

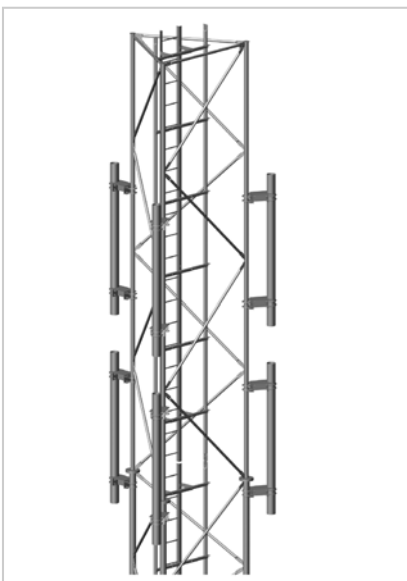
Company Profile

1. Mission Statement

Neonworx Communications focuses on providing engineering solutions that add value by either reducing implementation timescales or by introducing cost savings to its core customer base.

2. Introduction

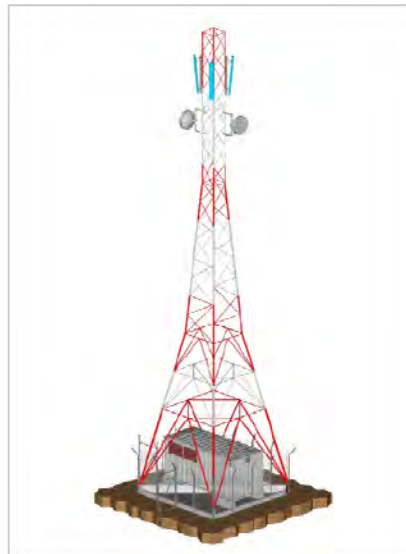
Neonworx provides cellular operators and system integrators with infrastructure products and solutions that enhance their return on investment. These will include new product designs and



packages that will save both time and money, either through direct cost savings or via logistical efficiencies.

Neonworx has points of presence right across the Asia Pacific market, with offices in Singapore, Thailand, Indonesia, China, Hong Kong and Cambodia, with plans to expand into Africa and the Middle East shortly.

Continually investing in research and development allows



Neonworx to be at the forefront of the telecoms infrastructure evolution. Retail prices continue to fall, putting pressure on the supply chain to provide increasingly competitive offerings to the operators and system integrators. This is where Neonworx is able to help.

The Neonworx management team have worked in the wireless telecoms industry since 1992, focussing on network build solutions in the Asian, African, Europe and Middle Eastern regions. Quality and reputation are the fundamentals of the Neonworx culture, recognising that a successful business relies on its professional relationships with its employees and suppliers, as well as its clients.

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3. Infrastructure Solutions

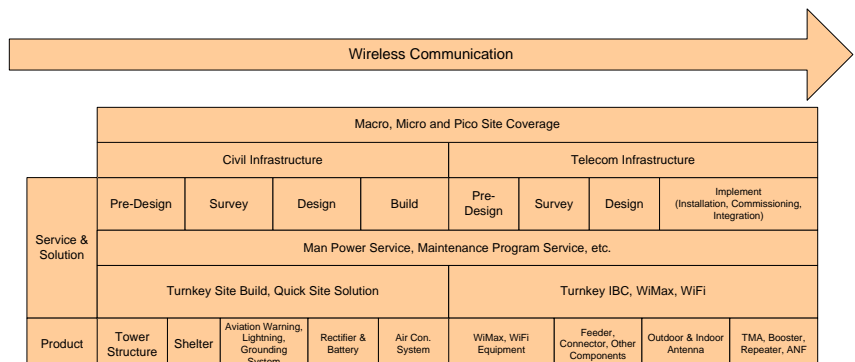
Neonworx has a wealth of experience in implementing traditional infrastructure solutions, covering all aspects, from concept to acceptance.

