

# CORPORATE PROFILE



شركة الصناعات الكهربائية  
ELECTRICAL INDUSTRIES CO.

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## ABOUT EIC

### Overview

Electrical Industries Company (EIC) was established with the merging of the leading manufacturers of electrical products in pursuit of a common goal; to satisfy the growing demand of electrical equipment in the Kingdom.

Wahah Electric Supply Company of Saudi Arabia Ltd. (WESCOSA) and the Saudi Transformers Company (STC), each with the reputation for strategic vision, outstanding craftsmanship and a high profile multi-national client base, combined to form an innovative alliance with dedication, loyalty and commitment at its core.

EIC meets the challenges of a rapidly changing industry with courage and a leadership spirit that invests in sustainable solutions for the benefit of generations to come.

### History

Wahah Electric Supply Company of Saudi Arabia Ltd. (WESCOSA) was established in 1976 as a joint venture between Westinghouse Electrical Co. and Ali Zaid Al Quraishi and Bros. Company. Two years later, Saudi Transformers Company (STC) began operations with a modest production of distribution transformers at a rate of 4-6 units per day; a capacity that in record time exceed 120,000 transformers, supplying in the growing demand in the Saudi Market.

In 1979, Pauwels International was introduced as a strategic investor in STC, leading to a significant plant expansion and increase in production capacity by 1985. Three years later, Ali Zaid Al Quraishi and Bros. Company acquired Westinghouse shares making WESCOSA a 100% Saudi-owned company under the name of Wahah Electric Supply Company of Saudi Arabia Ltd. The demand for services activities like repairs, testing, installation, commissioning, refurbishments, advisory and consultancy was rampant in 1995, which leads to WESCOSA to create a Services Department to cater this large-

scale market and the opening of its Riyadh and Jeddah branches to manage the Central and Western Region's clients.

WESCOSA has grown steadily on the succeeding years. They started manufacturing Power Transformers in 1996, to supply the large demand for the power generation and oil & gas market. WESCOSA made an effort in 1998 to manufacture Power Transformers with On-Load Tap Changer and on the same year diversified its Switchgear Business Unit with some products such as Relay and Control Panels, Synchronizing Panel and Instrument Cabinets. WESCOSA continues to grow by adding more product portfolio such as Motor Control Center (MCC) complying with NEMA ICS 3 specification, Cable Bus, IEC Switchgear and IEC MCC, 20 MVA Power Transformers and service activities.

In 2001, Pauwels sold its share to STC, making STC a 100% Saudi firm and eventually increased its production capacity of Package Substations and Distribution Transformers while supplying its products to variety of contractors and other utility companies in the Middle East.

The year 2005 was a commencement of the new era of electrical manufacturing firm as Electrical Industries Company (EIC) was founded and made Saudi Transformers Company (STC) and Wahah Electric Supply Company of Saudi Arabia Ltd. (WESCOSA) its subsidiary companies.

In 2010, EIC established Saudi Power Transformers Company (SPTC) and CG-Power Systems Saudi Arabia (CGPSSA) in a joint venture with CG-Power Systems Belgium.

Today, EIC has a wide range of electrical product including services department that will cater to the growing demand of the electrical industry in the Kingdom of Saudi Arabia and to the other countries within the Middle East. EIC has more than 1600 employees of different specializations and skills. Our plants and offices occupy almost 200,000 m<sup>2</sup>.

