EDITION 5: JULY 2021 TO SEP 2021

PSO TIMES

PSO PERFORMANCE QTR 1 FY22

I ISO CERTIFICATIONS



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PSO PERFORMANCE QTR 1 FY22

In 1st Qtr. FY22, PSO's Jet Fuel market share increased from 94.5% to 97.5%. With a gradual decrease in restrictions, a 14% growth in volume was registered during the period.

Under the review period, two new International customers were added one of which is Air Arabia Abu Dhabi LLC; a JV between Air Arabia and Etihad Airways, and the second is Fly Baghdad; a private Iraqi airline.

To analyze the effectiveness of the present procedures and to see if changes are required to improve the strategy in the future, a fire drill activity was carried out at Multan Airport along with CAA.

PSO started the soft launch of its digitized jet fuel delivery project at Karachi, Lahore, and Sialkot airports, through which sales recording will be on a real-time basis using explosion-proof tablets. Sales executed right next to the airplanes will be recorded live in SAP.

In the Marine, PSO continued to maintain the supply of special grade of filtered HSD to Pakistan Navy, qualifying their stringent quality tests and registered growth of 25%.

Record movement of **0.4 million MT** MOGAS was carried out in Karachi in the month of August, which is **56%** more than the volumes dispatched same period last year.

High sales of Furnace oil owing to a rebound in industrial activity/rising demand for furnace oil were effectively managed by recommencement of LSFO movement from ZOT. Around **0.5** million MT (growth of **44%** from the same period last year) of furnace oil was dispatched during the said period.

In line with the Company's strategy to ensure optimum utilization of cost-effective transportation means, the rail transportation business has witnessed a boosted aggregate growth of over 46% during the first quarter of the fiscal year 2021-22(Jul-Sept), compared to the same period last year.

PSO facilitated marketing function/retail by negotiating discounted freight with cartage contractors for Ron-95 movement. The freight discount of **10%**, compared to OGRA's approved freight rate and resulted in a competitive edge with the price of Ron-95 in the market.

The reopening of Kohat depot under the IFEM regime was approved by the Economic Coordination Committee (ECC) of the cabinet. Reopening of the depot not only provided PSO with an additional storage capacity of approx.

2,000 KLs but also reduced fleet turnaround time and secondary freight cost for Kohat-based dealers

Despite the continuous engagement of Tank lorry drivers/crew due to the aforementioned high sales, PSO contributed to the inoculation campaign against the Covid-19 pandemic by getting **4,000+** drivers vaccinated without compromising usual operations.

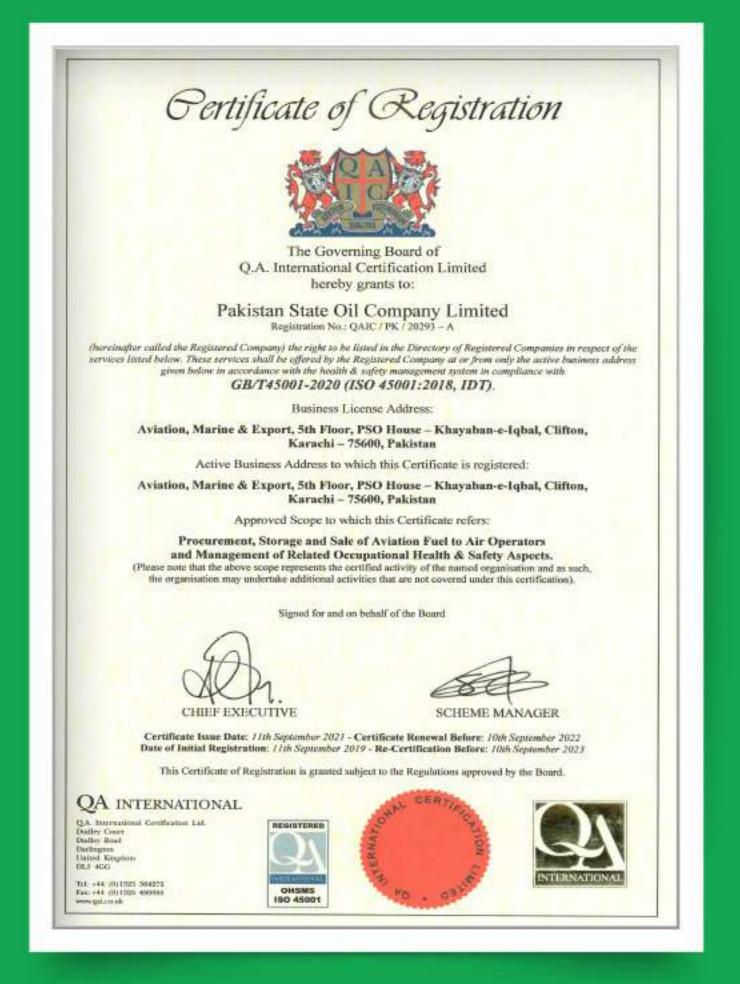
ISO CERTIFICATIONS

The Audit of all three certifications awarded to PSO was carried by QA International Certification Limited, UK.

Quality Management Standard-ISO 9001:2015

PSO is committed to setting the global standard for Quality Management Systems. In this regard, PSO is proud to announce the renewal of the world's most recognized Quality Management Standard, i.e. ISO 9001:2015. This accreditation helps improve customer service, as continual improvement ensures that our business becomes more efficient and maintains a high standard of service.





Environmental Management Standard-ISO 14001:2015

For our commitment to sustainability and environmental impact on human health, PSO has achieved certification of Environmental Management Standard – ISO 14001:2015.

Occupational Health and Safety Management System-ISO 45001:2018

Another world-renowned certification of Occupational Health and Safety System — ISO 45001:2018 achieved by PSO which shows our commitment to improving the Work Health & Safety (WHS) performance by managing risks and opportunities, eliminating hazards, cultivating active participation of all workers, and ensuring the health, safety, and wellbeing of our staff, visitors and contractors.



