



SHEIKH IMRAN UL HAQUE

CAREER ACHIEVEMENT SUMMARY

- Managed largest company of country by turnover: Rs 1.1 tr (USD 11 b)
- Terminal Operation with Vopak as a JV Partner *Chemical/LPG/LNG (~USD 100m revenue)*
- Business Development and Project Management *Commissioning of LNG import infrastructure in record 335 days*
- *210MW power generation plant on flared gas, gas allocation for a 1.1 mtpa urea complex*
- *Business case for mobile telecom investment with Telenor*
- *Business case for voice, data and cable*
- Acquisition: ~USD 2m automation and control company
- Maintenance Management *750,000 mtpa plant 60-day fertilizer plant turnaround.*

EXHIBITED CAPABILITIES

- Strategy Definition
- General Management
- Business Development
- Terminal Operation
- Project Management
- Energy (Oil, LNG, Power)
- Procurement
- Contracts
- Terminal Operation
- Construction and Maintenance management
- Community and social programs

BOARD EXPERIENCES

Policy Advisory Board, FPCCI Karachi (April 2021-24), Engro Energy, Avanceon, Inbox, EVTL/EETL/ETPL, Pak Grease & Pak Steel Mill, Petroleum Institute of Pakistan (Chairman 2015), OCAC (Vice Chairman 2017, Chairman 2018), APL, PRL, and PAPCO

Audit Committee: Avanceon/Inbox

HR Committee: Pakistan Steel Mill, PIP, APL

Strategy Committee: PRL, APL

Managing Director and CEO

September 2015-August 2018

Pakistan State Oil Company (PSO)

Oil market share of 50%, over 1 million tons of storage capacity, fuel oil and LNG supplier of choice to IPPs/Gencos, refueling facilities at 9 airports/2 ports, retail network of 253 CNG facilities, 3565 retail outlets and 155 convenience stores. Tax contribution to national exchequer of over Rs 300b.

Transformation Resulted in Improved Financials

The turnaround saw **P&L increase** by 163% in 2 years and 3year total of Rs 43.96b and 104% growth in dividends (**Rs. 16,273m/bonus shares of Rs. 35,189m value over 3 years**) despite higher tax rate of 43% vs 33% earlier. Highest Ever Earning CAGR 11% before inventory gain / loss, Interest income & expense and deferred tax rate impact, P&L of lubricants business by 82% and non fuel by 69%. Signed ~Rs 75bn 5 year (contract competitively won) with Pakistan Railways to strengthen Pakistan Railways' financials and facilitate the oil movement upcountry.

1+3 Years Revolving Strategy defined to revitalize dormant businesses, upstream investment of over US\$ 1.3b including plans for USD 6b petrochemical complex shared with CPEC team and implementing of a capex program to rebuild and create additional strategic infrastructure/storage expansion to obtain operational and competitive advantage.

Managed Challenges by increasing Railways utilization to 10% (1170 KT); induction of compliant tank lorries to remove monopoly of cartage contractors holding country hostage through repeated strikes; despite increasing receivables from utilities, power plants and airline; ensuring supplies to limit load management and dryout especially during international price changes.

Process improvements with increased merit focused HR systems based on good governance measures, defined policies and delegated responsibilities, rebuilding of management team with restructuring of organization valuing zero tolerance for unethical practices

DIVERSIFIED EXPOSURES

- *Contracts, Procurement, Tendering*
- *Inventory and Materials Management*
- *Administration*
- *Recruitment and Training*
- *Maintenance Management*
- *Business Development*
- *Travel and Living abroad*
- *Working with DFIs*
- *SAP selection and software development*

EDUCATION

- MS Engineering Administration from **Syracuse University**, New York USA
1984 August
- B.E. Mechanical from **Syracuse University**, New York
Magna Cum Laude
1978 December

Skills Development At

- Wharton Business School
- INSEAD
- Asian Institute of Technology
- Lahore University of Management Sciences

DIVERSIFIED BACKGROUND

- *Contracts, Procurement, Tendering*
- *Inventory and Materials Management, Administration*
- *Recruitment and Training*
- *Maintenance Management*
- *Business Development*
- *Travel and Living abroad*
- *Working with IFC, NBP, Citibank, ADB for Project Financing*
- *SAP selection, software development management and Lotus Notes deployment*

Senior Vice President
Engro Corporation Ltd

2014

Chief Executive Officer
Engro Elengy Terminal Ltd
Engro Terminal Pakistan Ltd
Engro Vopak Terminal Ltd

January 2014

January 2012

August 2006

Vice President
Engro Corporation Ltd

2006

Management and operation of a USD 105m liquid chemicals (PX, ACN, Ethylene Acetic Acid, PA) and LPG terminal (50:50 joint venture with Royal Vopak of Holland and Engro Corp. of Pakistan) with 82.4K cubic meter storage including first USD 30m cryogenic storage tank in the country

