

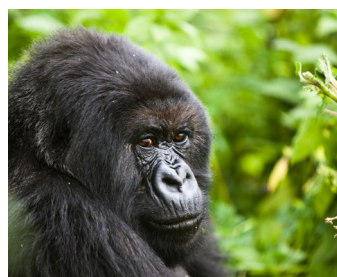
Water and Development Congress & Exhibition 2023

Water, sanitation, and climate resilience -
keys to a water-wise future



**Invitation to
Sponsor & Exhibit**

**10-14 DECEMBER 2023
KIGALI, RWANDA**



Organised by



Co-organisers



MININFRA
MINISTRY OF INFRASTRUCTURE



Supporting partner



www.waterdevelopmentcongress.org

Water and Development Congress & Exhibition 2023

The International Water Association (IWA), in partnership with Rwanda's Ministry of Infrastructure and the Water & Sanitation Corporation and with the support of the Rwanda Convention Bureau, is proud to announce that the 2023 IWA Water and Development Congress & Exhibition will take place in Kigali, Rwanda from 10-14 December 2023. It will be held in the excellent facilities of the Kigali Convention Centre.

Hosting the IWA WDCE 2023 in Rwanda provides a unique opportunity to bring together water professionals from around the world, particularly from Africa, to network with water sector leaders, and to highlight and share knowledge on the latest trends in best practice and innovative technologies.

Water professionals from over 80 countries will be present at the event.

For many years, the water sector has recognised the rapid transformation taking place in the water sector in Africa and other developing countries. The implementation of large water and wastewater infrastructure schemes offers outstanding opportunities for knowledge transfer, partnerships and growth. The IWA WDCE 2023 offers a unique opportunity to profile your organisation and showcase your technologies, solutions and expertise!

BE PART OF THIS ESSENTIAL EVENT



FOCUS

The IWA WDCE 2023 expects to bring together over 3500 people - a global audience of practitioners, utility managers, government officials, NGO representatives, technology providers, consultants and media.

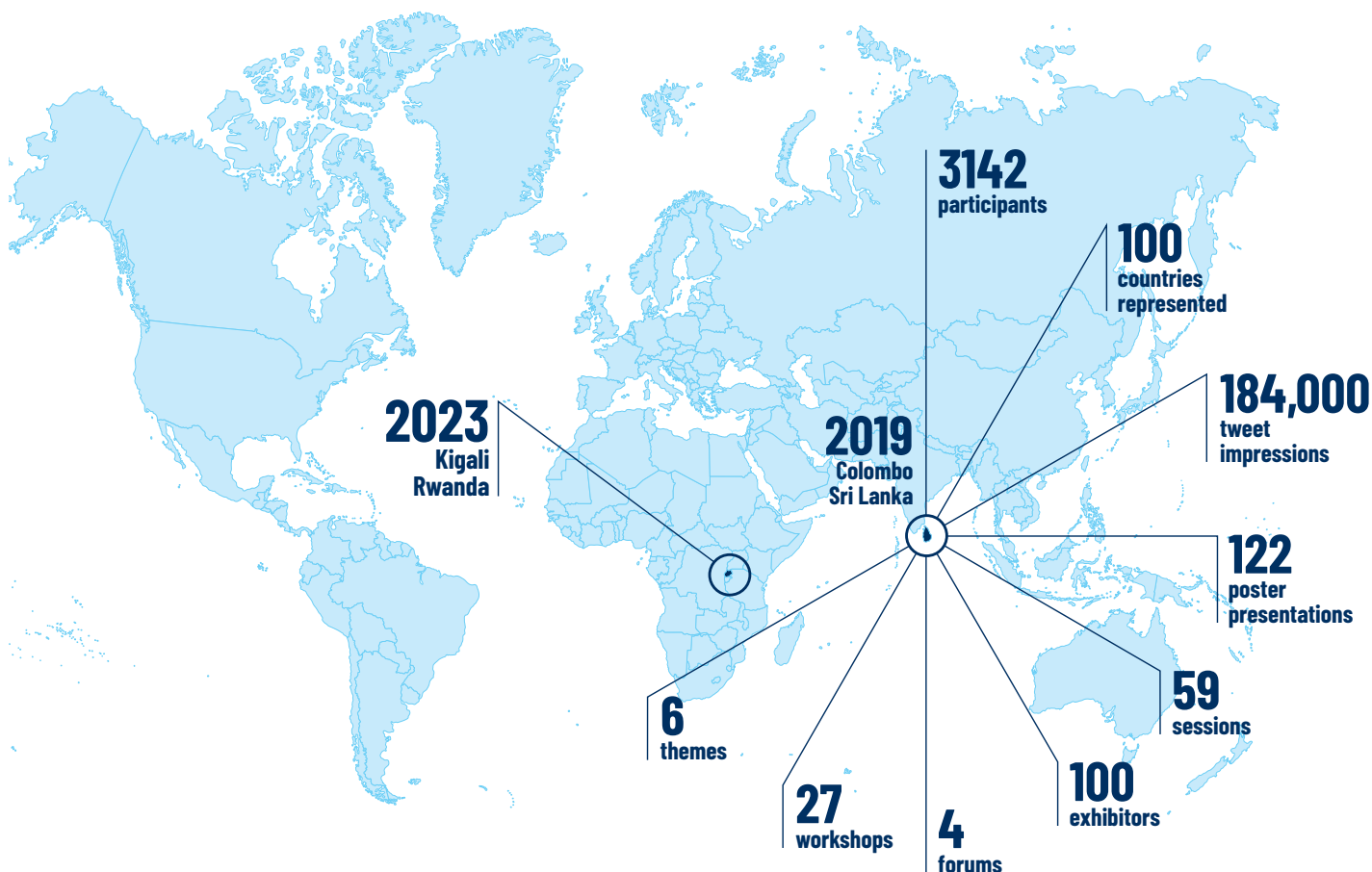
Under the theme of 'Water, sanitation, and climate resilience – keys to a water-wise future', key topics for the IWA WDCE 2023 include:

