

AFRO-EGYPT ENGINEERING COMPANY

“” Setting The Standard ””



Company Presentation | Nov.2013

About Us > Facts Sheet



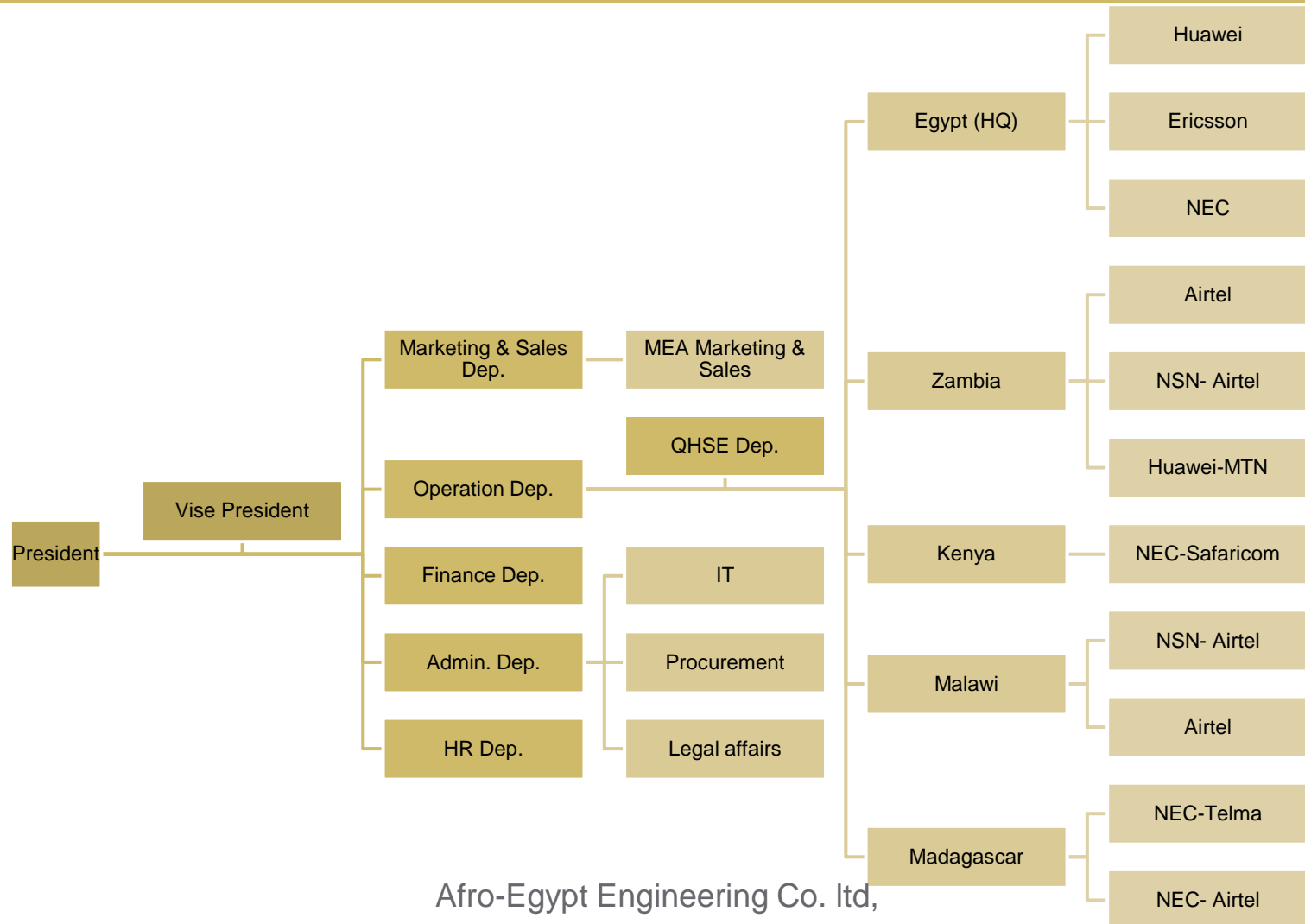
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- ❑ Full Name: Afro-Egypt Engineering Company Limited.
- ❑ Founded in: 2004.
- ❑ Over the years Afro-Egypt has earned a reputation that has a unique combination of quality, value, trust and reliability
- ❑ Afro-Egypt possesses a wealth of experience in the wireless marketplace, we have delivered Radio/Transmission systems and services to a variety of customers in Egypt and overseas.
- ❑ With steady growth in our client base all over the Middle East, Afro-Egypt has established local offices to respond to the demands of all clients, as well as leverage the company's success and proven track record in the different sectors.
- ❑ Headquarters: Giza, Egypt
- ❑ Web: www.afro-egypt.net

