IFC International Finance Corporation World Bank Group

GSMA Green Power for Mobile

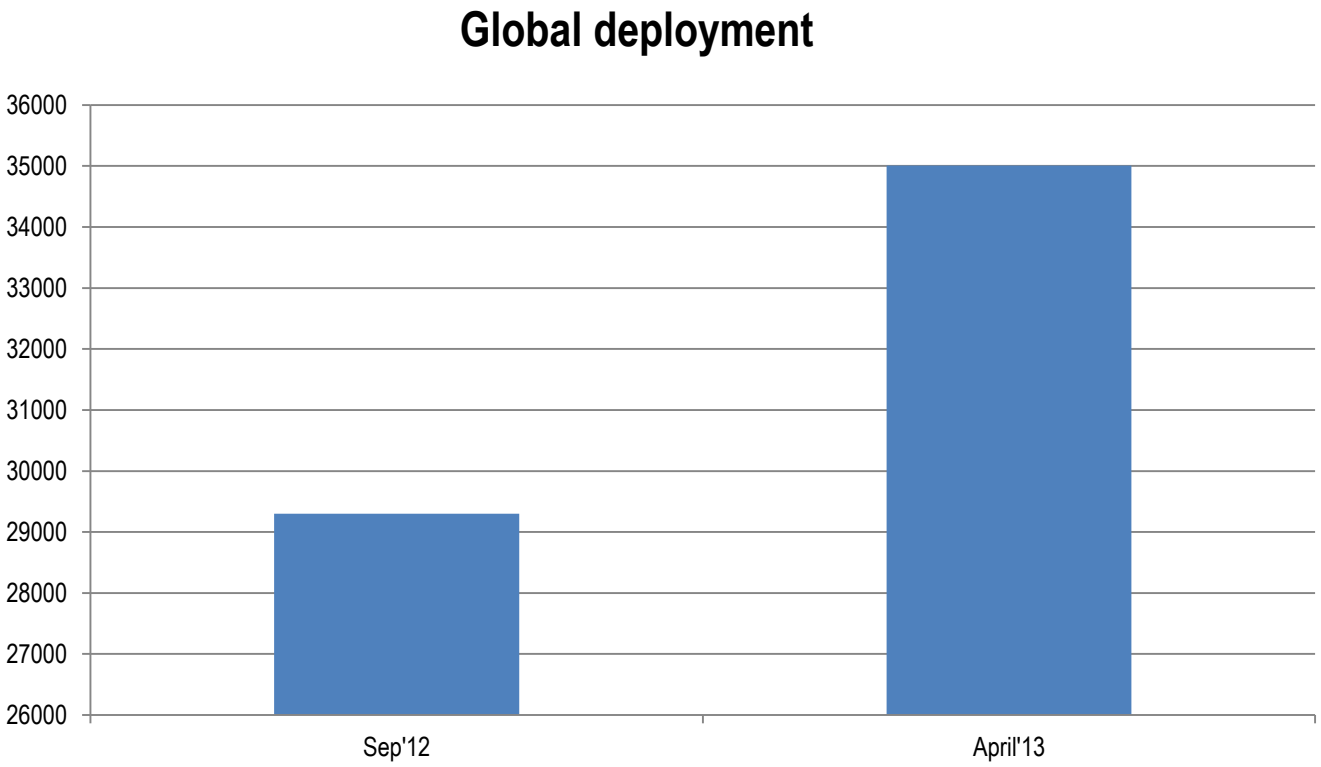
In partnership with Netherlands

vodafone

Overall India Telecom industry : Green solution aspect

4th June 2013

Global Progress



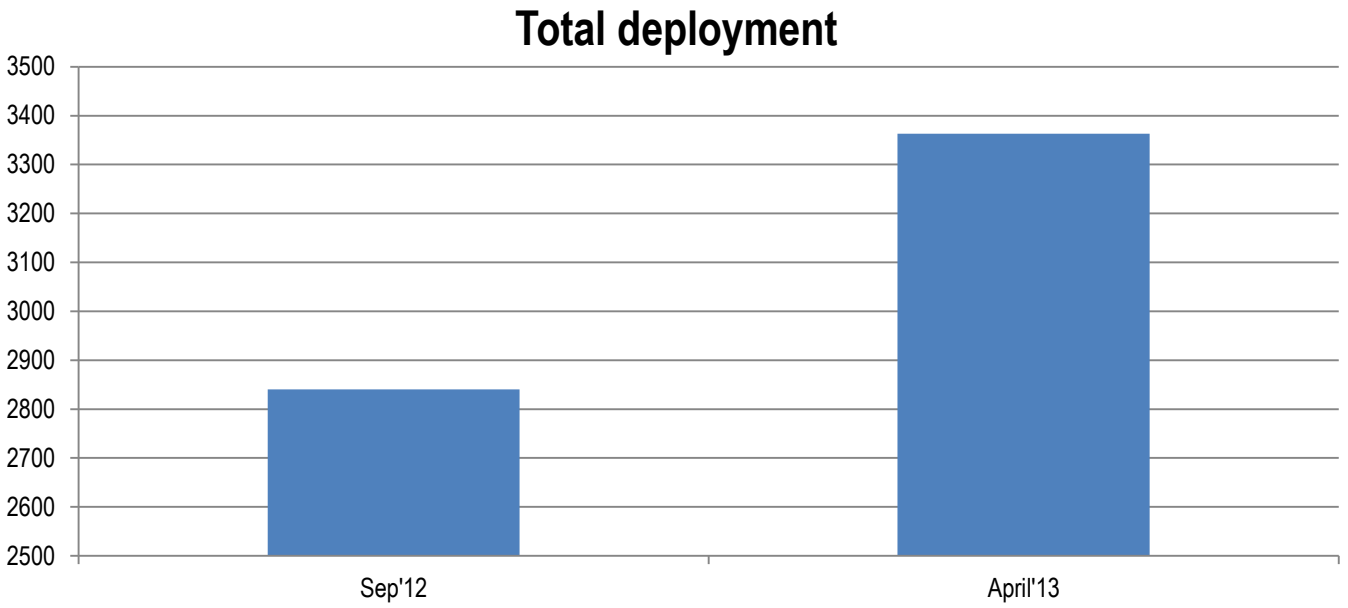
20% growth happened on green deployment globally in last 2 quarters

