

ROUNDTABLE CONCEPT NOTE

Strategic Business Workshop on Water under Global Gateway

ORGANISED BY

European Commission, DG
INTPA

CO-HOSTED BY

Water Europe, EurEau, EFCA, Cyprus
Presidency EU Council

RULES

Chatham House Rules
apply

1. Roundtables presentation

This concept note accompanies the roundtable discussions. Each roundtable will be targeting one business model that is pre-identified. Each business model has been identified according to models that are already being implemented successfully in developing countries and that seem to have a significant growth potential.

The discussion will be organised in a world café style. Participants will be asked to rotate from one table to another. Each participant will have the opportunity to cover up to 4 of the 6 roundtables (i.e. business models) during the morning and afternoon session, based on their company's interests.

- **All roundtable participants** will help to further define the background context and business models. They will exchange on the basis of the discussion questions.
- **One EU company will moderate each table.** The role of the moderator includes facilitation guidance and time management,
- **One person from the organisation team** will support the role of the moderator and ensure note-taking.

The discussion follows Chatham House rules. Views expressed by participants will be attributed to the session collectively — not to individual companies or persons.

The business models that will be discussed are:

- Roundtable 1: Unsolicited Proposals
- Roundtable 2: Operation & Maintenance and Service Improvement Contracts (e.g. Performance-Based-Contracts)
- Roundtable 3: Concessions and Licenses
- Roundtable 4: Independent water producers and/or wastewater treatment operations with offtake agreements
- Roundtable 5: Engineering Procurement and Construction tenders
- Roundtable 6: Open discussion on all other business cases

Detailed background information for each roundtable will be shared with participants ahead of the workshop.

2. Timing Guide

The roundtable discussion takes place across two periods (Part 1 & 2). Each participant spends between 40 and 60 minutes at each roundtable before rotating.

| Time | Session / Rotation | Focus & Note for Moderator |
|-------------|---|--|
| 11:45–12:45 | Business Workshop – Part 1 (Part A: Value Proposition) One rotation. | <i>One Rotation (11:45–12:45): Welcome & intro to business model and case (~5 min). Run Part A questions.</i> |
| 12:45–14:00 | <i>Lunch break</i> | <i>Brief host team debrief. Note top insights from morning.</i> |
| 14:00–16:00 | Business Workshop – Part 2 (Part A: Value Proposition & Part B: EU Offer) 3 rotations × 40 min. Groups rotate every 40 minutes. | <i>Three Rotations: Each rotation gets a 2-min recap of previous discussion insights and complement on Part A & B questions.</i> |
| 16:00–16:30 | <i>Coffee break</i> | <i>Finalise 3–5 key takeaways for debrief.</i> |
| 16:30–17:30 | Debrief: Water Europe, EurEau and EFCA, with Roundtable Moderators | <i>Present 3 key takeaways from each business model.</i> |