

Mr. Ali Altaf Saleem

Mr. Ali Altaf Saleem is the Deputy Chief Executive Officer of Shakarganj Limited. He joined Shakarganj in August 2009 and is responsible for overseeing the efficient running of all projects. Mr. Ali Altaf Saleem received his primary education in Faisalabad and his secondary education in Lahore. He completed his graduation in Economics and International Relations in the USA and later obtained a Master's degree in Applied Economics from Johns Hopkins University. Mr. Ali Altaf Saleem also serves on the Board of Governors of Shakarganj Foundation. This institution works to improve the standard of education and provides free medical services to the underprivileged in rural areas

Mr. Manzoor Hussain

Mr. Manzoor Hussain is a highly accomplished professional with a distinguished career in the sugar industry. He holds an M.Sc. (Hons) degree in Agronomy from the University of Agriculture Faisalabad. With over 43 years of experience, he has held various managerial positions, including Senior Vice President (Agriculture) in the sugar industry. Throughout his career, he has made significant contributions to sugarcane development, procurement, and sugar recovery.

Mr. Manzoor Hussain has been actively involved in professional organizations such as the International Society of Sugar Cane Technologists and the Pakistan Society of Sugar Technologists. He has presented research papers, received awards for his contributions to humanitarian causes, and completed training programs both locally and internationally. His expertise and achievements make him a prominent figure in the sugar industry.

Mr. Mustapha Altaf Saleem

Mr. Mustapha Saleem holds a Master's degree in Business Administration from Canada. He has worked in the financial sectors of both Canada and Pakistan, with experience in wealth management, investment banking, and financial policy consulting. He also has experience in the digital banking sector in Pakistan. He has also been heading Shakarganj Limited's operations as Vice President. Under his leadership, the company has made significant strides in operational efficiency.

Mr. Muhammad Pervez Akhtar

Mr. Muhammad Pervez Akhtar is a highly accomplished professional in the sugar industry with a background in chemistry. He holds an M.Sc. degree from Government College, Lahore. He has had a remarkable career spanning over 46 years, during which he has held various managerial positions and made significant contributions to sugar processing.

Mr. Pervez Akhtar has actively participated in professional organizations such as the International Society of Sugar Cane Technologists, serving as a counselor and member of its Technical Committee. With a wealth of experience and expertise, he has presented research papers, attended international conferences, and played a key role in organizing major sugar industry events in Pakistan.

Mrs. Sana Atif

Mrs. Sana Atif holds a Master's degree in Economics from the University of the Punjab. She is currently serving as the Academic Head at The Educators System, having held various leadership roles within the organization and other institutions. Her role involves not only program development but also business strategy development and expansion.

Mr. Sadaqat Hussain

Mr. Sadaqat Hussain is a highly experienced finance professional with an MBA in Finance and a Diploma in Business Management from Lahore University of Management Sciences. He has held key positions at Shakarganj Limited, including General Manager (Finance), where he focused on negotiations with various banks and collaborated with credit rating agencies as and when required. He has also served as CEO of Lahore Trading Corporation and as a Director at a Commodity Transport Company.

Mr. Muhammad Adil Qureshi

Mr. Adil is a business professional with over 14 years of experience in leadership, operations, and strategic growth. He has extensive exposure to the event management and broader business sectors, where he has developed strong capabilities in managing operations and driving business expansion. He has served as a Paid Director at Amil Exports (Pvt) Limited. He is a graduate by education and is also actively involved in community development initiatives through the Rotary Club Faisalabad City.

