



DEMOSOFC

KICK-OFF MEETING

SMAT STRATEGY FOR INNOVATION

Paolo Romano

Chief Executive Officer

Armando Quazzo

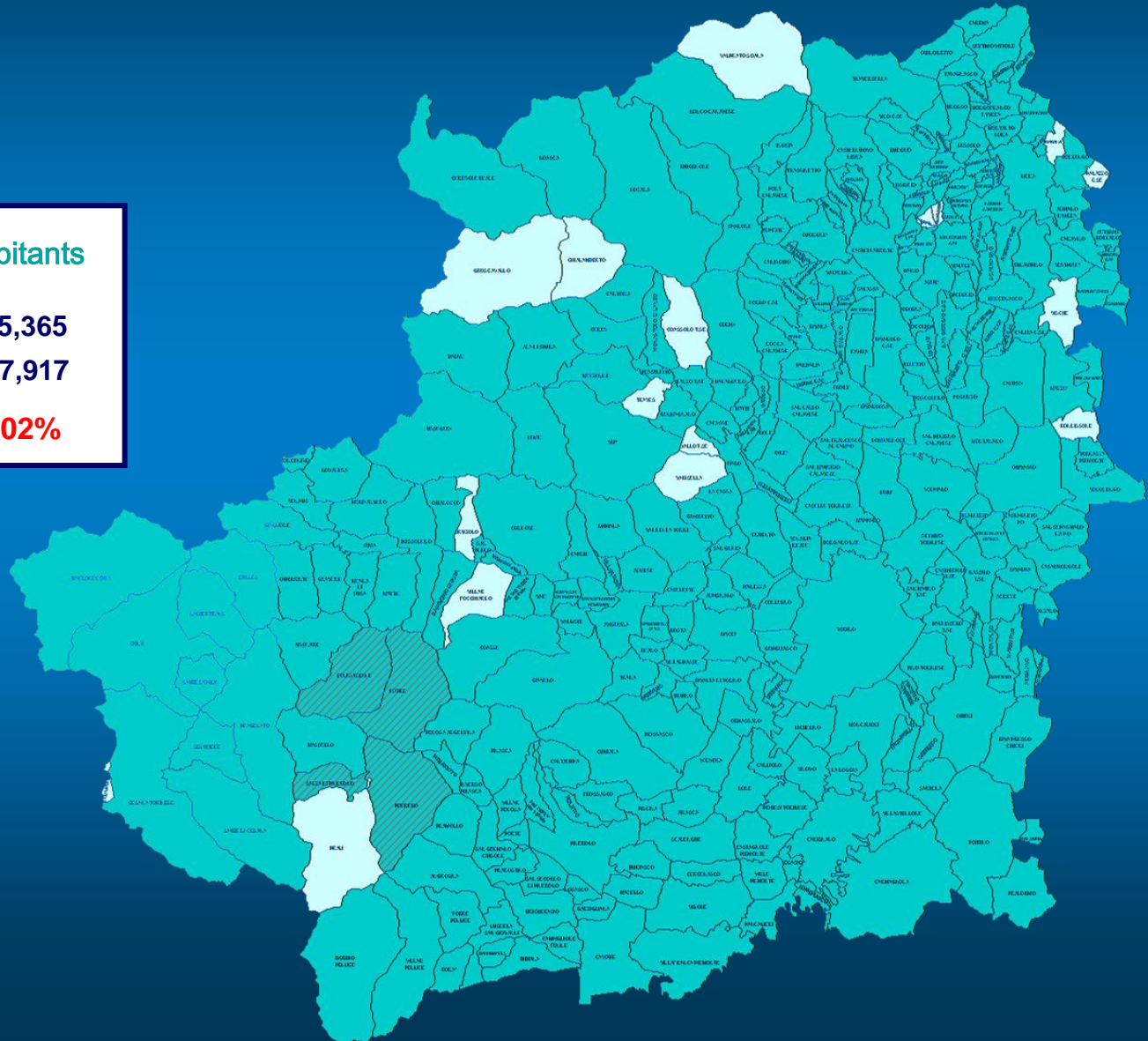
Business Development Manager

Turin , 24th September 2015

SMAT WITHIN ATO 3 TERRITORY

Today

	Served City Councils	Inhabitants
SMA Torino	292	2,275,365
ATO 3 Torinese	306	2,297,917
	95,42%	99,02%



