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E-site® Community Power

Ann Louise Johansson, VP Business Development and Marketing



Green Power for Mobile

Cairo Meeting, 23-24 March 2010

Customer Confidential



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Agenda

- About Flexenclosure
- E-site® – A Community Power Enabler
- A complete Community Power System
- Key Features of E-site® Community Power
- Enabling Community Power in low ARPU areas
- Summary



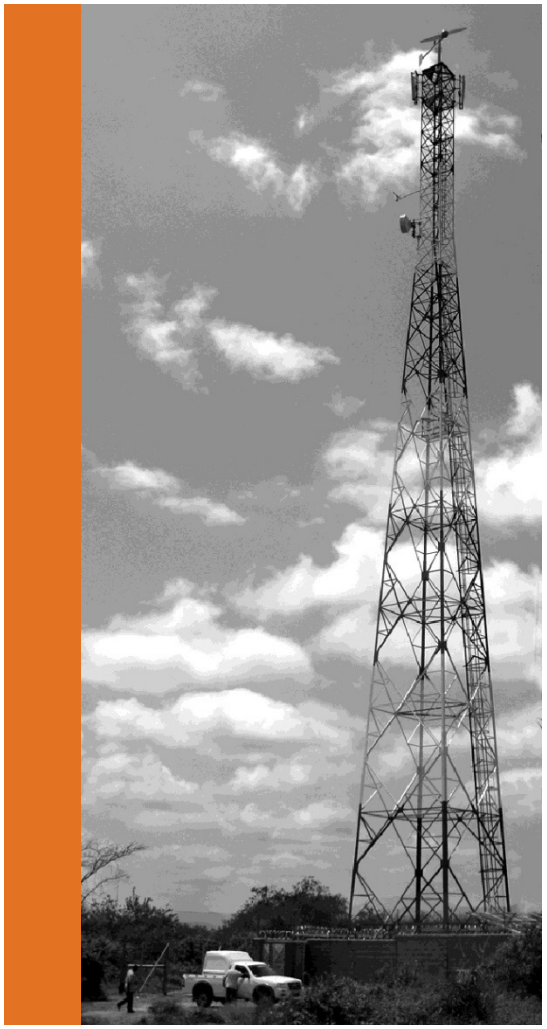
Community Power Application in Dertu, Kenya



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- Clean-tech company in the telecom industry
- Employs approximately 55 people
- 20 years in the industry, founded in 1989
- HQ and production in Sweden, Branch office in Nairobi, Kenya
- Financially stable and strong ownership
- Turn-key site solutions based on pre-fabricated, modular constructions
- Core value proposition
  - Low and predictable life-cycle cost, Short time to revenue, High quality,





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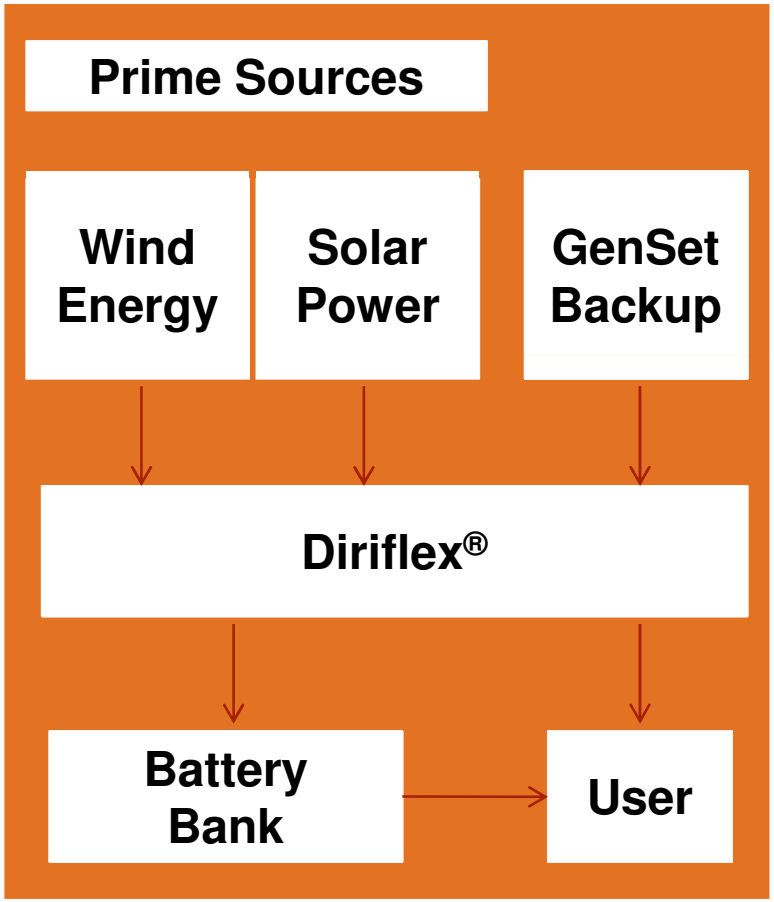
8,000 Installations of Telecom Site Solutions

