

Downward economic growth, political instability are major challenges in Pakistan - Zulfiqar Ali

Exclusive Interview of Head of Region South, MAN Energy Solutions Pakistan Pvt Ltd

■ By Mustafa Tahir

EU: What is the role of your company in the upkeep, maintenance and upgrading of the energy sector of Pakistan?

Zulfiqar Ali (ZA): Our Company MAN Energy Solutions formerly known as MAN Diesel & Turbo is a subsidiary of a multinational company based in Augsburg, Germany that produces diesel engines and turbo machinery for marine and stationary applications. The engines have power outputs ranging from 450kW to 87 MW. We have appx. 1000 MW installed based in Pakistan mainly HFO based IPPs. SEPCOL117 MW, HUBCO 225 MW, ATLAS POWER 225 MW just to name few. Our Plants have capacity to run 24/7 nonstop on full load and serving the energy sector in Pakistan since 1999.

We are proud partners to the power industry for decades. In today's changing energy landscape, reliability of supply and operational flexibility are both growing concerns for our customers. That is why we have transformed from diesel and Turbo Company to an energy solution company and we do offer Hybrid Energy Solutions to our customers.

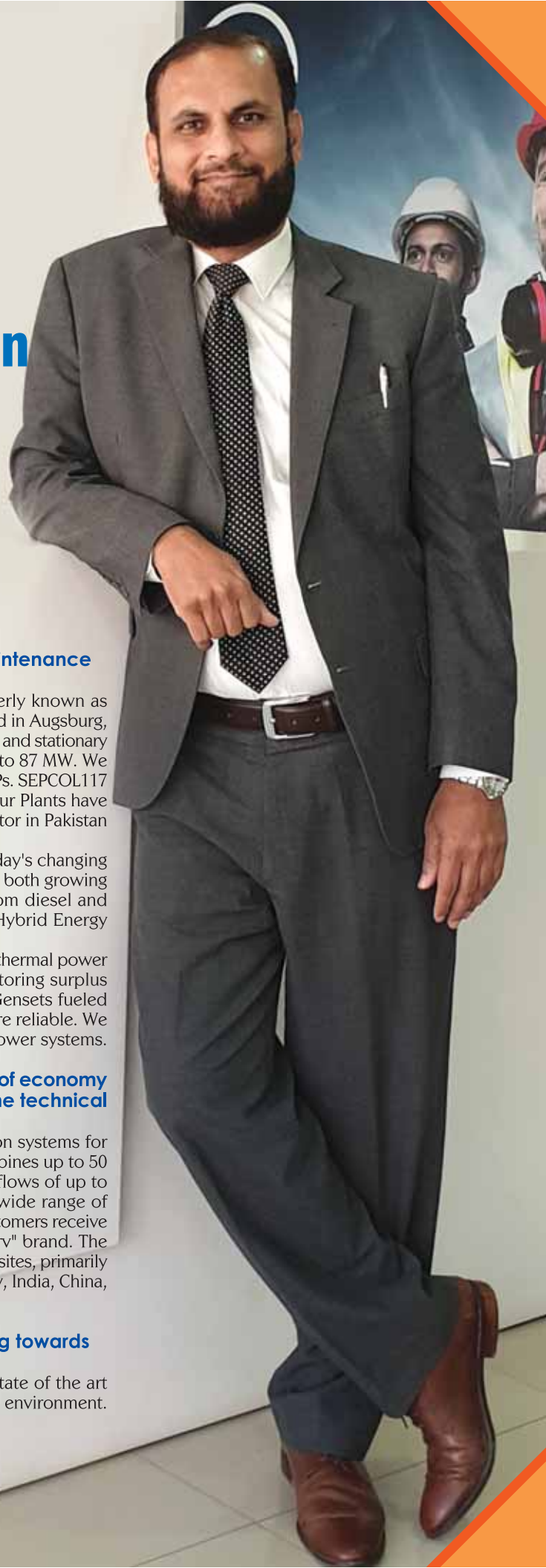
Our hybrid power solutions combine renewable energy sources, thermal power generation and energy storage systems in a hybrid power plant. Storing surplus energy and using instant power top-ups from engine and turbine Gensets fueled with gas/HFO or even bio-fuels can make wind and solar power more reliable. We can also add components to act as fuel savers and hybrid island power systems.

