



Digi Inception Oslo September 2017

Rural Africa Telco, Esco, & TV



Ngabenge



Tshumbiri



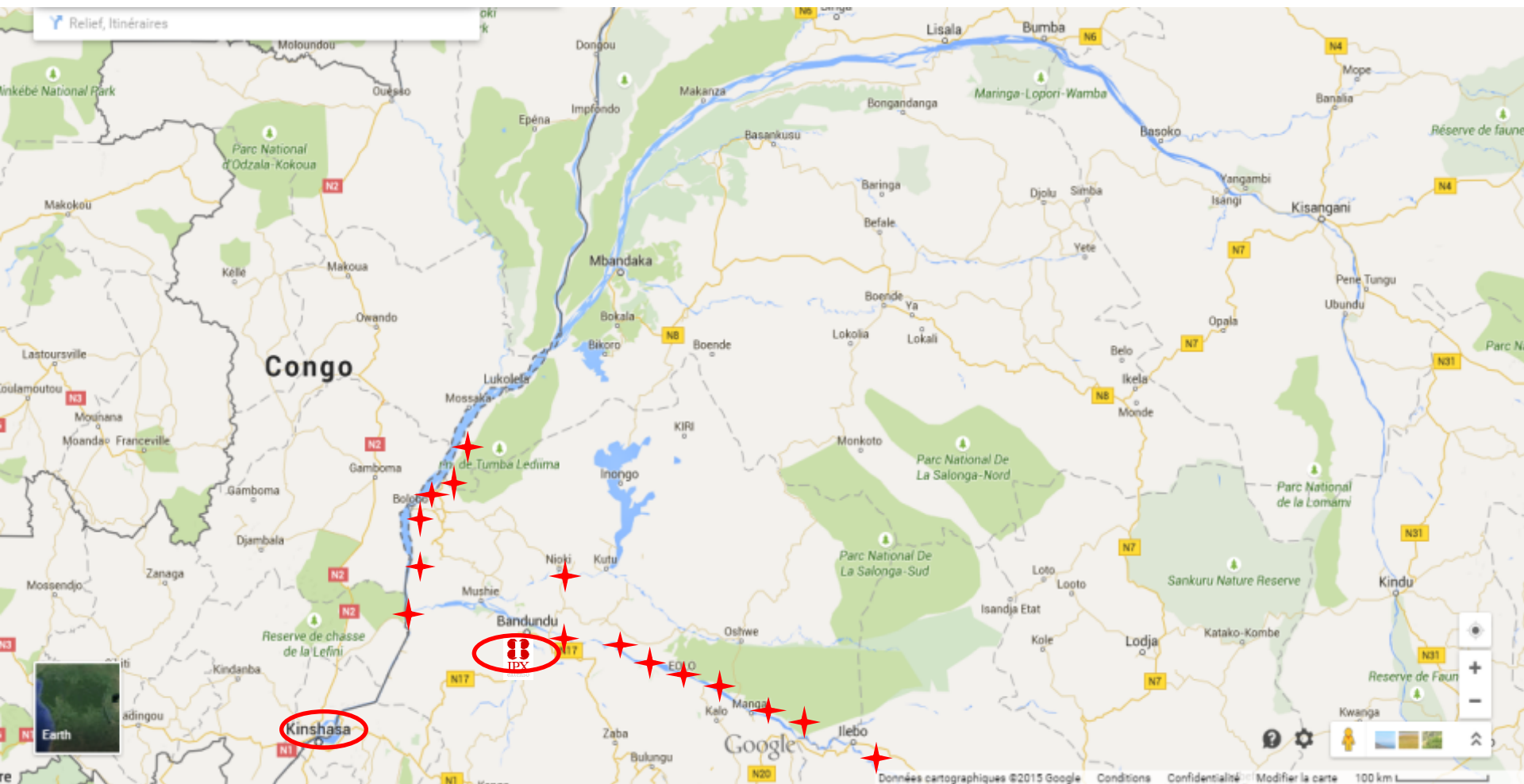
Bolobo



Bolobo



8 Sites along Congo and Kasai Rivers (17 more upcoming)

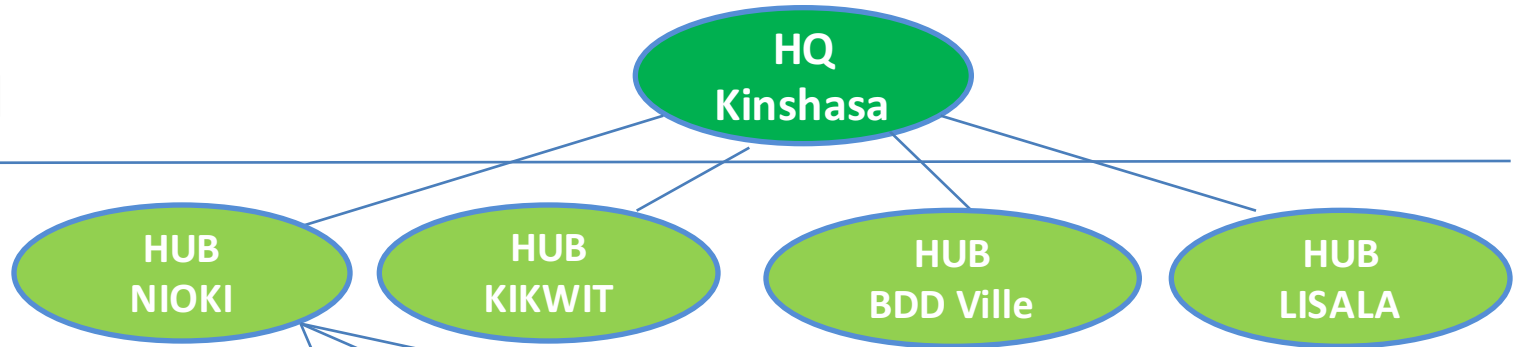


○ Circled are Kinshasa and Bandundu –Ville  our first regional Hub serviced by weekly commercial flights;

