OMAN ENERGY & WATER
Exhibition & Conference

CO-LOCATED EVENTS

OP
Oman Power

OWW
Oman Water & Wastewater

OAC
OMAN AUTOMATION & CONTROL

Power, Water and Wastewater, Automation Technologies and Solutions

30 April - 2 May 2018
Oman Convention & Exhibition Centre, Muscat, Oman

www.energyandwateroman.com
A Message from the Public Authority for Electricity & Water

It is my pleasure to welcome you all to the 4th edition of the Oman Energy and Water Conference and Exhibition, organized by the Public Authority for Electricity and Water in partnership with Omanexpo, the pioneer exhibitions and conference organizer in Oman, whose events are recognized to contribute to the advancement of Oman’s key industries.

This event aims to showcase the Sultanate’s major multi-million power and water projects, support the government’s long-term energy and water infrastructure plan, attract public, private and foreign investment, and present business opportunities in order to fulfill the rising demand for these resources.

The exhibition will provide individuals, companies, and industry professionals with the opportunity to learn about the latest and innovative products, tools, and technology that facilitate the production and distribution process.

The Conference will serve as a venue for knowledge sharing, gaining insight into the current issues as well as developments in the sector, learning best practices, and establishing new business relations.

We look forward to your involvement and participation in this most significant event and in your support to help advance this growing sector.
About the Event

Oman Energy & Water Exhibition & Conference is an international event dedicated to the power generation, renewable and alternative energy and transmission and distribution, and water-related industries.

It is designed to be a platform for stakeholders to discuss real issues and solutions to the energy and water challenges and opportunities in Oman.

Oman Power

The power industry is facing change at a faster pace, than ever before. As policies and technologies change, markets favor the proactive and informed. Oman power is focused on the power industry’s latest research, technical advances, development trends and business strategies, including power plant operations, maintenance, performance, economics and regulatory compliance by broad range of qualified stakeholders.

Oman Water and Wastewater

Oman water and wastewater will serve as a platform for fast growing water and wastewater industry in Oman. The objective of this exposition is to act as a comprehensive resource for the industry, its members, prospective business visitors and customers by providing in-depth information about the industry and the latest trends influencing its progress. All participants can benefit from great exposure to enhance their revenue channels and increase profits.

Oman Automation and Control

OAC is an ideal platform for global automation industry to converge and showcase the cutting-edge technologies, advancements, systems and services. This segment combines different resources from the industries to provide a professional interactive platform enabling exhibitors to present their products more efficiently and economically. The exhibition will also allow the domestic and international buyers to visit various latest automation equipment and technology under one roof at the same time.
An Overview of Oman’s Power Sector

Utilities Sector

Oman’s growing economy, as seen in the stape of large scale infrastructure projects resulting from rapid urban and Industrial expansion, fast-growing population and change in modern lifestyle, are contributing much to boost demand for power and water. Developing sustainable water and energy suppliers and finding innovative sources are critical to the country’s immediate and long-term future, which is high in the government’s agenda. Currently, it is focusing its attention on developing renewable energy on electricity production, boosting investment opportunities and capacity, and implementing big projects.

Energy Master Plan

A long-term energy infrastructure master plan, dubbed the Oman Electricity Transmission System Plan (2014-2030), designed by Oman Electricity Transmission Company (OETC), which operates the northern half of the electricity grid, outlines “a well-defined target for harnessing the Sultanate’s prodigious but largely untapped renewable energy resources, chiefly solar and wind power, to help meet the country’s galloping electricity demand, currently averaging 10 per cent annually.”

Based on the government owned Oman Power & Water Procurement Company (OPWP), demand is foreseen to grow by almost 9.5 to 10 per cent yearly until 2019.