- Circular economy
- Climate smart approaches to water and sanitation
- Digital transformation
- Intermittent water supply and the quest for 24/7
- Inclusive urban sanitation
- Inclusiveness and equality
- Innovation in technology and policy
- Nature-based solutions in supply, sanitation, and stormwater
- Partnerships and multi-stakeholder collaboration
- Water and sanitation safety plans

These topics will be brought together under the following thematic tracks:

- Drinking water treatment and supply
- Wastewater treatment and sanitation services
- Integrated water management and planning
- Utility management and operation
- Governance and finance





10 Reasons to Sponsor and Exhibit

- 1 You will be joining the world's leading institutions, companies and other organisations involved in the development of clean, safe drinking water and sanitation services.
- 2 It is a unique opportunity to be in contact with over 3500 delegates and visitors drawn from a wide range of organisations working across all aspects of the water cycle, from over 80 countries worldwide.
- 3 Exhibiting at the world's premier water and development event will highlight your organisation as a leading entity in the sector.
- 4 The event will focus on emerging economies and on technologies, innovations and solutions to challenges faced in the delivery of water supply and wastewater services to low-and-middle income countries.
- 5 There is a wide range of networking opportunities available for exhibiting organisations during the event.
- 6 All catering services will be on the Exhibition floor amongst all exhibitors.
- 7 The Congress and Exhibition will be attended by international media.
- 8 Specially-tailored sponsorship and partnership opportunities are available for exhibitors.
- 9 An opportunity to play a leading role in an inspiring event that will take place in an economically attractive destination.
- 10 Global exposure and outreach via IWA videos and social media on relevant topics for water professionals.

MARKETING AND PROMOTION

IWA will promote this event extensively to its worldwide network of members and associates. This will consist of pre-and post-event promotion to more than 60,000 water professionals worldwide. The organizers will promote the event through multiple communication

channels, including social media and international, regional and local media partners.

In addition, your organisation's profile will be published in the programme for delegates. All exhibitors will be listed in the exhibitor guide for trade visitors,

on the Congress website, and in the Congress mobile app.

Sponsors and exhibitors can also take advantage of special rates in IWA's magazine, *The Source*, the Official Magazine of the event - see www.thesourcemagazine.org

Invitation to Sponsor

With over 100 companies and institutes from around the world exhibiting, the 2023 edition in Rwanda is the opportunity for your company to take advantage of these benefits as well:

- branding of your company with comprehensive signage and merchandise
- targeted promotion by IWA to its 60,000-strong global network
- Business Forums to present your services, projects and case studies to a high-level audience
- international media exposure and publicity
- participation in structured networking events such as the Gala Evening and one on one meetings.

