

# PAKISTAN BUSINESS AMBASSADORS PROGRAM

## MEDIA KIT



**DECEMBER 3 - 4, 2009: HOUSTON**

**DECEMBER 7, 2009: NEW YORK**

- ◇ ***Akbar Associates*** - One of Pakistan's largest and most diversified service providers in the oil and gas exploration sector.
- ◇ ***Fauji Group*** - One of the largest, autonomous business conglomerates in the country that is establishing two 50 MW wind power projects in Sindh province.
- ◇ ***Green Electric (Pvt.) Limited*** - A subsidiary company of Dubai-based Creative Energy Resources (CER), with substantial experience in developing power projects in the region.
- ◇ ***Gul Ahmed Energy Limited*** - A subsidiary company of Gul Ahmed Group. Gul Ahmed Energy Limited runs a thermal power plant in Karachi and is now planning a new wind energy venture in Sindh Province.
- ◇ ***Orient Power Company Limited*** - The country's first Independent Power Producer (IPP) is developing a 225-MW combine cycle thermal power project at Balloki, near Lahore.
- ◇ ***Pakistan Power Limited*** - One of Pakistan's premier exploration and production companies is seeking technology and investment partners for newly acquired and existing exploration blocks.
- ◇ ***Saif Group*** - The Saif Group is a conglomerate that is involved in upstream oil and gas exploration and also in thermal power.
- ◇ ***Yunus Brothers Group of Companies (YB)*** - A major conglomerate of textile mills, cement mills, and other businesses, is developing a 215-MW run-of-river hydroelectric plant on the Swat River.

## Spotlight on Success – Thriving Businesses in the Pakistan Economy

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### **AT A GLANCE: AKBAR ASSOCIATES**

***Founded:*** 1983

***Headquarters:*** Islamabad, Pakistan

***Industry Sector:*** Oil and Gas Exploration, Enhanced Oil Recovery.

***Related Companies:*** Ados Pakistan Limited, Konnect Holden (Pvt) Limited, Petrolog (Pvt) Limited, Razvi Mining Limited

***Employees:*** 500+

***Status:*** Private

***Website:*** [www.akbarassociates.com](http://www.akbarassociates.com)

### **Business Profile**

Akbar Associates Group was founded in January 1983, and the company has since established itself as one of the largest and most diversified service providers in the oil and gas exploration sector in Pakistan. Over the past two decades, Akbar Associates has grown to annual revenues in excess of US \$60 million. The group has over five hundred full time employees, paid-up capital of over Rs 250 Million (US \$31.2M) and a net worth exceeding Rs 4,500 Million. The company has the following business lines: Engineering, with a focus on oil and gas equipment, oil field services, telecom infrastructure development including fiber connectivity, mining and liquid petroleum gas (LPG) extraction, storage, transport, bottling and retail.

Akbar Associates Group takes pride in its fully implemented and verifiable HSE&Q policies. All of the company's operating units are certified to ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:2007.

The Akbar Associates Group of companies includes the following:

### **Akbar Associates (Private) Limited**

The parent company Akbar Associates, one of the leading Liquid Petroleum Gas (LPG) marketing companies in Pakistan, is the sole agent and exclusive representative in Pakistan for the US company Cameron's Drilling & Production Systems Division and Valves & Measurement Engineered Valve Division. Cameron (NYSE: CAM) is a leading provider of flow equipment products, systems and services to worldwide oil, gas and process industries. In Pakistan, Akbar Associates also represents Total Safety Inc., the world's leading provider of safety service solutions to the upstream, midstream, refinery, petrochemical, power and wind energy markets.

### **Ados Pakistan Limited**

Ados is one the most reputable engineering units in the country with a primary focus on in-country manufacturing of oilfield equipment. Ados maintains valid accreditations to API Specs 5CT, 6A, 6D, 7-1, 12F and ISO 9000, 14001 & 18001. Ados is licensed by Cameron to manufacturer their

wellhead completion equipment range in Pakistan utilizing Cameron proprietary technologies. The principal product offerings from Ados include:

- Wellhead and Xmas Tree Assemblies
- Rotary Drilling Equipment
- Threaded Connections
- Pressurized Vessels
- Two and Three Phase Separators
- Seismic and Water Well Drilling Rigs
- Precision Engineering and Fabrication
- Prefabricated High Tension and Telecom Towers

### **Konnect Holden (Private) Limited**

KHL's primary areas of expertise are:

- Fiber Optic Connectivity
- Cellular Network Deployment
- Standby, Prime and Continuous Duty Generators
- Powerhouses and Grid Stations
- High Voltage Overhead and Underground Cables
- Infrastructure Development
- Earth and Civil Works

### **Petrolog (Private) Limited**

Petrolog are leaders in the following highly specialized market segments:

- Wellhead Completion Services
- Corrosion Monitoring and Protection
- Well Design and Completion Engineering
- Drilling Optimization

### **Razvi Mining (Private) Limited**

The mining arm of Akbar Associates Group, Razvi Mining Limited, is a pioneer of barite mining and pulverizing in Pakistan and is one of the oldest professionally run mining establishments in the country. Razvi is an important supply source for the following products to the local oil and gas drilling industry:

- Barites
- Calcium Carbonate
- Mica
- Starch
- Potassium and Sodium Chloride
- LCM

### **Key Areas of Investment**

- ❖ The company is seeking to strengthen its existing relationship with US partners and to further develop several initiatives in collaboration with US partners and the US government. Currently the company is in deliberations with Cameron Corporation to acquire equity shares in Akbar Associates. The signing of a memorandum between both companies is scheduled to take place during the mission.
- ❖ Akbar Associates is looking for technology and investment partners for the enhanced oil recovery project of Toot Oilfield.
- ❖ Akbar Associates is looking for an investment partner for its 5000 STB/D isomerization facility that will use UOP's proprietary Penex process technology to refine untreated C5+ liquids into 95 Octane or better motor gasoline.

