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# MD & CEO, Syed Taha's Interview at the ICAP CFO Conference 2022

MD & CEO PSO, Syed Taha, talked about leadership, agility, technological disruptions, future readiness, and the evolving role of finance professionals during a one-on-one interview at the ICAP CFO Conference 2022 - Becoming a Transcendent Leader.

Syed Taha enlightened the audience with his knowledge, expertise, and experience having successfully steered Pakistan's largest energy company - PSO through black swan events and numerous macroeconomic challenges while achieving record performance in the company's 45 years history.

The CFO Conference 2022 was organized by ICAP to provide a platform to C-Suite professionals in order to find pragmatic solutions to emerging business challenges and aligning seamlessly with PSO's core values of Innovation and Inclusive Leadership.



### 22nd MAP Convention

PSO sponsored the 22nd MAP Convention - Leadership & Governance in Changing Times.

MAP is a professional association, registered and recognized by SECP, having around 250 institutional and over 500 individual members. The convention was held on March 17, 2022, in Marriott Hotel, Karachi and approximately 300 delegates from leading member and non-member companies attended the event. Mr. Aamir Khan, Chairman, Securities & Exchange Commission of Pakistan attended the event as Chief Guest, and Mr. Mohsin Mangi, Chief Strategy Officer, PSO also joined the convention as a panelist.







## PSO Performance Highlights QTR 4 FY22

- During QTR 4 FY22, PSO commissioned 15 new sites in south.
- PSO observed the record volume growth of 15% vs LY in south.
- The incremental volume of more than 100,000 MT was noted in south.
- The record earnings of more than Rs. 1.1 billion in lubes were observed in south.
- During QTR 4 FY22, there was a significant improvement in Q&Q sample failures vs LY in south.
- The safe sites ratio was observed to be 100% in south.
- During the same period, new business development by induction of more than 25 industrial accounts and 275 card customers was also observed in south.
- PSO achieved the lease registration of 40 outlets in south.
- 100% credit recovery was observed while more than 80% of sales are credit based.
- PSO successfully completed the DUC system in 176 outlets i.
- PSO after successful deliberations, executed the fifth addendum to the "Sale and Purchase of Products Agreement" with Pakistan Refinery Limited (PRL) for the upliftment of POL products in May 2022.
- To cater to the unprecedented increasing demand for White Oil Products, PSO efficiently managed the supplies by maximizing the upliftment from local refineries. The company successfully uplifted around 850,000 MT of white oil products in Q4 of FY2022 which is 16% higher than SPLY. The overall upliftment of all products from refineries remained at 1.09 MMT in Q4 with an increase of 11.9% over SPLY. PSO achieved the highest ever refinery upliftment share of over 42% (4.2 MMT) in FY 22.
- To cater to country-wide unprecedented high demand in a situation when there was limited product availability with competitors, PSO successfully arranged the deficit quantity through imports and made the products available across the country. The white oil import quantity in Q4 was a record of 1.77 MMT which is an increase of 29% over SPLY and a 9% increase over the previous record made in Q2 FY 22.
- PSO successfully arranged six additional HSD cargoes of around 340,000 MT to fulfill the increased seasonal demand across the country, bridge the gap due to competitors' inability to import, and avoid any untoward and dry-out situation in the peak harvesting season. This enabled the company to sell an all-time monthly record high quantity of 522,000 MT in April 2022 with a market share of 57% and all-time bi-monthly record high sales of 986,000 MT in April and May 2022.
- Moreover, three HSD cargoes that were planned to be berthed at FOTCO Jetty Port Qasim were also diverted to Keamari to ensure timely berthing of vessels and uninterrupted supply of HSD to the market as port congestion was severe at FOTCO and vessels berthing could be delayed significantly otherwise.

