



## Corporate Profile

Providing cleaner,  
sustainable and  
affordable energy

In Partnership with



RC 1973128

We owe it to ourselves to protect the environment and significantly reduce on our energy cost. Energy is a critical aspect of living, but its type and quality determine the quality of our environment and the value we get on our energy cost.

EKISHI AFRICA brings to you Hybrid Energy Strategies where innovation is used to combine energy sources that will supply your desired power demand at the most affordable cost. We are partnering with the best innovators, producers, and researchers in the energy sector to form an effective energy ecosystem that will bring customers the best.

We believe in measurement driven designs because from our experience this brings about site specific energy need design. Every energy use pattern is unique and measurement is required to understand the power needs and determine the best solution applicable.

EKISHI AFRICA acknowledges your support which has helped and is continuously helping us establish quality energy services.

Energy is our passion, and we are determined to provide energy services of consulting, procurement, installation, and monitoring that meets the needs of all categories of our customers and their environment.

We are ambitious in maintaining quality services that is rare and we ask that you hold us responsible and accountable if you find us doing otherwise.

Thank you for your patronage, we value the business you bring to us.

**Terry Ekishi  
HENSHAW**  
Managing Director  
(Partner)



**MESSAGE FROM THE  
FOUNDERS**  
INNOVATORS & LEADERS OF EKISHI AFRICA



# OUR STORY

since  
2020

We started a small company (KBB) in late 2020 and inspired with the possibilities of sustainable energy we could provide constant energy for our facility which helped us cut down operational cost by over 60%.

After seeing the amazing results, we started an arm of KBB that installs solar inverter battery systems. In the last 12 months KBB has done over NGN 200,000,000.00 worth of installations for businesses, residents, and communities. Despite the huge turnaround, we discovered that individuals, small and medium enterprises were a little hesitant, so we conducted a research to understand the energy business dynamics in relation to these categories.

## ***We discovered the following from the research.***

- ✓ Sustainable power is very expensive for businesses to afford.
- ✓ People don't believe sustainable energy works very well due to quacks syndrome.
- ✓ People don't believe that sustainable energy can give the kind of cost savings that is significant for them.

*From these findings we have developed a strategy to help people gain from the amazing benefits of sustainable Hybrid Energy Solutions; and so the birth of*

## ***Ekishi Africa!***



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# THE ENERGY PROBLEM

01

Most businesses with energy needs above 15 KVA, use diesel generators because the grid energy in Nigeria and most of Africa is insufficient and unpredictable to satisfy their power needs.

02

Most businesses have resolved to just using their generators to avoid power interruptions (8-10 hours of daily operation).

03

Most businesses use between 1200 – 1500 litres monthly and with the high cost in diesel, many businesses incur high monthly cost for diesel and maintenance.

04

There is also harm inflicted on the environment that cannot be accurately quantified.



# EKISHI STRATEGY

## OUR VISION

Our vision is to see an Africa where **EKISHI AFRICA** is at the fore front of helping several businesses use cleaner and cheaper energy.

## OUR MISSION

Our mission is to help Africa significantly contribute to achieving the global sustainable goals by helping businesses use cleaner, sustainable and affordable energy.

## CORE VALUES

Integrity, Professionalism, Innovation, Sustainability, Transparency, and Leadership

**To achieve success in our vision and mission, we have researched, developed and tested several Energy Solution to arrive at our strategic model.**

- ✓ We carry out energy consulting for free, and draw's up a proposed solution to cut your energy cost by over 50%
- ✓ We install the required system that will satisfy client's need by sourcing for the required funds and have them pay in installments over their duration of choice.
- ✓ Giving clients a 4-8 weeks period after installation to confirm the system satisfies their power need before the installment payments starts.



