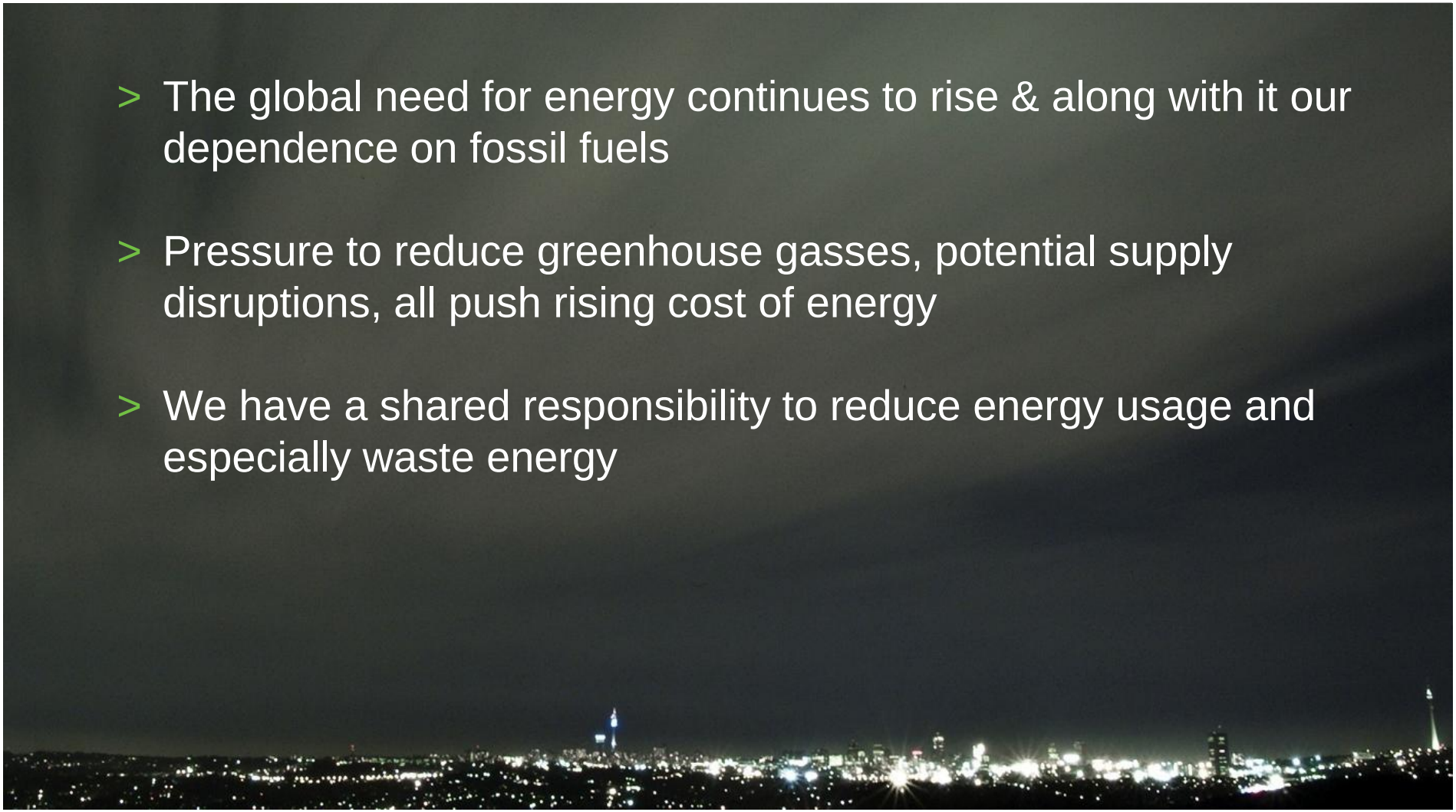
ESCO – A Game Changer





GLOBAL ENERGY CHALLENGE……..



- The global need for energy continues to rise & along with it our dependence on fossil fuels
- Pressure to reduce greenhouse gasses, potential supply disruptions, all push rising cost of energy
- We have a shared responsibility to reduce energy usage and especially waste energy

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GLOBAL ENERGY CHALLENGE……..

