Table 4.35 The North American Desalination Market Forecast 2012-2022 ($bn, AGR %)

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
$bn	**1.45**	**1.52**	**1.59**	**1.67**	**1.77**	**1.89**	**2.02**	**2.16**	**2.32**	**2.50**	**2.68**	**2.88**
AGR(%)		4.5	5.0	5.1	6.0	6.5	6.8	7.0	7.5	7.8	7.2	7.6

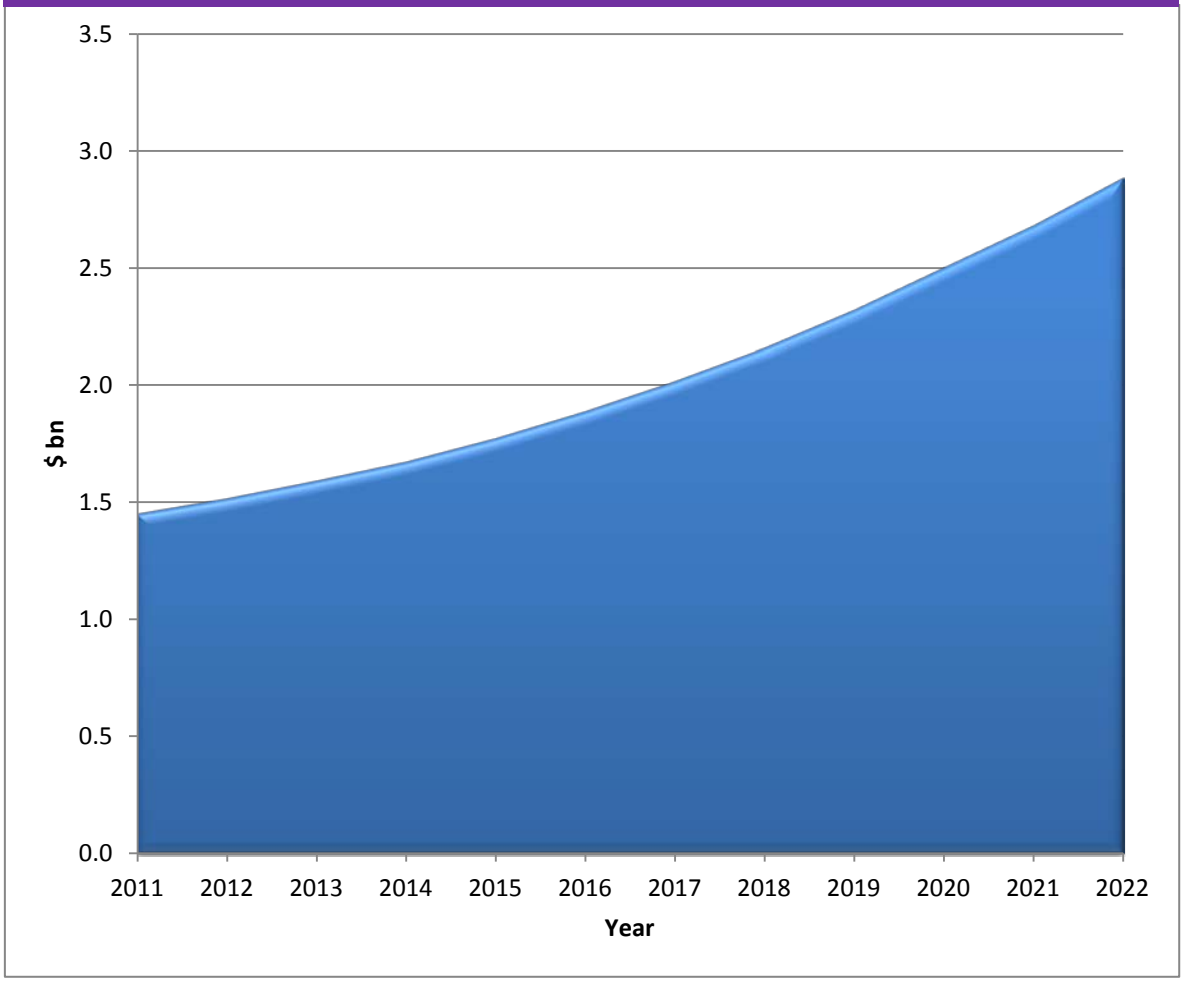
Source: *Visiongain 2012*

Table 4.36 The North American Desalination Market Forecast CAGR (%) 2012-2022, 2012-2017, and 2017-2022

	2012-2022	2012-2017	2017-2022
CAGR (%)	**6.6**	**5.9**	**7.4**

Source: *Visiongain 2012*

Figure 4.22 The North American Desalination Market Forecast 2012-2022 ($bn)



Source: *Visiongain 2012*

Table 4.40 The Latin American Desalination Market Forecast 2012-2022 ($bn, AGR %)

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
$bn	**1.41**	**1.48**	**1.56**	**1.65**	**1.74**	**1.86**	**1.98**	**2.09**	**2.24**	**2.38**	**2.52**	**2.65**
AGR(%)		4.9	5.4	5.7	5.8	6.5	6.4	6.0	7.0	6.4	5.7	5.2

