ADVANCED COMMUNICATIONS & ELECTRONIC SYSTEMS
(A Subsidiary of Sumitomo Corporation)
ACES is a closed joint stock company registered in the Kingdom of Saudi Arabia in Riyadh under commercial registration number 1010134746 issued in Riyadh on 22/10/1415 Hijri corresponding to 22/1/1995. ACES is engaged in providing telecom and power services within the kingdom and neighboring GCC.

Vision
ACES vision is to continue to grow in the telecom services business and expand its service offering to include the fast growing Energy, Security and Transport sectors in the Kingdom of Saudi Arabia. ACES is well positioned to take advantage of the market growth through its sound coverage across the Kingdom and broad portfolio of product and services.

Mission
• Comply with International Heath, Safety and Environment standards.
• Strictly follow ISO Quality Standards.
• Diversify Technical profile by Introducing Innovative, Economical and Efficient solutions to our customers.
• Strictly Follow Saudization, Nitaqat program and Saudi Labor Laws.
• Create local employment opportunities.
• Reduce projects cost, optimize durations, enhance quality and increase profits by adapting professional project management practices.
• Adapt corporate governance on our way from closed joint stock company to a public listed company.
• Continue Sustainable profitable growth.

Introduction
Advanced Communications and Electronics Systems Co. Ltd. is an ISO certified leading Telecom, ICT and Power – Grade A EPC Contractor and a System Integration Company. Our profile includes Data Centers, Wireless Networks, Critical communication Networks, GSM/CDMA/TETRA/LTE, In Building Solutions, Software Development, VAS, Security Systems, Power Solutions, Pre Cast Civil Solutions, Communication Civil Works, Microwave Communication, Fiber & Copper Networks, Broadcasting, Telephony, Operations & Maintenance, Batteries, Generators, Switch Gears, Solar & Wind Power Solutions, Consultancy and many more.

Classification as Class 1 contracting company, ACES has been successfully working for Telecom, OIL & GAS, Utility companies, Government and Education sectors for over 18 years and has been ranked 8th in SFG in 2010.

Majority of ACES projects are turnkey solutions that include design, supply and installation of telecom and power products. ACES also provides managed services that typically include comprehensive maintenance and upgrade services in relation to telecom sites of major telecom operators.

Clients are traditionally sourced from four channels: national telecom operators in the region, global telecom service providers, energy companies and government projects.

ACES consist of more than 1,150 professionals with more than 4 regional and 21 operational offices with warehousing facilities across the Kingdom. The country-wide network is particularly important and allows ACES to effectively cater to national telecom operators in Saudi Arabia.
About Sumitomo Corporation

Sumitomo is a 400 years old 1.3 trillion USD Japanese business group. Their business verticals include Telecom, Media and Electronics, Chemicals, Steel, Mining and Heavy industries. Besides being part of 400 years old Sumitomo Group of Companies, Sumitomo Corporation is also a multinational investment company and an EPC Contractor in Kingdom of Saudi Arabia.

Sumitomo prefers ACES as a system integrator for its mega projects in the region resulting several opportunities for ACES. They not only compliment ACES with their international reputation, partners, expertise, vision and experience, but also support ACES by assuring end customer of their full support to ACES for any mega projects in the region.

Technically ACES is divided into following departments

- Civil Department
- Electromechanical Department
- Telecom Department
  - RF Outdoor
  - RF Indoor
  - Microwave
  - Operations & Maintenance
  - Fiber Optics
  - Security Systems
- ICT Department
- R&D Department
Dr. Akram Aburas, the CEO of Advanced Communications Electronics Systems (ACES) believes that KSA's telecommunications market in all its varied forms is one of the most advanced in the world. That only goes some way to explaining the desire of its numerous international partners to team up with his company.

The 44-year old Aburas heads an organization achieving scale through mastery of an array of different types of telecommunication and infrastructure services. Their work is in fields as diverse as information centers, wireless networks, security systems, fiber optic networks and programs for wind and solar energy. With over 1,000 employees and an annual turnover in excess of $65 million, the company has risen to become the leading telecommunication contracting company in Saudi Arabia.

