

## **NORTHERN STAR HELPS 30 “HIGHEST NEED” SCHOOLS THROUGH “CALTEX FUEL YOUR SCHOOL” WITH CHEVRON, AMCHAM FOUNDATION & DEPED**

Caltex Fuel Your School, the multi-awarded fuel-to-donate program that has helped thousands of teachers and millions of students in public high schools, is now going to selected areas in Northern Luzon through the Caltex service stations of Northern Star Energy Corporation.

This was announced during the MOA signing ceremony between Chevron Philippines, Inc. (CPI), Northern Star Energy Corporation (Northern Star), and American Chamber Foundation Philippines (ACF) on April 5, 2018.

As a major partner, Northern Star donated ₱1.5 million, and will leverage its Caltex retail station network in the Ilocos Region and CAR where motorists can gas up to participate in the program. Chevron will donate one peso for every liter of fuel purchase in the 26 participating Caltex stations. The campaign fuel up period is from June 1, 2018 up to July 31, 2018.

A total amount of ₱3 million will be donated to the Fuel Your School Program to be divided equally among 30 of the highest-need public schools in the area. ₱100,000 will be allocated to each school to fund STEM-related classroom projects.

For the past three years, the Caltex Fuel Your School campaign helped 88 public high schools, 3,000 public high school teachers, and over one



million public high school students in Metro Manila, Davao, and Bicol. In recognition of the program's achievements, it received the Silver and Gold Anvil Awards from the Public Relations Society of the Philippines, a merit recognition from the coveted Quill Awards, and an award from the American Chamber of Commerce CSR Excellence Awards.

This is the fourth edition of Caltex Fuel Your School, after successful runs in Metro Manila, Davao, and Bicol where a total of P 11 million pesos was raised and used to buy digital microscopes, multi-media projectors, laptops, calculators, telescopes, laboratory equipment and other learning equipment.

### **CONVENIENCE HUB DEBUTS IN BAGUIO**



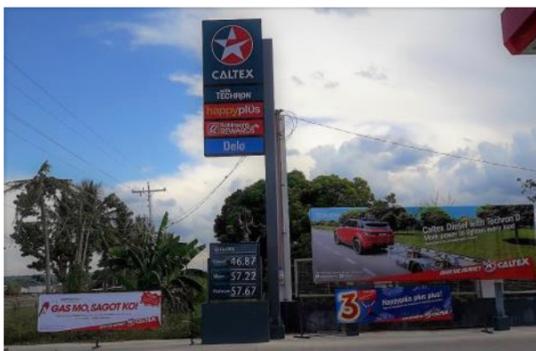
Northern Star Energy Corporation recently launched the Convenience Hub brand that positions the company not just as an award-winning multi-branded petroleum marketer engaged in the distribution of top quality automotive and industrial fuels and lubricants all over the Philippines, but a player in convenience retailing. The brand was unveiled at the newly-renovated Caltex Baguio along Upper Session Road in Benguet.

"We want to emphasize that the retail sites in our network are not just service stations, they are destinations where motorists can get so much more than just fuel," said Juan Miguel T. Delgado, Northern Star Chief Operating Officer.

The Convenience Hub concept integrates the Company's total retail offer as a Branded Marketer of Chevron Philippines, Inc. in Regions 1, 2 and CAR. Northern Star's retail operations cover more than 50 Caltex Service stations in Ilocos Norte, Ilocos Sur, La Union, Abra, Mountain Province, Ifugao, Cagayan,

Isabela, Kalinga, Nueva Vizcaya, Quirino and Aurora as well as selected outlets in Benguet, Zambales and Metro Manila. Depending on the size and location of the retail sites, Convenience Hubs may contain any or all of the following: convenience stores, auto service centers, cafes, quick service restaurants, pharmacies, quick payment or financial services – in addition to the core fuel offer.

### **LUCKY MOTORISTS GET P340K WORTH OF FUEL**



Northern Star Energy Corporation, is granting its customers a reprieve from high fuel costs with its GAS MO, SAGOT KO! Promotion running in 17 Caltex Stations in La Union, Nueva Vizcaya, Isabela, Cagayan and Kalinga from May 23 to June 20, 2018.

Motorists filling up with at least P 200 worth of gasoline and diesel from these Northern Star-

managed sites, either as single or cumulative transactions, will automatically get one raffle ticket to win a total of P5,000 worth of fuel every week.

"Our GAS MO, SAGOT KO! Promo is conducted in cooperation with our Retailer Partners and targets all customer categories in our sites – private vehicles, trucks, jeepneys, tricycles and motorbikes," said Juan Miguel T. Delgado, Northern Star COO. "We have purposely made the participation entry requirement affordable to acquire new customers and, hopefully, create loyalty."