Kenya	Belarus	Tanzania	Jamaica
Ghana	El Salvador	Cameroon	Poland
Nigeria	Guyana	Libya	Sweden
Honduras	Norway	Sierra	Ireland
Saudi Arabia	The	Leone	Angola
Sudan	Netherlands	Latvia	Antigua
Suriname	Ethiopia	Germany	St. Vincent
Haiti	Cayman	Czech	Georgia
Trinidad	Islands	Republic	St. Lucia
Cyprus	Algeria	Oman	Slovenia
Pakistan	Barbados	Vietnam	China
Grenada	Dominica	Bahrain	Belgium
Morocco	St. Kitts	Philippines	Russia



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E-Site® - A Sustainable Site Solution





FlexWind 6 &
FlexWind 10

E-site®
Modular

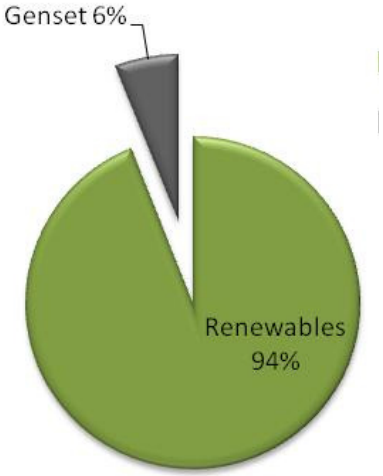


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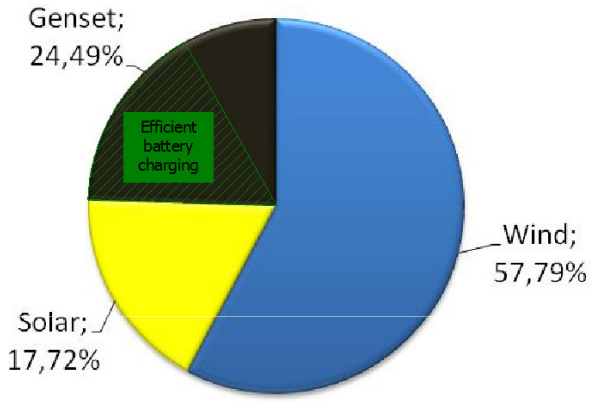
Dertu, Kenya, Millenium Village E-Site® Case Study



