Sandeep Dhawan

(Chief Operations Officer)

Reime NIS Middle East FZE

Member Of the **ACME** Group



BUILDING A SUSTAINABLE WORLD

ACME'S ENERGY MANAGEMENT SOLUTION

GREEN POWER FOR MOBILE WORKING GROUP
DUBAI, UAE
MARCH 31, 2009

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AGENDA

- **ACME GROUP OVERVIEW**
- **THE GREEN BUSINESS CHALLENGE**
- **OUTSOURCING CHECKLIST**
- **ACME'S SOLUTION & BUSINESS MODEL**
- **THE PAYOFF**

THE PAYOFF ON ENERGY MANAGEMENT

			1 BTS	2 BTS	3BTS
24 HOURS OUTAGE	ENERGY COST ON GRID POWER (US$/kWh)	$ 0.13	0	0	0
	ENERGY COST ON DG POWER (US$/LIT)	$ 1.00	1,380	2,106	2,832
	TOTAL ENERGY COST / MONTH (US$)	US$	1,380	2,106	2,832
	NUMBER OF SITES		1,000	1,000	1,000
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BUSINESS

Innovating Green Energy solutions for
Fresh Food, Clean Water & Cleaner Energy

VISION

Being the global benchmark for
Green Energy Solutions

MISSION

Making the ‘Green Approach’ profitable

ACME GROUP VERTICALS

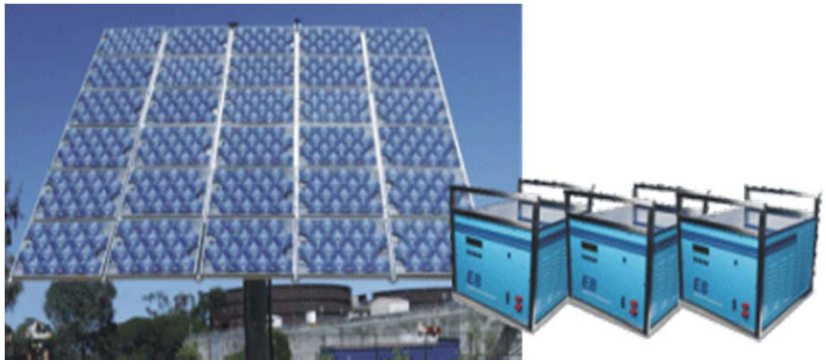
TELECOM ENERGY MANAGEMENT



COLD CHAIN SOLUTIONS



DISTRIBUTED CLEAN ENERGY



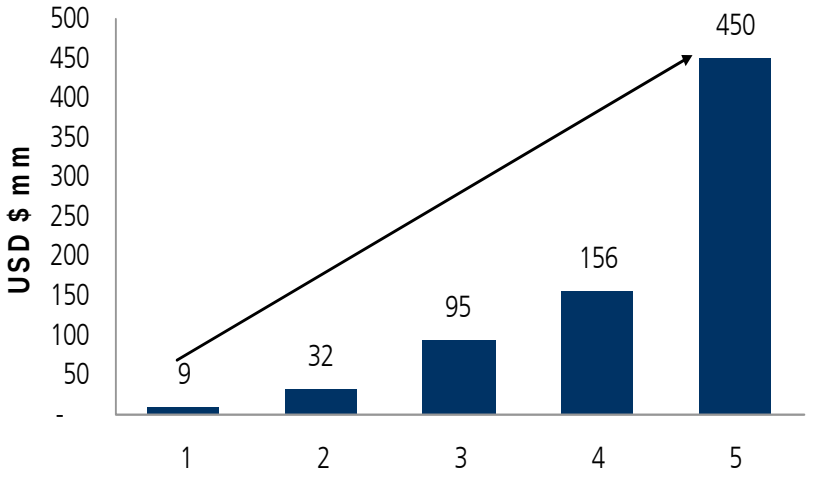
ENVIRONMENT - SOLUTIONS



HISTORY

FINANCIALS

- OPERATIONS STARTED : YEAR 2003
- REVENUES 2007~08 : $ 450 MM
- GROWTH IN REVENUE : 288 % P.A.



- GLOBAL RESEARCH FACILITIES IN USA, CANADA, CZECH REPUBLIC & INDIA
- HUMAN RESOURCES - 5000 OPERATING GLOBALLY, PLUS OUTSOURCED
- INSTALLATION BASE OF MORE THAN 80,000 SITES GLOBALLY
- SEVEN (7) PATENTS GRANTED, FOURTEEN (14) PATENTS PENDING – 99% COMMERCIALIZED
- 60,000+ GREEN SHELTERS DEPLOYED GLOBALLY

CONSISTENT QUALITY & UNBROKEN SUPPLY CHAIN – ALL THE PROPRIETARY EQUIPMENT MANUFACTURED IN-HOUSE

GREEN SHELTER



PCM



SMPS



PIU





MICRO AC



A/C



OUR PATENTS

- POWER INTERFACE UNIT “PIU”
- GREEN SHELTER
- PHASE CHANGE MATERIAL PCM
- DC AIR CONDITIONER
- LINE CONDITIONER UNIT LCU

PUF LINE



POWER INTERFACE UNIT (PIU™)

MANAGING YOUR CRITICAL COMMUNICATION NEEDS.