Five lucky winners will be drawn per site every week to get one fuel voucher worth P2,500, one voucher worth P1,000 or three vouchers worth P500 each. There will be a total of 340 winners across the network during the promo period sharing a total prize value of P340,000.



**NETWORK EXPANSION  
REVS UP**



The Northern Star network of Caltex Service Stations continues to expand with three sites opening in the first half of 2018 to add to the seven that went operational in 2017. Five more sites are under construction and negotiations are on-going to reach the ambitious target of 15 new sites by the end of the year.

The new stations are Caltex San Nicolas, the fifth in Ilocos Norte; Caltex Iba, the first in Zambales; and Caltex Aringay, the first in the town and the 9<sup>th</sup> in La Union.

As a Branded Marketer of the biggest territory in the country granted to a Filipino company by Chervon Philippines, Inc., Northern Star is currently present in 15 provinces with 50 Caltex service stations.



**PRODUCT ORDERING  
PROCESS GOES  
DIGITAL WITH  
BIZHUB**

Designed to empower its customers and facilitate fast, secure and convenient product ordering process, Northern Star has implemented BizHub, a bespoke cloud-based order management software. BizHub provides secure and easy access to real time information, improves the order process and enables faster and more efficient responsiveness to the customers' needs.

"BizHub is in line with our efforts to use and integrate available digital technology into our business processes to improve and become more efficient," said Juan Miguel T, Delgado, Northern Star COO. "Doing so translates into benefits for our clients as well as our organization."

BizHub is easily accessible by customers through Northern Star's website [www.nstar.com.ph](http://www.nstar.com.ph). The application enables the user to track and monitor each transaction – from the placement of the order until delivery. The application went live on May 7, 2018.



**TOP RETAILERS GET A DOSE OF SUN,  
SAND, SEA, TEMPLES AND HISTORY**

Sun, sand, sea, temples and history. These were only some of what the winners of the First Northern Star Polaris Awards experienced as their prize for delivering outstanding performance in 2017.

Representatives of Grand Winners Caltex Bantay, Baguio and Laoag 3 enjoyed an all-expense 4-day, 3-night tour of Siem Reap in Cambodia. The tour included visits to major historic temples like Angkor Wat and Angkor Thom, a boat trip on Lake Tonle Sap and, of course, shopping.

"Maraming salamat po for the unforgettable experience. It was a pleasure seeing a Wonder of the World with all of you. On behalf of Bantay Star, we wish you all a momentous rest of the year. More power and success to all of us!" wrote Camille Singson of Caltex Bantay.

Polaris winners Caltex Tabuk, Bantay, Bangued 1 and 2, Baguio, Sta. Maria, Narvacan, Bangar, San Marcelino, Vigan and Bauang spent a memorable night at Corregidor Island.

Starting with a fastcraft ferry ride across Manila Bay, the group did a day tour of locations that bore witness to the courage, valor, and heroism of Filipino and American soldiers who fought against invading Japanese forces during World War II. A night visit to the claustrophobic Malinta Tunnel featured an audio-visual presentation created by National Artist Lamberto V. Avellana of key events of the War.

Lodging was at the luxurious Corregidor Inn and the following day was devoted to fun activities.

"We thought Corregidor was just another island made famous by WW II," said Sonny de Luna of Caltex San



Marcelino. "Thank you Northern Star for showing us that it is much more, a must-see for both local and foreign tourists."

Northern Star Energy Corporation honored the outstanding achievements of its Retailer Partners in the first-ever Polaris General Assembly and Awards Ceremony held at Midori Clark Hotel & Casino on March 2, 2018.



**GOPETROL BEEFS UP  
ITS TRUCK FLEET**

GoPetrol, a wholly-owned subsidiary of Northern Star Energy Corporation engaged in point-to-point land transport of liquid cargo in the Philippines, recently beefed up its fleet by acquiring trucks from RD Policarpio Hauling Services, Inc. The deal for 11 trucks brings the GoPetrol fleet to 29 trucks total.

In line with strict standards in operation and maintenance, GoPetrol drivers are fully trained in all aspects of safety especially fuel handling and

transporting. Its trucks are equipped with GPS and dashboard cameras. The Company manages and operates a motor pool with a Maintenance Team dedicated to sustain flawless delivery through a preventive maintenance program.

GoPetrol has the capability to deliver anywhere in Regions 1, 2, 3, 4-A, 4-B, 5 and the Cordillera Administrative Region. Its current total capacity is 572,000 liters covering Palawan, Calapan, Masbate and North Luzon. GoPetrol is accredited by terminals in Batangas, Poro Point in La Union, North Harbor in Manila and Puerto Princesa in Palawan. Its medium- and long-term plans are focused on expanding its operations across the Philippines.