Free  
Consultation



Pay in  
Installments



Test Before  
Payment







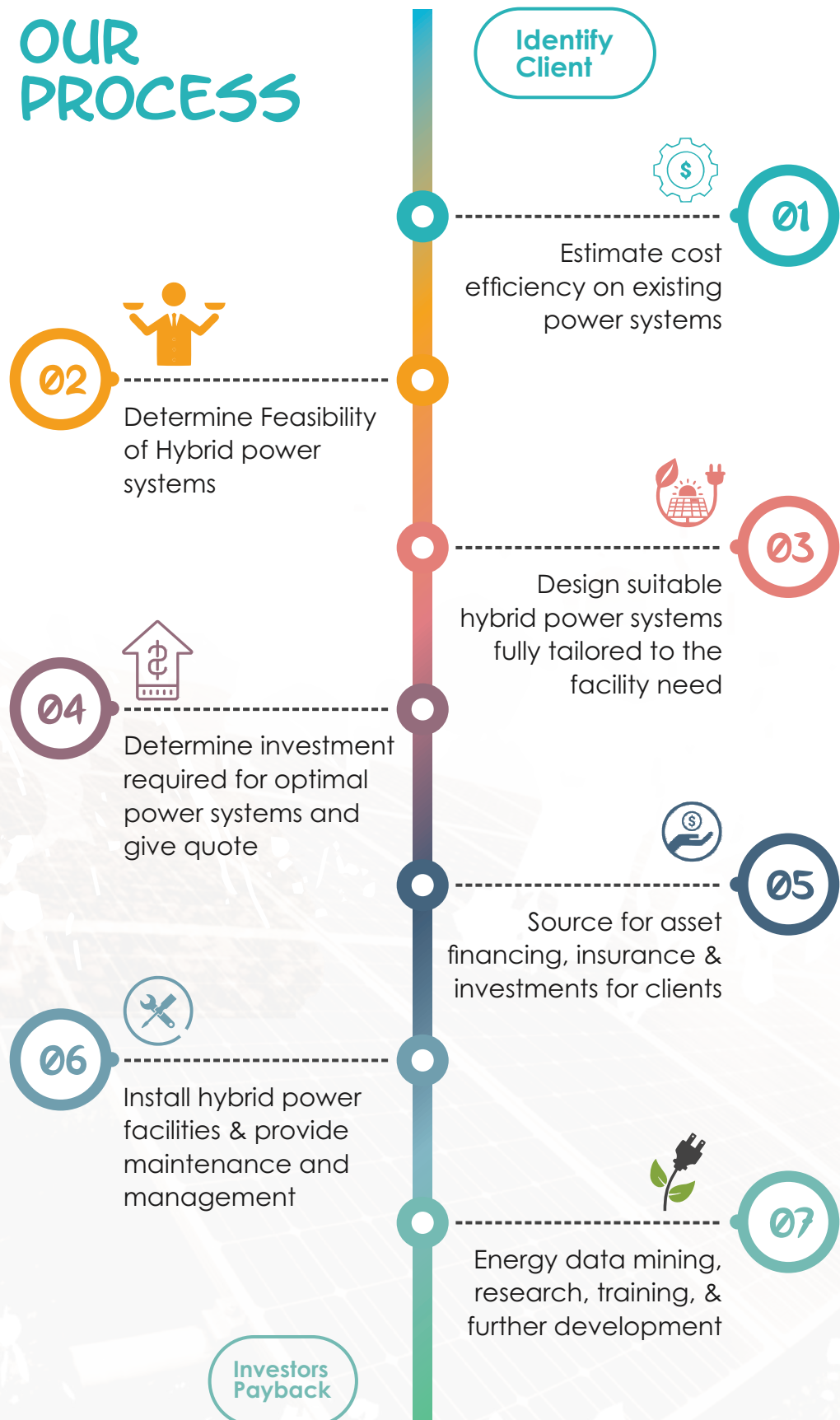
# THE COMPANY

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Our Process &  
Why Choose Us



# OUR PROCESS



# IDEAL CUSTOMER

## Hope

.....  
In need of an affordable energy all the time to carry out your operations without hitches ?

## Fear

.....  
You don't want to spend all your business profits on Energy ?

## Existing

.....  
Have an existing power system for your business but you are spending so much and would like to cut down cost ?

## New

.....  
Want to open a new facility and would need a power system to satisfy their power needs ?

## Small Space

.....  
Don't have much space?, don't worry. We provide compact systems that can fit in small spaces and still provide needed energy effectively!



# 01

Our strategy is to make the initial cost on energy investment so low that any serious business would not reject the offer of installation. KBB has installed over 200 Million Naira worth of solar inverter systems across businesses, residents and community support projects.

## WHY CHOOSE US 02

Because we believe in what we do we offer clients 4-8 weeks testing period: after this period clients can either reject or continue with the transaction.

## 03

We have built an energy ecosystem by identifying all the best players in the sustainable energy market in order to serve clients better.