E-site® with FlexWind 6



Running hours



Power generation

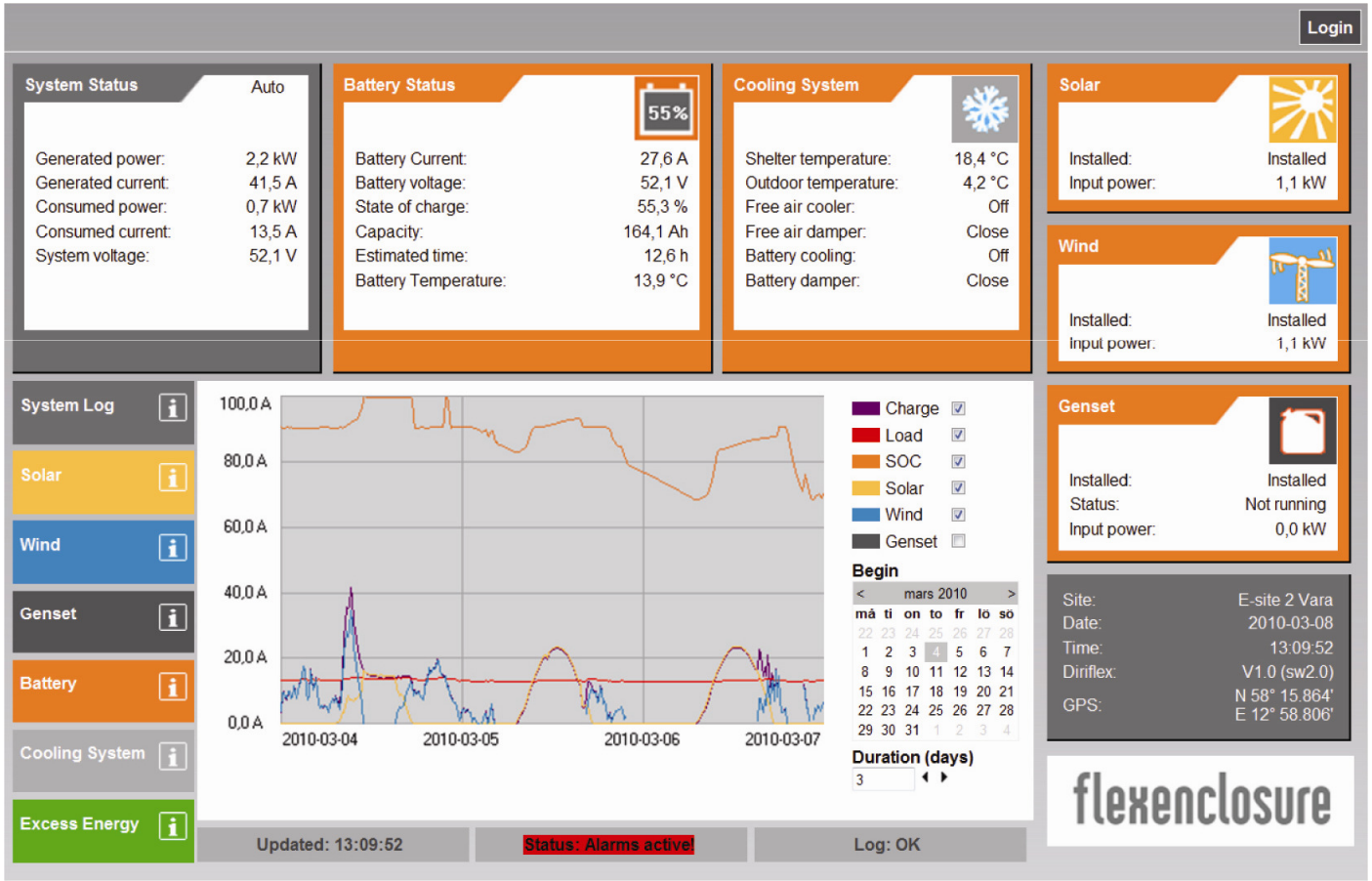
- 95% fuel saving compared to traditional 24/7 diesel site (~20,000 liters/year)
- Confirmed that a yearly diesel refill and maintenance visit is possible

Consumed Power: 12,000 kWh/year
Est. Excess Power: 4,000 kWh/year



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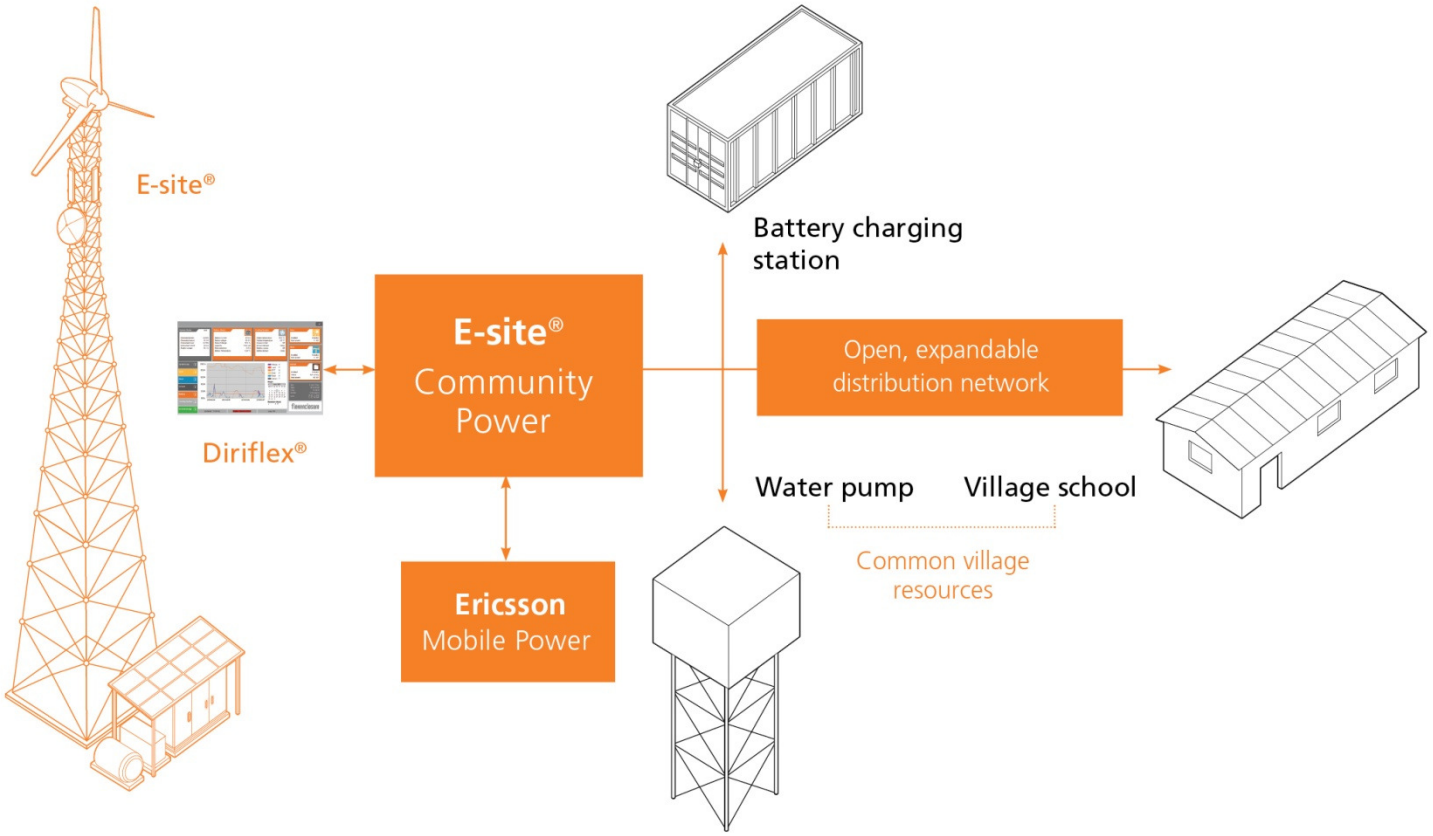
Diriflex® - The Intelligent Control System





