

World Water-Tech Innovation Summit 2023

21-22 February,
Hilton London Bankside





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Foreword

Welcome to World Water-Tech Innovation Summit 2023!

The Department for International Trade (DIT) are pleased to be back at this event with a productive, enlightening, and engaging series of workshops, panels, and meetings. This e-brochure is designed for you to make connections with our water sector network, either over the course of this event, online, or in the coming weeks.

Visit us at stand 14



Matt Crossman
Deputy Director
of Infrastructure

DIT champions the UK water sector and supports UK businesses to secure investment and expand their operations overseas. The UK offers an array of solutions for a wide variety of needs. The water sector is facing pressure from climate change, rapid urbanisation, and ageing infrastructure, and there is a need for effective water management. UK companies have a proven track record of delivering innovative products and services with a backdrop of high environmental and ethical standards.

The sector's maturity and expertise coupled with modern approaches will help improve efficiency, foster resilience, and create value in international markets. The insight and innovation found during summits such as World Water Tech facilitate the connections necessary to deal with global water challenges. Solutions will require cooperation among the public and private sector, and the DIT is well placed to help make this happen.

I hope you all find the summit productive and helpful as you engage with forward-thinking water companies, regulators, engineering firms, technology giants, investors, and innovators. During the event there will be numerous discussions on market opportunities for UK companies and my DIT colleagues look forward to talking with you.

Overview of the Water sector

The supply of water is a complicated process, with various stages including capturing it, purifying it, distributing it, and finally cleaning and returning it to the environment. These different stages provide opportunities to the UK water supply chain.

As with all resources, water is finite, however, it is rarely treated as such. With the added pressures of climate change, urbanisation, population growth, ageing infrastructure and controlling leakage, effective water management is a growing priority for the UK as well as the whole world.

The Water Sector comprises a broad range of technologies, assets and services involving the use or control of water for the benefit of people, businesses, industry, and the environment. This includes the identification and utilisation of water resources; the treatment and distribution of water to acceptable standards; the collection and treatment of wastewater; and the recycling of its by-products, including the energy that is embodied within them.

With a highly regulated sector in the UK and with the English Water Companies being wholly privatised, Welsh Water being

not-for-profit and Scottish and Northern Ireland Water Government owned, the UK offers a range of capability tailored to diverse delivery models. The privatisation and regulation of the UK water industry has enabled innovation, creativity, and operating efficiencies to flourish and consequently the water industry is now able to deliver high quality, innovative products, technologies and services to a backdrop of high environmental and ethical standards.

Examples of products that the UK is a leader in include; modelling and analytical tools, such as building information modelling (BIM) and digital twins; technical and advisory services, such as those deployed for trenchless technologies, including tunnelling; new efficient and small-footprint technologies for water and wastewater treatment; and real time controls for the monitoring and efficient supply and distribution of high-quality water.

As part of the UK's push for world leading sustainability best practice, the UK has developed increasingly sophisticated asset management techniques to maximise asset life and minimise operational costs. The UK has been a leading advocate of energy recovery at all points in the treatment and supply process, and the conversion of sludge (biosolids) to a valuable by-product. The UK has also developed a strong flood resilience offering, spanning flood prediction and management, catchment management and other innovative non-engineering techniques. We have a great deal to be proud of, but there is still much to do.

UK Water Sector Core Strengths

- Quality Products and Services
- Collaborative culture
- Global expertise
- Large project experience
- High ethical standards
- End to end capability
- Delivery on time
- Environmental and sustainability culture
- Innovative industry
- Digital solutions



In person

DIT

**Commercial
Officers**

In person DIT Commercial Officers



Vanessa Barbalat
Head of Infrastructure –
DIT Brazil



Brazil

Vanessa Barbalat has been working for the British Government in Brazil for more than 10 years now, having worked in various departments (FCO, Home Office, UKTI, DIT). In her current role as Head of Infrastructure for DIT Brazil, she focuses on fostering business relationships between Brazil and the UK by presenting commercial opportunities to UK companies whilst introducing UK innovative solutions to Brazilian stakeholders.