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PSO INTRODUCES EURO-V MOGAS

Leaping into the era of cleaner and greener Pakistan, PSO has introduced a new premium-grade fuel in the market – Euro-V MOGAS 95 RON with the brand name of "Octane+ Euro 5." This product has better octane levels as compared to the regular MOGAS 92 RON, enabling better engine performance and longer vehicle life.



PSO EXECUTES WOP MULTI-GRADE AGREEMENT WITH PAPCO

White Oil Pipeline (WOP) is a 786-km pipeline owned by Pak Arab Pipeline Company Limited (PAPCO) and has been catering to the up-country transportation of HSD since 2003. Recently, an initiative has been taken to convert this existing system into a Multi-grade Project for simultaneous transportation of MOGAS along with HSD.

PSO & PAPCO and other industry members have worked tirelessly to draft a new agreement and establish consensus on various modalities of this new transition. The Multi-grade WOP Agreement was signed on September 22, 2021, between the two parties. PSO is the first OMC to have signed this agreement with PAPCO.

The signing and execution of this agreement is a landmark achievement for PSO, as well as beneficial to the entire nation. This project will help bring in significant cuts in fuel freight cost, thus reducing the overall cost of the product. It will also minimize the number of tank lorries on the road, eventually reducing road congestion and the carbon footprint while safeguarding the national petroleum supply chain.

PSO maintained its legacy of pioneering the change and once again became the first OMC for arranging the MOGAS cargoes for the commissioning of the WOP Multi-grade project. The first MOGAS cargo for Oil-in has been offloaded in WOP by PSO on October 15, 2021.



PSO'S URGENT ARRANGEMENT OF FUEL OIL CARGOES AS PER GOP DIRECTIVES

During June 2021, a sudden increase in Fuel oil demand was tabled by the Power Division owing to high electricity consumption and LNG terminal dry-docking activity. PSO accordingly arranged Fuel oil cargoes on a war footing basis within 25 days against its usual procurement cycle of 60-70 days and played a vital part in averting power crisis in the country during the peak summer season.

HIGHEST MONTHLY HSD UPLIFT FROM PARCO

Keeping in view the increasing fuel demand, PSO clocked its highest HSD uplift from PARCO in a single month – approx. 99,300 MT HSD was uplifted from PARCO during September 2021. This was after PSO uplifted a high volume of approx. 96,200 MT HSD from PARCO in August 2021.

PSO'S HIGHEST IMPORTS OF MOGAS

PSO quarterly import quantities of MOGAS 92 RON increased by 11% over the last year and last quarter, while industry imports increased by 6% over last year and 2% over the previous quarter. This coupled with the increase in refinery uplift, resulted in an enhancement in the market share of the product.

05

FUEL & LUBRICANT SUPPLY AGREEMENT BETWEEN PSO AND IGFC SOUTH BALOCHISTAN

PSO has won the tender for the supply of HSD, PMG & Lubricants to M/s IGFC South Balochistan. Frontier Corps (South) Balochistan is a paramilitary force, belongs to the Ministry of Interior. Their units are deployed at various locations across Balochistan. The various operational units of IGFC are deployed for patrolling, securing the border with fences, and maintaining law and order situations in the province as well as busy on frontlines fighting terrorist elements.

The contract was signed by Mr. Ghulam Murtaza Shaikh – General Manager IC & SA Lahore (PSO) and Col. Moeen Iqbal Khan– Commandant Awaran Militia.`





PSO SECURES SUGAR OIL BUSINESS IN SINDH

PSO has always dominated the sugar mills industry sector and is actively involved in acquiring the business as the season starts for the current year. PSO managed to secure a sugar oil business of 25 sugar mills accounts for approx. 80% of sales in the region. This year a significant achievement of PSO is the acquisition of new businesses from M/s JDW and a few other sugar mills, which used to be with the competitors for last many years.



PSO TANK LORRY CREW AGREEMENT FOR LIFE & HEALTH COMPENSATION/INSURANCE

The tank lorry crew deployed on PSO fleet work relentlessly to transport petroleum products in the most challenging situations. Being mindful of their wellbeing, PSO, with our esteemed business partners, joined hands to provide comprehensive life & health compensation programs for them (Drivers & Cleaners).

For this, an agreement signing ceremony was held on October 5th, 2021, at PSO House Karachi. M/s Automobile Track Services (ATS) Pakistan was represented by Mr. Faisal Aslam, Director Operations ATS, while PSO Cartage Contractors were represented by Mr. Abidullah Afridi, President Oil Tankers Contractors Association (OTCA).

While, Mr. Nadeem Afridi, General Manager, Logistics, represented PSO. As a part of the agreement, M/s ATS will provide comprehensive compensation up to Rs.1 Million for PSO tank lorry crew against accidental death, permanent disability & hospitalization.



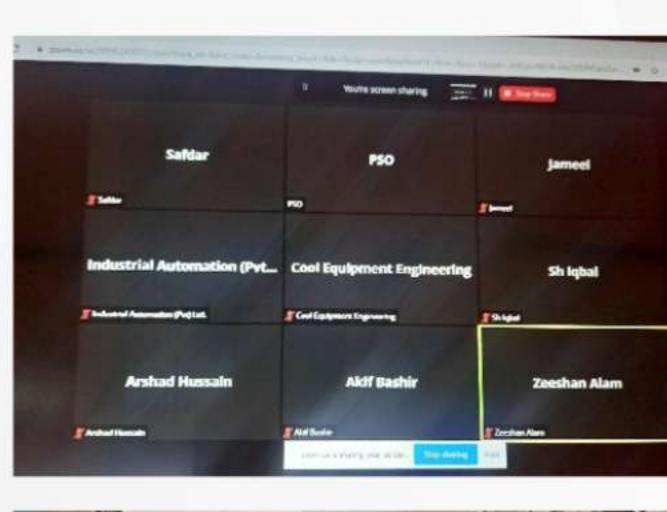
PSO SUPPORTS LEARNING OF DIGITAL TOOLS

Training sessions on Vendor Invoice Management System (VIMS) & SAP Ariba

For early realizing the goal of automation and adoption of best practices, PSO is vigorously pursuing induction and absorption of the latest technology available in the market for enhanced efficiency. In this journey, PSO has taken many initiatives to be "the markets first," including the launch of SAP Ariba (online E-procurement module). This is a significant step towards serving/ facilitating our customers'/ business partners/ vendors and fostering a mutually rewarding business relationship.

