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Organized by



22-24 APRIL 2019

Oman Convention & Exhibition Centre
Exhibition Hours: 10:00 a.m. - 7:00 p.m.

VISITOR INVITATION



Event Partner



www.energyandwateroman.com



We are pleased to invite you to the 5th Oman Energy & Water Conference & Exhibition, an international event dedicated to the water and wastewater industry along with power generation, renewable and alternative energy, transmission and distribution-related industries.

Top Line Figures



Country Pavilions



EVENT HIGHLIGHTS

- Over 160 local and international companies showcasing the latest products and services in the power, water, and wastewater sectors
- International participation from Cyprus, Germany, Italy, Malaysia, Netherlands, South Korea, Spain, Turkey, United Arab Emirates, United Kingdom and United States of America
- More than 5,000 visitors from Oman and GCC representing the key players from the government and private sectors
- Over 50 featured speakers representing the key stakeholders and industry leaders
- A two-day conference, two co-located technical events, poster presentations and knowledge sharing activities
- Over 400 delegates representing decision makers, managers, engineers, government agencies, utilities, industry representatives and top experts from across the region

Conference Highlights



22 - 23 April



- Power Sector Structure and Policies Updates
- Oman Power Market Updates
- Digitalization and Smart Grids
- Standers and specifications for power products and contractors Hosted By DCRP

22 - 23 April



- Oman Water & Wastewater Market Updates
- Efficiency and Operational Excellence
- Climate Change Impact on Water Resources
- Water Production and Transmission
- Updates on Treated Water in Oman

24 April



- Solar Energy Market Update and Outlook in the Sultanate of Oman
- Critical Factors to Maintain Sustainable Solar Market Growth in the Middle East and Oman in Particular
- Understanding the Fundamentals for Successful Solar Market Take-off – Solar Project Best Practices – Winning Strategies to Successfully Compete in the Marketplace

Visit www.energyandwateroman.com to register for the conference.



FIND YOUR PERFECT BUSINESS MATCH AT OMAN ENERGY & WATER 2019

Kconnect 360 matchmaking solution allows you to manage your time efficiently at Oman Energy & Water Conference & Exhibition, to ensure you make the business contacts essential for your company's needs.

You can fill your whole day with productive meetings by simply registering as a visitor and you will automatically receive access to the online match making platform. It's that simple!

- Review exhibiting companies and schedule a meeting that suits your calendar
- Select the products and services matching your needs
- Receive regular product and company recommendations



RED BAZAAR

BRINGING CUTTING-EDGE

GERMAN TECHNOLOGY

TO OMAN



EMRA
STEEL

GEON Group

B3 ENGINEERING
THE MASTERS OF LIGHT



FAISAL ALBUSAFI

RED BAZAAR

Red Bazaar, a member of well-established group of companies active around the world and with branch offices in Oman, Germany, China, Hong Kong, Japan, UAE, and Indonesia, is now bringing technology “Made in Germany” to the Sultanate of Oman.

Since its inception in 2009, RED BAZAAR has embarked on numerous global projects in the energy and mining sectors. These undertakings have contributed significantly to the transfer of valuable, advanced technologies and know-how. The Oman-based company also brokers commodities for heavy industry, including industrial equipment, machines and raw materials.

LED street lighting, PV power and steel

Red Bazaar invests actively in projects and is a reliable partner in Oman for comprehensive planning, engineering, design, development, implementation and maintenance services. These services extend to large and mid-scale photovoltaic power plants, power transmission towers

and Smart City LED street lighting solutions. RED BAZAAR leverages its expertise through strategic alliances with its technology partners from Germany: GEON Group, EMRA Steel and B3 ENGINEERING.

Red Bazaar is certified as a solar PV installer for grade S3 MW plants by the Oman Distribution Code Review Panel (DCRP) and provides EPC + F services.

Full vertical integration

With a strong network of leading companies around the world in the background, RED BAZAAR provides full vertical integration of the value chain in all of its business domains, including solar energy production, power transmission, e-mobility and LED street lighting.

Oman’s rapid industrial and population growth will require an expansion of the electric power infrastructure. As oil and gas reserves dwindle, the contribution of renewable energy resources in the energy mix will increase in the coming years. In September 2017, the Council of Financial Affairs and Energy Resources mandated the target of 10% renewable energy in the electric grid by 2025. RED BAZAAR is deeply involved in the development of large and mid-scale PV plants in Oman.