The Optimal Territorial Area - ATO 3 - TORINESE



➤ SERVED POPULATION	2,230,372
➤ TERRITORY	6,713 SQKm
➤ CITY COUNCILS	306
➤ MOUNTAIN COMMUNITIES	6
➤ INFRASTRUCTURAL INVESTMENT PLAN	1,290 €/mio/20y
	2,310 €/mio/30y

About SMAT

- 100% PUBLIC OWNED COMPANY
- JOINT-STOCK COMPANY - CORPORATION



About SMAT

- Group of Companies
- About 1,000 employees
(SMAT plus Group Companies)
- Turnover: 313,1 mio/€
- EBITDA 117,1 mio/€
- Operating income 2014: 67 mio/€



ESSENTIAL DATA

- WATER PIPING 11,971 KM
- SEWERS 8,550 KM
- DRINKING WATER PLANTS 82
- WWTPs 410



RIVER PO PLANT



CASTIGLIONE WWTP

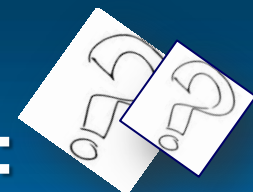
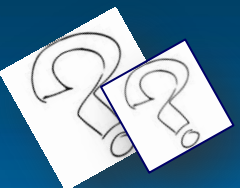
HOW TO ANSWER TO INFRASTRUCTURING NEEDS ?

INVESTMENTS



INNOVATION





ITALIAN WATER SERVICE MANAGERS : INNOVATION IS NOT AT THE TOP OF THEIR LIST

- Average Italian investments \longrightarrow **about 34 € /inhabitant/year**
- Needed investment \longrightarrow **90 € / inhabitant/year**
- AEEGSI investment plan \longrightarrow **65 € bil investment = 5 € bil investment/year**
- GDP equivalence \longrightarrow **10 € billions/year**
- Jobs equivalence \longrightarrow **16,000 each € billion = 80,000 jobs/year**

SMAT INNOVATION PATH

- Foundation of the SMAT Research Center (2008)
- Strategic agreements with HERA and IREN
- Access to funding for research



SMAT RESEARCH CENTER

THE RESEARCH CENTER

SMAT operates through its Research Center to improve processing and technologies



- 13 applied research projects with Turin Polytechnic € 765,000
- 5 applied research projects with Turin University € 360,000
- 6 projects with private partners

SMAT HIGHLIGHTS: RESEARCH CENTER NETWORK

University/ Research Centers

Università di Torino (I)
 Politecnico di Torino (I)
 Politecnico di Milano (I)
 Università di Roma (I)
 Università di Brescia (I)
 Università di Genova (I)
 Università di Pavia (I)
 CNR Institute for Advanced Energy Technologies (I)
 Consorzio per l'Area di Ricerca Scientifica e Tecnologica di Trieste (I)
 Università di Wuhan (CN)
 Hamburg University of Technology (D)
 Technische Universität München (D)
 Technical Research Centre of Finland (FIN)
 Ecole Polytechnique Fed. de Lausanne (CH)
 AWWA Research Foundation (USA)

Associations/ Entities/Enterprises

Istituto Superiore di Sanità (I)
 Federutility (I)
 Fondazione AMGA (I)
 HYDROAID (I)
 ARIN (I)
 CAP HOLDING (I)
 HERA (I)
 IREN (I)
 PUBBLIACQUA (I)
 AQP (I)
 EUREAU (EU)
 Deutscher Verein des Gas und Wasserfaches e V. (D)
 Polish Instytut Energetyki (PL)
 American Water Works Association (USA)