In person DIT Commercial Officers



Radwa Sultan
Senior Director of
Infrastructure in Africa



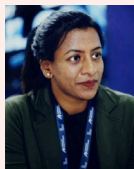
Egypt

I completed a diploma in business administration from Cambridge and worked in the business arena since 1996. For the first three years I worked on a USAID project related to technical assistance projects in diverse manufacturing sectors. In August 1999 till present I have been working in the Department for International Trade in Egypt.

I worked as Trade Adviser at the Consulate General in Alexandria until August 2010. My focus sectors were engineering, water and waste water, oil and gas, ports, security and education.

In August 2010, I moved to the Embassy in Cairo and my role was not only trade but also marketing. In October 2021, I got temporarily promoted to be Acting Africa Infrastructure Sector Director in addition to my current role as a Senior Adviser for Infrastructure and Mining in Egypt. My focus is primarily on deal origination of big infrastructure projects to support the growth of British organisations. I also work closely with UK Export Finance (UKEF) and UK financial institutions to present funding models for consideration for key identified projects.

In person DIT Commercial Officers



Pravalika Inala
Senior Trade and Investment
Adviser – Infrastructure



India

Pravalika Inala is Senior Trade and Investment Advisor at the Department for International Trade, India. Pravalika's responsibility is to identify and validate business opportunities for UK companies in the Water sector in India. She is responsible for infrastructure sector in South India covering 5 Indian states, support and promote the UK industry across various subsectors such as Airports, Rail & Metro, Construction and Urban. She is also responsible for developing strategic relationships with key stakeholders in the sectors including Government and local industry. Supporting UK businesses grow and excel in the Indian market remains an integral part of her work.

Pravalika is based in Hyderabad and has been working for the British High Commission and the UK's Department for International Trade since 2014. Pravalika holds an MBA in Finance and Bachelors in International Trade.

In person DIT Commercial Officers



Rishikesh Chanda
Senior Sector Manager –
Infrastructure & Clean Growth



India

Rishikesh leads DIT's Infrastructure team in India and is responsible for providing strategic direction to multiple sectors like Water, Railways, Airports and Built Environment. Rishikesh has been working for DIT for last 22 years and has advised a number of UK companies with their India market entry strategies and helped them grow their business in India. Rishikesh has over 25 years of experience in business development, strategic planning, international trade and bilateral trade promotion

In person DIT Commercial Officers



Fridah Cherono
Trade and
Investment Advisor



Kenya

Fridah is a Trade and Investment Advisor with the UK's Department for Business and Trade. She leads the efforts for DBT in Kenya to identify market opportunities, provide trade and investment advice, and promote ideal events and networking opportunities in the Agriculture and Water sectors to British businesses. She also provides expert help, and ongoing support to help existing UK companies in Kenya grow their business.

Fridah brings in diverse commercial experience and knowledge of the agriculture and water sectors from nearly a decade of working in, and contributing to developments in these sectors while understanding the drivers of success.

Prior to joining the Department, Fridah worked in the private sector as a management consultant with Open Capital Advisors, supporting businesses and investors across Sub-Saharan Africa to identify and invest in opportunities across various sectors, while growing and expanding their businesses.

Fridah holds a Bachelor of Commerce degree in Business Administration and CPA from Strathmore University.

In person DIT Commercial Officers



Siraj Hatim
Deputy Director of Trade &
Lead on Infrastructure and
Sanitary Water



Kuwait

Siraj is working with DIT since July 2018. He has been working in Middle East and Afghanistan since past 18 years in various sectors such as Shipping & Logistics, Healthcare and Facilities Management. His previous experience includes supporting international companies establish business and grow in fast growing markets.

At DIT, Siraj supports the Director DIT and leads on Infrastructure, Creative Industries, Smart Cities.

Siraj holds Bachelor's degree in Science and Advanced Diploma in Procurement & Supply from CIPS-UK.