We give you the opportunity to be recognised as a serious and competitive organisation in an industry with an ever-expanding number of providers.

For sponsors, we understand that your aim is to be at the forefront of people's minds. At the Congress we want people to know that you are a water industry leader. We make sure your organisation is given VIP treatment at the many business, technical and social functions during the Congress.

Sponsorship brings high profile association with IWA's Water and Development Congress & Exhibition, which is promoted to water sector

professionals worldwide through trade, technical and business media.

Your brand is given extensive exposure through multiple communications channels at the Congress, as well as to non-attending water professionals through IWA's Congress communications.

Benefits of sponsoring or exhibiting go well beyond the Congress and can help cement your products and services as the 'go-to' brand for water professionals. You will take advantage of branding rights, targeted IWA promotions, online and offline exposure through multiple communications and media channels, Business Forums and VIP networking.

PRINCIPAL SPONSOR

(Max 2 sponsors)

US \$100,000

- 75m² trade exhibition space
- 30 complimentary delegate registration
- 20 x 50% discounts on additional number of registrations at IWA member rate
- 3 reserved corporate tables at the conference Gala Evening (each participant must have a Gala Evening ticket)
- 8 extra tickets for the Gala Evening
- 10% registration discount to unlimited sponsor invitees
- Logo and 150-word company profile in Congress website and link to company website.
- Logo on all general signs at the venue
- Company logo in sponsor section of any printed publication
- Logo on the front of any printed publication
- Full-page complimentary advert in the Congress programme book
- Opportunity to organise 3 presentation sessions for delegates at the Business Forum
- One item of promotional material in delegate bags
- Links from the Congress website and Congress app to your company website

PLATINUM SPONSOR

(Max 2 sponsors)

US \$75,000

- 50m² trade exhibition space (including shell scheme)
- 20 complimentary delegate registrations
- 10 x 50% discounts on additional number of registrations at IWA member rate
- 2 reserved corporate tables at the conference Gala Evening (each participant must have a Gala Evening ticket)
- 5 extra tickets for the Gala Evening
- 5% registration discount to unlimited sponsor invitees
- Logo and 100-word company profile in Congress website and link to company website.
- Logo on all general signs of the Congress
- Company logo in sponsor section of any printed publication
- Logo on the front of any printed publication
- Full-page complimentary advert in the Congress programme book
- Opportunity to organise 2 presentation sessions for delegates at the Business Forum
- One item of promotional material in delegate bags
- Links from the Congress website and Congress app to your company website

Invitation to Sponsor

GOLD SPONSOR

US \$50,000

- 18m² trade exhibition space (including shell scheme)
 - 15 complimentary delegate registrations
 - 1 reserved corporate table at the conference Gala Evening (each participant must have a Gala Evening ticket)
 - 10 x 50% discounts on additional number of registrations at IWA member rate
 - 2 extra tickets for the Gala Evening
 - Logo and 50-word company profile in Congress website and link to company website.
 - Logo on some general signs at the venue
 - Full-page advert in the Congress programme book (sponsor to provide artwork)
 - Opportunity to organise 1 session at the Business Forum
 - Links from the Congress website and Congress app to your company website
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SILVER SPONSOR

US \$25,000

- 9m² trade exhibition space (including shell scheme)
 - 10 complimentary delegate registrations
 - 1 reserved corporate table at the conference Gala Evening (each participant must have a Gala Evening ticket)
 - 5 extra tickets for the Gala Evening
 - Logo and 50-word company profile in sponsor section of the Congress website and link to company website
 - Logo on some general signs at the venue
 - Half-page advert in the Congress programme book (sponsor to provide artwork)
 - Opportunity to organise 1 session at the Business Forum
 - Links from the Congress website and Congress app to your company website
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GALA DINNER SPONSOR

(Max 1 sponsor)

US \$70,000

- Exclusive corporate display and decoration at the Gala Dinner (to be provided by sponsor)
 - Speaking opportunity at the Gala Evening (5 minutes)
 - 18m² trade exhibition space (including shell scheme)
 - 15 complimentary delegate registrations
 - 10 x 50% discounts on additional number of registrations at IWA member rate
 - 2 reserved corporate tables at the conference Gala Evening (each participant must have a Gala Evening ticket)
 - 16 extra tickets for the Gala Evening
 - 5% registration discount to unlimited sponsor invitees
 - Logo and 100-word company profile in sponsor section of the Congress website and link to company website
 - Company logo on the front of any printed publication
 - Full-page advert in the Congress programme book (sponsor to provide artwork)
 - Opportunity to organise 2 sessions at the Business Forum
 - One item of promotional material in delegate bags
 - Links from the Congress website and Congress app to your company website
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Invitation to Sponsor

