

Powering the innovation

……..You think and we deliver

Company orientation

Company Background

Bangla Trac Miaki Green Power Limited (BMGP), a partner of **NorthStar Battery Limited USA – Heliocentris S.A**, - is one of leading Power Solution Provider in Bangladesh. It has a reputation of providing innovative solution for power management among the telecommunication operators of Bangladesh. It has got qualified resources for providing energy efficient hybrid power solution in telecommunication. Since its journey from late **2010,** it has taken operations and maintenance ownership of more than **100** site with 3 (three) leading mobile phone operators. BMGP has been being appreciated by it's valued customers for its commitment towards Project Delivery, 24/7 Service Support and State of the Art Technology.

Bangla Trac Ltd (BTL), the mother concern of BMGP, is one of the renowned group of companies of Bangladesh. It has been successfully operating its business from 2004 with a sole distribution authority of **Caterpillar Inc. USA** products. BTL has specialized business operation in Power Engineering, Power Plant, Telecommunication and Commercial sector of Bangladesh. The group has almost **2000 employees** out of which they have a significant number of Engineering, Commercial and Management professionals. Being a sister concern of the group, BMGP has not only added positive value to the local and international brands but also contributed to the group with a remarkable footprint in the gigantic telecommunication sector with an ultimate expertise in **Engineering**, **Project Management**, **Battery**, **Renewable Energy** and **Energy Audit** and finally **Commercial** expertise.

Products and services:

- **Energy management solution**
  - **Green & clean power solution**
  - **Renewable energy solution**
- **Power**
  - **storage solution**
  - **managed service solution**
    - **PPA**
    - **Uptime**
    - **Backup time**
  - **rental solution**

Global partners:

Heliocentris

OLYMPIAN GENERATOR SETS

CATERPILLAR®

NorthStar

Track record of excellence:

- **03 MOBILE Operators**
- **01 Colocation service provider**

Interest for telecom market and why?

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- Robust industry: Telecom alone consumes 4.15% of national utilization of power. (*ref: Annual report of PDBB)*
- Innovation Driven: Telecom is highly innovative due to it's business nature. So as it's power deployment strategy and planning.
- Scalability: Telecom sector is scalable with market demand and development.
- Wholesale: It is one of the biggest whole sale opportunity in private sector.
- Growing industry: Telecom is one of the sustainable and growing industry in Bangladesh.

Role/Activity of BGMP in Bangladesh market

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Energy Savings	Helps clients save energy through efficient energy management solution.



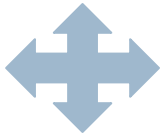
Clean Energy	Helps clients to produce cleaner energy through deployment of hybrid solution and pure renewable solution.



Reduce CAPEX	Helps clients to reduce CAPEX significantly through rental solution.



Reduce OPEX	Helps clients to reduce OPEX significantly through managed service solution & energy management solution



Enhanced Efficiency	Helps clients to enhance efficiency through state of the art solution of 24x7 site management solution.

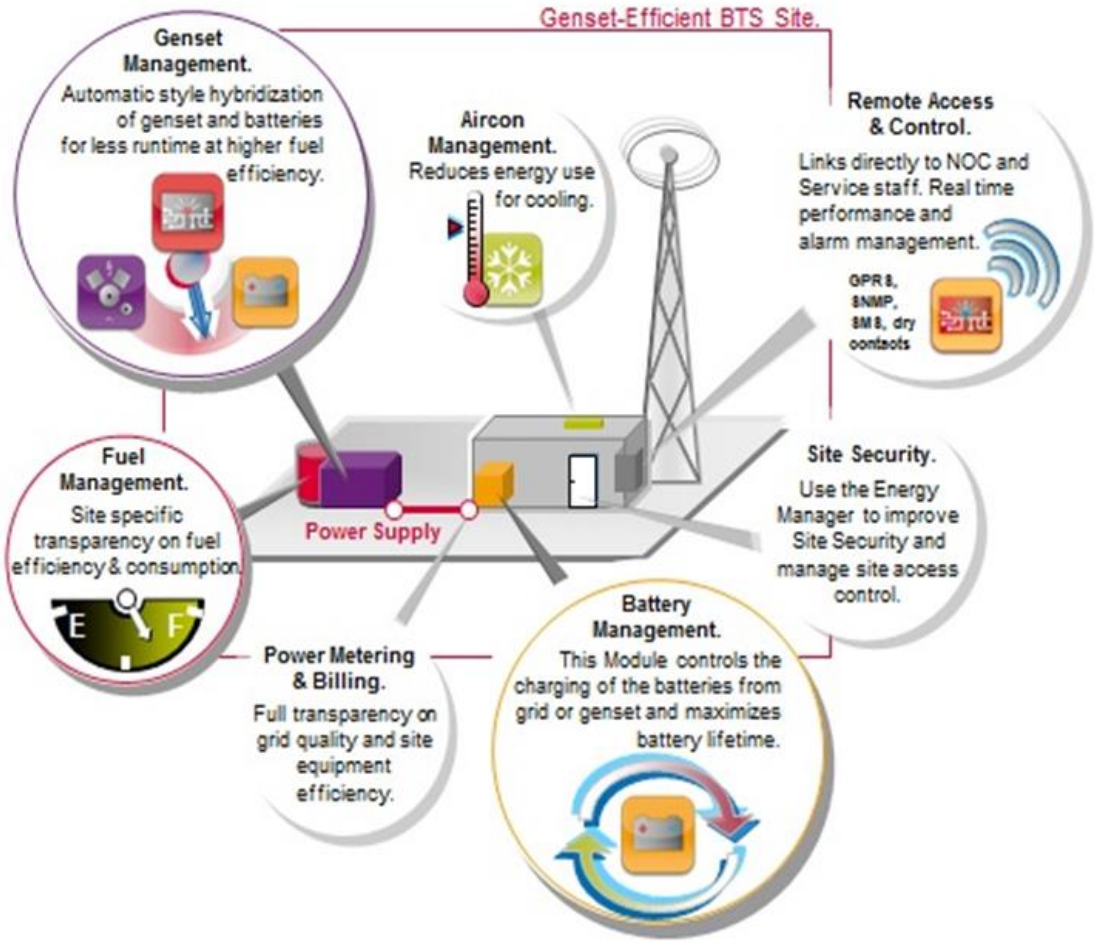
What is the benefit for mobile operator in Bangladesh?

