

# WATER CHAMPIONS

AES Arabia has been pioneering high-end water treatment for the major oil and gas players in Saudi Arabia and the wider Middle East. We meet CEO Fawaz Malki and find that upstream and downstream firms have become customers of choice

**A**ES Arabia has been working in the water and wastewater treatment industry since 1985, developing wide-ranging expertise across a number of sectors such as power generation and refining. The firm's CEO, Fawaz Malki, says that AES pushed into the oil and gas business following rising numbers of competitors in other areas.

"In the late nineties, as a result of the mounting competition in [other sectors], and a trend of decline in quality, we were compelled to take our high standard to new frontiers. The oil & gas and petrochemical industries presented a challenge – in terms of high standards and quality that only companies like AES can meet, and are well equipped to enter. Since then, we embarked on a journey which has led us to become one of the leading O&G water and wastewater treatment providers; serving some of the largest regional and international energy giants successfully," he explains.

Since establishing itself in the sector, AES has worked with a raft of the major oil and gas companies around the world – including Saudi Aramco, ADNOC, Petronas, Shell and Total. In addition, the firm has been kept busy working with international EPC firms such as Technip, Bechtel and Samsung.

"The major share of the projects we executed is from downstream – mainly because of the high standard processes, such as process water requirements, wastewater and oily water requirements. The upstream share is also considerable for the enhanced recovery application," Malki says.



AES Arabia CEO Fawaz Malki.