WELCOME RECEPTION SPONSOR

(Max 1 sponsor)
US \$45,000

- Exclusive corporate display and decoration at the Welcome Reception (to be provided by sponsor)
 - Speaking opportunity at Welcome Reception (10 minutes)
 - 18m² trade exhibition space (including shell scheme)
 - 15 complimentary delegate registrations
 - 10 x 50% discounts on additional number of registrations at IWA member rate
 - 1 reserved corporate table at the conference Gala Evening (each participant must have a Gala Evening ticket)
 - 2 extra tickets for the Gala Evening
 - Company logo and 50-word entry in sponsor section of the Congress website and link to company website
 - Company logo in sponson section of any printed publication
 - Half-page complimentary advert in Congress programme book
 - Opportunity to organise 1 session at the Business Forum
 - Links from the Congress website and Congress app to your company website
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MOBILE APP SPONSOR

(Max 1 sponsor)
US \$15,000

- High profile and prominence on mobile app
 - 5 complimentary delegate registrations
 - 2 x 50% discount on additional number of registrations at the IWA rate
 - Company logo and 50-word entry in sponsor section of the congress website and link to company website
 - Company logo in sponsor section of any printed publication
 - Half-page complimentary advert in Congress programme book
 - Opportunity to organise 1 presentation session for delegates at the Business Forum
 - Links from the Congress Website and Congress app to your company website
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DELEGATE BAG SPONSOR

(Max 1 sponsor)
US \$15,000

- Corporate design in full colour on one side of Congress delegate satchel
 - 5 complimentary delegate registration
 - 2 x 50% discount on additional number of registrations at the IWA member rate
 - Half-page complimentary advert in Congress programme book
 - Opportunity to organise 1 session for delegates at the Business Forum
 - Links from the Congress website and Congress app to your Company website
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STRATEGIC PARTNER OPPORTUNITIES

The sponsorship packages are geared towards meeting the objectives of commercially-focused organisations. IWA enjoys strong relationships with all types of organisations, including those without a commercial focus. To ensure the widest representation at the Water and Development Congress & Exhibition, IWA is keen to explore strategic partnerships, especially those with the potential for content development collaborations. IWA is able to offer such strategic partners bespoke packages to facilitate and optimise their participation. To discuss these opportunities, please contact IWA.

Invitation to Exhibit

The Exhibition opening dates are Sunday 10 - Thursday 14 December 2023 (on Sunday 10 December, evening opening only).

Target Audience

The key target audience for the Exhibition is the Congress delegates - water professionals from across the full water cycle from more than 80 countries worldwide. In addition to Congress delegates, the Exhibition will attract local, regional and international trade visitors.

IWA expects over 3500 participants from the global water sector. They will meet in world-class stands at the Exhibition, which will also host several country and thematic pavilions.

Visitors by Organisation Type

- University
- Utility
- Government
- Technology
- Regulator
- NGO
- Industry
- Consultancy
- Research

Who will Exhibit?

Technology
Solution
Providers

Product
Manufacturers

Service
Providers

Water &
Wastewater
Utilities

Knowledge
& Research
Institutes

Non-
Governmental
Organisations
(NGOs)

International
Organisations

International,
Regional and
Local Trade
Media

Consultants &
Contractors

Exhibition Fees

Fees in Euro (€) excluding taxes, per square metre	IWA Corporate Members	Non-Members ^(*)
Stand Space only Early Bird Rate ^(*)	405€	435€
Stand Space only Standard Rate ^(*)	440€	470€
Shell Scheme ^(*)	+95€	+95€

You can reserve your space by submitting a completed application form. To obtain the application form, please e-mail the IWA Exhibition Management at info@iwa-exhibitions.com or visit www.waterdevelopmentcongress.org.