- The sudden and substantially increased demand for Furnace Oil by Power Sector across the country was successfully fulfilled through local procurement and Imports. Imports of Furnace oil in Q4 were around 800,000 MT which is more than 10 times high in comparison to Q4 of FY2021.
- During the quarter under review, the Jet Fuel market share increased from 97.1% in Q3 to 97.4% in Q4.
- PSO achieved gross profi-tability of Rs. 984 million in aviation against a target of Rs. 557 million with an increase of 77%.
- PSO sold 139,367 MT of Jet Fuel against a target of 90,621 MT with a growth of 54%.
- Two new international customers were added to Jet Fuel's customer base i.e. SF Airlines, a
  Chinese Cargo Airline C/o Uniken International China, and Kish Air, a private Iranian Airline C/o
  Skyways Flight Support of Sharjah, UAE.
- The earnings of Rs. 47 million against hospitality charges were observed in marine sector and Rs. 131 million was saved from the purchase of HSD from the Pakistan Navy.



### **Important Days and Events**

#### Iftar Dinner for Karachi Union of Journalists

Keeping in view the importance of building and sustaining a positive relationship with the media representatives, PSO sponsored an Iftar dinner in collaboration with the Karachi Press Club for the Karachi Union of Journalists.

KUJ is a representative body of Karachi-based journalists and is affiliated with the Pakistan Federal Union of Journalists (PFUJ). Over 1,900 journalists from leading newspapers and TV channels are members of KUJ. A large number of Karachi-based journalists and media workers were part of this gathering. This event is a yearly feature but due to COVID -19, it was held after a gap of two years.





#### **PSO Female Pump Attendants**

PSO female pump attendants were featured in some renowned media channels including Voice of America, Samaa News, and Geo News. PSO was proud to be acknowledged for paving the way to an inclusive workforce and empowering women by hiring them as female pump attendants at multiple PSO stations across Pakistan.







### **World Health Day**

PSO celebrated World Health Day on April 7, 2022, by promoting how being the nation's own energy company, PSO remains committed to building a cleaner and healthier world for future generations.

Leading the sustainable energy revolution, PSO is the first energy company in the country to adopt Euro 5 fuels, an international standard fuel that optimizes performance and minimizes the negative impact on the environment. PSO has also contributed approximately Rs. 350 million in the last 5 years towards improving healthcare in Pakistan.

### Our Planet. Our Health

Let's pledge to keep our planet clean and green and drive towards a healthy future!

# **World Health Day!**

Celebrating 7<sup>th</sup> April



### World Day for Health & Safety at Work

Health, Safety & Environment is a part of PSO's corporate DNA. On this World Health & Safety Day, PSO remained committed to maintaining a safe and healthy environment for its people, customers, partners, and the entire nation.



### **Earth Day**

On this Earth Day, PSO took pride in highlighting its numerous initiatives towards enabling a better and more sustainable future for the younger generations.

#### **EURO 2 TO EURO 5**

Euro 5↔ Octane + Premier

Hi-Cetane







22<sup>nd</sup> April #InvestInOurPlanet

# 

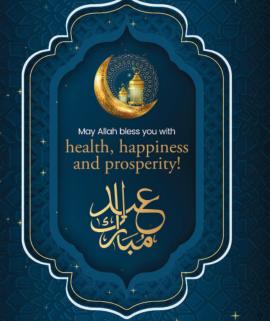
#### **Labour Day**

PSO saluted the dedication and hard work of our labour force who are the backbone of our company and play a vital role in keeping the wheels of our nation's economy moving. PSO wished a Happy Labour Day to all the amazing workers around the globe

#### Eid-ul-Fitr

PSO wished the nation Eid Mubarak and remained open nationwide to serve the nation and fuel the journeys of happiness during the Eid holidays.





#### **Mother's Day**

PSO paid tribute to the driving force in our lives who makes sacrifices every day so that, we may have a brighter future tomorrow. PSO wished a Happy Mother's Day to all the selfless women who inspire, nurture and motivate us.



Thank you for fueling our dreams



### Father's Day

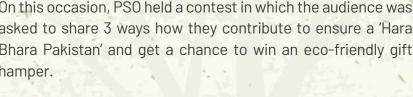
On this Father's Day, PSO honored the contributions of fathers in the society and wished a Happy Father's Day to all the selfless men who inspire, nurture and motivate us.

19th June #HappyFathersDay

### **World Environment Day**

PSO celebrated World Environment Day and talked about appreciating and caring for our environment by switching to a sustainable lifestyle.