A session was arranged between P&S, BPR & PMO and vendors for getting live feedback from the vendors and addressing issues faced by them concerning VIMS and SAP Ariba. The sessions remained very productive and effective. A total of 21 Vendors physically attended the sessions in PSOH Auditorium, while 36 Vendors participated through Zoom.







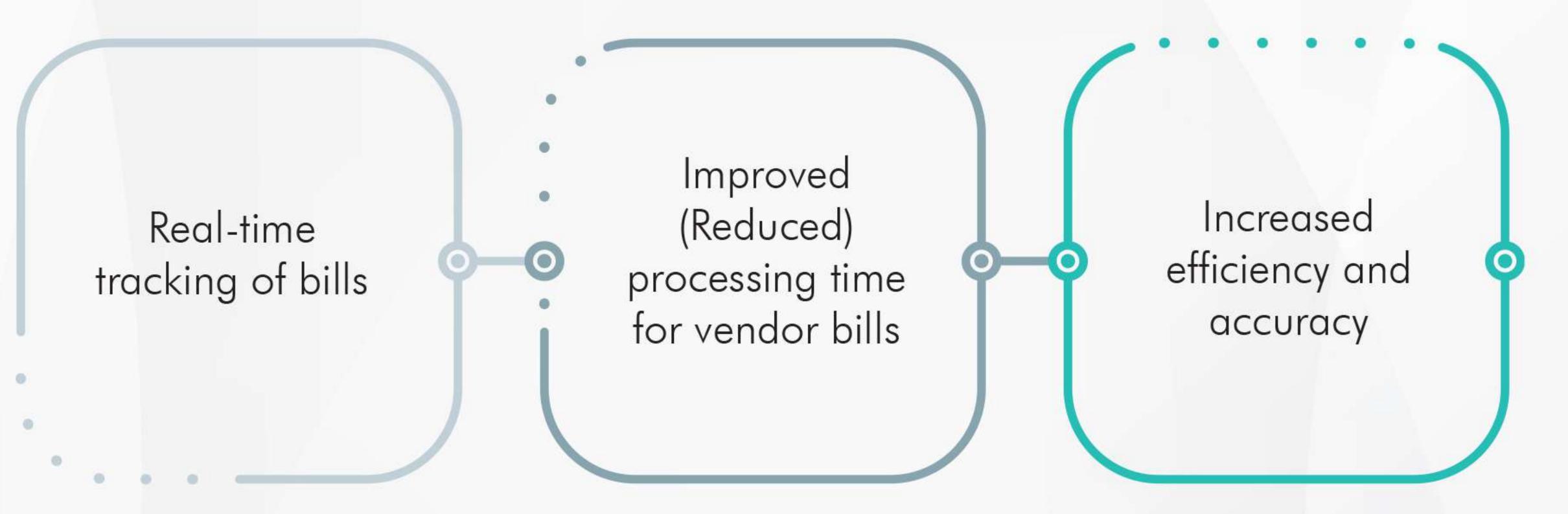




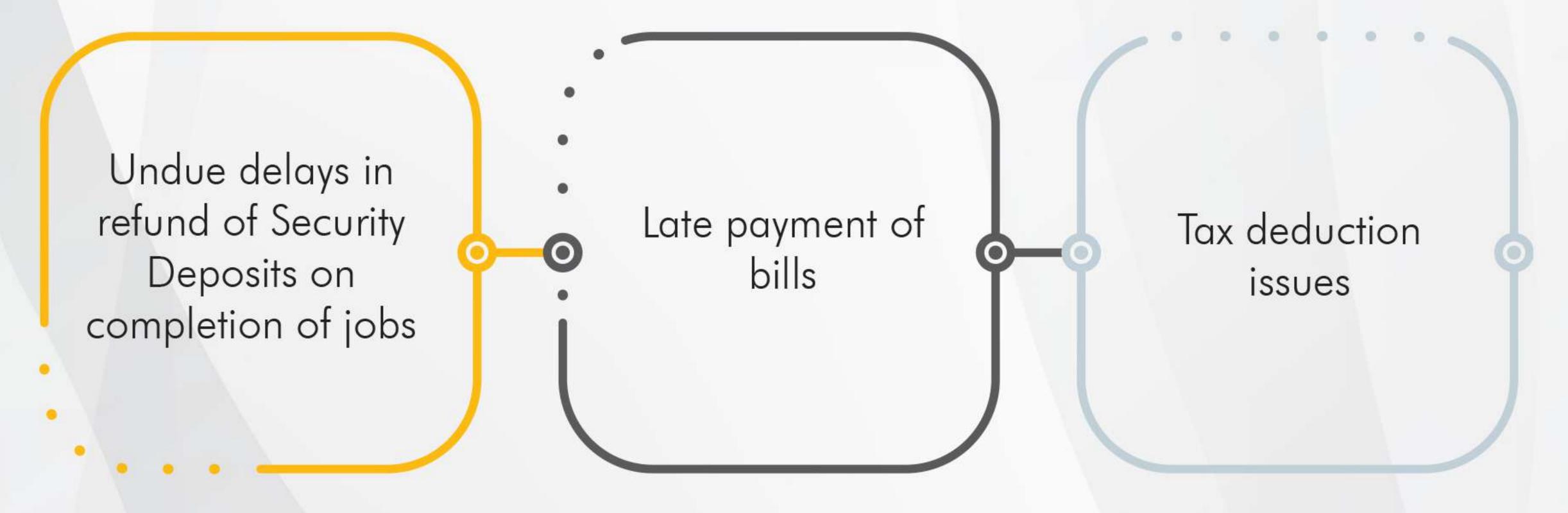




Each session was conducted in two parts. In part one, key benefits of VIMS were discussed by the Finance team and included the following:



In part two, the Team highlighted and explained various aspects of SAP Ariba and its application to facilitate the vendors. This part was more aimed at learning about the issues faced by vendors. The vendors appreciated the efforts and cooperation extended by PSO. They highlighted the following problems:



Towards the end, it was assured to the vendors that PSO teams are and will always be available for any support in handling VIMS as well as Ariba. It was also highlighted that the processes are being made more and more transparent and responsive, which will instill confidence and help in building healthy working relationships.