## **AT A GLANCE: CREATIVE ENERGY RESOURCES**



***Founded:*** 2004

***Headquarters:*** Dubai, UAE ***Regional Office:*** Islamabad, Pakistan

***Industry Sector:*** Power

***Related Companies:*** Tapal Group, Metco Group, Green Electric (Pvt) Limited

***Employees:***

***Status:*** Private

***Website:***

### **Business Profile**

Creative Energy Resources Corporation (CER) is a regional power company that will develop, finance, build, own and operate power generation facilities using conventional and alternative energy sources in the Middle East, North Africa and South Asia (MENASA) region. CER is headquartered in Dubai, UAE and has an office in Islamabad.

Creative Energy Resources is developing a green field gas fired combined cycle 188 MW gross capacity project with an estimated cost of USD 225 million, which will be financed through 75% debt and 25% equity. The Project will be based on combined cycle gas turbine technology and will be located at Dadu in the Sindh province of Pakistan. The Project was issued a Letter on Interest (LOI) in February 2006 for conducting a feasibility study for 405 MW under the GOP power policy 2002. The Project will be implemented in two phases with a first phase of 188 MW and a further 200 to 217 MW subject to availability of gas.

Power generated by the Company will be sold to the Water and Power Development Authority ("WAPDA") - the government-owned utility company that transmits and distributes power throughout Pakistan, except Karachi - on the basis of a Power Purchase Agreement ("PPA") spanning 30 years. In addition, the Company will enter into a long term Gas Supply Agreement ("GSA") with Sui Southern Gas Company.

Principal elements of the project are as follows:

- The plant will be a Combined Cycle Power Plant (CCPP).
- It will be constructed in two phases of 188MW (ISO gross capacity) and 217MW.
- The fuel will be natural gas supplied from Zamzama gas field through Sui Southern Gas Company.
- High-speed diesel (HSD) will be used as back-up fuel.
- The plant will be inter-connected to the nearby WAPDA/NTDC substation at Dadu.
- The site is in the vicinity of the Zamzama gas field, near Dadu, Sindh.

A Study has been carried out by the U.K. based consulting firm Scott Wilson to consider the feasibility of the proposed Green Power Project at Zamzama, Sindh that will be executed in two equal phases. Scott Wilson is a multi-discipline, international consultancy providing a comprehensive range of integrated planning, management, and engineering and environmental

services throughout the world. The feasibility study has been approved by the Private Power and Infrastructure Board (PPIB).

An Engineering Procurement and Construction (EPC) Contract has been signed with China Machinery Engineering Import and Export Corporation (CMEC). A Letter of Support (LOS) was issued by the Private Power and Infrastructure Board (PPIB) of the Ministry of Water and Power in June, 2009. The GSA, PPA and IA are being finalized with relevant agencies of the GOP and the financing process is well underway, with the International Finance Corporation (IFC) and the Asian Development Bank (ADB) having given letters of interest to finance \$45MM each. The due diligence process has started with the IFC having completed a site visit and in the process of appointing project advisors.

The project is expected to reach financial close in Q2 2010 with commercial operation scheduled to start in Q3, 2012.

#### **Key Areas of Investment**

- ❖ CER is seeking US multilaterals to finance up to \$30 million USD on a non-recourse basis and on competitive terms to complete the project financing within the required time frame.
- ❖ CER would like to investigate Political Risk Insurance (PRI) at reasonable rates.
- ❖ In addition, CER would like to discuss equity partnering up to \$15 million USD with a prospective investor for the project.



## **AT A GLANCE: FAUJI GROUP**

***Founded:*** 1954

***Headquarters:*** Rawalpindi, Pakistan

***Industry Sector:*** Fertilizer, Cement, Power, Oil & Gas, Security Services Companies

***Related Companies:*** Fauji Fertilizer Company Limited, Fauji Fertilizer Bin Qasim Limited, Fauji Cement Company Limited, Fauji Kabirwala Power Company Limited, Foundation Power Company Limited, Fauji Oil Terminal & Distribution Company Limited, Fauji Akbar Portia Marine Terminals Limited, Mari Gas Company Limited, Foundation Gas, Fauji Cereals, Fauji Corn Complex, Experimental and Seed Multiplication Farm, Pakistan Maroc Phosphore S.A., Foundation Securities (Pvt) Limited, Overseas Employment Services; Fauji Security Services (Pvt) Limited

***Employees:*** 12,000+

***Status:*** Public/Private

***Website:*** [http://: www.fauji.org.pk](http://www.fauji.org.pk)

## **Business Profile**

Fauji Foundation, a charitable trust established in 1954 is the holding entity of the Fauji Group of Companies. The trust, which has become one of the largest, autonomous business conglomerates in the country, operates on a completely self-sustaining basis and channels approximately eighty percent of the profits from commercial ventures into social protection programs that benefit about seven percent of the country's population. Spending more than Rs. 23.8 billion since its inception on these welfare programs, the Foundation provides services in the areas of healthcare, education, educational stipends, and technical and vocational training.

The Fauji Group of Companies includes fertilizers, marine terminals, cement, power generation, oil terminal operations, gas exploration, LPG marketing and distribution, corn products, financial services, employment services and security services.

The nature of its operations makes Fauji Foundation a unique welfare-cum industrial group with expertise in a wide range of industries. Following is a brief description of companies and projects under the Fauji umbrella that are specifically concerned with the energy sector and projects:

### **Mari Gas Company Limited (MGCL)**

MGCL is a publicly listed company incorporated in 1985. The company is principally engaged in drilling, exploration, production and sale of natural gas with a production capacity of 162 BSCF. Fauji Foundation owns and controls 40% majority shares of the company.

### **Foundation Gas (FG)**

Foundation Gas is a wholly owned unit of Fauji Foundation and is one of the largest LPG marketing companies in the country. The project controls about 10% of the country's market through its network of over 400 distributors, servicing over 400,000 consumers. The company has a bottling capacity of 154 metric tons per shift. Its Storage capacity is 1,290 metric tons.

Foundation Gas also imports LPG in order to meet the ever-growing demand of domestic



consumers.