On this occasion, PSO held a contest in which the audience was asked to share 3 ways how they contribute to ensure a 'Hara' Bhara Pakistan' and get a chance to win an eco-friendly gift hamper.













# SAFETY TIPS DURING HEATWAVE

SAFETY TIPS FOR YOU



STAY HYDRATED



**WEAR LOOSE** 



LIMIT SUN EXPOSURE



**SAFETY TIPS FOR YOUR CAR** 





COVER THE STEERING WHEEL



SET UP A SUNSHADE OR A WINDOW VISOR

### Safety Tips During Heatwave

As Pakistan was expected to experience the highest temperatures during May, PSO guided the nation to follow heat safety tips

#### Celebration of World Health & Safety Day at Work

PSO celebrated World Health & Safety Day on April 28, 2022, to promote the prevention of occupational accidents and diseases. The theme for the day was 'Let's Act Together to Build a Positive Health and Safety Culture'. It was an awareness-raising campaign intended to focus attention on the magnitude of the problem and on how promoting and creating a health & safety culture can help reduce the number of work-related accidents. Corporate as well as regional HSE teams collaborated with facilities throughout Pakistan to observe this day.





Keamari Terminal A



Faisalabad Aviation Station



Multan Aviation Station



Machike Installation



Keamari Terminal B



**Shikarpur Installation** 



Akora Khattak LPG Plant



Faqirabad Depot



Lahore Division Office



Shershah Depot



Karachi Aviation Station



Lalpir Depot

#### **Celebration of World Environment Day**

World Environment Day is celebrated annually on the 5th of June which is the biggest international day for the environment led by the United Nations Environment Program (UNEP). This year's theme was 'Only One Earth' with a focus on 'Living Sustainably in Harmony with Nature'. PSO celebrated this day across all its facilities to raise awareness on the issue of global warming and its environmental impacts, as well as the activities and measures everyone can take to protect the only planet we have. HSE corporate and regional teams visited the facilities and organized awareness sessions and staff walks as well as tree plantation drives.



# Inauguration of DC Fast EV Charging Station in Lahore

PSO Electro, a DC fast electric vehicle charging station was inaugurated at PSO's Sunshine Filling Station, Lahore by Chairman Board of Management, PSO Mr. Zafar I. Usmani, MD & CEO, Syed Taha, Board Member, Ms. Tara Uzra Dawood, and other senior management officials were also present at the occasion.

The advanced facility will provide ultra-fast charging within 30 minutes, energizing electric vehicles to drive with minimal carbon emissions.

PSO is committed to adopting the latest technology to serve customers more efficiently and preserve the environment for our future generations.







# PSO Stepped into the Contactless Era by Introducing NFC Tags for its Corporate Clients

Gearing up for the future, PSO has taken another forward leap by launching Near Field Communication (NFC) tags for its corporate clients. This contactless mode of the transaction will enable the customers to transact for fuel without even having to carry their PSO card! The transaction via the NFC tags will not only be quicker but also equally safe as the card transaction.

The launch ceremony of the NFC tags took place on June 8, 2022, at Q-Star Filling Station, with Chief Supply Chain Officer, Mr. Abdus Sami honored the event as the chief guest. The event was also attended by chiefs of several corporate clients such as KIA, National Foods, Master Builder, K-Electric, etc.

# INTRODUCING PSO NFC STICKERS FOR OUR BUSINESS CLIENTS!





# Upgradation of Storage Infrastructure at Machike Terminal

PSO achieved yet another milestone by enhancing its storage infrastructure and adding motor gasoline and diesel tanks at the company's Machike Terminal having capacities of 19,800 MTs and 22,500 MTs respectively. This terminal is of strategic geographical importance, providing fuel to more than 300 PSO retail outlets in Northern Punjab and suburban areas i.e. Sheikhupura, Lahore, Gujranwala, etc.

The new facility is automated, digitized, and equipped with end-to-end digital traceability, data analytics, and a Queue Management System for effective bay allocation along with secure dispatch and product handling via White Oil Pipeline routing from Mehmood Kot to Faisalabad and then Machike.