LEADERSHIP SESSIONS WITH THE SENIOR MANAGEMENT

HSE refresher sessions were conducted for existing HODs/GMs/DGMs and chiefs (CCO/CMIO/DCCOs) which covered basic definitions of key HSE parameters, including TRIR, LTI, RWD, MTC, FAC, Major Fire, Oil Spills, etc. The purpose of these sessions was to guide senior management in understanding and ownership of key parameters.

CONFERENCE WITH RETAIL OUTLET DEALERS

An interactive session was conducted with retail outlet dealers of the Karachi division at PSO House to address HSE non-compliance and violations at their ROs



TRAINING OF CLEANING CONTRACTOR'S STAFF

Training for NVROs' Cleaning Contractor Teams was conducted by PSO's regional HSE Teams and aimed to bring a positive behavioral change towards occupational safety and health, and bring them at par with our HSE Standards. Various activities involved in the cleaning of NVROs were covered through physical demonstrations at the site.

Training sessions for the Cleaning contractors in the South, Central, and North Regions are being imparted to encourage safe practices during their activities at various NVRO's throughout the country. Topics such as electrical safety, fall protection, the importance of PPEs, etc., were part of the training presentation.

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LEARNING SESSION ON PTW AND RISK ASSESSMENT

One-day learning session on Permit to Work (PTW), Risk Assessment, Energy Isolation, and Confined Space Entry. Management staff from Retail Facilities, IPM, Operations, and Aviation departments participated in this session. It included a refresher course on HSE terms and compliances, key HSE learnings based on past experiences, presentation and exercises of Permit to Work (PTW) system, and a brief description of Confined Space Entry and Energy Isolation system.





HSE TOWN HALL TALKS

A brief session was conducted at Lahore and Islamabad offices on HSE policies, guidelines, and key parameters. The session included a video demonstration, "HSE is everyone's responsibility," and emphasized taking ownership of the HSE system and procedures, leading from the front to implement HSE, and transforming the HSE culture into a proactive one.



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QUALITY ASSURANCE TRAINING SESSIONS

PSO's Quality Assurance Department ensures superior quality of all products from import, storage and transportation through pipelines, tank lorries, etc., fulfilling the company's foremost goal.



Training Session on "Product Sampling Standard (ASTM D-4057)" conducted by Incharge Laboratory, Lalpir Depot

(Mr. Waseem Tahir) for Operations Staff

Training session on "Quality
Assurance of Petroleum
Products" to Army Officers
conducted at Tarujabba depot
by Incharge Laboratory,
Tarujabba (Mr. Hikmat Shah)

CORPORATE SOCIAL RESPONSIBILITY

Trust Initiatives and Achievements

For the sustainability of our Corporate value of Caring and Giving, we as the flagship oil marketing company, have considered a vital national interest and actively participated in the Covid-19 vaccination drive countrywide. We administered 114,520 vaccines to country people through the deployment of Mobile vans teams and setting up of temporary CVCs at selected locations.

PSO also played a role by participating in media awareness campaigns through social media, TVCs, radio campaigns, print releases, awareness messages on the website, banners carrying the awareness message at retail outlets, etc.



