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AL WAZAN

# Collaboration Proposal

FOR ITALIAN COMPANIES IN THE UAE MARKET



# Introduction

We are seeking to explore collaborative opportunities with Italian companies to facilitate their entry and business expansion in the UAE and regional markets.

- Al Wazan Group with over 03 decades of expertise, based, is a leading firm in the region (part of a family business holding, a legacy spanning seven decades).
- Al Wazan serves key sectors such as Oil and Gas, Power and Water, Sustainability, New Energy, Construction, Facility Management, Logistics, & Digital Infrastructure.
- Established in the 1993 by H.E. Nasir Abdulla Hamdan Al Za'abi (former UAE Ambassador),
- Al Wazan has established its distinguished reputation built on the foundations of innovative solutions, operational excellence and an unwavering commitment to sustainable growth and long-term value creation.
- We take pride in our collaboration with most esteemed names in the industry, including ADNOC companies, other NOCs, leading E&P firms, top-tier EPCs, Shutdown contractors and key government entities. These partnerships underscore our unmatched credibility and commitment to delivering excellence across the value chain.
- Our "Integrated Industrial and Sustainability Solutions" cover 100% of the E&P Blocks in Emirate of Abu Dhabi and most of the UAE. We are committed to ensuring operational excellence at every stage, delivering value-driven, sustainable solutions that align with the highest industry standards.

31+

Years of operations

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200+

Clientele

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300+

Fleet Size

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600+

Manpower Strength

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700+

Equipment / Assets

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# Our Proposal

We are keen on the prospect of expanding our collaboration with Italian Companies, particularly those seeking to scale their operations within the UAE and the broader region.. AI Wazan Group offers strategic advantages i.e.,

- In-depth Market Knowledge: Deep understanding of UAE's regulatory framework, evolving market dynamics, facilitating informed decisions and seamless compliance.
- Access to Growth Opportunities: Strategic entry into the UAE's expanding industrial sectors, leveraging the incentives, infra. developments and the export opportunities.
- Established Relationships: Well-established networks with key decision-makers and authorities, facilitating smoother operations and enhanced business outcomes.



We envision a collaborative approach where both companies strategically contribute resources, including expertise, equipment, personnel, and operational strategies, to achieve mutual success.

Italian companies' expertise in managing large-scale projects will be instrumental in meeting the rigorous demands of UAE-based initiatives. This partnership will provide your company with a valuable foothold in the Middle East, unlocking further opportunities across the region's rapidly expanding energy sectors.

By combining our deep local market knowledge Italian companies' innovative technologies and best practices, we aim to introduce solutions that not only meet but exceed local industry standards.

Collaboration with AI Wazan Group will establish a new benchmark in innovation and operational excellence for Italian companies in the UAE. With your advanced solutions and our extensive experience with ADNOC Group, key Clientele across other sectors, and Contractors, we are confident in jointly delivering sustainable, efficient and market-leading solutions.

# Business Units

Our services are organized into three key business units:

- **Industrial Services:** Providing tailored solutions across upstream to downstream industrial segments, ensuring excellence & efficiency throughout the value chain.
- **Environmental Solutions:** A leading player in sustainability, providing innovative solutions aligned with the UAE energy sector's evolving standards and goals.
- **Strategic Partnerships:** Combining global expertise and local insights to drive innovation, sustainable growth, and impactful collaborations in the UAE.



## STRATEGIC ALLIANCE

- Partnerships, JVs, Representation of:
- **GLOBAL MANUFACTURERS:**
    - Heat Exchangers, Pressure Vessels, Boilers, Reactors, Injection Skids, Treatment Systems, OEM, etc.
  - **GLOBAL SERVICE PROVIDERS:**
    - PMC, Inspection Services - Oil Rigs
    - Treatment & Recycling Services
    - Construction Services



## ENVIRONMENTAL SOLUTIONS

- Treatment Plants (STP/ETP/WTP)
- Int. Waste Management Solutions
- Fluid Management Services
- Hazardous Waste Recycling
- Industrial Tank and Vessel Cleaning
- Spills Monitoring and Controls
- Spill Containment and Remediation



## INDUSTRIAL SERVICES

- Construction and Maintenance
- Electrical Contracting Services
- Integrated Facility Management
- Shutdown Support Services
- Drilling Mud Chemicals
- Rental of Equipment, CCU
- Hydro-Jetting and Hydro-Excavation



# Contact Us



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