



PASCAL RESOURCES ENERGY, INC.

OUR



LPG Importation, Retail and Distribution



PASCAL
RESOURCES
ENERGY, INC.



Over 20 years industry experience



CSR Project in 2015 - 2017



2018, PREI, the company behind the world's first refillable aluminum LPG cylinder was established

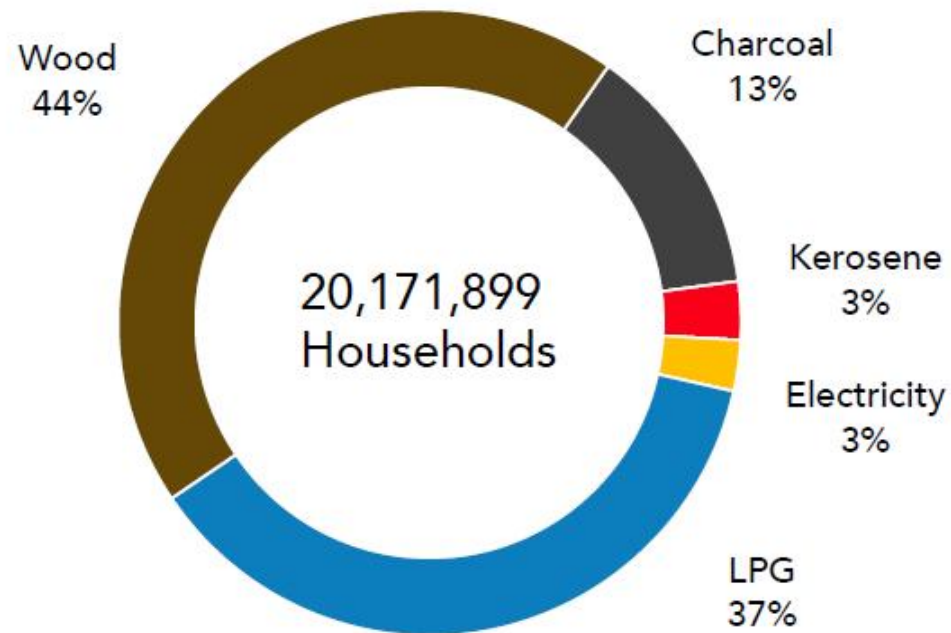


A photograph of two young children, likely of Filipino descent, in a rustic, dimly lit environment. The child on the left is a girl with dark hair, wearing a blue and white striped shirt, looking directly at the camera while eating from a white bowl. The child on the right is a boy, also smiling and eating. The background is dark and textured, possibly made of wood or bamboo, with warm, low-key lighting creating a bokeh effect.

**CLEAN COOKING TECHNOLOGY,
FOR HEALTHY FILIPINO HOMES**



THE LOCAL LANDSCAPE



Source: National Statistics Office, 2010 Census of Population Housing

GEOGRAPHIC REPRESENTATION OF THE UNSERVED POPULATION

Area	Total Households	Fuel Used for Cooking					Total Solid Fuel Users	%
		Electricity	Kerosene	LPG	Charcoal	Wood		
Philippines	20,171,899	528,866	605,391	7,446,698	2,645,739	8,890,701	12,141,831	60%
National Capital Region	2,759,829	120,979	224,168	2,141,425	191,171	73,790	489,129	18%
Cordillera Administrative Region	352,403	5,817	4,977	188,217	3,742	149,424	158,143	45%
Region I – Ilocos Region	1,050,605	21,263	12,647	390,501	96,705	528,202	637,554	61%
Region II – Cagayan Valley	727,327	11,347	6,641	214,375	28,076	464,580	499,297	69%
Region III – Central Luzon	2,239,011	65,277	66,484	1,344,532	219,428	539,428	825,340	37%
Region IVA – CALABARZON	2,833,595	89,052	87,312	1,706,317	442,383	502,257	1,031,952	36%
Region IVB – MIMAROPA	602,131	8,041	11,922	76,148	192,138	309,963	514,023	85%
Region V – Bicol Region	1,111,753	11,297	13,352	177,167	317,886	589,359	920,697	83%
Region VI – Western Visayas	1,526,587	24,470	11,871	162,838	360,307	965,834	1,338,012	88%
Region VII – Central Visayas	1,487,710	38,132	39,727	295,886	86,769	1,023,633	1,150,129	77%
Region VIII – Eastern Visayas	865,657	10,369	15,625	136,004	145,502	556,612	717,739	83%
Region IX – Zamboanga Peninsula	726,272	12,873	13,767	75,662	116,426	506,716	636,909	88%
Region X – Northern Mindanao	917,840	22,213	16,153	142,794	17,951	717,808	751,912	82%
Region XI – Davao Region	1,011,943	33,709	26,764	187,130	117,112	644,048	787,924	78%
Region XII – SOCCSKSARGEN	916,038	21,729	17,680	87,853	178,936	606,867	803,483	88%
Autonomous Region of Muslim Mindanao	538,941	22,919	28,406	53,257	109,044	314,825	452,275	84%
Caraga	504,257	9,379	7,895	66,592	22,163	397,356	427,414	85%

