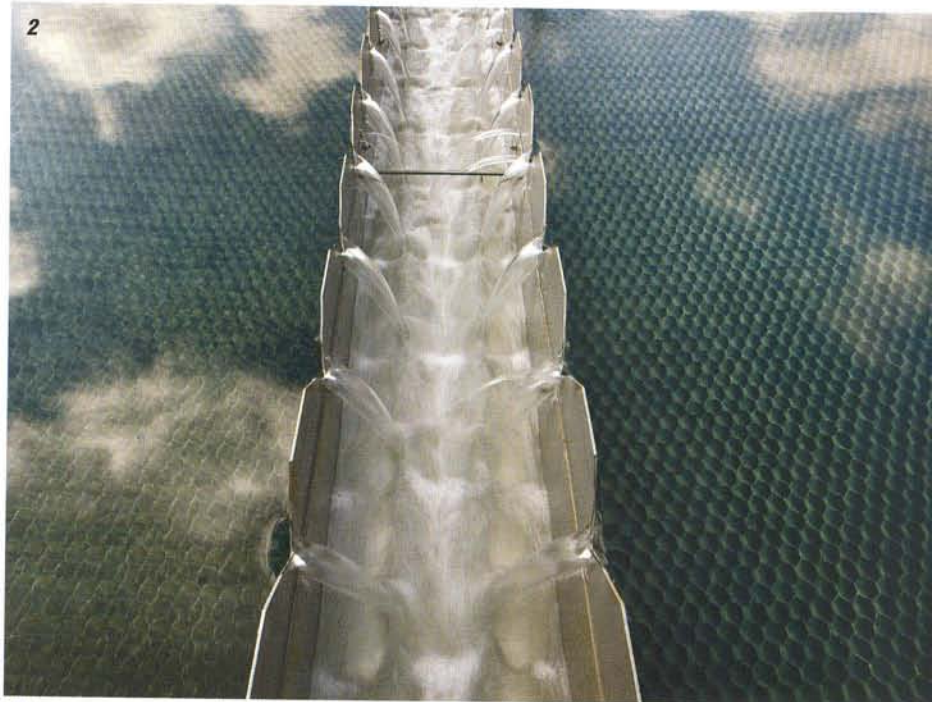


KEY INTERVIEWS

05

AES ARABIA

Key leader in the evolution of seawater reverse osmosis technology



Since 1985, AES Arabia Ltd has been providing water and waste water treatment systems and services in the Middle East.

As a multi-discipline firm active in everything from desalination to mining, the company is best known in the utility industry for its constant development of membrane treatment technology, which first became available in the 1960s. AES Arabia 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. In addition, it has also been major player in the related chemicals industry, as well as serving the oil and gas industry.

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. The facility provides design, engineering, production, installation and maintenance support for the company's operations in the Gulf, Middle East and North Africa.

Having banked more than \$40 million worth of orders in 2010, CEO Fawaz Malki expected that figure to double for 2011, saying: "We have positioned ourselves at the heart of the energy sector, and I am extremely confident about the coming year. We see huge growth in

both the conventional energy space in which we are well established, as well as for alternate energy solutions and water conservation."

In the third quarter of last year, the company was also approved by Saudi Aramco for the manufacture of ASME pressure vessels, making it one of only a few firms to be able to supply to the Kingdom's state-backed oil giant's future projects.

The Saudi Aramco approval came as a result of a stringent audit by Aramco against AES Arabia's quality management system and after assessing its design and manufacturing capabilities.

AES Arabia used PV-Elite for vessel design, which it carried through to high manufacturing standards, in keeping with the latest international standards in designing and manufacturing pressure vessels.

\$40m
AES banked more than \$40m in orders in 2010

1
Fawaz Malki, CEO.

2
AES Arabia has played an important role in the development of reverse osmosis technology.