

HEWA TELE LIMITED COMPANY PROFILE



HEWATELE STATEMENT OF CAPACITY ON OXYGEN INFRASTRUCTURE INSTALLATIONS AND SUPPORT ACROSS KENYA

Overview of Hewatele

Hewatele was established as a social enterprise in Kenya in 2014 by the Center for Public Health and Development (CPHD) to address the gaps in the availability, affordability, and accessibility of safe medical oxygen in Kenya and other Eastern African countries. It was intended to complement CPHD's maternal, child, and new-born health work where medical oxygen supply chain challenges were often rate limiting for critical life-saving work in anesthesia and safe surgery, management of childhood illnesses, and comprehensive emergency obstetric and newborn care. Its first PSA plant in Siaya county was established as a public-private partnership (PPP) with the county government and was grant-funded by the General Electric Foundation. Its subsequent plants in Nakuru (Nakuru Level 5 Hospital) and Nairobi (Mama Lucy Hospital) were established with concessionary loan funding from Grand Challenges Canada with contributions from UNICEF for the Nairobi plant.

In 2020, Hewatele innovated a skid-mounted compact PSA plant that is suitable for installation in a plant house or in a container. Hewatele has also continued to provide services in the procurement and installation of PSA plants, training of plant operators and clinical users, and provision of oxygen accessories in the Eastern African region and has worked on projects funded by the World Health Organization, the World Bank, and the Global Fund to fight AIDS, TB, and Malaria. Currently, Hewatele has 6 plants in Kenya and Uganda with a current production average capacity of 90 cylinders with 8.5m³ capacity as refilled within 18 hours of operation for each plant. The plants serve over 30 of Kenya's 47 counties supplying more than 10% of Kenya's medical oxygen demand and the Central region, the most populous of Uganda's four regions. In addition, Hewatele has built another plant in Kisumu County in partnership with Oxygen Hub and is currently maintaining Six PSA plants in Somalia – one of Africa's most fragile countries through a partnership with WHO.

Hewatele is currently undertaking a project to install a 20 ton per day Liquid Oxygen/Nitrogen Air Separation Unit (ASU) at Tatu City special economic zone, setup and operate 4 other regional cylinder-filling sites in Kenya and Uganda, install Liquid Oxygen (LOX) cryogenic tanks at 10 hospitals, and develop a distribution system for LOX and compressed gaseous oxygen in cylinders. The project will leverage the ongoing installation of LOX bulk tanks at health facilities that have been done in some public health facilities in Kenya with funding from The Global Fund and World Bank. In January 2023 Global Health Labs and Hewatele undertook a pilot distribution of LOX in Western Kenya through portable cryogenic tanks to health facilities. The business model intends to supplement the ongoing gaseous oxygen (GOX) operational model of Hewatele which is a hub and spoke model centered around PSA plant hubs and cylinder distribution depots and work to translate this to LOX for sites that have not been considered under existing LOX distribution models. For the pilot, Hewatele targets 40 healthcare structures across a network of levels 3-5 drawn from public, private, and faith-based hospitals.

Hewatele current capacity is Approx. 3500 m³ of (GOX) oxygen per month and the ASU capacity when installed will add 600,000 liters per month of LOX against the Kenya's national average demand for oxygen approx.

750 million liters each month. As we increase our market share, we are setting up the largest ASU plant in East Africa to be positioned in Kenya with a daily output capacity of 20 tons with sufficient spare capacity to service demand for Uganda and Northern Tanzania.

Hewatele Core Competencies

1. Oxygen infrastructure systems installation works.



PSA generating Plants Installations & In-Country Presence

Hewatele ideated a public-private partnership (PPP) on the long-term use of PSA oxygen generation plants and currently operates 5 PSA plants in Kenya and 1 PSA plant in Uganda. The Uganda Kampala Plant is in the Central region of Uganda. We also installed and continue to provide technical maintenance and training for 3 PSA plants in Somalia in partnership with WHO. We are underway to Install 1 Liquid Oxygen (LOX) plant in Kenya.



Hewatele shared experience and lessons on the installation, and commissioning of PSA oxygen generation plants across the region to explore sustainable strategies for building a pool of technical and engineering personnel for operating and maintaining the PSA plant's operational challenges in low-resource settings.