- The impact from telecom
  - The rapidly expanding global telecom industry is a significant and rapidly growing consumer of energy
  - More than 1% of global energy
  - More than 160 Billion kWh annually
  - Emitting 118 Million tons of CO_2 annually
  - Enough to power 16 million homes for 1 year
  - Equal to the exhaust from 22 million cars



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ISSUE & CHALLENGES OF PASSIVE INFRA



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PASSIVE INFRASTRUCTURE SCENARIO

		Ownership	Responsibility
Past	1st Phase	OPCOs	OEMs
	2nd Phase	OPCOs	OPCOs

		Ownership	Responsibility
Present	Major	TOWERCOs	TOWERCOs
	Minor	OPCOs	OPCOs

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ISSUE & CHALLENGES OF PASSIVE INFRA

1	Issue No.1
	▪ **50% of Site OPEX is related to Energy Cost**
	Challenge
	— To reduce OPEX & Cost of Energy…

2	Issue No.2
	▪ **70% of Site Downtime issues are related to passive infra**
	Challenge
	— To have >99.95% SLA for Site Uptime

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ISSUE & CHALLENGES OF PASSIVE INFRA (CONTD..)

3	Issue No.3
	▪ **Multiple products & technology partners**
	Challenge
	— To have right partners for Unified Technical Solution
	— Total passive solution ownership

4	Issue No.4
	▪ **Multiple O&M visits and managing multiple vendors**
	Challenge
	— Shifting O&M responsibility
	— Focus on unified site controller and remote management

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ISSUE & CHALLENGES OF PASSIVE INFRA (CONTD..)

5	Issue No.5
	▪ **High CAPEX investments**
	▪ **70% of Site CAPEX is related to passive infrastructure**
	Challenge
	— Zero CAPEX, Fixed EMI and Fixed Energy Cost Options

6	Issue No.6
	▪ **Risk Mitigation**
	Challenge
	— Shifting technology & performance risk to others

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PASSIVE INFRASTRUCTURE SCENARIO

Future	**A game changing scenario is emerging in the market place**
	Transfer of Energy infra responsibility to ESCOs.