Mr. Bashir Ahmad

Mr. Bashir Ahmad is a qualified professional with a BCS degree. He has extensive experience, having worked as a System Administrator at Crescent Fibres Limited from 1986 to 2003. He also served as Office Incharge at Shakarganj Limited. Additionally, he held the position of Corporate Secretary at M/s. Adil Energy (Pvt) Limited

Mr. Muhammad Iqbal

Muhammad Iqbal holds an MBA and an Executive MBA from the University of the Punjab and Lahore University of Management Sciences. He began his career at the Industrial Development Bank of Pakistan (IDBP) and later served at Saudi Pak Industrial and Agricultural Investment Company Limited (SAPICO). He also served at Shakarganj Limited, where he held various senior managerial positions including General Manager Material (Buying & Import) and General Manager Inventory, before his retirement. He has also completed several professional training programs in project appraisal, management development, internal quality auditing, and SA 8000 awareness. He is a distinguished academic achiever, having been a gold medalist in BA and securing fourth position in MBA from the University of the Punjab.

BABER ZAMAN TOOR, CFA

House # 119, Street # 02, Gulberg Greens Residencia, Islamabad, Pakistan

Date of Birth: June 02, 1985

Marital Status: Married

E-mail: babartoor@hotmail.com

Ph: +923219403163

Objective:

To obtain a challenging and responsible executive position in corporate group of world's leading financial institution. I strive to continuously provide value added services through logical aptitude, creativity and good communication skills.

Professional Qualification**Chartered Financial Analyst (CFA)–July 2012****Scholastics**

Degree	Year	Institution	GPA/Division
MBA	2007	University of Management & Technology, Lahore	3.45
B-Comm	2004	Punjab College of Commerce, Sargodha	A Grade, 68%

Work Experience**Asia Pak Investment Limited (Liberty Daharki Power Limited) – GM Corporate Finance (June 2023 – To Date)**

I was given multiple roles in the group stretching from managing credit needs of the group companies, merger and acquisitions deals and financial management of group companies. Major transactions I worked on are:

- Dealing with banks for arrangement of credit facilities for Asia Pak group in Pakistan i.e. Daewoo, Liberty Power, HEC, BOL.
- Carried out extensive due diligence of BOL Media House along with SPA negotiation, for acquisition of BOL Enterprises by Asia Pak Group.
- Carried out extensive due diligence on Engro Energy Limited's power and mining assets acquisition worth approximately \$125M.
- Valued and concluded due diligence of ENGIE's, a French multinational utility Company, stake in Uch I & II, a 1000MW gas-based power plant, for an acquisition valued at \$200M.
- Assist Senior Transactors in transaction related work streams including but not limited to negotiation of term sheet and preparation of information memorandums.
- Ensured precise alignment of facility documentation with commercial terms established in the Term Sheet and ensured effective handling of the transaction post financial closure.

Work Experience**Askari Bank Limited – Corporate & Investment Banking Group (October 2016 – March 2023) Current Designation – Unit Head – Vice President**

Managing portfolio of more than 100 customers for Corporate North as Unit Head with Assets portfolio of PKR 105 Bn (with no NPL to date) and Deposit relationships of more than 135 Bn. Major responsibilities include overall management of corporate relationships of top of the line corporate houses and conglomerate from diverse sectors and high profile groups & clients like Attock Group (Attock Gen Ltd, Attock Refinery Ltd, Attock Petroleum Ltd, Pakistan Oil Fields), Fauji Group (FPCDL, FFC, FFBL, FCCL, FFF, FPCL, FML) Saif Power Ltd, Bestway Group (Bestway Cement, Map Rice Mills), Telcos (PMCL – Mobilink, PTML – Ufone & Zong), Govt. Sector (CMA, POF, Wah, SPD related projects, NLC, FWO, NRTC, CSD, etc.).