“ If it is not sustainable & durable, count us out...”





# OPPORTUNITIES FOR INVESTORS

## THE BENEFITS OF INVESTING IN OUR HYBRID ENERGY SOLUTION MODEL

Investing is an effective way to put your money to work and potentially build wealth.

- ✓ We have a broad target audience who inevitably needs the services and products we provide. These comprise of Professional Service Firms, Factories, Schools, Hospitals, Businesses, and individuals of all sorts that require above 20KVA to run.
- ✓ We have seen an untapped market in the sustainable energy market especially as diesel cost moves over 400%.
- ✓ EKISHI AFRICA manages investors funds for KBB and returns back profits to investors with no stories told.
- ✓ Investor can easily access, view and monitor how their finance is being invested and return expected at every given time.
- ✓ We have installed over 200 Million Naira worth of solar inverter systems across businesses, residents and community support projects



# HOW WE GENERATE REVENUE ?

## WE OFFER FLEXIBLE MODEL OPTIONS TO OUR CLIENTS

### 01 OUTRIGHT BUYING MODEL

The client procures all the equipment with the technical help of EKISHI and KBB installs the system at no cost. The client tests the system for 1-2 months and pays 10% of the equipment cost if they are satisfied with the job (that is if the installation meets their power requirements, as was promised).

### 02 ENERGY PROVISION MODEL

The client gives us authorization to look for an investor ready to procure the needed equipment and charge them on energy use basis. The energy use is based on the capacity of power installed .

**The charge is on Energy monthly usage.**

### 03 LEASE FINANCING MODEL

The client gives Ekishi authorization to source for an investor ready to procure the needed equipment and spread the payment for the client over a period of their choice.

**Duration of repayment:**

Min -12 months | Max - 60 Months





The background of the entire image is a close-up, slightly angled view of solar panels. The panels are dark blue or black with a grid of thin, light-colored lines. A large, semi-transparent, light brown or tan number '06' is superimposed over the center of the image, spanning across the middle section. The lighting is warm, suggesting a sunset or sunrise, with a gradient from dark brown at the top to a lighter, orange-brown at the bottom.

# 06

## HYBRID POWER SOLUTIONS

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Allow us plan your energy in  
new and old facilities

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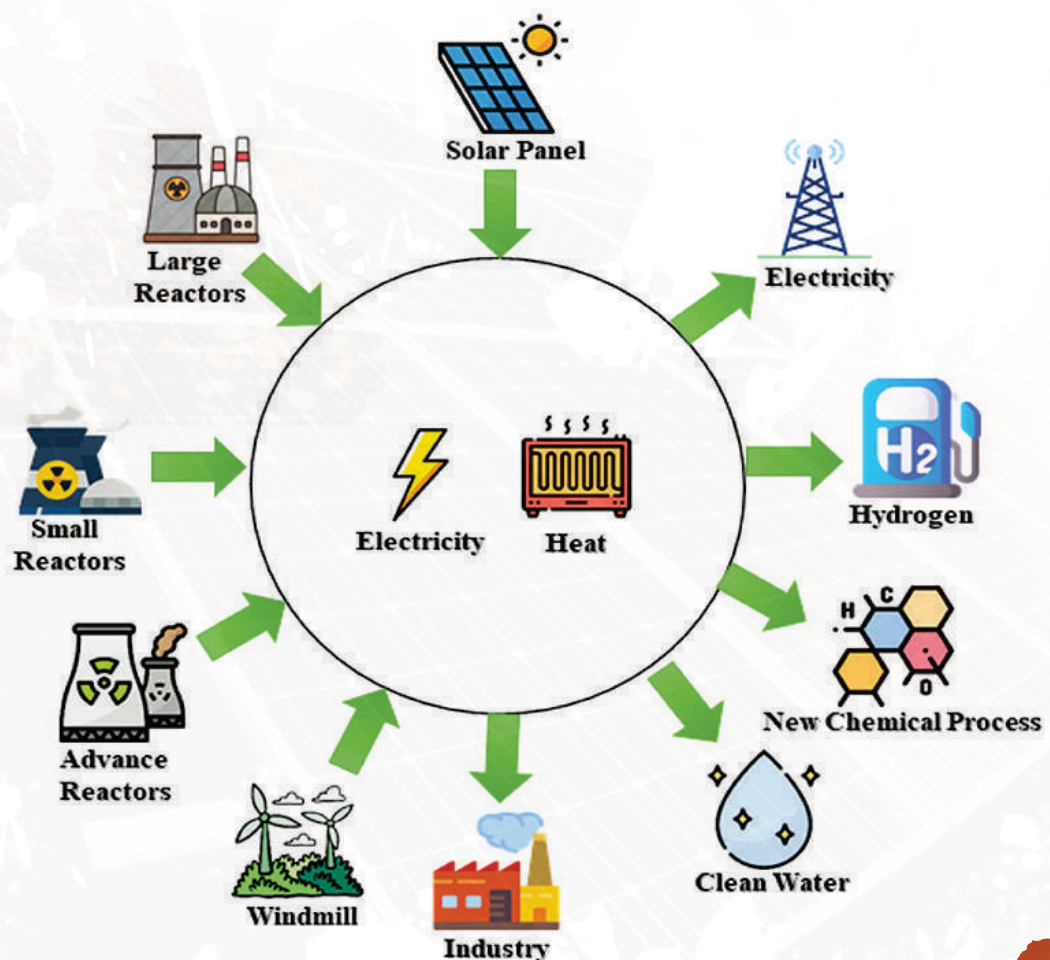


