



HONOURABLE MINISTER FOR WATER & POWER / DEFENCE KHAWAJA ASIF INAUGURATES

K-ELECTRIC'S TP-1000 PROJECT

**\$400 MILLION TRANSMISSION PROJECT TO ADD NEW GRID STATIONS,
TRANSMISSION LINES AND CIRCUITS INTO THE NETWORK**



K-Electric announced the launch of its TP-1000 Transmission Enhancement Plan of \$400 Million in collaboration with Siemens Germany/Pakistan and Shanghai Electric of China. The project will add 1000 MVA in the transmission and distribution infrastructure and will ensure a smoother and more reliable supply of power for K-Electric customers in Karachi and its adjoining areas.



TP-1000 Project is part of the overall future investment plan of \$2.2 Billion by K-Electric.

An event was held at K-Electric's Combined Cycle Power Plant in Korangi Karachi, where Minister for Water and Power Khawaja Asif was the Honorable Chief Guest. Also present on this occasion was Senior Finance Minister for Sind, Syed Murad Ali Shah amongst other distinguished guests from business, industry, media and leading social organizations.

Through TP-1000, K-Electric would add 8 new Grid Stations comprising of 220 kV and 132 kV network, bay extensions, 6 new Auto Transformers, efficiency expansion plan for 21 existing Grid Stations which will also include addition of 30 power transformers and more than 400 new 11 kV Feeders to cater the grid growth. 10 new 220 kV and 132 kV double and single circuit transmission lines of approximately 130 Km would also be laid out whereas 3 existing 220 kV and 132 kV transmission circuits would be rehabilitated to increase the current carrying capacity and reliability. An additional Disaster Recovery Center would help cope with emergency situations whereas new Transmission Lines, circuits and grids would help decrease the fault ratio and increase reliability and supply of electricity.

Honourable Minister of Water & Power Khawaja Asif appreciated the successful launch of TP-1000 and said, "K-Electric has emerged as a pioneering and progressive utility. TP-1000 represents a landmark achievement and we hope it establishes a precedent for other power companies to follow."

Senior Minister of Sind Syed Murad Ali Shah added that "K-Electric as one of the world's few remaining vertically integrated utilities is strategically associated with the people, businesses and the industries in Karachi." He further stated that "TP-1000 is a reflection of K-Electric's vision and he firmly believes that it will go a long way in achieving the company's long-term aim." K-Electric's CEO Tayyab Tareen stated that "This \$400 Million investment project is a consortium of Siemens Germany, Siemens Pakistan and Shanghai Electric Group of Companies and this marks the confidence of foreign investors and companies in K-Electric and in Pakistan. We are proud to be part of this project as this would reap benefits in years to come." He concluded saying "This is part of K-Electric's vision to have affordable and uninterrupted power supply for its valued customers."



SECURING UP TO US\$ 250 MILLION FINANCING PROJECT FROM OPIC

K-Electric Limited and Overseas Private Investment Corporation (OPIC), the U.S. Government's development finance institution, executed a commitment letter for a US\$250 million, 10-year financing at a signing ceremony held at US Chamber of Commerce in Washington, D.C. The signing took place in the presence of Honorable Senator Ishaq Dar, the Finance Minister of Pakistan.

The finance will be utilized to undertake a comprehensive upgradation of power grid, generation units and transmission as well as distribution system. This project is expected to increase the transmission system capacity by 33% (up to 1000MVA), thereby allowing KE to deliver better power supply to its customers. Moreover, the project supports loss-reduction measures like line losses in the context of innovative smart grid initiative and electricity distribution.

While commenting at this ceremony, Elizabeth Littlefield, OPIC President and CEO said that KE's progres-



sive approach towards power transmission enhancement would build a reliable electricity foundation for people of Pakistan.

The project was eligible for OPIC's support because of the involvement of Citibank Pakistan in the form of US\$20.8 million direct loan to the project. The OPIC and Citi loans were part of a US\$450 million investment by KE into its transmission and distribution systems, including the installation of new substations, transmission line equipment, grid stations and other transmission and distribution enhancements and upgrades over the next 36 months.

Speaking about the milestone, Tayyab Tareen, CEO said that partnership with OPIC was a significant reflection of our vision for the energy sector that we look forward to replicate in our future efficiency improvement projects.

The project reaffirms commitment and strategy of leading innovative international financing solutions for clients in Pakistan.

ECA BACKED FINANCING AGREEMENTS OF USD 91.5 MILLION AND EURO 46.5 MILLION

Two finance agreements structured by Standard Chartered Bank, one for China Export & Credit Insurance Corporation ("Sinosure") supported financing of US\$ 91.5 million and other for Euler Hermes AG, Germany (Hermes) backed facility of Euro 46.5 million with Industrial and Commercial Bank of China, Bank of China and Standard Chartered as mandated lead arrangers and lenders. Both the facilities are for a period of 10 years.

