

**AAMIR ANSARI, [ACA, Financial Advisor]**

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**Executive Profile**

Senior Finance leader, associate member of ICAP and IFM of Pakistan, having post qualification experience of 10 years with over all 20 years' experience with leading organization in Pakistan including Manufacturing and Trading and Marine Group of companies and Ernst and Young. Managed teams and have a good understanding of multicultural and diverse teams with experience of Middle East.

Hands on experience of merger and acquisition and ERP implementation.

**Signature Talents**

Financial Reporting	Process Improvement	Project Management
Financial Modelling	Data Analysis	Budget development
Strategic Financial Planning & Analysis	KPIs & Metrics	Contract Negotiation
Financial Controls	Risk Management	Change Management

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**Career History****E & Y**

Working in Ernst and Young provided me the opportunity for gaining local as well as international experience. I have worked overall from 2002 to 2012 which includes 4 years Article ship (training required by ICAP) thereafter I have worked in audit and tax department of E&Y. during the tenure I was deputed in MNCs for accounting and tax assignments I was involved in foreign reporting pack and coordination with global teams of EY and clients. I was also deputed abroad for Global clients of E&Y such in EY Dubai, Abu Dhabi, Dammam, Al Khobar etc.

**Marine Group**

I got the chance of working with Managing director and Board which partly in Pakistan and partly in UK, I managed quarterly reporting pack for local as well as abroad and also provided information and explanation on need. I was also part of project investment appraisal committee member; reporting includes to Group Deputy Managing Director and assisting Group Chief Investment Officer in investment appraisal for future group project.

I have also worked as a company secretary in Pakistan Intermodal Limited and Marine International Container Terminal (Pvt.) Limited.

**Core Competencies**

- Financial management & reporting
- International Financial Reporting
- Corporate law & secretarial practices
- Business process reengineering & Internal controls
- Regulatory Compliance
- Commercial, Microfinance & Islamic Banking
- Team building & leadership skills

**Professional Achievements & Contribution**

- *Awarded exceptional performance for best department head for 2015-16*
- *Successful implementation of procurement policy*

- *Successful implementation of Odoo (ERP) version 14*
- *Prepared business feasibility for projects and implemented*

**Chief Financial Officer:**

**Present**

### **Background**

FAV Group has established manufacturing concerns which deals in large number various industrial products.

### **- FAV Group of Companies.**

- Reporting to CEO and Board.
- Validates financial impact of business decisions including, accounting and cash flow impact, credit worthiness of customers, profitability, financial risk and tax exposure.
- Financial management & budgeting, Cash flow analysis & forecasting, Risk Assessment & Mitigation, review cost and variance analysis
- Monitoring legal affairs & practices

**Chief Financial Officer:**

### **Marine Group of Companies**

**Marine Group** is one of the largest and oldest shipping Group of companies in Pakistan, involved in the business of Port Operations, Terminal Handling, stevedoring, agency services to shipping agents, freight forwarding, logistics, warehousing and distributions. I have held various positions within the group. Remained involved in process reengineering with Group CFO for various group companies

**- Pakistan Intermodal Limited**

**2019 - To May 2022**

**- Marine International Container Terminal (Pvt.) Limited**

- Currently reporting to CEO and Group Managing Director.
- Worked in PPP project of Pakistan railways
- Worked in development of Ethanol export infrastructure
- Sharing and working with Chief Operating Officer in day to day activities.
- Leads the Finance team of 15 people covering business partnering, commercial finance, control, compliance and reporting functions of Rail road transport project between Marine group & PRFTC (Pakistan Railway freight transport company)
- Ensures the establishment of control framework according to requirements and report control deficiencies
- Validates financial impact of business decisions including, accounting impact, cash flow impact, credit worthiness of customers, profitability, financial risk and tax exposure
- Increased company revenue through business reengineering process and spearheading a lean management system across the business
- Worked closely with cross-functional teams to reverse a downward trend in past-due account collections with better automated outreach
- Prepared and presented financial model of Public private partnership project- Rail freight transport service for reporting to Board and successfully delivered & discussed with International Finance Corporation (IFC) and Local banks for project finance agreements
- Ensure financial and management reporting timelines
- Implemented ERP and doing Liaison between IT and Management for better reporting.

**Financial controller - project investment appraisal committee member April 2016 to September 2019**

Reporting to Group Deputy Managing Director and assisting Group Chief Investment Officer in investment appraisal for future group project.