(Figures are based on a 20 percent sample households.)

Source: National Statistics Office, 2010 Census of Population and Housing



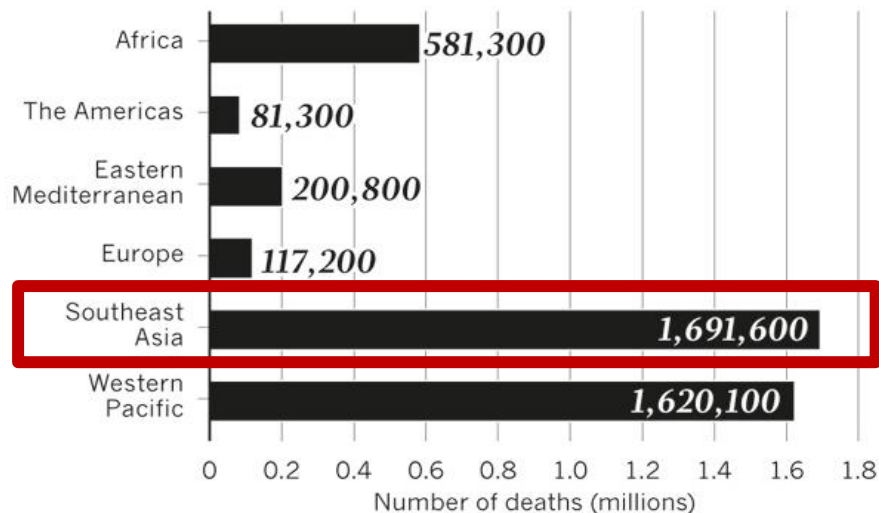
INDOOR AIR POLLUTION: “A SILENT KILLER”

In Asia, the Philippines has the third highest number of deaths—45.3 deaths per 100,000 Filipinos—due to outdoor air pollution. It also has the second highest number of deaths—84 out of 100,000—due to indoor pollution caused by the use of kerosene and wood in stoves, open fires and lamps.

Source: <https://www.gov.ph/web/green-climate-fund/climate-challenges.html>

THE DEVASTATING EFFECTS OF INDOOR AIR POLLUTION

Total deaths attributable to HAP in 2012, by region



The Philippines, 2014

267,741 Deaths

- 87,881 - Ischaemic Heart Disease
- 63,261 - Stroke
- 51,889 - Influenza and Pneumonia
- 26,189 - Tuberculosis
- 16,407 - Lung Disease
- 12,342 - Asthma
- 9,722 - Lung Cancer

4.3 million Fatalities Worldwide

KAALAMAN

Apat na Adbokasiya, Isang Layunin: Mas Ligtas, Mas Malusog, Mas Maunlad na Komunidad.



KALUSUGAN

Pangangalaga sa kalusugan ng bawat isa para sa mas malusog na buhay.



KAALAMAN

Apat na Adbokasiya,
Isang Layunin



KALIKASAN

Pagmamalasakit sa ating kapaligiran para sa isang malinis at ligtas na bukas.



KALIGTASAN

Pag-iingat at paghahanda upang maiwasan ang sakuna at panganib.



KABUHAYAN

Pagsuporta sa hanapbuhay at pag-unlad ng bawat pamilya at komunidad.



Magkaisa. Magsikap. Magtagumpay.
Para sa Mas Maayos na Bukas.