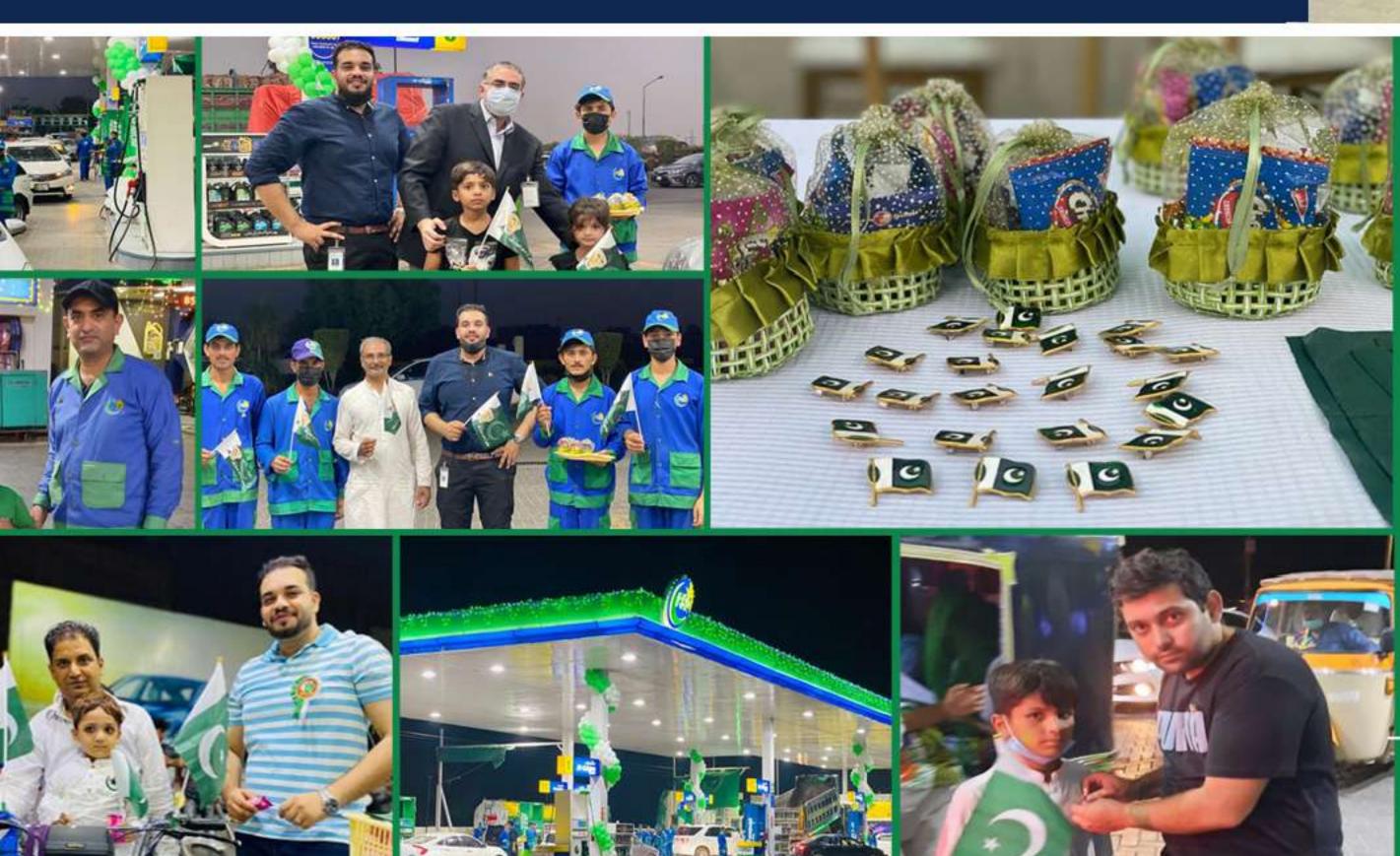




















Employees Birthdays

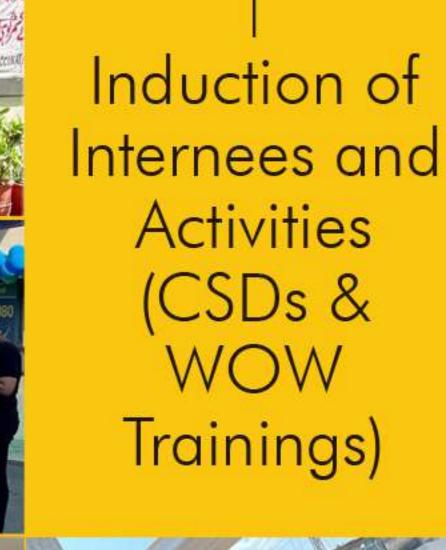








Office



















Shamia F/s



EMPLOYES CORNER



Sadaf Zehra was blessed with a daughter and named her Atiya-e-Zehra



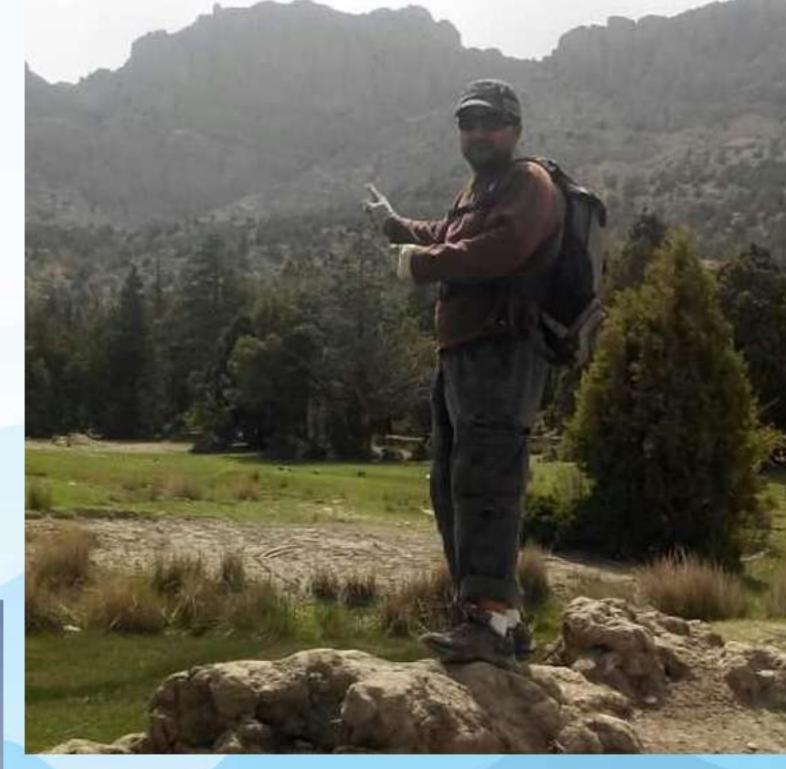
Mr. Junaid Ahmed is working as an Electrician at Quetta Depot. His hobby is "Hiking & Hill Climbing". He is an active member of "Star Pakistan Adventure Club".

This Independence Day, Mr. Junaid Ahmed along with his club members summited the Balochistan's Second Highest Peak "Tahkt-e-Suleman" of Koh-e-Suleman Mountain Range.

