

## PIR SAAD AHSANUDDIN

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### Education

- 1997-1999 **HARVARD UNIVERSITY** **Cambridge/Boston, USA**  
Awarded MBA degree. Recipient of Kauffman Foundation Scholarship & Lebor Fellowship Awards 1998.
- 1997 **UNITED NATIONS INTERNATIONAL LEADERSHIP ACADEMY** **Amman, Jordan**  
Youngest of 150 participants (4,600+ applicants), selected on potential to become international leaders, at the United Nations International Leadership Academy, an initiative of the UN Secretary General Boutros Boutros-Ghali.
- 1990-1994 **BROWN UNIVERSITY** **Providence, USA**  
Awarded dual degree with Honors, *magna cum laude*, B.Sc. (Hons) Engineering & B.A. (Hons) Business Economics. Elected to Tau Beta Pi, Sigma Xi & Omicron Delta Upsilon National Academic Honor Societies. Recipient of Class of 1873 Award for Economics thesis. Conducted research under National Science Foundation & Department of Defense grants. Engineering Thesis – “*Mathematical Modeling of Traffic Flow*”.
- 1977-1989 **AITCHISON COLLEGE** **Lahore, Pakistan**  
Appeared for the Higher Senior Cambridge & Senior Cambridge Exams. College Prefect. Aitchison College has the distinction of being one of the oldest and most respected academic institutions in Pakistan producing many of Pakistan’s future leaders.

### Social/charity

1994 to date  
Along with his family regularly contributes to charities such as Fatima Memorial Hospital Trust, Shaukat Khanum Memorial Hospital Trust, Development in Literacy, Teach a Child, SOS Village and The Citizen Foundation. While at the same time our companies run strong Corporate Social Responsibility programs throughout Pakistan.

### Other

- 2009-2018 BOD, Board of Investment, Punjab Board of Investment & Trade  
2013-2018 BOD, Board of Investment, Govt. of Pakistan. Member of the executive committee of the Board as well  
Various Times Punjab Livestock & Dairy Development, Punjab Institute of Cardiology, Quaid-e-Azam Hydro Power Co., National Power Parks  
2008-2010 Member, Prime Minister’s task force on Private Sector Development, Govt. of Pakistan  
2007-2010 BOD, National Commodity Exchange Limited  
2005 & 2010 BOD, Lahore Stock Exchange Guarantee Limited  
1998 Founder at Aliph.com – makers of Jawbone wireless products, and raised nearly USD 150m since founding.

### Experience

- 2011 – to date **BOSTON EQUITY PARTNERS INC** **Lahore/Karachi/Islamabad/Dubai**  
2004-07 Co-founded, along with another HBS graduate an equity investment vehicle that incubates new ventures.
- RHT Partners, a regional investment vehicle with investments in education, transportation, logistics, security and energy.
  - 2015 launched Digital Frontier Capital – first angel vehicle to institutionally invest in Pakistani startups. 4 investments.
  - Backed AES regional management in raising \$60m from Saudi investors to found IPP Development Co.
  - Led investments of over USD 500m into Pakistan and the region.
  - 2015 acquired two companies to form new construction company. USD 650m of pipeline projects in 1 year.
  - Co-founder of Star Technologies a nationwide security technology company.
- Cinepax Group**  
Co-founded Pakistan’s first nationally branded cinema chain, with now international presence in Madagascar. Cinepax introduced the concept of multiplexes in Pakistan, bringing a paradigm shift to the cinema industry & customer experience and is now the largest player in the country.
- One of the first domestic private capital transactions based only on a business plan. Raised funding in 3 days.
  - 2016 raised USD 13.4m project financing from OPIC (Overseas Private Investment Corp. of the US Govt.) and an additional USD 13.1m from a regional private equity firm for growth capital.
  - Subsidiary Footprint represents nearly all major Hollywood studios, and is the largest distributor in Pakistan. Changed long standing industry practice by structuring contracts without minimum guarantees or upfront commitments.
  - Launched Pakistan’s first institutionalized film fund to support local arts and film industry.
  - Subsidiary Stazplay by Cinepax providing on-demand legal digital content through local telecoms.
  - Launched Topsy Turvy, a JV with the region’s leading children’s play area group for Pakistan.