BARRIERS TO ENTRY

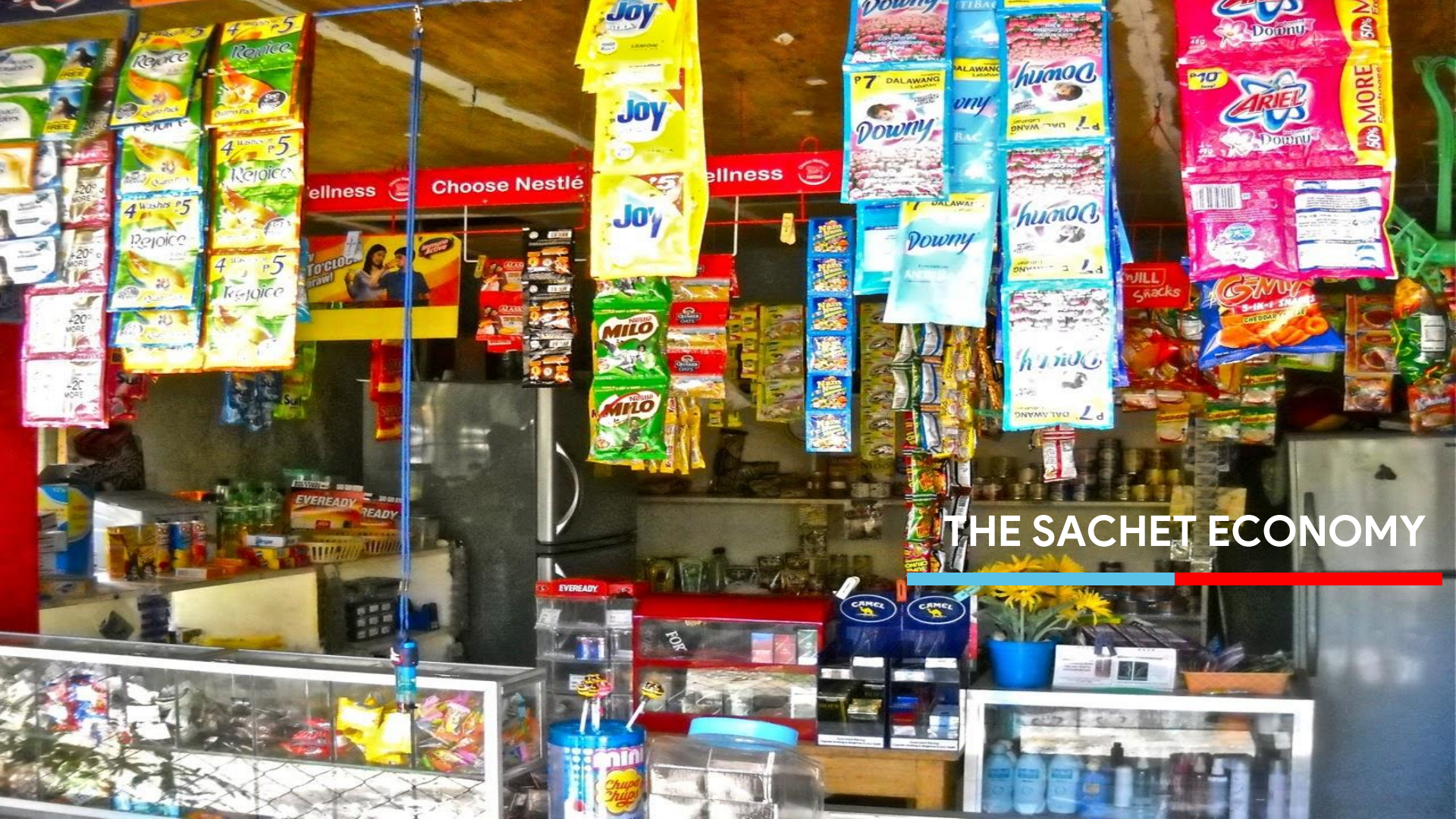


Affordability

- A sizeable percentage of the population live below the poverty line.
- A complete cooking set (tank, regulator, hose, burner) can be costly.
- The price of LPG follows the volatile crude oil market.

Accessibility

- The LPG industry is reliant on capital-intensive infrastructure.
- The geography of the archipelago is a logistical challenge.



THE SACHET ECONOMY



Ang Sachet ng LPG!

