

Frost & Sullivan Lauds ZTE Corporation's Green Power Solutions for Mitigating the Power Shortage in Africa and Stoking the ICT Sector

ZTE CORPORATION's solutions greatly reduce the dependence on diesel generators and thereby, lower CAPEX, OPEX and greenhouse gas emissions

CAPE TOWN, South Africa — 22 January, 2014 — Based on its recent analysis of the ICT green power solutions market, Frost & Sullivan recognises ZTE Corporation with the 2013 Africa Frost & Sullivan Award for Technology Leadership. ZTE Corporation's reliable power solutions offer green, uninterrupted power supply and energy-saving technologies, addressing many of the challenges relating to power shortage and environmental pollution facing the African continent. ZTE Corporation's array of green energy solutions, namely, battery-DG hybrid power solution, solar power solution, solar-DG hybrid power solution, wind-solar-DG hybrid power solution, solar video surveillance system, solar pumping solution, solar street lighting solution, home solar power solution, PV on-grid powerplant solution and low voltage solar power plant solution have been implemented in various regions including Africa, Middle East, Asia and South America.

One of the most popular solutions to the energy shortage in Africa has been diesel generators. These are, however, expensive to run and maintain, inadequately meet all power demands and are environmentally unfriendly. Power generators will need a stable supply of power and with traditional fossil energy sources drying up; ICT vendors have been turning to green energy. ZTE Corporation is therefore well placed to assist with optimising power usage and saving costs, as it has at least 10 years of experience in implementing renewable power technologies within the ICT sector.

"ZTE Corporation has become the leading green power solution provider for the telecoms market and vertical industry" said Frost & Sullivan Industry Analyst Naila Govan-Vassen. "The company's solar power solutions address a number of needs and have been deployed worldwide."

Some of ZTE Corporation's prominent deployments include a Solar DG hybrid power solution for Bharti Airtel. This solution reduced the use of diesel generators by more than 80 percent and efficiently utilised solar

power alongside the existing diesel solutions, thereby optimising CAPEX. In one of their African operations, Bharti Airtel experienced a 88.5 percent (from 72 hours to 8.3 hours) reduction in the working time of diesel generators and accrued savings of 81.3 percent on fuel consumption.

ZTE Corporation also provided a battery-DG hybrid power solution for its Nigeria partners, lowering fuel costs by 30 to 50 percent, maintenance costs by 50 to 70 percent and ultimately, providing greater green sustainability. Solar power solutions were supplied to the Ethio Telecom (ET) to solve power supply and maintenance issues. Around 800 sites with capacity of more than 6MW were deployed all over the country. Additionally, ET benefitted from an increase in subscriber base and network coverage.

Another notable project is wind-solar hybrid power solution for MTN South Africa.

In rural and remote areas with unstable power grids, ZTE Corporation's green power solution can decrease the dependence on the diesel generators. They are also highly beneficial in locations with no power grids. ZTE Corporation's solar video surveillance system, solar pumping solution, solar street lighting solution, and home solar power solutions have been widely utilised in more than 20 countries in Africa. Globally, ZTE Corporation's green energy solutions have been providing 300MW power over 52 countries.

"The real value to customers is represented by the reductions in OPEX and CAPEX constant power supply that results in higher network quality and eventually, greater competitiveness," noted Govan-Vassen.

Each year, Frost & Sullivan presents this award to the company that demonstrated excellence in technology leadership within its industry by excelling in all stages of the technology life cycle- incubation, adaptation, take up, and maturity - to ensure a continuous flow of improvements. By innovating leading-edge concepts the company has pioneered client applications.

Frost & Sullivan Best Practices awards recognise companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service and strategic product development. Industry

analysts compare market participants and measure performance through in-depth interviews, analysis and extensive secondary research to identify best practices in the industry.