# CLEANER, CHEAPER AND SUSTAINABLE ENERGY

## CLEANER ENERGY DOES NOT COME CHEAP

Therefore, EKISHI AFRICA tries to create Hybrid energy that balances initial high cost and operational cost over time to achieve sustainability.

To significantly reduce carbon footprint in Africa, industries, business and individuals would need to use more cleaner energy.





# ENERGY LEASING FOR CONSTRUCTION COMPANIES

**We have special packages that lease inverter systems to power construction sites.**

The construction company pays a lease fee for the period they will use the system and when the construction company demobilizes, we also demobilizes.

This system saves the construction company a lot in terms of burning diesel continuously.

The money for lease is estimated as cost of electricity so the investment is reflective.



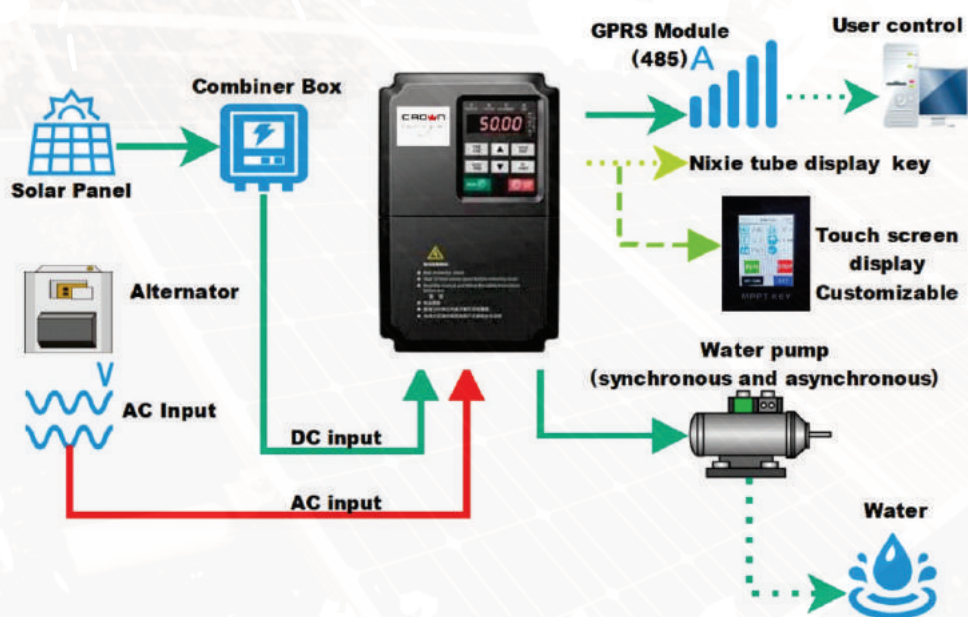


# HYBRID POWER FOR PUMPS

Imagine a system that is a hybrid inverter designed only for pumping machines especially in the OIL & GAS Industry

## THE CM-MPPT INVERTER PUMP

We have sizes to carry as large as 100 HP pumps. This MPPT inverter saves cost for facilities that have a lot of pumps and use them frequently.





