



# NEWSLETTER

2025-2026



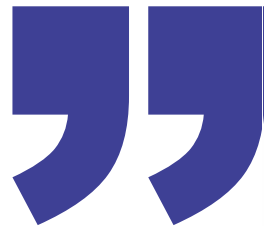
## A YEAR OF GROWTH & CAPABILITY

LANDMARK PROJECTS, NEW PRODUCT LAUNCHES AND UNMATCHED RELIABILITY





## CEO'S MESSAGE



### MUHAMMAD TARIQ HAQ

#### Chief Executive Officer, Energy Solutions (Pvt.) Limited

*As Energy Solutions (Pvt.) Limited steps further into its third decade, our vision remains rooted in integrity, innovation and community service. From humble beginnings to becoming one of Pakistan's leading power solution providers, the journey has been guided by a single purpose – to create lasting value for our clients, our people, and our nation.*

*Building on a legacy of trust, ESL continues to evolve – expanding its energy portfolio with advanced distribution technologies and integrated power solutions that reflect our commitment to progress. At the same time, our initiatives in education, training, and environmental sustainability reaffirm that growth is meaningful only when it uplifts the communities around us.*

*With gratitude to our partners and faith in Almighty Allah, we move forward with renewed determination – to power the future, responsibly and sustainably.*



## EMPOWERING COMMUNITIES, BUILDING FUTURES: ESL & GEAR TRUST JOIN HANDS

Guided by its vision to power progress, drive innovation, and build futures, Energy Solutions (Pvt.) Limited continues to strengthen its social and environmental commitments through purposeful community initiatives.



### ■ Leaders of the Future – Investing One Hour at a Time

Under the “Leaders of the Future” campaign, ESL has partnered with GEAR Trust to launch a community empowerment program – rooted in the company’s pledge of dedicating **“One Man Hour of Training for every generator supplied and solar installed.”**

This initiative represents ESL’s belief that progress is powered not only by technology but by people. It brings together education, skill-building, and mentorship to create opportunities for underprivileged youth – preparing them to contribute meaningfully to Pakistan’s growing energy and industrial sectors.

### ■ A Partnership with Purpose

At a signing ceremony held at ESL Headquarters, Mr. Muhammad Tariq Haq, CEO of ESL, and Mr. Ekhlaque Ahmed, CEO of GEAR Trust, formalized the partnership through a Memorandum of Understanding (MoU). The collaboration aims to deliver structured training programs focusing on technical expertise, leadership development, and professional growth.

The first batch has successfully completed 1,424 Man-hours of training across core areas including Service and Product Knowledge, TQM, HSSE, Ethics and Values, SCM, MS Office, Renewables, Leadership and Sales. Selected participants will now receive specialized training based on their areas of interest, followed by employment opportunities. This initiative reflects our commitment to community uplift and workforce development, with additional batches to be inducted under the program.

### ■ Sustainability Beyond Energy

This partnership adds another dimension to ESL’s broader commitment to sustainability. Alongside its ongoing tree plantation drive – which pledges to plant a tree for every generator and solar installed – the Leaders of the Future initiative reflects ESL’s holistic approach to community upliftment.

By investing in both people and the planet, ESL continues to demonstrate that powering progress means more than providing energy – it means creating pathways for education, opportunity, and environmental stewardship.

## CONNECTING PAKISTAN WITH 21.5 MW — ESL & ZONG CMPAK LEADING THE WAY

This marks a landmark achievement in Pakistan's telecom power infrastructure. ESL, in partnership with Zong CMPak, has successfully delivered a nationwide backup power project ensuring that critical sites and datacenters stay connected without compromise.

From design to commissioning, ESL teams executed on time and at scale. At Zong's headquarters datacenter, two 2500kVA uptime-certified DCC generators were installed for maximum reliability. Regionally, two 2250kVA units and one 1410kVA unit secure operations, while nationwide, more than 412 turnkey microgrid solutions (33kVA each) now power BTS sites across cities and remote regions — together representing over 21.5MW of backup capacity.

