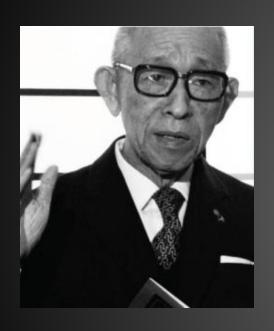


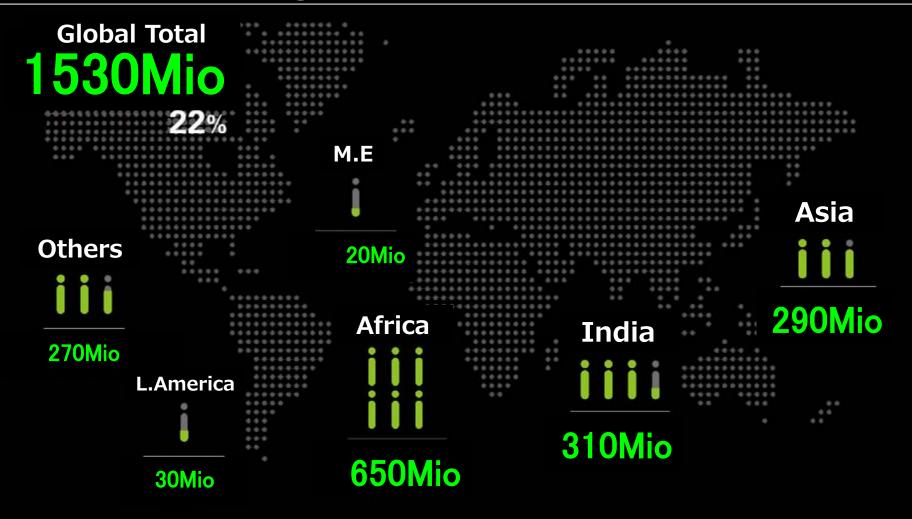
## **Company Objective**



"Recognizing our responsibilities as industrialists, we will devote ourselves to the progress and development of society and the well-being of people through our business activities, thereby enhancing the quality of life throughout the world."

Panasonic Corporation's Basic Management Objective, formulated in 1929 by the company's founder, Konosuke Matsushita.

# Non-electrified region



Population who cannot access electricity is approx. 1.5billion. Non-electrified ratio is almost one-fifth of global population

# Life of BOP Top ~ Middle (H.H. income \$150~250)

5~7 people in one household and have 3~5 rooms without wall.



Already using Smartphones (if need charging, go to town)





Some households use diesel generator but running cost is high



Having several Chinese lantern but not satisfied with the quality



There is no satisfactory products for the BOP top~middle households

#### **Product development concept**

#### Targeting to solve dissatisfaction of BOP middle level

## 1. Bright enough for family life even in off grid area

Even in non-electrified off-grid region, deliver enough brightness so that each family member can see the face each other.

#### 2. Be economical

Realize no running cost by using solar power. Offer 5 years shelf life by using super durable Ni-MH battery.

#### 3. Easy to Use

Just plug and play. No need for maintenance.

## 4. Expansible

Having 5V USB output connector. Big enough capacity to do charging smartphone and lighting at the same time.



#### **Solar storage composition**



### **5W Straight** tube LED

φ35×382mm Apx.500 lumen\* with dimmer (5W/2.5W)Cable:5m

\*Actual test result

1.5W **Bulb LED** φ50×81mm Apx.100 lumen\* Cable:5m

#### **FEATURE**

**POINT** 

#### **Bright 2 LED lamps included**

Total 6.5W LED included (1.5W Bulbx1+ 5W Straight tube x1)

**POINT** 

### **Long 5 Years Life Span**

Over 5 years operation time

**POINT** 

#### **Easy to Use**

Use immediately after purchase

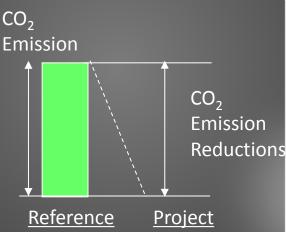
Specification	
Set Model.No	F-KJSS111T-K
LED	Total 6.5W ( 1.5W Bulbx1+ 5W Straight tube x1)
LED Operating time	5hrs(6.5w)~24hrs(1.5W)
Battery	Ni-MH 12V 3.1Ah (37.2Wh)
Battery life	5 years
Solar	15W with 10m cable
Charging time	Apx. 5 hrs.(at fine weather)
Output	USB DC5V 1000mAx1 DC output: 3
Others	Durability: IP52 level

## CO<sub>2</sub> Emission Reduction

CO<sub>2</sub> emission reductions will be achieved by replacing kerosene based lightings with Solar Storage Units

[Reference]
Use of Kerosene based Lighting





(Project)
Use of Solar Storage Unit



Expected CO2 reduction; Approx. 20,000t-CO2/Year (100,000 solar Storage Units)

## **Brightness**

60 times brighter than conventional kerosene lamp

Kerosene Lamp



more or less than 10 lumen

**Bulb type LED** 



approx. 100 lumen

**Tube type LED** 



approx. 500 lumen

60 kerosene lamps can be replaced by just one solar storage unit.



Max. 600,000t-CO2/Year (100,000 solar storage units)?

# **Project**

Shipment has started to many Asian and African countries since Oct., 2015.

#### Collaboration with public sector:

[Kenya]

ケニアと間辺国の地図

\* 東ファリカ 南スーダン エテオピア 月末回 ウガンダ ケニア コンゴ民主共和国 Aフンダ フスルヴン タンザニア

TICAD VI will be held in Kenya this summer.

Expect participating in many events.

**[Ethiopia]** 



UNIDO supported to establish the partnership with local distributor.

[Myanmar]



JICA approved BOP F/S to sponsor trial sales project.

Projected 100,000 solar storage units to be sold in all over the world within one year to go to the next step.

## **Acceleration of Collaboration with Partners**

Expand business models and develop new products based on collaboration with a larger number of partners and reduce poverty through sustainable business promotion.



Addition of new sales channels

Customers

**Beneficiaries** 

New product development

Reduction of poverty through sustainable business promotion

Establishment of business models with a larger number of partners



Scaling up of businesses

Governments/
International organizations

NPOs/NGOs

Customers

# お願い

エチオピアの外貨不足により、当社パートナー が信用状を開設出来ません。

JCMを活用したファイナンススキームにより、是非、温室効果ガス削減に貢献する事業をサポートして頂きたい。

#### **Product identity**

#### "Solar Power for Everyone"

Panasonic is striving to create a Clean Energy Society by developing reusable products that harness natural solar energy. It's our goal to help kids in developing countries by offering an inexpensive, efficient and sustainable lighting solution that's ideal for use in remote areas.