# PRODUCTS WE PROVIDE

**When you imagine  
Energy Efficiency,  
think Ekishi Africa**

Every system we install has a 5 year warrantee and we are always ready to replace any defected component immediately. **That's why we take quality and efficiency seriously!**

**Inverter  
Batteries**



**Ups  
(online &  
offline)**



**Hybrid  
Inverters,  
Controllers,  
Monitors etc.**



**HV, LV, &  
eLV Cables,  
connectors,  
plugs etc.**



**Solar  
panels &  
Accessories**



**Stabilizers,  
AVS, AVR,  
etc..**



**SOLAR  
ROOF TILES**



Flat, Foldable,  
Curved, Flexible,  
etc.

**MONITORING DEVICES  
PROTECTING DEVICES  
SMART CONTROLS/AUTOMATION  
SOLAR POWERED GADGETS etc.**

**INDUSTRIAL | RESIDENTIAL | OFFICES**



# DUAL OUTPUT INVERTERS



We distribute crown products  
in Nigeria and our best are the  
ELEGO series which are rugged  
for all terrains.

Every system we install has a  
5 year warrantee and we are  
always ready to replace any  
defected component  
immediately.

That's why we take quality  
and efficiency seriously!

PARTNERS

**CROWN**  
MICRO

*Carry On*





# ALL TERRAIN DURABLE SOLAR PANELS



We also distribute BestCom Tech Solar Panels (best grade) products in Nigeria which are rugged for all use, especially tough terrains.

Every system we install has a 5 year warrantee and we are always ready to replace any defected component immediately.

**That's why we take quality and efficiency seriously!**



**PARTNERS**

**BESTCOM**  
TECH.





# CASE STUDY PRESENTATION

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See some of our completed  
and ongoing projects





**OUTRIGHT  
BUYING  
CASES**



**15 KW IN JABI,  
ABUJA FCT**



**5 KW IN  
GUZAPE,  
ABUJA**







**12Hrs**

Uninterrupted  
Power Supply  
N100,000.00  
/Month



Riji's café is a healthy food café within a high class gym. Her concerns were with storage of her perishable goods and we solved this problem with a 10 KVA inverter and 10 Kwh lithium-ion battery.

## POWER PROVISION CASES



## 10KVA SYSTEM IN RIJI'S CAFÉ



## 20 KW IN NUERO- PSYCHIATRIC HOSPITAL, CALABAR



# LIST OF SOME EXECUTED PROJECTS

S/N	JOB DESCRIPTION	STATUS	COST	VERIFICATION
1.	Installation of 10KVA solar power integrated system for wards in the Federal Neuro-Psychiatric Hospital Calabar	Includes a maintenance contract. Still working and in good condition	NGN 7,200,000.00	Mr. Clement Udosen. 07062048702
2.	Installation of 20KVA solar power integrated system for CU in the Federal Neuro-Psychiatric Hospital Calabar	Includes a maintenance contract. Still working and in good condition	NGN 12,000,000.00	Mr. Clement Udosen. 07062048702
3.	Installation of 40KVA solar power integrated system for wards, Admin block, staff clinic and radiography block in the Federal Neuro-Psychiatric Hospital Calabar	Includes a maintenance contract Still working and in good condition	NGN 35,150,000.00	Mr. Clement Udosen. 07062048702
4.	Installation of 5KVA for a residential building in Guzape, Abuja FCT	Still working and in good condition	NGN 5,200,000.00	MR. Patrick 08036086608
5.	Installation of 5KVA for a residential building in Aldenco Estate in Galadimawa, Abuja FCT	Still working and in good condition	NGN 5,200,000.00	MR. Terry Henshaw 08033361525
6.	Installation of 20 number 1 KVA solar systems for phone repair shops in Zaria.	Still working and in good condition	NGN 14,000,000.00	
7.	Installation of 3.5 KVA solar system for a private clinic in Calabar (Harry Jenkins)	Still working and in good condition	NGN 3,500,000.00	Mr. Clement Udosen. 07062048702
8.	Installation of 5KVA for a residential building in Satellite Town in Calabar.	Still working and in good condition	NGN 5,200,000.00	Mrs. Tina 08038346614
9.	Installation of emergency LED lights with other civil and Mechanical related activity inclusive. (CBN Bayelsa)	LED lights are still in perfect working condition	NGN 141,000,000.00	Award letter
10.	Installation of 15 KW (18.75 KVA) solar inverter system for a residential building in Jabi, Abuja FCT	System is monitored remotely, and client is advised on usage	NGN 13,513,000.00	Mr. Ambrius 07064175874



Terry Henshaw is a strategic leader and environmental enthusiast, who has developed over 20 strategies for organizations in and outside Nigeria, trained over 1,000 employees and has led teams to deliver in the areas of Construction, Psychology, Leadership, Energy designs, Research, Trainings, Environmental Sustainability and Production.