This infrastructure not only safeguards today's connectivity but also prepares Zong's datacenters for the future demands of AI, IoT, and machine learning. With ESL's engineering expertise, Zong CMPak now stands at the forefront of Pakistan's telecom power evolution.



### ■ **Rooftops, Hilltops & Beyond – Power Across Every Landscape**

The nationwide deployment of 412 gensets for BTS sites showcased ESL's ability to deliver reliable power solutions in every kind of environment — from remote hilltops to urban rooftops. Each site was carefully planned and engineered to ensure stable foundations, safe installations, and long-term performance.

ESL ensured reliable operations nationwide, delivering uninterrupted performance even in the toughest conditions. With enhanced training, ESL's field teams continue to uphold dependable solutions across all terrains — building a resilient, future-ready power network that keeps Zong CMPak's connectivity strong across Pakistan.

### ■ **Project Completion Ceremony**

The successful completion of the nationwide ESL–Zong power project was marked with a project completion ceremony attended by Zong's Operations & Execution team alongside representatives from ESL. The event featured a cake-cutting ceremony and the presentation of shields by ESL to Zong's focal persons in recognition of their support and collaboration.

Zong's Senior Manager - Network Planning - Mr. Afzal Anwar, appreciated ESL as "a great business partner" for delivering the project on time and within scope. Speaking on the occasion, Mr. Maroof Zuberi (Director Power Systems, ESL) highlighted the supply of over 21.5MW Aksa power generation solutions, including data center-grade, uptime-certified DCC generators and 400+ microgrid units integrated with ESS lithium-ion solutions. Mr. Taha Bin Nadeem (BD Manager, ESL) emphasized the significance of this as one of ESL's largest nationwide deployments, reaffirming future collaboration with Zong and global partner Aksa Power Generation.



## Customer Endorsements

### ■ Syed Amir Mahmood - Senior Manager NC - North Region

"ESL's team handled our project of generator installation with strong coordination, technical support, and seamless execution. The support throughout the project was very professional and dependable, and it has been a pleasure working with them on a project of such a large scale. We look forward to more business with them. Thank you very much."

### ■ Younus Ishaq Khan - Project Manager - NC

"What customers actually seek in high-level projects is quality, good services, and compatible prices – and all of that has been acquired under one umbrella with ESL. We had a splendid experience with ESL in terms of quality, services, and prices. We started from 2200kVA gensets for datacenters, and so far, have acquired 7 datacenter-compliant DGs totaling more than 13MVA nationwide. Beyond datacenters, we also went a step

ahead for BTS sites, acquiring 412 DGs of 33kVA – almost 14MVA in total.

We wish them the very best of luck. ESL team has been constantly engaged before, during, and after execution – keep working and keep exploring. Thank you very much ESL."

### ■ Iftikhar Ahmed Lone - Assistant Manager Data Center

"To meet the growing demands of Artificial Intelligence, Internet of Things, and Machine Learning in data centers, CMPak partnered with Energy Solutions (Pvt.) Limited to deploy Aksa power generators across our facilities.

ESL has successfully deployed different generator capacities at Zong CMPak. It has been a great pleasure working with ESL, and we look forward to continuing this collaboration in the future."

### ■ The Result: 21.5MW Powering Pakistan's Future

With more than 21.5MW of power deployed nationwide, ESL and Zong CMPak stand together at the forefront of Pakistan's telecom infrastructure – powering connectivity, enabling innovation, and keeping Pakistan connected.

## STRATEGIC PARTNERSHIP WITH ELSEWEDY ELECTRIC

# Powering the Future: ESL and Elsewedy Electric Bring Next-Gen Busway Solutions to Pakistan

### ■ Revolutionizing Power Distribution in Pakistan

Energy Solutions (Pvt.) Limited (ESL) has entered into a strategic collaboration with Elsewedy Electric, a global leader in energy solutions, to introduce next-generation Busway Systems in Pakistan. This partnership marks a significant milestone in advancing the country's power distribution infrastructure.



