

AES ARABIA

Water and wastewater treatment, desalination

As a multi-discipline firm active in everything from desalination to mining, AES Arabia is best known in the utility industry for its constant development of membrane treatment technology, which first became available in the 1960s. The company has played an important role in the evolution of the design, engineering and manufacturing of brackish and seawater reverse osmosis through innovative design and improved pre-treatment techniques.

The company operates a fully equipped manufacturing centre with support facilities in Riyadh, Saudi Arabia, over an area of 11,000 square kilometres – one of the largest of its kind in the region.

Having banked more than \$40 million in orders last year, CEO Fawaz Malki expects that figure to double for 2011. “We have positioned ourselves at the heart of the energy sector, and I’m extremely confident about the coming year. We see huge growth in both the conventional energy space, as well as for alternate energy solutions and water conservation.”

AGGREKO

Rental power

Aggreko has a network of locations across Saudi Arabia, Oman, Bahrain, Kuwait, Qatar and the UAE. Chiefly involved in the supply of standby power generators and packages, the company’s approach is for involvement in projects from the engineering and design phase through to commissioning and operation. This includes taking on full responsibility of running and maintenance, with a team often located on site.

The company recently stated that the strong performance of local business in the region was encouraging, but that the year’s

outcome would be heavily dependent on trading during the peak summer season. It is encouraging enough to raise the rate of fleet investment by a further \$48m though, taking total fleet CAPEX to around \$677 million; with the projected rate of growth in underlying profits at more than 20 per cent, 2011 looks to be a good year.

“Competition is healthy,” says Phil Burns, MD of the firm’s ME business. “It keeps a marketplace thriving and companies at the forefront of innovative technology and best practice. Aggreko has worked hard.”



ALSTOM

Power generation

Alstom recently launched its revised GT26 turbine, using an innovative sequential combustion design allowing it to be parked at 20 per cent load while remaining within emissions regulations, enabling it to bring 350MW of power to the grid in approximately 15 minutes.

The company employs more than 93,000 people in more than 70

countries, and in 2009/20 had sales of in excess of \$32.5bn.

Alstom uses engineers to integrate components into the overall cycle and power plants. “We try to combine the best of the knowledge of the integration with the best of the knowledge of the equipment itself,” says Mark Coxon, senior vice president of Alstom.

Alstom is also active in renewables, having recently won a \$414 million contract to build a hydro-power plant in India, launched a redesigned onshore wind turbine and last year announced the purchase of an equity stake in solar innovators BrightSource. The company is also working on biomass and waste-to-energy solutions.

