

MANZAR NAEEM QURESHI

Energy/Power Sector Management Expert

Mr. Qureshi has over 26 years of professional experience as a management consultant in power, energy and infrastructure sectors related to engineering, project management, project development and utility operations in public and private sector, as well as working with multilateral and bilateral donor agencies and financial institutions. He demonstrated strong knowledge, leadership and coordination skills in integrating engineering, commercial, financial, economic, regulatory and legal inputs for formulating and advising on energy policies, market and institutional reforms and development of water, power and energy infrastructure projects. His expertise covers energy systems and resource planning, reliability assessment, corporate and business management, strategic and business planning, regulatory affairs, asset management, feasibility analysis, and project management and implementation services. Mr Qureshi has made principal contributions in a number of assignments on strategic and master planning, power and energy system operations, performance analysis and monitoring, regulatory affairs including licencing and utility tariffs (upstream and downstream), economic and financial analysis/modeling, and improvement of utility performance in power, oil and gas sectors. He has thorough understanding of the energy efficiency, environmental impacts and environmental mitigation measures associated with development and operation of infrastructure projects.

Mr Qureshi is registered with ADB as an independent consultant (CMS # **024036**). He is familiar with the Asian Development Bank (ADB) and the World Bank guidelines on project economic and financial analysis, financial management assessment of project execution entities, and project preparation/financing documentation. He is also well versed with the Intergovernmental Panel on Climate Change (IPCC) guidelines for calculation of greenhouse gas emissions from industrial and power plants and project preparation methodologies under Clean Development Mechanism (CDM).

He carries strong interpersonal skills and experience of working in multicultural environment. His skills and expertise span across following diverse areas:

Experience Profile

Strong Technical and Analytical Skills for Planning and Management of Power/Energy Sector and Utilities

Mr Qureshi possesses strong management, technical and analytical skills in advising and recommending measures for improving performance of utilities and sector management:

Policy, Market Reforms, Institutional Development and Regulatory Analysis: Research, analysis and advice to government, donor agencies and private sector clients on power and energy policies and regulatory affairs in the power and energy sectors including; energy market reforms; market restructuring, competition, privatization, merger/acquisition of energy infrastructure projects; institutional development and capacity building; utility licencing; energy pricing; utility/consumer tariffs; utility performance standards; preparation and follow-up of tariff petitions and interventions during the regulatory hearings on electricity and natural gas consumer tariff; and cost of service of power and energy products.

Energy Pricing, Utility Tariffs, Economic & Financial Analysis: Utility tariffs (generation, transmission, distribution, consumer prices); integrated operational and financial modeling for

power and energy projects/sectors; production cost simulations for power, oil and gas commodities; costing analysis of projects/utility operations; power and energy products/commodity pricing and value chain analysis; cost of service analysis of power and energy products; economic evaluation of energy commodities, projects and utility plans; financial evaluation of projects and utility infrastructure development plans.

Corporate, Commercial and Contract Management: IPP/Energy purchase contract analysis; risk coverage, Dispute resolution; Power and energy infrastructure asset management; corporate business planning; technical and commercial negotiation support to government and utilities on cross border power and energy trade projects; technical due diligence of generation; transmission and distribution projects; business operations design and implementation, preparation of operating procedures and guidelines; feasibility analysis of renewable and alternative energy projects; gas and fuel supply option analysis; and information services; program design and management for implementation of energy efficiency and conservation projects/measures; technical and financial advisory services for energy infrastructure projects.

Power and Energy System Planning: Power system engineering and master planning; production cost simulation modeling and analysis; strategic planning for energy resource procurement; consumer demand analysis; electricity demand forecasting; evaluation of infrastructure projects such as hydel and thermal power generation projects; renewable energy projects; economic least-cost generation expansion planning; generation reserve margin assessment, marginal cost studies; integrated resource planning; petroleum and energy demand and supply forecasts; Power/energy balances; Power plant dispatch simulations; gas transmission system hydraulic analysis; energy management; energy efficiency and conservation planning; Demand Side Management (DSM); Smart Grid planning and implementation; energy transformation.

Technical and Engineering Analysis: Feasibility analysis of power, renewable energy, clean energy and energy infrastructure projects; Front-end Engineering and Design (FEED) for infrastructure projects; design and engineering of power projects; bid evaluation; performance audit/evaluation of utilities and plants; reliability assessment of power systems; operational & maintenance (O&M) analysis; technical audit of generation and distribution sector; energy efficiency and conservation assessment and measures; energy transformation; comparative assessment of renewable and alternative energy options.

Environment, Clean Energy and Climate Change Programs: Environmental and emissions assessments from power and industrial facilities; EIA and ESIA of energy infrastructure projects; Clean energy and renewable energy initiatives, assessment, policy formulation, and planning; participation in climate change programs and project development under Clean Development Mechanism (CDM).

Corporate and Project Management Skills

In senior managerial positions, Mr Qureshi has been responsible for business development, capacity building, corporate management, project management and execution services, and quality assurance in design and construction projects in the power, oil, and gas sector. Consulting support was provided to a wide range of clients including various ministries of the government of Pakistan, multilateral agencies and bilateral donor agencies and IFIs, multinational corporate companies, and private sector entrepreneur.