There are a number of potential areas for growth which Aburas identifies, among them what he calls mission critical communications infrastructure, railways and airports. Aburas argues that it would be unwise to limit the company's ambitions by sticking to the Saudi market, and given the expertise and experience of its growing workforce, it seems inevitable that ACES will look to branch out into the rest of the Gulf States as well as North Africa and the wider Middle East.

The company does not hesitate to participate in international seminars when the opportunity arises, helping its staff and industry partners to become familiar with global developments, while raising the company's profile. Despite being in an industry traditionally in thrall to long experience, as one of the cohort of younger business leaders in the region it is not too surprising to hear Aburas speak about the company's attitude to social and environmental responsibility. He says that as the company goes forward it will look to remain successful while focusing on the environmental, social and economic growth of the region.
Management Team

Key management has a combined tenure of more than 30 years. Management not only provides extensive experience, but also has a healthy age mix which is expected not to create significant disruption upon retirement of respective management members.

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### Selected management biography

<table>
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<tr>
<th>Name</th>
<th>Present Position</th>
<th>Qualifications</th>
<th>Experience</th>
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| Dr. Akram Aburas| Chief Executive Officer & shareholder | PhD Electrical Engineering, University of Bradford, 2012 | • Worked with Al-Owja group between 1993-1994  
• To date Mr. Akram is a member of the following organizations:  
  - ETA KAPPA NU Electrical Engineering Honor Society.  
  - Golden Key National Honor Society, USA  
  - PMI Project Management Institute  
  - Board member Saudi Telecommunication Society STS |
| Dr. Khalid Al Mashouq | Chief Technical Officer | PhD Electrical Engineering, University of Southern California USC, 1991 | • Dr. Khalid is also an Professor for Electrical Engineering Dept. in King Saud University  
• Member of IEEE (Institute of Electric and Electronic Engineering) |
| Atef Aburas     | Chief Operations Officer | BSC-computer science and engineering, CSULA from USA, 1989 | • Co Founder of ACES with 23+ years of experience  
• Responsible for all projects from negotiation to completion  
• Member of Institute to Electronic and Electrical Engineering and also member of STS Organization. for Engineers  
• GLP (Global Leadership Program) by ‘sumitomo’, Tokyo nov. 2011  
• STC member  
• IEEE member 15+ years  
• GPT International award including STC, MOBILY |
Milestones & Awards

1995 - ACES established
ACES was established as a telecom services business focusing on supplying batteries and industrial generators to key telecom players in Saudi Arabia.

2005 - Sumitomo Corp. Acquired 22%
In 2005, Japan’s leading industrial giant Sumitomo Corporation acquired a 22% stake in ACES.

2007 - Classified as Class 1 Contractor
ACES achieved Class 1 contractor classification allowing ACES to bid for any large size projects within the Kingdom.

2009 - Global Telecom Business Award (GTB)
The GTB Innovation Award is designed to honour innovative projects involving telecom operators and service providers around the world working in association with their vendors and suppliers. In 2009, ACES was awarded the prestigious Indoor services innovation award.

2009 - Ranked 28th by SAGIA Among Saudi Fast Growth
ACES was ranked 28th amongst 100 of the fastest growing companies by sales in Saudi Arabia.

2010 - Ranked 9th by SAGIA Among Saudi Fast Growth
ACES achieved a rank among top 9 fastest growing companies in complete Arab world.

2012 - Closed Joint Stock & Arab 500
ACES successfully converted from LLC to Closed Joint Stock Company in 2012. Also, it continues to be among Arab 500 fastest growing companies.
As a global Technology company, ACES offers innovative solutions on Billing Solutions, Fraud Management, Value Added Services, WiFi, Smart Solutions, Data Center, OSS/BSS, Technology Support, Remote Infrastructure Management (RIMS), Application Development, Network Services, Call Centers, IP Telephony, Security Solutions, Inventory Management Solutions, RFID Solutions and Support Services. The company’s path breaking innovations solutions and IPs (Intellectual Properties) of their peerless partners are being used by organizations globally, in lowering their operating costs, enhancing productivity and driving value for their customers.

