



When the pandemic began in 2020, the whole world came to a standstill. However, it was not long before the resilience of men was once again demonstrated through the revolution of innovative ideas such as "work from home", "service-at-home" and "delivery services" which enabled life to continue normally.

We, at Beximco LPG, did not stand still as well. In order to bring sustainability to our business and to continue supplying valuable energy to the market, we strived to develop the foundations that would unlock great potential in the future. Endeavors such as exclusive outlets and home delivery services were taken up. Over the last two years, Beximco LPG has taken significant strides in laying the foundations of sustainability and new frontiers are now beginning to unlock!

Citizens of this country are busier than ever. Thus, Beximco LPG has tied up with multiple partners to ease their burden of purchasing and carrying LPG cylinders. Years of efforts to convince and develop the market has now come to fruition. Customers are now getting Beximco LPG delivered straight to their homes in less than 3 hours thanks to the efficient and dedicated services of delivery partners like "My Fuel Pump", "Gas Monkey" and "Cylinderwala". A new frontier has been unlocked and there's more to come!

HIGHLIGHTS OF Q3, 2022

- Signing up with "My Fuel Pump" for delivery across Dhaka City
- Billboard installation at Mohakhali Flyover, Dhaka
- Gift distribution for home delivery orders via Gas Monkey app
- Successfully commissioned reticulation systems at Beximco Industrial Park
- Consistent Social Media growth with approximately 1.5 million unique reach (four times than the last quarter) and an overall engagement of approximately 500,000 over the period of July-September. Lead generation has also grown by more than 50% during the quarter.
- Gift distribution of Employee referral program to the winners



EMPLOYEE REFERRAL PROGRAM

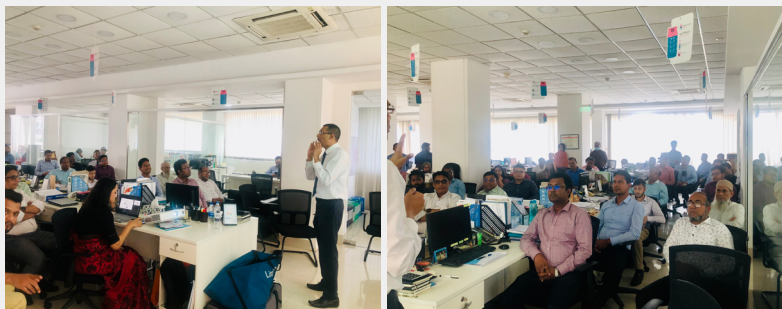
21st July, 2022 marked the end of the Employee Referral Campaign. It was truly one of the most successful campaigns of not only the company but also the industry. An astounding quantity of more than 1800 package sales in 06 weeks were made through referrals. More inspiring is the fact that almost 20% of the employees of Beximco LPG participated in this campaign, of whom many were from a non-sales background. This is a direct manifestation of the concept that proper engagement can lead to marvelous outcomes.

The Management of Beximco LPG would like to thank everyone once again for the active participation in this campaign and making it a successful one.



CPR TRAINING FOR HEAD OFFICE EMPLOYEES

As a part of the Regular In-house training, the HR department arranged a First Aid & CPR training session at the head office on Tuesday, October 18, 2022, from 3:30 PM - 4:30 PM. The training was facilitated by Dr. M Hasan Andalib, Consultant - Accident & Emergency with the association of Evercare Hospital, Dhaka. It was a very informative and engaging session wherein the trainer discussed the various methods of First-Aid and Emergency care as well as the process of resuscitation and applying CPR. It is hoped that in times of need, the participants shall be able to recall the methods taught here and save a co-worker or family member from a grave medical situation.



IN THE MEDIA

Mr. M Muntasir Alam (Chief Commercial Officer, Beximco LPG and Chief Executive Officer, Beximco IOC Petroleum & Energy Ltd) gave an interview to **The Business Standard** where he elaborately discussed the current struggles of the LPG Operators and what might happen in the future should the concerned authorities fail to take action in time. Read the news at: 'Should we bleed forever to death?' (tbsnews.net)



WHAT OUR DISTRIBUTORS ARE SAYING

MyfuelPump™
চাইলিই পাবে

Partha Pratim Choudhury
CEO, My Fuel Pump



We are delighted to have partnered up with Beximco LPG – one of the most innovative and progressive companies in the industry. We have also come up with a unique business model to provide LPG services to users all across Dhaka City and we believe the joint effort of Beximco LPG and My Fuel Pump shall bring about a revolutionary change in the industry and user behavior. Equipped with specially customized bikes and pick-up trucks, we are delivering Beximco LPG Smart cylinders to users' doorsteps in less than 3 hours. We hope more and more users shall start subscribing to our services soon and enjoy having Beximco LPG Smart Cylinders delivered right at their doorsteps.



Khandaker Ershad Jahan
Founder & CEO
Connect Distribution



Connect Distribution has been a Beximco LPG Distributor in Badda region of Dhaka city from the very beginning. We have been one of the most loyal distribution partners of Beximco LPG and it has been a win-win partnership so far. Our customers love Beximco Smart Cylinders and subsequently our market has grown tremendously over the years. After months of market research and studies, we have finally launched our very own dedicated home delivery services through "Gas Monkey" – a mobile app which is available for users on all platforms. We have already received great response from our customers and hopefully with some new and upcoming benefits, our reach will grow exponentially.

TOP 3 growth DISTRIBUTORS



47%

M/S Sadik Enterprise
Narayanganj Sadar



41%

A & T Traders
Mohammadpur Dhaka



39%

M/S Lemon Brothers
Tongi

TSIs OF THE QUARTER



July 2022

MD. MAHAMUDUL HASAN
TERRITORY : CHANDPUR
REGION: CHITTAGONG



August 2022

MD. MOMINUL ISLAM KHAN
TERRITORY : BARISAL
REGION: KHULNA



September 2022

MD. MURSHED ALAM
TERRITORY : NARAYANGANJ
REGION: DHAKA SOUTH

NEW JOINERS



Md. Tanvir Ahmed
Territory Sales In-charge
Sales & Marketing
August 2022



Shahidur Rahman
Territory Sales In-charge
Sales & Marketing
October 2022

We are always here to support

For Distribution and Home Delivery: 16565

Autogas : 01730397878

Reticulation : 01321154566

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