**Achievements:**

- Assessed projects from financial management and risks aspects and provided feedback to Board for financial decision and Prepared financial model, budgets and forecasts
- Liaised with Due Diligence expert in acquisition activities of Group
- Provided feedback to Board for closure of sick units of Group
- Ensured that the control framework captures and provides adequate mitigation of financial risks
- Planned financial, regulatory, compliance and operational reviews for the entire company
- Participated in Due Diligence Exercise of Acquisitions
- Performed post acquisition financial integration
- Review Revex & Capex budgets for the Business Units
- Perform and track budget actual versus estimated cost
- Analyze, explain and anticipate the variances in projects to the project Leader

**Manager Finance and Company Secretary - Marine Group of Companies (June 22, 2012 to April 2016)**

- **Pakistan Intermodal Limited**
- **Marine Logistics (Pvt.) Limited**
- **Interactive Cell (Pvt.) Limited**

**Responsible for;**

- Analyzed objectively financial statements for senior management
- Performed capital appraisals for potential upcoming projects
- Reporting of key financial and operational information including monthly management accounts and projected accounts to Directors
- Managing capital expenditure budgets review and approval processes
- Dealing with financial institutions on new projects for project financings
- Coordinated with International Finance Corporation (IFC) and local banks for completion of due diligence on project finance and developed project cost
- Participated in procurement team for commercial and financial review and attended meetings with manufacturer

**Ernst and Young - Tax department****December 2010 to 21 June 2012***Supervisor Tax - Reported to senior manager and partner;*

*Managing tax affairs of corporate clients of Ernst & Young which mainly includes Corporate income tax planning, income tax advisory to clients for their proposed investments in projects and tax due diligence performed on local and international clients*

**Ernst and Young - Audit****Karachi****Audit client  
International****May 2003 to Feb, 2010**

*Worked with **Ernst and Young (E&Y)** - Al-Khobar and Ernst & Young ABU DHABI, Saudi Arabia on secondment for three and four months respectively.*

**Local**

*Completed mandatory training program with **Ernst and Young (Big 4)** - Pakistan, Ford Rhodes Sidat Hyder & Co (FRSH)*

Being the member of the E&Y audit team, most of the experience was gained in various Services, major clients audited as Audit Supervisor includes,

<p><b>Financial Institutions / Banks</b></p> <ul style="list-style-type: none"> <li>• Emirates Global Islamic Bank Limited - COSO implementation assignment</li> <li>• Dubai Islamic Bank (AM)</li> <li>• Bank Islami Pakistan Limited (AM)</li> <li>• First Habib Bank Modaraba (Supervisor)</li> <li>• UTP Islamic Fund – ABAMCO</li> </ul>	<p><b>Oil and Gas</b></p> <ul style="list-style-type: none"> <li>• Pakistan Petroleum Limited</li> <li>• Pakistan State Oil Limited</li> </ul> <p><b>Others</b></p> <ul style="list-style-type: none"> <li>• Pak Qatar Family and General Takaful (Supervisor)</li> <li>• Pak Kuwait Takaful Company Limited</li> <li>• International Chemicals (Private) Limited.</li> <li>• Baluchistan Wheels Limited</li> <li>• Clover Pakistan Limited</li> <li>• Peoples Steel Mill Limited</li> </ul>
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### **Responsibilities**

The responsibilities being a team leader on the assignments included:

Overall planning of audits, **Finalization of financials, understating of ALCO, treasury function and regulatory compliance of Banks** and initial meetings with clients to understand the expectations and designing audit strategies after assessing the audit risk associated with the client

Evaluation of team members and Planning for various jobs keeping in view job requirements and staff capabilities

Conduct of information system overviews and evaluation of the complexity of information system audit risk and evaluation of information system controls

Review/Performance of audit work in light of technical standards, generally accepted accounting practices, accounting and auditing standards, Companies Ordinance, 1984, Income Tax Ordinance, 2001 and other relevant rules and regulations

Monitoring/Preparing of all deliverables to the client that including financial statements, management letters (highlighting control weaknesses and recommendations), SWOT analysis and other deliverables.

Training and supervising audit staff and evaluating their overall efficiency and performance on a continuous basis

### **Qualifications**

- **Professional Qualification:** Chartered Accountant - ICAP (Qualified in 2012)
- **Academic Qualifications:** Bachelors in Commerce - University of Karachi
- **Hafiz ul Quran**

### **Memberships**

- Associate Member of Institute of Chartered Accountant of Pakistan
- Member of Institute of Financial Market of Pakistan,