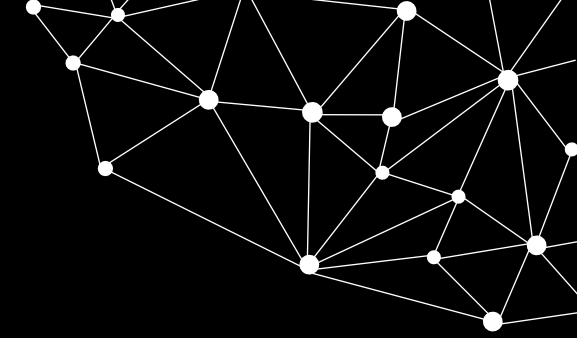
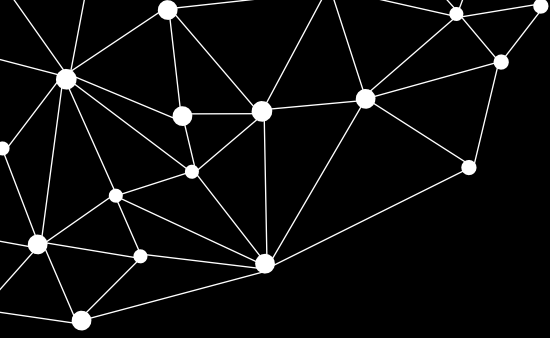




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EIC  
CORPORATE PROFILE





## CORPORATE STRUCTURE

### Board of Directors

EIC Holding Board of Directors includes leading names in the business sector especially in the industrial sector.

Mr. Yousef Ali Al Quraishi

Eng. Mahmoud Mohammed Al Toukhi

Eng. Adnan Ibrahim Al Muhaisen

Dr Ibrahim Yousef ALHamoudi

Eng. Talal Ahmad Al-Zamil

Mr. Faisal Saleh Al Quraishi

Mr. Fahad Saad Al Tuwajiri

Mr Bader Brahim ALSwailem

### Our Vision

To be the preferred partner for total power solutions in the Middle East and Africa.

### Our Mission

- Pursue growth and business development opportunities in Power Sector to maximize our market share and return on investment while committing to Corporate Social Responsibility.
- Optimize resources to satisfy our clients by providing high quality power solution while implementing safe, healthy and environment-friendly measures.
- Attract nationals and develop our human capital by providing them with training and sustainable growth opportunities.



## STATEMENT FROM THE CHAIRMAN OF THE BOARD

Electrical Industries Co. (EIC) has taken its place in the market to be one of the leading electrical equipment manufacturers by investing in modern technology and employing qualified staff.

Over 40 years of solid experience since its beginning, EIC has been able to develop and diversify its product portfolio, making its one-stop-shop of electrical equipment demands of the leading EPC contractors and end-users in Saudi Arabia.

The success of EIC is led by the constant efforts of its management and professional teams, who set its foundations to meet the demands of an evolving industry.

Our policy consists of making safe investments while focusing on providing our customers with high-quality products, which are at the forefront of technical development.

Today, our company is one of the leading manufacturers of electrical distribution products in Saudi Arabia, and while we believe that our local market still has the potential for further growth, our ambition has taken us to the horizon and our portfolio now includes the supply to high-profile projects in other GCC countries, in addition to the Middle East and African markets.

Our aim is to continue to deliver consistently high standards and to maintain our position as a leading manufacturer in our sector, in addition to identifying and developing new markets for our products and gaining further recognition for our quality and expertise.

**Yousuf Ali Al-Quraishi**  
Chairman of the Board









## OUR STRENGTH

EIC has emerged as a regional advantage with substantial industry influence. By combining the experience, expertise and considerable resources of its subsidiaries, EIC has created an entity with vision, strong leadership and the stability to endure increasingly volatile global markets.

## Saudi Transformers Company (STC)



Saudi Transformers Company (STC) was established in 1982 under licensing agreement with Pauwels BELGIUM. As a manufacturer of Distribution Transformers, Package Substations and Low Voltage panels of a wide variety, STC is a major supplier of transformers and sub-stations to commercial, residential and industrial sectors in the Kingdom of Saudi Arabia.

Over a period of thirty years, Saudi Transformers Co. Ltd. (STC) improved in all aspects of transformer manufacturing, quality of the product, workmanship and deliveries.

STC has been an active local manufacturer in the Kingdom of Saudi Arabia and has grown in size as a 100% Saudi owned manufacturer of electrical distribution equipment in the Saudi market.

