



camusat

The Network Developer



Design, build, manage and power your
telecom infrastructures with Camusat...

aktiv[↑]co

... and outsource your telecom
infrastructures through our dedicated
investment company

CAMUSAT
GROUP

A leading telecom service provider.

The Camusat Group introduces telecom infrastructures outsourcing services and takes your network to the next level by offering turnkey solutions with a team of experts able to design, build, power and manage your infrastructures anywhere in the world.





excelling in

5

business lines



operating in

35+

territories



over

2,900

direct
employees



generating

180m€

of turnover
(2018)




success story

40+

years

GROUP OVERVIEW

In the fast evolving world of telecommunications, Camusat Group is at the **forefront of innovation** to address its clients' challenges. We strongly believe that **diversity is the key to our success**: nothing would be possible without the diversity of cultures, the individual richness of our people and their know-how.



HEADQUARTER IN FRANCE
INTERNATIONAL COVERAGE
(35+ territories)

**2018 figures*

OUR GLOBAL FOOTPRINT

Our team has grown to more than **2,900** direct employees:

|  | AFRICA & INDIAN OCEAN | MIDDLE EAST & ASIA | CALA | EASTERN EUROPE | FRANCE & TERRITORIES | PACIFIC |
|--|--------------------------|-----------------------|------|-------------------|-------------------------|---------|
|  | 1510 | 731 | 310 | 219 | 134 | 21 |

37%
Telecom Site
Construction
& Installation



12%
Power Systems
& Renewable
Energies



7%
Fixed & Fiber
Optic
Networks



35%
Managed
Services,
Maintenance &
Operations



9%
Equipment
installation &
Commissioning



* Turnover distribution - 2017 figures

CAMUSAT ACTIVITIES

We take every necessary steps to provide **quality telecom network** infrastructure and technology. Our powerful and innovative in-house resources accomplish a **wide range of services**, worldwide.

YOUR INFRASTRUCTURE AS A SERVICE



ZERO CAPEX
over contract duration



OPEX DECREASE
EBITDA improvement



**FINANCING
SECURED**



**NETWORK
PERFORMANCE**



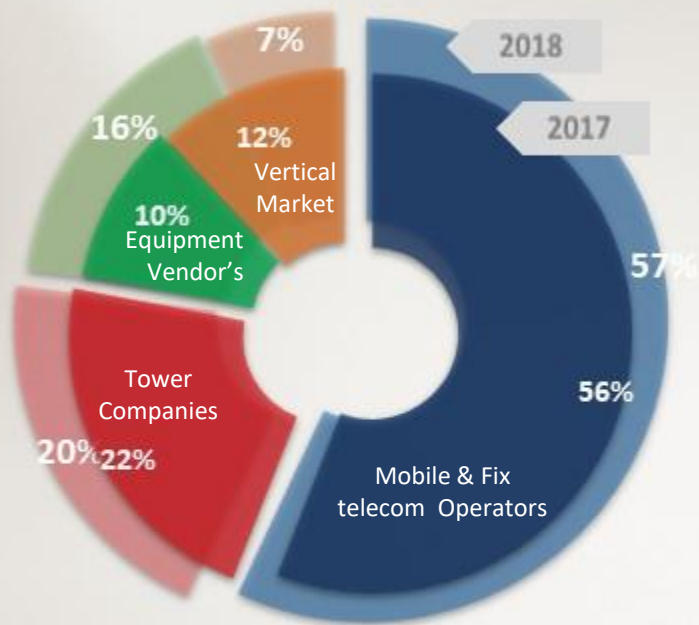
**ENVIRONMENT
PROTECTION**



AKTIVCO
ACTIVITY

Our dedicated **investment vehicle** along with our worldwide **operational capacities** answer **telecom companies'** need to outsource their infrastructure while improving their service quality. Today we are operating **over 2,000 telecom sites under the ESCO model** and **over 500 TowerCo sites** are being implemented.