THE SYSTEM FEATURES:

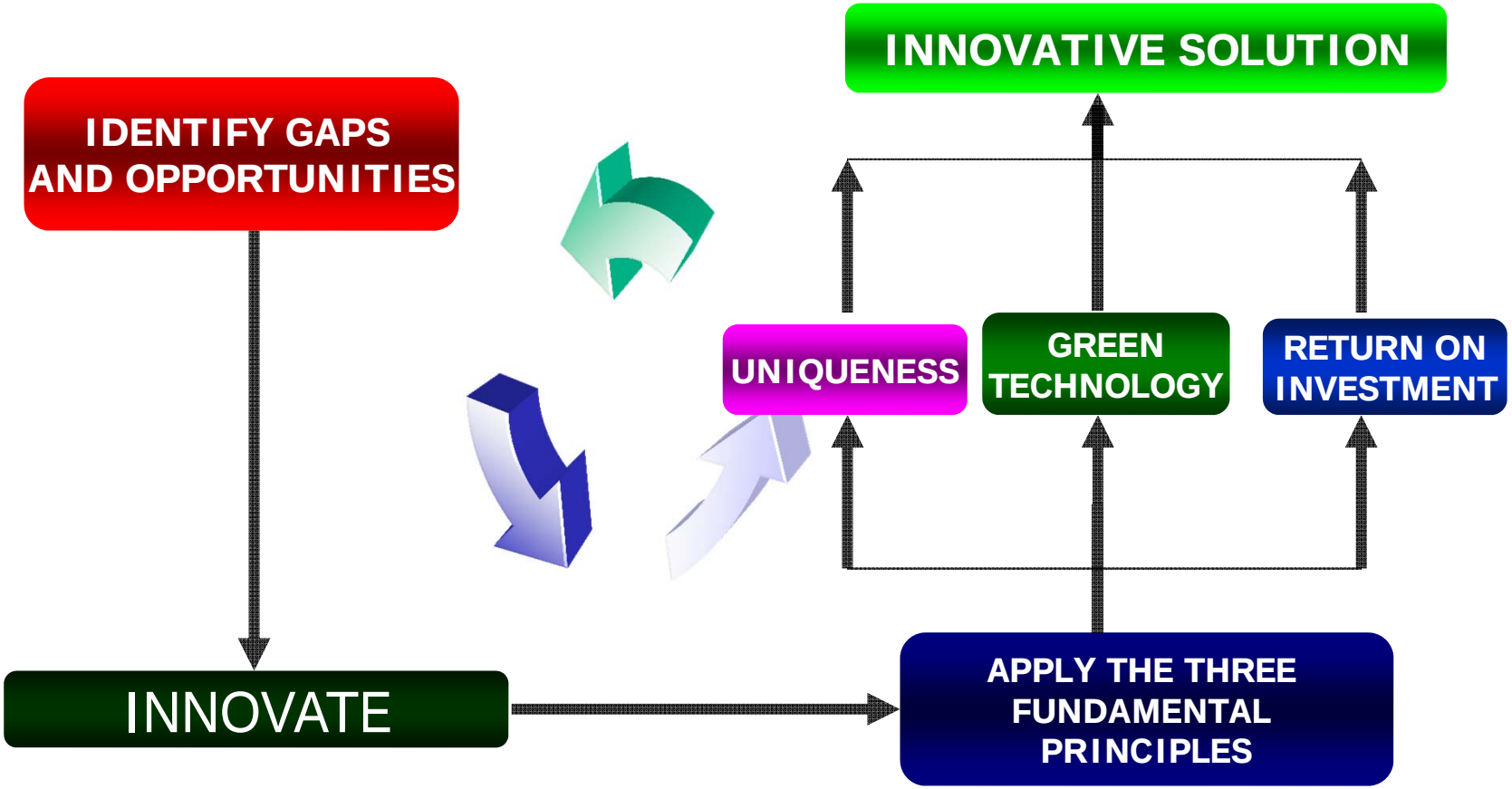
- **STATIC MAINS REGULATION.**
- **BUILT- IN ISOLATION TRANSFORMER.**
- **MICRO-CONTROLLER BASED AMF PANEL.**
- **SECURITY & SAFETY ALARM SYSTEM.**
- **LIGHTNING & SURGE PROTECTION.**
- **AC DISTRIBUTION.**
- **SMPS BATTERY CHARGER FOR DG BATTERY.**
- **HIGH/LOW VOLTAGE DISCONNECTION.**
- **MODULAR ARRANGEMENT.**
- **INTEGRATED SYSTEM FOR EASY INSTALLATION & OPERATION.**
- **HIGH EFFICIENCY ≥ 97%.**
- **USER FRIENDLY INTERFACE NMS (NETWORK MANAGEMENT SYSTEM).**



PIU SUB UNITS

- **Input Interface and Auto Phase Selector Panel**
- **AC Distribution Panel**
- **AMF and Interlock Panel**
- **Static Line Conditioner**
- **Alarm Interface**
- **Central Supervisory Unit**

ACME'S APPROACH



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PRESENT TELECOM OPERATIONS SCENARIO

REVENUE REALIZATION PER MINUTE	**DOWN**
MINUTES OF USAGE	**INCREASING**
ARPU	**DECLINING**
PASSIVE CAPEX SPEND	**INCREASING**
GRID AVAILABILITY	**DETERIORATING**
OPERATIONAL COST	**INCREASING**

DOUBLE WHAMMY: HIGH OPERATING COSTS FOR NEW ROLLOUTS AND LOWER ARPU RESULTING IN STRAIN ON EBITDA AND MARGINS

TELECOM OPERATOR'S SUCCESS CRITERIA

ABILITY TO PROVIDE MINUTES AT LOWEST POSSIBLE COST AND ATTRACT HIGHER NUMBER OF SUBSCRIBERS IS THE CRITICAL SUCCESS FACTOR FOR THE OPERATORS



SELL MORE MINUTES



VAS



Capex

SCOPE ???