About Us > Organization



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Afro-Egypt Engineering Co. Ltd,

About Us > Head Count



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Position	Perm. Staff	Perm. Staff (2012)	Perm. Staff (2011)	Perm. Staff (2010)
Manager	30	20	15	10
Engineer	247	100	60	25
Technician	339	95	80	50
Admin	76	20	12	8
Total	692	235	167	93



- **“Manager”** includes but not limited to: CXO, Directors, Account/Country Managers, Project Mangers...
- **“Engineer”** includes but not limited to: Marketing/Sales, Information Technology, Telecom/Power/Mechanical Engineering, QA/EHS...
- **“Technician”** includes but not limited to: Telecom/Power/Mechanical Technicians, Riggers, WH Keepers...
- **“Admin”** includes but not limited to: Accounting/Finance, Logistics, Administrative, Legal, HR, Procurement...

About Us > Vision & Mission



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□ Vision

- To be recognized and valued as a successful System Integrator & Professional Services Provider, In the MEA market covering a wide spectrum of the economic sectors, such as Telecom, Power, Enterprise, Government, Transportation Services sectors.

□ Mission

- Our Message is more than just providing services or products; it is actually to become a trustable and loyal partner ensuring the best assistance and respecting high standards of quality and technical skills.
- To help our customers achieve their business objectives by providing *added-value services and solutions*, through: *Collaborative Partnerships* (on Technical and Commercial basis) and continuous *Organizational Development*.



About Us > Core Values



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- **We operate our business ethically.** Sound ethics is good business. We hold ourselves and conduct our business to high standards of fairness, honesty, and integrity. We are individually accountable and collectively responsible.
- **We grow our business profitably.** We work to provide sustained profitable growth for our shareholders. This requires a continuous focus on our customers and the health of our system.
- **We strive continually to improve.** We are a learning organization that aims to anticipate and respond to changing customer, employee and system needs through constant evolution and innovation.
- **We improve HR Skills Base.** We employ people based on their skill sets and their ability to develop their skills to the changing Telecom Industry. Afro-Egypt continuously trains its staff for improving the performance and meeting customer requirements.
- **We develop localization system** to have local resources wherever we operate. This helps for skills and “know-how” transfer to local employed staff.



About Us > Offices



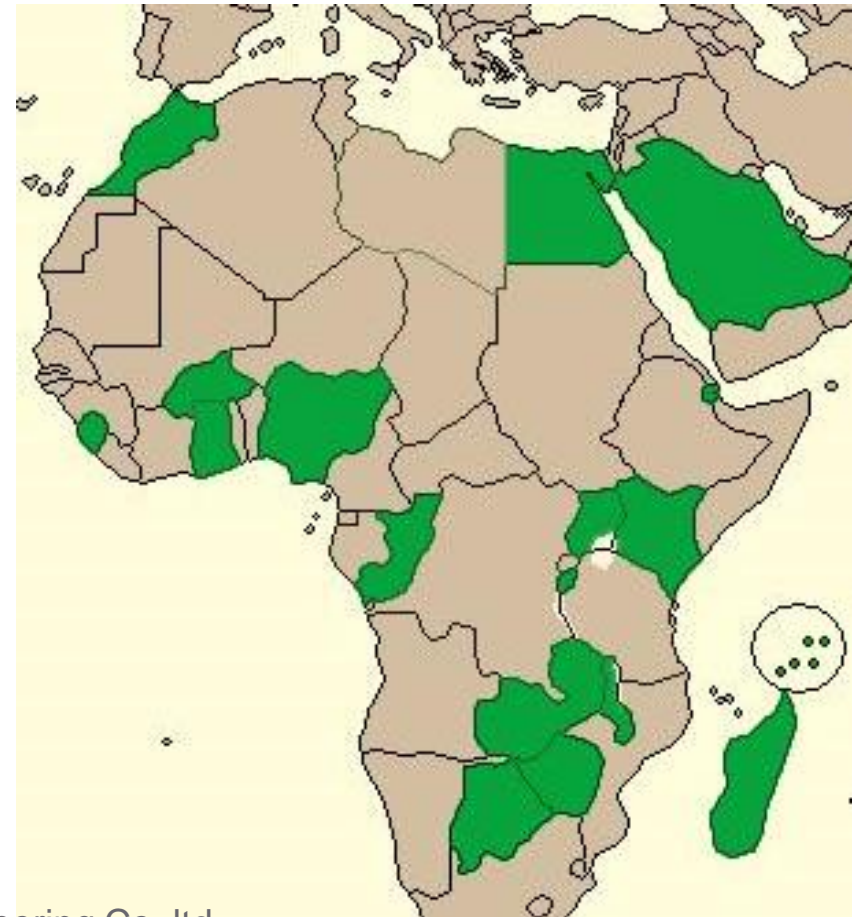
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- In order to facilitate legal operation and best performance to our Customers, Afro-Egypt has local offices in:
 - ▣ Zambia (2005)
 - ▣ Kenya (2005)
 - ▣ Malawi (2006)
 - ▣ Egypt (2009)
 - ▣ Madagascar (2010)
 - ▣ Yemen (2013)