The company follows a support-centric model for all services, and is committed to providing services that are structured and aligned to the customer’s business objectives, ensuring enhanced ROI from IT investments. This focused approach and comprehensive suite of services makes Aces a partner of choice for customers across the globe.

kindly check our ICT Department e-brochure for more details..
ICT Department Core Competencies

Our Core Functions @ ICT DEPARTMENT

- Communications & Connectivity
- Value Added Services
- Software Applications
- OSS/BSS
- Broadcasting and IPTV
- Consultancy
- Security Systems
- Network Infrastructure
- Data Centers
- Specialized Labs
- Smart Solutions
- Call Centers
- Research & Development
- Operations & Maintenance

- Proactive R&D - Cutting edge and Future-proof Technologies
- Consultation and Planning - Identify and Design Customized Solutions
- Professional Expertise - Scalable & Integrated Solutions
- Rapid End to End Deployment - Effective ROI
- Partnership with Industry Leaders - Worldwide Proven Expertise
- Complete Spectrum of IM Activities - Reliable Managed Services
- Experienced and Certified Local Teams - Quality and Commitment
ICT Department Customers & Partners

Strategic Clients:

- Private Sector
- Government Sector
- Education
- Hospitals
The Civil Department of ACES has played a pivotal role in ACES emerging as an advanced engineering company in the region and its existence as a ‘Grade A’ Engineering Procurement & Construction (EPC) company.

Being led by industry veterans and seasoned engineers, the Civil Department of ACES continuously strives to provide innovative Products, Solutions & Services to our clients conforming to international quality standards. The department is having exceptional engineering design, project management, on site implementation and post implementation support services facilities that are spread across the kingdom of Saudi Arabia.

We have a successful track record of more than 18 years including Telecom operators, Government sector, Defense, Oil & Gas, Utility Companies and Other big customers in KSA and contribute to more than 30% of ACES total turnover.

kindly check our Civil Department e-brochure for more details..
• Kingdom wide operations capabilities
• 4 Regional offices & more than 8 branch offices in KSA
• More than 1000 professional resources
• Highly qualified project managers and site engineers
• Peerless international products with innovative and economical solutions
• Huge warehousing facilities filled with large quantity of Materials in our stocks
• Projects Integration Facilities in all regions in Saudi Arabia
• In house design engineering facility
• Full Turnkey system integrator
• Capable to execute projects across MENA region
• Local experience and capable to handle legal permissions from local authorities
Civil Department Services

Civil Department is fully equipped and having all facilities to implement projects across the kingdom. Utilizing more than 1000 professional resources of ACES, Civil Department in general offer Survey, Design, Delivery, Installation, Integration and O&M full turnkey services. Our services could be summarized as

**Services**

- Site Acquisition
- Site Survey
- Project Management
- RDS Products
- Turn-Key Projects including Civil, Architecture, Electrical and Mechanical
- Complete Solutions for Telecom Sites
- Towers – Supply, Design, Erection and Analysis
- Consultancy Works with International Firms
- Fiber Optics Civil Works
- Data Center – Design, Architecture, Civil and Electro-Mechanical Works
- Operations & Maintenance
- Research & Development
Civil Department Customers & Partners
ACES Co. is a ‘Grade A’ Engineering Procurement & Construction (EPC) company with an impressive track record of consistent growth. We have emerged as a strong EPC contractor in the Energy, Infrastructure as well as Engineering Services sectors in Saudi Arabia.

The Electro-Mechanical profile of ACES is being taken care by Electro-Mechanical Department of ACES where we continuously strive to provide appropriate Products, Solutions & Services to our clients conforming to international quality standards. The department is having design, implementation and support services facilities spread across the kingdom of Saudi Arabia.

