



# HENOS ENERGY

## ENERGISING PROGRESS



# Who we are

In 2021, Henos Energy was founded as an upstart with the goal of providing clean environmentally friendly energy solutions for domestic purposes.

Currently 75% of Ghanaian households use dirty fuels i.e. wood, grass and charcoal due to inaccessibility to clean fuels.

Given that traditional cooking methods disproportionately impact women in the form of drudgery, adverse health outcomes, and lost opportunity cost of time, it is imperative to include them in the design and execution of the solution. In order to achieve significant progress in increasing sustained clean cooking energy access, Henos Energy has developed an elaborate strategy that integrates access to clean cooking energy with the broader methods for rural and human development.

Through our affiliate company EaziGas, a technology platform enabling consumers to purchase LPG as they go, Henos Energy's R&D team is exploring the use of innovation and technology to provide LPG nationwide. This will reduce "tot-filling", a common occurrence where consumers are forced to purchase LPG in bits, due to the lack of financial capacity to purchase a full bottle of LPG.

Henos Energy's solution makes LPG affordable and accessible by providing fast, reliable and convenient services to all our customers.

Our goals also support the SDG goals 7 and 11 which focus on affordable and clean energy, and sustainable cities and communities. Dedicated to serving the community around us, Henos Energy makes connections, solves problems and serves as a partner to our clients.

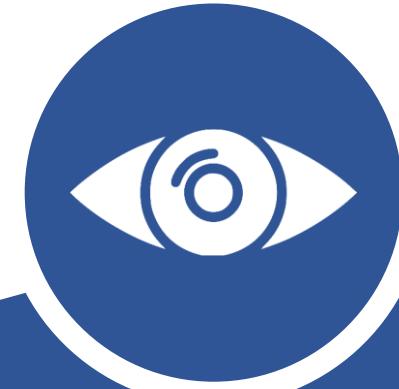


# Our Mission, Vision & Goals



## MISSION

To make LPG accessible for domestic and commercial purposes for consumers in the energy market



## VISION

To expand the use of LPG through innovation and technology and to develop a sustainable, affordable and reliable clean cooking solution for consumers



## GOALS

1. To build a reliable database of LPG users and non users in our trade areas.
2. To promote the adoption and use of our mobile APPs and USSD for LPG purchase.
3. To secure carbon credit on the back of increased LPG penetration and usage

# Our Core Values



**Community**



**Innovation**



**Integrity**



**Teamwork**

# The Problem

- Households use dirty fuels (wood, coal, grass etc.) increasing the health risk of women and children.
- Climate and environmental challenges associated with the use of dirty fuels leading to global warming and deforestation.
- Lack of LPG dispensing stations in close proximity to most households

# The Challenge

As an LPG provider in Ghana, a country with 25% of its population using LPG, our biggest competition is charcoal/wood and its enormous user base. Its cheap price tag makes this the go-to option for most Ghanaians.

Our Goal, to convert these users to cleaner fuels like LPG providing the solution at an affordable price.



# LPG VS Firewood

COST-BENEFIT ANALYSIS OF LPG VS FIREWOOD		
	LPG	WOOD
<b>HEAT-UP TIME</b>	10 minutes	40 minutes
<b>SETUP TIME</b>	Less than 10 minutes	1+ Hours
<b>PORTABILITY</b>	Easily Portable	Not easily portable
<b>ENVIRONMENTAL SAFETY</b>	Safe	Not environmentally safe
<b>HEALTH</b>	Naturally clean Fuel	Smoke particles pose health risks
<b>RESIDUE</b>	Leaves no residue	Leaves a lot of residue
<b>CALORIFIC VALUE</b>	55,000 KJ/kg	17,000 KJ/kg

# The Solution



## Swap And Go System

- Saves Time
- Ensures Safety
- Improved Accessibility



## Door-to-door Delivery

- Convenience
- Cost-effective
- USSD service to Provide convenience



## Pay as you Go

- Reduces Tot-filling
- Convenience

# THE SOLUTION – Cylinder Smart Meter (CSM) and LPG cages



Through a partnership with EaziGas, Henos Energy presents a Pay-As-You-Go Smart metering solution that promotes high frequency, low value purchases for LPG for cooking.