A significant growth happened in Asia. Africa is taking the 2nd lead.

Source: GPM deployment tracker

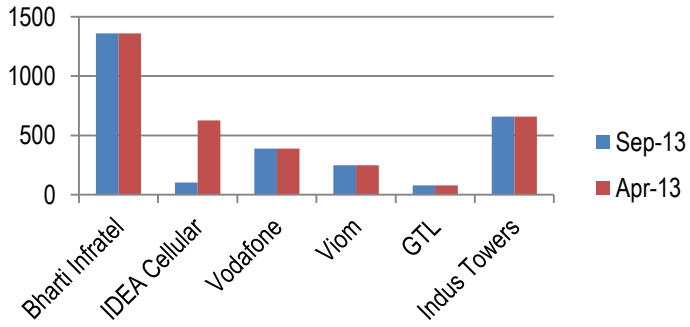
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Indian market progress



Progress of India in last 2 Quarters is good.

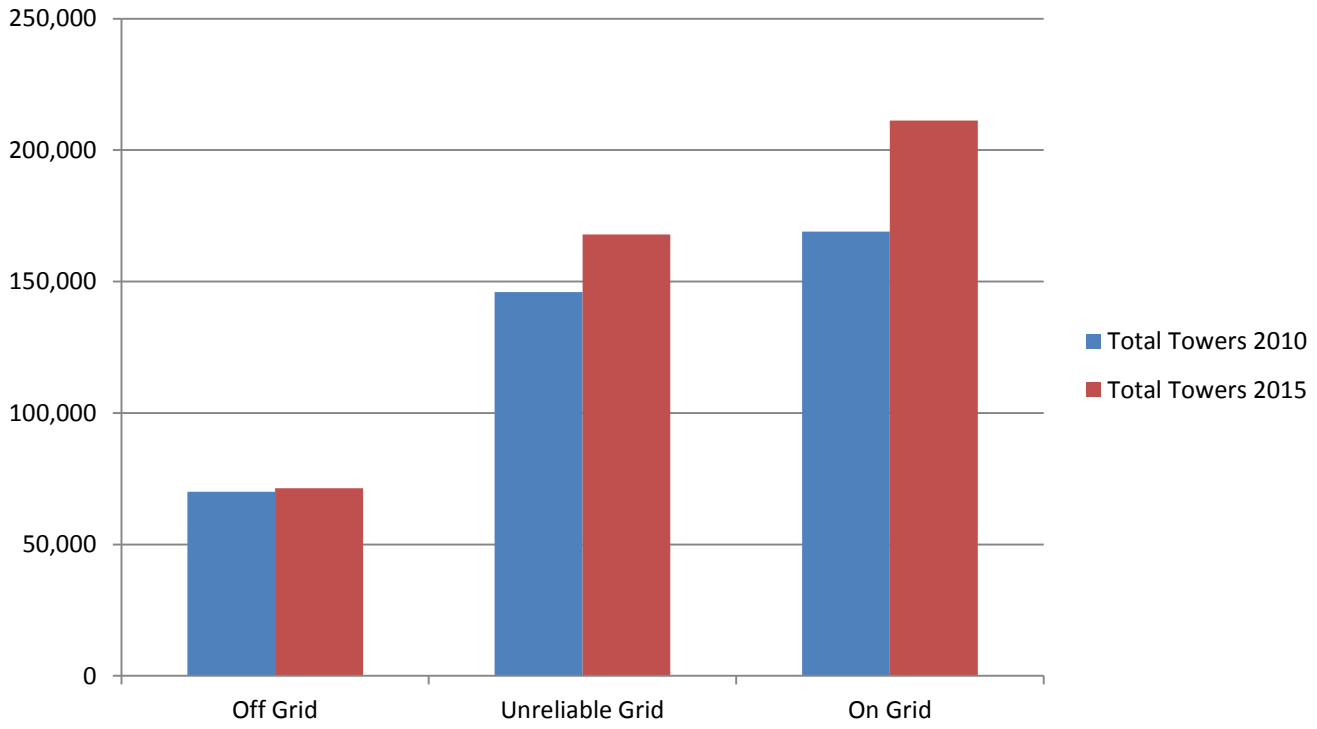
But a lot more to do..



