Airtel Nigeria – Greening The Network

20 countries

across
Africa & Asia




Over 250 million customers

4th Largest Telecom Operator in the World

					(US$ billion)
1	China Mobile	683.08	11%	-	22.05
2	Vodafone Group	386.88	5%	-	13.92
3	América Móvil Group	251.83	7%	-	7.98
4	Bharti Airtel Group	250.04	13%	+1	3.04
5	Telefónica Group	243.51	7%	-1	11.40
6	China Unicom	219.25	21%	+1	4.95
7	VimpelCom Group [2]	205.05	7%	-1	4.58
8	Reliance Communications	154.60	8%	-	0.48
9	Telenor Group	152.74	24%	-	2.55
10	China Telecom	144.18	33%	+2	3.37
11	MTN Group	136.59	14%	-1	3.85
12	France Telecom Group	133.38	57%	+9	7.18
13	Telkomsel Group	117.24	15%	+2	1.43
14	Idea Cellular	117.16	23%	+3	1.00
15	Sistema Group [3]	114.51	3%	-4	2.54
16	Verizon Wireless	111.37	5%	-3	15.78

The only African Operator in the Top 10

airtel

Which transcends to Nigeria also

EXCELLENT NETWORK	Ranked as No. 1 network in Nigeria by NCC, with largest 3G network in Africa & presence in more than 150 towns & cities.
EXCELLENT CUSTOMER SERVICE	Awarded ‘Customer Friendly Operator of the Year’ & ‘Telecom Brand of the Year’
Developing NIGERIANS	Great development initiatives e.g. Adopting Schools pan Nigeria, Airtel Rising Stars, Leadership Development Programme with LBS, Multimedia education programmes to rural schools
LEADERS IN INNOVATION	We have changed the Telecoms Landscape in Nigeria!