MD & CEO, Syed Taha inaugurated the newly constructed storage tanks at Machike Terminal. Other senior management representatives and operations staff were also present at the ceremony. The new milestone significantly increased days cover for both motor gasoline and diesel in the country and is another step towards ensuring seamless and uninterrupted fuel supply to the nation.

Following are some of the highlights of this project:

- 24/7 round-the-clock working at the site by the implementation of Fatigue Management System i.e. max 12 hrs labor shift and by maintaining the minimum light lux level as per OSHA standard 1926.56 at the site.
- The erection of tanks' roof structure and painting works using a cherry picker, scissor lift, and mobile crane thus, reducing the use of scaffolding.
- The use of a double-sided AGW (Automatic Girth Welding) Machine for horizontal seams of tank shells thus, minimizing manual welding at height.
- The use of man baskets for welding vertical seams of the shell for enclosed and safe manual welding at height.



# Visit of Musadik Malik, Minister of State (Petroleum Division), Ministry of Energy, at PSO House

Minister of State (Petroleum Division), Ministry of Energy, Mr. Musadik Malik visited PSO's Head Office in Karachi. Managing Director & CEO, PSO, Syed Taha welcomed the honorable guest along with the company's senior management.

The honorable minister was given an overview of the company's financial and operational performance, milestones achieved, and key challenges. The minister acknowledged PSO's role in reshaping Pakistan's energy landscape with technological advancements and digitization.

PSO continues to set new industry benchmarks and reaffirms its role as the national flag bearer and leader of positive change in Pakistan.



## **PSO Launched Forecourt Training Program**

To improve the customer experience at the retail outlets, PSO launched a Forecourt Training Program to up-skill its outlet staff including pump attendants and supervisors. The program was inaugurated by Managing Director & CEO, Syed Taha at PSO S/S-3 (Cliff) in Karachi. Senior company representatives also attended the ceremony.

Keeping customer service at the heart of everything we do, PSO continues to take initiatives to provide an outstanding customer experience at its forecourts.





## **Corporate Briefing Session**

A corporate briefing session was held on June 28, 2022 at PSO House. The session was chaired by Ms. Gulzar Khoja, Chief Financial Officer, PSO.



# PSO Signed Fuel Supply and Technical Services Agreements with TotalEnergies Aviation (TEA)



PSO signed fuel supply and technical services agreements with TotalEnergies Aviation (TEA) at their headquarters at La Defense Paris, France. The agreements were signed by Chief Supply Chain Officer, PSO, Mr. Abdus Sami, and President, TEA,

Mr. Joel Navaron. Senior officials from both companies were also present during the ceremony.

As the market leader in the aviation business in Pakistan, with a share of approx. 95% in jet fuel and an experience spanning over four decades, PSO fuels the skies at 10 major airports having state-of-the-art refueling facilities across the country.

# PRL, a Subsidiary of PSO, Signed an Agreement with Wood Group UK Limited

Pakistan Refinery Limited (PRL), a subsidiary of PSO, signed an agreement with Wood Group UK Limited as Front-End Engineering Design (FEED) contractor for the Refinery Expansion and Upgrade Project (REUP) to upgrade the refinery from hydro skimming to deep conversion, doubling refining capability from 50,000 barrels to 100,000 barrels daily, and producing environment-friendly Euro 5 fuels.

The agreement was signed by Mr. Zahid Mir, PRL's CEO & MD, and Mr. Daniel Jennings, Head of Commercial, UK Projects of Wood. The finalizing event was participated in by Syed Taha, MD & CEO, PSO who is also a member of the PRL Board of Directors. Other PRL board members and senior management representatives were also present.



# **PSO Signed MoU with FWO**

To promote tourism in northern areas, PSO and FWO signed an agreement for the establishment of state-of-the-art fueling facilities with mini rest areas having a tuck shop, executive washrooms, service station, and mosque in the heart of Kaghan Valley at Batakundi and a famous tourist destination of Passu Cones. The development of these outlets will cater to the fueling needs of locals and facilitate tourists to stop over and relish the services provided at these beautiful spots.