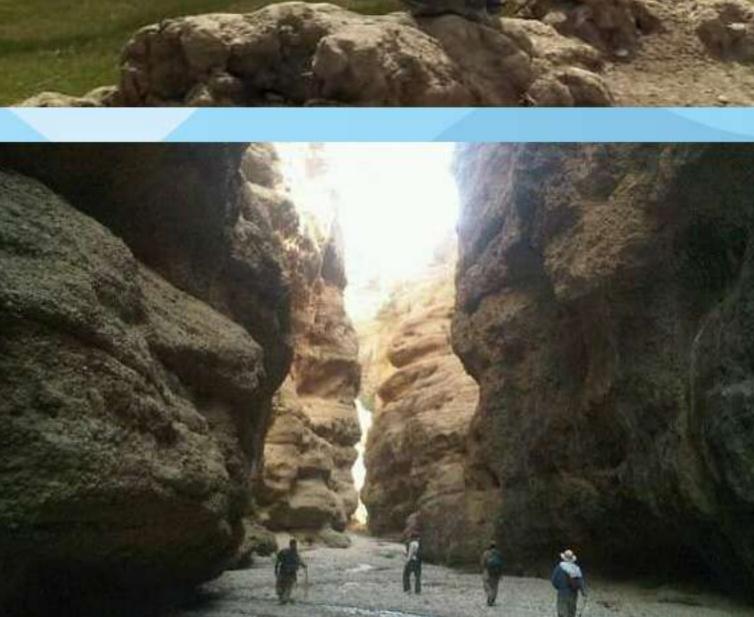
The height of "Takht-e-Suleman" or "Throne of Solomon" is 3,487 Meters (11,440 ft) and is located near Zhob District Balochistan. Upon reaching the top of the peak, Mr. Junaid raised Pakistan's national flag with PSO's logo.