### **Fauji Oil Terminal & Distribution Company Limited (FOTCO)**

FOTCO is a joint venture of Fauji Foundation and Infraavest Ltd of Hong Kong, which owns and operates a state of the art, environmentally friendly marine oil terminal at Port Bin Qasim, capable of handling 9 million tons of oil per annum with a potential to handle more than 27 million tons of oil. The terminal was established in 1995 at a cost of USD 100 million. Fauji Foundation holds 52%, while Infraavest owns 44% of the Company.

### **Fauji Kabirwala Power Company Limited (FKPCL)**

FKPCL is a public unlisted company that started operations in March 2000 with an operating capacity of 170 MW. The plant, located near Kabirwala, District Khanewal, was setup at a cost of USD 170 million and is based on combined cycle power. Fauji Foundation owns 45.33% shareholding, with a controlling interest. 12.5% is owned by ADB and the balance of 42.17% is held by Pendekar Power of Malaysia (Tanjung Energy & Aljamah)

### **Foundation Power Company (Daharaki) Limited (FPCDL)**

FPCDL is a subsidiary of Daharaki Power Holdings Limited, BVI established to construct and operate 176 MW combined cycle power plant located in Daharaki, in Sind province. The construction started in September 2007 and the plant will be operational by December 2009. The cost of the project is expected to be USD 216 Million, in which Fauji Foundation has an 83% share and the balance is with the Asian Development Bank.

The Fauji Group recognizes its responsibility to address the key issues within Pakistan and has focused considerable attention on the growth of the energy sector with the following key initiatives:

- The construction of a 50 MW wind power project by Fauji Fertilizer Company Limited.
- Setting up of 100 MW wind farms through two green field projects of 50 MW each or through the acquisition of two existing separate wind farm projects of 50 MW each, which are at an advanced stage of initial implementation.
- Undertaking supply of LNG gas through the provision/participation in the LNG supply chain involving various stages of participation.

### **Key Areas of Investment**

- ❖ Fauji Foundation Group is seeking a US partner with technical and operational expertise to invest and participate in the development of two wind farms of 50 MW each in Khunti Kun Sindh province.
- ❖ Fauji Foundation Group would like to explore other prospects in the energy sector including expansion and increased participation in thermal power generation as well as in the supply of LNG.
- ❖ Fauji Foundation Group is interested in meeting with multilateral agencies, development financial institutions and US Exim Bank for debt financing of the wind projects and other potential projects.

## **AT A GLANCE: GUL AHMED GROUP**

***Founded:*** 1948

***Headquarters:*** Karachi, Pakistan.

***Industry Sector:*** Textiles, Chemicals, Banking, Energy, IT, Retail

***Related Companies:*** Gul Ahmed Energy Limited, Gul Ahmed Wind Power Limited, Metro Power Company Limited, Globe Management (Pvt) Limited, Gul Ahmed Textile Mills Limited, Latif Textile Mills (Pvt) Limited, Latif Cotton Mills Limited, Latif Fibre (Pvt) Limited, Nakshbandi Industries Limited, Habib Metropolitan Bank, Ideas by Gul Ahmed, Swisstex Chemicals Limited, Arwen Technologies

***Status:*** Private?

***Website:***



## **Business Profile**

Gul Ahmed Group is one of the most successful business groups in Pakistan and holds interests in finance, energy, beverages, textiles, real estate, banking, IT and chemicals. In the textile sector, Gul Ahmed is one of the leading exporters of textile products. The family's businesses have a long history dating back to pre-partition days, and are well regarded in Pakistan's banking, textile, beverages and insurance sectors. Gul Ahmed Group companies are based in Karachi, with many listed on the Karachi Stock Exchange.

Gul Ahmed Group diversified from its traditional business in textiles with the creation of a 136.17 MW independent power project in the Korangi Industrial area of Karachi. As a strategic move, Tomen Corporation of Japan (now Toyota Tsusho Corporation) was invited to join hands with Gul Ahmed Group to implement this project and Gul Ahmed Energy Limited was formed.

To further expand into the power sector in Pakistan, Gul Ahmed Group created two Special Purpose

Companies (SPCs): Gul Ahmed Wind Power Limited and Metro Power Company Limited and is developing two 50 MW wind generation farms in the Jhimpir area of Sindh Province.

Land has been allocated for both projects and various pre-feasibility studies, including gathering of site

specific wind data, have been completed. Looking at the wind regime, the plan is to install wind turbines in

the range of 1.5 MW to 2.5 MW machines. Each project is estimated to cost USD 115 million, with 80:20

debt equity ratios. In its recent tariff determinations, National Electric Power Regulatory Authority (NEPRA) has allowed Zorlu Enerji Pakistan Ltd., and Dawood Power Ltd., to calculate tariffs

based on a  
15% ROE (net of withholding tax).

### **Key Areas of Investment**

Gul Ahmed is seeking US manufacturers of wind energy equipment and is interested in meeting US companies that can assist in the following areas:

- ❖ Development of Wind Farms
- ❖ EPC Contractors
- ❖ Equipment Suppliers
- ❖ Financial Equity
- ❖ Joint Venture Partner

### **AT A GLANCE: PAKISTAN PETROLEUM LIMITED**

***Founded:*** 1950

***Headquarters:*** Lahore, Pakistan

***Industry Sector:*** Oil and Gas Exploration

***Related Companies:***

***Employees:*** 2520

***Status:***

***Website:*** <http://www.ppl.com.pk>



### **Business Profile**

Pakistan Petroleum Limited (PPL) is one of Pakistan's premier exploration and production companies, with over fifty years of experience and forty ongoing exploration projects. The company has a staff of 2,520 employees with approximately 431 qualified technical staff in the fields of engineering, computers and earth sciences. PPL's gas production accounts for about 25 percent of the total gas production of Pakistan and the company has a working interest in a number of producing fields.

The major production operations of the company are at the Sui gas field, the largest gas discovery in Pakistan, which has been in continuous production for over half a century and remains an important source of energy for Pakistan. Other PPL operated fields and discoveries include Kandhkot, Adhi, Mazarani, Chachar and Hala. PPL also has working interests in several other fields and discoveries such as the Qadirpur gas field, Mela and Nashpa discoveries (operator, OGDCL), Miano, Sawan gas fields, Latif and Tajjal gas discoveries (operator, OMV), Manzalai gas and condensate field, Makori, Mamikhel and Maramzai discoveries (operator, MOL) and Block - 22 (operator, PEL).