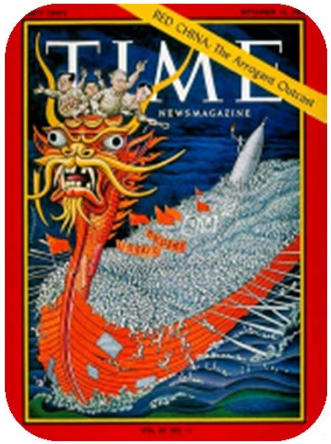
OPEX

BIG PICTURE – ENERGY, ENVIRONMENT & ECONOMICS

- ENERGY CONSUMPTION AND GLOBAL WARMING ARE INDEED GLOBAL ISSUES
- COST AND CAPACITY REQUIREMENTS OF ENERGY INCREASING IN DEVELOPING COUNTRIES
- REGULATORY ALSO ACTIVE
- TREMENDOUS INTEREST IN VC COMMUNITY
- CUSTOMERS ALSO VERY CONSCIOUS
- MOST NEW CELL SITE DEPLOYMENTS WILL BE IN OFF GRID / NO GRID AREAS







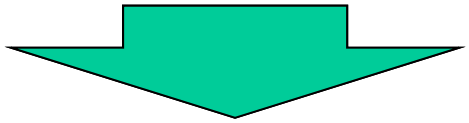


BUT... THE GLOBAL LIQUIDITY CRUNCH IS CHALLENGING GREEN SOLUTIONS

CHALLENGES FOR INFRASTRUCTURE COS AND OPERATORS

35% OF THE SITE OPEX IS RELATED TO ENERGY COSTS
70% OF THE SITE DOWNTIME ISSUES ARE RELATED TO PASSIVE INFRASTRUCTURE

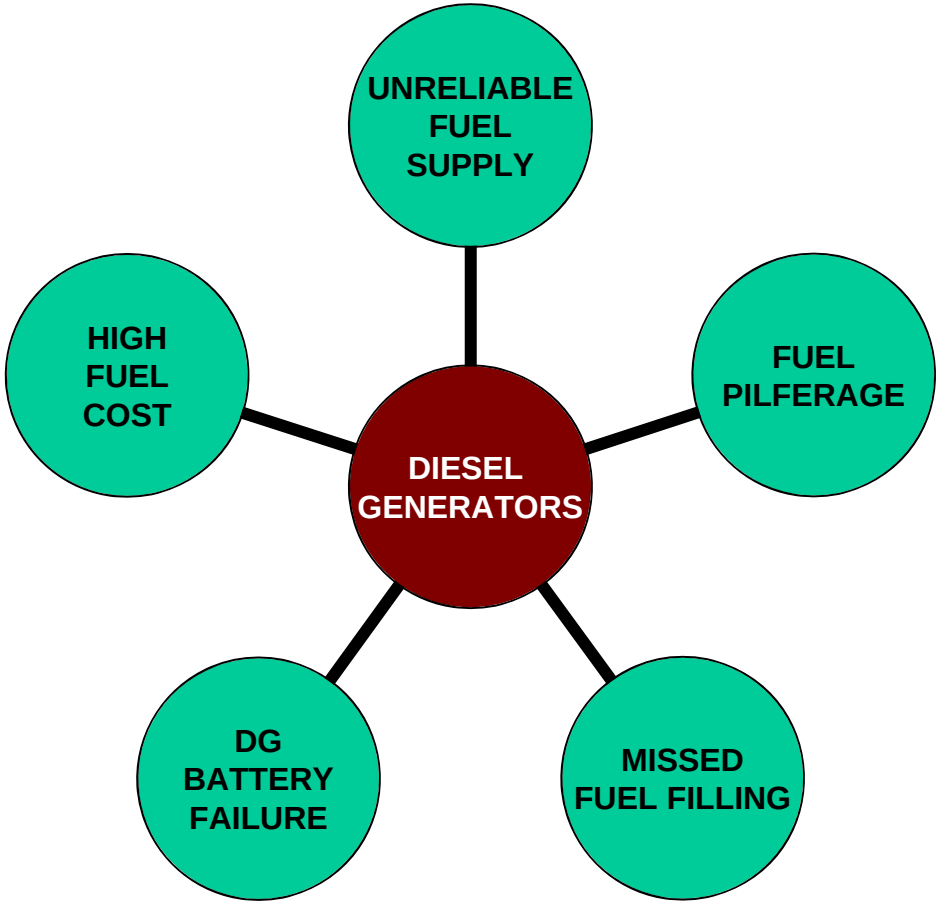
99.99% SLA FOR SITE UPTIME



ACME OFFERS FULL INTEGRATED PASSIVE INFRASTRUCTURE SOLUTIONS FOR EFFICIENT SITE OPERATION AT OPTIMAL ENERGY COST

ACME SITE MANAGEMENT SOLUTION - LET'S FOCUS ON YOUR CORE BUSINESS

DIESEL GENERATOR - MAIN POWER SOURCE FOR OFF GRID AREAS

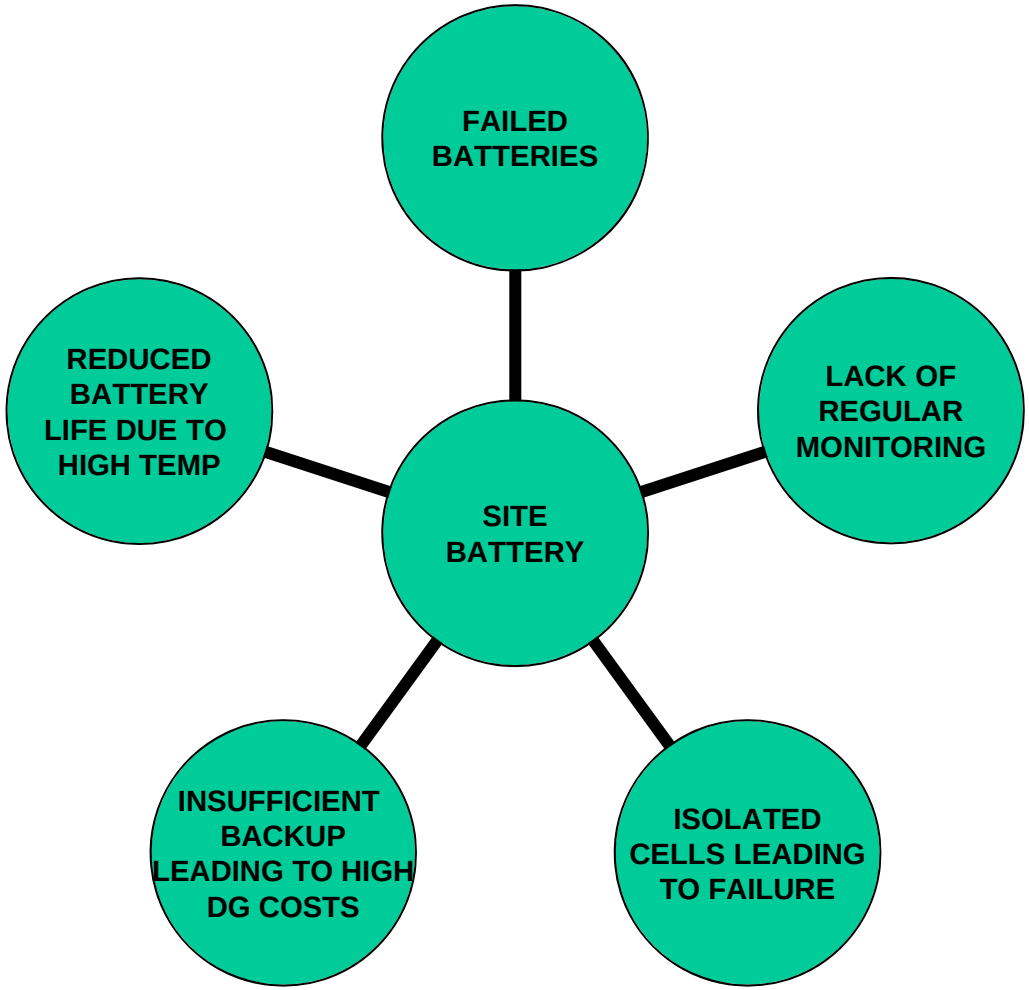


ACME ENERGY MANAGEMENT SOLUTION MINIMIZES THE DEPENDENCE ON THE DG SETS.

THIS INCREASES RELIABILITY OF SITE OPERATIONS WHILE SIGNIFICANTLY REDUCING THE OPEX.

IN ADDITION THERE IS THE NEGATIVE ENVIRONMENTAL IMPACT OF DIESEL GENERATORS