About Us > Regional Operations *Afro*

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1. Botswana
2. Burkina Faso
3. Burundi
4. Congo
Brazzaville
5. Comoros
6. Djibouti
7. Egypt
8. Ghana
9. Kenya
10. Saudi Arabia
11. Sierra Leone
12. Madagascar
13. Malawi
14. Morocco
15. Nigeria
16. Uganda
17. Zambia
18. Zimbabwe



Afro-Egypt Engineering Co. Ltd,

Services



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- Professional Services
- Telecom Services
- Logistic Services
- Supplying Equipment
- System Integration



Services > Professional Services

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- **Human Resources Sourcing:**
 - Human Resource Development:
 - Technical Training
 - Custom Workshops
 - On-Job Training
 - Personnel Recruitment.
 - Recruitment Process Outsourcing (RPO).
- **Management Advisory:**
 - Project Management.
 - Technical & Commercial Consulting.



Services> Professional Services> History



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Scope	Customer	Date
On-Job and Technical Training, Custom Workshops	Celtel Kenya Ltd	Jul 2008
Resource Provider (Supervision Service)	NEC Burundi	May 2009
ARP (Authorized Resource Provider)	Ericsson RSSA	Aug 2010
O&M, TI Supervision, Planning and Audit Projects	Zain Malawi	Since Sep 2010
Resource Hiring Supplier	NSN NY	Since Aug 2011
Resource Provider (Supervision Service)	Huawei EGY	Oct 2011 -to- Mar 2013
ARP (Authorized Resource Provider)	Ericsson EGY	Oct 2011 -to- Mar 2013
Etisalat EOT (Establish-Operate-Transfer) FM Assistance Service (Etisalat Misr 3 Years Managed Service Project)	Huawei EGY	Jun 2013 -to- Dec 2015

- **Mobile Network Services**

- **Backbone Capacities**

Offerings include:

- Network Roll-Out (NRO) Services: Planning, Design, Dimensioning, Implementation, Testing and Acceptance
- Network Managed Services: Optimization, Growth/Upgrades, Operation and Maintenance



Services > Telecom Services > History



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Scope	Customer	Date
SLA for O&M Transmission Networks	Airtel Zambia, and Zamtel	Since 2006
SLA for O&M Transmission Networks	Comoros Telecom	2010
SLA for O&M Transmission Networks	Safaricom Kenya	Since 2007
FLM Site Support Engineers based in the major cities	Airtel Malawi	Since 2007
FLM	Airtel Malawi	Since Mar 2013
Mobinil (2G Swap Project), Etisalat Misr (Phase1&2&3&4 Sites Rectification Project, Phase 5&6 NEC Swap Projects, Phase7&8&9 Projects, 3G Expansion Project), Vodafone (New Sites, BEP1.0 Swap Project, IP MW Phase1&2 Projects), Egypt Ministry Of Defense (CDMA Phase1&2&3 Projects)	Huawei EGY	Since 2009

Services > Telecom Services > History



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Scope	Customer	Date
2G/3G sites, MW links, PWR Systems: Implementation, Testing...	Ericsson EGY	Since 2009
2G/3G sites, MW links, PWR Systems: Implementation, Testing...	NSN SSA	Since 2010
Access and Backbone MW links Planning, Design, Implementation, Testing, Upgrades...	NEC SSA	Since 2004
Mobinil MIND Project	NEC EGY	Since Mar 2012