Currently, PPL operated exploration areas include Hala, Barkhan, Bahawalpur East, Nushki, Kalat, Khuzdar and Dadhar blocks. PPL has joint ventures with the multinational companies OMV (Austria), Eni (Italy), MND Exploration and Production (U.K) and ZhenHua Oil (China). The partner operated areas include Tal, Nashpa, Kirthar, Latif, Gambat, South West Miano-II,

Thar, Rajar, Umerkot, Mithi, Baska and Block 22 as well as three offshore Indus M, N and C blocks.

PPL has vast experience in the energy and power sector of Pakistan. The company has experience in operating thirty-one exploration licenses in different basins of Pakistan including seven blocks in Dadhar, Bahawalpur East, Hala, Khuzdar, Nushki, Kalat and Barkhan, which are currently under exploration. As an operator, PPL acquired extensive 2D/3D seismic data and conducted several gravity/magnetic surveys across the country. The drilling of 306 wells (76 exploration wells and 230 appraisal/development wells) resulted in the discovery of about 21 Tcf gas and 58 million barrels of oil/condensate as of June 2009.

In addition to operating these exploration blocks, PPL has considerable experience in field development and production. Currently, PPL is the operator of five producing fields: Sui, Kandhkot, Adhi, Mazarani and Chachar. In addition the production from Adam discovery in Hala block is expected to start in December 2009 through EWT. PPL has also installed compression plants at its Sui and Kandhkot fields and has additional experience developing the marginal Mazarani Field. The company has also enhanced the Adhi Field plant capacity thereby making it possible to take additional production from new wells.

PPL has recently acquired thirteen new blocks at Sirani, Naushahro Feroz, Zamzama South, Jungshahi, Gambat South, Kotri, Kotri North, Dhok Sultan, Zindan, Dera Ismail Khan, Kharan, Kharan East and Kharan West. These blocks, which are awaiting formal grant, are primarily located in the hydrocarbon producing basins of Pakistan.

### **Key Areas of Investment**

- ❖ PPL is seeking a US partner for technological and financial support (with up to 30% working interest) in the recently acquired thirteen blocks as well as the three existing blocks of Khuzdar, Noshki blocks.
- ❖ PPL is interested in collaborating with US E&P and service companies in the following specific disciplines and application of specialized technologies:
  - ❖ Drilling: Multilaterals, under balanced drilling, extended reach horizontal wells, short axis well etc.
  - ❖ Exploitation of unconventional oil and gas reserves, for example the identification of subtle traps, tight gas, high pressure/high temperature deep gas, shale gas/oil, coal bed methane, etc
  - ❖ Establishment of research centers/facilities by US institutes in collaboration with Hydro Carbon Development Institute and Pakistani Universities, for example an introduction with the Petroleum Engineering Dept. of Tulane University, Houston branch.

## **AT A GLANCE: THE SAIF GROUP**



***Founded:*** 1920

***Headquarters:*** Islamabad, Pakistan

***Industry Sector:*** Telecom, IT & Software Development, Textile Manufacturing, Oil and Gas Exploration, Power Generation, Real Estate Development, and Environmental Management.

***Related Companies:*** Saif Holding Ltd.; Globecomm Ltd.; TransWorld Associates Ltd.; Softech Systems Ltd.; Saif Textile Mills Ltd.; Kohat Textile Mills Ltd; Mediterranean Textile Company; Saif Power Ltd.; Saif Wind Power Ltd.; Saif Energy Ltd.; Utopia Developers; Lahore Compost Ltd.; Saifullah Foundation for Sustainable Development (SFSD).

***Employees:*** 10,000+

***Status:*** Publicly held -Karachi Stock Exchange, Lahore Stock Exchange and Islamabad Stock Exchange.

***Website:*** [www.saifgroup.com](http://www.saifgroup.com)

## **Business Profile**

Saif Group is a diversified industrial and services conglomerate operating businesses in telecommunication services and products, information technology and software development, textile manufacturing, oil and gas exploration, power generation, real estate development and environmental management.

Over the past three decades, the group has sustained steady growth, establishing a presence in Pakistan while investing in the country's areas of strengths in the global context. Saif Group is unique in its emphasis on forging strategic international alliances and has a proven and successful history of collaboration with world-renowned partners including Orascom Group, Siemens, British Telecom, Motorola, Iridium LLC and Tyco Electronics among others.

Saif Energy Limited is the company within the Saif Group working in the energy sector in the areas of oil and gas exploration, production, infrastructure projects and other related ventures including acquisition of producing properties. Saif Energy Limited is Pakistan's first local private sector company to achieve ISO 9001:2000 certifications for management of oil and gas exploration and production activities.

The company has acquired exploration rights over five onshore blocks in Pakistan and presently operates two onshore exploration blocks: Sari South and Khetwaro. Both are located in highly prospective areas of the Indus Basin in the vicinity of oil and gas discoveries and infrastructure. Seismic surveys have been completed for both blocks, data has been processed and interpreted, and prospects have been identified for drilling.

Drilling of the first exploratory well in Khetwaro Block will start at the end of January 2010 and the second exploratory well has been planned for April 2010 in Sari South Block. Both of these blocks are at a mature stage, where exploration risk has been considerably reduced. Saif Energy is also currently reviewing acquisition of several exploration and production assets domestically and internationally.

Saif Power Limited was established to operate and maintain power generation plants in Pakistan. Its first project is the development of a 229 MW combined cycle thermal power project, which started in October 2004. The project is based on two types of fuel: natural gas as the main fuel source and high-speed diesel as a secondary source. Financial close has been achieved and the project is moving towards completion.

Saif Power Limited is one of the best Independent Power Producers (IPP) in the country and is equipped with the most modern power generation facility. The company will be able to sell its power to the national utility company at a very competitive and affordable rate.