BATTERY – ANOTHER WEAK LINK IN SITE OPERATIONS



ACME ENERGY MANAGEMENT SOLUTION MAINTAINS BATTERIES AT OPTIMAL TEMPERATURE AND ENSURES REGULAR MONITORING.

THIS INCREASES RELIABILITY OF SITE OPERATIONS WHILE SIGNIFICANTLY REDUCING THE OPEX.

AIR CONDITIONING – HEATING UP THE SITE OPEX

TRADITIONAL AIR CONDITIONERS

- LOWER EFFICIENCY
- NOT ENVIRONMENT-FRIENDLY
- HIGH SITE OPEX

ACME NEXT GENERATION AC

- 4 TO 10 TIMES HIGHER EFFICIENCY COMPARED TO CONVENTIONAL ACs
- ENVIRONMENT FRIENDLY- NO CHEMICALS USED
- LOWER SITE OPEX – NOT ONLY ENVIRONMENT-FRIENDLY, ALSO POCKET FRIENDLY DUE TO ITS HIGH EFFICIENCY

ACME ENERGY MANAGEMENT SOLUTION INCORPORATES NEXT GENERATION AC BASED AIR CONDITIONING. SIGNIFICANT REDUCTION IN THE SITE OPEX.

PASSIVE INFRASTRUCTURE REMOTE MONITORING

TRADITIONAL MODEL

- NETWORK MONITORING FOCUSED ON ACTIVE INFRASTRUCTURE
- PASSIVE INFRASTRUCTURE IS RARELY MONITORED, IF AT ALL
- PASSIVE INFRASTRUCTURE ISSUES GO UNNOTICED LEADING TO COSTLY SITE FAILURES

ACME MODEL

- ACME IS BRINGING CARRIER GRADE MONITORING TO PASSIVE INFRASTRUCTURE
- ALL ASPECTS OF PASSIVE INFRASTRUCTURE WILL BE MONITORED
- PARADIGM SHIFT FROM FAULT MANAGEMENT TO PERFORMANCE MANAGEMENT

ACME ENERGY MANAGEMENT SOLUTION INCORPORATES PASSIVE INFRASTRUCTURE REMOTE MONITORING THROUGH ITS NMS.