Major Transactions / achievements included the following:

- Fresh facilities of up-to PKR 25 Billion to PTCL group comprising PTML, PTCL & U-Micro Finance including cash backed exposure of PKR 10 Bn.
- Bileteral Term Finance Facility of PKR 40 Billion (PKR 20 Billion already disbursed) to Pakistan Atomic Energy.
- Discounting facility to Huawei for up-to PKR 8 Bn with current outstanding of PKR 6 Bn.
- RF facility of PKR 30 Billion (100% cash collateralized) to Fauji Fertilizer Company.
- Financing of up-to PKR 2 Billion in the syndicate facility - Real Estate project - Sukh Chayn Valley.
- Financing of up-to PKR 8 Billion in the infrastructure financing on various projects – SCORE, LSM, SKIM, SEPCO, NLC.
- TERF transactions - Project Financing facility to Fauji Cement (PKR 2 Bn) & Bestway Cement (PKR 1 Bn) for development of their new cement lines.

Business Development:

Explore business opportunities / marketing from existing and prospectus corporate clients to achieve growth targets. Identify bilateral & syndicate business opportunities and participate in execution of these transactions. Build and improve revenue stream through optimum utilization of sanctioned facilities, ancillary business and cross-selling initiatives by mobilization of current account and saving account along with term deposits to achieve deposit targets.

Risk Management & Compliance:

Ensure that corporate portfolio adheres to risk management policies and procedures, reporting and provisioning requirements of SBP PRs and other prevailing laws and regulations. Maintain a close liaison with credit administration department, Legal Advisors, Valuators, Muqaddams, Regulators, Insurers and other banks for perfection of security documentation.

Work Experience***Telenor Pakistan – Financial Services Division (Easy Paisa) (April 2016 – Oct 2016) Last Designation – Assistant Manager – P2G & Financial Institutions***

As product manager, I was given the responsibility for the development, launch and complete management of the branchless banking products for corporate sector and financial institutions. My key responsibilities at Telenor Easy Paisa were:

- Development of customized Mobile Banking Products & solutions for Corporate Sector (Private & Public Sector)
- Monitoring all operational activities of on board corporate projects
- Corporate Products customization
- Product Development
- Client Relationship Management
- Managing & organizing corporate support resources nationwide.
- Compliance to State Bank of Pakistan regulations

Work Experience***Allied Bank Limited – Corporate & Investment Banking Group (December 2014 – Present) Current Designation – Senior Relationship Manager***

Major responsibilities include overall management of corporate relationships worth more than PKR 26 Billion, which top of the line corporate houses and conglomerate from diverse sectors and high profile groups & clients like Attock Group (Attock Gen Ltd, Attock Refinery Ltd, Attock Petroleum Ltd, Pakistan Oil Fields), Foundation Power Co. Daharki, Saif Power Ltd, Bestway Group (Bestway Cement, Map Rice Mills), Telcos (Pak Telecom Mobile Ltd, Warid Telecom, Pak China Mobile).

Business Development:

Explore business opportunities / marketing from existing and potential corporate clients to achieve growth targets. Identify bilateral and syndicate business opportunities and participate in execution of these transactions. Build and improve revenue stream through optimum utilization of sanctioned facilities, ancillary business and cross-selling initiatives.

Risk Management & Compliance:

Ensure that corporate portfolio adheres to risk management policies and procedures, reporting and provisioning requirements of SBP PRs and other prevailing laws and regulations. Maintain a close liaison with credit administration department, Legal Advisors, Valuators, Muqaddams, Regulators, Insurers and other banks for perfection of security documentation.

Allied Bank Limited – Corporate & Investment Banking Group (June 2008 – December 2014) Current Designation – Relationship Manager

Major responsibilities included management of assigned corporate relationships, including preparing proposals, maximize limit utilization, business reciprocity with focus on generating fresh business volumes and growth in relationships.

Deal Structuring & Credit Appraisal:

Provide timely and structured credit solutions to the corporate clients and raise follow-on credit proposals. Currently handling various syndicate and bilateral transactions for Top Tier Corporate Clients including different public limited companies.

Customer Service:

Follow up and work closely with Operations, Trade Processing Centre, Treasury, Cash Management and other Support Departments to facilitate the efficient processing of the day-to-day transactions in order to ensure the quality of service provided.

