

# WETEX 2018

WETEX 2018  
WATER, ENERGY, TECHNOLOGY AND ENVIRONMENT EXHIBITION



23-25 OCTOBER 2018

DUBAI INTERNATIONAL CONVENTION AND EXHIBITION  
CENTRE, UAE

The EIC is again proud to be organising and managing the UK Group at the Water, Energy, Technology & Environment (WETEX) 2018 in Dubai.



Over 18 years, WETEX has established itself as one of the largest and most important specialised exhibitions in the region. Recently, WETEX has experienced an increase in both participant numbers and size. This impressive growth was supported by new entrants from the fossil fuels, renewable energy, solar energy and nuclear energy industries. With expanding opportunities in all sectors, WETEX provides the perfect show ground for the latest developments in conventional and renewable energy from around the world, and offers business opportunities and potential partnerships to drive business.

## Full benefits of participation

- Prime location for the UK Group at the show; innovative UK-branded stand design to draw visitors to the Group; your own specially designed and furnished stand within the UK Group; the use of a private Group Lounge
- Experienced organisation - dedicated project manager to assist prior to and onsite at the show; appointed expert freight partner and stand designer
- Participants of the UK National Pavilion have an open invitation from Eng. Nasser Hussain Bin Lootah, DEWA's Executive Vice President Generation (Power & Water) to visit the Jebel Ali Plant where they can take advantage of a guided tour around the plant and facilities. With a capacity of over 10,000Mw, the Jebel Ali Complex is the largest power and desalination plant in the UAE
- Entry for each exhibitor in the Guide to UK group Brochure

in partnership with:



Department for  
International Trade

For further information  
and to apply, contact:

Lucia Durante, Overseas Events Co-ordinator  
[lucia.durante@the-eic.com](mailto:lucia.durante@the-eic.com)  
+44 (0) 20 7091 8617

Visitors

24,794

Exhibitors

1,975+

Countries  
represented

47



# Breakdown of participation costs

There are various cost elements involved (all excluding VAT), as detailed below:

## SPACE

The cost of space is £360/sqm.

## FACILITIES CHARGE INCL. SHELL SCHEME

In addition to walls, carpeting and company/UK identification the shell scheme package will also provide power, lighting, display aids and furniture.

Facilities include stand cleaning, a UK Group refreshment area, a UK Group brochure, public relations, project management, organiser's costs, UK Group branding, hanging banners and lounge consumables.

The above will be charged at a rate of £280/sqm.

## MANAGEMENT FEE

The EIC management fee for work undertaken in organising, administering and supporting the UK Group is:

Members of EIC – £725

Non-members of EIC – £975

## CORNER FEE

There will be a £200 charge for each corner location.

## SUB-EXHIBITORS' FEE

If you intend to have sub-exhibitors on your stand at WETEX, a supplemental management fee of £150 per sub-exhibitor is applicable.

The provision of space, arrangements for design and construction of stands and the administration and co-ordination of the UK group are referred to in EIC's Terms and Conditions as the 'Services'.



## WHY WETEX?

WETEX is organised under the directives of HH Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, and under the patronage of HH Sheikh Hamdan bin Rashid Al Maktoum, Deputy Ruler of Dubai, Minister of Finance and President of DEWA.

The exhibition has become a leading global event, and a key platform that brings together exhibitors, visitors, experts, specialists, decision makers, and investors interested in the water, energy, and environment.

The 18th WETEX attracted over 1,950 exhibitors and over 24,500 visitors from 47 countries, in addition to 67 sponsors. Because of the increasing demand for participation in the exhibition, space has been expanded to cover 63,751 square metres. WETEX 2016 coincided with the first Dubai Solar Show, which covered 13,000 square metres. WETEX is organised under the umbrella of Green Week, which features a series of community-oriented environmental activities, making it unique event as it reaches all of society.

## BREAKDOWN OF SHELL SCHEME COSTS (EX VAT)

Stand size	9m <sup>2</sup>	12m <sup>2</sup>	18m <sup>2</sup>
Costs			
Space @ £360/sqm	£3,240	£4,320	£6,480
Facilities Charge @ £280/sqm	£2,520	£3,360	£5,040
Management Fee @ £725 <sup>i</sup>	£725	£725	£725
Participation cost <sup>(ii)</sup>	£6,485	£8,405	£12,245

(i) add £250 for a non-member; (ii) add £150 for each sub-exhibitor and £500 for each corner. Note: other stand sizes are available

**APPLICATION TO PARTICIPATE - WETEX 2018**  
Dubai International Convention & Exhibition Centre  
DUBAI, UNITED ARAB EMIRATES 23-25 OCTOBER 2018

Please return to [lucia.durante@the-eic.com](mailto:lucia.durante@the-eic.com)

We wish to participate in the UK group and confirm that we accept the Terms and Conditions issued by The EIC and the organisers DEWA (available on request).