airtel

Airtel Green Strategy and Initiatives

Significant investment in green initiatives

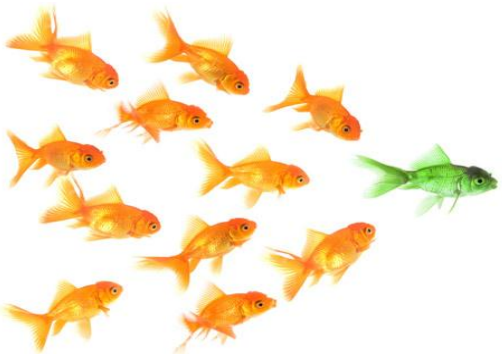
Solar

+

Hybrid

+

Maximize Grid

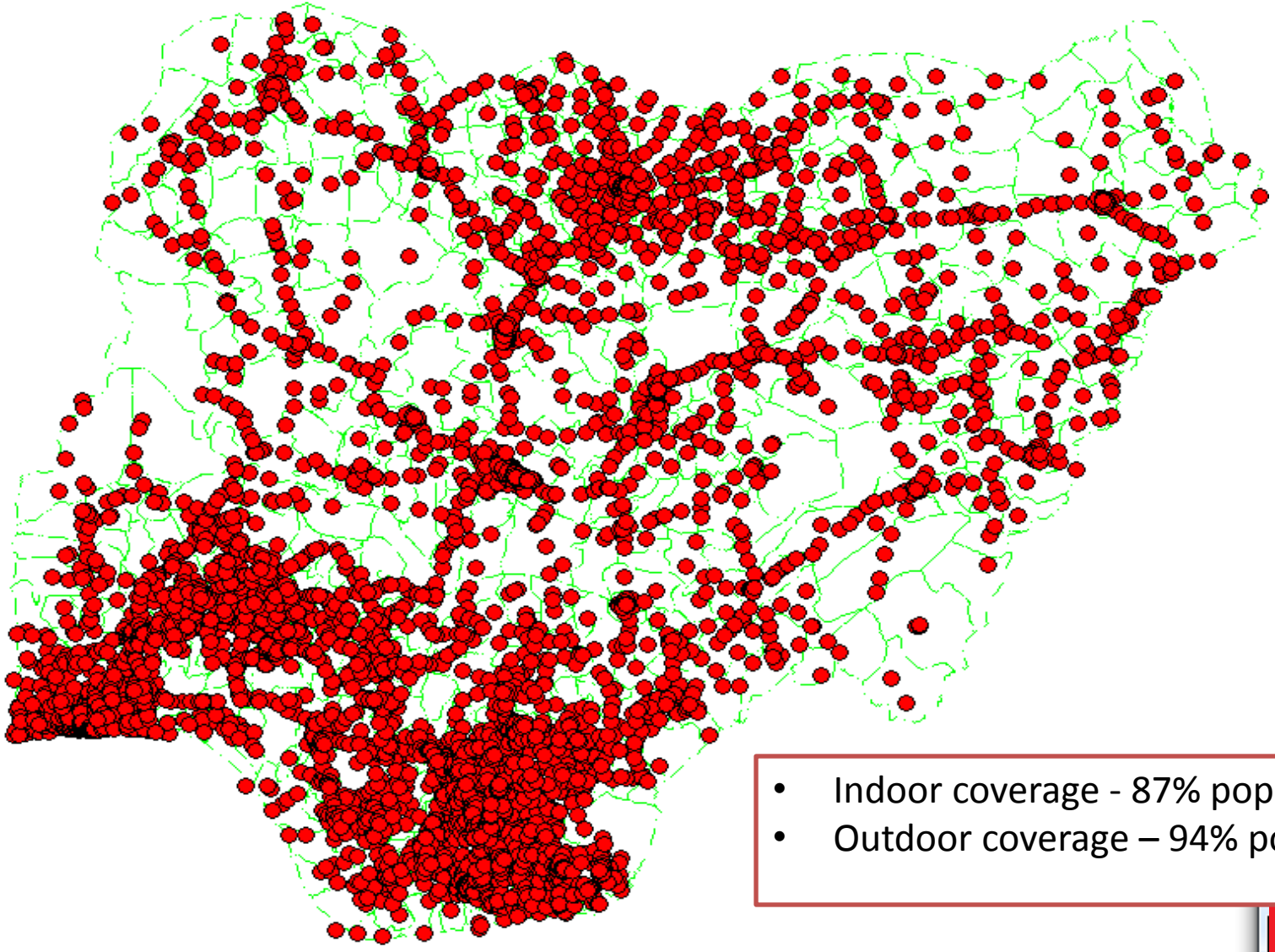


Be exceptional and lead the way

Leadership in incorporating green concepts

- Hybrid solution with deep discharge batteries
- Solar powered BTS stations
- Wind Turbine Installation
- Maximize Grid connectivity

Airtel Coverage Across Nigeria



- Indoor coverage - 87% population
- Outdoor coverage – 94% population

What we are doing at Airtel Nigeria

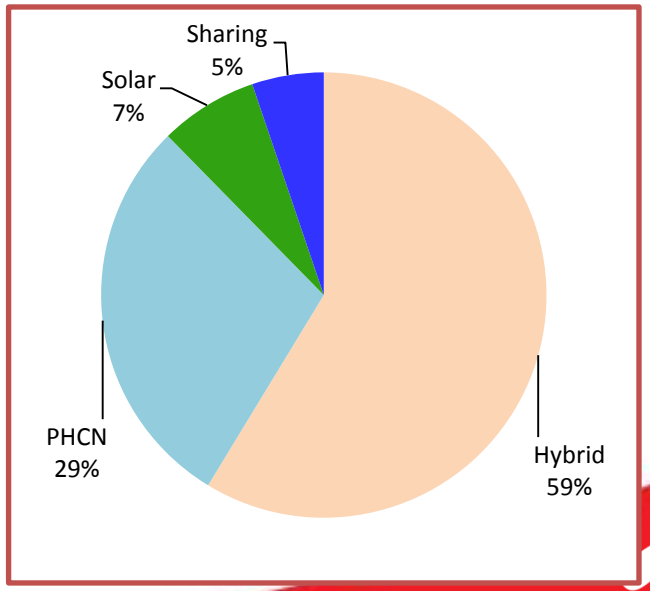
Reduce
- Energy Consumption
- Burning of fossil fuel
- Carbon footprint