### ■ Introducing the Busway System

Unlike conventional cabling, the Busway System is engineered to meet the demands of modern infrastructure and industrial applications. It is designed to deliver smarter, safer and more efficient power distribution with:

- Compact & Modular Design
- High Short-Circuit Withstand Capacity
- Low Voltage Drop & High Efficiency
- Wide Temperature Tolerance
- Real-Time Monitoring Compatibility
- Strong Mechanical Integrity & Wide Current Range
- Quick & Easy Installation
- High Safety Standards



Ideal for data centers, industrial facilities & commercial buildings, the Busway ensures reliable and future-ready power distribution.



### ■ MOU Signing Ceremony

The collaboration was formally sealed at ESL's Head Office, where Mr. Ibrahim Fayed, Commercial Manager – Busways (Elsewedy Electric, Egypt), and Mr. M. Nadeem Sadiq, COO (ESL), signed the agreement.

Speaking at the ceremony, Mr. Fayed commended ESL's

professionalism and reaffirmed his confidence in the strength of the strategic partnership. To ensure seamless implementation, ESL also conducted an exclusive training session for its employees, equipping them with world-class expertise in busway technology and applications.



### ■ Commitment to Innovation

On the occasion, Mr. Muhammad Tariq Haq, CEO of ESL, emphasized the significance of this collaboration:

"With busways, we are offering a safer, more efficient, and future-ready power distribution solution."

This partnership reaffirms ESL's vision of delivering smart, sustainable, and high-performance energy solutions while setting new benchmarks for the power sector in Pakistan.



## ESL at Textile Asia 2025, Karachi

### ■ Powering Pakistan's Textile Industry with Global Energy Leaders

Energy Solutions (Pvt.) Limited (ESL) participated in Textile Asia 2025, Pakistan's largest textile exhibition and conference, held from April 12–14, 2025 at the Expo Centre, Karachi. The event brought together international energy innovators, local industrial leaders and technology partners under one roof, reinforcing ESL's position as a Total Power Solutions Provider for the country's textile and industrial sectors.

### ■ Global Collaboration with Cummins Inc.

A major highlight of ESL's participation was the presence of an international delegation from Cummins Inc. (UK), comprising Mr. Henriek Meyer, Customer Engineering Product Specialist – G-Drive & Gas; Mr. Mohammed Barrieh, Director – G-Drive, Defense & Gas; and Ms. Sanniya Khizar, Senior Territory Sales Specialist.

As the exclusive distributor of Cummins Gas Generator Sets in Pakistan, ESL's collaboration with Cummins stands as a testament to the trust and technical alignment between both organizations. The delegation's visit underscored this partnership – strengthening the shared vision of delivering efficient, clean and future-ready power solutions to Pakistan's industrial sector.

Throughout the exhibition, the Cummins team engaged in strategic meetings, technical discussions and customer interactions at the ESL stall, where ongoing and upcoming gas projects were reviewed in detail. These exchanges opened avenues for enhanced local support, advanced product configurations, and expanded service capabilities, reinforcing ESL's position as the bridge between global energy innovation and Pakistan's industrial progress.

### ■ Showcasing a Diverse Portfolio

At Hall 6, ESL presented a complete spectrum of power solutions designed to meet the evolving demands of Pakistan's industries. Visitors explored:

#### Cummins Lean Burn Gas Generators

Advanced, efficient and built for performance.

#### Aksa Power Generation Diesel Gensets

Dependable solutions for industrial continuity.

#### ESL Renewables

Solar and hybrid solutions promoting sustainable growth.

#### Elsewedy Electric Busway Systems

A modern, compact alternative to conventional cabling.

The display highlighted ESL's strength in delivering integrated, diverse energy solutions – positioning the company as a one-stop destination for power needs.



■ **Eco-Textile Conference 2.0 – Driving the Sustainability Dialogue**

During the Eco-Textile Conference 2.0, organized by HCOS, Cummins took center stage with Mr. Henriek Meyer’s session on “Destination Zero”, which outlined Cummins’ global roadmap towards cleaner and more efficient power technologies. The presentation resonated strongly with industry experts and textile manufacturers seeking reliable pathways towards decarbonization.

The session also helped bridge the conversation between technology providers and industrial buyers, reinforcing ESL’s role as a connector of global energy expertise and Pakistan’s sustainability ambitions.