CHANGING LIVES ONE CANISTER AT A TIME



MARKET VALIDATION

BEWARE OF LPG-REFILLED BUTANE CANISTERS – DOE

September 1, 2018

DEPARTMENT OF ENERGY (DOE) Secretary Alfonso G. Cusi on Friday warned the public on the emergence of illegally LPG-refilled butane canisters that circulate in provincial markets following the buy-bust operation conducted by the Philippine National Police (PNP)-Cebu City Police Office Station 1 in Barangay T. Padilla public market last 24 August.

P4-M halaga ng illegal butane refill, P300-K halaga ng 'shabu,' nasabat sa Cebu

By Bombo Radyo Cebu - Tuesday, 12 February 2019, 12:42 AM

**Davao City seizes 4,000 refilled
butane gas canisters**

Jul. 13, 2017 RJS

5 million (850 tons)
illegal butane cans sold monthly



ILLEGAL BUTANE CANISTERS BECOME PREVALENT



BACKWARD INTEGRATION: A MASSIVE ILLEGAL OPERATION



THE EFFECT OF RA 11592 – LPG INDUSTRY REGULATIONS ACT



**CIDG SEIZES OVER PHP 102 MILLION
WORTH OF ILLEGAL BUTANE
REFILLING EQUIPMENT IN BULACAN**



PRODUCT INNOVATION



Utility Model Registration
7 Year protection period



Voluntary Philippine Standard License
PNS ISO 7866:2014



We've created the world's first refillable aluminum LPG Cylinder

BUTANE vs LPG

- Lower Calorific Value = Cooler Flame Temperature
- Made of Tin – “kinakalawang”
- May dugtungan – prone to leakage
- Disposable - 1-time use only

220 – 250 grams



- Higher Calorific Value = Hotter Flame Temperature
- Aluminum Alloy
- Seamless
- Refillable and Reusable

330 grams

Gaz Lite is not only safe and convenient it is also economical according to price study vs available fuels

	Firewood	Uling	Kerosene	Butane	Gaz Lite
					
PACK SIZE	1 bundle	1 bundle	1 liter	1 canister	1 canister
PRICE	Php 70.00	Php 20.00	Php 110.00	Php 105.00	Php 72.00
USAGE	2 Days	1 meal	2 Days	2 Days	3 to 5 Days
COST/MO	Php1,050.00	Php1,800.00	Php1,650.00	Php1,575.00	Php720.00

MONTHLY COOKING COST COMPARISON

Cook better. Save more. Live better with **Gaz Lite**.



ULING (CHARCOAL)



1 Pack: ₱20.00



3 Packs per Day: ₱60.00



30 Days Cooking



MONTHLY COST

₱1,800.00



GAZ LITE (LPG)



1 Refill: ₱72.00



Required Refills / Month: 8



8 Refills × ₱72.00
= ₱576.00



MONTHLY COST

₱576.00



MONTHLY SAVINGS

₱1,224.00



ANNUAL SAVINGS

₱14,688.00

(₱1,224.00 × 12 MONTHS)



SAFE

Clean and
controlled flame



CLEAN

No smoke,
no ash



AFFORDABLE

Save more
every month



BETTER LIFE

More time, more
savings, better life

LPG MICRO CYLINDER REFILLING FACILITY

LUBAO, PAMPANGA

- 10,000 m2 area
- 33,600 cylinder refills/hour (production capacity)
- First of its kind to obtain BOI registration





PROJECT RISE

REACHING INCLUSIVITY WITH SUSTAINABLE ENERGY

In partnership with



simbag
MICROFINANCE

Empowering Bicolano communities with safe, affordable LPG through free cookstoves, consistent refills, and strong partnerships.



TRANSFORMING LIVES
Better health for families



PROTECTING THE CLIMATE
Less smoke. Fewer emissions.



BUILDING A SUSTAINABLE FUTURE
Stronger communities, brighter tomorrow.

Project “RISE” – Reaching Inclusivity with Sustainable Energy



Pascal Resources Energy Inc. has secured a **landmark 10-year partnership agreement** with **Simbag sa Pag-Asenso**, a Bicol-based micro finance institution that has 103,898 members to uplift the lives of marginalized households and enhance livelihoods by expanding access to clean, affordable and sustainable cooking fuel.