Major Transactions / Deals Concluded:

- 1st IPP on Power Policy 2002, Project Syndicate financing of up-to PKR 3,600 Million to Attock Gen Ltd for setting of 156 MW (ISO) Net furnace oil based power plant;
- Project Syndicate financing of up-to PKR 1,450 Million to Saif Power Ltd for setting of 231 MW gas based combined cycle power plant;
- Project Syndicate financing of up-to PKR 2,500 Million to Foundation Power Co. Daharki Ltd for setting of 220MW gas based combined cycle power plant;
- Syndicate financing of up-to PKR 1,050 Million to Bestway Cement Ltd for setting up of a cement plant in Chakwal;
- Syndicate financing of up-to PKR 2,800 Million to Bestway Cement Ltd / Mustehkam Cement for purchase of controlling shares of Mustehkam Cement from Privatization commission;
- Project syndicate financing of PKR 2,100 Million to Attock Refinery Ltd for installation of Isomerization unit and DHDS unit;
- Discounting transactions of more than PKR 3,200 Million against Usance LCs of Pak Telecom Mobile Ltd with a period ranging from 1 year to 3 years;
- Restructuring transaction of Warid Telecom (Pvt.) Ltd having exposure of PKR 1,400 Million;
- Syndicate financing of up-to PKR 1,250 Million to Lafarge Pakistan Cement Ltd for balance sheet re-profiling;
- Syndicate financing of up-to PKR 25,000 Million to Bestway Cement Ltd for the purchase of Lafarge Pakistan Cement Ltd from Lafarge S.A;
- Acting as Manager to Offer for acquiring minority shareholding of Lafarge Pakistan Cement Ltd by Bestway Cement Ltd.

Other Skills

- Strong relationship / management skills;
- Experience of Financial Modeling/Valuation;
- Strong Financial/Credit Analysis Skills;
- Transaction Structuring & Legal Documentation;
- Proficient in MS-Word, MS-Excel (statistical software)
- Fluent in English & Urdu;

Training and Seminars (At Allied Bank Ltd.)

- Attended one day seminar on "Loan and Advances Perfecting Securities" conducted by Knowledge Consultants;
- Three days training on "Loan Origination System"(LOS) Online credit proposal system;

References

Would be furnished on request

WAQAS SHAFEEQ

House No. 58 B, Punjab Small Industrial State Society
Bedian Road, Lahore-54000, Pakistan
Cell#: 0092 300 476 9995
E-mail: waqasshafeeq@hotmail.com

CAREER OBJECTIVE

An experienced bilingual Finance Professional having more than 15 years diversified experience with a strong background in Corporate Finance, Deal Advisory and Fund Raising. My innate ability to develop strong, long term relations with my colleagues, clients, local and international investors is one of my biggest strengths and is aptly reflected through my career so far. I wish to secure a challenging role, where I can positively contribute in achieving competitive advantage and sustainable growth.

PROFESSIONAL COMPETENCE

- ✦ Good understanding and hands on experience of preparing and reviewing financial models, financial feasibility studies, market feasibility studies, arranging and negotiating financing facilities, business plan preparation and due diligence in real estate sector, infrastructure sector and manufacturing sector.
- ✦ Client satisfaction securing long term business relationship.
- ✦ Good time and team management skills with ability to match deadlines.
- ✦ Ability to multi-task across multiple assignments, prioritize workloads and work under time pressure.
- ✦ Good analytical skills with ability to think critically while staying focused.
- ✦ Ensure compliance of EY Quality & Risk Management requirements in all engagements.
- ✦ Successfully obtained and renegotiated long term and short-term debt financing at competitive rates.