IPX ORGANISATION

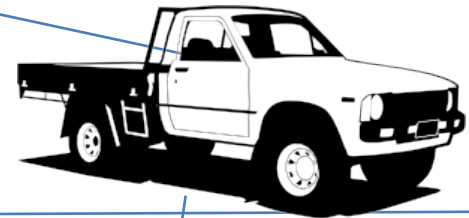
HQ level

*Commercial flights
Boats & barges
etc*



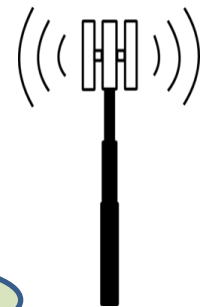
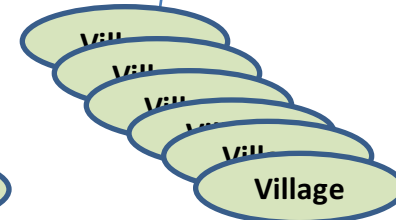
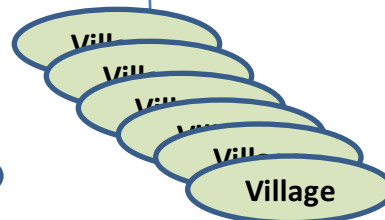
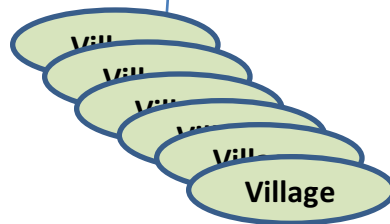
HUB level

