

South Sudan Summit

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Quality Health Safety Environment



Introduction to Aggreko

- The world leader in temporary power generation services
- The world's largest fleet with a capacity of close to 7GW
- Almost 50 years global experience in power rental business
- Strong network of over 148 locations in 34 countries
- 3,800 highly skilled and experienced personnel
- Aggreko plc is listed on the London Stock Exchange and is a member of the FTSE-100 index



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Aggreko in Africa

- 16 years in Africa
- 2 Service Centres in South Africa (Johannesburg and Durban)
- SRC in Kenya (Embakasi)
- Offices in Nigeria and Angola
- 85% of our African workforce have been recruited locally in Africa
- Intense training program introduced in order to ensure projects are staffed with local employees
- 32,848 hours of training to date



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Power requirements for the World Cup™

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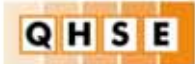
- ❑ **70 MVA power package**
 - 28 MVA for the broadcasting of the tournament worldwide
 - 42 MVA for the power supply at the 10 stadium
- ❑ **253 generators** to the 10 stadiums and International Broadcast center



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Soccer City, Johannesburg



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Durban Stadium, Durban

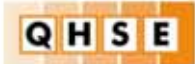


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Managing Peak Demand with additional interim Power in Africa



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The Power Situation in Africa

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- **Demand continues to grow**

- Annual average consumption growth 2000 – 2006: 5-7%

source: EIA / World Bank

- **Supply is growing far more slowly**

- Annual average capacity growth 2000 – 2006: 2%

source: EIA / World Bank

- **African manufacturing enterprises report power outages on an average of 56 days a year**

source: World Bank

- **Lowest Electrification rates globally**

- World Average 70%
- Africa 23%

source: World Bank

- **Poor Electricity transmission and distribution network**

- More than 10% is wasted

source: GBI research



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The Benefits of Interim Power Solutions

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❑ Quick Solution

- Can be mobilized, installed and operational in a short period of time (3-6 weeks)

❑ No Capital Expenditure

- Pay-as-you-go basis no large capital investment required

❑ Flexible power supply

- Power supply can be tailored to the requirements of each location
 - ✓ Capacity, voltage or redundancy cover
 - ✓ Parallel with the grid or in island mode

❑ Easy synchronization with the grid



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Major causes of power shortages

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- ❑ Drought
- ❑ Higher than expected growth
- ❑ Conflict
- ❑ High oil prices

source: GBI research



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Emergency base load power – Kenya

Situation:

Hydro generation in Kenya had reduced significantly due to prolonged drought in the region.

At the same time, demand for power was approaching record levels and without additional generation support, the state utility would have been unable to maintain supplies in the country



Aggreko Solution:

Aggreko supplied, installed and commissioned a 100MW temporary power plant. Aggreko solution helped stabilize the grid and provided additional energy to support the local industry.



40 MW gas power plant – Tanzania

Situation:

Reduced water levels causing
hydropower shortfall

Power rationing introduced



Aggreko solution:

Aggreko won an order to supply 40 MW gas power package to counter the shortage.

20 MW of equipment air-freighted to make power available quickly.

Aggreko provides environmental & cost benefits with gas solution energy to support the local industry.





Fast-track reliable power – an important element of the energy mix for governments and utilities



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“Bridging the Gap”

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- Not a permanent solution
- However while renewable and large power projects are waiting for finance Aggreko can provide temporary power to sustain GDP growth and ensure the economy continues developing...
- ... Making financial support more accessible.



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Supplementing the grid - Angola

Situation:

Inhabitants of Cabinda were facing daily power cuts due to a unreliable grid power and permanent solution not due online until 2012.

Aggreko Solution:

Aggreko initially supplied, installed and commissioned a 15 MW temporary diesel power plant building up to 45 MW diesel power across 10 different locations.

2009, at the client's request Aggreko converted diesel power plant into gas solution to deliver considerable cost and environmental benefits.



15 MW Diesel Power



20 MW Gas Power



Supplementing Generation, Senegal

Situation:

Steep rise in power demand due to GDP growth.

Generation capacity inadequate to cater to demand growth.

Quick short term solution needed to address the power shortage.



Solution:

Aggreko contracted to supply 40 MW, 30 kV temporary power station.

Turnkey solution provided, including supply of equipment, management of logistics, operation & maintenance.

Aggreko Package eased power constraints in the region by supplementing the grid supply.



Aggreko Temporary Power Solutions

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- Fast response and rapid mobilization of equipment
- Flexible and cost effective solutions
- Highly reliable equipment which is proven for performance
- Safe and secure power systems
- Turnkey approach
- 24/7 support on site
- Worldwide operations



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When to use Aggreko and how can we help?

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- ❑ To solve immediate or Peak Demand
- ❑ To “bridge the gap” before permanent power arrives
- ❑ To manage the natural variability of hydro and other renewables
- ❑ To maintain supply during scheduled maintenance or breakdown of permanent plant



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Outlook for temporary power in Africa

- **It is extremely hard for developing countries to increase their permanent power capacity in line with demand:-**
 - Transmission is as big a problem as generation
 - Old existing capacity – as soon as new supply comes on line, existing capacity often goes off line
 - Difficulties in arranging financing
 - Strong demand for power generation equipment
 - Environmental concerns with permanent solutions
 - Tortuous processes to secure financing
 - Changing political priorities and competing internal interests
- **And this makes Aggreko's temporary power a compelling proposition**