The construction, maintenance and distribution of electricity and water networks ultimately leads to a balance of supply and demand. RED BAZAAR is registered in Oman as a contractor for water, electricity and telephone networks, in addition to electrical installation work and retail sales of specialized solar energy equipment, as well as the repair and maintenance of solar energy devices and appliances.

The macroeconomic and national policies of the Sultanate of Oman have emphasized the utilization of the potentials of domestic companies and creation of job opportunities using the domestic power. This has inspired Red Bazaar to engage with several small and medium-sized Omani compa-

nies to cooperate closely and exchange technicians and technological know-how.

RED BAZAAR’s business portfolio expands into diversified ventures when it comes to the manufacturing industry where it is willing to finance and invest in projects as a joint venture partner and employ the best resources and technologies to integrate its core values and maintain a leading position in the respective fields.





Your partner for photovoltaic EPC

GEON Group, a German enterprise based in Bavaria, develops solar and wind power projects in the international arena. GEON Group also provides EPC and OEM business services for its customers. It manages these services through its solid network of expert partners.

GEON Group provides EPC+F services along the entire value chain of solar energy production, energy transmission and e-mobility in Oman in close cooperation with RedBazaar and a strong network of leading companies in international arena. From the initial idea to project development, implementation and ultimately site management, GEON is your strong partner.

Over 30 megawatts on grid

The group benefits profoundly from the extensive project development history of its owner and managing director, Sharam Roghani. In close collaboration with its

partner companies, GEON has installed over 30 MW_p of photovoltaic generating capacity in Germany. In 2013, the enterprise initiated a 120 MW_p solar power project in the Middle-East. An intricate knowledge of national renewable energy legislation gives GEON a key edge.



Innovative solutions

GEON builds on the extensive experience of its engineers and designers from large-scale photovoltaic installations to bridge the gap to creative innovation in city life and electric mobility. One example is a solar car port derived from the unique aluminum GEON substructure for use in urban environments.



Your reliable partner

GEON provides all planning services needed to ensure the successful completion of your solar project, including detailed planning for individual systems. As your reliable and competent partner, we accompany

every step of all project and construction phases. As a general contractor, we negotiate the perfect conditions for your plant and co-ordinate all construction activities on your behalf.

Think global, act local

Whenever possible, we prefer to work with local companies. This allows your region to participate in the project value chain.

Our long-standing experience ensures that every component is delivered to the construction site reliably and on time. With outstanding technical plant designs and first-class components sourced from reputable manufacturers, the quality of your system is guaranteed to generate the highest yields.

Financing and bankability

GEON supports project owners with bankable plant designs and a good network in the financing arena.



B3 ENGINEERING
THE MASTERS OF LIGHT



Leading the way in LED street lighting

B3 Engineering is a leader in field of LED street lighting technology and has designed and installed innovative lighting solutions for municipalities and facilities around the world. Our adaptive light control technology saves energy and provides optimal light in every situation.

The key advantages of LED street lighting are many. From cost savings, quality of light and overall efficiency, LED lighting has become the go-to standard for new street light installations and retrofitting of existing installations. Using our intelligent light control technology saves energy while providing the optimal light intensity and quality.

Utility cost reduction

What if there were a lighting fixture that paid for itself? Well, there is. When compared to all other forms of street lighting such as HPS or even metal halide, LED light fixtures actually pay for themselves in elec-

tricity savings over short periods of time.

Long lifetime and low maintenance

With the best technology and integrated thermal management, our LED modules have a lifetime of well over 60,000 operating hours. Frequent switching on and off has no influence on the lifetime. This all adds up to surprisingly low maintenance costs.

High energy efficiency

LED street lights are highly energy efficient. They provide brighter roads while consuming significantly less energy than classical

HPS or metal halide street lights. The result is in an impressive environmental footprint

Intelligent street lights

An intelligent LED light control system gives you full control of your lighting network. Create and manage dimming scenarios based on time of day, ambient light intensity, movement, weather and other conditions. Monitor actual power consumption and receive alerts when a particular luminaire malfunctions. B3 Engineering can help turn your city into a Smart City.

The adaptive control system helps municipalities save energy and maintenance costs. Reduce lighting-related costs by up to 80% by managing lighting levels and using smart profiling to deliver light precisely when and where it is needed.

