

# Co-creating business with partners to achieve SDGs in Africa

**Akari Saeki**  
**Global Relations Department**  
**Global Business Unit**  
**NEC Corporation**

# UNIDO and NEC signed MOU on ICT solution for inclusive and sustainable industrial development (August 2019, TICAD7)



- ✓ Co-creation and global development of projects utilizing advanced ICT to further promote inclusive and sustainable industrial development—the mission of UNIDO—in developing countries and economies in transition.



- Mr. LI Yong /Director General of UNIDO, Mr. Kuniyoshi /Deputy Director General,
- Norihiko Ishiguro/Senior Executive Vice President of NEC, Toshiya Matsuki /Vice President of NEC

# NEC Hybrid Storage Solution is UNIDO ITPO Tokyo's STePP registered.

UNIDO ITPO Tokyo's

STePP

Sustainable Technology Promotion Platform

[http://www.unido.or.jp/en/technology\\_db/8602/](http://www.unido.or.jp/en/technology_db/8602/)

Aviation

Satellite

Submarine cable system

Manufacturing

Energy

Financial

Firefighting

Healthcare

Broadcasting

Logistics

Transportation

Retail

Education

Telecom

Government

# From the ocean floor to outer space

Providing extensive value to customers in a wide range of fields, all across the world

# NEC Corporation

Around **117,000** employees worldwide

About **USD 27.4 Billion** net sales

**289** consolidated subsidiaries

Headquarters: **Tokyo, Japan**

**123 years** of brand success

World's Top 100 **Most Innovative Organizations**

**Fortune Global 500** company



Chairman of the Board  
**Takashi Niino**



President & CEO  
**Takayuki Morita**

日本電気株式会社

\* Data as of March 31, 2022

# NEC in Africa

1<sup>st</sup> Business 1963  
in Ethiopia

Supplied in 53 Countries



- South Africa
- Nigeria
- Kenya

NEC XON Pty Ltd;  
Main hub for Sub-Saharan countries  
(Johannesburg, SA)

## ■ Past



Landline Exchange



Satellite  
Communication



Radio-TV Transmitter

## ■ Currently

Telecom



Infra for Mobile

Public Safety



Face Recognition

Smart Energy



Renewable Energy



Submarine  
Cable



Finger Recognition

# Problem



Resource: Polarium

# NEC Hybrid Storage Solution (HSS)

NEC HSS® Hybrid Storage Solution, developed by NEC Corporation and NEC XON, is a flexible, configurable and fully integrated turnkey solution with modular and scalable design that can be rapidly deployed to enable Telecommunications Operators and Tower Companies to reduce costs and increase plant efficiency.

Optimizing energy supply by saving more than **50%** of diesel generator fuel with NEC HSS



*NEC Hybrid Energy Battery Storage*







Environment

# Environmentally friendly energy supply

Hybrid Storage Solution | Enhanced off grid reliability with IOT intelligence

HSS system with Solar PV, Li-ion Battery and remote monitoring service enables stable, cost effective and green operation



- ✓ IOT monitoring
- ✓ Remotely configurable
- ✓ UNIDO registered



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO ITPO Tokyo's

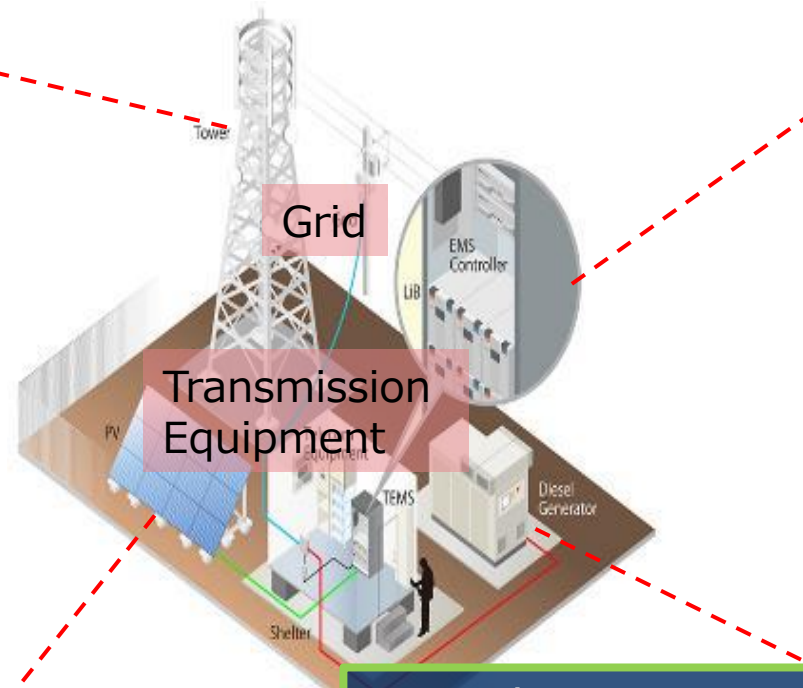
STePP  
Sustainable Technology Promotion Platform