### **Key Areas of Investment**

#### *Power Generation*

- ❖ Saif Power Ltd. is setting up of a 231 MW (gross capacity at ISO) combined cycle thermal power plant near Sahiwal of Punjab Province. The project is currently under construction by a world renowned EPC Contractor while its O & M will be done by the General Electric of the US. The project is expected to achieve commercial operation date by October 2009.

#### *Renewable Energy*

- ❖ The company is looking for a 50% equity investment partner in the Khetwaro and Sari South exploration blocks.



## **AT A GLANCE: YB GROUP**

***Founded:*** 1962

***Headquarters:*** Karachi, Pakistan

***Industry Sector:*** Textiles, Cement, Real Estate Development, Export, Power

***Related Companies:*** Lucky Textile Mills Limited, Lucky Knits (Pvt) Limited, Fazal Textile Mills Limited, Gadoon Textile Mills Limited, Yunus Textile Mills Limited, Lucky Cement Limited, Lucky-Paragon Ready Mix Limited, Lucky Energy (Pvt) Limited

***Employees:***

***Status:***

***Website:*** [www.lucky-cement.com](http://www.lucky-cement.com)

### **Business Profile**

The YB Group was established in 1962 as a commercial exporter of cotton yarn to the far-east countries. It is one of the largest and most internationally recognized conglomerates in Pakistan with a total annual turnover of over \$650 million USD, with export sales comprising 66% of the total share. The group's core business includes textile manufacturing, international trading of commodities and cement manufacturing.

YB has received more than twenty accolades from the Government of Pakistan for having the highest overall exports in the country and also for the many contributions it has made to the textile sector in Pakistan.

The YB Group has undertaken several projects over the past few decades in various sectors including textile, cement and power. Some of the projects that are currently at various stages of development include real estate, wind power projects and a heat recovery system. Two projects currently being developed are a five star hotel in the heart of the Karachi's most upscale locality and a mall with residential complex in a heavily populated quarter of the city.

In the energy sector, the YB Group is developing a 50MW wind farm in Jhimpir Sindh. The total project cost is estimated to be US \$136mn with a debt to equity ratio of 75:25. The feasibility study for the project has been completed and submitted to the Alternate Energy Development Board of Pakistan and the group is awaiting approval.

Another energy project of the YB Group is the development of a 215-MW run-of-river hydroelectric plant on the Swat River approximately 170 km north of Islamabad between Asrit and Kedam villages. The Asrit-Kedam 215 MW hydroelectric cascading project is one of the largest projects in the private hydel power generation sector in Pakistan. The project itself is in an advanced stage relative to other private sector hydel power projects. It is being developed as one of the main projects under the Governments Public Private Partnership initiative using the Build Operate Own and Transfer (BOOT) basis.

The project is primarily sponsored by the YB group along with a minority stake of LMKR one of the leading technology companies in Pakistan with specialization in the energy sector. These parties are the lead sponsors of the project. The development of the project is at an advance stage with RSW Inc., the Canadian Engineering firm, leading the development process. A complete

feasibility has been developed and submitted for initial appraisal and acceptance. Financing arrangements are to be undertaken by NIB Bank (Temasek Holdings of Singapore) and work continues to be undertaken at a rapid pace.

**Key Areas of Investment**

- ❖ The YB group is seeking a US equity investment partner organization as well as implementation contractors, technology and equipment providers for both the Askrit-Kedam hydel project and the wind power project at Jhampir, Sindh Province.



## Executive Bios

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### ***Anne W. Patterson, Ambassador, Pakistan***

Anne W. Patterson was confirmed as the U.S. Ambassador to the Islamic Republic of Pakistan by the United States Senate on June 28, 2007, and was sworn in on July 6, 2007.

Prior to her assignment to Pakistan, Ambassador Patterson served as the Assistant Secretary of State for International Narcotics and Law Enforcement Affairs. Ambassador Patterson also served as the Deputy Permanent Representative and Acting Permanent Representative at the U.S. Mission to the United Nations from 2004 to 2005. A Career Minister in the Foreign Service of the United States, Ambassador Patterson has also served as the Deputy Inspector General of the Department of State from 2003 to 2004, Ambassador to Colombia from 2000 to 2003, and Ambassador to El Salvador from 1997 to 2000.

Ambassador Patterson joined the U.S. Foreign Service in 1973 as an economic officer. She has served as Principal Deputy Assistant Secretary and Deputy Assistant Secretary of Inter-American Affairs and as Office Director for Andean Affairs. Mrs. Patterson also served as Political Counselor to the U.S. Mission to the United Nations in Geneva from 1988 to 1991 and as Economic Counselor in Saudi Arabia from 1984 to 1988. She has held a variety of other economic and political assignments, including in the Bureau of Inter-American Affairs, the Bureau of Intelligence and Research and the Bureau of Economic and Business Affairs.

Ambassador Patterson received the State Departments Superior Honor award in 1981 and 1988, its Meritorious Honor award in 1977 and 1983, and a Presidential Honor award in 1993. She has also received the Order of the Congress from the Congress of Colombia, and the Order of Boyacá, from the Government of Colombia. Ambassador Patterson was also recognized by the Government of El Salvador with the Order of José Matias Delgado.

Ambassador Patterson was born in Fort Smith, Arkansas. She graduated from Wellesley College and attended graduate school at the University of North Carolina.

### ***Saleem H. Mandviwalla***

Saleem H. Mandviwalla is the Minister of State and the present Chairman of the Pakistan Board of Investment. Mr. Mandviwalla comes from a business family that was engaged in the real estate business in Karachi and other Pakistani cities since 1921. The family expanded their line of business in different trades both locally and internationally. Mr. Mandviwalla was the former President of the Lasbela Chamber of Commerce. He is a member of the Managing Committee of the Federation of Chambers of Commerce, Pakistan and a senior member of the Karachi Chamber of Commerce.

Mr. Mandviwalla was born in Lahore, Pakistan and is a graduate of the Fort Worth School of Aviation in Fort Worth, Texas.

**Jamal Ansari, CEO, Akbar Associates (Pvt) Ltd**

Jamal Akbar Ansari, is the Chief Executive Officer of Akbar Associates Group. Mr. Ansari brings over twenty five years of highly diversified and rich industry experience to this position from his associations with Schlumberger, Kansas Geological Survey, Alaska Department of Power and The University of Alaska.