Services > Logistic Services



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- Inspection and Quality Assurance
- Material Packing and Handling
- Supply Sourcing
- Delivery and Transportation
- Inventory Management
- Storage and Warehousing



Afro-Egypt Engineering Co. Ltd,

Services > Logistic Services > History



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Scope	Customer	Date
Material Packing and Handling, Delivery and Transportation, Storage and Warehousing	All Customers	Since 2004
Inspection and Quality Assurance, Inventory Management	NEC SSA	Since 2004
Supply Sourcing: Roxtec Modules, DC-Boxes, DC/AC C.B's, Cable Trays/Ladders, simple Cabinets, Antenna Supports (Mounts), Earth Bars/Cables, Power Cables, Tie Wraps, Outdoor Labels, BNC's, Ducts, Lugs...etc.	All Customers	Since 2006

Services > Supplying Equipment

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Offerings include:

1. **Engineering Support Solutions:**

- ▣ Towers, Monopoles, Palm Trees, Equipment Enclosures, Mounting Accessories...etc.
- ▣ Power Solutions: Hybrid Energy Systems, Solar Power Solutions, Rectifiers and Control Modules, Batteries and Energy Systems...

2. **Enterprise Solutions:**

- ▣ Networking (Servers ,Storage, Switches,..)
- ▣ Security (Access Control, CCTV ,..)

3. **Value-Added Services (VAS)**

- ▣ SMS, Premium Contents, Subscription Services, CRBT, VoIP and Mobile applications...etc.

4. **Measurement Equipment**

5. **Personal and Sites Safety Equipment**



Services > SE Services > History



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Scope	Customer	Date
Delivery of new Batteries with its strings and accessories (Narada Brand)	Bharti Airtel Malawi	Sep 2012
ODU Mounting Bracket Manufacturing	Huawei EGY	Nov 2012
SMS Gateway Access Service	Huawei EGY	Jan 2013

Establishing of Data Center

offering including:

1. **Civil Work**

- ▣ Demolishing Works, Masonry works (Partition , Shutters,...), Decoration (Ceiling and flooring)
- ▣ Steel structure platform for ODUs and Battery area
- ▣ Transformer room

2. **HVAC Work**

- ▣ Supply & Installation of Air-cooled system
- ▣ Supply & Installation of Ventilation system

3. **Electrical Work**

- ▣ Supply & Installation of UPS System
- ▣ Supply & installation of DC Power System , Transformer and Generator
- ▣ Supply & installation of PDC(Power Distribution Cabinet) , Grounding system , Power cables Lighting and Cable Tray



Security Solutions for Enterprise

offering including:

1. **CCTV Solution**

- Supply & Installation IP dome camera.
- Supply & installation Indoor IP fixed box camera & outdoor IP fixed box camera.
- Supply & Installation of CCTV Monitors and Data Switch.



Customers



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- Afro-Egypt is a Service Provider for:
 - ▣ International Telecommunications Companies:
 1. Zain (Malawi, Zambia, Madagascar, Sierra Leone, Congo Brazzaville, Burkina Faso, Ghana, Kenya)
 2. Bharti Airtel (Malawi, Zambia)
 3. Celtel (Malawi, Zambia)
 4. Orange (Botswana), Mobinil (majority-owned and fully consolidated by France Télécom (Orange)) (Egypt)
 5. Safaricom (Kenya)
 6. MTN (Uganda)



Customers



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- Afro-Egypt is a Service Provider for (cont.):
 - ▣ National Telecommunications Companies:
 1. Malawi Telecommunications Limited (MTL) (Malawi)
 2. Zambia Telecommunications Company Limited (ZamTel) (Zambia)
 3. Maroc Telecom - Itissalatt Al Maghreb (IAM) (Morocco)
 4. Djibouti Telecom (Djibouti)
 5. Telkom Kenya (Kenya)
 6. Comoros Telecom (Comoros)
 7. ONATEL (Burundi)
 8. Mobily (Saudi Arabia)



Customers



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- Afro-Egypt is a Service Provider for (cont.):
 - Telecom Equipment (Delivery & Service) Vendors:
 1. KEC Corporation/NEC (Sub-Sahara Africa, Morocco, Egypt, Libya, Saudi Arabia)
 2. Huawei Technologies (Zambia, Malawi, Egypt, Libya)
 3. Ericsson (Zambia, Malawi, Egypt)
 4. Nokia Solution Networks (Zambia, Malawi, Madagascar)
 5. Alcatel-Lucent (Saudi Arabia)
 - Other Corporations:
 1. National Railways of Zimbabwe (NRZ) (Zimbabwe)
 2. Shell (Nigeria)



