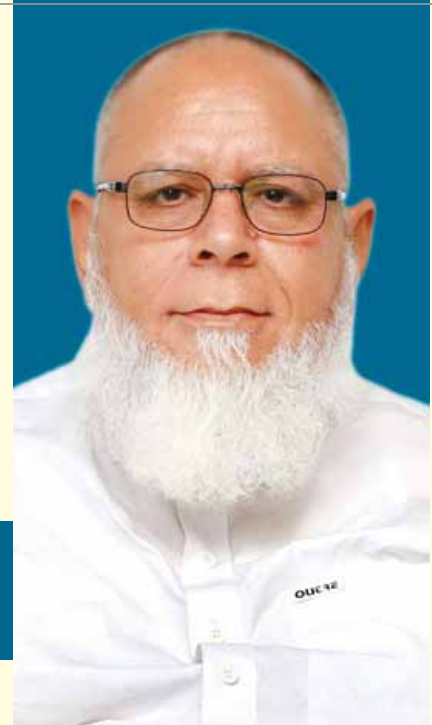


# The country will soon have network of EV charging stations - Khalid Riaz

*An exclusive Interview of Chairman & CEO, Gas & Oil Pakistan Ltd (GO)*



■ By M. Naem Qureshi

**EU: Please tell us about yourself, your qualification, experience for our readers?**

**KR:** From a very early age, I got involved in the business with my father. I dropped out of school after completing

8th grade and since then have been in business. I started off as a petroleum retailer, got into oil transport and then started building a network of petrol stations. I formed Gas & Oil Pakistan Ltd (GO) and got the marketing license from Oil & Gas Regulatory Authority (OGRA) in 2015 to commence marketing operations. With the grace of God, the company has been expanding rapidly and last

year we turned over more than \$1 billion. I have been the Chairman of GO since then and took over additional responsibilities as CEO in 2018.

**EU: What is most important in your organization; core values or**



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**vision?**

**KR:** Having been in the business for almost 40 years, I have seen and experienced the problems that my dealers go through. Now sitting at the other end, it was important for me to ensure that I fix those problems that I always felt needed fixing. We have tried to work with this in mind. I think most companies have the ultimate customer in mind and they want to provide a great service to them while somewhat neglecting the problems of the dealer partners who must be supported in order to achieve this. I think we have tried to work with our suppliers closely that is resulting in better results for all.

**EU: Could you tell us about Gas & Oil Company, operations, services and achievements of the company?**

**KR:** Gas & Oil Pakistan Ltd (GO) is the fastest growing oil marketing company in Pakistan. We currently have approximately 10% of the market share and have built the largest storage infrastructure in the country in the private sector with about 196,000 MTs storage across Pakistan. We have more than 550 retail outlets and have introduced corporate cards, fleet cards, cash cards for our customers. Our focus on quality and quantity is relentless with one of the highest number of quality control checks and site inspections in the industry.

**EU: Would you like to share your views on post Covid-19 impact on oil & gas sectors in Pakistan?**

**KR:** The COVID-19 crisis has shaken

the whole world to its core and the oil and gas sector or Pakistan is no exception. The crisis has highlighted some deficiencies in different parts of the supply chain. The oil sector will need to work with the Government to ensure that these are addressed to ensure energy supply security in the country. These are not things that require a huge investment, just better coordination and quick decision making to help ensure that we have a sustainable business for the sector.

**EU: GO as the first company that has set up charging station in Pakistan. Please share this achievement?**

**KR:** We believe that with the rapid advancement in the field of sustainable, clean energy, the world is moving towards greener options for transport. The world over, governments and corporations are working to ensure that citizens breathe clean air and countries like ours spend less on their energy import bills. GO is proud to be the first OMC in the country to have installed EV chargers. The first of these chargers have been installed at one of our Company Owned and Company Operated (COCO) retail outlet in Lahore. In Sha Allah, we plan to install more chargers at key locations to serve our EV customers to help overcome range anxiety so the transition to this greener option is fast.

**EU: What is your analytical view about future of electric vehicles in Pakistan?**

**KR:** The electric vehicle market is changing the way the auto industry operates. In Pakistan, the business friendli-

ness of government policies will determine how fast the take up of this technology is going to be. I think it will be some time before we start to make a noticeable impact but GO is proud to have taken the first steps in this direction. We hope that the other OMCs will also follow suit and herald the beginning of a green revolution in the country.

**EU: Would you like to share your future expansion and investment plans?**

**KR:** Our network to help address the range anxiety of our customers. The more chargers we have at motorways and highways, the easier it will be for our customers to travel longer distances using their EVs. We are also working with a consortium in collaboration with Lahore University of Management Sciences (LUMS) to introduce EV charging facilities for small vehicles such as motorcycles, rickshaws, etc. In Sha Allah, we shall soon be starting a trial of these as well so we can optimally use our retail outlets for the benefit of our dealers and our customers.

**EU: What are the challenges being faced by you in this business?**

**KR:** Like any growing business, we need to make sure our investment decisions are sound on time and that we get support from our suppliers, partners and the government. The oil marketing sector has its unique set of problems and the current COVID-19 situation has disrupted global supply chains causing a ripple effect on our industry as well. I am hopeful that with my competent team, we will be able to face these challenges and In Sha Allah come out stronger. ■