Source: GPM deployment tracker

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Future forecast



- Network will keep expanding due to 3G, LTE and spectrum allocation
- More tower sharing will be happening among tower companies
- Grid power extension will be limited to semi-rural and semi-urban areas

Source: GPM India Market sizing report 2011

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CAPEX vs OPEX dilemma

- Why CAPEX model failed/fails?
- Why OPEX model failed/fails?

Are we able to manage the industry expectation?

Business sustainability is the key challenge that all stakeholders has to revisit

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What is business sustainability

CAPEX Model:

- Operator gets **efficient product** with **competitive solution price** to **reduce energy OPEX**
- Solution provider gets **competitive price** so that they can **continue innovating**
- Investors get confidence that they have **right investee**
- The **ROI is measureable** and can adapt the **current market** scenario

OPEX Model:

- Operator gets **competitive energy price** that can **reduce their energy OPEX**
- ESCO gets **competitive price** so that they can continue with their **business with profit**
- Investors get confidence that their investment is **secured with a fixed term**
- Every stakeholder puts their **skin into the game**

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What should be done

CAPEX Model:

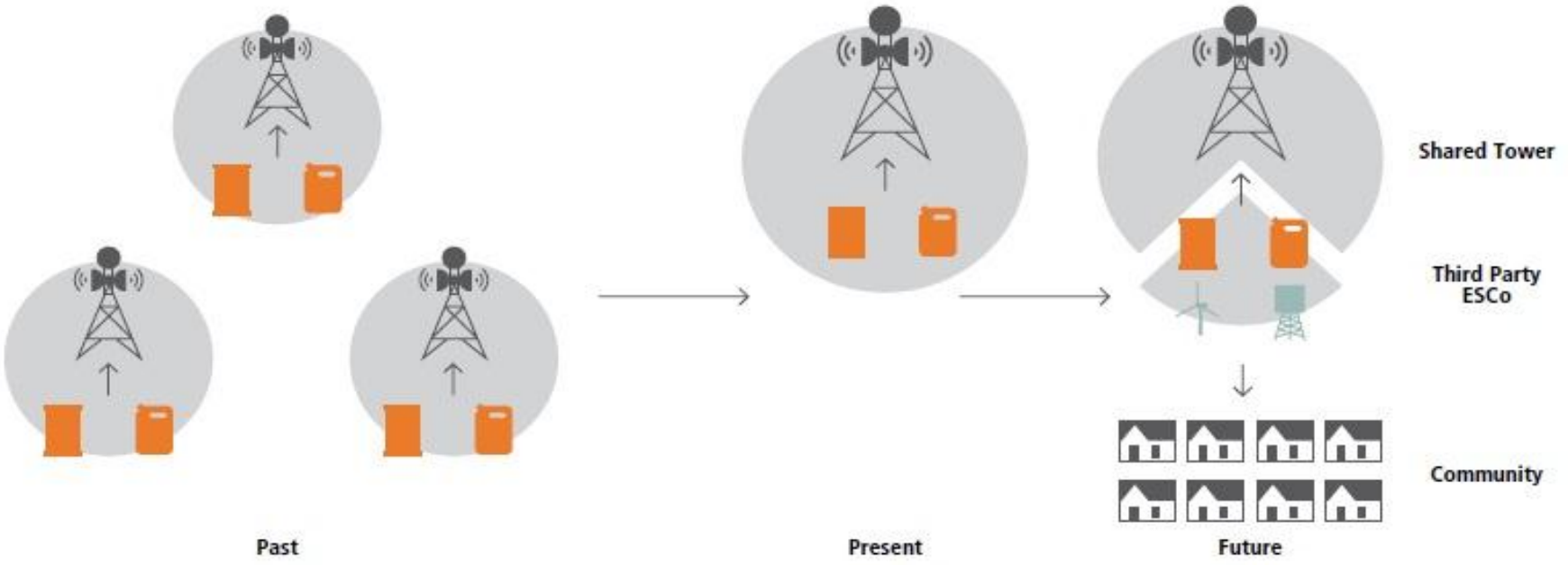
- Right Technology selection with right Dimension
- Right vendor/partner selection with product warranty and competitive price
- Give equal priority to CAPEX and OPEX model provider
- Don’t give any wrong message to System integrator community that they loose hope

OPEX Model:

- Price per kWh expectation should be reasonable
- Energy OPEX saving should be the key component, rather achieving pre-determined saving
- Going green should be the key driving force

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Future



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