2009-2010	<b>GOVT. OF THE PUNJAB</b> <b>Vice Chairman &amp; CEO, Punjab Board of Investment &amp; Trade</b> <b>Consultant to Chief Minister, Punjab on Economic Affairs</b>	Lahore, Pakistan
	<p>Punjab is the largest &amp; most developed province of Pakistan - population 95m with GDP (PPP) of \$276bn.</p> <ul style="list-style-type: none"> <li>• Acted as primary advisor on financial matters/policies to the Chief Minister. Achievements for the year include: National Finance Award; reprioritization of Annual Development Program; restructuring provincial overdraft; raising property taxes; introducing medium term budget framework; Infra PE Fund; warehouse receipts; rationalizing budget targets; Public Private Partnership legislation; Public Procurement Rules; etc.</li> <li>• Established from scratch Punjab's premiere investment promotion agency based on global best practices. PBIT elected, by 151 countries, to regional representative of WAIPA replacing India. Facilitated over \$2bn project pipelines for Punjab.</li> <li>• Recruited highest quality team of professionals both from the private &amp; public sector. Attracted intellectual capital to repatriate to Pakistan from HSBC International, Perella Weinberg, etc.</li> <li>• Point of contact on all international affairs, interface for visiting delegations &amp; organized international visits. Lead international delegations &amp; substantially expanded personal networks.</li> <li>• Ability to build consensus/support &amp; deliver in a bureaucratic public sector recognized by all stakeholders.</li> </ul>	
2007-2009	<b>NEW SILK ROUTE</b> <b>Partner</b>	Dubai/New York
	<p>Asia focused private equity firm with USD 1.4bn of assets under management.</p> <ul style="list-style-type: none"> <li>• Founded the Dubai office for firm. Investment responsibility stretching from South East Asia to Middle East.</li> <li>• Originated all transactions for Dubai office approved by Investment Committee before leaving.</li> <li>• Originated &amp; deployed over USD 120m of firm capital.</li> </ul>	
2003-2008	<b>PRIVATIZATION COMMISSION, GOVT. OF PAKISTAN</b> <b>Member of the Board</b>	Islamabad, Pakistan
	<p>Ten member Board formulates policy, selects advisors, approves valuations &amp; supervises transactions. The Board is chaired by the Federal Minister for Privatization &amp; Investment, Govt. of Pakistan.</p> <ul style="list-style-type: none"> <li>• Thirty five transactions in manufacturing, banking, infrastructure, etc. completed with over USD 6.3bn in privatization proceeds (out of a total of USD 7.6bn).</li> <li>• Under "<i>privatization for the people</i>" policy listed shares in public companies to over 950,000 individuals.</li> </ul>	
2001-to date	<b>REPUBLIC ENGINEERING CORPORATION</b> <b>VP Business Development/BOD – Family business</b>	Lahore, Pakistan
	<p>One of Pakistan's leading engineering firms with 370 professionals &amp; \$20bn of completed projects.</p> <ul style="list-style-type: none"> <li>• Led firm's diversification &amp; growth strategy. Investment in Star Technologies – Pakistan security co. and real estate.</li> </ul>	
2000-2001	<b>ALTGATE CAPITAL</b> <b>Vice President</b>	London, UK
	<p>Founding team member of financial services company providing outsourced alternative investment strategies for small to mid sized private wealth management firms.</p> <ul style="list-style-type: none"> <li>• Responsibilities included raising seed capital for the firm (\$6m), recruiting team members &amp; developing key markets.</li> </ul>	
1999-2000	<b>EMERGING MARKETS PARTNERSHIP</b> <b>Director</b>	Washington D.C., USA
	<p>Worldwide private equity firm with over USD 6.5bn in aggregate commitments at the time. Chairman, Mr. Moeen Qureshi, ex-Prime Minister of Pakistan &amp; ex-CFO/Sr. VP of Operations of the World Bank. Made youngest member of BOD in firm history.</p> <ul style="list-style-type: none"> <li>• Part of three-member team that raised EMP's USD 730m Bahrain based IDB Infrastructure fund. Negotiated investment terms, drawdown/approval processes with limited partners &amp; setup company structures.</li> </ul>	
1995-1997	<b>CREDIT SUISSE FIRST BOSTON</b> <b>Country Representative</b>	Lahore, Pakistan
	<p>CSFB's local representative in Pakistan. Interacted with the Ministers of Finance, Water &amp; Power, Petroleum, Privatization &amp; various legislative sub-committees. Prepared, delivered &amp; received approval for transaction valuation analyses, presentations, &amp; debt/tariff models. Firm earned USD 13.1m in advisory fees during one &amp; a half year stint in Pakistan.</p> <ul style="list-style-type: none"> <li>• Managed day to day execution of CSFB mandates in Pakistan.</li> </ul>	
1994-1995	<b>Financial Analyst</b>	New York, USA
	<p>Developed valuation analyses, performed due diligence, prepared investment memorandums &amp; analyzed strategic alternatives for clients.</p> <ul style="list-style-type: none"> <li>• Given responsibility for developing group specific valuation model templates &amp; training incoming analysts.</li> <li>• Performed valuation for USD 9.7bn merger of American Cyanamid by American Home Products.</li> </ul>	