

Curriculum Vitae

Muhammad Naveed Tariq - FCA

Summary

Results – oriented manager with strengths in Financial / Investment / Budget Analysis, Business Process Analysis, Financial / Managerial Accounting, Auditing, Operations, Project and Strategic Management experience in diversified areas such as Real Estate, Construction, Telecom, Financial services, Insurance and Media. Natural leader with high level of business acumen coupled with a common sense approach.

Core Competencies

- a. Strategic financial planning
- b. Business decision support
- c. Accounting systems implementation
- d. Team development
- e. Legal, IT and HR
- f. Project Financing through equity and debt raising
- g. Budgeting & cost management
- h. Project management
- i. Financial analysis, reporting & accounting
- j. Asset/liability management
- k. Internal controls designing, implementation & compliance
- l. Business developments & negotiations skills

Key Accomplishments

- a. Develop real estate projects ranging from shopping malls, apartments buildings and housing societies.
- b. Build proficiency in the telecom business with deepness ranging from contract negotiations, networks rollout, packaging and pricing, telecom tariff calculations, interconnect agreements with international and local telecom operators and sensitivity analysis, revenue assurance, sales promotion, management of franchise networks and bandwidth management.
- c. Restructured the operations of one of Media Company of First Capital Group and successfully managed to reduce operating costs by US\$ 4 million per annum.
- d. Managed department of over 500 persons ranging from qualified chartered accountants, MBA, commerce graduates and A & O levels.
- e. Managed to close the sale of majority stake of Worldcall Telecom to Omantel on cost of US\$ 193 million
- f. Managed procurement of over US\$ 200 million in diversified areas ranging from telecom, broadband, marketing promotion, & construction materials.

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- g. Key team player in closing the following financing transactions
- Initial public offering (“IPO”) accumulated size of US\$ 22 million
 - Three term finance certificates (“TFC”) issues total size of US\$ 75 million.
 - Convertible foreign bond of US\$ 25 million first of its kind in Pakistan with American Hedge Fund.
 - Syndicated term finance facilities, leases and working capital lines of over US\$ 66.7 million.
- h. Supervised the merger assignments, one includes merger of three listing companies into another listed company.
- i. Implemented MIS system of accounting, billing and inventory all across Pakistan over 20 locations in various cities.

Professional Experience

Having 25 years of work experience including over 20 years of post qualification consists of followings:

Director Finance

Orbit Developers (Pvt.) Limited

2012 till to-date

Orbit Developers is a Private Limited Company formed as real estate developer with the concept of providing modern living facilities with unique concepts.

As a founding member and a shareholder my prime area of responsibility is formation of concept paper, incorporation of corporate structure, acquisition of land, project designing, approvals from relevant authorities, sales and marketing, project financing and advice on day to day operational matters. Currently company is working on “The Springs Apartment Homes” in Lahore having worth of Rs.8 billion.

Furthermore, currently serving as independent director and chairman of internal audit committee of M/s Roshan Packages Limited recently listed of Pakistan Stock Exchange.

Chief Financial Officer

EHFPRO (Pvt.) Limited

Nov 2012 till 2014

EHFPRO is a public private joint venture (FGEHF & Progressive Hotels & Granite) to execute housing project in G13 Islamabad. This project is primarily for federal government employees with limited quota for general public having worth of Rs.25 billion.

My responsibilities include the formulation of project strategy including liaison with design consultants and FGEHF, Monitoring approvals from CDA and relevant authorities, preparation and approval of business plan form the Board, calculation of project cost, legal and corporate matters, coordination with FGEHF and day to day operational and financial matters.

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Director Finance

2009 till 2012

Trident Construct (Pvt.) Ltd

Pace Pakistan Limited

ICON Marketing (Pvt.) Ltd

Evergreen Water Valley (Pvt.) Ltd

Granite Enterprises (Pvt.) Ltd

Brief of my responsibilities under this role are as under:

- Responsible for commercial, planning and supervision of construction activities according to budgeted time frame.
- Responsible for project developments such as entering into JV arrangements, exploring new businesses in real estate markets.
- Review monthly/quarterly forecasts for different projects under execution and identify areas to be improved along with suggested options.
- Review all AR dept. activities including billed/unbilled and ensuring all cash collection goals are achieved.
- Provide advice and guidance to business development leadership for their marketing and business campaigns.
- Responsible for oversee the sales and marketing team of ICON Marketing.
- Worked as nominee Director on EHFPRO (Pvt.) limited on behalf of Granite Enterprises and look after the interest of the Company. EHFPRO is a JV Company formed to do Residential apartment building project in Islamabad under Prime Minister Hosing Scheme.
- Responsible for oversee the legal, IT and HR related matters in collaboration with internal and external experts.
- Responsible for regular review of policies and internal controls implemented in the group companies and suggest changes according to changing business dynamics and landscape.
- Responsible for arranging financing facilities for new and existing projects in terms of funded and non funded arrangements either through single bank or consortium of banks and non banking financial institutions.
- Provide Strategic and Operational guidance to Group Leadership in order to achieve financial and operational objectives.
- Responsible for review of key operational financial reporting such as daily cash flow, daily buying and payments report, monthly profit and loss account etc.
- Work on all ad-hoc financial and operations requests.