Terry has a master's in Water Resources Engineering where his research provided a sustainable solution to large scale portable water distribution and management, he also has a PhD in Environmental Engineering where his research provided solutions to urban environmental pollution from production and energy use. He had proposed ways to develop sustainable cities by using hybrid energy and low Sulphur content fuels.

He started his career at the University of Port Harcourt where he grew from Graduate Assistant to Senior Lecturer by teaching courses like mathematical modeling and engineering statistics to graduate and post graduate students. In his 10 years of lecturing, he also consulted for various organizations especially within the oil and gas sector. Terry has also served in different monitoring and evaluation committees when he served as a Technical Adviser to the Commissioner of Water Resources, Kaduna State. Terry regularly conducts courses and seminars related to data gathering and environmental sustainability. He has published over 20 journal papers which has uncovered the need for better energy methods for environmental sustainability.

Terry Henshaw is a believer that research and development play a major role in improving systems and he has applied this principle to uncover innovations especially in the energy sector where he has high passion. His popular saying is that **“knowledge becomes power only when applied practically, but until then it is only potential power”**.

He is married to Ini and together they have 2 kids, Nathan and Kendara.



**Terry Ekishi  
HENSHAW**

Managing Director  
(Partner)

**BRIEF PROFILE OF  
KEY DIRECTORS**  
INNOVATORS & LEADERS OF EKISHI AFRICA

Ocheme Sunday is an experienced professional with a successful career in banking, customer relations and administration. He is also a dynamic business, financial and economic expert with over 16 years cognate experience serving in various capacities in Nigeria's financial industry where he successfully rose through the ranks to the position of Branch Service Manager with the core responsibility of overseeing the operations of the branch.

He obtained his first degree in Economics from the Benue State University and then an M.sc in Economics from the Enugu State University of Technology (ESUT) Business School. With a quest for further knowledge, he went further to pursue a Ph.D in Economics from the Nassarawa State University which is currently in-view.

He is skilled at analyzing, formulating, modeling and demonstrating exceptional financial, leadership and communication skills, and making critical decisions in challenging situations. As an adaptable and dynamic leader, having held several leadership positions in the banking sector, he has the ability to work independently and as a team member, with his work experience spanning both the financial and economic sectors where he has had a proven record coaching and mentoring colleagues and team members to deliver excellence and proffer solutions at critical moments.

He has served in various capacities and earned the reputation of having the requisite knowledge and capability to advise high-earning clients on financial matters including investments, taxes, retirement and asset management. He has sound knowledge of finance and economy, being able to provide advice and assistance through research to formulate policies, design models and implementing programs that are aimed at achieving specific outcomes. He is highly organized and able to accurately track financial details for clients and projects, dedicated to client security and strict confidential practices.

He is an active member of several professional bodies including the Chartered Institute of Bankers (CIBN), the National Association of Human Resources (NHRA) and Institute of Chartered Economics of Nigeria (ICEN). He is an excellent communicator and believes in maintaining work ethics and values in the work place. He believes in commitment to work, efficient time management, innovation, resourcefulness and he is committed to giving all of these to whatever he does.

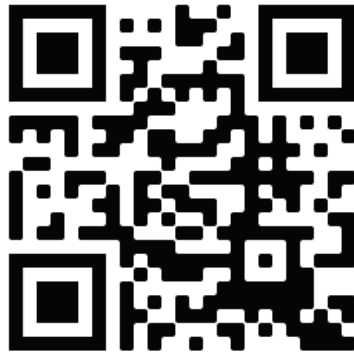
Beyond his professional achievements, he is happily married with four children.



John Sunday  
**OHEME**  
Director of Finance  
(Partner)

BRIEF PROFILE OF  
**KEY DIRECTORS**  
INNOVATORS & LEADERS OF EKISHI AFRICA





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