EXHIBITOR PROFILE

POWER GENERATION & DISTRIBUTION

- Power Generation
- Power Transmission
- Power Distribution Systems
- Transformers
- Diagnostic Equipment
- Monitoring and Control
- Automation & Control Systems
- Energy Management
- Energy Storage
- Green Energy
  - Energy Conservation Products and Technologies
  - Clean Energy Technologies
  - “Solar Energy - Wind Energy”
  - Self-sustained Commercial and Industrial
- Energy Solutions
  - Waste to Energy Solutions
  - Energy Storage
  - Research & Development

Green Engineering & Sustainability

- Energy Conservation and Efficiency
- Carbon Management Solutions
- Emissions Monitoring and Reduction
- Environmental Engineering
- Environment Protection
- Environment-Friendly Products and SMART Technologies
- Government and Regulatory Agencies
Wastewater Master Plan
Oman will also invest US$ 2.8 billion for new wastewater projects across the country. During its 9th Five-Year Plan (2016-2020), Haya water, a government-owned entity, is mandated to manage, operate and maintain all wastewater networks, desalination facilities, pumping stations and sewage treatment plants in Oman, as well as the development of a national master plan for the management of the country’s wastewater and operate Muscat’s (the city’s capital) largest sewage network. This involves an investment of US$ 6.25 billion at a rate of about US$ 258.9 million per year, and aims to connect 80 per cent of Muscat residents by 2020, up from the current 30 per cent.

National Water Sector Master Plan
Oman’s National Water Sector Master Plan, includes a blueprint, spanning 25 years, for expanding and reinforcing the country’s water transmission and distribution infrastructure. Its projected capital expenditure till 2040 is estimated at US$ 6.5 billion, with new water infrastructure expected to cost US$ 389.6 million annually over the 10-to-15-year master plan.

The investment will partly go to the development of new networks to serve green-field areas being added to the water grid, while the rest will be utilized to finance the cost of renewing old transmission and distribution infrastructure.

Oman’s water sector is experiencing strong demand, which is anticipated to continue to rise at the rate of 7 per cent through 2021.

EXHIBITOR PROFILE
WATER TECHNOLOGIES AND WASTEWATER SOLUTIONS
- Water Treatment
- Desalination
- Pipelines, Pipeline Coating Systems
- Water Treatment Chemicals
- Water Coolers and Water Heaters
- Water Savers and Water Scooters
- Water Well Drilling Equipment and Accessories
- Water SCADA Software
- Warming Tapes
- Pumps
- Valves-Gate, Butterfly, Air, Pressure
- Irrigation System
- Sanitary Wares and Accessories
- Agriculture and Horticulture Equipment
- Chlorination System
- Dewatering Equipment
- Waterproofing Products
- Tanks/Reservoir Lining Materials
- Fibre Glass Products
- Manhole Covers
- Micro Tunnelling Equipment
- Sealants and Adhesives
- Leak Detection Equipment
- Water Transmission and Distribution
- Related Products

Oman Energy & Water 2018 Exhibition & Conference
An Overview of Oman’s Automation and Control Sector

Technologies can further improve the efficiency, fuel-flexibility, and reliability of power plants. This is addressed using software, sensors, process automation and data analytics to drive efficiency and increase reliability across the value chain.

The Oman Automation Summit will cover the latest advancements for monitoring and managing distributed equipment and facilities via recent developments in SCADA, remote networks (wireless and wired), security (cyber and physical), automation, onsite and back-up power, and all other manner of technology that allows for the management of remote assets in the Sultanate’s oil and gas, power, water and wastewater and chemical and petrochemical industries.

The Oman Automation & Control Summit is a two-day international summit, which is the only one of its kind in the region. It brings together experts from all the stakeholders and professionals and to provide a platform to discuss challenges, recent developments, deployments and technology trends, as well as initiatives related to control, automation, industrial informatics and smart grid and their applications.

The summit will cover the latest advancements for monitoring and managing distributed equipment and facilities via recent developments in SCADA, remote networks (wireless and wired), security (cyber and physical), automation, onsite and backup power, and all other manner of technology.

Power demand in Oman is forecast to surge over the next five years. Due to the current industry landscape in Oman, companies are increasingly interested in technology that will optimize production capacity at lower costs.

WHO SHOULD ATTEND?