ESCO – A GAME CHANGER

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ESCO – KEY INGREDIENTS

- Telecom Background
- Technologist
- Field Experience
- Strong Financials

ESCO - TELECOM BACKGROUND



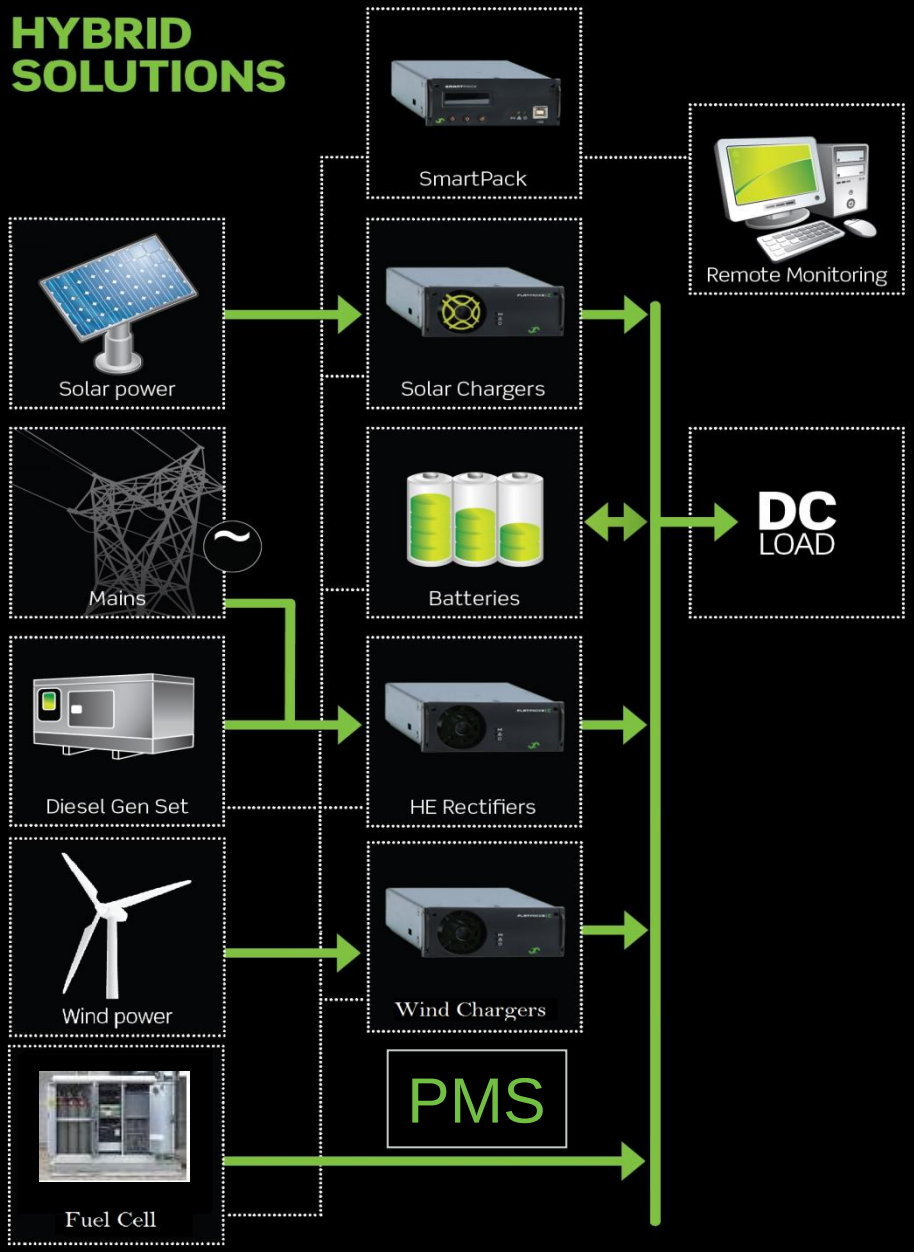
ESCO - TECHNOLOGIST

Vision - Unified Approach

- Representing an Unified Technical Solution
- Has been sized by an unified method focusing on:
  - Maximized Operational Performance
  - Reliability and Energy Availability to Improve Network Uptime
  - Optimized Total Cost of Ownership and Return of Investment
- It’s Not About Components, but a Complete Solution

ESCO TECHNOLOGIST

HYBRID SOLUTIONS



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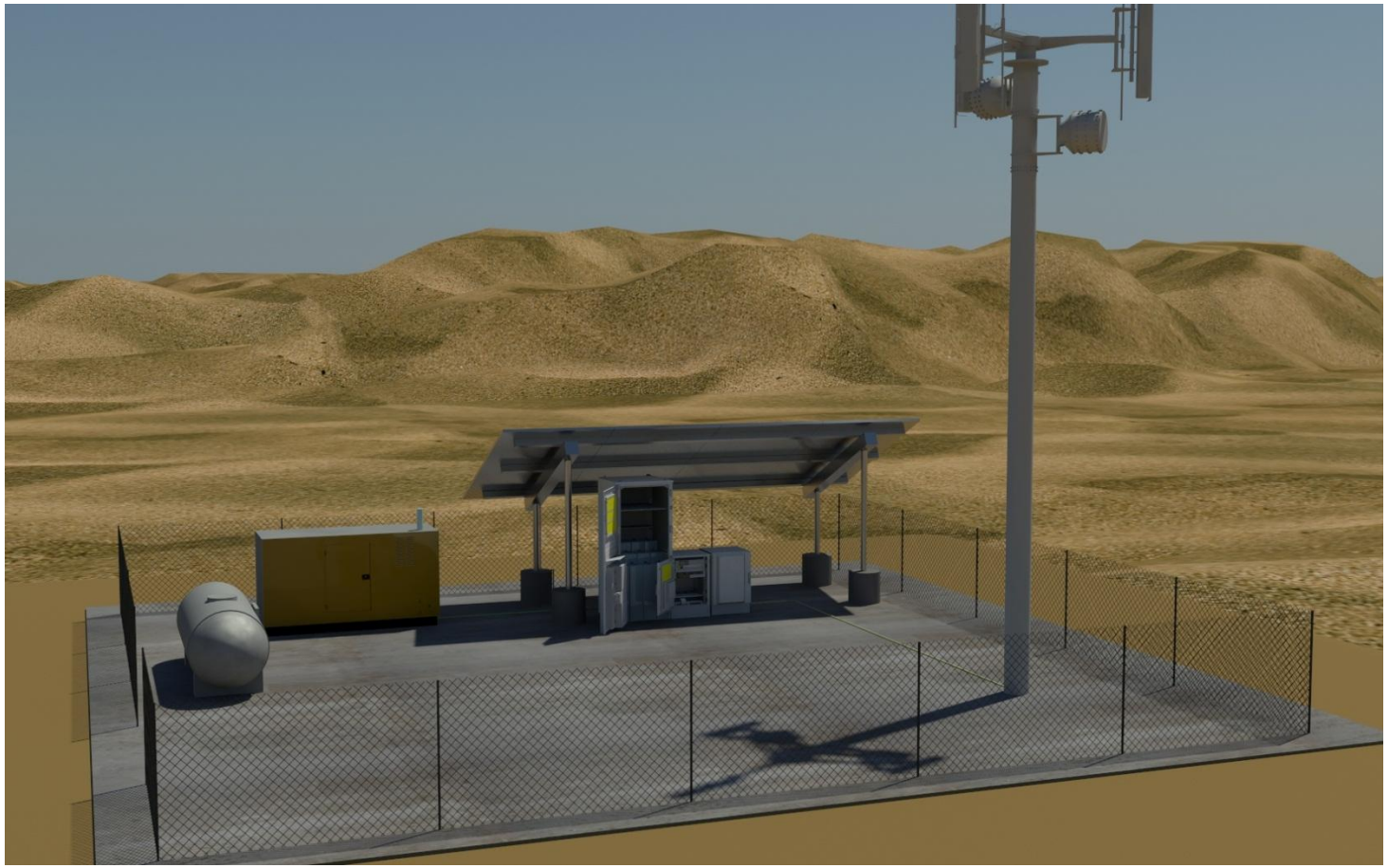
ESCO - TECHNOLOGIST