^(*) Early bird booking deadline is 15 June 2023. Bookings received by the organisers before this date can apply for early bird exhibition space fees. ^(*) If you join the IWA now, you will receive the Corporate member price and enjoy all the other benefits of IWA membership. ^(*) Shell scheme costs are extra to the stand space-only fees.

Find out more about the IWA Exhibition approach.
Watch at <https://youtu.be/x636hB9Qdro>

The Networking Hotspot

The international Exhibition floor will be the networking hotspot during the event. All lunches, coffee and tea breaks will be served on the Exhibition floor providing key opportunities to showcase your brand and to network with Congress delegates.

Exhibitors can benefit from a discount on the Congress registration fee. This enables exhibitors to attend all sessions and with that access wider networking opportunities.

Host a Business Forum

The Business Forums are a component of the Congress programme and provide a series of sessions where delegates can interact with national delegations and commercial and non-commercial organisations to discuss and learn about the innovations and new developments (projects, services, research, challenges and strategic direction) of individual companies and countries. Sponsors and exhibitors at the World Water Congress & Exhibition can apply for session timeslots in the Business Forum programme.

BOOK YOUR BOOTH TODAY!

Book before 15 June 2023 to benefit from the Early Bird discounted Exhibition fees
First-come, first-served basis.

IWA - partnering for success

Through its events, especially the **World Water Congress & Exhibition** and the **Water and Development Congress & Exhibition**, IWA provides unique opportunities for partnering and building your presence on the global water stage. Here is just some of the feedback IWA has received over recent editions.



Watch the 2019 Water and Development Congress & Exhibition 2019 highlights here:

<https://vimeo.com/378342618>

“We hosted the biggest Danish pavilion ever, with more than 100 exhibitors at IWA World Water Congress & Exhibition in 2022 and have been very pleased with the cooperativeness and flexibility of IWA during the whole planning of the event. The actual event was fantastic with lots of professional interaction and a large number of visitors. Integrating the industrial side in the congress offered a very interesting new aspect for our exhibitors as well.”

Ilse Korsvang, Head of Project Management - Danish Export Association

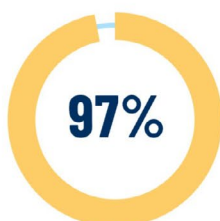
“Hosting the Flanders Belgian Pavilion at WWCE enabled us to showcase our expertise on an international level. I really believe this is the place where you can do business. We have participated since 2012 and have seen the event growing gradually since then. Water issues are global, so we need to tackle them globally. The IWA conference offers the opportunity to be at the forefront of innovation. Looking forward to Toronto in 2024.”

Stéphanie De Man, Project Officer and Events – Flanders Knowledge Centre Water (Vlaakwa)

“Nothing can replace face-to-face discussions with clients or academia. The 2022 IWA World Water Congress & Exhibition was the occasion to initiate new dialogues with water professionals from all over the world.”

Dominique Gatel, Director Public Affairs/Water - Veolia

Exhibitors' Survey World Water Congress & Exhibition 2022 - Official Results



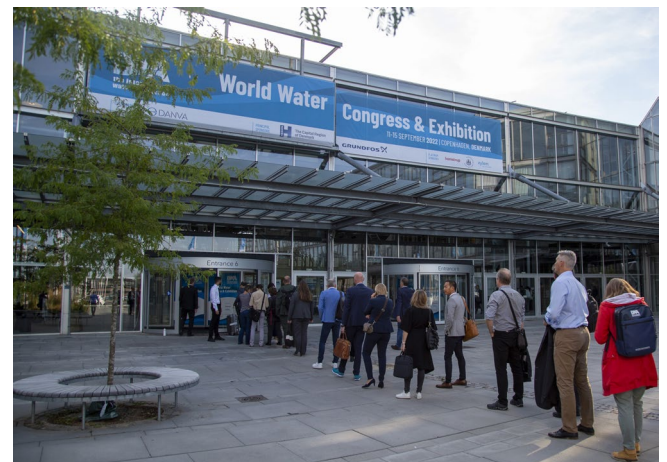
of exhibitors agree that the quality of contacts at the IWA World Water Congress & Exhibition met or exceeded their expectations



of exhibitors see the IWA World Water Congress & Exhibition as a truly global event



of exhibitors conclude that the IWA World Water Congress & Exhibition met or exceeded their overall expectations



Exhibition Enquiries

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Sponsorship & Strategic Partnership Enquiries

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inspiring change



iwa-network.org
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