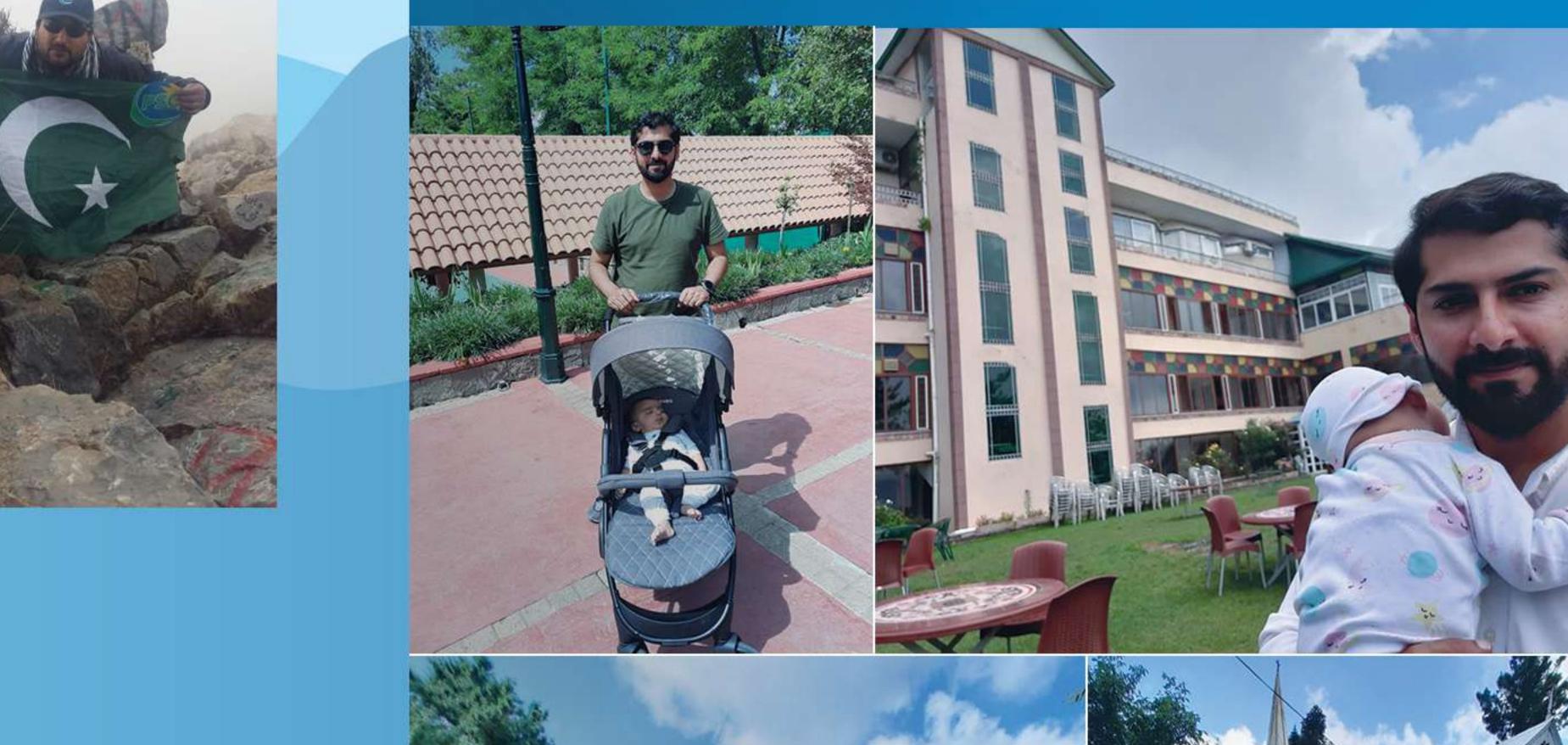












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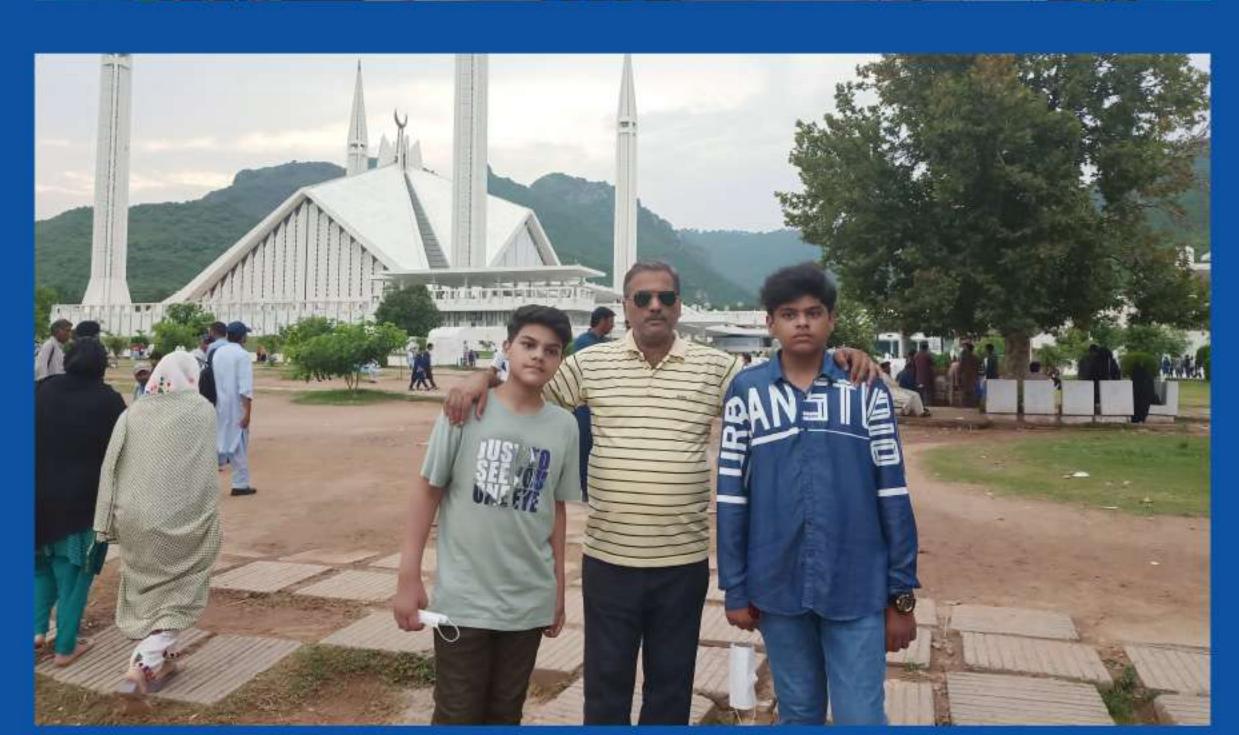


Abdul Qudoos Unar enjoying his vacation with his family at Shahdara Cascade Islamabad.

Here's a picture of him boating in Rawal Jheel Islamabad with his kids.











Abdul Qudoos Unar's daughter Zuha receiving an principal for getting he 1st Position in an annual examination of class-II.

his team were rewarded with the title of "TEAM OF THE MONTH" for achieving Lube Targets of Karachi.

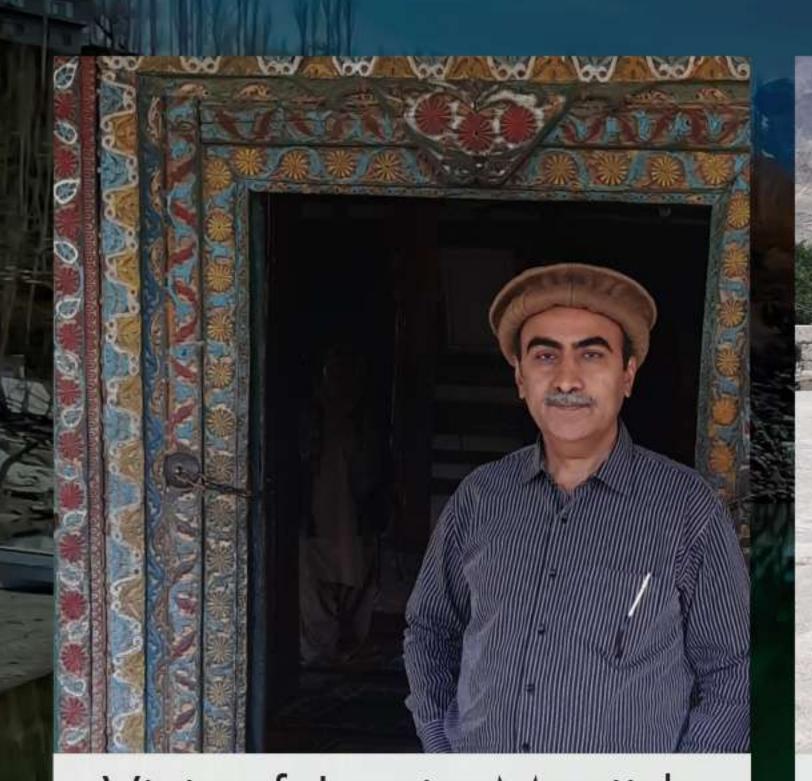


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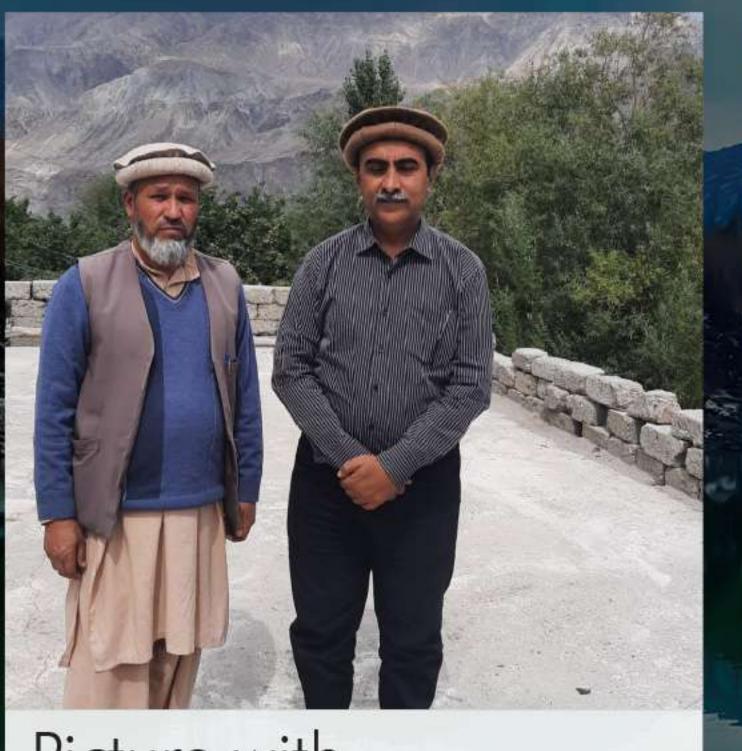


Faisal Aziz's son Muhammad Hasnain Raza got the highest marks in Pakistan in Cost & Management Accounting of Chartered Accountancy (CAF) Examination held in September 2021.