USD 20 m revenue increased to USD 100m post construction and operation of 4.5 mtpa floating **LNG terminal** using FSRU on the "river channel" of Port Qasim, in 335 days (commissioned on March 29, 2015). Permitting, EPC and Time Charter Party, Implementation Agreement and Procurement finalized in first 60 days for the 133m USD project. Has saved over \$5bn by substitution of FO and benefit to stakeholders, handled 585 vessels safely March 2024 with availability factor of 96%

Engaged with IFC/ADB/NBP led consortium for project debt financing and stakeholders in GOP for policy issues. Worked with Qatar Gas for **terminal qualification**; signed/negotiated/developed business for **LNG supply** agreements with Conoco Phillips, Gunvor, GDF Suez, Chenierie, Pelikan; CNG users, power producers and property developers for RLNG off take

BUSINESS DEVELOPMENT EXPERIENCE WITH ENGRO (formerly EXXON CHEMICAL)

General Manager Business Development, NVD
Business Development Manager, NVD
Market Development Manager

July 2005

November 2003

September 2003

Result: ~USD 1.4b investment in the country by Engro

Power: Proposed and resulted in development of a 210 MW power plant using LBTU Gas; Obtained LOI for utilization of flared gas for a 210-225MW CCGT power plant after feasibility study completed by Lahmeyer, project envisaged to earn \$IRR of over 30% with CDM revenues. Benefit of Rs 87b revenue for SNGPL/OGDC, curtailing of Rs 1bn USD import of RFO and saving of 16m mature trees if FO used as fuel

Identified and obtained approval: 100 mmscfd NG to produce over 1.1mt of urea.

Led **Acquisition** of Avanceon: A USD 2m automation and control firm

Strategy and Opportunity identification

Developed business cases: Acquisition of 800MW power complex; diversification in voice, data, video; for SAP in Finance and HR

Market opportunity for PVC resin market exploitation to increase market size and identified CDM opportunity in flared gas project.

Studied RWE Thar Coal feasibility; developed strategic plans for growth in energy sector.

Negotiated due diligence contract for fertilizer complex in Nigeria

CONTACTS

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<https://www.linkedin.com/in/imran57>
- <https://imransenergyinsights.com>

FURTHER DETAILS

- Consulting with Alphasights – Knowledge on Demand, NY Advisor Guidepoint, GS Advisor and Ouroboros Pvt Ltd.
- April 2024: Business Advisor China Tianchen Engineering Corp, (TCC)
- Keynote Speaker at Contract Management Workshop by Engenius Executive Education
https://www.linkedin.com/posts/mustafakamalpk_workshop-activity-7135137381250134016-0Hzd?utm_source=share&utm_medium=member_ios
- Coffee with Salman
https://youtu.be/bkustpEBik8?si=2dBIRPujFMQ8d_s7
https://youtu.be/_6IRFk9xLsE?si=mLTaHfA9x-h07Vjx
- <https://www.youtube.com/watch?v=vEazc-WYGv4>
- Retail Leaders Conference
<https://www.facebook.com/PSOCL/videos/1835187349872514/>

WORK EXPERIENCES

EXXON/ENGRO CHEMICAL PAKISTAN LTD. KARACHI 1987 - 2003
Information Systems Manager
Mechanical Department Manager
Instrument and Electrical Manager
Materials Warehouse Section Head
Procurement Officer
Recruitment and Training Officer

BECHTEL INT'L USA, MODCON & LARCON, LAHORE 1983-1987
Business Development Consultant

BECHTEL POWER CORPORATION, USA 1982-1983
Engineer Control Systems
Training simulator design for a nuclear facility operational staff

NIAGARA MOHAWK POWER CORPORATION, USA 1979-1981
Assistant Mechanical Engineer - Instrument & Control Design Engineering Jr. Project Control Engineer - Systems Management

BEYOND BUSINESS EXPERIENCE

Vice Chairman of IEEE Karachi Section and Conference Chair of 3 events; 2000-2003; Karachi Section Chair 2004-9, 2012

Organized the first Indo Pak Conference in Delhi with Delhi Section

Funded Dream Model Street School as part of EVTL CSR program; Madonna later supported; Building of school for 500 children in collaboration with Volkart Foundation, Switzerland

Corporate Social Responsibility program at EVTL; assist special children by provision of transportation, computers, backup power. Provision of solar to 80 houses, school, community centre and reverse osmosis water in a village

Established CSR Trust at PSO

Founding Trustee Abdul Samad Trust; Ilmas Fatima Welfare Trust

President of School Board and Management Club of ECPL at Dharki

Authored Pakistan Energy Outlook (2012-13): Chairman 2015 PEO

OICCI IT sub-committee (2001-3) and Energy Committee 2005, 2008

PUBLICATIONS: Energy Out of Box and Gas Dilemma Papers; Natural Gas in Pakistan and Bangladesh.

<https://www.oxfordenergy.org/publications/natural-gas-in-pakistan-and-bangladesh-current-issues-and-trends/>

Articles in Business Recorder and The News International

<https://www.brecorder.com/authors/101803/sheikh-imran-ul-haque>

<https://www.thenews.com.pk/writer/sheikh-imran-ul-haque>

<https://profit.pakistantoday.com.pk/author/sheikh-imranul-haque/>