INFRALECTRIC

Redefining the **Future Of Energy Infrastructure....**

Save Capex, **Reduce** Opex with our **low-carbon** energy technologies

Our Philisophy

We are developing deep capabilities in digital technologies such as Machine Learning, Data Analytics & IoT and harnessing those capabilities with our bundled low-carbon Energy-As-A-Service business model offering range of bespoke, flexible solutions for Telecom Operators, saving capex and reducing opex.

Our Commitment To SDGs

We are committed to the Sustainable Development Goals as approved by UN in 2015 and these goals are the guiding principles for our business strategy and governance.

Key SDGs contributing to our operating system are:

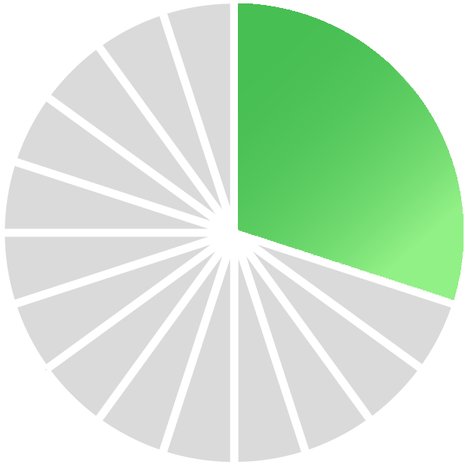
SDG 7: **Affordable and Clean Energy**

SDG 9: **Industry, Innovation and Infrastructure**

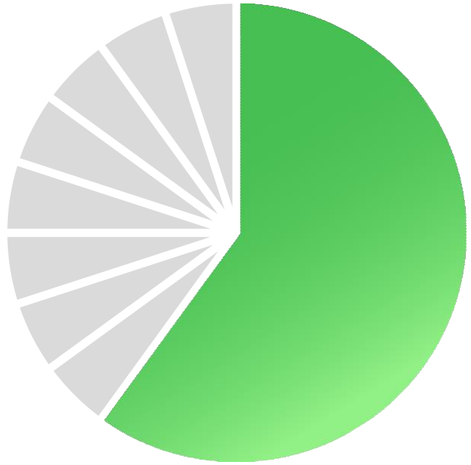
Aligned with above SDGs, we manage power disruption for Telcos via our sustainable innovation

Our Expertise

Energy generation & provision typically take



up to 30%
of network operating costs for a Mobile Network Operators.



up to 60%
of TowerCos operating costs.

Our Expertise

To overcome challenges associated with rapidly increasing energizing costs, our business model not only accelerates green energy adoption but also enables long-term capex-free energy security for Telecom Operators.

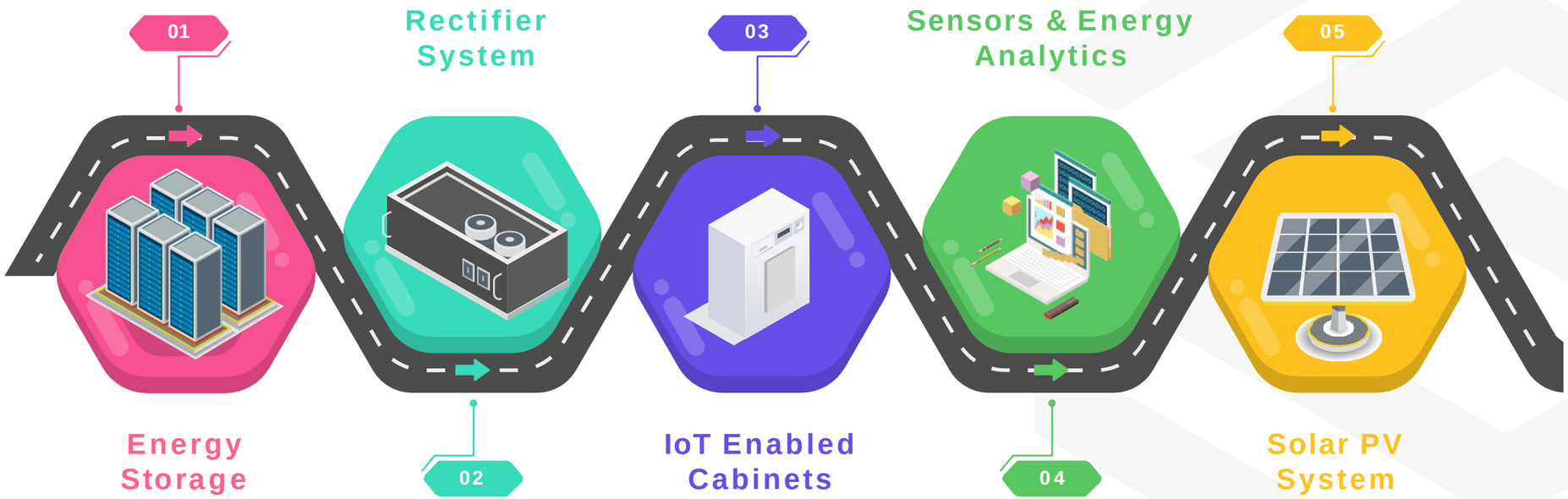
There are three types of solutions we typically offer:

