

## **PERVAIZ A. KHAN**

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### **SUMMARY**

- Diversified experience in industry (specifically energy sector) and corporate/investment banking;
- Exposure to both public and private sectors in key positions of responsibilities in both developed and emerging markets;
- Responsible for all aspects of corporate management while holding senior management positions;
- Understanding of domestic and international capital markets (equity and debt) rules and regulations, including experience of Euro-market issues and Rule 144A private placements to QIBs in US market;
- Capital raising through commercial bilateral/syndicated loans and capital markets (equity & debt);
- Financial advisory experience involving divestiture, project finance and privatization; and
- Experience in dealing with ECAs; bilateral; and multilateral agencies (US EXIM; CDC & FMO; World Bank & IFC).
- Holds MBA/MIA degrees from Columbia University, New York, NY.
- Served as Member of Board of Directors/Supervisory bodies of several prestigious corporate entities/organizations.

### **WORK EXPERIENCE**

#### **Secure Logistics Group Executive Chairman**

**Islamabad, Pakistan  
Jan 2013 – to-date**

Board of Directors level supervisory responsibility to restructure, re-organize and recapitalize the family owned business. Currently, half way through an on-going US\$50 million Capex plan involving equity and debt capital. Businesses scaled up to be the largest integrated Group operating in synergetic logistics, vehicle fleet management and security services in the country – [www.slg.com.pk](http://www.slg.com.pk)

#### **GDF Suez Country Delegate Pakistan**

**Islamabad, Pakistan  
Apr 2011 - Nov 2012**

Appointed GDF Suez (International Power plc Holding Company) Country Delegate for Pakistan to represent all GDF Suez businesses in Pakistan including Gas/LNG; Infrastructure; Environment; and Water in addition to the core responsibilities assigned by International Power plc (the power generation business). Assignment's scope includes representing GDF Suez before public authorities; economic and political decision makers; and promoting Group's image in its various sectors of activities. Responsible for maximizing synergies between Group companies in Pakistan; and identifying and developing business opportunities. Regarding power generation specifically, direct responsibility included Uch I and Uch II (combined 990 MWs) and indirect responsibility involved managing equity related matters as concerning International Power's 26% investment in Kapco and 15.5% in Hub Power.

#### **International Power Asia Excom Member**

**Islamabad, Pakistan  
Feb 2011-Nov 2012**

Member of the Asia Excom responsible for the supervision of company's 6,000 MWs Asian portfolio and business development activities.

#### **Uch II Power (Pvt) Ltd Chief Executive Officer**

**Islamabad, Pakistan  
Mar 2010 – Nov 2012**

Appointed CEO for the under development 404 MWs expansion project involving US\$480 million investment. Key member of the project development team involved in contracts (PPA,GSA,IA,EPC, *etc*) negotiations; and raising of approx. US\$360 million non recourse debt funding from multi laterals/ECAs (ADB, IFC, IDB, KEXIM, *etc*). Providing guidance and managing all strategic aspects during the construction phase.

#### **Uch Power (Pvt) Ltd Chief Executive Officer**

**Islamabad, Pakistan  
Sept 2000–Nov 2012**

Promoted as CEO. Reporting to UPL OpCom & Board of Directors, responsible for Company's bottom line performance. Generated approx. US\$2.75 billion net revenue and US\$525 million net profit since the Commercial Operation Date (CoD) of October 17, 2000. (*Achieved addition of US\$530 million to shareholders' value -an aggregate of cash distribution & increase in Book Value of equity*). Overall management of company operations including strategic planning & execution of counter parties relation - off taker, fuel supplier, lenders, public & government relations; and organizational and staff matters. Led efforts to successfully complete a strenuous plant-testing program to achieve CoD. Assisted sponsors in negotiations with the government to achieve close on numerous outstanding issues including the tariff deal. Key member of the management/sponsors debt restructuring team that successfully closed a complex debt restructuring involving 3 main sponsors; 3 senior lenders (EXIM, World Bank, IFC), 18 commercial banks, and 6 major law firms. Forecast 2014 combined (UPL & Uch II) proforma Net Revenue of approx. US\$500 million and Net Profit of US\$80 million per year.

**Uch Power Project****Chief Financial Officer****Islamabad, Pakistan****Aug 1999 – Aug 2000**

Responsible for all financial aspects of the 586 MWs combined cycle IPP capitalized at US\$790 million at CoD which operates as part of the US\$1.05 billion (year 2000 figure) Uch energy complex. Responsibilities included debt administration (US\$580 million from 21 international financial institutions; overall supervision of treasury, financial planning, accounts, audit and IT functions; and management of all financial aspects concerning the state owned utility company (WAPDA), fuel supplier (OGDCL), regulators, other concerned government ministries & departments, and legal & tax advisors. Assisted CEO in strategic planning, corporate affairs (Board of Directors & Shareholders), public relations and HR management.