3 x Flying Technicians/HUB



Village level

15 – 20 villages per HUB



Village Level



1x Village Manager

1x IT & Electricity Technician

- 1st line Support
- Sales/Tech. support

1x Sales

- Resellers network
- Distribution



1x Site & Shop Security

...Scale





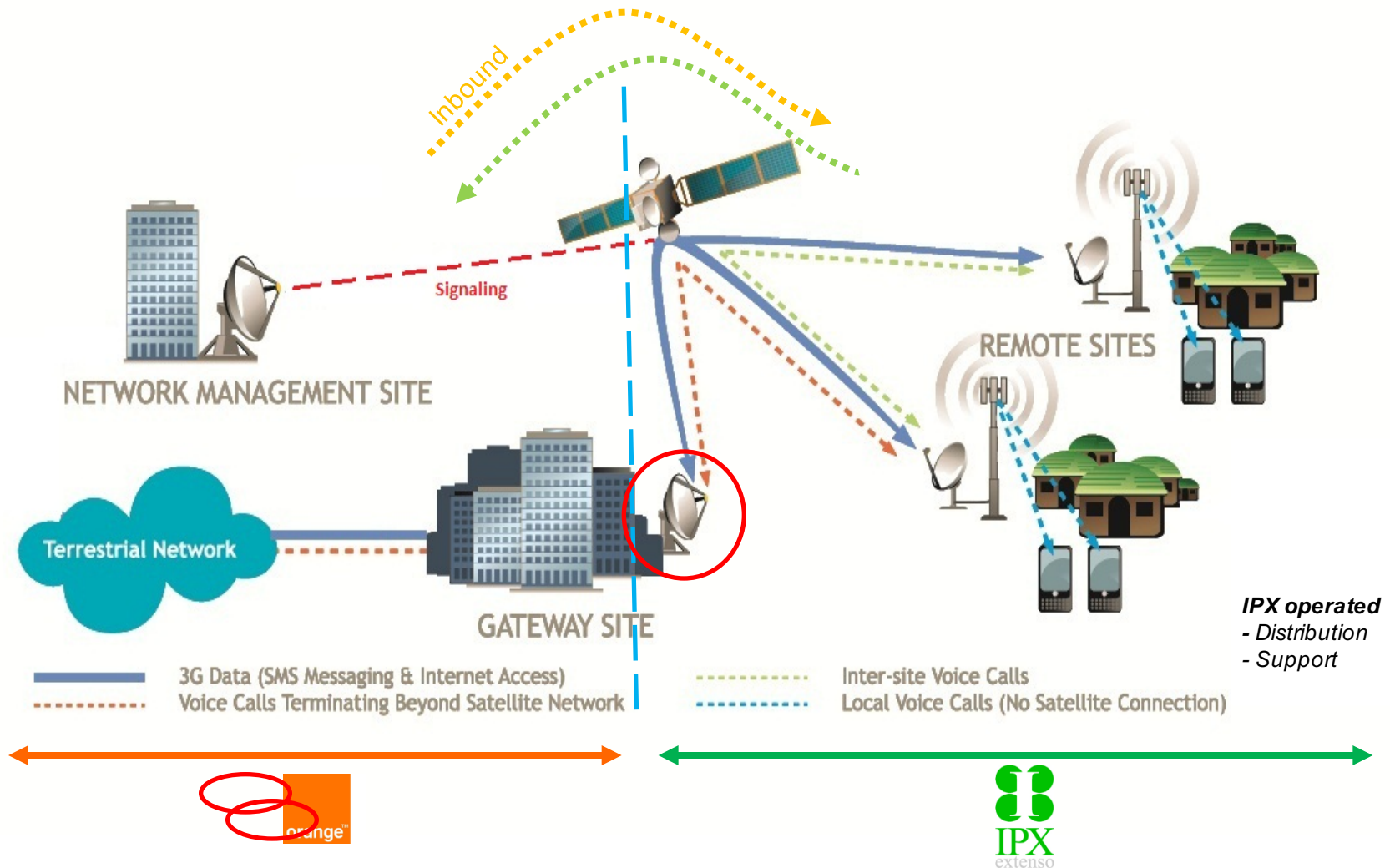


30 Sites selection

- **Load A:** sites no 6 – 11.
- **Load B:** sites no 12 - 15
- **Load C :** sites no 16 to 29