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THE OUTSOURCING CHECKLIST

- WHAT ARE THE SAVINGS?
  - THEORETICAL
  - GUARANTEED
- IMPACT ON MY NETWORK
  - SITE UPTIME
  - SLA GUARANTEES?
- SUPPLIER REPUTATION
  - SCALE: HOW MANY LOCATIONS HAVE THEY COMPLETED
  - SCOPE: BREADTH OF DELIVERY LOCATIONS
  - FINANCIAL HEALTH: WILL THEY STILL BE AROUND
  - RESOURCES: HUMAN AND CAPITAL
- SERVICES PROVIDED (PRE-SALE)
  - AUDIT OF EXISTING ENERGY COSTS
  - SITE DIMENSIONING / PLANNING
  - BUSINESS CASE DEVELOPMENT
- SERVICES PROVIDED (POST-SALE)
  - INSTALLATION AND COMMISSIONING
  - NETWORK MANAGEMENT SERVICE
  - O&M (INCLUDING DIESEL FILLING AND HANDLING THEFT)
  - ANNUAL MAINTENANCE CONTRACT (AMC)

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ENERGY MANAGEMENT PRINCIPLES

- **REMOVE INEFFICIENCIES**
  - ELIMINATE WASTAGE, PILFERAGE THROUGH PROPER CONTROL & MONITORING
- **REDUCE THE OVERALL LOAD**
  - NEW BTS CONSUMING LESS POWER
  - NEW INNOVATIONS LIKE SW FEATURES ENABLING NIGHT-SAVING
  - REDUCE AC POWER CONSUMPTION
  - REDUCE LOSS OF AC TO DC CONVERSIONS
- **REDUCE COSTS OF DG RUNNING**
  - DG COSTS @ $1USD / UNIT OF ENERGY
  - REDUCE FUEL CONSUMPTION
- **MANAGE INTELLIGENTLY**
  - IT ENABLE THE NETWORK VIA NMS AND NOC TO REDUCE OVERALL COSTS

USE OF TECHNOLOGY FOR REDUCING ENERGY COSTS

- **AIR CONDITIONING**
  - FREE COOLING & HEAT EXCHANGING SOLUTIONS
  - HIGHER COP TECHNOLOGIES – NEW INNOVATIONS
  - NEXT GENERATION A/C (FOR INDOOR BTS)
  - BATTERY COOLER (FOR OUTDOOR BTS)
- **BATTERY BACK-UP POWER**
  - HIGH CYCLE LIFE BATTERIES
  - HIGH CHARGING/DISCHARGING EFFICIENCY BATTERIES
  - RUN IN FLOAT MODE TO EXTEND LIFE
- **DG BASED POWER**
  - COST OF DG RUNNING TO BE REDUCED
  - MOVE SITE TO DC POWER ARCHITECTURE WHICH CREATES FUTURE-PROOF SITE
  - EXPLORE ALTERNATIVE TECHNOLOGIES LIKE WIND POWER/ SOLAR POWER OR FUEL CELLS WHICH ARE CHEAPER TO OPERATE
- **ENERGY LOSSES IN SMPS & PIU**
  - NEW PRODUCTS OFFERING HIGH EFFICIENCY
  - WIDE OPERATING RANGE TO REDUCE DG RUNNING