2. Installations & repair of existing piping Infrastructure.

Hewatele team has undertaken a lead role in the installation of infrastructure to facilitate the usage of Oxygen in several regional hospitals in Eastern Africa, this includes the upgrade of piping infrastructure and installation of equipment, and manifolds, appropriate installation/ setting of the entire Oxygen system, equipment, and associated accessories, including cryogenic tanks, vaporizers, and other related equipment



and accessories that support medical oxygen use in the hospitals.

Under the installation projects/programs, Hewatele also offered training, and technical assistance to selected facility technical staff in the appropriate installations, management, and use of Oxygen at the hospital level and the development of sustainability plans for the continued maintenance of the upgrades received based on facility expansion plan

3. Assessments & mapping of facilities' oxygen capacity and technical assistance needs.

Hewatele conducts assessments at hospital levels to determine the quantity and quality of existing oxygen delivery and production equipment, consumables for administering oxygen therapy, and bed capacity, as well as to ascertain facility infrastructure characteristics. These data are used to advocate for donors, partners, and other decision-makers to inform not only policy responses but also funding decisions that increase the availability of respiratory care equipment at various levels of healthcare. This mapping often informs a cross-sectional study in tertiary-level hospitals, provincial hospitals, general reference hospitals, and primary health centers as part of a nationwide biomedical equipment survey of health facilities.

4. Market shaping initiatives.

Hewatele works on both the supply and demand sides of the market to lower costs and increase the availability of Oxygen and related equipment, accessories, and consumables in low-resourced settings in the region. We have achieved this through a strategic public-private partnership with government agencies. Hewatele partnered with the government in three county referral hospitals in Kenya to make Oxygen more accessible, available, and affordable to patients. We steer collaborations with governments to maximize the impact of their limited funding by negotiating agreements with the development partners and private sector to help shape inclusive markets for Oxygen products and consumables.

Hewatele is currently introducing LOX uptake at the primary level of care in Kenya. In January 2023 Global Health Labs and Hewatele are currently undertaking a pilot distribution of LOX in Western Kenya through portable cryogenic tanks to be in a mix of health facilities. For the pilot, Hewatele targets 40 healthcare structures across a network of levels 3-5 drawn from public, private, and faith-based hospitals as part of its market-shaping efforts.



Planned ASU/LOX infrastructure at TATU SEZ, Kenya

5. The Differentiator

As a social enterprise, Hewatele supports efforts that stimulate innovation and accelerate the adoption of new and or cost-effective products and promote platforms for consistent quality standards. We focus on six core activities:

- i. Oxygen-generating plants installations
- ii. Oxygen cylinders and distributions
- iii. Manifolds and piping infrastructure installations
- iv. Oxygen equipment and accessories
- v. Oxygen infrastructure repairs and maintenance
- vi. Healthcare personnel pieces of training

6. Facilities & Equipment



Oxygen equipment, spare parts, accessories & consumables Store

7. Oxygen infrastructure and medical engineering service center

Hewatele is setting up an Oxygen Service and Resource Center to ensure health systems optimize the utility of Oxygen equipment either donated or procured during COVID-19 and beyond. The center will operate a hub and spoke model in East Africa, the proposed service center will provide a sustainable Oxygen service for all Oxygen related needs including repair and maintenance of Oxygen related equipment i.e., LOX/GOX equipment, concentrators, PSA plants, and support health facility-specific requirements like piping.

Specific activities will include setting up a state-of-the-art workshop, developing an online service module and ERP to allow hospitals to access parts and consumables easily, procurement on initial stock on Oxygen related accessories, spare parts, and service kits, and recruitment and training of service engineers & finally, a business development – to secure service-level agreements with different health systems and manufacturers.

Other fundamental areas of the yearlong project are training and technical assistance for selected staff of the beneficiary hospitals in management and use of Oxygen at the facility level, and the development of sustainability plans for the continued maintenance of the upgrades received. Develop guiding tools to support capacity strengthening for both BMEs responsible for running and maintaining LOX systems, and health care workers (HCWs) working in critical care services.

Our Expertise

When it comes to Hewatele real strength, our people make the business. Our team, as Headed by our Founder **Dr. Bernard Olayo**, is the clear and leading reason for our ongoing success. While our team brings expertise and knowledge, Hewatele provides more opportunities for our skilled Technical and Commercial team. We aim to strengthen, meaningful, and lasting relationships with all our team members.