■ **Opening Ceremony & Industry Recognition**

ESL’s participation at Textile Asia 2025 commenced with a ribbon-cutting ceremony, attended by ESL leadership and the Cummins delegation officiated by Mr. Uzair Nizam, Organizer of



the event. The gesture symbolized ESL’s growing presence in Pakistan’s industrial landscape and attracted strong engagement from visitors and media throughout the exhibition.

■ **Impact & Commitment**

ESL’s participation at Textile Asia 2025 went beyond display and dialogue – it was a reaffirmation of its mission to power progress and connect industries with global innovation. The event concluded on a strong note of collaboration, with ESL emerging as a symbol of reliability and partnership for Pakistan’s textile sector.

“Energy isn’t just about machines – it’s about people. Our partnerships, customer relationships, and service-driven philosophy are what truly set us apart.”

Mr. M. Nadeem Sadiq, COO - ESL





## THIS VOLUME'S POEM

Surah Yaseen: Our Heart's Delight

Yaseen—by the Qur'an's light,  
Last Prophet, highly admired.

He came to guide not just his tribe,  
But mankind, far and wide.

People before were lost in false pride;  
Their chins held high, their necks were tied.

A barrier stood before their sight,  
But faithful hearts received the light.

Recall the tale of three, inspired  
Sent to a town that defied.

One faithful soul, with insight,  
Came running to stand for what is right.

He cried, 'With Messengers, do not fight!  
He was honored as soon as he died.

In Paradise, he found delight,  
While those who took his life faced their plight.

Behold His signs by day and night  
Dead earth revived—a wondrous sight.

The darkened night, then bright daylight,  
Ships that survive through mighty tides.

The Prophet warned of coming fright,  
When graves will open, and life will revive.

The righteous will find more than desired,  
Receiving greetings of 'SALAM', from the Lord glorified.

But those who denied will be set aside;  
Their hands and feet will testify.

No tongue can hide;  
Their skin will speak the truth outright.

When someone is given long life,  
His wisdom is often compromised.

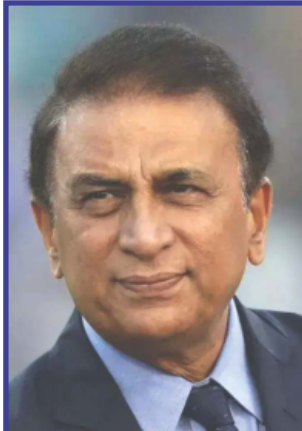
See cattle we ride, their milk and hide;  
From them, our needs are all satisfied.

Such is our Lord, His boundless might—  
He says, 'Be,' and His plan is actualised.

The kingdom of all, in His hands, lies;  
To Him, we return, the Most High.

Yaseen—hold it close, daily recite,  
Let its guidance be your light.

## GAVASKAR'S PRINCIPLE



England		334-4 (60 Ov)				
India		132-3 (60 Ov)				
Batter		R	B	4s	6s	SR
Sunil Gavaskar	not out	36	174	1	0	20.69
Elkath Solkar	c Lever b Arnold	8	34	0	0	23.53
Anshuman Gaekwad	c Knott b Lever	22	46	2	0	47.83
Gundappa Viswanath	c Fletcher b Old	37	59	5	0	62.71
Brijesh Patel	not out	16	57	0	0	28.07
Extras		13 (b 0, lb 3, w 1, nb 9, p 0)				
<b>Total</b>		<b>132-3 (60 Overs, RR: 2.2)</b>				

Did not Bat

The world of commerce has always been a battlefield of psychology, strategy, and timing. To understand the eternal tug-of-war between a buyers' market and a sellers' market, one must not only look at economics but also at the philosophy of human behavior. Let me take you on a journey—a story that blends cricket, commerce, and the art of timeless wisdom.

### ■ The Tale of Two Markets

Imagine a grand bazaar in an ancient city. On one side, merchants line the streets with spices, silks, and jewels. On the other, travelers from distant lands arrive with gold, silver, and insatiable curiosity. The balance of power shifts like the tide: sometimes the merchants dictate the price, sometimes the buyers hold the upper hand.