By sharing pictures from his trip to Skardu, Sajid Ali Channa took us on an architectural journey.



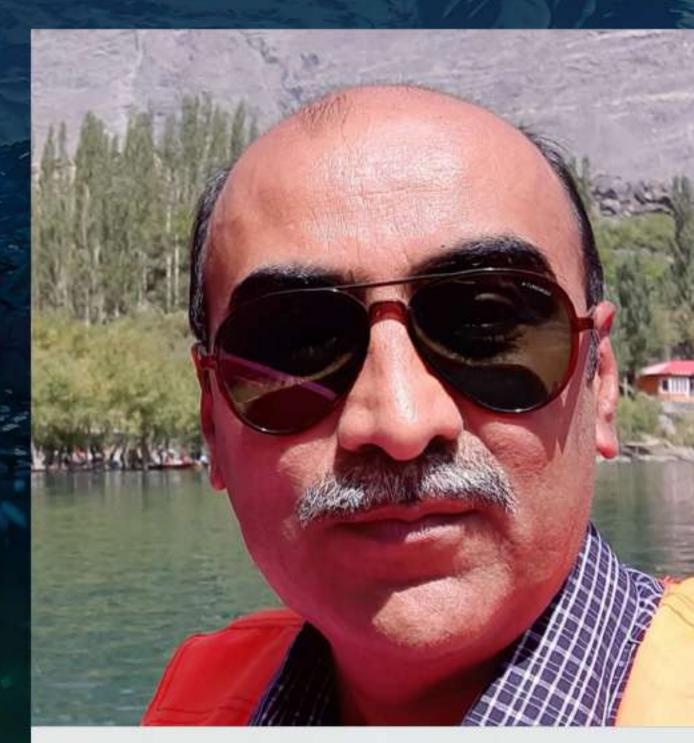
Visit of Jamia Masjid Sofia Noor Bakhshia Chaqchan at Khaplu District which is 651 years old. The mosque's architecture is a mixture of Tibetan, Mughal & Persian.



Picture with Muhammad Zakrya, Imam of Jamia Masjid Sofia Noor Bakhshia.



Picture of camping at Deosai Plains Skardu near Chilam Chowki at Kachora Lake Skardu the height of 4114 meters.



Picture of speed boating in Upper at height of 2500 meters.

Muhammad Irshad's research article "Preventing SOx Emissions through Process Control: Interdigital Capacitors for On-Site Monitoring of Thiophene-Based Environmental Pollutants in Oil Refineries" has been published in the International Journal of Electrochemical society on 9th Sep, 2021, which has an impact factor of 4.316.

In this research article, a new approach to determine sulfur in liquid fuels has been proposed. This research work completed with the collaboration of the following institutes:

- School of Chemistry, University of the Punjab, Quaid-e-Azam Campus, Lahore, 54590, Pakistan.
- Department of Chemistry, College of Science, University of Hafr Al Batin, PO Box 1803, Hafr Al Batin, 39524, Saudi Arabia.
- National Institute of Biotechnology and Genetic Engineering, Jhang Road, Faisalabad, 38000, Pakistan.
- Interdisciplinary Research Centre for Biomedical Materials, COMSATS University Islamabad, Defense Road, Off. Raiwind Road, Lahore, 54000, Pakistan.
- Department of Chemistry, Hazara University, Mansehra, Khyber Pakhtunkhwa, Pakistan.

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Preventing SO_x Emissions through Process Control: Interdigital Capacitors for On-Site Monitoring of Thiophene-Based Environmental Pollutants in Oil Refineries

Muhammad Irshad, Adeel Afzal, Adnan Mujahid, Sadia Z. Bajwa, Tajamal Hussain, Waheed-Uz Zaman, Usman Latif, Muhammad Imran Din, Farman Ali, and

¹School of Chemistry, University of the Punjab, Quaid-e-Azam Campus, Lahore, 54590, Pakistan
²Department of Chemistry, College of Science, University of Hafr Al Batin, PO Box 1803, Hafr Al Batin, 39524, Saudi Interdisciplinary Research Centre for Biomedical Materials, COMSATS University Islamabad, Defense Road, Off. Raiwind Department of Chemistry, Hazara University, Mansehra, Khyber Pakhtunkhwa, Pakistan

The presence of organosulfur compounds in fossil fuels is a major source of environmental pollution (SO_x emissions) and deteriorates the catalytic exhaust systems of automobiles. Therefore, the development of miniaturized, low-cost, robust interdigital capacitors (IDC) is required to precisely monitor organosulfur compounds in petroleum products. Based on the Pearson concept o coatings to fabricate sensitive layers on IDC for the detection of benzothiophene (BT) and dibenzothiophene (DBT) in gasoline samples. Compared to NiS nanoparticles and pristine TiO2 sol, TiO2-NiS nanocomposites exhibit distinctive morphology with HSAB chemistry and spatially distinctive features of TiO2-NiS/IDC sensors yield excellent response and sensitivity toward BT/DBT. The reproducibility of sensor layers, selectivity, repeatability, and stability of TiO2-NiS/IDC sensor were studied before calibrating the devices for real-time measurements in refined gasoline samples. TiO2-NiS/IDC sensors exhibit a wide-range linear response, high sensitivity, and low detection limits in gasoline. Real-time sensor measurements show a 90.7% recovery of BT/DBT from gasoline samples. The sensors were calibrated in gasoline samples for potential process and quality control applications © 2021 The Electrochemical Society ("ECS"). Published on behalf of ECS by IOP Publishing Limited. [DOI: 10.1149/1945-7111/

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