This is the first Sinosure backed financing transaction for a private sector entity in Pakistan without Government of Pakistan's sovereign guarantee. The signing ceremony of both these agreements was held in Dubai on 22nd December, 2015.



The financing project will be used by K-Electric to undertake a comprehensive and transformative upgrade of the transmission system, which would significantly improve the reliability, stability and efficiency of the K-Electric power network. The project will increase transmission capacity by 33% (up to 1000MVA), thereby allowing KE to deliver more energy to its customers.

These financing agreements were part of US\$ 400 million investment by K-Electric into its transmission system, including the installation of new substations, transmission line equipment and grid stations.

70 MW AGREEMENT SIGNING CEREMONY WITH GHQ HOUSING DIRECTORATE

An agreement was signed with GHQ Housing Directorate for supply of 70MW power to newly proposed Askari-VI Housing Scheme to be constructed on Super Highway adjacent to Malir Cantt.



The Agreement was signed by Mr. Amir Zafar, Chief of HSEQ & Special Distribution Projects on behalf of K-Electric and Brig. Muhammad Ishfaq, Director Technical, GHQ Housing Directorate on behalf of consumer in presence of Mr. Tayyab Tareen, CEO K-Electric.

According to the agreement signed, GHQ will construct a 132 KV Grid at their site at Super Highway adjacent to Malir Cantt along with Transmission Circuit till KE JDA Grid. They will also fix three 40 MVA Power Transformer and essential allied system. This whole scheme will be constructed by GHQ on their finance and its ownership will be handed over to K-Electric as a gift without any monetary compensation. GHQ has already informed NEPRA about this.

MOU SIGNED WITH WORLD WIDE FUND FOR NATURE (WWF)

In a bid to promote the concept of Greener Karachi among its citizens, an MOU was signed with World Wide Fund for Nature (WWF) to compete in the Earth Hour City challenge. Sustainable growth and energy has been embedded into KE's operations and with this partnership it would impact 25 million citizens of Karachi. The challenge had representations from around the world where KE became the first corporate entity in the world to introduce Karachi in this challenge. The company planted 20,000 trees under this partnership.

The company has adopted a more



balanced and responsible approach, while carrying out its core business operations that shall reduce carbon emissions and ensure social and environmental gains. The company aims to expand its current generation portfolio by 15 per cent through renewable energy and various other energy efficient initiatives over the next five years to mitigate climate change and reduce carbon footprint. While endorsing the initiative for greener Karachi, Tayyab Tareen, CEO K-Electric said that the objective of this collaboration was to put Karachi on the world map as far as green cities were concerned.

132 KV CONNECTION SCHEME AT INDUS HOSPITAL

Under sustainability management program, KE provided 132 KV connections to the hospital and its new grid. The company has already been providing subsidized electricity to the hospital under social investment program, according to which it provides free or subsidized power to all those organizations, working on humanitarian grounds. This new project would ensure a smooth and reliable power supply to Indus hospital.

Indus Hospital is a non-profit organization and is now moving to be an Academic Medical Complex. The expansion entails a 1,500 bed master plan, operation theatres and medical college which need growing electricity demand.

While appreciating the efforts of KE, Professor Abdul Bari Khan, CEO Indus Hospital hoped that this collaboration would further help in serving this country and its people with dedication.

Mr. Tayyab Tareen, CEO K-Electric said that this project is a part of KE's CSR initiative and stressed further the need to invest back into the society.



K-Electric became the first utility of Pakistan to receive an "A" Rating from the Global Reporting Initiative because of its commitment to sustainability of its environment, social governance and value creation philosophy. The power utility already provides free and subsidized electricity to other non-profit institutions such as SIUT, Kidney Centre, Marie Adelaide Leprosy Centre, Lady Dufferin Hospital, TCF, and LRBT amongst others.

ENHANCEMENT OF CUSTOMER CONTACT CENTRE

K-Electric will be partnering with Teradata Corp., the big data analytics and marketing applications company, which is one of the largest and oldest utility company of Pakistan, to upgrade its Contact Center setup with Teradata Professional Services and state-of-the-art Genesys solution. This will help K-Electric in its quest to enhance customer services and improve customer experience across a number of channels.

K-Electric selected Teradata Professional Services based on its experience with contact centers in Pakistan and for its expertise with integrating various systems and enabling data analytics. This will enable KE to provide innovative solutions to meet customers' requirements and enhance service quality levels.

The signing ceremony was held at K-Electric's Head Office, Karachi.