STC's teams of engineers enjoy vast and varied experience in transformer design, development, production, quality control and servicing. The Company offers state-of-the-art manufacturing and testing facilities as per IEC & ANSI standards to all Saudi Electricity Company branches and their contractors in the Kingdom, as well as to different utility projects in other GCC and Arab countries. While the Company caters for the needs of the government and private sectors, its design work is verified and tested by international laboratories to guarantee the safety, durability and efficiency of its end product.

## Wahah Electric Supply Company of Saudi Arabia (WESCOSA)



WESCOSA initially was conceived under the name of Westinghouse Electric Supply Company of Saudi Arabia, Ltd. in 1976 as a joint venture by Westinghouse Electric Corporation of USA with a 60% share and Ali Zaid Al-Quraishi & Bros. Co. of Saudi Arabia with a 40% share.

Initially, WESCOSA's product line included assembly of switchboards, panel boards and accessories under a license agreement with Westinghouse Electric Corporation – USA.

In 1988, Ali Zaid Al-Quraishi & Bros. Co. purchased the Westinghouse share of WESCOSA and started operating as Wahah Electric Supply Company of Saudi Arabia Ltd., a 100% Saudi Arabian Company.

WESCOSA has experienced substantial growth as an independent company and reached a size of nearly 1100 employees and premises covering more than 132,000 square meters of manufacturing and office space.

One of the prestigious and most renowned manufacturers of electrical distribution equipment in the Kingdom of Saudi Arabia, WESCOSA assumed a wide reputation and recognition by all major customers within the Kingdom and various foreign turnkey project contractors. WESCOSA have been the most preferred manufacturer by the highly profiled end-users in the Kingdom such as: Saudi Aramco, Saudi Electricity Company and other LSTK contractors.

## Saudi Power Transformers Company (SPTC)



Saudi Power Transformers Company Ltd (SPTC) enjoys strategic presence as a medium power transformers manufacturer in Saudi Arabia. Being able to manufacture up to 100 MVA with 145kV Class transformers, SPTC has consolidated its international presence through different alliances using the best knowledge and numerous infusions of cultures and know-how in order to offer the Saudi market and other GCC countries with far reaching solutions.

SPTC has been highly driven towards harnessing human talent and ground breaking designs that are strictly specialized in the harsh environments of the region. We have established ourselves in 2nd Industrial City in Dammam to have a more accessible route to our customers.

A reliable team that presents its clients and investors an optimum Return Of Investment (ROI) and innovative electrical power solutions that feed the network of industries with uninterruptable power.

## Pauwels Transformers NV - Belgium



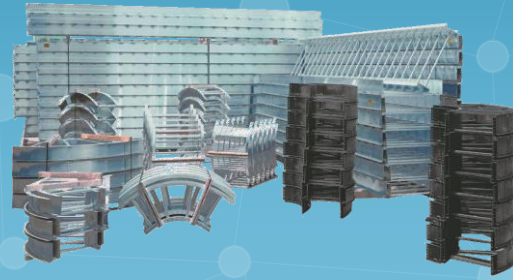
Following the restart of the business in April 2021, Pauwels Transformers has now continued its existing scope of business with the acquisition of all assets, know-how and IP of the former CG Power Systems Belgium activities in Mechelen. Pauwels operates from the existing manufacturing plant and as such it has acquired all historically accumulated know-how and experience of electrical transmission business of the Pauwels Group and the CG Group at the Mechelen site. The Pauwels transformer design platforms, and all subsequent innovations, have been commonly used and shared within EIC group plants since the early 80's.

With more than 75 years experience in the engineering and manufacturing of high quality, cost-efficient electrical equipment, Pauwels Transformers also offers extensive services in all related fields, including project engineering and turnkey solutions. The company is an established reputable and reliable partner in electrical power engineering, using the most advanced technology and the highest production standards.