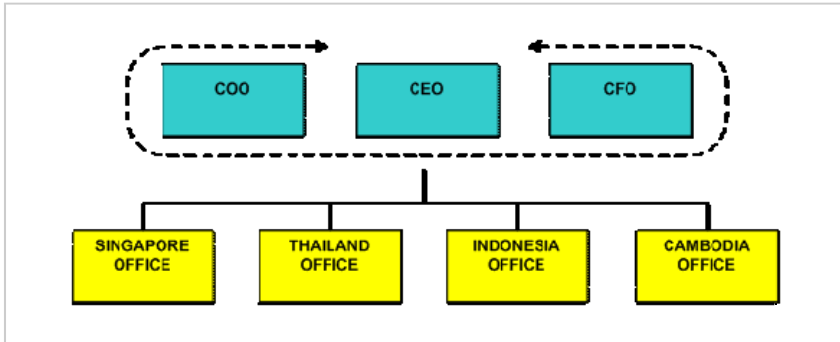


Neonworx can provide the following:

Pre-Build Elements

The key to successful network deployment involves the acquisition of the best sites





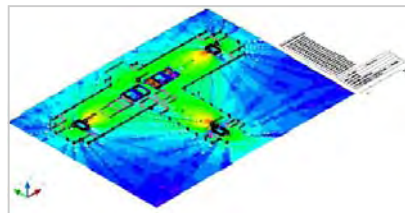
possible. Neonworx provide Site Acquisition and Planning Services to process site selection and acquisition, providing knowledge and guidance with reference to statutory and planning approval requirements in selected markets.

The Engineering Services provided by Neonworx ensure that the infrastructure is suitable for each customer within their environment. Services included within this area range from structural field services, the supply of new structures (guyed masts, self-supporting towers, monopoles and rooftop configurations), structural upgrading, site co-sharing solutions and drawing packages, all tailored specifically to customer requirements.

Power Management Services



involves selecting the correct solution depending on which location the network is deployed. Increasingly there is a requirement to provide systems that reduce power consumption and hence a reduction in OPEX. The use of generators, solar systems and wind turbines, either as primary or back-up,



and the design of internal electrical systems in the correct configuration ensure that the end customer receives the service they expect.

Core Elements

Neonworx is experienced in the Core Elements (civil works, tower erection, equipment installation and rigging, testing and commissioning) with the ability to perform these works on a turnkey basis. With local civil construction partners Neonworx can implement all the necessary civil requirements of site build. Tower erection work demands a high level of experience and safety; again, Neonworx has very capable teams and supervisors ensuring smooth implementation.

Vendor equipment installation

coupled with testing and commissioning also demand experienced teams and knowledgeable supervisors. Our rigging teams are experienced with all the differing implementation methods employed around the globe. Neonworx teams are experienced in the various vendor processes and the requirements of various technologies.



Supporting Functions

To ensure the different elements are implemented effectively various key support functions are required. Neonworx ensures smooth implementation by having very strong and integrated management functions; project



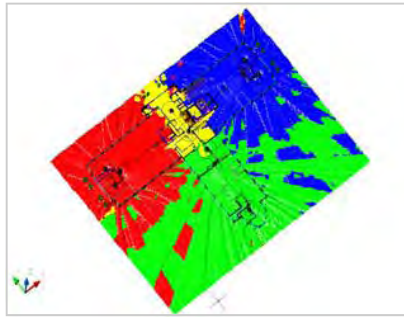
management, procurement, warehousing and logistics. Neonworx has a strong project management team whom has a wealth of experience within the telecom industry sector, backed up with well proven processes. Careful procurement with the emphasis on quality, price and suitability through our established supply chain network ensures we are able to provide a range of solutions to meet all requirements. Linking these functions together is warehousing and logistics, and again, this element can be configured to suit various rollout requirements.



Once a rollout phase has been completed, Neonworx can still provide services from site maintenance (corrective and preventive) through to more specialised services such as tower remedial works and site collocation upgrade analysis.

4. In-Building Solutions

In-Building solutions are an important requirement in today's cellular networks, providing solutions for high rise buildings, shopping centres, hotels, stadiums and large multi-



storey car parks, aiming to provide consistency in coverage. Neonworx offer a complete turnkey service from planning through to commissioning and a complete range of system components supporting all options.

There are a number of solutions for different sites, depending on the service provider's requirements and the nature of the particular environment. The most common approach involves adopting a Passive Distributed Antenna System (utilises coaxial cable and other passive components). An Active Distributed Antenna System can also be designed and supplied, as well as a Hybrid approach utilizing both designs.