Fixed Fee **PPAs** **Energy Saving**

We enable Data-Driven Decisions to monitor energy performance while drawing meaningful insights from datasets.

System Schematic

Following are the key components of our Solar Energy-as-a-Service Offering:



Remote Energy Management

✓ Monitor **Energy**

✓ Optimize **Asset**

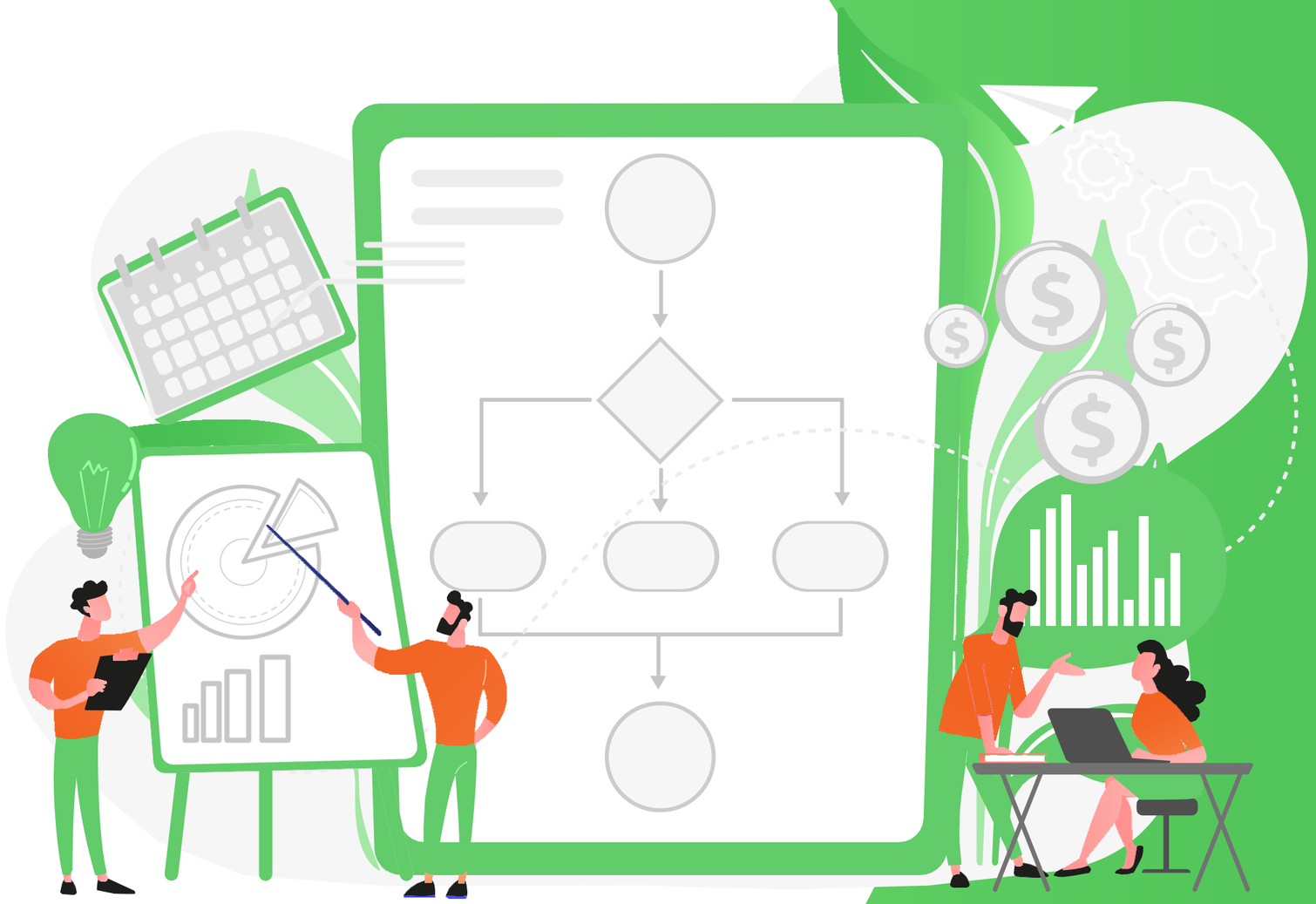
✓ Maximize **Performance**

Energy Data

Environment Data

Remote IoT Unit

Server on Cloud



Our Business Models

Transform You Legacy Energy Infrastructure With Our Clean Tech

Energy as a Service (EaaS) is a transformative business model enabling sustainable energy independence for customers without having to pay any upfront capital investment.

This shift to EaaS business model is immensely beneficial for various industries and key enabler for hyper scaling deployment of low-carbon technologies.

At its very core, EaaS business model aims to address the infrastructural energy efficiency gap.

Early adopters of this innovative offering are able to save more money while upgrading to more energy efficient technologies such as solar and wind.

This energy efficiency gap primarily inspired the creation of ESCO model, allowing customers to save capex as well as reduce opex.