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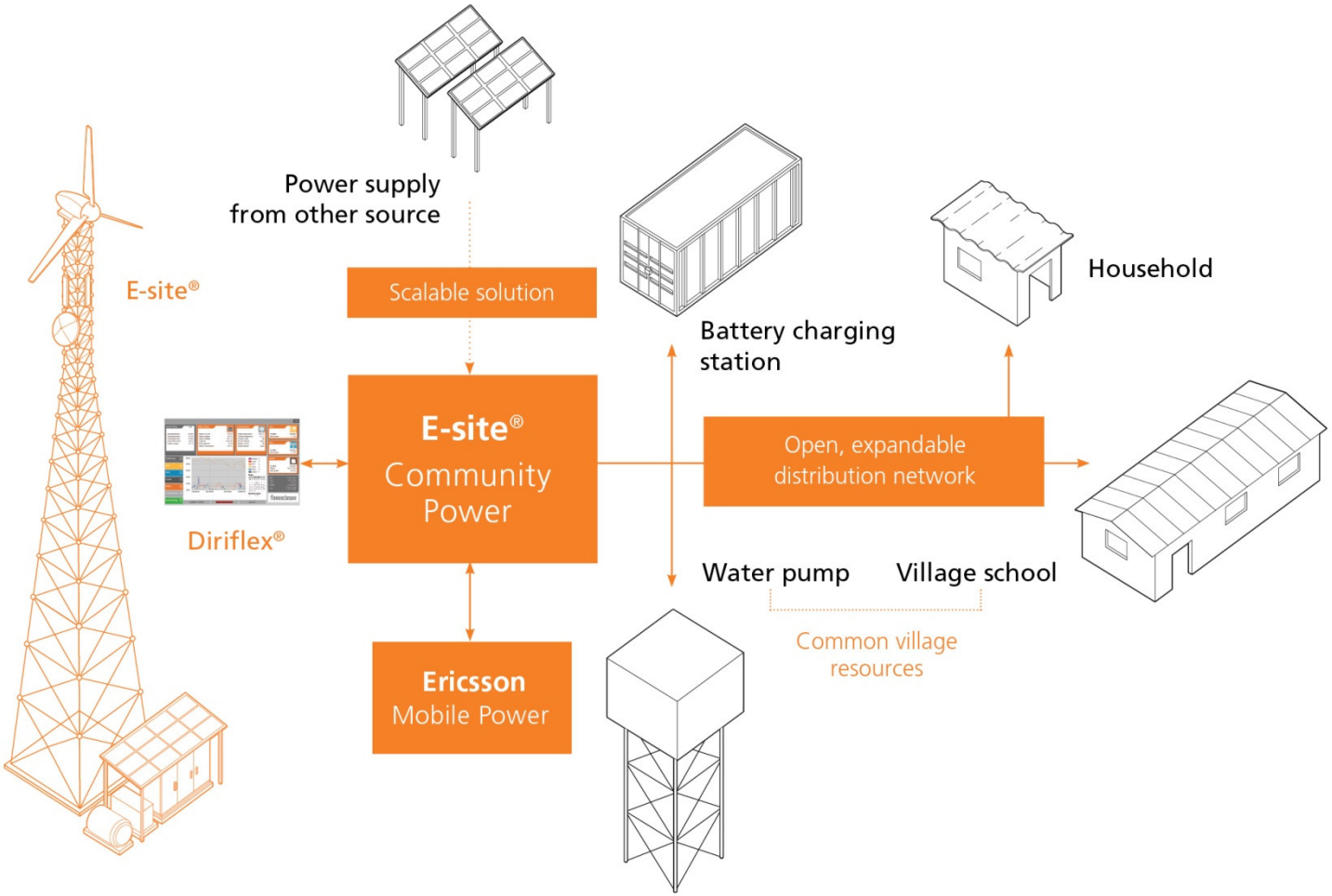
A Complete Community Power System