Additional smart automation systems such as temperature and pollution sensors, traffic signals, security, fire detection, visibility

conditions and traffic sensors may be integrated, as well. Power consumption and lighting performance monitoring puts you in control of your lighting network. Maintenance teams no longer need to patrol the streets, they receive detailed notifications with any malfunction,

Smart control technology

A smart street lighting control system allows you to easily schedule when individual street lights turned on or off and to set dimming levels so your city can intelligently provide exactly the right amount of lighting.

The primary motivation for smart street lighting systems is energy efficiency. Cities using smart street lighting realize significant savings in lighting energy.

But smart street lighting control systems can do much more. They accurately detect light failure and other maintenance problems so malfunctions can be fixed quickly.

EMRA STEEL



Transmission towers and steel products

EMRA Steel trades in all kinds of steel products from round and equal angle bars to sheets and custom products. The German enterprise is also an EPC provider for custom-engineered power transmission towers and poles.

EMRA Steel is a German provider for steel commodities and EPC services for electrical power transmission towers. Based in Bavaria, EMRA Steel is active globally.

Steel commodities

EMRA Steel sources equal angle bar from a subcontracted steel producer, as well as a wide range of specific products including zinc, customer-specified screws and copper wares.

As shareholder of a steel plant, EMRA Steel exercises close control and influence over production chains in terms of delivery



time, product quality and cost to reliably provide customers with the best quality.

EMRA Steel has a large stock of equal angle bars and other commodities, guaran-

teeing short delivery times. The company monitors the quality of all products very closely during production with its own highly qualified staff to ascertain that all products are manufactured precisely and consistently to specification.

Economy of scale

Its company structure makes EMRA Steel a single source for a wide range of commodity related parts and services. Customers benefit not only from EMRA Steel's extensive network and close relationship in the industry, but especially from the economies of scale stemming from our consolidated project pipeline.

As a customer, you can concentrate on your core business and while EMRA Steel deals with the tedious and time-consuming ancillary issues.

Transmission tower EPC

Alongside steel commodities, EMRA Steel

provides full EPC services for electric power transmission tower projects. The company's strategic partnerships play to its EPC strategy, giving the enterprise direct access to the materials and resources it needs to implement small and large-scale projects at competitive prices.





FAISAL ALBUSAFI

Our vision for a brighter future in the Sultanate of Oman

As an Omani company, RED BAZAAR is helping to transform the Sultanate into a post-oil society by investing in sustainable energy production and intelligent, adaptive street lighting using the latest cutting-edge German technology to our local market.

As Oman transitions to a post-oil economy in the coming years, RED BAZAAR is working hard to contribute to new social and economic structures. Instead of using energy, communities will produce energy. They will conserve every drop of water that falls on them and recycle every drop of waste water they produce. The cities we envision will be sustainable and self-reliant communities in which families and children can thrive. RED BAZAAR is playing its part to help implement this vision and rapidly develop future-oriented business landscapes and living communities.

LEDs for smart street lights

LEDs are fast becoming the go-to replacement for legacy lighting around the world. Intelligent control systems are a natural fit for modern, energy-saving LED deployments and are becoming mainstream. The benefit of adding smart controls to street lighting systems offers are obvious, but still many cities and municipalities are missing out on the potentials for great energy and maintenance savings, not to mention the benefits of using smart street lighting networks as a platform for other smart city applications.

Adding sensors and other technologies to smart street lighting networks offers a multitude of new city services, including air quality monitoring, electric vehicle charging, traffic management, and smart park-

ing. In our vision, city lighting networks will be a platform for an array of innovative smart solutions. This will increase energy efficiency, keep residents safe, improve sustainability, and make city landscapes attractive to new residents and businesses.

Power for the post-oil era

The power and utilities industry is facing a historic transformation toward a clean, and intelligent grid. The expansion of clean energy, electrification of transportation, and the growth of distributed renewable energy resources all point to greater user-centricity and a more dynamic networked ecosystem built on intelligent, adaptive control systems.

Making it happen

The RED BAZAAR business model will enable renewable energy and Smart City market players to leverage the latest emerging technologies to succeed in Oman's rapidly changing landscape.

To achieve this vision, RED BAZAAR is bringing the latest technology "Made in Germany" to the Sultanate of Oman, while at the same time using regional resources and local manpower wherever possible. This will strengthen local economies and create valuable jobs while facilitating technology transfer to ensure the long-term development of capabilities in Oman.

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