Signature: \_\_\_\_\_

Name (in caps): \_\_\_\_\_ Date: \_\_\_\_\_

The Exhibitor warrants that the person submitting the Application Form is fully authorised to enter into the Contract on behalf of the Exhibitor.

**1. UK COMPANY DETAILS (FORMS WITHOUT UK REGISTERED COMPANY DETAILS WILL NOT BE ACCEPTED)**

UK Company: \_\_\_\_\_ Member/non-member: \_\_\_\_\_

UK Address: \_\_\_\_\_

Contact name: \_\_\_\_\_ Position: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

Tel (switchboard): \_\_\_\_\_ Tel (direct line): \_\_\_\_\_

Products/services: \_\_\_\_\_

Note: if you intend to have sub-exhibitors, please provide similar details for each sub-exhibitor.

**2. SPACE RESERVATION (Please note that the minimum stand size is 9sqm.)**

We wish to apply for the following space and shell scheme \_\_\_\_\_ m<sup>2</sup>

Our preferred stand numbers (in order of preference) are: 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

**3. MANAGEMENT FEE**

EIC member – £725 (ex VAT); EIC non-member – £975 (ex VAT). The management fee is payable forthwith in any event.

**4. PAYMENT** (1) Payment of the management fee is due with the application and is a precondition of a valid booking. (2) On receipt of your booking, EIC will invoice for the balance of charges. Payment is due within 30 days of invoice. All costs and fees below are excluding VAT. NB Outstanding payments will result in your space being released.

Space costs – £360 per sqm: \_\_\_\_\_

Facilities charge (including Shell Scheme) – £280 per sqm: \_\_\_\_\_

Management fee – £725/£975 (due with application) \_\_\_\_\_

Sub-exhibitors – £150 per sub-exhibitor \_\_\_\_\_

Corner fee – £200 per corner \_\_\_\_\_

Total: \_\_\_\_\_

**5. INVOICES REQUIREMENTS**

Please provide the invoice address, if different from above: \_\_\_\_\_

Please provide a Purchase Order number, if required. PO: \_\_\_\_\_

**6. CREDIT CARD FOR MANAGEMENT FEE PAYMENT**

If you wish to book by credit card, please supply details below. Upon transaction confirmation, EIC will send you a receipt.

Card number: \_\_\_\_\_ Card type: \_\_\_\_\_

Start date: \_\_\_\_\_ Expiry date: \_\_\_\_\_

Name on card: \_\_\_\_\_ Signature: \_\_\_\_\_

**6. VAT**

The management fee and all other charges will be inclusive of VAT when invoiced. A receipted invoice will be forwarded to you as acknowledgement of your payment.

**7. TERMS AND CONDITIONS**

EIC Terms and Conditions for Companies Participating in Exhibitions apply and have precedence in case of conflict. In addition this Application and the explanatory note issued by EIC and DMG World Media are deemed to be incorporated in and form part of this contract. The contract contains some limitations and exclusions of liability in favour of EIC, which are included so that we can keep the costs within reasonable bounds. The availability of the space and shell scheme applied for is not guaranteed. The contract will come into existence when (1) you and EIC have initially agreed the size of the space and shell scheme and (2) EIC has received payment of the Management Fee. Please note also that, in order to present a tidy appearance and give fair prominence to all exhibitors, (1) you may not embellish the identity panels of your stand by using unauthorised graphics etc, and no graphics outside or above the allocated stand space are permitted; and (2) EIC may, at its discretion, require you to reduce the volume or turn off your audio equipment.



"The whole EIC team were a pleasure to deal with. It was really helpful having the business lounge throughout the event"

Julia Stuckey,  
Nuclear South West

"Professionally hosted pavilion with friendly and welcoming event team staff"

Joe Wilcox,  
SC Innovation

"Thanks to the EIC for creating such an easy environment and excellent logistical support. The service enabled our people to focus on business development and do our job well"

Spencer Linsell,  
PJ Pipe & Valve Co

"The most important marketing and promotional event in the Middle East. Being on the UK Stand (which is well organised) frees us to concentrate on meeting current and potential customers"

Owen Hillis,  
Norbar Torque Tools

Testimonials from past EIC Exhibitions