NEXT GEN

INTRODUCING

ACME'S NEXT GENERATION

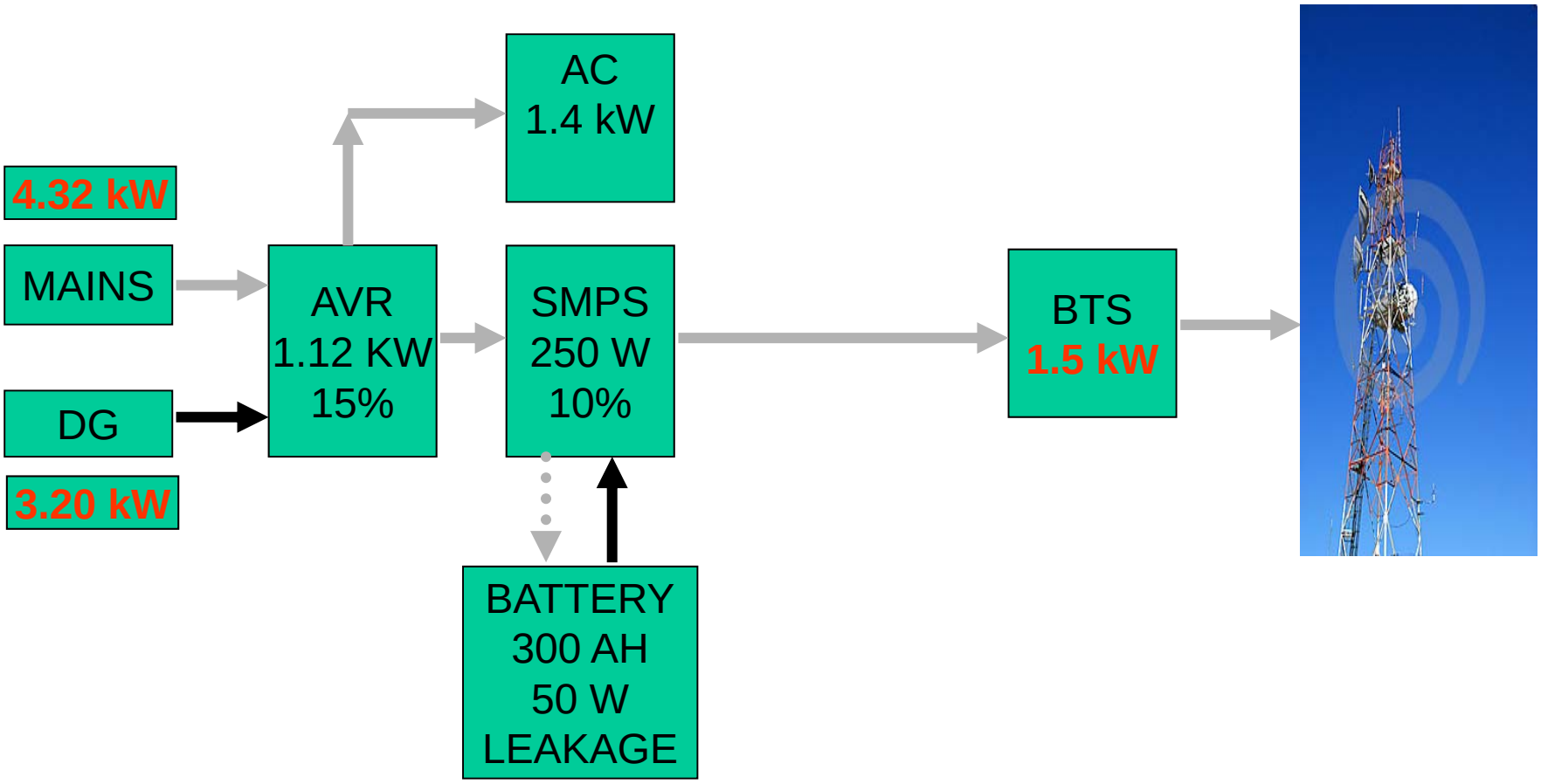
GREEN SHELTER SOLUTION



ADDRESSING CHALLENGES

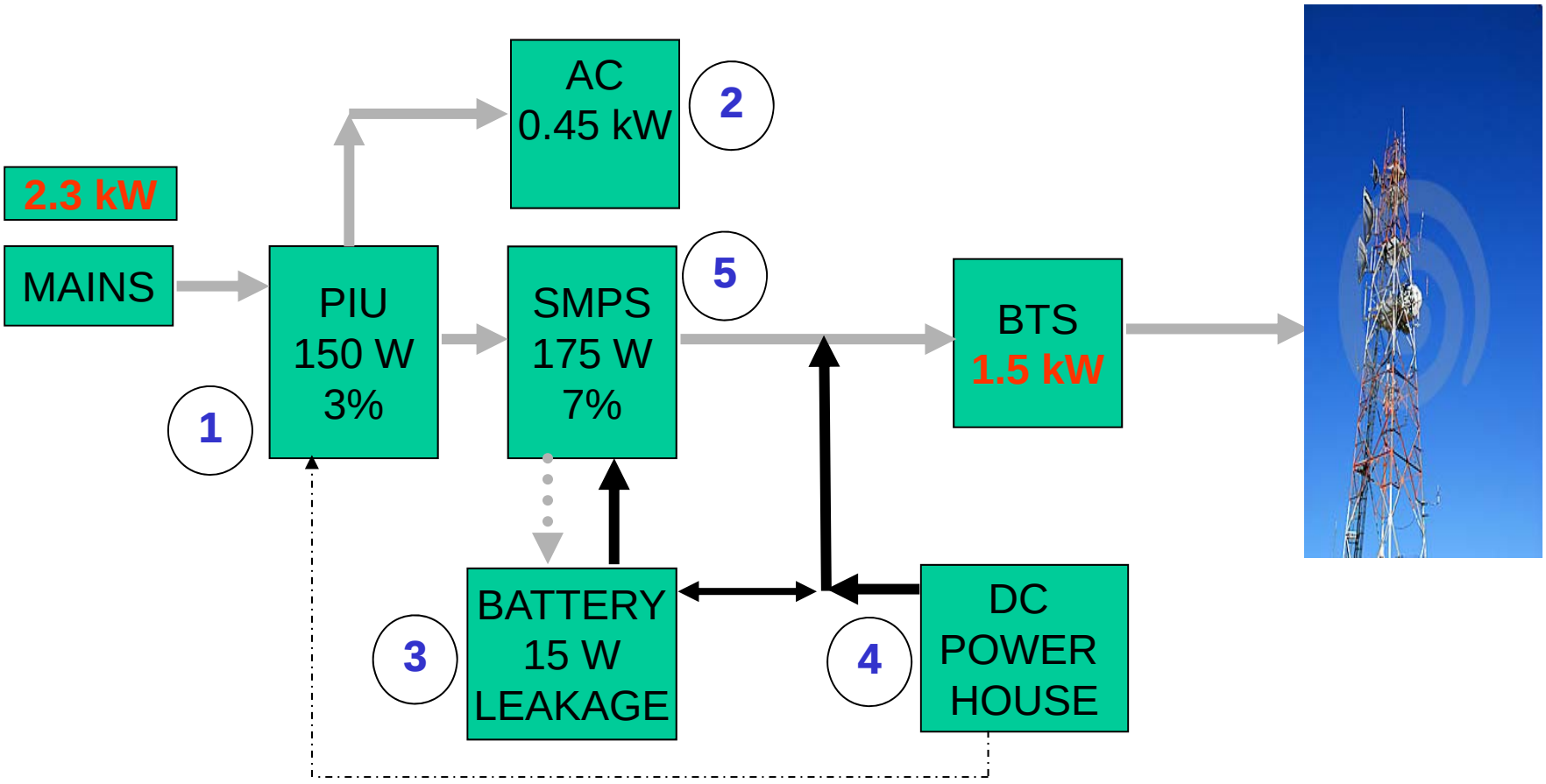
CHALLENGES	CONTRIBUTOR/REASONS	ACME'S SOLUTIONS
SITE OPERATION COST	• VARIOUS AC/DC CONVERSION COST • BACKUP COST • ENVIRONMENT CONDITIONING COST • OVER-DESIGN INFRASTRUCTURE FOR PEAK LOAD (LIKE 15KVA DG FOR 3KW LOAD)	• LESS/LOW AC/DC CONVERSION • LOW BACKUP COST • LOW AIR-CONDITIONING COST • DC POWER HOUSE OF 5 KW REQUIRED
SITE DOWNTIME	MAIN REASONS • BATTERY • GENERATOR • AIR-CONDITIONER	• NEXTGEN THIN PLATE TECHNOLOGY • AVIATION GRADE VERY HIGH MTBF GENERATOR • COMPRESSOR - LESS N + 2 REDUNDANCY
PROJECT , OPERATION AND MAINTENANCE COST	• INSTALLATION TIME • EXPANDABILITY • IT INTERFACE FOR CRITICAL AND OPERATIONAL MONITORING	• INSTALLATION TIME (24-48 HOURS) • EXPANDABILITY (MODULAR) • ENERGY METERING FOR EACH OPERATOR AND THEIR INDIVIDUAL LOAD • DETAILED NMS