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- Existing frame contract with Solar PPA
- Existing frame contract with Storage outsourcing solution
- On trial -OPEX and CAPEX optimization
- DC power solution to non operator.



Value for Bangladesh Mobile operators to tackle CAPEX issue



CAPEX IMPACT:

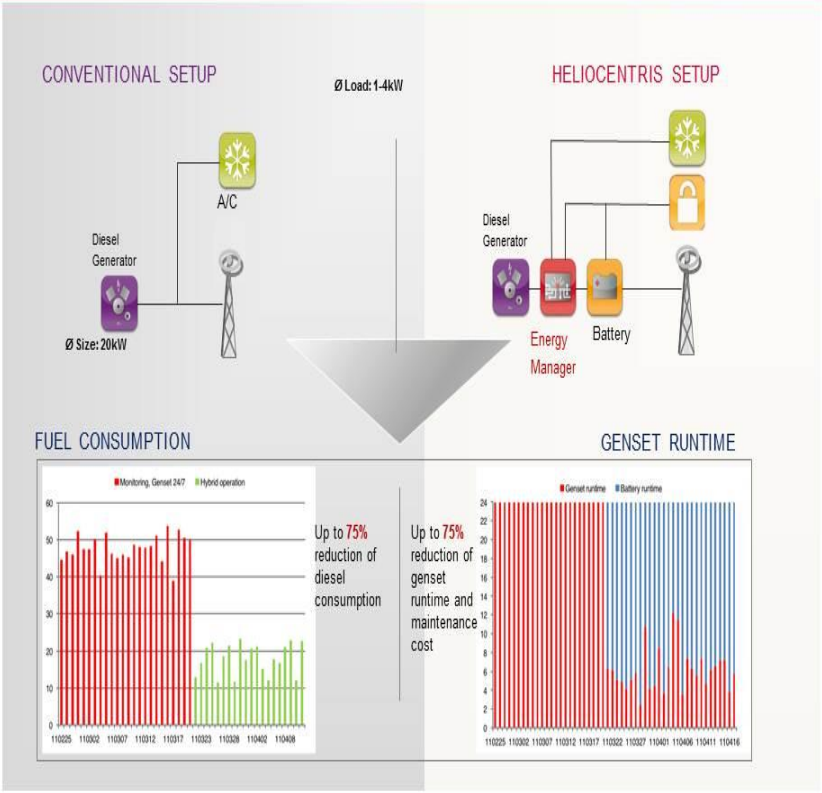
- High impact on depreciation and amortization, overall on EBITDA
- Cycling of CAPEX is a challenge for sourcing which demands time and additional budget.
- Disposal of CAPEX is also a challenge for flushing off.
- Over all maintenance of CAPEX requires a large team.
- Security and protection of CAPEX is a big challenge .