This is the eternal dance of markets: the sellers' market—where demand outstrips supply, and sellers can command premium terms. And the buyers' market—where supply floods the stalls, and buyers negotiate with confidence, knowing abundance favors them.

But here lies the deeper truth: the greatest players—whether in cricket or in commerce—do not obsess over the pitch conditions. They master their craft so thoroughly that they thrive in both climates.

### ■ Sunil Gavaskar and the Salesperson's Creed

Sunil Gavaskar, the maestro of Indian cricket, never asked whether the pitch was flat or swinging, whether the bowler was fierce or gentle. He played each ball on merit, with discipline and clarity. That is why he conquered milestones no one had touched before him.

A genuine salesperson, like Gavaskar, does not complain about whether the market favors buyers or sellers. Instead, he or she asks:

- What is the ball in front of me?
- What is the need, the fear, the desire of the customer right now?
- How can I craft my response with precision, timing, and grace?

This mindset elevates a salesperson from a mere opportunist to a master strategist.

### ■ **Buyers' Market: The Land of Abundance**

In a buyers' market, supply exceeds demand. Customers have choices, leverage, and bargaining power. Prices are competitive, and sellers must fight harder for attention. Here, the salesperson must:

- Differentiate not by shouting louder, but by offering unique value.
- Build trust and relationships, because in a sea of options, credibility becomes the lighthouse.
- Focus on education and insight, guiding buyers through complexity rather than pushing products.

A buyers' market tests resilience. It weeds out the transactional sellers and crowns those who can sell ideas, not just goods.

### ■ **Sellers' Market: The Kingdom of Scarcity**

In a sellers' market, demand exceeds supply. Buyers chase limited goods, and sellers hold the advantage. Prices rise, and urgency drives decisions. Here, the salesperson must:

- Resist arrogance, for power intoxicates.
- Focus on long-term relationships, not short-term gains.
- Use the moment of strength to invest in loyalty, ensuring that when tides turn, customers remember the fairness and integrity shown.

A sellers' market tests character. It reveals whether one exploits scarcity or uses it to build enduring partnerships.

### ■ **The Timeless Lesson: Beyond Market Conditions**

The Harvard way of thinking—and the Oxford way of teaching—both emphasize this: true mastery lies in principles, not conditions.

- A weak salesperson is a slave to the market.
- A strong salesperson is a student of the market.
- But a great salesperson is a master of self—adapting, thriving, and creating value regardless of conditions.

Just as Gavaskar's greatness lay not in the pitch but in his discipline, so does the greatness of a salesperson lie not in whether it is a buyers' or sellers' market, but in their ability to read the moment, adapt the stroke, and play with timeless consistency.

### ■ **A Story to Remember**

Picture this: Two salespeople enter a marketplace.

The first looks around and sighs, "Too many sellers today, the buyers will squeeze me dry." He lowers his price, compromises his value, and leaves with little.

The second enters the same market. He studies the buyers, listens to their concerns, and positions his product not as one among many, but as the solution that fits their exact need. He doesn't sell a product—he sells confidence, clarity, and peace of mind. He leaves not only with sales but with relationships that last a lifetime.

Both faced the same conditions. Only one understood the Gavaskar principle: play the ball, not the pitch.

### ■ **Conclusion: The Market is a Mirror**

The buyers' market and the sellers' market are not enemies; they are seasons. Just as summer and winter alternate, so do abundance and scarcity. The wise salesperson does not curse the weather; he learns to sow in spring, harvest in summer, preserve in autumn, and endure in winter. In the end, the market is a mirror. It reflects not just supply and demand, but the character, strategy, and adaptability of those who participate in it.

So whether the world tilts toward buyers or sellers, remember: the true marketplace is not outside—it is within.

This is the philosophy that transforms ordinary salespeople into legends, just as Gavaskar transformed cricket into an art form. The pitch will change, the crowd will roar, the conditions will swing—but the master will always stand tall, bat steady, eyes clear, and spirit unshaken. That is the essence of thriving in both a buyers' and a sellers' market.