CONVENTIONAL SHELTER



NOTE: PER HOUR ENERGY USAGE / ENERGY LOSSES

NEXT GENERATION GREEN SHELTER



NOTE: PER HOUR ENERGY USAGE / ENERGY LOSSES

ACME'S NEXT GENERATION CELL SITE: INDOOR BTS








ACME'S NEXT GENERATION CELL SITE: OUTDOOR BTS







OUR SOLUTION – ENERGY AS MANAGED SERVICE

- **ACME TO PROVIDE A COMPREHENSIVE CELL SITE SOLUTION TO OPERATORS ON THE FOLLOWING BASIS**
  - CAPEX EQUIVALENT TO CURRENT GENERATION SOLUTION
  - ENERGY MANAGEMENT CONTRACT WITH SHARING OF OPEX COST SAVINGS
  - GUARANTEED 15% REDUCTION IN ENERGY COSTS FOR OPERATOR
  - SERVICE LEVEL AGREEMENT (SLA) PERFORMANCE GUARANTEE

- **SOLUTION WILL INCLUDE**
  - NEXT GENERATION SHELTER (INDOOR OR OUTDOOR VERSION)
  - NEXT GENERATION DC POWER HOUSE
  - NEXT GENERATION AIR CONDITIONER (FOR INDOOR SITES)
  - NEXT GENERATION BATTERY COOLER (FOR OUTDOOR SITES)
  - NEXT GENERATION BATTERY
  - NEXT GENERATION PIU

- **SERVICES WILL INCLUDE**
  - ENERGY MANAGEMENT (TRACKING OF ENERGY USAGE PER BTS VIA ENERGY METERS)
  - O&M (OPERATION OF THE SITE INCLUDING AMC)
  - DIESEL FILLING
  - REMOTE MONITORING (VIA NMS SOLUTION WITH GPRS OR SMS REPORTING OF SITE METRICS TO THE NOC)

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VARIOUS INITIATIVES IN AFRICA

- MTN NIGERIA :-DESIGNED PIU AS PER THEIR SPECS
- ZAIN UGANDA :- SUCCESSFUL TRIAL OF PIU
- AREEBA GUINEA (MTN):-TRIAL GREEN SHELTER SITES TO BE CONCLUDED IN FIRST WEEK OF APRIL 2009
- HELIOS NIGERIA & VODACOM KENYA :- PASSIVE COOLING MATERIAL TRIAL IS ON
- ZANTEL TANZANIA :-LINE CONDITIONING UNIT TRIAL
- SAFARICOM KENYA :-AUTO PHASE SELECTOR AND DG CONTROLLER TRIAL

SUCCESFUL PIU TRIAL



Certificate

Zain Project / Reime Uganda

CERTIFICATE OF SUCCESSFUL TRIAL

Zain Uganda hereby confirms the successful trial of an ACME product for site specified below installed by Reime Uganda.

Product Name:	POWER INTERFACE UNIT (PIU)
Site Name:	ENTEBBE 2
Site ID:	SOU 703
Date:	21/11/2008

On behalf of Zain Uganda

MATOVU ISSA

NEW DELHI, THURSDAY, MARCH 20, 2008

Nokia-Siemens, Acme to provide solutions to telcos

Corporate Bureau
New Delhi, Mar 19

In an attempt to improve the penetration and provide energy efficient radio cell site solutions to telecom service providers, Nokia Siemens Networks and Acme Tele Power would be working on various ways to offer efficient operation, maintenance and energy management solutions to telecom operators. The two companies would ploring new ways to drive environmental sustainability and reduce costs for our customers. We are looking forward to working with ACME in emerging markets where the ability to provide cost effective rural connectivity is key," said Ashish Chowdhary, head of managed services, Nokia Siemens Networks.

The companies are hoping to create customised solutions that improve networks' environmental performance and positive-

Acme Tele Power gets a high five on IPO rating

Corporate Bureau
New Delhi, Jan 23

Acme Tele Power has become the first India company to get a five on five IPO rating, with ra ing and research firm Crisil on Wednesday a signing the highest grade to the company proposed public issue of 1.7 crore equity share

THE ECONOMIC TIMES NEW DELHI THURSDAY 20 MARCH 20

Acme Tele inks energy deal with Nokia Siemens

Our Bureau
NEW DELHI

GURGAON-based Acme Tele Power has entered into a global agreement with Nokia Siemens Networks (NSN) to offer its energy management solutions to the telecoms networks major. Acme's expertise in cost and energy efficient passive infrastructure solutions complements Nokia Siemens Networks' leadership in energy efficient radio networks, both companies said in a joint statement on Wednesday. The two companies will also establish a joint development lab in India to examine future opportunities, specifically around remote energy monitoring solutions, the statement added.

