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Empowering People with Community Power

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Ericsson's Millennium Village Commitment

- In partnership with our customers in Africa:
- Provide mobile communication and Internet in 12 village clusters in 12 countries
- Rollout GSM and 3G network infrastructure
- Deliver mobile phones and solar village chargers
- Develop and deliver key applications in
  - Healthcare
  - Education
  - Agriculture
  - Micro Finance & Small Business
  - Infrastructure and Power





E-Site® Case Study Results

- More than 12 months data
- E-site® configuration with FlexWind 6 and 2,4 kW Solar panels
- 90% reduction in Energy-related OPEX
- One diesel refill and maintenance visit per year

Consumed Power: 12,000 kWh/year
Est. Excess Power: 4,000 kWh/year



E-site® with FlexWind 6

Millennium Village with E-Site in Kenya









Simple Power Distribution – Use Case

Operator in Africa – CSR Project

- Power supply to a village
- Site power secured by installing breakers to ensure that BTS power was not compromised in high power load situations
- Handset docking station with 12 power outlets installed
- 6 Street lights illuminated in the Main market street
- Power installed in local church and Village chief's house





Simple Power Distribution – Use Case

The impact on the Community was significant

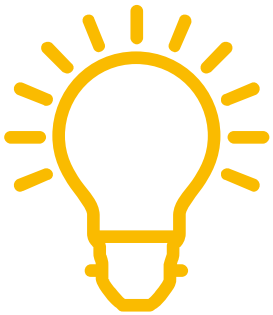
- No need to walk for 3 hours to charge handsets.
- Higher utilisation of the network increased revenues
- Local vendors remained open after sunset due to the Main street lighting
- Noticeable decrease in vandalism and theft at the community power site: An incentive for the local community to safeguard the site





Community Power Concept - Making It Practical

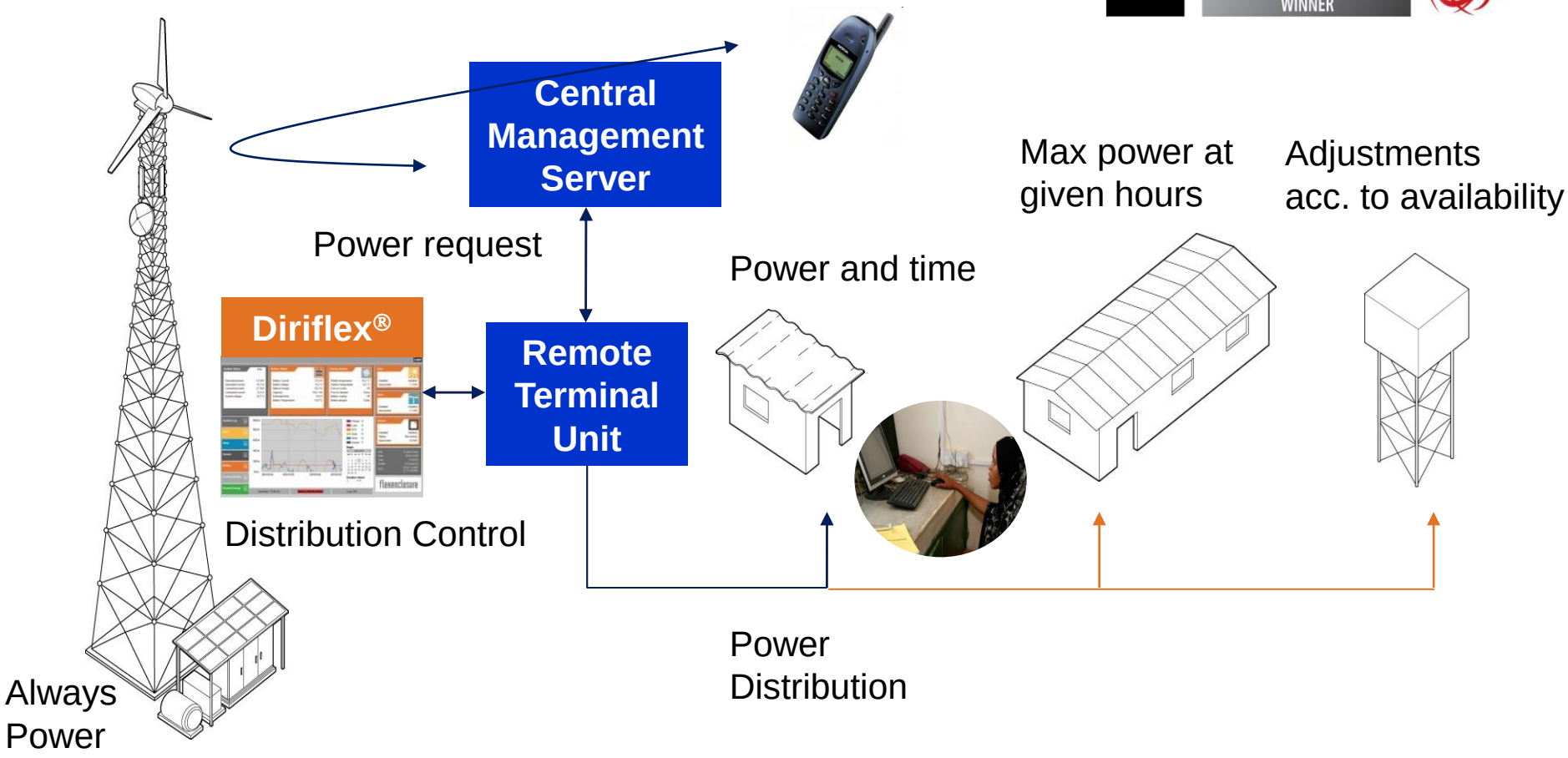
- Excess power generated at BTS sites can be made available to villages in close proximity
- Operators are able to charge for the power usage
- Standard mobile messaging and communication methods are used to enable a specific power outlet