# Smart Energy

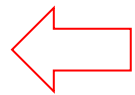
Renewable Energy Storage System for Base Station of Telecom Operator (30-40% Reduce OPEX)



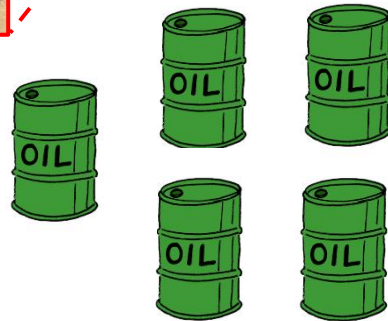
Tower



PV



Fuel Saving



Diesel Generator



# Before

## Africa Mobile Network Operator Base Tower Station



# 40 Liters



Diesel Generator



# After

## Africa Mobile Network Operator Base Tower Station



40 Liters



5.4 hours

18.4 Liters



# Market Opportunities

NEC is looking for Partners for African business activities.

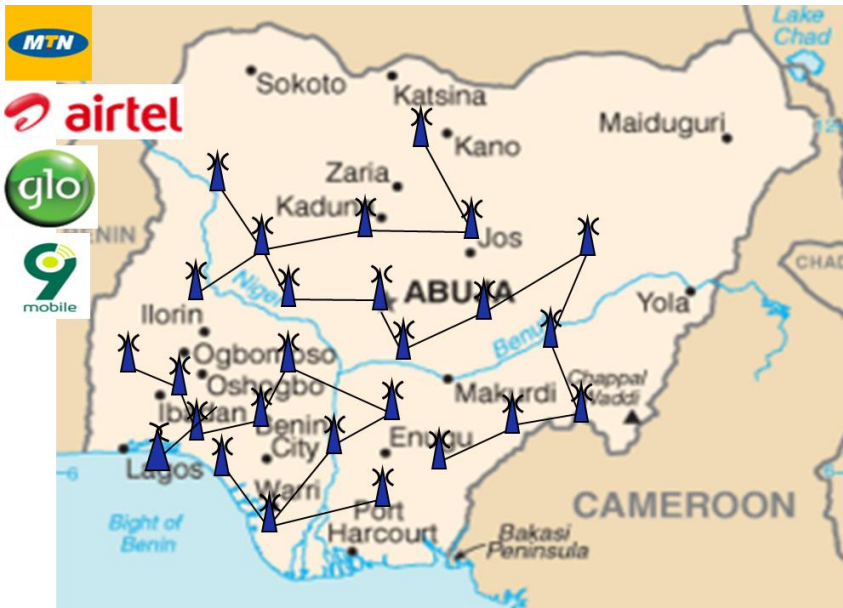
- Partners for sustainable commercial business.
  - Business funding support from EU funds, Government Aid and Grants, export credit agencies, etc.
  - Hedging the credit, country and currency risks of African businesses with EU corporate partners.
- Priority country
- West Africa (Côte d'Ivoire, Senegal, Nigeria)
  - East Africa (Kenya, Rwanda, Uganda)



# Nigeria's Digital Infrastructure

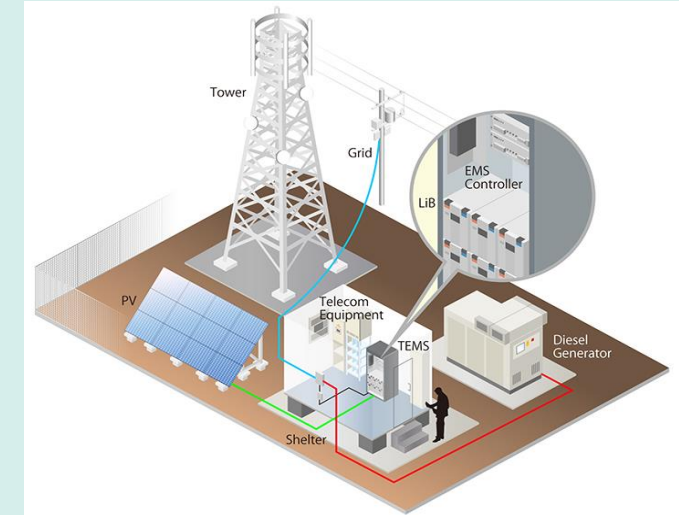


Environment    Communication



## <Project Outline>

- ✓ Over 1500 tower sites
- ✓ Since 2018
- ✓ Operation & Maintenance
- ✓ Supply hybrid energy system
- ✓ Centralized remote site monitoring
- ✓ Fuel haulage



- ✓ Communication network 24/7 available
- ✓ NEC contributes to **provision of stable voice, data and digital services for Digital Economy**



- ✓ Clean and sustainable energy source
- ✓ Less Diesel consumption, Less CO2 emission

# NEC Contact (Tokyo)

Orchestrating a brighter world **NEC**


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