Engr. OMAR SAEED MALIK

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# CAREER PROFILE

Over twenty-nine (29) years of progressive hands on experience in corporate leadership, engineering and finance, policy and advisory, entrepreneurship, building and leading top management teams to effectively deliver corporate goals and objectives.

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| ***EDUCATION*** |  | |
| **UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN, USA** | **GPA:4/5** | **YEAR 1995** |
| **MBA** –Corporate Finance and Engineering Management |  |  |
| **UNIVERSITY OF ENGINEERING & TECHNOLOGY, LAHORE, PAKISTAN**  **B.SC–** Mechanical and Industrial Engineering | **DIVISION: 1ST** | **YEAR 1991** |
| **ISLAMABAD COLLEGE FOR BOYS, G-6/3, ISLAMABAD.**  Higher Secondary School Certificate / Matriculation | **GRADE-A** | **YEAR 1980** |

***PREVIOUS DIRECTORSHIP IN COMPANIES April 2017 – Nov 2020***

1. Chairman, Board of Directors, National Fertilizer Marketing Limited (NFML).
2. Chairman, Board of Directors, NFC- Institute of Engineering and Fertilizer Research (IEFR)
3. Chairman, Board of Directors, Corporation House Pakistan Limited (CHPL)
4. Director, Industrial Facilitation Centre, Ministry of Industries and Production (MoIP).
5. Chairman, NFC Employees Welfare Foundation (NFC- EWF)

# PROFESSIONAL EXPERIENCE SUMMARY

***Chief Executive Officer, April 2017 – Feb 2020***

***National Fertilizer Corporation (Private) Ltd. Lahore.***

* + As CEO of NFC, I was tasked by the Board to execute slow moving projects on a fast track basis. The challenge was to implement financial controls, break the status quo and employ prudent funds management. I had given a new vision to NFC and its subsidiaries and led the team from the front. I introduced successful reforms in the corporation including option of Voluntary Separation Scheme (VSS), medical and car monetization for employees thus resulting in cost control and increased profitability compared to previous years. During my tenure, the company profits grew 39% in year 2017-18 and 41% in year 2018-19. I managed to turn around the corporation into a dividend paying company for year 2018-19 and at par with the top performing company(s) of Ministry of Industries and Production.
  + NFC had acted as price stabilizer and is the biggest source of providing Urea at lowest cost to the farmer. During my tenure as CEO, there has never been a shortage of nitrogenous fertilizer in the country and NFC acted as an effective tool in controlling price of Urea fertilizer in domestic market for the benefit of farmers.
  + I had performed as Chairman, Board of Directors of two major subsidiary companies of NFC and was instrumental in propelling up the company image, profitability and balance sheet of those subsidiary companies. Also, as Equity Director in the Industrial Facilitation Center- a company under the Ministry of Industries and Production, I was assigned the task by the Board of IFC to oversee as acting project manager and I revived the stalled project of the construction of new building complex of Industrial Facilitation Centre (IFC), Islamabad.
  + As Chairman of NFC-Institute of Engineering & Fertilizer Research (IEFR) a degree awarding subsidiary, I took the challenge of revamping the deteriorating image of the Institute. Incorporated institutional performance perimeters and a strict evaluation system, inducted on merit highly qualified professors and teachers, resulting in record high admissions and improved rating of the Institute by the university syndicate.
  + Represented NFC at the Senate and National Assembly Standing Committees of Industries and Production to present the concept and need for establishing a Fertilizer Regulatory Authority due to the privatization of production units under NFC.
  + During my tenure, I was assigned the task as a member of Ministry of Industries and Production’s restructuring committee for reforming the state owned entities under its umbrella to bring efficiency, economy and synergy.

## EXECUTIVE DIRECTOR JAN 2013- JAN 2017

***CLIMATE INSTITUTE PAKISTAN, ISLAMABAD***

Climate Institute Pakistan has been the local arm of an International NGO Climate Institute of Washington-DC, USA which has been in the field of energy efficiency and sustainable development in developing countries for the last 25 years. I was responsible for the following activities;

* + Interaction with Ministry of Water and Power, Ministry of Climate Change and relevant government official and policy makers on Energy Efficiency and Renewable/Alternate Energy Development.
  + As representative of Climate Institute in Pakistan, I had provided capacity building, guidance and assistance in implementation of sector regulation and financial management to government approved policies.
  + I supervised and managed activities related to the development of assigned projects and as well as in obtaining funds and grants for renewable energy projects from bilateral and multilateral donors.
  + Assisted in resource management, and in generating funds from international donors for the development of carbon finance policies for alternative and renewable projects with a special focus on clean energy projects.
  + Coordinated and liaison with senior GOP official for policy formulation and regulatory advocacy.