**Imperial Chemical Industries (ICI) Pakistan****Corporate Manager Treasury, Planning & Accounts****Karachi, Pakistan****Sep 1997 – Aug 1999**

Responsible for five of the seven finance functions at Corporate Head Office (Treasury, Planning, Head Office Accounts, Insurance & Special Projects) of the US\$750 million majority owned subsidiary of ICI plc. The treasury function *inter-alia* included, dealing with 22 foreign and domestic banks to meet company's entire banking and financing requirements at optimal funding cost (approx. US\$100 million running finance and US\$295 million long term funding portfolio). Planning cell responsibilities *inter alia* included evaluation of company business strategies and industry analysis on an on-going basis. Lead the Special Projects team to provide assistance in the US\$490 million PTA project JV with DuPont (shelved at the twelfth hour). The Head Office Accounts function responsibility included the supervision of Accounts reporting by 15 corporate functions. Specific capital raising and other transactions, included:

- US\$30 million cross-border bridge financing (1998);
- Pak Rs3.7 billion (US\$90 million equivalent) bi-lateral loans (1998);
- Pak Rs1.7 billion (US\$37 million equivalent) syndicated loan; and
- JV with DuPont involving ICI Pakistan's US\$490 million PTA business.

**Jardine Fleming Pakistan Limited****Head of Corporate Finance****Karachi, Pakistan****Jan 1995 – Apr 1997**

Responsible for Jardine Fleming's investment banking effort in Pakistan, aimed at originating and execution of capital raising, M&A, project finance, and general financial advisory deals. Efforts also focused on assisting multinationals in exploring business development opportunities within the domestic market by way of joint ventures and/or greenfield projects. Completed/Advised on transactions involving an aggregate amount of approximately US\$560 million, including:

- US\$175 million Exchangeable Bond Issue by Pakistan Telecom Company (PTC) (1997);
- Strategic sale of majority shareholding by main sponsors (Standard Chartered Bank, London and Mercantile Group of Pakistan) in Standard Chartered Leasing Company – approximately US\$60 million balance sheet footing (1996-97);
- Advisor to Sui Northern Gas Pipelines (SNGPL) on raising US\$60 million through Convertible Bond issue (1995/96).
- Advisor to 235 MW (US\$250 million) Liberty Power project on capital and equity structure (1995-96);
- Pre-IPO placement of Japan Power of US\$15 million; and
- Submission of a comprehensive technical proposal to the Privatization Commission for the sale of strategic share alongwith management control of Guddu/Lakhra and Muzaffargarh power projects (approx. 2,500 MW).

**Bear Stearns Jahangir Siddiqui Limited****Vice President – Investment Banking****Karachi, Pakistan****Feb 1994 – Jan 1995**

Assisted in all aspects of financial advisory and capital raising assignments including preliminary analysis, due diligence, valuation, preparation of documentation, status reports, and offering memorandum, maintaining contact and answering customer queries, and negotiating terms with clients, regulators, and legal counsels. *Executed transactions of an aggregate amount of approximately US\$564 million, including:*

- US\$30 million domestic IPO and US\$175 million GDR issue by Hub Power Company;
- US\$50 million & US\$55 million pre-IPO placement by Dhan and Ibrahim Fibres, respectively;
- US\$150 million inaugural sovereign bond issue by GOP: a Rule 144A Offering; and
- Advisor to Pakistan National Shipping Corporation (PNSC) on raising US\$104 million for fleet modernization program.

**Citibank****Resident Vice President – Investment Product Group****Karachi, Pakistan****May 1992 – Feb 1994**

Department Head for the Margin Lending unit. Responsible for business development efforts in addition to company & industry analysis, establishing credit parameters for margin loans, and monitoring portfolio risk exposure.

**Ministry of Foreign Affairs****Desk Officer****Islamabad, Pakistan****1986 - 1989**

Worked on India Desk. Responsibilities included analysis of political and economic developments within the region.

**Pakistan Army**  
***Captain – Armed Services***

Commanded Infantry Company. Tactics Instructor in Infantry School. Awarded Commendation Card for Leadership while leading a high altitude (16,000 feet +) mountaineering expedition along Afghanistan border in 1984 (during Russian invasion of that country). Successfully completed basic para jumping course (5 jumps on T 10 parachutes).

**Pakistan**  
**1982 - 1986**

**EDUCATION**

**GDF Suez University**

**Oct 2011 – March 2012**

**Global Player Program for Senior Executives**

Attended 3 weeks training program for senior GDF Suez Executives (TopEx) from October 10-14, 2011 (Fillerval, France); December 12-16, 2011 (Milan, Italy); and March 5-9, 2012 (Genval, Belgium). The development course covered strategy, operations, leadership and organization sociology.

**Columbia University - Columbia Business School**

**New York, NY**

***Masters Business Administration (MBA)***

**1989 - 1992**

Finance & International Business

**Columbia University – School of International & Public Affairs**

***Masters International Affairs (MIA)***

Finance & International Business

**Forman Christian College & Pakistan Military Academy**

**Lahore & Kakul, Pakistan**

***Bachelor of Arts (BA)***

**1978 - 1982**

Economics and International Affairs

**Honor graduate & winner of Tactics Medal**

**MEMBERSHIPS / APPOINTMENTS**

Member Board of Directors (BOD) - Privatization Commission, GOP – 2008/10

Member BOD - PSO (US\$10.5 billion Revenue company) – 2008/10

Chairman PSO BOD's Committee on Finance & Operations – 2008/10

Member Board of Governors – LUMS (Pakistan's premier University) – 2008/12

Member BOD - GOP Holdings Co. (5,600 MWs Company with 9 Assets) – 2010/12

Member Ambassador Program (for Pakistan) – Columbia Business School – 2006 to-2012