

THE WIN-WIN OUTCOMES OF KEPPEL CHINA'S AND AQUA3I'S PARTNERSHIP



FOR KEPPEL CHINA

EXPANDED BUSINESS OPPORTUNITIES

Keppel's partnership with Aqua3I and the successful implementation of its solutions have enabled the company to enhance the environmental sustainability of its infrastructure projects. This will give it an edge against competitors and appeal to customers who are conscious about sustainability.

FOR AQUA3I

ACCELERATED MARKET ENTRY

Aqua3I was able to keep Keppel's existing strong presence in China to accelerate its market entry and collaborate on high-profile projects. Following the companies' successes in Tianjin Eco-City, Keppel and Aqua3I have expanded their partnership to work on other projects in the JSA.

EXPANSION OF SERVICES AND PRODUCTS

Aside from applying its air purifying solutions in the JSA, Aqua3I has also expanded its capabilities to include energy conservation products and expertise. The company has even incorporated a new business, Energia 3I, to conduct energy conservation trials, test beds, and pilot tests of its new range of energy products in the JSA.

DEEPENING ACCESS TO ECOSYSTEM AND NEW BUSINESS OPPORTUNITIES

Through the local partnership with Keppel, Energia 3I was able to deepen its connections with other local partners. For instance, it is working with Shandong Construction University to conduct energy saving trial on motor fans, which is expected to conclude by the end of Q1 2025. Successful tests have already been carried out on lighting and air handling units (AHUs). These have since resulted in new agreements with four energy companies.