## ADVISOR/DIRECTOR, POLICY AND PLANNING SEP’ 2011- DEC’ 2012

*USAID / MINISTRY OF WATER & POWER, ISLAMABAD.*

As Advisor to the Ministry under the USAID’s Power Distribution Improvement Program, I was a senior member of the USAID team for implementing power sector improvement policy for the Ministry of Water and Power. Reporting to the Secretary and Joint secretary, I had participated in advising the Ministry of Water and Power to plan for the short, medium and long term solution of the issue of power sector circular debt and removing anomalies in tariff regime due to variance in uniform and differential tariff. I had also partly assisted the Ministry in the initial phases of CASA 1000 and TAPI energy projects. Additionally, I was assigned by the Secretary as a Coordinator between Ministry of Water & Power and organizations including NEPRA, PPIB, AEDB, NESPAK, CPPA, PEPCO, the Planning Commission and the Economic Reform Unit (ERU) of the Ministry of Finance.

***SENIOR CONSULTANT JAN’10 –JAN’2011*** *PRIVATIZATION COMMISSION - GOVT. OF PAKISTAN , ISLAMABAD*

As senior consultant to the Privatization Commission, I was assigned the restructuring, corporatization and privatization of the following State Owned Entities (SOEs):

1. Pakistan Steel Mills, Karachi. (PSM)
2. Eight mining projects under Pakistan Mineral Development Corporation (PMDC)
3. 26 Motels and restaurants under Pakistan Tourism Development Corporation (PTDC)
4. National Construction Limited, Islamabad (NCL)
5. Oil and Gas Development Company Ltd. (OGDCL) and Pakistan State Oil (PSO)
6. I was also member of the restructuring / corporatization committee under the Privation Board.

***Senior Consultant and CDM- Advisor JUN’ 2008–FEB’2010*** *ASSOCIATED TECHNOLOGIES (PRIVATE) LTD., LAHORE*

Provide consultancy services for arranging project finance, debt and supplier credit facilities to Associated Technologies (Private) Limited, an energy and infrastructure development company for the implementation of the following allocated projects by Private Power Infrastructure Board, Government of Pakistan;

* 1. 720 MW Karot Hydro Power Project (Punjab)
  2. 10 MW Machai Canal Hydro Power Project (KPK)

As CDM advisor, my role was to advise the management of the company and to guide the infrastructure team through the process for getting carbon credits from the above two hydropower projects through registration of these projects at UN- Framework for Climate Change Convention (UNFCCC).

* Mandated to arrange financial close for both the projects through seeking interest of financial institutions like Asian Development Bank, World Bank and EXIM Bank.

***FOUNDING DIRECTOR and CEO***

*CARBON ASSET MANAGEMENT INT’L (PVT) LTD. ISLAMABAD* ***JUN’ 05 – FEB’ 10***

CAMI was involved in the business of development, origination and registration of projects under Clean Development Mechanism (CDM) of United Nations Frame Work for Climate Change Convention (UNFCCC). The company had successfully contracted agreements for five major CDM projects in co-generation, hydropower and renewable energy sector for an estimated carbon-emission reduction of more than 500,000 tons per annum ( approx. 7 million USD).

* Provide advisory and consulting services to public sector including ENERCON now named as NEECA. Pakistan Electric Power Company (PEPCO), SNGPL and OGDCL. In private sector, client companies include Shell Pakistan, PARCO, CALTEX, PROGAS, Sitara Chemical Industries, Sitara Energy, Kohat Cement Ltd. and Fauji Fertilizer Company Limited.
* In renewable energy sector, clients include Pakistan Council of Renewable Energy Technologies (PCRET), Alternate Energy Development Board, and Dawood Lawrencepur Wind Power Project, Karachi.
* Completed a consultancy assignment for USAID – Livelihood Development Program (LDP) for Upper-FATA. Developed a report for potential solar energy intervention for LDP- FATA and Peshawar areas.
* Delivered services as Project Manager for a USTDA study of 5-10(MW) Waste to Energy project at Landhi Cattle, Karachi.

***WORLD BANK CONSULTANCY ASSIGNMENTS (AFGHANISTAN) Year 2003-2004***

Employed as a Short Term Consultant by the World Bank, Islamabad Office to assist a World Bank mission for rehabilitation and restructuring of road infrastructure project in Afghanistan. As a team member of the World Bank mission to assess Afghanistan’s National Emergency Employment Program (NEEP). Conducted project appraisal, financial evaluation and assisted the mission in writing the aide memoire for a development grant of 50 million USD to Afghanistan.