Industrial Partners

Thales Alenia Space Italia (I)
 Hydrodata (I)
 SYSTEA (I)
 ALTEC (I)
 Centro Inox (I)
 Telit (I)
 DHI Italia (I)
 Aviotec (I)
 SIAD (I)
 ENI Istituto Donegani (I)
 MATGAS 2000 A.I.E. (E)
 Acquadect (NL)
 Topsoe Fuel Cell A/S (DK)
 Thermo Fisher Scientific (USA)

STRATEGIC ALLIANCE FOR RESEARCH



31 ONGOING PROJECTS
15 STARTING PROJECT
5 UE CANDIDATURES

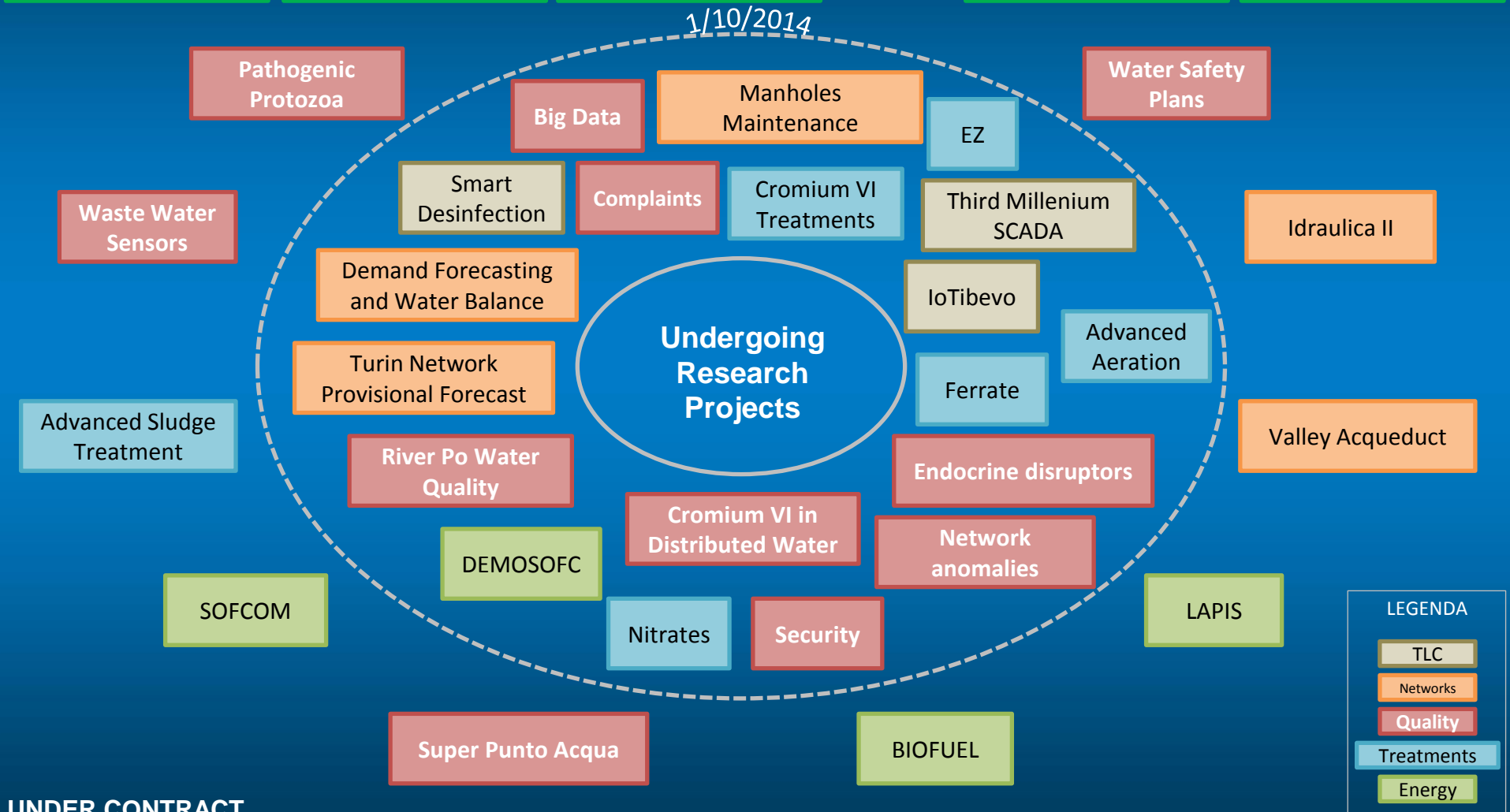
PARTNERSHIP

- **Turin Polytechnic and University**
- **Italian and foreign industrial partners (Thales Alenia, ENI, HERA, IREN, etc.)**

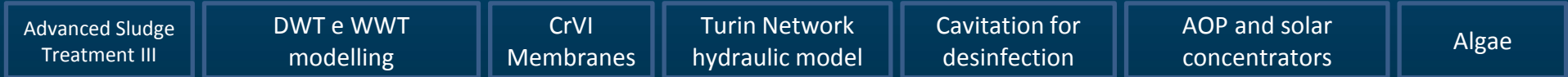




EU CANDIDATURES



UNDER CONTRACT



IN THE PIPELINE

