape Town's Water Outlook Report](#)
- New Technology Committee (email your innovative solutions to: [Water.NewTechnology@capetown.gov.za](mailto:Water.NewTechnology@capetown.gov.za))
- Business incubators, e.g. [Sarebi](#), [Fetola](#)
- Water Sector Desk support (funded by Western Cape Government). Email: [water@greencape.co.za](mailto:water@greencape.co.za)



Water

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2018

Market Intelligence Report

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# Thank You

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