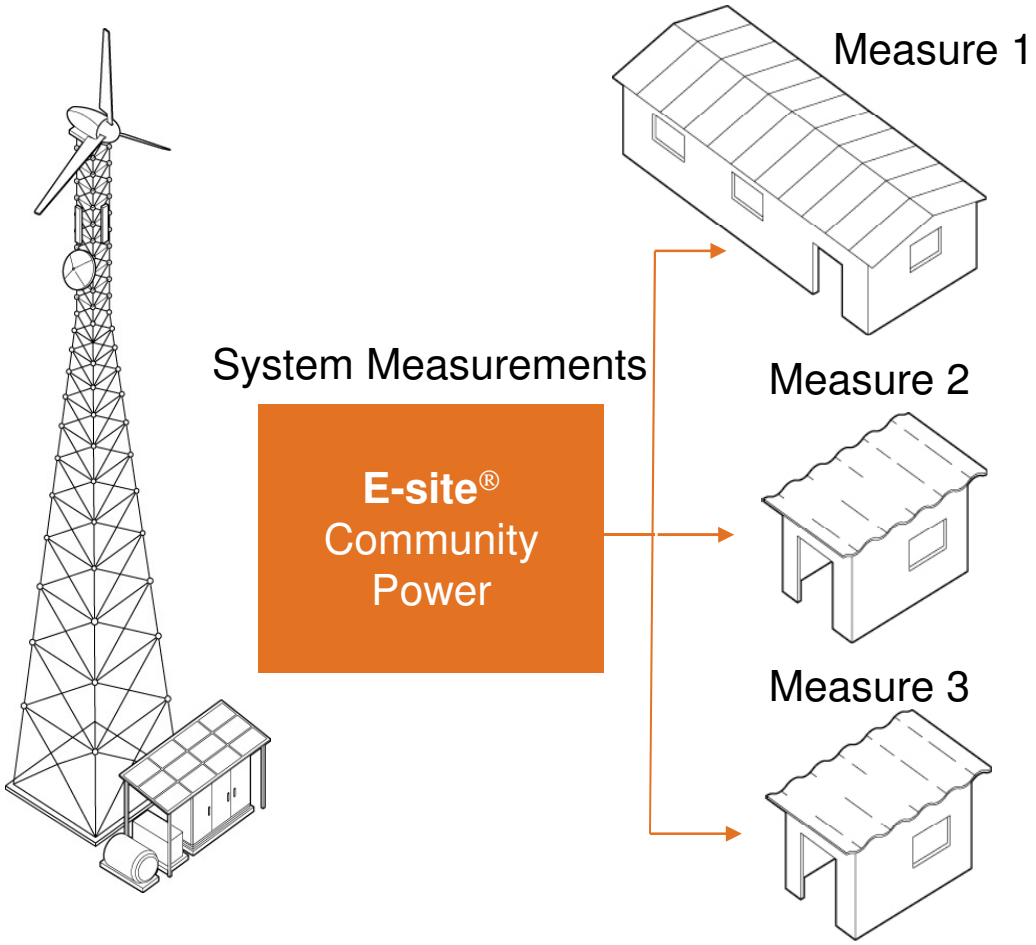


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E-Site® Community Power Scalable Architecture