The ceremony was graced by DCCO (North), Mr. Jawad Shah along with other officials of PSO, including RH Commercial Sales, Mr. Mian Shakeel Ahmad, DM Commercial Sales, ISB Mr. Faisal Mehmood Abbasi, Zonal Manager, Mr. Zarak Khan, and FWO Officials.





### PSO Signed an Agreement with DHA Peshawar

The concept of smart cities envisages developing modern residential localities with well-managed and improved quality of life for its residents. An agreement signing ceremony was held between PSO and DHA Peshawar for the construction of the Company Operated site named "PSO Filling Station" at DHA. The Ceremony was chaired by Mr. Jawad Shah, DCCO (North), and Mr. Jehanzeb Khubaz, Divisional Manager (Peshawar) on behalf of PSO and Brig. Syed Mazhar Hussain, Administrator Defence Housing Authority Peshawar (ADHA), and Col. Imran Sulehri, Director Marketing on behalf of DHA.



This site will be the first fuelling facility at DHA Peshawar and shall be pivotal in establishing PSO's leadership in this elite residential community of Peshawar. The site will also provide a state-of-the-art oil change facility, the highest HSE standards, and other value-added facilities to the customers, including clean drinking water, tidy washrooms, a Shop Stop, a tyre shop, and an ATM facility. The agreement is a significant milestone in our ongoing collaboration and PSO aims to build more sites in DHA across the nation.



# PSO Signed an Agreement with PMD for CNIC-MSISDN Pairing Authentication (CMPA) Service

On June 22, 2022, PSO signed an agreement with the Pakistan MNP Database (PMD) for the provision of CMPA services. This service would enable PSO Cards division to verify its DIGICASH customers' credentials (CNIC and mobile phone numbers) in real-time. The agreement was signed off by Mr. Amir Zaib Khan, General Manager of Cards & NFR, PSO.

CMPA service would greatly assist Cards team to carry out the KYC (Know Your Customer) and ensure that all marketing spending and efforts for value creation are made for genuine customers. As rightfully said, the data is the new oil of the 21st century, and the authentic customer database filtered after the CMPA service will be extremely critical for future digital products of PSO.







# Land Lease Agreement Signing Ceremony

The signing ceremony of 10 years land lease agreement between PSO and land owners of Shershah Depot Land.

# PSO Conducted a Corporate Activity Called "Call & Contribute"

The importance of customers and their valuable feedback is surely an undeniable element. Following the same spirit, PSO conducted a corporate activity called "Call & Contribute". The central theme of the activity was to touch base with the pulse of PSO customers through the Taaluq platform. The event proved to be a pivotal success in obtaining insightful feedback from customers and received an overwhelming response through the outbound calls conducted by the senior management personnel.

The two-day activity was conducted in June 2022, inaugurated by Mr. Raja Imranullah, DCCO South, Mr. Raja Faisal, GM Gaseous Fuels, and Ms. Shamail Shah, GM Learning & Govt Relations (Sindh & Baluchistan).

Management officials comprising a mix of different functions participated in the activity by attending customer calls. Real-time feedback was obtained and customers acknowledged the positive step taken through the Taaluq platform.

The session proved to be an enriching experience for management as well as call center agents providing them the opportunity to interact and observe the senior management handling customer feedback and comments and helping to break their monotonous routine.



# Training Session to Army Officers on HSE, Product Quality, and Tank Lorries Calibration

A training session was conducted for Army officers on HSE, product quality, and tank lorries calibration. The training was delivered by the Lab Incharge, Tarujabba.



# 10th PSO Management Employees Hajj Balloting Ceremony

By the grace of Almighty Allah, two PSO management employees were selected during the 10th Hajj Balloting Ceremony held on Wednesday, May 11, 2022, at PSO House Auditorium, for Hajj FY2022.

Kh. Amer Hameed, Regional Head Commercial Sales (South) chaired this sanctified event.

The list of successful candidates for the year 2022 is as under:

### Name of Employees

Ghulam Yaseen Bajkani

**Zulfiqarabad Oil Terminal** 

Saeedullah

Serai Naurang Depot

The above successful candidates for the year 2022 and the successful candidates (a total of 13 management staff members) for previous years; 2020 & 2021, were packaged under PSO Management Employees Hajj Fund after the announcement of the Govt. Hajj Policy.