## NEWS & EVENTS 2025



In-house Driving Safety Training



ESL-Rastgar Orientation Session in Lahore



Sundar Industrial Expo 2025



ESL Partners with Elsewedy Electric



Factory Acceptance Test at Aksa Power Generation HQ, Turkey



Youth Empowerment Program with Engineering Interns



ESL as Silver Sponsor at the 39th IEEE Karachi International Symposium 2025



ESL at Textile Asia 2025, Karachi



Aksa Power Generation, Turkey Facility Visit with Renowned Consultants



Factory Acceptance Test at Aksa Power Generation HQ, Turkey



# NEWS & EVENTS 2025



Customer Fly-In at Cummins, UK Plant



ESL Renewables Awarded with Trusted Partner Award by Jinko Solar



Factory Acceptance Test at Aksa China Facility



ESL Sponsors Two Employees for Hajj 2026 Through a Transparent Balloting Process



ESL and GEAR Trust Join Hands to Empower Communities



Customer Fly-In at Cummins, UK Plant



Youth Empowerment Program – Service & Sales Interns



Cummins AME Channel Partners Conference 2025 in Nairobi



Factory Acceptance Test at Cummins UK Facility



ESL at Textile Asia 2025, Lahore



## MAJOR PROJECTS 2025

### ■ Medical Sector

- **Aga Khan University Hospital (AKUH)** trusted ESL for the supply of a 2MW Cummins HSK78 generator, raising the total supplied units to seven across its main campus and collection facilities.
- **Indus Hospital & Health Network** further strengthened its power infrastructure by procuring 2 × 3000kVA DG sets, ensuring uninterrupted operations across its healthcare facilities.
- **Dow University of Health Sciences (DUHS)** reinforced its partnership with ESL by procuring an 1100kVA Akxa DG, bringing the total installed capacity to 5.1MW across 16 sets.
- **Ziauddin Hospital & University** continued their long-standing collaboration with ESL by procuring 825kVA and 525kVA Akxa DGs for campus expansion.
- **Pakistan Children's Heart Foundation** relied on ESL for the procurement of 2 × 525kVA DGs, ensuring reliable backup for mission-critical healthcare operations.
- **Helping Hand for Relief & Development (HHRD)** enhanced the facility at Karachi Institute of Neurological Diseases & Rehabilitation (KINDR) with multiple units including 575kVA and 175kVA DGs, reinforcing reliable energy support for life-saving medical services.
- **HIGH-Q Pharma** enhanced plant performance with 2 × 275kVA Akxa DGs, optimizing production continuity.
- **Sami Pharma** was supplied a 165kVA genset, ensuring seamless energy supply for pharmaceutical processes.



### ■ Telecom Sector

- **Zong CMPak** partnered with ESL for a nationwide power initiative comprising hundreds of gensets up to 2500kVA, bringing the total supplied capacity to 21.5MW for uninterrupted telecom connectivity across Pakistan.
- **Cybernet** expanded its power infrastructure with additional units, bringing the total to several dozen units delivering more than 5MW of energy.
- **Transworld Associates** strengthened network reliability through 2 × 275kVA Akxa DGs.



### ■ Textile Sector

- **Artistic Garment Industries** commissioned a 1410kVA genset, ensuring round-the-clock production.
- **Digital Apparel** deployed an 800kVA genset, reinforcing its production capacity with dependable standby power.
- **Alkaram Textile Mills** upgraded its infrastructure with a 525kVA genset, bringing its total capacity to 15MW including solar power integration supplied by ESL Renewables (Pvt.) Limited.
- **Buksh Industries (Pvt.) Limited** commissioned a 500kVA genset, strengthening power reliability for uninterrupted operations.



## ■ Banking & Financial Institutions

- **Meezan Bank Limited** further strengthened its banking infrastructure by procuring 2 × 1410kVA gensets, bringing the total capacity to 6.9MW nationwide.
- **United Bank Limited (UBL)** reinforced its collaboration with ESL through the supply of scores of units, including 2 × 220kVA and 1 × 110kVA DGs – raising its nationwide capacity to 9MW across hundreds of locations nationwide.
- **Bank Al Habib Limited (BAHL)** sustained its partnership with ESL by adding multiple new generators, totaling 3MW of installed power.