Multi-Disciplinary Knowledge Supporting Government and Donor Agencies

Mr Qureshi has played key role in the studies and carried out extensive techno-commercial analysis for decision makers such as government and donor agencies helping the country in

introducing corporate good governance, improving the operational efficiencies through introduction of best practices and steering the sustainable growth in energy sector. These studies pertain to areas of market reforms, restructuring, privatization, deregulation, liberalization and competition, policy and regulatory affairs, tariffs, institutional development, institutional capacity assessment, institutional capacity building, contract analysis both for in-country and cross-border power and energy trade.

Cross-sectoral Exposure in Energy and Environment Sectors

Mr Qureshi has extensive cross-sectoral exposure of providing technical, management, and commercial advisory services in the power, oil and gas, renewable and alternative energy, environmental and climate change sectors.

Positions Held

- Chief Executive, E2 Consultants, Islamabad, July 2016 to date
- Principal Engineer/Project Manager, PARSONS, Doha, Qatar: August 2014 – June 2016
- Divisional Manager, Energy Programs, Hagler Bailly Pakistan: 2003 - 2014 (lead energy practice of the company for 11 years)
- Managing Partner and Director, Enerman: 1998-2003 (5 years)
- Junior Engineer/Assistant Director, Planning (Power), Water and Power Development Authority (WAPDA): 1991-1998 (8 years)

Education

B.Sc. Electrical Engineering from University of Engineering & Technology, Lahore, Pakistan in 1990

M.Sc. Electrical Engineering from University of Engineering & Technology, Lahore, Pakistan in 2001

Additional Trainings

- Project Management and Environment, Safety, Health and Risk (ESHARP) Management certified by PARSONS- 2016
- Utility Economic & Financial Analysis Workshop - NPP Project, 1992-96
- Engineering Economics Course - NPP Project, 1992-96
- BC Hydro Utility Attachment, Vancouver, CANADA - NPP Project, 1992-96
- Six-month technical training in the areas of distribution, generation, and transmission at WAPDA Engineering Academy, Faisalabad, Pakistan, 1992
- Six-month training in Basic Management at WAPDA Academy, Tarbela, Pakistan, 1991
- Power Planning and Project Approval Process - NPP Project, 1992-96
- Demand Side Management Methods - NPP Project, 1992-96

Honors and Professional Affiliations

Professional Engineer (PE): Member of the Pakistan Engineering Council (PEC Reg. #: Elect-8587), Pakistan

Major Clients Served

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| 1. International Financing Institutions (IFIs), Multilateral and Bilateral Donors | <p>The Asian Development Bank (ADB)</p> <p>The World Bank (WB)</p> <p>Global Environment Facility (GEF)</p> <p>United States Agency for International Development (USAID) Pakistan Chapter, USA</p> |
| 2. Government/Public Sector Entities | <p>Public Works Authority (ASHGHAL), Qatar</p> <p>Ministry of Water and Power, Pakistan</p> <p>Ministry of Petroleum and Natural Resources, Pakistan</p> <p>Pakistan Electric Power Company (PEPCO), Pakistan</p> <p>Private Power and Infrastructure Board (PPIB), Pakistan</p> <p>The Oil and Gas Regulatory Authority (OGRA), Pakistan</p> <p>The Pakistan Commissioner for Indus Waters (PCIW), Pakistan</p> <p>National Transmission and Despatch Company, Pakistan</p> <p>Interstate Gas Systems Limited (ISGSL), Pakistan</p> |
| 3. International Consulting and Development Organizations | <p>Tetra Tech, Inc., USA</p> <p>Advanced Engineering Associates International (AEAI), Inc., USA</p> <p>International Resource Group (IRG), Inc., USA</p> <p>PA Consulting Government Services, UK</p> <p>PricewaterhouseCoopers LLP, London, UK</p> <p>ABN Amro Bank, The Netherlands</p> <p>Tethyan Copper Company, Australia</p> <p>Environmental Resource Management (ERM), Korea</p> |
| 4. Private Consulting and Development Organizations | <p>Saudi Aramco, Kingdom of Saudi Arabia</p> <p>Qatar Petroleum, Qatar</p> <p>Engro Chemicals Pakistan Limited, Pakistan</p> <p>Hub Power Company, Pakistan</p> <p>AES Lalpir Pakistan & AES PakGen Pakistan</p> <p>TNB Liberty Power Limited, Pakistan</p> <p>DHA Cogen Limited, Pakistan</p> <p>JS Private Equity, Pakistan</p> <p>All Pakistan Textile Mills Association, Pakistan</p> <p>OMV (Pakistan) Exploration GmbH, Pakistan</p> <p>MOL Pakistan Oil and Gas Company, BV</p> <p>BP Pakistan Exploration & Production</p> |

BHP Billiton Petroleum, Australia
Petronas Carigali Pakistan
Premier-Kufpec Pakistan BV
Al-Tuwairqi Steel Mills Limited, Pakistan
AM Power Company Limited, Pakistan
Pakistan PTA Private Limited, Pakistan
Pakistan GasPort Limited, Associated Group, Pakistan

Country Experience

Pakistan, Qatar

Computer Experience

Mr Qureshi is proficient in the use of a variety of computer applications, including MS Office programs and has developed Excel spreadsheet based models for power and energy demand forecasts, power and energy balance, power despatch model, tariff models for IPPs, energy production cost simulation models, cost of service and consumer pricing models for electricity and gas sectors, and a number of economic and financial models to evaluate investments in infrastructure projects.

Languages

Mr Qureshi has excellent speaking and writing skills in English and Urdu, and is fluent in Punjabi as well.

Personal Information

- Date of Birth: March 14, 1966
- Married with three children
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