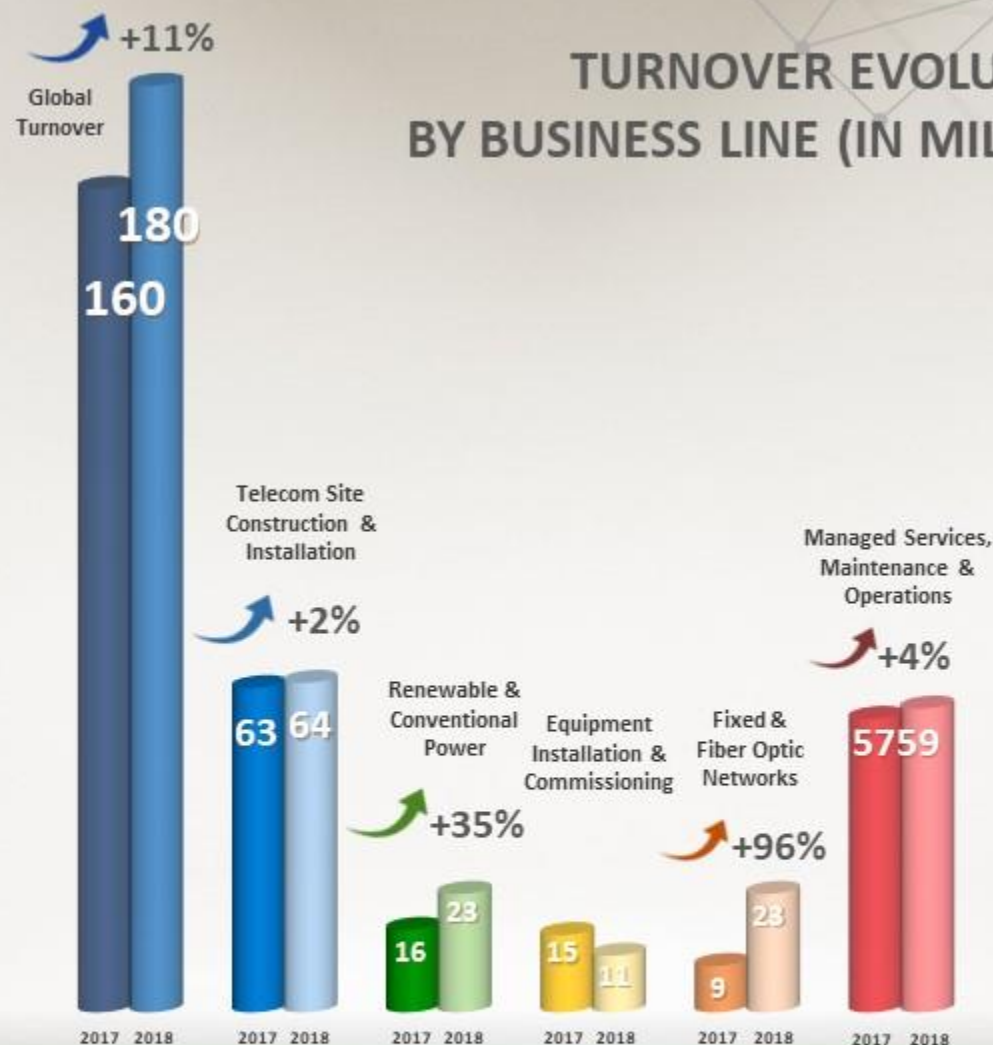
TURNOVER EVOLUTION PER TYPE OF CLIENT (IN %)



OUR CUSTOMERS

We are proud to work for a **diversified customers portfolio**, both geographically and by industry sector.

TURNOVER EVOLUTION BY BUSINESS LINE (IN MILLIONS OF €)



OUR RESULTS

With a 2018 net revenue of 180m€, we are one of the world's leading **telecom services provider**. Our objective is to accelerate our core business while **addressing tomorrow's challenges** to drive sustainable and profitable growth.

CAMUSAT ROMANIA

- MAIN FIGURES -

PROFILE



SINCE

1997



EMPLOYEES

214



HQ

BUCHAREST

FIGURES



2017
TURNOVER

28M€

2018
TURNOVER

47.5M€

CLIENTS



BUSINESS LINES



ACHIEVEMENTS

1500+

Turnkey towers installed



Solution installed

2000+

Sites under maintenance



CERTIFICATIONS / ISO



FACILITIES



9 Logistics points



9290+ Sqm of warehouse



80 vehicles

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