# Induction of Carbon Residue Tester ASTM D-189 at ZOT Lab

The testing capability was enhanced at ZOT Lab by induction of Carbon Residue Tester ASTM D-189. Carbon residue is the residue formed by evaporation and thermal degradation of a carbon-containing material in fuels like HSFO, LSFO & HSD which indicates relative coke-forming propensities.

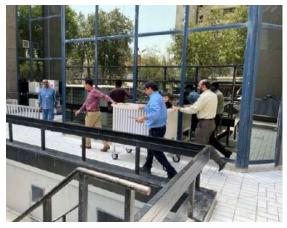


# Emergency Evacuation Drill at Daycare Center, PSO House

A planned emergency evacuation drill was conducted for Daycare at PSO House on June 13, 2022, to rehearse the emergency preparedness of the daycare staff and ensure an effective evacuation plan for the occupants in case of an emergency. The drill was organized by Admin and ERT in coordination with HSE and HR departments. Multiple areas for improvement were suggested by the HSE team post this drill to drive the continuous improvement process.









### **Process Safety Management**

Process Safety Management plays a pivotal role to ensure operational HSE parameters. Important elements of Process Safety Management are continuously implemented at PSO facilities including Permit to Work, Management of Change, Emergency Response, Safety Critical Equipment, etc.

The following MOC cases were approved by MOC Committee in Q4 after rigorous review:



#### **Emergency Response**

One of the key elements of Process Safety Management is an emergency response to incidents like fire, oil spills, medical emergencies, etc. The emergency drills are conducted at facilities to keep the staff and Emergency Response Teams prepared for any unforeseen incidents. These drills are conducted on monthly basis to rehearse emergency preparedness, identify weak points, and suggest possible improvements.



# Fire Drill Activity at Various PSO Aviation Stations



Karachi Airport



Peshawar Airport



Lahore Airport



Islamabad Airport

**PSO Corporate Social Responsibility** 

# PSO Supported Disabled Welfare Association through Bioniks

PSO is enduring the enabling environment and supporting the deprived individuals who were neglected in society. PSO CSR Trust joined hands with the Disabled Welfare Association through Bioniks by supporting 26 advanced prosthetic arms for the amputees of the upper limb. These individuals will now become active members of society with a new hope to live again with prosperity. The ceremony was held at PSO House where Brig Rizwan Ahmad (R), General Manager Admin, Security Services & CSR handed over the cheque to Ms. Saima Ali, President of Disabled Welfare Association.

Further to that, the 1st Bioniks prosthetic arm was fixed for a cleaner who lost his arm 14 years back and is currently providing services at PSO House as a contractual staff.





### PSO Established a Primary Healthcare Centre and a Water Filtration Plant at Mehmood Kot

To strengthen the positive impact on underprivileged people nationwide, especially in the vicinities where PSO operates, PSO established a Primary Healthcare Centre equipped with medical staff and dispensary by providing free basic medical facilities including initial diagnosis, free medicines, and lab tests. Moreover, understanding the importance of clean drinking water PSO established a Water Filtration Plant to provide purified drinking water. This facility will benefit the general public of PSO Mehmood Kot, Muzaffargarh. Brig Rizwan Ahmad (R), General Manager Admin, Security Services & CSR inaugurated both facilities with other PSO representatives.





#### **PSO Supported Cancer Care Hospital & Research Centre Foundation**

PSO is committed to playing an active role in uplifting the deserving and needy social strata of Pakistan. Corporate Social Responsibility is one of PSO's core values and an integral part of the company's overall mission. PSO CSR Trust donated a specialized X-Ray machine which shall be used in the free-of-cost treatment of poor and deprived cancer patients. The ceremony was held at PSO House where Brig Rizwan Ahmad (R), General Manager Admin, Security Services & CSR handed over the cheque to Professor Dr. Shaharyar, Chairperson of Cancer Care Hospital & Research Centre Foundation.