Complete Community Power System

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Community Power Features

- User Access
  - Handset Independent
  - Real-time User Interface
  - Automatic Provisioning
  - Flexible Wallet System
  - User Notifications
- Billing & Charging
  - Vendor Agnostic
  - Customizable to Suit Operator
  - Supports Reseller Use Case
  - Dynamic Tariffs
- Configuration and Monitoring
  - Central Management Server
  - Smart Power Distribution
  - Priority Management
  - Reporting (status, utilization, carbon reduction, etc.)
  - Customer Service Integration
- Legacy Site Solution
- Business Models
  - Bundling Options
  - Partnering Options
  - Regulatory Requirements

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Business Models for Community Power

- There are several business models that need to be evaluated based on operator and country specific requirements.

Examples are:

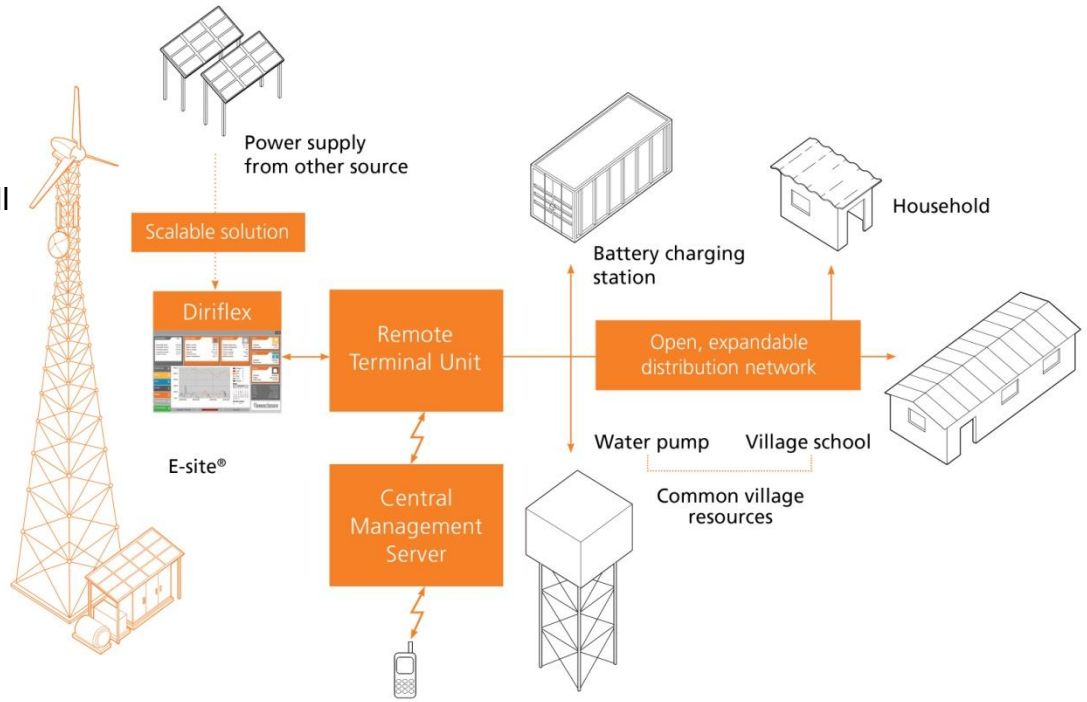
- Power credits or vouchers based on bundled voice and data usage
- Power based services managed and sold through potential 3rd party
- Direct sell of power (investigation required per country)
  - Power company get share of sales
  - Power company owns the power generating equipment
  - 3rd party owns the power generating equipment



➢ Our Community Power system can handle all business models

The Power of Evolution

- To Partner or Not To Partner?
- Standalone System Option Available
- Small Start, Big Vision
  - Simple Use Cases
    - Battery Charging, Lighting & Small Appliances
  - Medium Expansion
    - Community TV and Radio
    - Pumps, Clinics, Schools
  - Large Scale
    - Household and Business
    - Distributed Village Grids
  - National Integration
    - Integration into National / Existing Grids
    - Backup and Load Sharing



Summary

- Power Stimulates Growth
  - Start Today
  - Use Existing Sites
  - Start Small & Evolve
- Multiple Business Models
  - Choose the Right Partners
  - Communication and Power are Key Economic Drivers
- Deploy the Right Technology
  - Scalability
  - Flexibility
  - Ease of Use



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