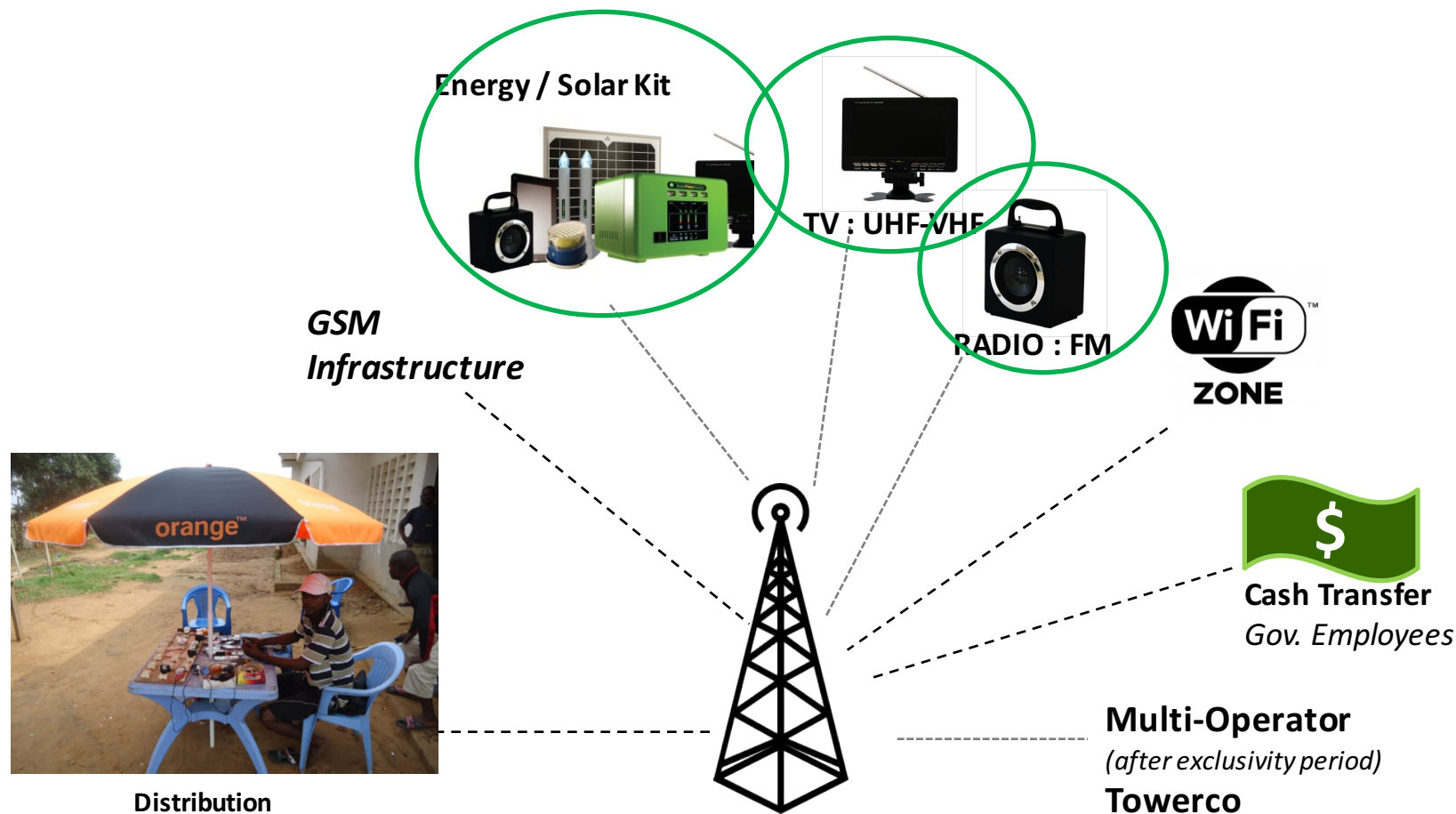
| | | | |
|----|-------------------|-----------------------|---------------|
| 1 | Kasongo - Lunda | | Kin by Truck |
| 2 | Tembo | HUB | Kin by Truck |
| 3 | Kahemba | | Kin by Truck |
| 4 | Kamonia | HUB : Tshikapa | Kin by Truck |
| 5 | Tshibinda | | Kin by Truck |
| 6 | Gabenge (-) | | by Boat-Barge |
| 7 | Bolobo | HUB : NIOKI | by Boat-Barge |
| 8 | Yumbi | | by Boat-Barge |
| 9 | Mbali-Iboma (-) | | by Boat-Truck |
| 10 | NtandeMbelo (-) | | by Boat-Truck |
| 11 | Isaka | | by Boat-Barge |
| 12 | Bokoro | | by Boat-Barge |
| 13 | Mongombe | | by Boat-Barge |
| 14 | Oswhe | | by Boat-Barge |
| 15 | Kemba (-) | | by Boat-Barge |
| 16 | Bokala (check) | Bandundu Ville | by Boat-Barge |
| 17 | Semendua | | by Boat-Barge |
| 18 | Semendane | | by Boat-Barge |
| 19 | Mabenga | | by Boat-Barge |
| 20 | Mbien | | by Boat-Barge |
| 21 | Pana-Otraco (-) | | by Boat-Barge |
| 22 | Eolo | | by Boat-Barge |
| 23 | Panu | HUB: Kikwit | by Boat-Barge |
| 24 | Malodi-Mukedi | | Kin by Truck |
| 25 | Yuki | | by Boat-Barge |
| 26 | Mangai | | by Boat-Barge |
| 27 | Dibaya-Lubwe | | by Boat-Barge |
| 28 | Kambangi | | by Boat-Barge |
| 29 | Malembe (2 rives) | | by Boat-Barge |
| 30 | Makanza | HUB: Lisala | by Boat-Barge |
| 31 | Mobeka (-) | | by Boat-Barge |
| 32 | Lusengo | | by Boat-Barge |
| 33 | Binga*** | | by Boat-Barge |
| 34 | Businga*** | | by Boat-Truck |
| 35 | Karawa*** | via Businga | by Boat-Barge |
| 36 | Bwamanda *** | via Gemena | by Boat-Truck |