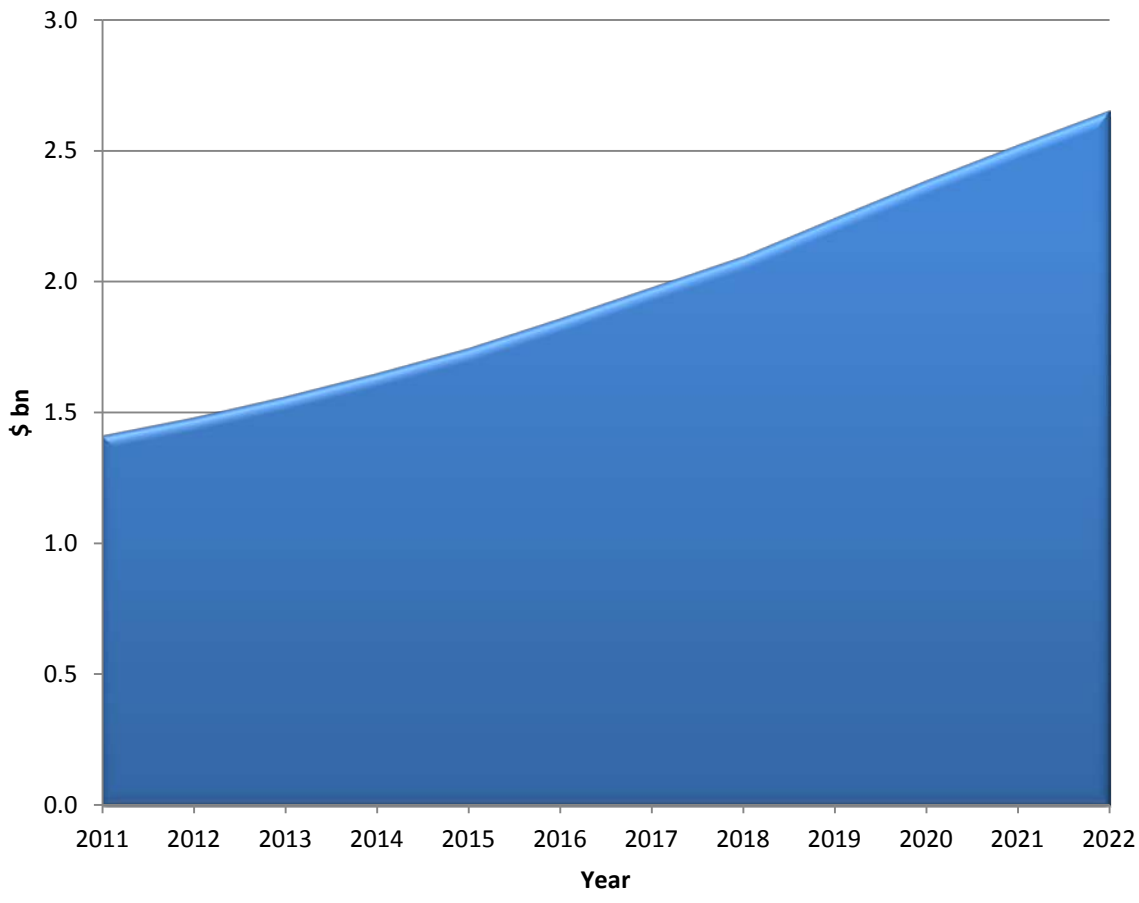
Source: *Visiongain 2012*

Table 4.41 The Latin American Desalination Market Forecast CAGR (%) 2012-2022, 2012-2017, and 2017-2022

	2012-2022	2012-2017	2017-2022
CAGR (%)	**6.0**	**6.0**	**6.1**

Source: *Visiongain 2012*

Figure 4.25 The Latin American Desalination Market Forecast 2012-2022 ($bn)



Source: *Visiongain 2012*

6. Expert Opinion

6.1 GE Water & Process Technologies

GE Water & Process Technologies is a subsidiary of General Electric Company, with its business focused on power and water generation technologies. GE Water & Process Technologies have numerous innovative solutions for seawater desalination and water quality measurements online. Erik Hanson is Global Product Manager for water treatment technologies. Visiongain interviewed Erik Hanson and would like to thank him for his comments.

6.1.1 GE Water & Process Technologies in Desalination Market

Visiongain: What type of desalination technologies does GE Water & Process Technologies provide?

Erik Hanson: GE water desalination technologies are primarily based on reverse osmosis (RO). Looking at different technologies, the thermal solutions are largely adopted by Middle Eastern companies where costs of energy input are much lower. The thermal systems are not the most cost effective way for desalination. In very large projects thermal solutions are used, but even in the very large municipal projects, membrane technology is being used more and more. We used to provide those solutions five to seven years ago, and in fact we own and operate a desalination plant in the city of Algiers in Algeria, but today we very much focus on providing the technologies and membranes to other solution providers. The reason is that much of the building of desalination plants involves a lot of EPC (engineering, procurement and construction) work and we prefer to focus on projects that have higher technology content. We have also focused on providing pre-packaged technologies in the past three to four years. Where the capacity required is around 15-20 million litres per day and under, the equipment is often built in a factory and shipped to the site where it is installed. That is the core of our desalination technologies, the pre-engineered packaged desalination solutions.