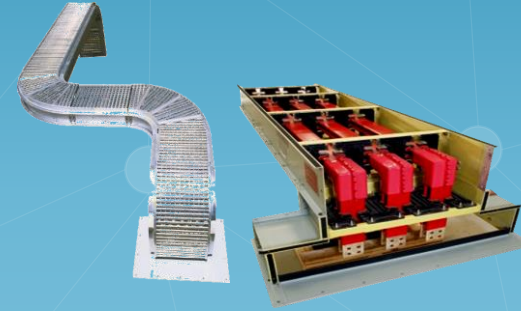




Power Transformers



Cable Management System



Cable Bus & Busduct



LV Switchgear



MV Motor Control Center



ANSI Pad Mounted Transformer



Oil Immersed Distribution Transformer





## OUR PRODUCTS AND SERVICES

EIC with its full range of products has been supplying a large list of clients with equipment of high quality and related services.

The Switchgear Business Unit of WESCOSA manufactures complete range of Medium and Low Voltage (including ARC resistant) Switchgear up to 34.5 kV, Motor Control Centers up to 5 kV, Switchboards & Panelboards, Medium and Low Voltage – Cable Bus and Busduct, Power Factor Capacitor Banks up to 13.8 kV, HV Relay, Protection, Synchronizing & Control Panels and Complete range of Cable Management Systems.

Transformer Business Unit at WESCOSA has in its capacity to supply Multi Tap/Rectifier Transformers, Distribution Transformers – Up to 1500 kVA, Power Transformers – up to 20 MVA and Package / Unit Substations up to 3500 kVA and Neutral Grounding Resistors.

WESCOSA Industrial Services Division with its highly skilled team of Engineer's Supervisors and Technicians is fully equipped to offer complete services for all electrical equipment. Turn-key contracts for Electrical Projects, Preventive and Corrective Maintenance contracts, Installation, Testing / Pre-commissioning and Commissioning electrical equipment is undertaken at client sites. Complete re-design, retrofitting and modification of existing equipment is performed with engineering support and spare parts supply. WESCOSA has its own ISO certified, state of the art Calibration Laboratory in-house which offers calibration services for all type of instruments.

Saudi Transformers Company focuses on the Transformers segment with its product range which includes Pole Mounted Transformers – up to 500 kVA, Pad Mounted Transformers – up to 3500 kVA, Package / Unit Substations – up to 3500 kVA and Slim Transformers – up to 3500 kVA in the IEC segment. The ANSI based range includes Pad Mounted Transformers rated up to 2000 kVA and Power Transformers rated up to 5000 kVA.

Currently, EIC is the only local company in Saudi Arabia that can supply Power Transformers up to 20 MVA. EIC has the highest capacity of manufacturing transformers in the Middle East which exceeds 26,000 units per year.

### Engineering Solutions that Lead the Way

Our success has been achieved by understanding the needs of our customers and our community and taking a partnership approach in everything we do.

We have been aggressively engaged in sustainable operations that lower the cost to our clients and benefit our investors, and we continue to strive to minimize the impact of our heavy machinery and production process on the environment hosting by incorporating the latest technology to improve the quality and reduce the cost of our designs.

Our reputation in the market is built on our core values and principles, and the flexibility to track market trends when necessary and respond to opportunities to break new ground makes our business both innovative and robust.



## OUR KEY CLIENTS AND PROJECTS

### Our Clients

Many of our clients are among the most established companies and organizations in the region and have contributed to the development of the Kingdom of Saudi Arabia and other GCC countries.

Our projects have met the various needs of the Saudi Electricity Company in all regions, as well as those of Saudi Aramco, SABIC, MA'ADEN, Royal Commission, local contractors and many other customers in the Kingdom.

We are also proud to be associated with leading names such as: Dubai Electricity and Water Authority (DEWA), Abu Dhabi National Oil Company (ADNOC), Ministry of Electricity in Kuwait, Electricity and Water Authority Bahrain (EWB).