"We have a good understanding of emerg-



PEs PICK UP 3.3% ACME FOR 400 CR

Joji Thomas Philip
NEW DELHI

MAURITIUS-BASED PE funds Monsoon India Inflection and Jackson Heights In-

Mumbai, Wednesday, February 13, 2008 DNA MONEY

Acme Tele will power its way into Europe

Will also get into seven African countries via Norway's Reime, which it acquired recently

Satish John, Mumbai

Acme Tele Power, founded by first

profit from the need for infrastructure among Indian telecom companies, too. "I believe India's telecom sector will continue to experience high growth," Upadhyay said.

Acme, which has clocked a turnover of Rs640 crore, will use the Indian experience to increase market share in the global passive telecommunications infrastructure solutions industry.



structure providers.

It now plans to exploit opportunities in mature markets, such as Europe and the United States and expand its "zero-fitment business."

While the country's rapidly expanding wireless telecommunications market will continue to contribute to its topline, Upadhyay says, "Going forward, wireless broadband through Wi-Max and 3G is expected

Maiden float ahead

Acme Tele Power is awaiting regulatory approval for its proposed initial public offering (IPO).

It has received a five-on-five rating from Crisil for its impending IPO, indicat-

Acme Tele IPO gets top billing

Indulal PM
Mumbai, Jan 23

TING AGENCY Crisil has as- ned a five-on-five grade to the posed initial public offering O) of Delhi-based Acme Tele ver Ltd (ATPL). A sort of 100 cent marks, this grade was even garnered by compa- s like Reliance Power, Persis- t Systems, OnMobile Global, lweiss Capital and Precision

Crisil's rating indicates that the fundamentals of the issue are very strong.

ATPL, an energy-efficient services provider to telecom industry, is expected to report strong future growth while maintaining its track record of exceptional operating and financial performance, Crisil said in a statement.

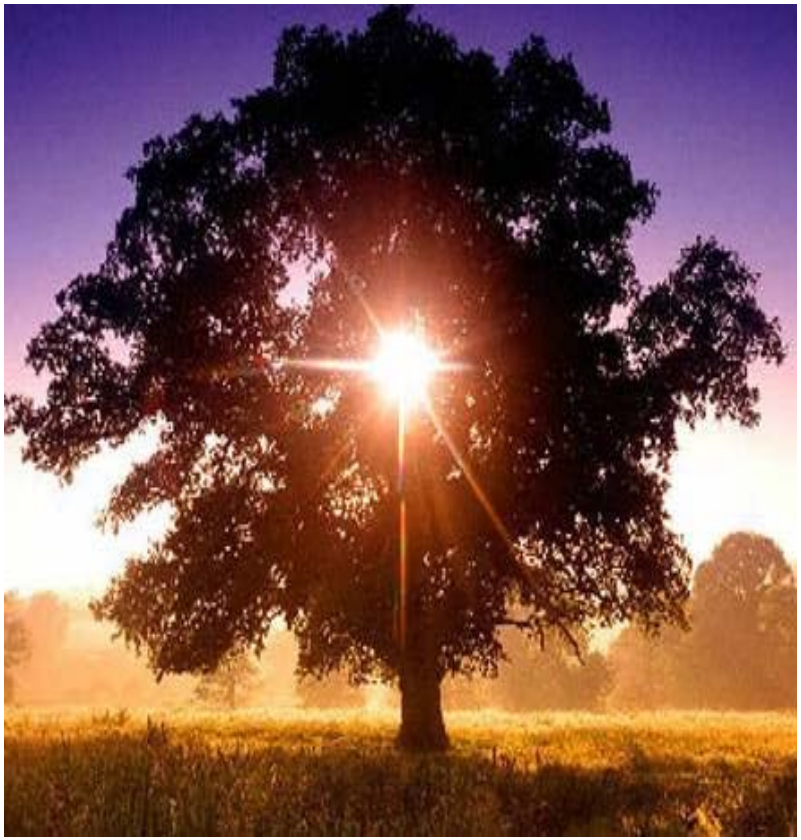
"With a market share of around 25 per cent across all cell

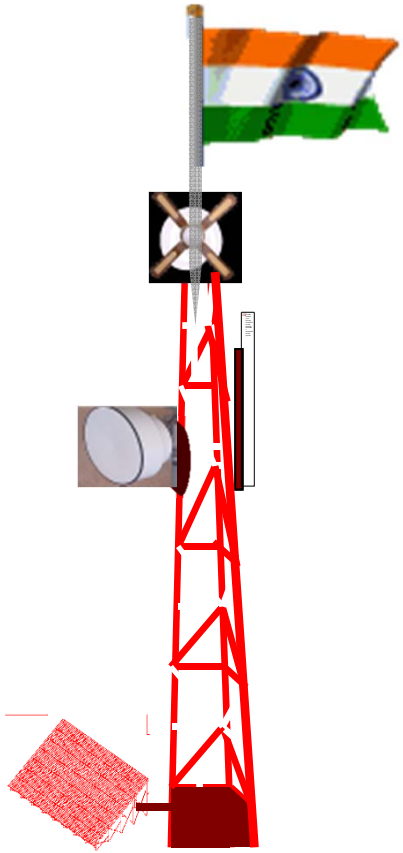
placed to benefit from the large investments planned by mobile operators in India, who propose to add almost half a million cell sites over the next five years," the rating agency said.

Acme Tele plans to enter capital market with a public issue of 1.7 crore equity shares of face value Rs 2 targeted at an issue price ranging from Rs 800 to Rs 950 per share. The issue would reduce the promoters' stake in

- Acme pl public is 1.7 cr eq shares o face val and hop raise Rs
- Price ba 800-950 share
- It enjoys

THE FUTURE OF ENERGY MANAGEMENT





.....BEING BENCHMARKED BY ACME