## ■ Food Sector

- **Shan Foods (Private) Limited** strengthened its manufacturing operations by procuring a 2250kVA genset, reinforcing uninterrupted power for critical production processes.
- **JDW Sugar Mills Limited** expanded its power network with 2 × 1100kVA gensets.
- **Five Star Feeds (Pvt.) Ltd.** procured 2 × 385kVA and 2 × 275kVA gensets, ensuring smooth operations.
- **Five Star Poultry** enhanced operational reliability with a 360kVA genset for production continuity.

## ■ Construction Sector

- **GH2 Industries (Pvt.) Ltd.** secured an 825kVA genset for continuous on-site operations.
- **Imperial Developers & Builders (BYD)** received multiple units including a 360kVA genset to sustain construction activities.
- **Chapal Skymark** deployed 500kVA, 300kVA, and 200kVA gensets to ensure round-the-clock operations.
- **Paragon Constructors (Pvt.) Ltd.** procured a 110kVA DG for its ongoing projects.

## ■ Miscellaneous Sectors

- **STC** continued its strategic collaboration with ESL through 1 × 825kVA, 3 × 200kVA, and 1 × 145kVA gensets – bringing the total supplied capacity to 25.2MW across nearly 500 sets.
- **Business Excellence Europe Ltd.** and **FBR Data Centre** strengthened their critical data infrastructure with 2 × 660kVA and 2 × 450kVA gensets.
- **Master Changan Motors Ltd.** installed multiple gensets of various capacities for uninterrupted industrial operations.
- **Perfect Gloves Manufacturer Co. (Pvt.) Limited** enhanced its manufacturing reliability by procuring 360kVA and 175kVA DGs.
- **Taj Gasoline** received 110kVA DG set, ensuring dependable energy for operations.
- **UAE Consulate General** ensured secure and continuous operations with a 360kVA genset.

## ■ ESL Renewables (Pvt.) Limited

- **Umer Group of Companies** awarded a 14MW solar power project to ESL Renewables, marking a significant step towards sustainability.
- **Magna Textile Industries** expanded its renewable portfolio with an additional 1.27MW solar installation this year, bringing the total capacity to 5.2MW.
- **Al-Karam Textile Mills** commissioned a 4.7MW solar power project.
- **Colony Textile Mills** partnered with ESL Renewables for a 2MW solar project.
- **Siddiqui Group of Industries** strengthened its renewable infrastructure with a 276.04kW installation this year, reaching a total capacity of 1.2MW.
- **Habib Bank Limited (HBL)** opted for solar energy solutions through a 290kW system to support green operations.
- **United King Foods** integrated a 100.9kW solar installation.



## ***ESL-3S, Approach: Safety-Service-Sales, in the stated sequence***

ESL considers safety vital in all facets of its business. It has a proper HSSE program in place which helps in propagating the safety culture within the company, its employees, contractors and customers. Its 3S philosophy is spelled out in the following sequence with respect to their relative significance:

### ***Safety***

ESL believes that achieving heights of success is a pipedream unless safety is considered as an inevitable part of its operations. We will choose not to work in case safety of our people, customers, suppliers and community is compromised in any way.

### ***Service***

ESL strives to make Service its forte. Service, from our standpoint, encompasses all activities throughout the life cycle of our association with the customers (point of first contact till repeat business opportunities and beyond).

### ***Sales***

The strategies of ESL revolve around suggesting solutions to its customers, rather than merely selling the products. Our focus is more on helping a customer buy rather than selling.

# **Energy Solutions (Pvt.) Limited**

#### Karachi Office

ESL House, DP-01, Sector 21,  
Korangi Industrial Area,  
Karachi.

#### Lahore Office

ESL House, Plot No. 431-D  
Kamaha Aashiana Road  
(Rohi Drain), Off Ferozepur  
Road, Lahore.

#### Islamabad Office

ESL House, Plot No. 82,  
Street No. 10,  
Industrial Area I-9/2,  
Islamabad.

#### Multan Office

ESL House, No. 1104/8-M,  
Opposite Total Pump,  
Old Vehari Road, Zikaria  
Colony, Multan.



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