6.1.2 Drivers for Seawater Desalination

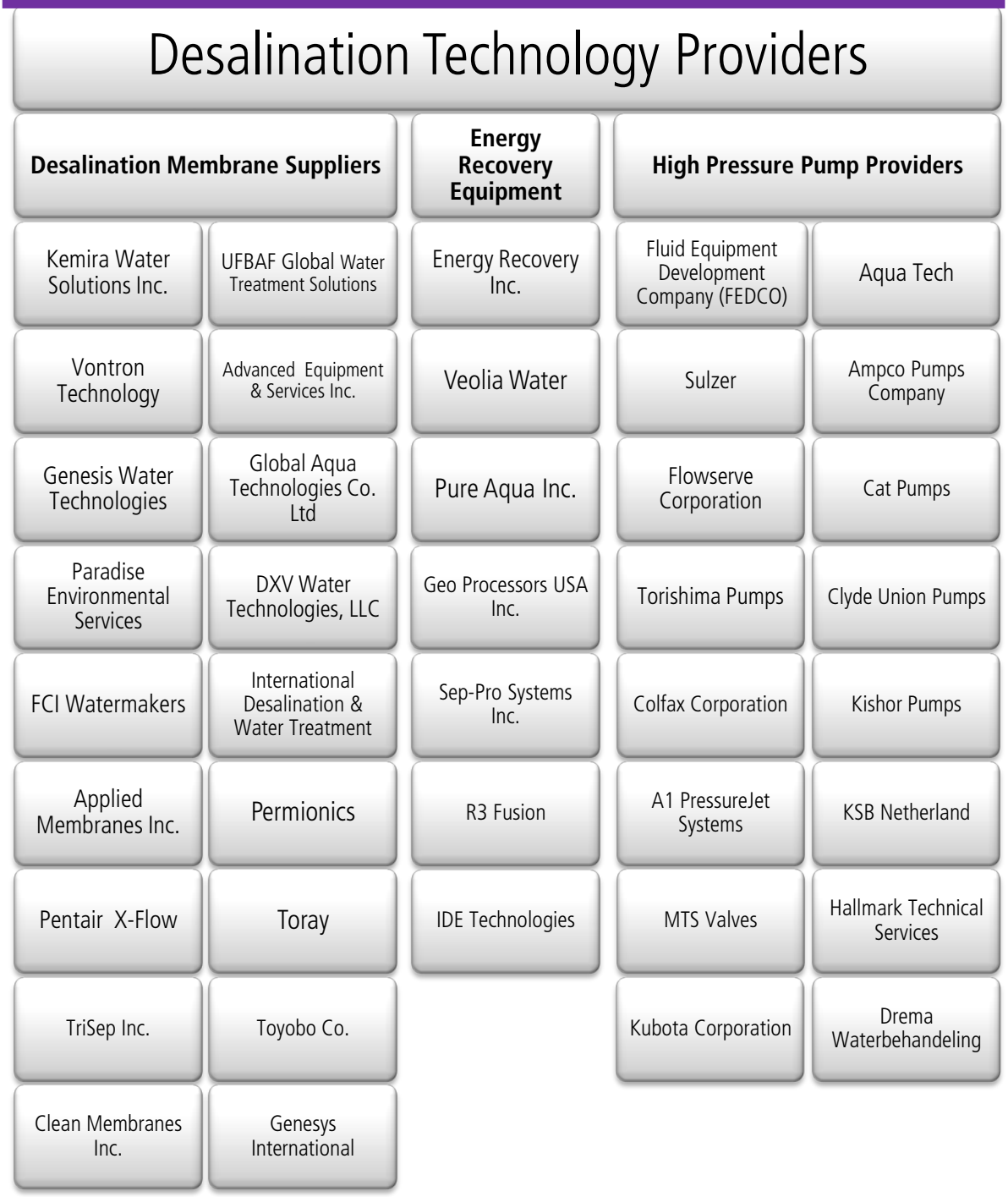
Visiongain: What are the most significant drivers or motives for desalination of seawater and brackish water? Is climate change or other geographical factors providing a motive?

Erik Hanson: I think demographics and economic growth are major underlying reasons behind growing demand for desalinated water. Looking at Saudi Arabia, United Arab Emirates, Indonesia and south east Asia, these regions are having a fairly good rate of economic and industrial growth.

7. Leading Companies in the Desalination Market

Figure 7.1, 7.2 and 7.3 show companies that have expertise in providing membrane based desalination plants, equipment and technologies.

Figure 7.1 Desalination Technology Provider Companies



Source: *Visiongain 2012*