For past 18 year the Electro-Mechanical Department of ACES has been successfully working with Telecom operators, Government sector, Defense, Oil & Gas, Utility Companies and Other big customers in KSA and contributes to 33% of company turnover.

kindly check our Electro Mechanical Department e-brochure for more details..
The Line of Business of ACES
Electromechanical Department
includes but not limited to

- Medium Voltage Transmission & Distribution.
- Electrical substations.
- Renewable Energy Solutions (Solar & Wind).
- Hybrid Power Solutions.
- Data Centre Electro Mechanical Infrastructure Design & Implementation as per UPTIME INSTITUTE's and BICSI Standard.
- Power System Design & Study using ETAP Design Software.
- Rectifier, Inverter and UPS solutions, including Installation, Testing & Commissioning and O&M.
- Complete range of Back up Batteries for Telecom, UPS & Nuclear Power applications.
- Operation & Maintenance.
Our References Includes

- OIL & GAS
- TELECOM OPERATORS
- UTILITY COMPANIES
- GOVERNMENT
- EDUCATION
- HEALTH
- DEFENSE
- AVIATION
- RAILWAYS
- NUCLEAR

Our Customers
EM Department Customers and Partners

Our Partners

[Logos of various companies]
At the Telecom Department, ACES offers a wide range of products and services dealing with RF In-Building Solutions, TETRA Solutions, Testing & Benchmarking Services, Quality of Service/Quality of Experience Measurement, RF Engineering Services, VHF-UFH Solutions, Integrated Security Solutions, CCTV, Fiber based security Solutions, Scanners and high tech industrial security solutions.

The Telecom Department of ACES has played a pivotal role in ACES emerging as an advanced engineering company in the region and its existence as a ‘Grade A’ Engineering Procurement & Construction (EPC) company.

With a successful track record of more than 18 years including Telecom operators, Government sector, Defense, Oil & Gas, Utility Companies and Other big customers in KSA, the telecom department contribute to more than 30% of ACES total turnover.

kindly check our Telecom Department e-brochure for more details..
Telecom Department Introduction and Highlights

Being led by industry veterans and seasoned engineers, the Telecom Department of ACES continuously strives to provide innovative Products, Solutions & Services to our clients conforming to international quality standards. The department is having exceptional engineering design, project management, on site implementation and post implementation support services facilities that are spread across the kingdom of Saudi Arabia.

Telecom Department Highlights and Products/Services

- **Products/Services**
  - RF - GSM/ 3G/UMTS, TETRA, Cell Enhancers and VHF/ UHF
  - Fibre and Copper - Structured Cabling Solutions
  - Transmission Solutions (Microwave, Fibre, VSAT and Laser)
  - Integrated Security Solutions including Fibre and CCTV Security Solutions
  - Testing & Benchmarking Services
  - Design, Consultancy and Operations & Maintenance Services

- **IBWave Certified Designing and ISO 9001-2008 Quality Certified**
- **In house Engineering Design and Consultancy capabilities**
- **Approved with Saudi Electricity Company for security projects along with several ongoing projects**
- **Capable of Full Turnkey RF Solution including Telecom, Civil and EM works.**
- **Peerless expertise in Testing & Benchmarking Services**
- **24 X 7 Operations & Maintenance Support all over KSA**
- **Screening of spares, Spare Parts Management and Helpdesk Facilities**
- **TETRA recent references includes**
  - ARAMCO TETRA kingdom wide network
  - SWCC TETRA for 7 major plants across kingdom
- **Telecom Operator references includes more than 1000 sites categorized as**
  - IBS – Projects for STC, Mobily, Zain, NSN and Motorola.
  - Microwave projects for
  - STC, ITC, Bayanat, Motorola, Government and many more
  - FTTX Projects
  - Cell Enhancers
  - Testing and Benchmarking
  - Many more....
Our References Includes

- OIL & GAS
- TELECOM OPERATORS
- UTILITY COMPANIES
- GOVERNMENT

- EDUCATION
- DEFENSE
- AVIATION
- RAILWAYS
ACES Head Office Address

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