01

SHARED SAVINGS MODEL

02

GUARANTEED ENERGY SAVINGS MODEL

03

DEFERRED CAPEX FIXED FEE MODEL

04

CHAUFFAGE MODEL

Our Business Model

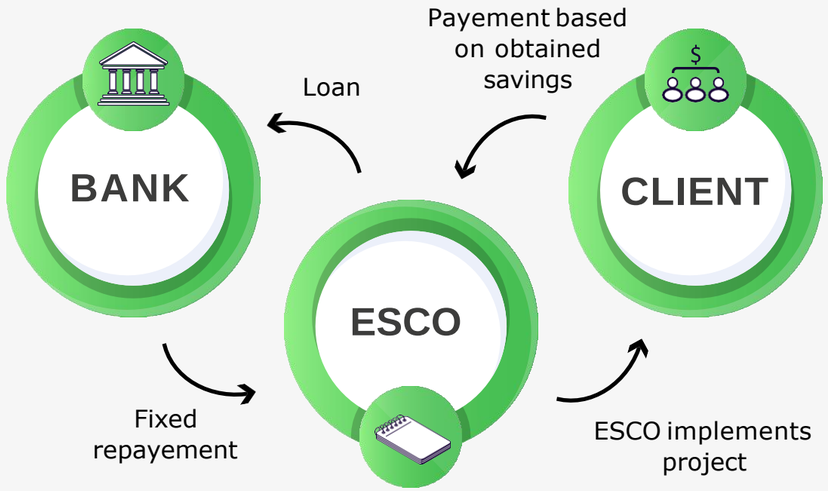
Shared Savings Model

ESCO

- development
- Project funding
- Implentation
- Equipments

Cient

- Share the savings



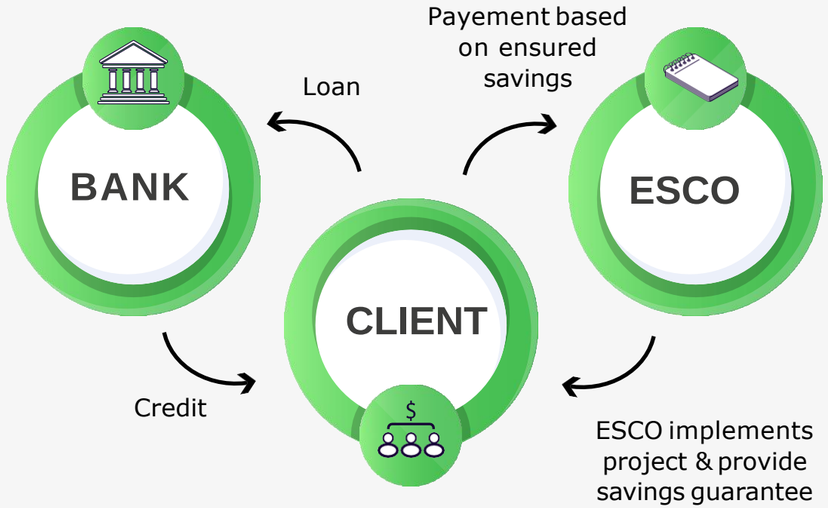
Guaranteed Energy Savings Model

ESCO

- Savings are Guaranteed by the ESCO
- Technical risk is covered by the ESCO
- If the solution underperforms, we as ESCO pay the difference.

Cient

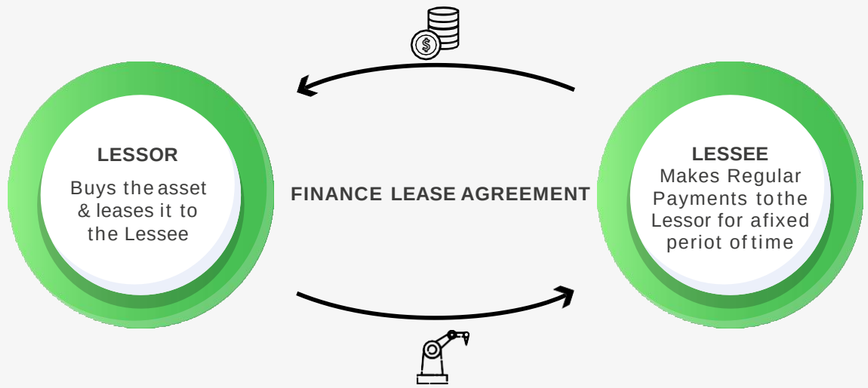
- Client is guaranteed certain savings on the energy bill
- Financial risk is taken by the client & equipment is owned by the client



Deferred Capex / Fixed Fee Model

Project funding, development and implementation is provided by us as an EPC on a deferred capex model.