SHEIKH KAMAL INTERNATIONAL CLUB CUP

K-Electric's football team departed for Bangladesh to participate in the Sheikh Kamal International Club Cup which took place from the 20th to 30th of October.

The international tournament included eight teams from four nations: India, Bangladesh, Sri Lanka, and Pakistan. This represented the second stage on the road to the Asian Federation Cup 2016 which will be held in February. KE FC earned a spot in the tournament after emerging victorious in the pre-qualifiers at Bhutan, where they beat Mongolia's Khormomkhon FC.

The team played three matches in the group stages. The first match was against one of India's oldest clubs, the Kingfisher East Bengal Club, on the 21st of October. Their next matches were against Bangladesh Dhaka Abahani on the 23rd of Octo-

ber and Chittagong Abahani on the 25th of October respectively. KE's players displayed great enthusiasm on the field and played with high determination. However, other teams' experience and home-ground advantage allowed them to triumph over KE in all three matches.

Commenting on the occasion, Chief Executive Officer K-Electric, Tayyab Tareen said that this was a tremendous achievement not only for KE but also for Karachi and Pakistan. The players had shown an exemplary performance and their determination and commitment were extremely commendable. To put up such fierce competition against experienced international clubs was a testament to the skill level of our players.



KE WELCOMES



Syed Fakhar Ahmed
Chief Marketing &
Communication Officer

Fakhar has over eighteen years of diversified management experience in Communications, Media Relations, Corporate Affairs, FMCG Business, Strategic Planning, CSR, Investor Relations and International Development. He has worked as the Head of CSV & Special Projects for Nestlé in the Greater China Region, and as Head of Corporate Affairs & Corporate Communications for Nestlé Pakistan including work in Afghanistan. Formerly he has also worked at Aga Khan Development Network, UNDP & USAID Projects, Banking, Finance and public sector organizations.

He holds an MBA in Marketing, MA in Political Science, is a member of Chartered Institute of Logistics and Transport (UK) and has undergone various interna-

tional executive management trainings including the leadership module of London Business School & National University of Singapore. He has been on the board of various Development Sector organizations, and was the Judge for Public Affairs Asia for 2013 and 2014. He has also been awarded as Honorary Supervisor for the University of International Business and Economics in Beijing China.



Muhammad Shoaib Baig
Chief Peoples Officer

Shoaib brings over 18 years of diverse international HR leadership experience in some of the best companies in the world, ranging across various sectors from Telecommunications (Telenor), FMCG (Unilever), and Pharmaceutical (Novartis).

He has previously served as Chief Human Resource Officer and Vice Presi-

dent at Telenor Pakistan for more than 3.5 years, the country's leading Telecommunication Company. Under his leadership, Telenor underwent a major turnaround which was appreciated by all the stakeholders and business community and resultantly, Telenor was presented with the Best Employer Award. His most considerable efforts have been focused on organizational culture, employee engagement, and talent management, realizing these as the fundamental core of any organization's success. Prior to that he has been part of the business leadership teams at Novartis Pharmaceuticals, Oncology Division since 2006 first as Head HR UK & Ireland and subsequently Head HR for Asia Pacific & South Africa. In addition to leadership trainings at INSEAD and Babson College, Boston USA, Shoaib holds a Bachelors of Civil Engineering Degree as well as an MBA from University of Leeds, UK.

Shoaib envisions an organization that is similar to a family that works together as a cohesive unit, with one aim, with one 'AZM'. He aims to build KE as a strong organization, one which is recognized and praised as the Best Employer in Pakistan. Shoaib is a keen sportsman and enjoys various fitness regimes.

DIGITAL EVOLUTION SEMINAR

The Digital Media Model applied at K-Electric was presented at the Digital Evolution Seminar. The Seminar was held at the Movempick Hotel Karachi on the 26th of November 2015.

Adil Hussain, Deputy Manager, Media & PR, represented K-Electric at the event. K-Electric uses its Social Media to not only market the company's image but also records and resolves all sorts of consumer complaints. The model was highly appreciated at the summit and several companies congratulated the power utility on its successful implementation of the model.

K-Electric unlike other companies encourages consumers to



a huge chunk of consumers through its 24/7 customer care service.

The conference recognized KE for taking a very bold step on the social media arena, and successfully improving the company's image.



complain on its social media, and takes the risk of playing on front foot. While most social media managers claim this would result in damaging the company's image, KE on the contrary has satisfied

OPERATION BURQ



**AGAINST
POWER THIEVES & DEFAULTERS**

**Avoid the embarrassment
of legal consequences**

**REFRAIN FROM ELECTRICITY
THEFT AND PAY YOUR
OUTSTANDING DUES**