ERICSSON

NEC



HUAWEI

Alcatel-Lucent



□ ALMHDAR & AFRO-EGYPT.:

- ALMHDAR is the leading yemenian company in Oil & Gas sectors.
- In 2013 Afro & ALMHDAR sign co-operation agreement to Serve telecom Sector in Yemen in order to Enrich the Telecom Market in yemen with High Level and High Quality of Standard

1.

- Partners are central to our Sourcing strategy and the way we deliver value to our customers. We recognize the value that comes from working closely with our Partners to innovate in both established and emerging markets.:
 - NARADA Power Source Co., Ltd., which is a global leader in stored energy solutions for industrial applications; with full range of integrated services & systems in business line of:
 - Motive Power.
 - Reserve Power.
 - Specialty Batteries.
 - MECIP – Mazad Engineering for Integrated Projects, which is ME leader firm in business line of:
 - General & Specialized contracting (CW, electrical, mechanical and health care) business.
 - Supplying & Commercial agencies work along with import & export.
 - Products Supply, Delivery & Service: HVAC, Pumps, Fire Fighting, Valves, Electric, Fitting...
 - 9C – Nine Contractor, which is innovative firm in business line of:
 - Telecom Network Roll-Out (NRO) Services: Planning, Design, Dimensioning, Implementation, Testing and Acceptance
 - Telecom Network Managed Services: Growth/Upgrades, Operation and Maintenance
- Afro-Egypt Engineering Co. Ltd,

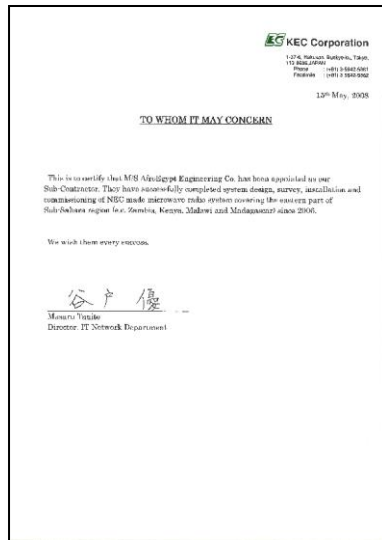
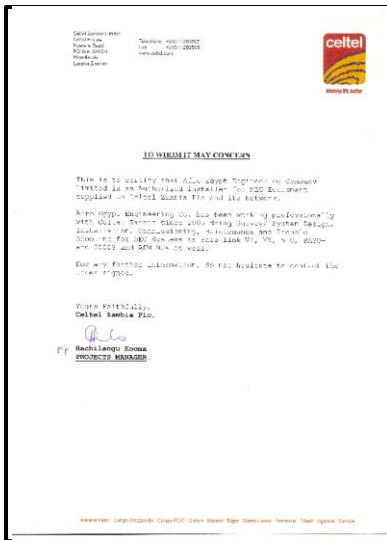
- Wireless Excellence which is a leading designer and manufacturer of professional wireless products for a wide variety of applications. The range of Wireless Excellence products including Telecommunications, Campus Connectivity, Corporate, Finance, Education, Healthcare, Industrial, Broadcast, Military and CCTV security.
 - Licensed Microwave Radio Links
 - Wifi for indoor coverage
 - Planning Tools
 - Wi-Max Solution
 - FSO

- Afro-Egypt employs people based on their skill sets and their ability to develop their skills to the changing Telecom Industry. Afro-Egypt continuously trains its staff for improving the performance and meeting customer requirements. Afro-Egypt has great portion of its key staff have already been certified from one or more of the following entities:
 - ▣ NEC Corporation.
 - ▣ Huawei Technologies.
 - ▣ Ericsson.
 - ▣ Nokia Solutions Networks.
 - ▣ Cisco Systems.
 - ▣ Project Management Institute (PMI).
 - ▣ KEC a modern and reliable consultancy company provides innovative communications technology solutions.
 - ▣ Occupational Safety and Health Administration (OSHA).

Awards & Recognition



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Afro-Egypt Engineering Co. Ltd.



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Thank You

Afro-Egypt Engineering Co. Ltd,