The energy mix of client Isupgraded with low-carbon technologies, im-proving network resilience while saving capex and reducing energy opex for the client.

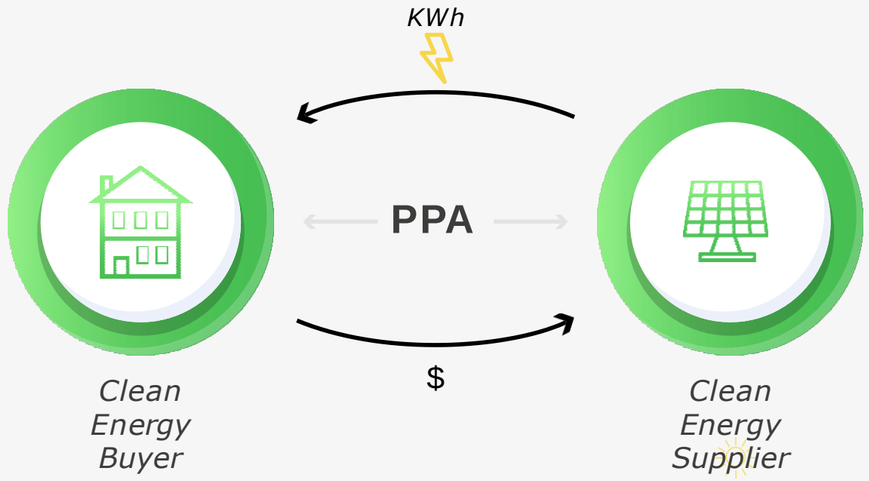


Chauffage Model

Project funding, development and implementation is provided by us as an ESCO

Produced energy is sold to the client at the lowest cost to the utility, where ESCO acts as a utility company

Also often known as Pay Per kWh Model



Our Benefits

1 Cost Reduction

- Overcome your Energy Opex with Instant Savings
- Minimize your pilfirages, thefts & expensive backup energy costs
- Save your capex, Reduce Opex

2 Network Resilience

- Improve your network uptime with our Fit-for-Purpose Solutions
- Protect against aging infrastructure and equipment failure with our state-of-the-art low carbon solutions
- Assured Asset Performance Management