BMGP offers solution to the operators for transferring CAPEX into OPEX

business innovation on energy efficiency/green technology

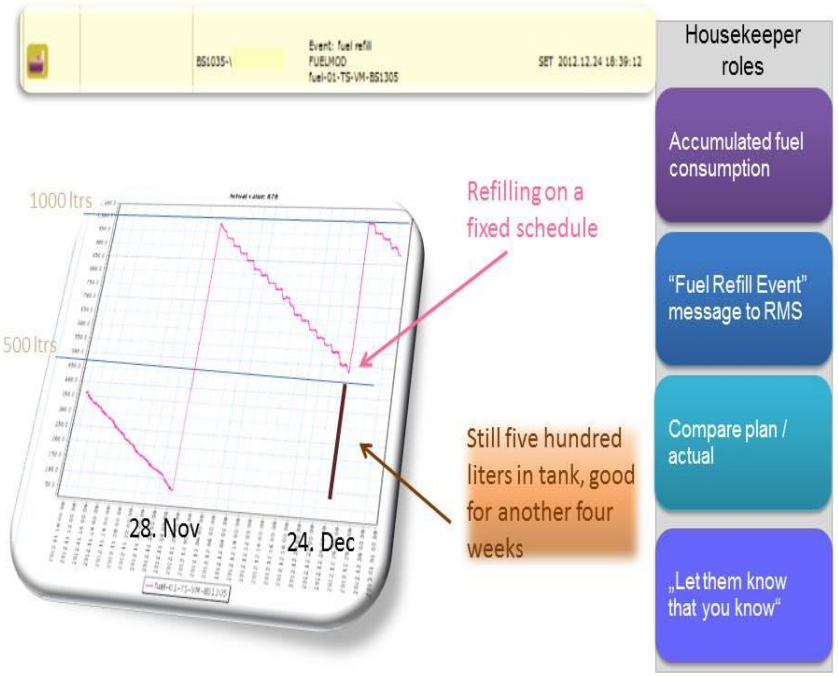
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Drastic Reduction of OPEX and Increase of Efficiency



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Refilling on demand reduces truck rolls



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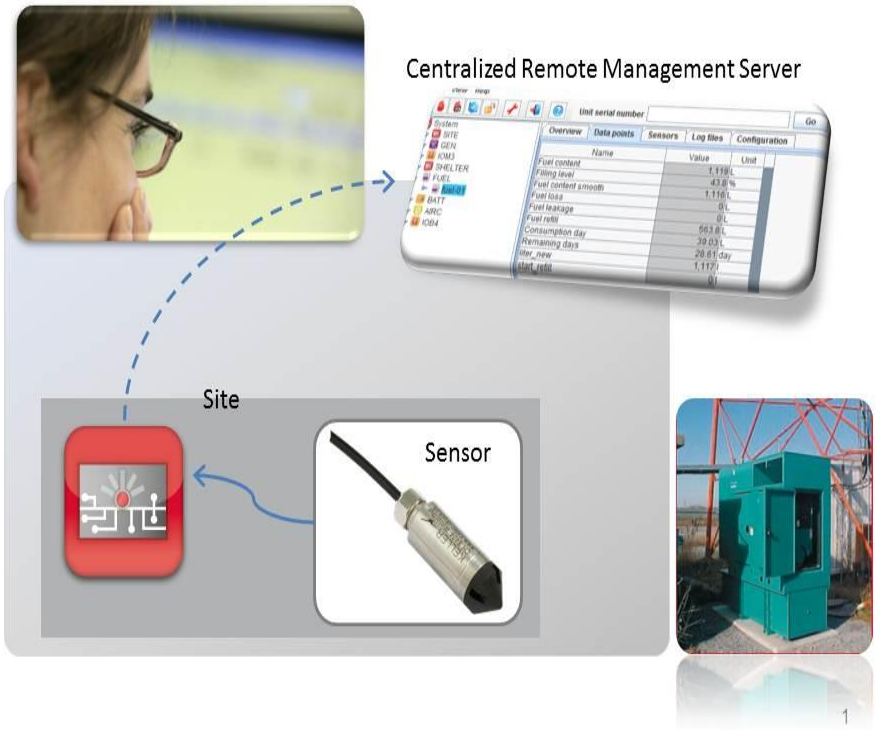


- The SiteStar platform is built on a basic cabinet that has superior themal behaviour, this enables use of a smaller cooling engine than other actors in the market.

Features:

- Low power consumption reduces CO2 emissions. Up to 95% power saving compared to traditional air-conditioned battery cabinets
- Multiply the lifespan of your batteries
- Designed for harsh outdoor environments
- Cabinet internal temperature either
  - Constant average +22C or
  - With 'ECO mode' between +15C…+25C
- Operating temperature range -40C to +50C
- Dual skin construction with foam insulation
- Power consumption <40W (typical @ +35C)
- Can be used with any existing power system
  - Ingress protection class IP55
  - Cable entry option at bottom on both sides

Centralized site monitoring enables benchmarking





Q& A



THANK YOU…..