5. Quick Build Solutions

Getting sites on air quickly can often be the primary goal of a

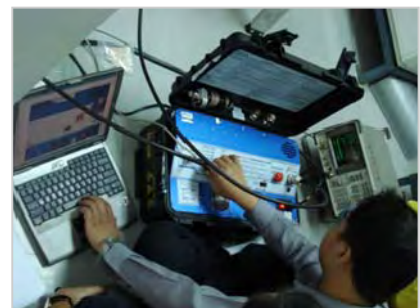


rollout. Having solutions that reduce implementation times requires clever thought and engineering to ensure success.

Neonworx have adapted traditional site configurations and have developed a number of quick build solutions, however, the real success in such solutions is working closely with partners to ensure that objectives are aligned.

6. Low Cost Solutions

If the customer's particular emphasis is on cost reduction, then Neonworx will be pleased to work together to find the ideal solution. By utilising alternative sources of supply, relaxing on certain specification requirements and differing methods of installation, then such solutions become an attractive proposal.



7. Maintenance Programs

Neonworx is able to provide a full range of Preventive/Corrective Maintenance (PMCM) services providing dedicated in country teams fully qualified on a range of vendor equipment types, from BTS to MSC level.

Preventive Maintenance

In house preventive maintenance teams work alongside our corrective maintenance teams. Again, Neonworx can provide any range of service level agreement

(SLA) as required, from monthly, quarterly to annual visits.



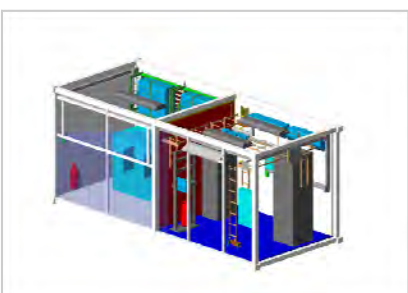
Corrective Maintenance

Neonworx provides dedicated teams of corrective maintenance engineers. They provide a 24/7 response capability and are able to provide fault rectification on all major site subsystems, including the radio network, transmission, air conditioning, power and site infrastructure. We can provide coverage for any SLA required and are able to work to KPI payments based around minimum / maximum callout times. Our in house teams can be deployed across any region and we can provide either regional or nationwide maintenance coverage.

8. Cell in a Box

CIAB is a unique solution that is designed for operators and main contractors to reduce not only rollout costs, but also reducing the time to on air, thus resulting in the faster generation of revenue.

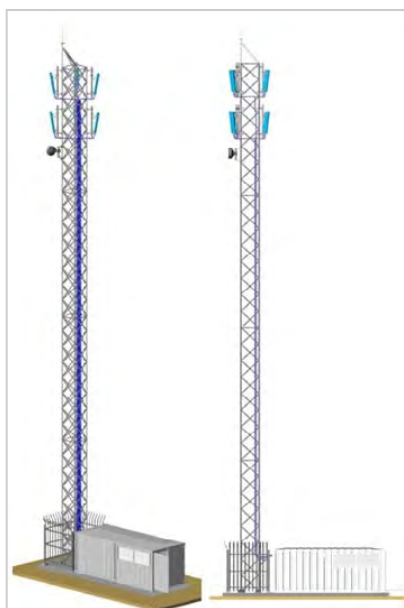
How does CIAB achieve this?



Quite simply, CIAB is a specially designed container which houses a site kit, comprising of all the components required for a cell site (excluding the BTS equipment).

The container itself is designed to be converted into the equipment room and generator housing.

This solution can be mounted onto pre-installed foundations, or via utilising non-ground



penetrating foundations blocks, for even quicker installation. Depending on the installation technique applied, the site can be constructed in anything from 3 days to a week.

These site kits are packed in a controlled environment at the factory, hence, costly site logistics, warehousing and site construction management is removed. Instead, a production line environment utilising JIT management of all components means your 'site' leaves the factory complete, ready for installation, and is delivered directly to the desired location.