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Beneficiaries	Members that primarily use wood and charcoal for cooking
Model	PREI will offer the stove kits for free to members. SIMBAG will institutionalize that their members will purchase 8 refills per month. Each individual members will sign an Agreement with PREI.
Project Metrics	PREI 1. Provide affordable, clean and reliable energy 2. 96 refills per household per year 3. 11,000 micro-entrepreneurs with SIMBAG in Bicol Region SIMBAG 1. Uplift the lives of marginalized members through energy poverty alleviation initiatives; members will reduce fuel costs by 70% 2. Enhance the livelihood of micro-entrepreneur members



1 WE GIVE

FREE COOKSTOVES
to qualified
SEDP-SIMBAG
members.



2 THEY COMMIT

Each member commits to
refilling 8 cylinders per month.



330g Mini Cylinders
8 REFILLS / MONTH

3 YOU GROW

ADs ensure consistent supply,
drive additional volume and earn
more through higher sales
and rebates.



ACTUAL DISTRIBUTION – 1st MODEL (MFI and PREI)



1



ATTENDANCE



3



REGISTRATION AND CONTRACT SIGNING



2



ORIENTATION



4



ID CHECKING & RELEASING

DISTRIBUTION MODEL

From Distributor to Family, Clean Energy for a Better Life.



RETAILERS: SERVING CONSUMERS EVERY DAY



- 1. EASY ACCESS**
Make Gaz Lite available in your community for every household.



- 2. RELIABLE SERVICE**
Ensure product availability; and provide friendly, trustworthy service.



- 3. QUALITY & SAFETY**
Promote the safe and proper use of Gaz Lite for every family.



- 4. GROW TOGETHER**
More refills sold, more loyal customers, more opportunities.



- 5. IMPACT LIVES**
You help families enjoy clean, safe and affordable cooking every day.





A small business today,
a **stronger community**
tomorrow.



ROSEL GAMBOA



SEDG Member



SPO: ALBAY DISTRICT



CENTER: AFG



Sitio Anonang, Homapon,
Legazpi City



DEALER: SARI SARI STORE OWNER



BUSINESS PERFORMANCE

AVERAGE MONTHLY SALES

₱15,000.00



Beneficiaries Awarded

7



Average Monthly Refills

56



Selling Price per Refill

₱70.00



Monthly Refill Sales
(56 refills x ₱70.00)

₱3,920.00



ESTIMATED
MONTHLY REVENUE

₱18,920.00

GAZ LITE CONTRIBUTION TO TOTAL MONTHLY REVENUE

26%





**POWERING SMALL BUSINESSES.
EMPOWERING COMMUNITIES.**



MACDALENA CORDONTE



SEDP MEMBER



DEALER



CENTER: PSA



**ADDRESS:
TIWI, ALBAY**



BUSINESS PERFORMANCE

AVERAGE MONTHLY SALES

₱10,000.00



AWARDED 10 BENEFICIARIES

10



AVERAGE MONTHLY REFILLS

80



SELLING PRICE

₱70.00



**MONTHLY REFILL SALES
(80 refills x ₱70.00)**

₱5,600.00



**MONTHLY
REVENUE**

₱15,600.00



**GAZ LITE CONTRIBUTION TO
TOTAL MONTHLY REVENUE**

STANDARD SELLING PRICE FOR MEMBER BENEFICIARIES

DEALER

Your Authorized Partner
Supplying quality LPG products
at a standard selling price.



2-WAY PRODUCT

STANDARD PRICE FOR REFILL

₱72.00
— ONLY —

-  CONVENIENT & WIDELY AVAILABLE
-  STANDARD PRICE FOR ALL MEMBERS
-  SUPPORTS HEALTHY FAMILIES
-  PROMOTES CLEAN & SAFE COOKING

MEMBER BENEFICIARIES

Enjoy affordable and accessible
LPG for a better, healthier life.



PASCAL RESOURCES ENERGY, INC.

PROJECT RISE

Reaching Inclusivity with Sustainable Energy

SURVEY TEMPLATE

[illegible]



PAALALA PARA SA MGA BENEPISYARYO NG GAZ LITE

Batay sa iyong refill performance sa unang anim (6) na buwan mula sa iyong enrollment, ito ang **magiging halaga** ng stove kit na **ibabawas sa iyang ipon**.



REFILL PERFORMANCE (UNANG 6 NA BUWAN)



36 refills
o higit pa



HALAGA NA IBABAWAS SA INYONG IPON

LIBRE
ang Gaz Lite
Stove Kit



25-35
refills



Ibabawas sa inyong ipon:
₱500.00



24 refills
o mas mababa



Ibabawas sa inyong ipon:
₱800.00



LAYUNIN: Makamit ang hindi bababa sa 36 refills sa loob ng unang 6 na buwan upang maging **LIBRE** ang iyong Gaz Lite Stove Kit.