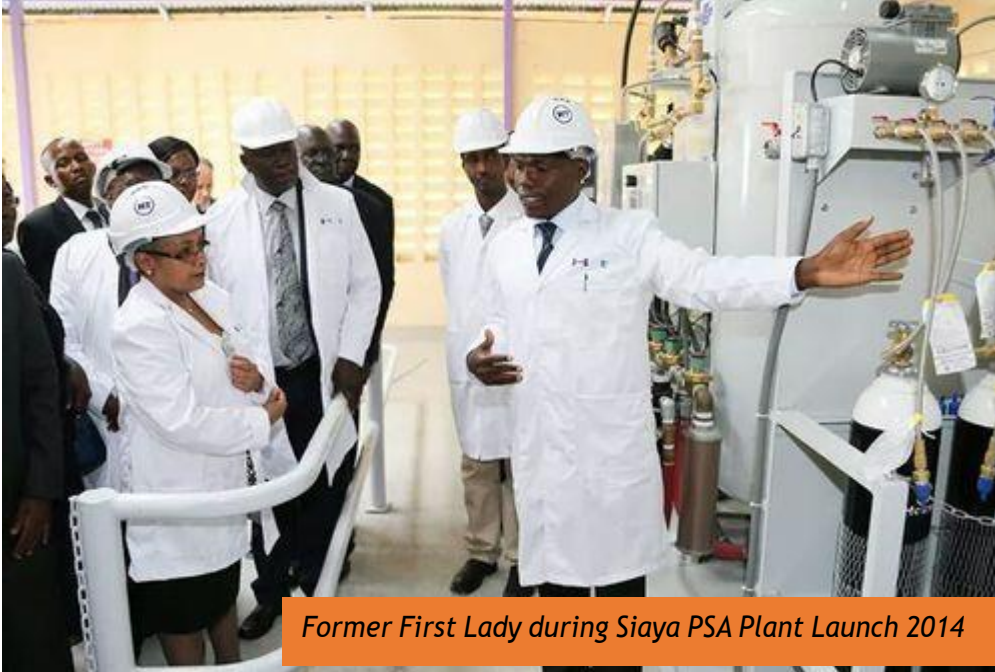
Hewatele has offices in Nairobi Kenya, making us centrally placed to deliver projects across Eastern African countries. With a balanced mix of expertise and locally based workforces, this unique strength means we can provide a stable, motivated, and productive team that our clients can rely on. Hewatele also fosters strong relationships with subcontractors, suppliers, and consultants, relationships are integral to our business.

No.	Name	Position	Qualifications	Experience
1	Johannes Muga	CTO-ASU & PSA	BCom (Mgt) Dip. Chemical Processing Technology. MBA	25 Years
2.	Dr. Zulfiqar Wali	CEO	BSc, MBA. Project Management, PhD.	21 Years
3.	Joan Andia	CFO	B. Com, MBA	15 Years
4.	Rita Ndonye	Head of SHEQ	BSc, MBA	15 Years
5.	Hannington Opot	Business Development	BSc International Business Administration	10 Years
6.	Peter Njoroge	Operations Coordinator	BSc Mechanical Eng	12 Years
7.	Ann Mbuve	Human Resource Manager	BA - HRM	12 Years

Hewatele Senior Mgmt team.

Partners/Customers

Our focus at Hewatele has always been on building long-term relationships with our valued partners and clients. From the beginning of 2014, we have worked to establish and strengthen our relationships with public hospitals that are the primary consumers of Oxygen as well as the private sector. We are proud that over time, these have developed through mutual trust, and expertise, and have proven our success as a social enterprise. As a result, Hewatele enjoys positive, worthwhile, and longstanding relationships with our development partners, governments, and clients in the Oxygen value chain. Because we are proactive, solutions-focused, and active listeners, we understood the needs and gaps of our clients and ensured that Oxygen is available, and affordable to all needy patients.



Former First Lady during Siaya PSA Plant Launch 2014



Former Dep. President and former Governor of Nairobi City during Nairobi PSA Plant Launch 2016

Our Testimonials, Awards & Accolades



https://www.youtube.com/watch?v=_TpRsoM0O1o

Grand Challenges Canada Announces First-Ever Winner of Rotman Innovation of The Year **Award**, Kenya's **Hewatele**