PMS BENEFITS

- Prioritization & Optimum usage of basic power energy sources i.e. GRID, DG, BATTERY & RENEWABLE ENERGY.
- High efficiency energy conversion to give clean & uninterrupted telecom power supply
- Hybrid Controller for Unified control to increase the end to end efficiency and reduce the total cost of ownership
- Most efficient running of telecom site without any direct human intervention and with complete automation & remote management.

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GREEN HYBRID SOLUTION CONCEPT



ESCO - FIELD EXPERIENCE

- O&M responsibility of all equipments
- Diesel Filling
- Security
- Understanding & managing local challenges including pilferage
- Manpower management
- Reporting

ESCO - STRONG FINANCIALS

- Zero CAPEX offerings
- Capability to work on OPEX models
- Long duration contracts say 10 years on fixed monthly EMI
- Fixed energy cost solutions
- Risk mitigation & acceptance of penalities.

ESCO - STRONG FINANCIALS

OPEX BENEFITS

	ESCO Benefits		Customer Benefits
•	Increase sales revenues	•	Better Cash flow management
•	Accelerate sales	•	No warranty risks
•	Sell Services	•	No Cap-ex budget required
•	Drive multi-year contractual relations	•	Pay monthly installments savings
•	Enhance productivity	•	Pay back positive from Day 1
•	Improve CxO relevance, greater customer intimacy	•	Making investment more profitable
		•	Bring forward future projects now, generative savings now

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ESCO MODEL - SNAPSHOT

Particulars	Current	Proposed
Investment in Tower, Civil	IP	IP
Investment in Power Infrastructure and replacement	IP	ESCO
Site Rental	IP	IP
Site Security	IP	ESCO
O&M, DG Maintenance, AMC, Personnel costs, Admin costs	IP	ESCO

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ESCO MODEL - MODALITIES

- ESCO to do site survey/ data collation of existing / new sites for power related infrastructure & proposal/ agreement on financial model
- ESCO to upgrade / invest in power infrastructure to Next Generation Energy Efficient Infrastructure at its own cost including renewables
- ESCO to invest in replacement or new power infrastructure as required
- ESCO to provide comprehensive site management and energy management at site
- ESCO to guarantee reduction in site OPEX at no investment by TOWERCOS

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WIN – WIN BUSINESS MODEL : A GAME CHANGE



ELTEK READY TO TAKE ESCO RESPONSIBILITY

- $ 600 MN USD ELTEK GROUP
- A WORLD LEADER IN HIGH-EFFICIENCY POWER ELECTRONICS AND ENERGY CONVERSION
- MORE THAN 40 YEARS EXPERIENCE
- WE HELP CUSTOMERS SAVE ENERGY AND MONEY WHILE REDUCING THEIR ENVIRONMENTAL IMPACT
- SOLUTIONS FOR BOTH NEW & RETROFIT SITES



ELTEK – THE GREENEST POWER IN THE INDUSTRY

Leading Through Example

Thanks for your time



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