IPX B Model: *an interconnected Sub-Network*



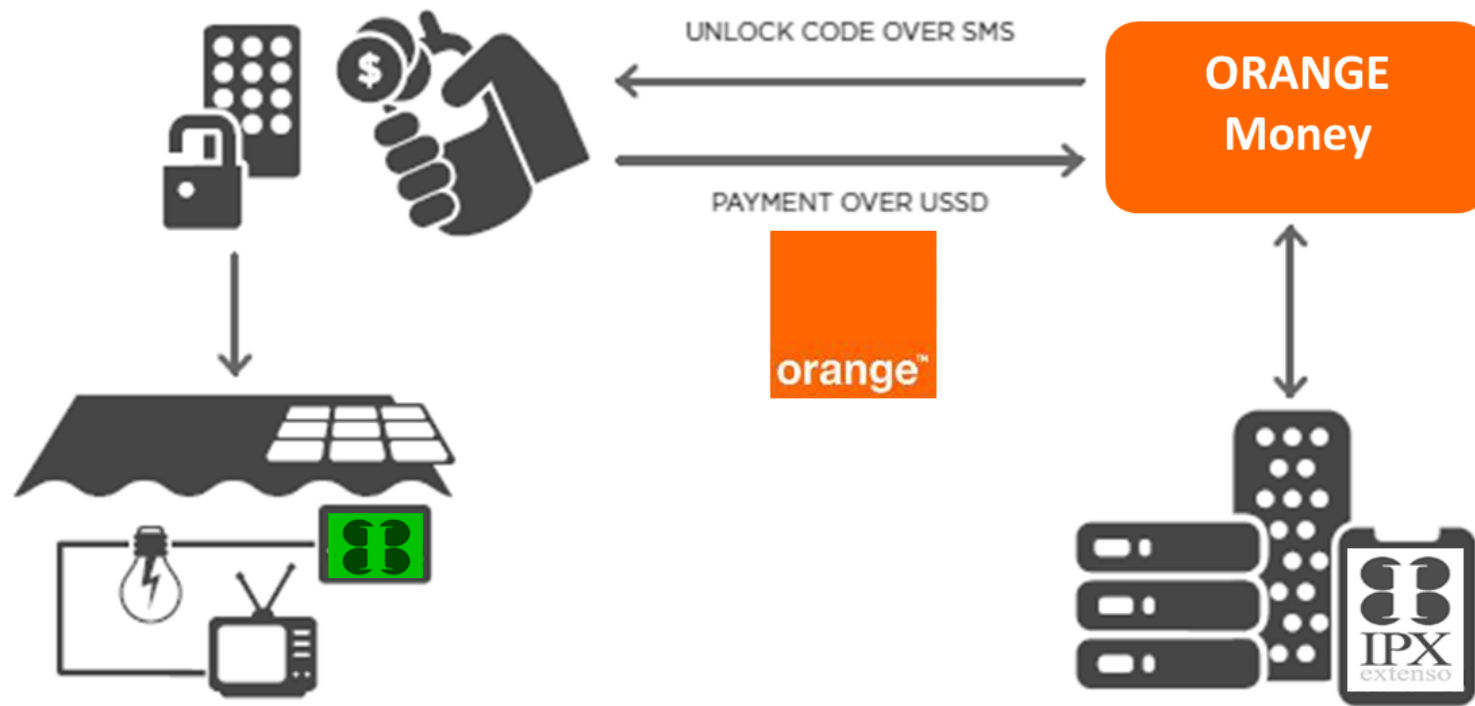
- IPX's urban-based Central Hub (7.3m Dish – see red circle above) acts as an interconnect gateway to IPX's villages /sites ; Inbound /Outbound calls are charged to ORANGE on an agreed asymmetrical tariff;
- IPX Sub-network is interconnected to Orange and all national operators via Orange network (*only Orange SIM can connect to IPX BTS initially*);

IPX EcoSystem : enabling towers



Communications in these areas are often limited to radios powered by expensive dry cell batteries. Many low-income households spend a large percentage of their income on these inefficient and unhealthy energy solutions. At the end-user level, access to clean energy products and services, as well as access to finance to purchase these products, are key factors that need to be addressed.

IPX's Business Model: Value Chain



Solar-as-as-Service And / or Lease-to-own :

- PAYG model offers rapid uptake is boosted by high demand for access to convenient, flexible financing ;
- The Customer can acquire a 50 W Home Solar Kit (KSK) worth USD 175 (landed cost) for a USD 40 initial deposit, plus a weekly (or daily) instalment of +- USD 2,5 fee for 24 months;
- Once installed and set-up on customer's rooftop, the kit gets unlocked for a given period (days, weeks, months) dependent on payment made exclusively via Orange Money;
- After the 24 months period, the customer owns the HSK, but is invited to pay USD 1/week to retain a life long swap insurance;

...enabling rural Radio & TV