CIAB can come in a number of



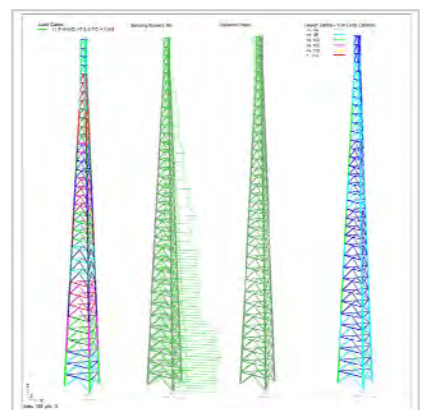
standard configurations; however, within reason, we are able to adjust to suit most specific requirements.

Typically a site kit will comprise of:

Steel Structure, Tower Paint, ACWL, Antenna Brackets, Outdoor Gantry, Earthing, Air-conditioning Units, Lights, Sockets, Electrical Cabling, Alarms, MDB, 19" Rack, Internal Cable Tray, Fire Extinguishers, Cable Entry Gland, Doors, Rain Cover, Vents, Anti-Static Floor Tiles, Feeder Cable, Cable Clamps, Feeder Earthing Kits, Generator, Fuel Tank, ATS, All Fittings and Fixtures.

9. Telecom Structures

Neonworx provides a range of standard designs around commonly used loading configurations. These structures include self supporting towers, guyed masts, monopoles and rooftop installations. All solutions can be easily adapted to suit various loading





conditions, be it actual antenna loading or wind loading. If your parameters are outside our standard configurations then Neonworx's engineering team are able to design to suit your particular specifications.

Further to structure supply, Neonworx's strong engineering background gives an ability to offer a wide range of engineering services to derive solutions for differing environments. These services include structural analysis, bespoke solutions, structural upgrading, site co-sharing solutions and drawing packages tailored specifically to customer requirements.

10. Stealth Solutions (Environmental)

There is awareness within the public regarding the increase in self supporting telecom structures and cluttered



rooftops; indeed, in some countries regulations are enforced to reduce the effects of such installations. Whilst it is not possible to make all installations invisible to the eye, Neonworx have recognised the growing need for low visual impact solutions. Neonworx have a range of solutions such as a low visual parapet mounting, false wall panels, chimneys, low impact slim monopoles, palm trees, street lamps and many more.

As well as the standard structures Neonworx recognise the need for bespoke designs due to differences in the environments in which they are situated. Neonworx is therefore able to produce solutions ideal for your particular location.



11. Equipment Shelters

Neonworx has established partners with whom it is possible to provide equipment shelters to customer's particular specifications. Whether it is a 'knock-down' flat packed sandwich panel type shelter, or whether it is a rigid steel container type, Neonworx has a solution.

Shelters can be provided complete with all electrical equipment (air-conditioning units etc.) as required.

Integrated shelters combining guard rooms and generator housing offer some very



effective solutions, when compared to traditional brick type constructions. Such



solutions are quicker to install and their versatility means they can be utilised in many different environments. When coupled with energy saving air-conditioners, for example, the product then also starts to reduce ongoing OPEX costs.

The advantages of utilising Neonworx to provide such products can be a reduction in management overhead and logistics / warehousing.



supply in bulk or mixed with other components as a unique site kit.

Summary

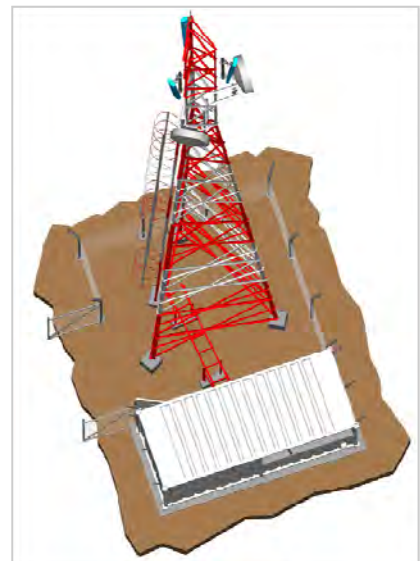
Whether you are looking for a full turnkey solution or a combination of various modules, Neonworx is able to provide a professional package to suit your specification requirements.



12. Accessories

Neonworx also provide a range of installation components that are frequently used on sites. Such components include cable clamps, cable ties, angle adapters, cable glands, buss bars, feeder earthing kits, etc.

When reviewing site requirements Neonworx are able provide such components from approved and cost effective sources, and can



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