#### PSO Signed an Agreement with the Institute of Business Administration (IBA)

PSO and IBA have signed an agreement to support the higher education of students from underprivileged backgrounds who were selected from the National Talent Hunt Program (IBA NTHP) across Pakistan. This support will benefit brilliant students to continue with their educational aspirations without any financial distress. The ceremony was held at PSO House where Mr. Asad Raza Faiz, General Manager Supply handed over the cheque to Ms. Malahat Awan, Director ARC, IBA, Karachi.



# PSO Joined Hands with the Professional Education Foundation

PSO continued to energize future generations by providing them with the education they need to transform Pakistan. 150 students will see a bright future as PSO supports their education and development. Pakistan State Oil joined hands with the Professional Education Foundation which supports students from marginal communities across the country. The cheque was presented by Mr. Asad Raza Faiz, General Manager Supply to M. Jawaid Faruqui, Chief Operating Officer, Professional Education Foundation.





#### PSO Continued to Support The Citizen Foundation

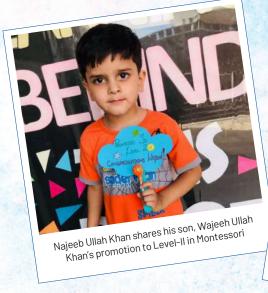
PSO, the largest energy company in Pakistan, supported 6 TCF campuses which is one of Pakistan's leading not-for-profit organizations in the education sector where children come from very humble backgrounds in the surrounding villages. The cheque was presented by Rana M. Idrees, DGM Logistics to Mr. Tahir Abbasi, General Manager of The Citizen Foundation.

#### PSO Received an Award from the Lahore University of Management Sciences (LUMS)

Lahore University of Management Sciences presented a shield to PSO for its association with PSO. The shield was presented to Brig Rizwan Ahmad (R), General Manager Admin, Security Services & CSR by Mr. Shahid Hussain, Rector LUMS.



### **PSO Employees' Corner**





On the 2nd of April, Nadeem Minhas attended a lunch organized by his fellows at a recreational center near Dhok Tahlian Village, where Mr. Qasim Ali Shah (Public Speaker) joined as a chief guest.





Haseeb Alam Khan was driven by the burning desire to impart practical knowledge to the graduating classes of MBA / BBA at various local universities. Given the fact that in most universities, emphasis is laid on passing exams whereas real-life challenges faced during corporate life are usually ignored.

With almost 18 years of work experience at APL (Attock Petroleum Limited) and PSO, Haseeb Alam Khan considered it his moral obligation to share his experiences with the aspiring business leaders of tomorrow. He was invited as a guest speaker at three local universities in Lahore from May - June 2022 namely, Beaconhouse National University (BNU), University of South Asia & University of Education. Topics covered by him during these guest-speaker sessions were pivoted around soft skills such as:

Practical Interview skills

Team Leadership Grooming for the Corporate World Grooming is an aspect that is often neglected in business institutes as more emphasis is laid on studies. Haseeb conveyed topics such as team leadership and practical interview skills in an interesting manner based on his experiences in the corporate world. Through this approach, he gave students practical tips rather than focusing on book knowledge.







Makhdoom Zain ul Aabdin, Installation Manager, Shikarpur Terminal, visited Full Circle Gallery Clifton, to appreciate and admire the work of young artists of Indus Valley School, including his beloved son Hamza Hashmi for his mesmerizing work.

Shaista S. Sumar shares the drawings of her daughter Alyina















HSE department in coordination with Learning Department arranged NEBOSH-IGC Certification. Mr. Ali Rizwan Sulehri, Assistant Manager, HSE Central, based in Multan, passed the required examinations and was awarded the International General Certificate on May 6, 2022.



Saad Saboor, HSE Engineer, South, shares his poetry.

Gentle is the kiss of despair Warm is the embrace of pain The heart knows naught but sorrow Its lingering sweetness of vain

Amongst the fog of lamenting screams And the mind's deafening complains Shines a light so dim and pale Hope gnaws to flee again

Fool you are to trust this gleam Revolt against nature's disdain Unbeknownst to your search for peace Death is all there is to gain