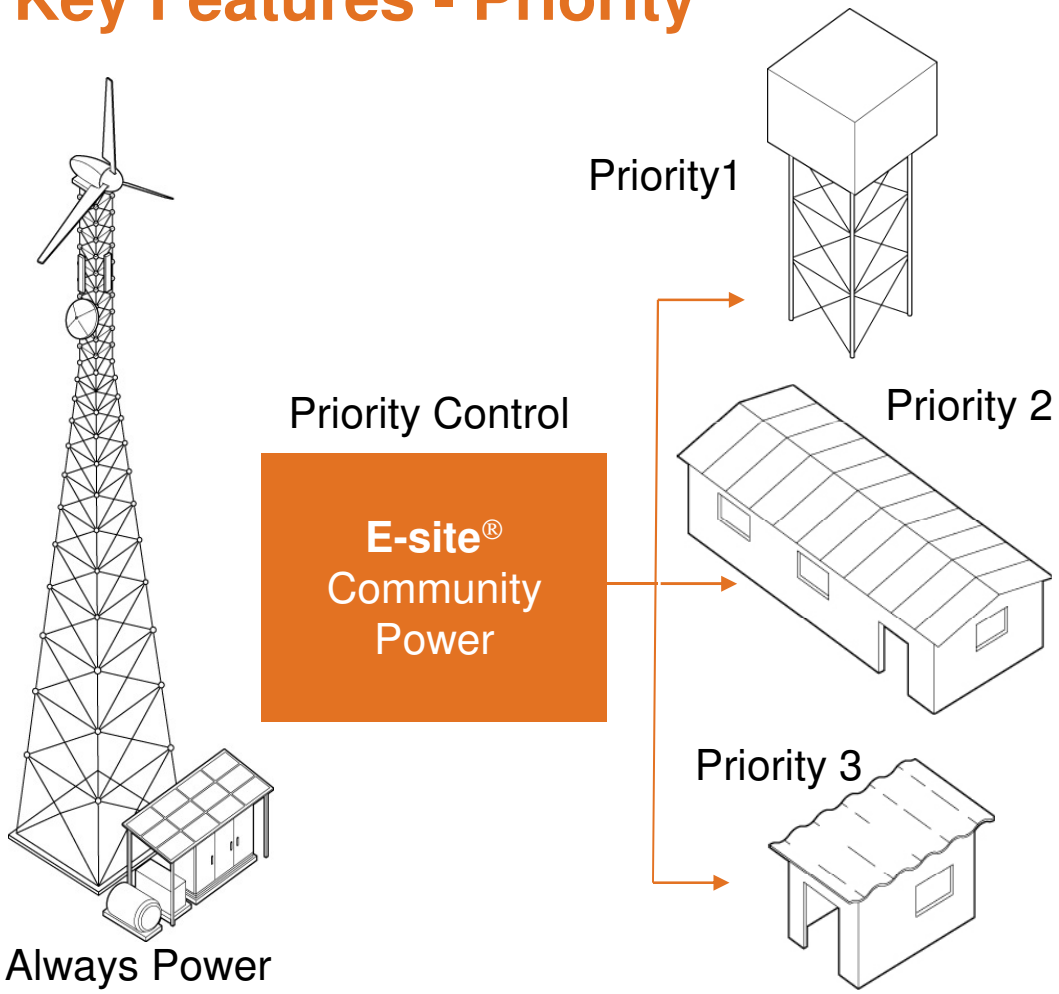


Key Features - Measurements



- Excess power availability measured and communicated
- Usage measured and communicated over the power cable
- Automatic Meter Reading can be integrated for charging and control
- Losses and “stolen” power is detected and can be acted upon