PERSONAL ACHIEVEMENTS

- ✦ Lead the team in Public Private Partnership Projects in Punjab
- ✦ Chosen to give trainings to fellow managers on "Communication and Presentation Skills"
- ✦ Effectively leading a team of 3 to 4 analysts to provide transaction advisory services
- ✦ Successfully completed mandatory continuous professional development requirements of EY
- ✦ Provide on the job training, coaching, and guidance to counselees/staff.
- ✦ Appreciable multisource feedback from service line management, peers and support staff

PROFESSIONAL QUALIFICATION


- ✦ CFA Institute, CFA Level III
- ✦ Association of Chartered Certified Accountant (ACCA) UK
- ✦ Association of Certified Accounting Technician

CAREER SYNOPSIS

Head of Investment & Planning – Asia Pak Investments Limited (Parent Company of Daewoo Pakistan) (Dec 2020 – To date)

Working with CEO and Investment Committee/BOD for the investment evaluation of new business ventures and expansion strategy of existing business. My responsibilities include looking at transport and energy sector portfolios and assist Investment Committee in evaluating investment opportunities in different sectors.


Executive Manager - Transaction Advisory Services - EY Ford Rhodes – (May 2014 – Dec 2020)

I have worked with C-Suite level executives, Government and Private sector clients in infrastructure advisory and real estate sector. My responsibilities include development/review of financial models, financial feasibility studies, market feasibility studies, information memorandums, preparation and evaluation of bid documents ensuring quality deliverables in line with EY global standards and best practices to achieve optimal client satisfaction. 

Suraj Cotton Mills Limited – (May 2012 – May 2014) Assistant Manager

I was part of team responsible for budgeting, forecasting, funds management and financing arrangements of Suraj Cotton Mills Limited and its group companies (Crescent Group). My responsibilities included preparing quarterly budgets, cash flow management with the objective to efficient fund utilization, arranging and negotiating financing agreements and supporting board of directors in feasibility studies of prospective business ventures.

EY Ford Rhodes – Transaction Advisory Services & Assurance (Dec 2006 – Feb 2010) Designation – Senior

I was involved in various assignments of Transaction Advisory Services and Assurance. The various sectors I worked in range from financial institutions, manufacturing industry, real estate sector and the non-profit organizations. The assignments include due diligence review, financial modelling, financial and market feasibility studies, bid evaluations, full scope audits, analytical reviews, agreed upon procedure etc. 

DETAILED EXPERIENCE PROFILE*EY Ford Rhodes– Executive Manager (May 2014 – Dec 2020)*

I have a diversified exposure in Lead Advisory and was involved in following types of assignments:

Infrastructure Advisory

- ✦ Transaction advisory services to Lahore Ring Road Authority, Government of Punjab, for development of following projects under public private partnership:
 - ✦ SL-I and SL-II
 - ✦ SL-III
- ✦ Transaction advisory services to Communication & Works Department, Government of Punjab, for development of following projects under public private partnership:
 - ✦ Dualization of Sheikhpura Gujranwala Road
 - ✦ Dualization of Faisalabad Chiniot Road
- ✦ Financial advisory services to China Shangdong High Speed Group Corporation for construction of Hyderabad Sukkar Motorway
- ✦ Transaction advisory services to Punjab Safe Cities Authority for development of Punjab Police Integrated Command and Control Center (PPIC-3) in following cities:
 - ✦ PPIC-3 Center in Rawalpindi under public private partnership
 - ✦ PPIC-3 Center in Lahore under EPC mode
- ✦ Transaction advisory services to Punjab Industrial Estate Development & Management Company for development of following industrial estates under public private partnership.
 - ✦ Quaid-e-Azam Apparel Park
 - ✦ Chunian Industrial Estate
- ✦ Transaction advisory services to Finance Department, Government of Sindh, Karachi for the development of Marble City in Karachi under public private partnership
- ✦ Transaction advisory services to Transport Department, Government of Punjab for the development of Multimodal Intercity Bus Terminal in Lahore under public private partnership.
- ✦ Financial Advisory Services to Energy Department, Government of Punjab for solarization of 10,000 schools in Punjab.