In person DIT Commercial Officers



Carlos Chau
Deputy Director
Infrastructure Lead



Peru

Carlos has a record of accomplishment in trade and investment promotion areas. Currently helping Lima Water Utility to unblock a large project pipeline. At the British Embassy in Lima, he leads the Infrastructure and Global Sports campaigns to help increasing UK exports and investments in Peru. As Deputy Director, he contributed to achieve the first Government-to-Government (G2G) agreement between UK and Peru to assist delivering successfully the Lima 2019 Pan Am Games, then in 2020 the Reconstruction Programme and in 2021 the Bicentennial School Programme assuring UK companies to provide technical assistance, management and knowledge transfer to the Peruvian government.

In person DIT Commercial Officers



Teresa Yedra-Carag
Trade and Investment
Manager



Philippines

A Trade & Investment Manager from Department from International Trade, British Embassy Manila, leading on Renewable Energy and Water sectors under infrastructure team.

The key objectives for World Water-Tech Innovation Summit are to promote market opportunities in the Philippines for UK water companies and help create linkages with Philippine stakeholders to explore potential project collaboration and partnerships.

In person DIT Commercial Officers



Mauricio Apablaza
Infrastructure Sector Lead –
DIT South Africa



South
Africa

Mauricio Apablaza is the infrastructure sector lead for the Department for International Trade in South Africa.

For the last two years he has been focussing on building strategic relationships with key South African stakeholders in the Infrastructure sector across Government and Private sector with the aim to identify business opportunities for UK companies and investors in a number of sub sectors such as Transport, Education, Healthcare, Water and Social Infrastructure.

He has been working for the Department for International Trade for over eight years and in addition to the Infrastructure sector he also leads the Defence and Security portfolio across the SADC region.

In person DIT Commercial Officers



Ummy Sadik
Infrastructure and Mining Lead



Tanzania

Ummy Sadik is the acting country director and infrastructure and mining lead for the Department for International Trade in Tanzania.

She has over 10 years of working experience in an international business environment. Her main role is business development and supporting UK businesses secure bankable projects within the Tanzania market. She works with a variety of UK companies within multi disciplinarians including construction, financial institutions, consultancy and many more.

She has experience of working with both UK and Tanzanian government ministries, agencies and development partners.

She possesses a Higher National Diploma in Business from City College Birmingham (UK), B.A International Business and Management from De Montfort University (UK) and Msc International Business and Finance from De Montfort University (UK).

In person DIT Commercial Officers



Juliana Naluwoza
Trade and Investment Officer



USA

Juliana Naluwoza is the Senior Trade and Investment Officer with the UK's Department for International Trade at the British Consulate – Los Angeles office in the USA. She leads the infrastructure sector for the US West Coast, promoting both trade and investment between the UK and USA. She has a background in marketing and finance.

DIT Water Sector

The UK's Department for International Trade (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions' free trade.

The DIT Infrastructure Sector Team works with UK companies all over the world and is responsible for maximising the contribution to economic growth by supporting UK companies to develop international sustainable infrastructure systems that are clean, green, inclusive, resilient and best value. Through strategic partnerships within the UK and internationally we support the delivery of sustainable water infrastructure systems.

The DIT approach is to target and develop relationships with overseas decision-makers, including relevant ministries, utility companies, contractors, municipalities, and others. Events such as World Water Tech Innovation Summit provide opportunities for UK companies to engage with these contacts and find opportunities to provide expertise and solutions.

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GREAT

BRITAIN & NORTHERN IRELAND

Department for International Trade

The UK's Department for International Trade (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade.

We are an international economic department, responsible for:

- supporting and encouraging UK businesses to drive sustainable international growth
- ensuring the UK remains a leading destination for international investment
- opening markets, moulding the trade environment with new and existing partners which is free and fair
- using trade and investment to underpin the government's agenda for a Global Britain and its ambitions for prosperity, stability and security worldwide.

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