3 Sustainable & Efficient

- Achieve energy independece with Solar & Storage mix
- Decarbonise your power mix
- Assured energy savings along with ancillary climatic benefits with our renewables-led solutions

Our Success Story

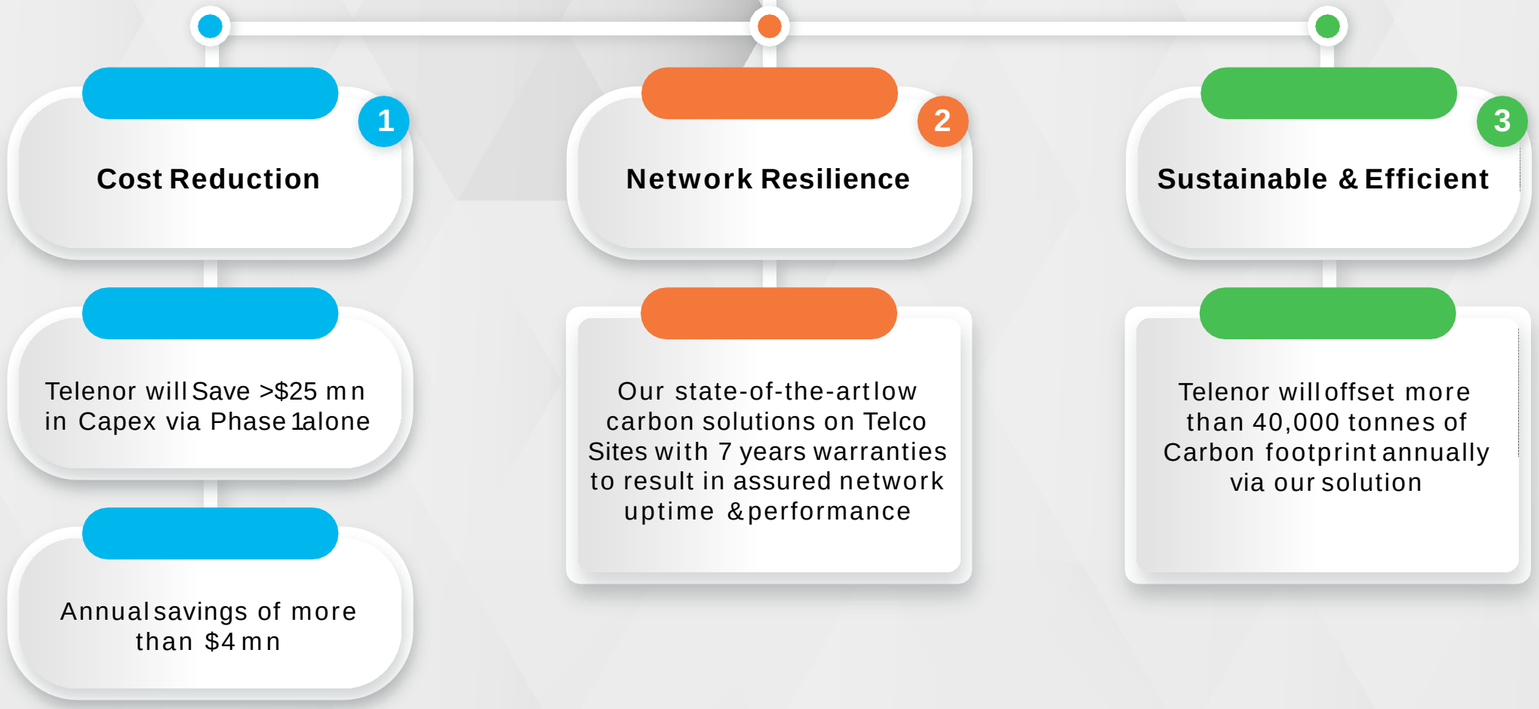
Flagship Transformation Project Telenor Pakistan

Customer: www.telenor.com.pk
Location: Pakistan

Project Brief: Seven Years Frame Agreement with Telenor for first-of-its-kind transformation project in Pakistan. The project entails decarbonization of the Telenor's BTS infrastructure while saving capex and reducing opex.

Phase I: 550+ Sites

Flagship Transformation Project Telenor Pakistan



These savings via our solution deployment on only 5% of Telenor's Network sites

WAY FORWARD