Key Features - Priority

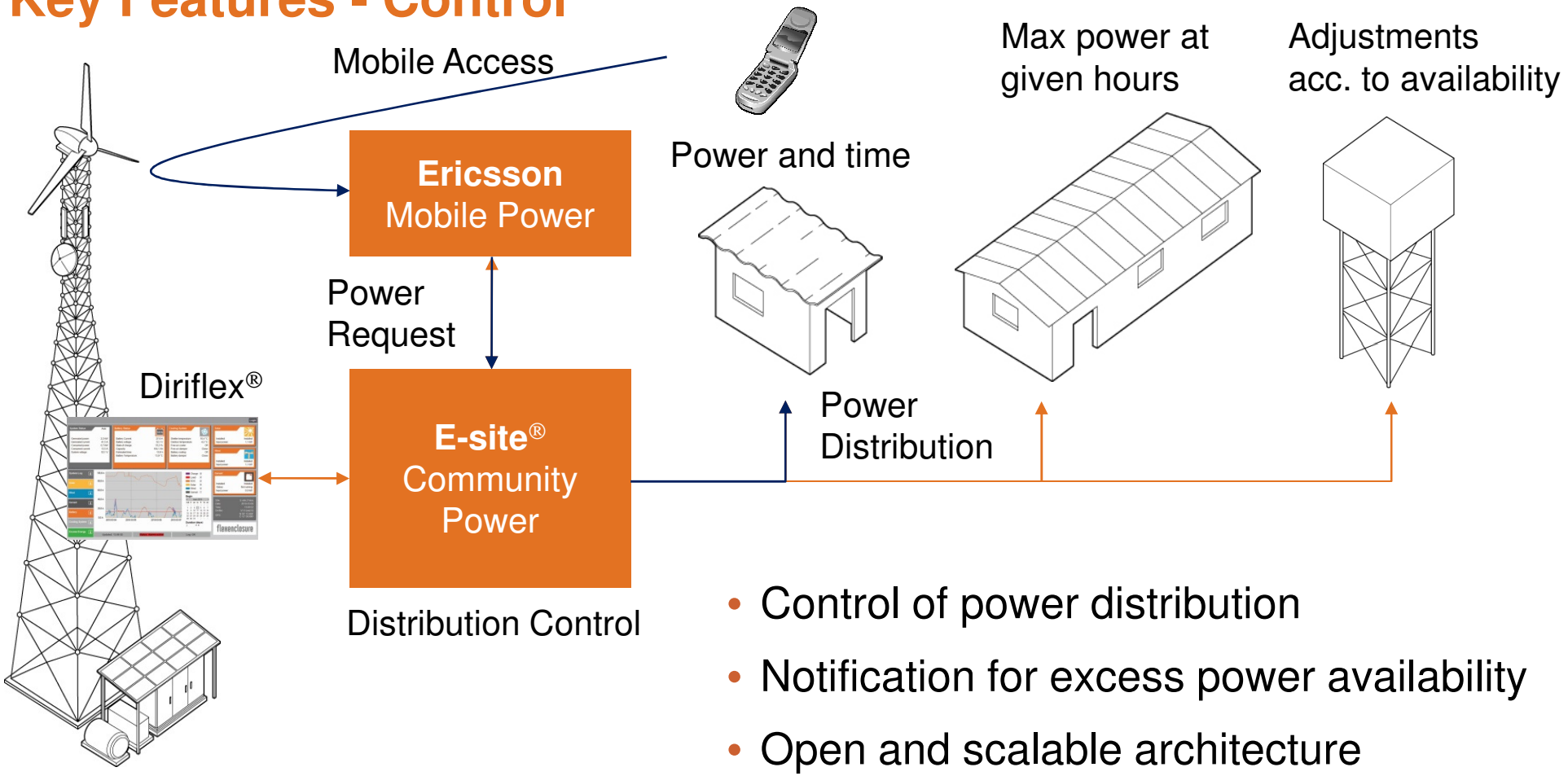


- Different applications have different priority
- Power is distributed and disconnected according to priority
- The community power distribution network can never compromise the telecom service