Real Estate Sector

- ✦ Transaction advisory services to Lahore Development Authority for development of following projects under public private partnership.
 - ✦ Apartment and Health Club at Finance & Trade Center Johar Town, Lahore
 - ✦ High rise tower on Jail Road Lahore
- ✦ Transaction advisory services to Civil Aviation Authority for development of Aviation Tower on Blue Area, Islamabad under public private partnership.
- ✦ Financial Advisory Services to Defence Housing Authority Lahore for development of 06 projects on public private partnership.
- ✦ Financial Advisory Services to Future Development Holdings (Private) Limited for development of real estate project on M-2 Lahore.
- ✦ Financial advisory services to public sector entity (confidential) for the development of mega housing project in KPK.
- ✦ Financial advisory services to Elite Estates (Private) Limited for development of commercial mall in Rawalpindi.
- ✦ Financial advisory services to Beacon House Group for development of high-rise tower on Zafar Ali Road Lahore.
- ✦ Financial advisory services to public sector entity (confidential) for real estate projects in Karachi.

Healthcare Sector

- ✦ Market analysis and financial model review for the development of 250 bed hospital in Karachi and Lahore.
- ✦ Financial advisory services to GE Healthcare to bid for the development of 500 bed hospital project in Lahore under public private partnership.
- ✦ Financial advisory services to USA based high net worth individual for setting up 500 bed hospital in Lahore.

Due Diligence

- ✦ Commercial due diligence of Telenor Micro Finance Bank for the acquisition of 49% equity stake by Alipay.
- ✦ Assistance in carrying out buy side financial due diligence for a leading real estate sector client.
- ✦ Assistance in carrying out financial diagnostic analysis for a leading automobile sector client.

Manufacturing Sector

- ✦ Market analysis and development of financial model for setting up "Packaged Tea Manufacturing Plant" for large business group in Punjab.
- ✦ Market analysis and development of financial model for setting up "Amber Glass Manufacturing Plant" for large business group in Punjab.

Other Experience

- ✦ Audit valuation assistance services in business plan review (impairment testing) for a leading telecom sector client.
- ✦ Quality review of financial models and feasibility studies ensuring quality of deliverables in line with EY standards and best practices.
- ✦ Lead the team in development and evaluation of pre-qualification documents in real estate sector, infrastructure sector and power sector.
- ✦ Assistance in preparation of complete tender documents for bidder's evaluation in real estate sector and power sector.
- ✦ Preparation and evaluation of information memorandum (IM) and transaction pitch book for proposed investment in real estate sector and power sector.

Suraj Cotton Mills Limited– Assistant Manager (May 2012 – May 2014)

During my period at Suraj Cotton Mills Limited, I was part of team who was responsible for areas relating to financial management, treasury management and investment management of Suraj Cotton Mills Limited (SCML) and its group companies. Some of my job responsibilities are SCML are as follows:

- ✦ Maintain day-to-day financial control of transactions within budget heads as agreed by the management and directors
- ✦ Forecasting working capital requirement on monthly basis and giving recommendations to management for placement of surplus funds.
- ✦ Negotiating of foreign export/import transactions with different banks in spot market and forward market.
- ✦ Arranging long term and short-term loans for group companies with different financial institutions at market competitive rates and completing necessary documentation.
- ✦ Preparing monthly consolidated financial statements of SCML in compliance with IFRS.
- ✦ Respond to inquiries from Managing Director, Chairman and Chief Financial Officer regarding financial results, special reporting requests and the like.
- ✦ Maintaining liaison with internal auditor and facilitate internal audit department to develop standard operating procedures of above-mentioned companies.
- ✦ Monitors and analyzes department work to develop more efficient procedures and use of resources while maintaining a high level of accuracy.