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**Chief Financial Officer
Worldcall Telecom Limited**

2005 to 2008

Brief of my responsibilities under this role are as under:

- Responsible for tasks in various financial functions such as budgeting, auditing, treasury, reporting, forecasting, and analysis.
- Responsible for analysing the different business segments financial and non financial data and present the consolidated summary report to Board of Directors.
- Responsible for managing the department of more than 500 persons and act as leader to achieve all the targets set by Board of Directors and CEO
- Managing the treasury functions in order to keep the cost of funds at minimum and make sure company remains solvent.
- Responsible for implementation of internal controls all across various departments in order to achieve efficient financial management and operational efficiency.
- Responsible for tracking the profitability and liquidity of the company by optimising the revenues, costs and borrowings.
- Responsible for economical and efficient use of resources, including safeguarding of assets.
- Responsible to solved problems related to task performance, accounts payable, accounts receivable, collections, and other related day-to-day activities.
- Oversee the monthly billing reconciliation process with PTCL and other cellular operators.
- Served as the primary point of contact for all financial matters among all inter divisions /segments of business.
- Provide the guidance, work methodology and plan of action to staff members assisting me.
- Responsible for Commercial activities of the Company including procurement, scheduling and customs clearance.
- Responsible to perform specialized tasks/ matters of non financial nature such as network rollout planning in collaboration with CTO , property management, security and offices administration.

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**Group General Manager Finance
Worldcall Communications Limited
Worldcall Telecom Limited**

2003-2004

Brief of my responsibilities under this role are as under:

- Responsible for supervising the overall accounting and finance functions of both companies duly supported by qualified accountants and team of professionals.
- Responsible for all new adventures/projects undertaken by Company from very start to completion including planning, execution and implementations.
- Direct responsible for all significant contracts negotiations and supervising all the commercial activities of the company.
- Monitoring the accounts receivables and recovery from the customers.
- Responsible for all spade work relating to financing activities whether from debt or equity market.
- Responsible for treasury functions in order to keep the cost of funds at minimum and make sure group/company remains solvent.
- Work as Coordinator with other departments such as sales & marketing, technical, operations and administration in order to implement internal control and procedures.
- Responsible for accounting, management and financial reporting according to IFRS both for management and for shareholders.
- Responsible for timely conduct of statutory audits and perform the coordination between external auditors and internal auditors and with the rest of Group management.
- Responsible for fulfilling all the legal and regulatory requirements of the company by providing timely and accurate information to regulators.
- Responsible for preparing information memorandums for financial institutions, and work as analyst for review of new projects and expansions plans in existing projects.

**Financial Controller
Worldcall Multimedia Limited
Worldcall Dot Com (“Pvt”) Limited
Worldcall Communications Limited**

1997-2003

Brief of my responsibilities under the above positions are as under:

- Responsible for annual and monthly budget and implementation of cost controls.
- Responsible for financial analysis, accounting and monthly financial reports.
- Analyzes and interprets financial data and recommends changes to improve systems and financial performance.

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- Responsible for timely payments of PTCL bills after through verifications of calls data with internal data (NMS)
- Responsible for reoccurring billing to corporate and residential customers. Number of total customers for all services offered by Company exceeding 50k.
- Responsible for accounting, management and financial reporting according to IFRS for shareholders.
- Responsible for annual and half yearly audits.
- Responsible for tax and corporate matters of the Company and keep very close coordination with tax consultant and tax authorities
- Work on feasibility studies on special and new projects and present to the senior management and board of directors detail analysis and risks associated with new projects and recommendations thereon.
- Responsible for all network related procurement in such a manner to ensure purchases at competitive rates and within the project rollout time lines.
- Responsible for monitoring the projects rollout time lines and identifying the gap analysis with execution plans and submit recommendations in improving the gaps.
- Coordinate with the Group HO for reporting and decision making by providing them the required information and financial analysis and data.
- Responsible for preparing the board papers for board of directors meetings.
- Responsible for legal matters/issues of the company aroused in day to day operations of the company in liaison with internal and external legal council.

Article Student

1992-1997

KPMG -Taseer Hadi & Co., Chartered Accountants

- Gained extensive experience and practical exposure in the fields of auditing, accountancy, corporate & tax practice, Feasibility studies, implementation of financial information system and due-diligence assignments.
- Key: sectors experienced were Banks, Power Generation, Textiles, Agriculture, Services & NGOs, both in private & public sectors.

Education:

- Chartered Accountant from Institute of Chartered Accountants of Pakistan qualified within the article period.
- Bachelor of Commerce (“BCOM”) in first division (72%) from Islamia Collage of Commerce Lahore, Pakistan.