Mag-refill nang tuloy-tuloy at responsible para sa mas
LIGTAS, ABOT-KAYA at MAASAHANG KUSINA!



Gaz Lite®

Project Rise | MFI Incentive Program

Incentive Program

MFI 100,000
Project Rise 100,000



Sign Up Incentive
P50/ beneficiary



Repeat Purchase Incentive
Ladderized (0.25 ~ 1.00)

< PREI Sponsored >

Project Rise | Repeat Purchase Incentive (RPI)

Premise: Loan Officer monitors and influence beneficiaries to do repeat purchase and achieve target of 8 refills per month.

# of LPG Refill per month	RPI Amount	Simulated Maximum Incentive
6	P0.25	P0.25 x 2,160 (6 refills x 9 centers x 40 members) P 540.00
7	P0.50	P0.50 x 2,520 (7 refills x 9 centers x 40 members) P 1,260.00
8	P1.00	P1.00 x 2,880 (8 refills x 9 centers x 40 members) P 2,880.00
Total Incentives	25%	To the institution



CARBON EMISSION COMPARISON

Per Household



Switching from charcoal to Gaz Lite LPG significantly reduces carbon emissions and helps build a cleaner, healthier future.



DESCRIPTION	CHARCOAL	GAZ LITE LPG (330g)
 Fuel Consumption	1.2 kg/day	2 cylinders/week (34.32 kg/year)
 Daily CO₂ Emissions	4.40 kg CO ₂	0.28 kg CO ₂
 Monthly CO₂ Emissions	132.12 kg CO ₂	8.46 kg CO ₂
 Annual CO₂ Emissions	1,607.46 kg CO ₂	102.96 kg CO ₂



ANNUAL CO₂ REDUCTION

1,504.50 kg CO₂
per household



**ANNUAL CARBON
REDUCTION**

93.6%



ASSUMPTIONS & REFERENCES



Charcoal:
Consumption: 1.2 kg/day
Emission Factor:
3.67 kg CO₂/kg



Gaz Lite LPG:
2 cylinders/week
(34.32 kg/year)
Emission Factor:
3.00 kg CO₂/kg



**Per Household
calculations**



**CO₂ =
Carbon Dioxide**





The Impact of Switching to Gaz Lite LPG



By switching from charcoal to Gaz Lite LPG, 100,000 households can significantly reduce carbon emissions and build a cleaner, healthier future.

ASSUMPTIONS



Charcoal weight per pack	1.2 kg
Gaz Lite LPG content per cylinder	330 gm
Consumer use charcoal daily	1.2 kg
Consumer use Gaz Lite weekly	2 cylinders
Annual consumption of charcoal per household	438.00 kg
Annual consumption of Gaz Lite per household	34.32 kg

EMISSION FACTOR

Charcoal 3.67 kg CO₂/kg
LPG 3.00 kg CO₂/kg



CHARCOAL

Number of household (beneficiaries)	100,000
Consumption per year	43,800,000 kg
Emission Factor	3.67 kg CO ₂ /kg

CO₂ EMISSIONS
PER YEAR

160,746,000 kg



GAZ LITE LPG 330gm

Number of household (beneficiaries)	100,000
Consumption per year	3,432,000 kg
Emission Factor	3.00 kg CO ₂ /kg

CO₂ EMISSIONS
PER YEAR

10,296,000 kg



**ANNUAL CO₂
REDUCTION
PER YEAR**



150,450,0000 kg
of CO₂ emissions reduced every year



**ANNUAL CARBON
EMISSION REDUCTION
PERCENTAGE**

93.6%

That's like taking
approximately
41,220
cars off the road
for a year!



Note: Calculations are based on standard emission factors (Charcoal: 3.67 kg CO₂/kg, LPG: 3.00 kg CO₂/kg) and the assumptions stated above.

Source: IPCC Guidelines for National Greenhouse Gas Inventories; Philippine Energy Plan Assumptions



GAZ LITE LPG

ALLEVIATING ENERGY POVERTY

*CHANGING LIVES ONE CANISTER AT A
TIME*

Thank You!