To enhance accessibility, we have provided cages filled with bottled LPG cylinders to ease our swap and go program in the communities

# Innovation and Technology



Through the use of USSD and our mobile app, we are able to provide our customers with highly interactive communication.

**Download our App on Google Play and the App Store.**



# Our Promise

- To make LPG accessible to all households in Ghana.
- To make LPG affordable to all households in Ghana.
- To reduce carbon footprint through the use of clean fuels.
- To provide fast, reliable and convenient services.
- To give our customers value for money.

# Success Stories

Our goal is to provide lower income homes the opportunity to use LPG through our 'Bottled Gas for better life initiative. Switching to LPG for everyday cooking eliminates smoke exposure in the kitchen supporting better wellbeing and health particularly for women and children.



- Henos Energy sales person helping Agartha setup her newly bought cylinder
- Henos Energy Sales Officer testing LPG cylinder functionality
- Gas Cylinder is fully functioning. Customer conversion successful!

# Our Operations



We currently own a fleet of 10 trucks which we use for our door-to-door delivery service



All our delivery trucks run on LPG

# Meet The Team

## Henry Yaw Osei

Chief Executive Officer (CEO)

Henry is an experienced Energy Executive with over 13 years' experience in the energy Sector. Following his experience in the energy sector, he has held managerial positions in sales, operations business development and commerce in top oil and gas companies. He was the first Ghanaian Group Managing Director for Puma Energy Distribution Ghana Limited and Blue Ocean Investments Limited after being the Deputy General Manager for Blue Ocean Investments. He holds an MBA in Oil and Gas Management from the University of Coventry, UK

## Bonaventure Biden

Director of Technology

Bonaventure is an experienced Tech professional with over a 12 years' experience in Telecom and ICT industry. His work experiences and projects include; Software expansion project for MTN Ghana, the development of performance reporting tools for Airtel Tigo Ghana and Vendor Swap project in MTN South Africa. He has also undertaken projects in pre-launch & post launch activities of big networks like Telefonica Mexico and Telcel Mexico, Rollout activities in Claro Brazil, Software Swaps activities of MTN Nigeria

# Meet The Team

## Daniel Nortey Director of Operations

Daniel has over 12 years' experience in Operations, Sales and Marketing, customer relationship management, trading and business development in the downstream oil sector. He has contributed to the growth of JP Oil Company Limited and Ebony Oil and Gas Limited by executing business strategies using strong decision-making abilities and interpersonal skills. His experience and diverse exposure to various aspects of the downstream industry coupled with his extensive relationships with industry stakeholders makes him a versatile and resourceful Director of Operations. He also has experience in project management and leading dynamic teams to achieve results in multi-cultural environments.

## Mawuli Addae Director of Marketing

Mawuli has over 18 years' post-qualification experience with the FMCG business in Ghana. He is a seasoned business development professional and a creative thinker from product and commercial perspective, able to drive business expansion through aggressive sales, and business initiatives that deliver revenue growth, market share and market penetration. As a result of his expertise and hardwork, he has contributed significantly to the growth of Uniliver Ghana Limited and Guiness Ghana Breweries Limited by consistently delivering and exceeding his sales target. He was awarded the Vibrant Award at the GGBL sales conference for leading his team to deliver 124% of target in Brong Ahafo. He has travelled extensively across Ghana and has worked in all 16 regions in Ghana. As a result, he has garnered the necessary insights and experience in customer and consumer behaviors needed to lead and support Henos Energy to deliver excellently on set objectives.

# Meet The Team

## Abigail Aborgah Director of Finance

Abigail is an experienced Institute of Chartered Accountants (ICA) professional with over 4 years post-qualification experience in accounting. As a result of her expertise, she initiated and developed financial procedures and processes to enhance smooth book keeping whiles she worked as an Account Officer with Eazy Capital Microfinance Limited. She also has a proven history of being able to raise funds from financial institutions for projects.