EY Ford Rhodes – Senior (Dec 2006 – Feb 2010)

During my three years of training with EY Pakistan from December 2006 to February 2010, I served first 18 month of my training period in Transaction Advisory Services Department and remaining period in Assurance. During that period, I was promoted from Trainee to audit senior and developed my skills in accounting and auditing with special emphasis on International Financial Reporting Standards, International Accounting Standards and statutory reporting requirements. My responsibilities include the followings:

- ✦ Carrying an assurance engagement from planning stage to execution to conclusion
- ✦ Risk assessment of the client in accordance with EY audit methodology including detailed variance analysis and planning audit procedures required to cover this risk
- ✦ Assisting clients on investment advice and recommendations in the form of Management Letter to add value to an engagement
- ✦ Coordinating with professionals of various fields like legal, tax and IT experts for resolution of critical reportable matters.

Following are some of the clients undertaken by me in EY Assurance

LANGUAGES

Fluent in the following languages (both written and spoken):

- English
- Urdu

PERSONAL DETAIL

Date of Birth:	September 25, 1982
Marital Status:	Married
Nationality	Pakistani

REFERENCES

Will be furnished on demand

FAISAL SIDDIQUI

Residence: House No 178, Sector M, Phase I, D.H.A, Lahore
Office 5th Floor, Tower 75, Kalma Chowk, Ferozpur Road, Lahore

faisalsiddiqui97@gmail.com

Ph: +92-336-422-4400

Education

- Masters in Business Administration Columbia University (2010)
- Bachelor of Science in Engineering (Electrical Engineering) University of Pennsylvania (1997)
- Bachelor of Science in Economics (Finance and Accounting) Wharton School, University of Pennsylvania (1997)

Daewoo Pakistan Express Bus Service Ltd (Lahore - Pakistan)

Executive Chairman (Nov 2011 – Present)

- Responsible for
 - Inter-City, Intra-City, Cab and Cargo Operations, Maintenance and Scheduling
 - Development and Execution of a Comprehensive Bus Scheduling System
 - Development and Execution of a Cargo Collection and Delivery System
 - Oversight over 5,000 person Workforce
 - Oversight of Repair and Maintenance Systems for 700 Bus Fleet
 - Finance and Accounting
 - Oversight over Financial Reporting Systems
 - Managing Banking and Investor Relationships
 - Human Resources
 - Procurement and Supply Chain Management
 - MIS
 - Real Estate and Construction
 - Waste Management Division
 - Marketing and Media Sales

Convoy Solutions LLC – Consultant Financial Modelling and Analysis

(Jan 2010 – Oct 2011)

- Developing financial models and cash flow projections for capital raising
- Developing business relationships with new operators to expand company footprint
- Analyzing and Compiling Company Performance Data
- Performing financial analysis on Derivatives Portfolios

Credit Suisse – Fixed Income Structuring and Trading

Director - 1997 to 2008

- Jointly responsible for managing a proprietary trading book with a focus on investing in debt securities linked to US structured products
- Structuring synthetic ABS CDOs
- Researching and analyzing corporate credits in the leveraged loan market
- Structuring ABS deals for various multi-seller asset backed commercial paper conduits
- Monitoring Value at Risk (VAR) of the corporate and government bond trading desks

Profile:

Sheriar Hassan



Mr. Sheriar Hassan is a versatile senior management professional with over 35 years of rich leadership experience in sales, marketing, business development, and project management in diverse business sectors like textiles, telecommunications, IT, and transport, holding key management positions in several organizations. While he has extensive experience in private sector (manufacturing, trade & commerce, and service provision), he has also worked in the Government sector.

Currently, Mr. Sheriar Hassan, is General Manager at Daewoo Pakistan Express Bus Service Limited and is specifically leading Daewoo's Electric Buses initiatives (E-Mobility), and Government Relations. In his current role, he is also responsible for all Business Development projects of the company.

Mr. Sheriar Hassan an MBA degree from IBA, University of the Punjab, Lahore (1991), with Marketing as his area of specialization.