In addition to his professional commitments, Mr. Ansari remains actively involved in socio-economic and socio-political initiatives. Some of the more significant among these are the USAID sponsored curriculum review of engineering programs in Pakistan and the ongoing Azeem Trust primary and secondary education initiatives in Kahuta, which have been responsible for providing over 4000 underprivileged children access to high quality education. Additionally, Mr. Ansari has continuously taken an active role in bringing state-of-the-art technologies along with key foreign investors into Pakistan.

Mr. Ansari holds Master of Science degrees in Geology and Petroleum Engineering and is an author of many papers and publications. He has been an active member of the Society of Petroleum Engineers (SPE) since 1980, was the winner of the SPE Western Region Student Paper Contest in MS category in 1982 and was the founder Secretary and later Program Chairman and Director of the Pakistan Section of the SPE.

**Nadeem Babar, CEO, Orient Power Company Ltd.**

Nadeem Babar is the founder and Chief Executive Officer of Orient Power Company Limited. Mr. Babar is a senior executive with extensive worldwide experience in power generation, infrastructure finance and structured finance. In his career, he has developed, financed and/or managed over 150 power plants and has been involved with financing in excess of \$12 billion. He has conducted business in 26 countries including most major markets in Asia and Latin America.

In the power sector, Mr. Babar has developed or financed generation projects based on coal, waste coal, natural gas, low BTU gas, residual oil, diesel, wind, hydro, geothermal, solar, waste-to-energy, biomass, and nuclear technologies. Prior to Orient Power Company, Mr. Babar was the Senior Managing Director and Head of El Paso International in Houston, Texas from February 2001 to February 2003. From February 1999 to February 2001, Mr. Babar was the Chief Operating Officer of Coastal Power in Houston. Prior to joining Coastal, Mr. Babar was Vice President for Development and Finance for Cogen Technologies, a privately held power company based in Houston.

Mr. Babar began his career as an investment banker in the Project & Lease Finance Group of Drexel Burnham Lambert. After leaving Drexel, he became partner in a boutique investment bank focusing on the energy sector. He moved to the corporate sector ten years ago from his last investment banking position at Credit Suisse First Boston where he specialized in International Project Finance.

Mr. Babar is currently serving as the Chairman of the Energy Task Force of the Chief Minister, Punjab, Pakistan as well as Chairman of the Board of Directors for Punjab Power Development Company Limited, a company formed recently by the government of Punjab to promote small renewable energy projects. In the past he has served on the boards of Heavy Electrical Complex,

owned by the Government of Pakistan, as well as Infrastructure Advisory Committee of the State Bank of Pakistan and Infrastructure Development Facility of the Government of Pakistan.

Mr. Babar holds a Master of Science in Civil Engineering Management from Stanford University, a Bachelor of Arts in Economics from Columbia University and a Bachelor of Science in Civil Engineering from Columbia University.

**Ubaid Amanullah, General Manager, Gul Ahmed Energy Ltd**

Mr. Ubaid Amanullah is the General Manager of Gul Ahmed Energy Limited and brings extensive skills in executive management, corporate relations, negotiations, human resource development and corporate strategy management to this position from his involvement and management of other Gul Ahmed companies. Mr. Amanullah is also the Director of Latif Fiber Mills (Pvt.) Ltd., a position that he has held since 2003.

Mr. Amanullah was Manager of Latif Cotton Mills Limited from 1992 to 1994. He served as the Executive Director of Gul Ahmed Energy Limited from 1994 to 1999 and as the Chief Executive Officer of Latif Knits Limited from 1999 to 2006. He is an active member of the OGS Trust, a charitable organization founded and managed by the Old Grammarians. He has served as the Honorary Treasurer of the OGS Trust in 2003, 2006 and 2007.

Mr. Amanullah holds a Bachelor of Arts degree in Economics from Northwestern University, USA.

**Javed Saifullah Khan, Chairman, Saif Group**

Javed Saifullah Khan is Chairman of the Saif Group of Companies and has been managing the Group businesses for the past three decades. With more than 35 years of rich and diversified experiences in Textiles, Telecommunication, Cement, Infrastructure and IT industries. Mr. Khan has also held prestigious roles in the public domain, representing Pakistan as an official delegate at various international forums and serving as a member of key governmental and social organizations including, the Task Force for the Ministry of Science & Technology, IT & Telecommunication Advisory Board of the same ministry and Pakistan International Airlines Corporation. Mr. Khan also served as a two-term Chairman of All Pakistan Textile Mills Association (APTMA). Currently, Mr. Khan continues to serve on the Board of Investment for the Government of Pakistan, the Board of Directors for Pakistan Mobile Communications Limited (Mobilink) and as a Senior Advisor to Galen Capital Group LLC (USA).

Mr. Khan is recipient of the prestigious civil award of Sitara-i-Imtiaz conferred on him by the Government of Pakistan. He obtained his Master of Business Administration degree from the University of Pittsburgh in 1973.

**Jehangir Saifullah Khan, Director, Saif Group, CEO, Saif Energy**

Jehangir Saifullah Khan is the Chief Executive Officer of Saif Energy Ltd. Mr. Khan joined the Saif Group of Companies in 2001. After successfully managing the group's textile operations for three years, he moved to Saif Telecom, where he was involved in developing and securing financing for Pakistan's first under-sea fiber optic cable system TW-1. In January 2006, Mr. Khan became the Chief Operating Officer of Saif Energy Ltd, the Group's oil and gas exploration and production company. While a student, Mr. Khan worked with Merrill Lynch, Salomon Smith Barney and

ABN AMRO.

Mr. Khan is a member of the Young Presidents' Organization (YPO) and has served as Member of the Executive Committee of the prestigious Pakistan Petroleum Exploration & Production Association (PPEPCA). He is a graduate of the University of Virginia, USA.