***VICE PRESIDENT –Project Finance and Investment Division***

*SAUDI PAK INVESTMENT COMPANY LTD. (SAPICO) , ISLAMABAD* ***Nov’ 2000–July 2005***

* Managed a project investment portfolio of PKR 12 billion with projects in energy, oil and gas, chemical, sugar, textile, thermal and hydro power and telecom sectors. I had been in-charge of portfolio development, project loan appraisal and monitoring of long, medium and short term project financing.
* Division head of project and development finance department, raised syndicated loans for a number of clients in oil and gas and power sector especially Orient Petroleum Inc., Caltex, PARCo, Shell and PROGAS. Lead managed syndications and equity financing for Jamshoro Joint Venture Ltd, Southern Power and Rouch Power Projects.
* Represented Saudi Pak Company as its nominee Director in the Boards of Wah Nobel Acetates Limited, JJVL, Sara Textiles Ltd. and Fecto Cement Company Limited.

***CONSULTANT- PRIVATIZATION COMMISSION - GOP, ISLAMABAD Aug’96 – Dec’98***

***Lead Transaction Manager*** for the privatization of State Owned Enterprises (SOEs) as follows;

a) Iran Pak Textile Mills (IPI),

b) Pakistan Industrial Development Corporation (PIDC),

c) Printing Corporation of Pakistan (PCP).

d) Project manager for the Privatization and Restructuring of Pakistan Railways.

e) Consultant for the Privatization of Jamshoro Power Plant – WAPDA.

f) Project Manager for World Bank sponsored study: “ WAPDA-Manpower Transition Program”

* Member of the Task Force constituted by the Federal Government in 1997, represented Privatization Commission on the restructuring and corporatization of Pakistan Railways which was approved by the then Federal Cabinet. Conducted valuation exercise for non-core assets and to set reference price for the divestiture of assets of Pakistan Railways . Represented Privatization Commission as Member in the Ministry of Planning’s “Sub-Working Group” of the 9th Five- Year Plan for Transportation –Railways, Roads and Highways.

***CITIBANK N.A. (GLOBAL CONSUMER BANKING) ISLAMABAD Aug’95 – July 96***

### Relationship Manager –Investment Products Group

* Managed funding requirements and working capital needs of Bank’s high net worth clients.
* Introduced a new product line as OMNI Credit line for consumer banking clients.
* Solicited and appraised quality risk assets under Citibank’s investment products and funds.
* Conducted credit evaluation of loan applicants and high net worth clients.
* Monitored MIS reports and portfolio up-keep.

***UNIVERSITY OF ILLINOIS AT URBANA CHAMPAIGN*,** *USA* ***Dec’92 –July’95***

### Graduate Assistant - Housing Department

* Maintenance of accounts of Graduate Halls in Housing Department of the University of Illinois.
* Managed MIS reports and kept database of housing department.
* In-charge of funds disbursement to graduate housing programs.
* Administrative assignments and conduct cultural exchange programs.

***PIRKOH GAS COMPANY LIMITED ( A Subsidiary of OGDCL)****, ISLAMABAD* ***Dec’89–July ’92***

## Junior Engineer

* Checking of exploration data and recording production reports.
* Produced log reports of gas wells and liaised with field offices.
* Record keeping, file maintenance and admin work as assigned by project office.
* Coordinated field missions and well exploration units.

***PROFESSIONAL MEMBERSHIPS***

* *Life Member*, Pakistan Engineering Council (PEC) since 1992.
* *Founder Member and President*, Islamabad College for Boys Alumni Foundation (2012-13)
* *Associate Member*, International Center for Theoretical Physics, (ICTP) Trieste , Italy. Year 2011-12.
* *Associate Member*, Renewable Energy Association of Pakistan (REAP), Islamabad. Year 2011-12
* *Associate Member*, Sustainable Development Policy Institute (SDPI), Islamabad since year 2011

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| ***KEY STRENGTH/EXPERTISE***   * Corporate Vision and Leadership * Restructuring and Institutional Reform * Change Management and Governance * Privatizations and Divestitures * Strategic Business Valuation & Feasibilities | * Contracts & Commercial Documentation * Energy Efficiency and Sustainable Development * Technology Transfer & Joint Ventures * Project Financing and Equity Investments * Project Development and Resource Management |  |

# WORKSHOPS AND SEMINARS

* Asian Productivity Organization (APO) International Work shop on Productivity in Manila, Philippines, October 2017.
* Certified Director from Lahore University of Management Sciences (LUMS), October 2018.
* Completed six weeks course on National Security Workshop at National Defense University, Islamabad. (2013 - 14)
* Participated and represented Pakistan in an International workshop on Climate Land Use Energy and Water (CLEW), at International Centre for Theoretical Physics (ICTP)/ Dr. Abdus Salam Centre, at Trieste, Italy. (April 29- May 3, 2011)