- Heads/Managers of Infrastructure Systems and Mission Critical Equipment
- Heads/Managers of Remote Sites and Equipment
- Heads/Managers of Distributed Equipment, Facilities and Networks Managers
- Heads/Managers of Smart Grids/ Smart Metering/ Smart Energy
- System Designers and Application Developers
- Communications, SCADA and IT Managers
- Process Control Managers and System Designers
- Enterprise Architects and Planners
- Managers of Power and Control Systems
- OEM Design Engineers seeking to equip their products, devices and systems with the latest technologies for remote monitoring, control and automation
- Power and energy professionals from different areas of specialization: transmission and distribution system design, smart grids, distribution automation, protection, control and security, automated metering infrastructure, substation engineering, communications, operations, and maintenance, renewable energy integration
Why Exhibit?

- Educate your customers on how they could contribute towards energy efficiency and water conservation from their homes to reduce wastage and improve billing accuracy
- Evaluate the latest clean and renewable energy products, technologies and services from market leaders to ensure you invest in a cost-effective strategy for your organisation
- Receive updates from utility project owners on current and future tenders to align your organization with stakeholder requirements
- Hear case studies from key international utility providers to benchmark your organization’s goals and objectives in relation to energy and water efficiency and conservation

Why Visit?

With hundreds of leading regional and international exhibitors from around the world, the Oman Energy & Water Exhibition and Conference provides visitors a unique platform to:
- See the latest equipment and services from the utilities sector
- Develop international relationships
- Check out new business opportunities
- Gain access to a large number of local, regional and international energy and water technology material suppliers and distributors
- Source new equipment and services from different countries
- Meet and network with key decision-makers from Oman and the region.

2017 Statistics

<table>
<thead>
<tr>
<th></th>
<th>Total Exhibition Space</th>
<th>Total Number of Exhibitors</th>
<th>National Exhibitors</th>
<th>International Exhibitors</th>
<th>Local and International Visitors</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017 Statistics</td>
<td>6,000 sqm</td>
<td>160</td>
<td>76</td>
<td>84</td>
<td>5,000</td>
</tr>
</tbody>
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Visitor Statistics

Success Rate of Oman Energy & Water 2017

- Excellent: 28%
- Very Good: 64%
- Good: 8%

Success Rate of Oman Energy & Water 2016

- Excellent: 51%
- Very Good: 47%
- Good: 2%

Visitor Profile

- Government Agencies
- Power Companies
- Oil and Gas Companies
- Construction and Development Companies
- Large Industrial Companies
- Power Production Companies
- Service and Maintenance Providers
- Distributors and Retailers
- NGOs and Municipalities
- Water Authorities and Regulators
- Industrial Water Users
- City Planners and Architects
- International Organizations and NGOs
- Development Agencies
- Plant Operators
- Engineering Companies
- Technology Providers
- Contractors and Consultants
- Researchers and Scientists
- Academics
- Media
The Conference will focus on different control policies, quality management, analysis of the most suitable technologies, and effective management of power and water resources. These topics will be addressed by experts in their respective fields and policy makers.

The conference ensures a quality knowledge-sharing forum along with an appropriate essence of business opportunities to benefit the organisations today.

The programme will feature stimulating presentations, interactive panel discussions and debates on energy issues, policies, technologies, strategies and best practices.

Delegate Profile
- Stakeholders from Power/Desalination Plant Projects
- Private/Public Water and Electricity Companies and Authorities
- Government Bodies Responsible for Regulation and Policy Making
- Master Planners and Developers for IPP/IWP/IWPP Infrastructure
- Contracting Firms for Power, Water Projects
- Companies/Organizations Financially Investing in IPP and IWPP
- Engineering and Design Consultancies
- Oil & Gas Companies
- Financial and Legal Advisory Companies
- Technical Leaders for Industrial Power and Water Industries

Conference Focus
The previous edition centered on the present and future of energy in Oman, sustainable energy planning and management, strategies for efficient energy and water generation and use in Oman, urban infrastructure and water sensitive use, environmental impact assessment for desalination plants, sustainability and green engineering applications, and low-energy and renewable energy-driven desalination technologies.

The 2018 edition will provide an in-depth discussion and a more comprehensive presentation on the tools, applications, technology and infrastructure required to sustain achieve the goals of the national strategy plan.