**Sohail Tabba, CEO, Lucky Energy (Pvt) Ltd**

Sohail Tabba joined the Yunus Brothers group twenty years ago. Over the last two decades he has been instrumental in setting up of Gadoon Textile Mill, the largest spinning mill in Pakistan and in modernizing and expanding Fazal Textiles Mills. Under the leadership of Mr. Tabba, Yunus Brothers became the largest exporter of textiles in Pakistan with exports exceeding US \$450 million in fiscal year 2009. Mr. Sohail played an important role in the setting up and expansion of Lucky Cement Limited, which is now the largest manufacturer and exporter of cement in Pakistan. He has also been involved in the set up of the group's power generation capacity. As part of the diversification strategy, Sohail is now focusing on renewable energy and is aggressively pursuing the implementation of hydro and wind based power plants.

In addition to his business engagements, Mr. Sohail is the Vice President of the Italian Development Council, a volunteer organization in Karachi aimed at promoting and developing economic, cultural and social relations between Italy and Pakistan. Mr. Sohail is also a member of the Board of Governors of a business university.

**Shahzad Qasim, CEO, Creative Energy Resources Corporation**

Mr. Shahzad Qasim is the founder and Chief Executive Office of Creative Energy Resources Corporation, a Dubai based regional power company for the Middle East, North Africa and South Asia (MENASA) region. Prior to founding CER, Mr. Qasim was the Executive Vice President and the President for Europe, CIS and Africa of the AES Corporation in Arlington, Virginia. In this position, Mr. Qasim was responsible for operations and business development in Europe, CIS and Africa, a business with revenues of \$1.4 Billion USD. Previously, Mr. Qasim had led the Middle East and North Africa Group of AES Corporation as the Senior Vice President and Vice President.

Mr. Qasim was also Engagement Manager at McKinsey and Company, Inc. in Washington, DC, a Senior Consultant at Stone and Webster Management Consultants Inc., New York, and an Economic Analyst with Consolidated Edison Company of New York, Inc.

Mr. Qasim is the president of the I-Care America Foundation, Inc. and was a member of the board of governors of the World Wildlife Fund for Nature, Pakistan for several years. He holds a Master of Science in Energy Management and Policy from the University of Pennsylvania and Bachelor of Science in Mechanical Engineering from NED Engineering University, Pakistan.

**Khalid Rahman, Managing Director and Chief Executive Office, Pakistan Petroleum Ltd**

Mr. Khalid Rahman has been the Managing Director and Chief Executive Officer of Pakistan Petroleum Limited since August, 2008. Mr. Rahman joined PPL in 1992 and has held various senior management positions in the company. Prior to his appointment as managing director and CEO, he was Deputy Managing Director and oversaw the finance, human resources and corporate

services functions. Mr. Rahman also held earlier positions within the company as Chief Financial Officer and as Company Secretary.

Mr Rahman has been a member of the Institute of Chartered Accountants of England and Wales since 1982, and brings professional experience, spanning 32 years in senior management positions in the accounting profession as well as in the oil and gas and banking industries in Pakistan and abroad. Mr. Rahman is an active member on the Board/Management Committees of many reputable organizations and professional bodies.

***Moin Raza Khan, General Manager of Exploration, Pakistan Petroleum Limited (PPL)***

Mr. Moin Raza Khan is the General Manager of Exploration for Pakistan Petroleum Limited PPL. He is a petroleum geoscientist with over twenty years of E&P industry experience. Prior to becoming the General Manager of Exploration, Mr. Khan was the Senior Manager of Exploration for PPL from 2004 to 2009.

Mr. Khan began his career with PPL as an assistant geologist, then senior geologist and finally Deputy Chief Geologist. Throughout his career, Mr. Khan held positions as Geologist, Senior Geologist, Chief Geologist and Geoscience Manager for various multinational companies including Eni Pakistan Limited, Eni, LTE, London, Lasmco Oil Pakistan Limited and Union Texas Petroleum Limited (now known as BP).

Mr. Khan is an active member of The American Association of Petroleum Geologists and the Society of Petroleum Engineers and is a founding member of the Pakistan Association of Petroleum Geoscientists. He holds a Bachelor of Science and a Master of Science in Geology from the University of Karachi, Karachi, Pakistan as well as a Master in Geosciences from the University of Tulsa, Oklahoma.

***Atif Rais Khan, Chairman and CEO, LMKR***

Atif Rais Khan is the Chairman and Chief Executive Officer of LMKR, a Dubai based technology solutions company specializing in petroleum E&P data management, consultancy services, software solutions and training. LMKR provides high quality services and turnkey solutions to a large number of clients including multinationals, national oil companies, government E&P ministries, independent oil companies, service companies and consultancies. LMKR has regional offices in the US, Trinidad, Mauritius, Malaysia and Pakistan.

Mr. Khan is an entrepreneur, businessman and investor with a background in oil and gas. His professional career spans more than two decades working in United States, Middle East and Pakistan. Mr. Khan is an authority on upstream data management and technology infrastructure and is a trusted advisor to many IOCs, NOCs and regulatory agencies around the globe. Previously he served as Vice President for international projects for Mathtech Inc. and as the Chief of party for USAID funded energy projects in Pakistan.

He holds a Master of Science in Geology from the University of Karachi and a Master of Science in Petroleum Economics from the Colorado School of Mines in Golden, Colorado.

***Lieutenant General Hamid Rab Nawaz, HI(M) (Retired), Managing Director, Fauji Foundation***

Lieutenant General Hamid Rab Nawaz is the Managing Director of the Fauji Foundation and Chairman of its subsidiaries. Mr. Nawaz was commissioned in the Frontier Force Regiment of the Pakistan Army in 1971. During his military career, he has commanded a Commando Battalion, the SSG, an Infantry Brigade, an Infantry Division, Pakistan Military Academy and a Corps Headquarters. He has held various staff and instructional appointments and has served as Chief of Staff in a Corps Headquarters and Inspector General of Training and Evaluation at General Headquarters. Mr. Nawaz retired from the Pakistan Army in October, 2008.

Mr. Nawaz is a graduate of Command and Staff College and the National Defence College and holds a Master of Science in War Studies.