### Our Projects

We have participated in major Oil & Gas, Utility and Petrochemical Companies projects throughout the Kingdom. Apart from the different small projects we have had considerable contribution in major projects. To name a few:

Ras Tanura Refinery Plant  
Riyadh Refinery Plant  
Power Plant 9 – PP9 for SEC Central Plant  
Power Plant 10 – PP10 for SEC Central Plant  
Rabigh Steam Power Extension Plant

Shaybah Producing facilities  
Sulayyil Bulk Plant  
Hawiyah Gas processing facilities, Hawiyah Support and Maintenance Center, Hawiyah Sulfur and recovery utilities and Hawiyah IAF  
Berry Gas Plant and Berry NGL Ethane recovery  
Haradh Gas plant  
Khuff condensate fractionation  
Yanbu Steam Power Plant  
Sabic Technology  
Royal Commission – Sea Water Cooling  
Abqaiq Power Plant  
Dhahran power supply  
SIPC gas supply  
Petrokemya – Olfens Plant  
Jubail Gas recovery  
Khurais Oil Project  
Yanbu Export Refinery Project  
Jubail Export Refinery Project  
Petrarabigh I Project  
King Abdullah University  
Khafji Joint-Operation Projects  
Saudi Kayan Petrochemical Complex- Phenolics Facilities  
WASIT Co-Gen and Steam Generation Project  
SHAYBAH Increase Gas Handling Capacity  
SHAYBAH Inlet and Gas Treatment Project  
NGL Recovery and Utilities Facilities  
MA'ADEN ( Saudi Arabian Mining Company)- Aluminum Projects  
MA'ADEN (Saudi Arabian Mining Company) - Smelter Project





## Utility Companies in the GCC

Our supply for a number of big utility companies in the GCC other than SEC in Saudi Arabia marks our advancement and the market's high demand for our products. Some of these companies are named below.

- Dubai Electricity and Water Authority (DEWA)
- Ministry Of Electricity and Water In Kuwait (MEW)
- Bahrain Electricity and Water Authority (BEWA)
- KAHRAMAA in Qatar

## Overseas Contractors

As for our customers overseas, the few names we list are a simple proof of our motivation and honest word. They include:

- Flour Daniel Ltd
- JGC Corporation Yokohama
- Saipem
- Techint
- Technip
- Tecnicas Reunidas
- China Huanqui Contracting and Engineering Corporation (HQCEC)
- SINOPEC
- Samsung Engineering
- Hyundai Engineering and Construction Company LTD.
- Daelim Industrial Company Limited
- SK Engineering and Construction
- GS Engineering and Construction
- Daewoo Engineering and Construction
- Petrofac International Ltd.
- Consolidated Contracting Company (CCC)





## EIC YOUR SAUDI PARTNER

### A Saudi Initiative that Spans the Globe

Our determination to bring the latest technology to our local community has made us stand out to our global partners and helped us to expand into new markets, broadening our experience and expertise for the benefit of all our clients.

Our consistency in quality and development, together with more than a 30 year heritage, makes us unique proposition for investors.

EIC has long been recognized for its ambition and industry knowledge, and our loyalty to our principles and strategies will ensure that we maintain our position at the forefront of the industry as our global expansion continues.

### Success Factors

There are many factors contributing to the outstanding success of EIC. We understand that a business requires more than promises or statements of superior performance, and we know our market expects no less of us.

As a large manufacturer of transformers, package substations, switchgears and other electrical products, EIC covers the GCC and Middle East markets while complying with international standards making us attractive to global markets.

Our team of experienced and innovative engineers is carefully selected by our human resource department that prides itself on excellence. We are proud of our manpower wherein Thirty percent (30%) are Saudi Nationals. Our strategic location in Dammam, the 1<sup>st</sup> Industrial City, means that our different sales channels are in constant interaction with the community and environments that we engage in.

### The Way Forward

EIC is an expression of successful business and mature leadership that gathers a comprehensive understanding of focus on the market.

Trust, loyalty and integrity are few of a wider pool of principles we adhere to. And if we had to make one promise to our clients and our investors, it would be transparency in our actions and a solid commitment to making the most of any situation.



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