MAIN TOPICS
- Keynote speech: Restructuring Energy Subsidies – An Exclusive Presentation from Turkey
- Benefits of Integration: Integration Between Different Government Authorities in the Region
- Presenting the OETC Master Plan – An Exclusive Insight from Oman Electricity Transmission Company SAOC (OETC)
- Restructuring the Water and Wastewater Sector in Oman
- Digital Services – Transformation of the Power Generation Sector: Opportunities and Challenges in the Middle East
- Reviewing the Future of the Electricity Sector in Oman: Renewable Energy as a Vital and a Strategic Solution
- Learning from a CSP Developer – Understanding the Challenges and Lessons Learned: Advantages of CSP over PV

50 Speakers
407 Delegates
Oman Energy & Water Exhibition & Conference 2017
was inaugurated by His Excellency Sultan bin Salim bin Said Al Habsi
Secretary General, Supreme Council for Planning

Representing Countries

Austria   Bahrain   Germany   Hong Kong   Italy   Iran
Japan     Kingdom of Saudi Arabia   Lebanon   Netherlands   Oman   Qatar
Spain     Turkey   UAE   UK   USA

Success Rate of Oman Energy & Water 2017

- Explored potential representation or partnership: 7%
- Interacted with industry professionals: 41%
- Met potential suppliers / business partners: 18%
- Gathered information on new products and services: 28%
- Placed orders and /or signed deals: 6%
Exhibitor Feedback

Success Rate of Oman Energy & Water 2017

- 41%
- 2%
- 13%
- 44%

Success Rate of Oman Energy & Water 2016

- 32%
- 3%
- 20%
- 45%

The percentage of visitors impressions of visitors 2017

- 27%
- 22%
- 2%
- 13%
- 36%

The percentage of visitors impressions of visitors 2016

- 45%
- 15%
- 18%
- 4%
- 18%

90% of the exhibitors say that they will participate in the 2018 edition

WHY SPONSOR?

To maximize the impact of your participation, Oman Energy & Water Exhibition & Conference offers a range of sponsorship opportunities that will give you a sure edge over your competitors and further boost your company’s presence in the local, regional and global markets.

Sponsorship Opportunities

- Lead
- Platinum
- Gold
- Silver
- Associate
- Visitor /Delegate Bag
- Reception / Refreshment
- Lanyard
- Registration / Session
- Welcome / Luncheon

For more information on how to sponsor, contact: Ahmed Sayed

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What Exhibitors & Visitors Say About The Event

“An excellent and unique opportunity to exchange experiences with other companies and meet the Clients and the best partners for the Omani water market”

Pablo Contreras Ruiz de Alda
Events Manager, Communication & CSR Head Office, Aqualla

“The exhibition was better than expected. The UK pavilion was in a great location (near the conference area) and attracted a good range of visitors and it was good to have PAEW and Nama Group as exhibitors. Excellent networking opportunity. It was good to meet people from Atkins, Carillion and Arcadis and other helpful contacts.”

Lila Thompson
International Director, British Water

“It was, overall, a pleasant, successful event. I came away feeling very positive about future business. The visitors to our stand were high-level contacts in terms of CEO’s, General Managers, Senior Engineers and Procurement managers, so the right types of contacts.”

Chris Walters
Export Manager, Kingsmill Industries Limited, United Kingdom

“The event was above expectations so increasing the potential for future long-term business prospects. Overall our attendance at the show has proved to be very worthwhile in respect to our better understanding of how this market works which in turn will greatly improve our future business prospects.”

Gary Lee
Sales and Marketing Director, REPCo International Limited, United Kingdom

“It is a brilliant event. Already booked for 2018!”

Tony O’Donnell
Chairman, The Smart Actuator Company Limited, United Kingdom
BOOK YOUR STAND TODAY

Space only (min: 18 sqm)
R.O. 145 or US$ 380 per sqm

Shell Scheme (min: 9 sqm)
R.O. 160 or US$ 420 per sqm

(This consists only of bare floor space for exhibitors who want to design and build their own stand.)

(This is a complete stall consisting of white panel walls, fascia and name board, carpeting, 2 spotlights, 13-amp power socket, a table and two chairs.)

To inquire about exhibiting, please contact:

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