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Key Features - Control

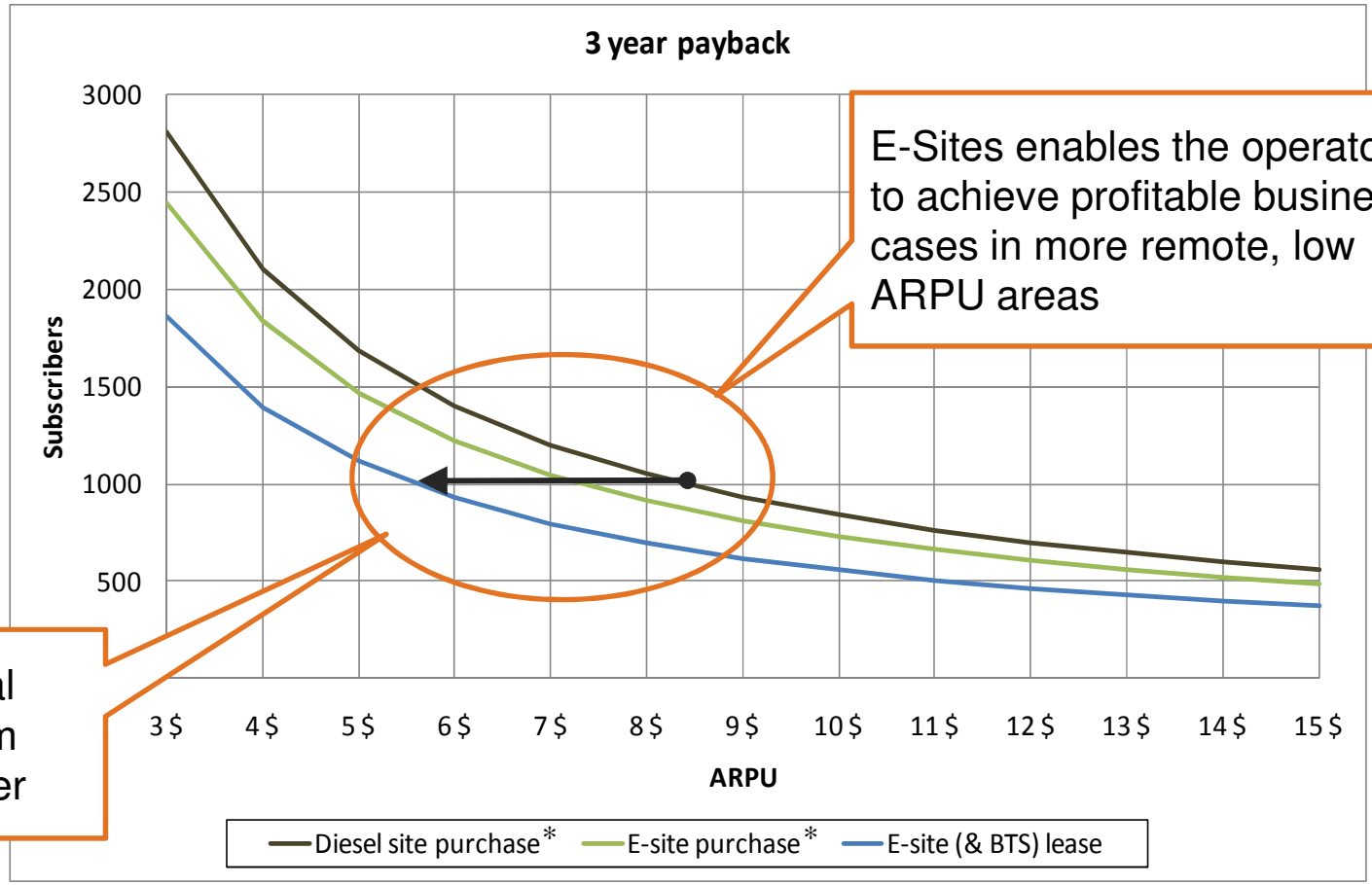


- Control of power distribution
- Notification for excess power availability
- Open and scalable architecture



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Business Case for Rural Sites



E-Sites enables the operators to achieve profitable business cases in more remote, low ARPU areas

Add potential revenue from excess power

* Includes BTS

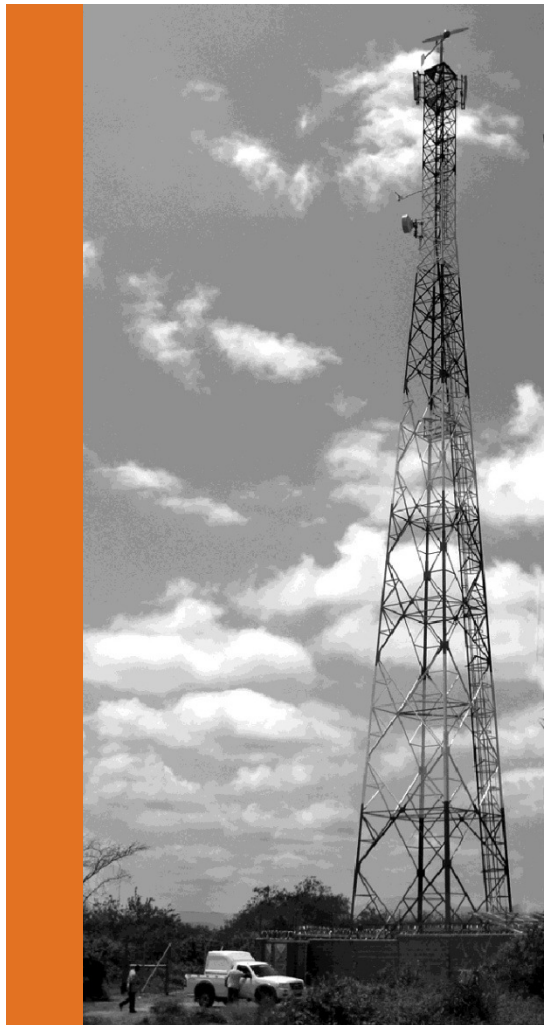


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Summary of E-Site® Community Power

- E-Site® Community Power together with Ericsson Mobile Power - a complete Community Power System
- E-Site® Community Power gives the Operator/Site owner full control over power distribution without compromising telecom services
- E-Site® Community Power has a scalable architecture and can grow with power needs in the community
- E-Site® generally provides up to 80% site OPEX reduction and up to 90% reduction in energy related costs

➞ E-Site® can make mobile network expansion feasible in remote rural areas and bring Community Power to where it is needed the most





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Contact Information

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Ann Louise Johansson, PhD
Vice President Business Development and Marketing

Flexenclosure AB (publ)
Eriksbergsgatan 10, SE-114 30 Stockholm, Sweden
Tel: +46 (510) 427 000, Direct: +46 (510) 427 024
Mobile: +46 (702) 260 774, Fax: +46 (510) 226 59
E-mail: annlouise.johansson@flexenclosure.com
Web: www.flexenclosure.com

Thank you for your attention!