**Brig (Retired) Rahat Khan, SI (M), Director Planning and Development, Fauji Foundation**

Brig (Retired) Rahat Khan, SI (M) is the Director of Planning and Development of the Fauji Foundation, and a Project Director of the Fauji Daharki Power Company Limited. Mr. Khan joined the Pakistan Army and was commissioned in the Corps of Engineers on October 27, 1974. He served as Commander Engineer NLC and Director Land GHQ Rawalpindi.

Mr. Khan is a graduate of the Military College of Engineering, Command and Staff College, and the National Defence College. He holds a Master of Science in Civil Engineering from the Michigan State University.

Mr. Khan is member of Board of Directors of the following subsidiary and associated companies of the Fauji Foundation: Mari Gas Company Limited, Fauji Fertilizer Company, Fauji Fertilizer Bin Qasim Limited Fauji Oil Terminal Company, Fauji Akbar Portia (Pvt) Limited, Fauji Kabirwala Power Company Limited, Fauji Cement Company Limited, Fauji Electric Power Company, Fauji Petroleum Company Limited, Daharki Power Holding Company (Offshore Company)

**Shah Faisal, Vice President, The Ruba Group**

Mr. Shah Faisal is the Vice President of The Ruba Group, a diversified group of companies that has become a major player in the Pakistani industries of textiles, electronics, steel, power, real estate development, tobacco, services and solutions. Mr. Shah is also the Chief Executive Officer of the HNR Company Limited and the Haier Ruba Economic Zone.

Mr. Faisal is a pragmatic leader with a vibrant personality and strong business acumen who has always taken active participation in the areas of national interest and development of the economy in Pakistan. To develop the hi-tech industry in Pakistan and to play a role in the socio-economic development of the country, he has developed relationships with various Chinese Companies that have resulted in joint ventures that have brought investment, industrial development and growth to Pakistan while introducing new technologies to the region.

In 2006, Mr. Faisal received the “Best Businessman of Year” award and is an active member of many business and social associations. Mr. Faisal is a graduate of the Stamford College, Singapore and holds a Master of Business Administration from the University of Peshawar.



## Overseas Investors in Pakistan

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1. ABBOTT LABORATORIES (PAKISTAN) LTD.
2. ACE INSURANCE LIMITED
3. ACNIELSEN PAKISTAN (PVT.) LTD.
4. AES LAL PIR (PVT.) LIMITED
5. AGILITY LOGISTICS PAKISTAN (PVT.) LTD.
6. AMERICAN LIFE INSURANCE COMPANY (PAKISTAN) LIMITED
7. AT&T GLOBAL NETWORK SERVICES INTERNATIONAL INC.
8. AVANZA SOLUTIONS (PVT.) LTD.
9. BECTON DICKINSON PAKISTAN (PVT.) LTD.
10. BP PAKISTAN EXPLORATION & PRODUCTION INC.
11. BRISTOL-MYERS SQUIBB PAKISTAN (PVT.) LTD.
12. CAPTAIN-PQ CHEMICAL INDUSTRIES (PVT.) LTD.
13. CHEVRON PAKISTAN LTD.
14. CISCO SYSTEMS PAKISTAN (PVT.) LTD.
15. CITIBANK, N.A.
16. COCA-COLA BEVERAGES PAKISTAN LTD.
17. COLGATE-PALMOLIVE (PAKISTAN) LTD.
18. CONTINENTAL BISCUITS LTD.
19. CRESCENT BAHUMAN LIMITED
20. DUPONT PAKISTAN OPERATIONS (PVT.) LTD.
21. ELI LILLY PAKISTAN (PVT.) LTD.
22. EL PASO TECHNOLOGY PAKISTAN (PVT.) LTD.
23. FMC UNITED (PVT.) LTD.
24. GERRY'S INTERNATIONAL (PVT.) LTD. (FedEx)
25. GILLETTE PAKISTAN LIMITED



26. IBM
27. INTEL PAKISTAN CORPORATION
28. JOHAN (PVT.) LTD. (Culligan)
29. JOHNSON & JOHNSON PAKISTAN (PVT.) LTD.
30. J.P. MORGAN PAKISTAN LIMITED
31. KARAM CERAMICS LIMITED
32. LAHORE REGENCY (PVT.) LTD. (Holiday Inn)
33. LAKSON TOBACCO COMPANY LTD.
34. LMK RESOURCES PAKISTAN LTD.
35. LEVI STRAUSS PAKISTAN (PVT.) LIMITED
36. MCR (Pvt.) Ltd. (Pizza Hut)
37. MERCK SHARP & DOHME OF PAKISTAN LTD.
38. MICROSOFT CORPORATION PAKISTAN LIAISON OFFICE
39. MONSANTO PAKISTAN AGRITECH (PVT.) LTD.
40. MULLER & PHIPPS PAKISTAN (PVT.) LTD.
41. MOTOROLA LIMITED
42. NCR CORPORATION
43. NEW HAMPSHIRE INSURANCE COMPANY
44. NETSOL TECHNOLOGIES LTD.
45. OPTIMUS LTD. (Hertz)
46. ORACLE CORPORATION SINGAPORE PTE LTD.
47. PEPSI-COLA INTERNATIONAL (PVT.) LTD.
48. PFIZER LABORATORIES LTD.
49. PRESTIGE COMMUNICATIONS (PVT) LTD.
50. PROCTER & GAMBLE PAKISTAN (PVT.) LTD.
51. RAFHAN MAIZE PRODUCTS CO. LTD.

52. RENFRO CRESCENT (PVT.) LIMITED
53. RIAZ BOTTLERS (PVT.) LTD. (Pepsi-Cola)
54. SHERATON MIDDLE EAST MANAGEMENT CORPORATION
55. SINGER PAKISTAN LIMITED
56. SIZA FOODS (PVT.) LTD. (McDonald's)
57. SUNSOFT (PVT.) LTD.
58. THE COCA-COLA EXPORT CORPORATION
59. 3M PAKISTAN (PVT.) LTD.
60. UNISYS PAKISTAN (PVT.) LIMITED
61. VISION NETWORK TELEVISION LTD. (CNBC)
62. WACKENHUT PAKISTAN (PVT.) LTD.
63. WYETH PAKISTAN LIMITED