Improve Network Availability

Every BTS Site should have at least one of these Key Energy Saving Projects

- **Solar**
- **Grid**
- **Hybrid**
- **Sharing**

Present distribution of Sites



airtel

Improving the Energy Efficiency – Actions on ground

Outdoor Sites	• Prefer outdoor sites to eliminate the air conditioner for cooling
Sharing	• Sharing of Passive infrastructure among the other operators to maximize the infra utilization
Solar	• Accelerate the installation of solar powered solutions to reduce the DG operation
BTS	• Installation of low Power consuming BTS equipment to reduce the demand
Strict adherence on PPM	• Carry out PPMs on time on power equipment • Arrest the leakages in shelters

airtel

What's coming in the way of success of green deployment

Factors leading to Very slow development of Eco-System

- No visible focus on local competence development
- Little involvement of OEMs in creating supply chain for spares
- Multiple product amalgamation and complexity of design
- High reliance on OEMs for trouble shooting



Slow but steady progress is seen

Eco System Development – Way Forward

- Upgrade skill set through training and development
- Retention of trained field maintenance staff
- Commitment on ensuring the success of the devices

Field Competence

- Develop local competence
- On the job training
- Involvement during installation and commissioning
- Take operational responsibility
- Availability of spares and trouble shooting support

OEM Support

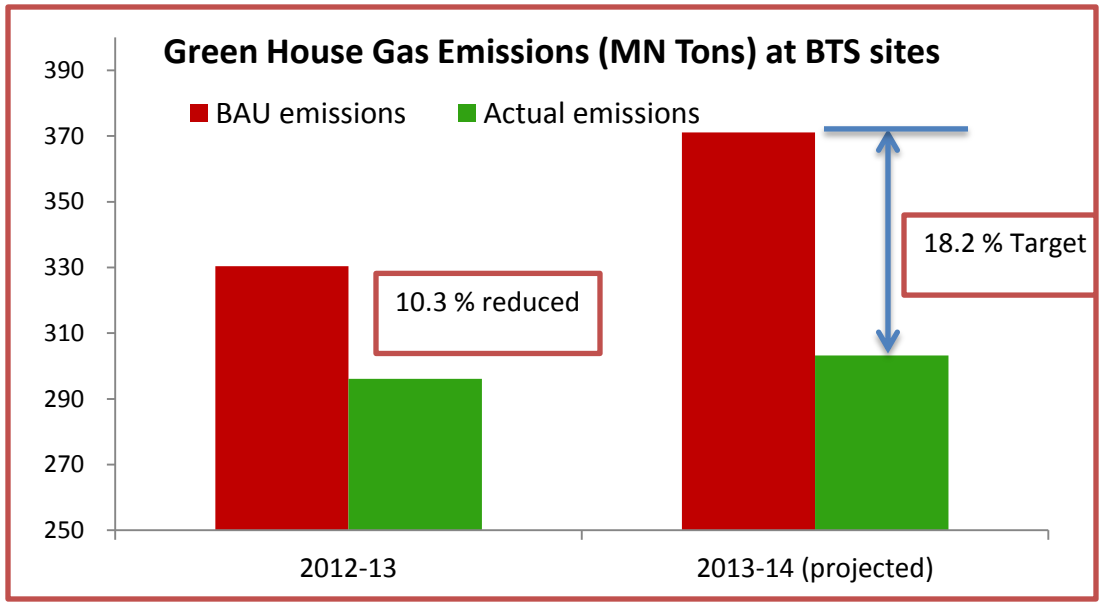
Regulatory & Government

- Institutionalize the curriculum on telecom power technologies
- Tax subsidies on green power technologies

Telecom Association

- Create a platform to share the learning and experience on telecom power technologies for mutual benefits
- Encourage passive sharing to maximize the utilization

Green Telecom Power revolution – Airtel Nigeria



Leadership in reduction of green house gas emissions through innovation.



Airtel is committed to green telecom power revolution and strives to be a leader

airtel