➤ SUSTAINABLE AND SMART WATER (1st phase)

➤ BIOWYSE (negotiation)

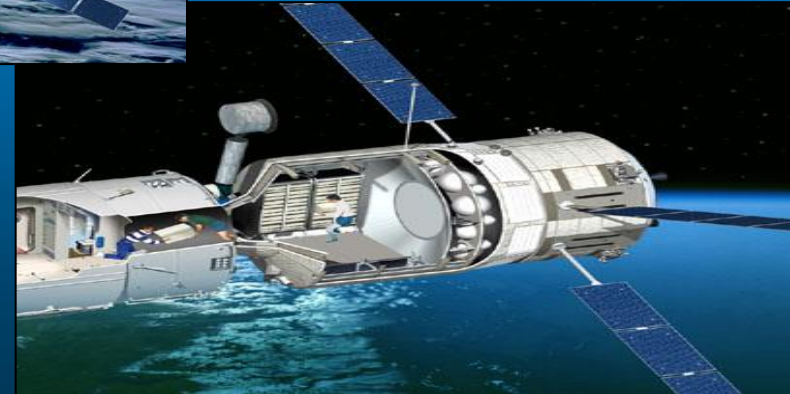
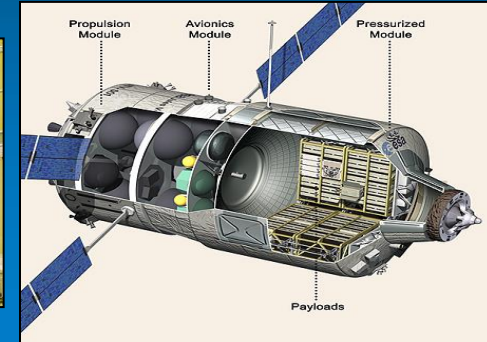
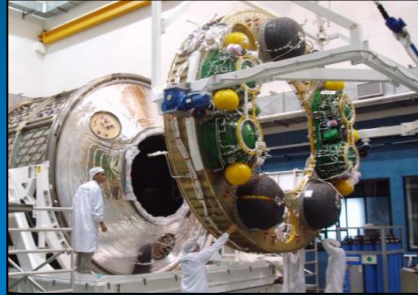
➤ DEMOSOFC (awarded)

Next candidature

➤ SIR (LIFE project)




... THE EARTH WAS NOT ENOUGH



... THE EARTH WAS NOT ENOUGH

Project in cooperation with Thales Alenia Space - Italy
Supply of two different waters for the ISS



Water for astronauts:
lightly mineralized
iodine disinfected



Water for cosmonauts:
regularly mineralized
silver disinfected



**BUONA
NELLO SPAZIO**

**BUONA
A CASA TUA**



È L'ACQUA DI TORINO

www.smatorino.it

THANK YOU FOR YOUR ATTENTION