EU: Apart from the energy sector, what are the other areas of economy and industry where your company has been providing the technical support services?

ZA: We have a wide range of two stroke engines and propulsion systems for the marine industry. We offer turbo machinery products like gas turbines up to 50 MW, steam turbines up to 150 MW and compressors with volume flows of up to 1.5 million m³/h and pressures of up to 1,000 bar. We also offer wide range of trucks and buses and proud to be one of the market leaders. Our customers receive worldwide after-sales services marketed under the "MAN PrimeServ" brand. The company employs around 14,413 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, Italy, India, China, United States, Middle East, Africa and Far East.

EU: In what manner your company has been contributing towards the cause of improvement of environment in Pakistan?

ZA: All IPPs in Pakistan installed by MAN are equipped with state of the art emission control systems that control NOx and SOx thus saving the environment.



All our trucks and buses are Euro 2 & Euro 3 compliant. Despite the world's intention to move towards a carbon-neutral future, global fossil fuel demand continues to grow. The oil and gas industry is being challenged to meet the increased need for energy while simultaneously reducing overall emissions. Such scenarios call for practicable and convincing solutions to support the transition towards a low-carbon world.

Official estimates count around 150 billion cubic meters of natural gas being flared each year, which corresponds to 350 million tons of carbon dioxide released into the atmosphere. Above ground, MAN Energy Solutions is supporting the oil and gas industry in its efforts to endorse the World Bank's "Zero Routine Flaring by 2030". This is only one of several global incentives to curb flare gas carbon emissions, illustrating how seriously the issue is being taken.

EU: What are the plans of your company to expand its business and operations in Pakistan?

ZA: We started in 2008 from Lahore and extended our offices to Karachi and Islamabad. We have covered long way in last 12 Years and feel proud to be the only MAN PrimeServ hub in the world that represents all MAN Products under

single roof. We have expansion plans in the pipeline but these are on hold due to current COVID-19. We hope we will expand further once we come out of this situation.

EU: In your own viewpoint, what are the major issues hampering the advancement and growth of the energy sector in Pakistan?

ZA: Currently in Pakistan major challenges in power sector growth in: Energy, downward economic growth and political instability, devaluation of local currency, cost of energy and subsidized tariff for zero rated industry, privatization/efficiency of captive plant, demand for energy, rural electrification/independent power producers, dependability on import fossil fuel like HFO, RLNG.

EU: What should be the best way for Pakistan to achieve self-reliance and self-sufficiency in the energy sector?

ZA: We need quick implementation of Alternate & Renewable Energy Policy. The good thing is that the GOP's strategic objectives of energy security, affordability of electricity, availability for all, environmental protection, sustainable development, social equity and mitigation of Climate Changes are further harnessed

under the ARE Policy 2019, developed by the Ministry of Energy (Power Division) in consultation with key stakeholders. ARE Policy 2019 aims to create a conducive environment for the sustainable growth of ARE Sector in Pakistan with following targets, 20% of its generation capacity as ARE technologies by 2025, 30% by 2030, the policy shall also cover projects of retrofitting of existing solar and wind projects to convert them into hybrid units. To meet this objective Government must take several steps, dependency on local fossil fuels: indigenous local coal by private partnership of Sindh Government with Engro, use HFO of local refineries by banning their exports, nuclear power growth, hydel power because Pakistan is very rich in rivers and natural land scope and lot of potential of dams and ongoing river electric project.

EU: Are there any plans of your company to fulfil its CSR related obligations in Pakistan?

ZA: We as a company in transition from fossils to green energy for sustainable and eco-friendly system. Our aim is to reduce carbon content and generate maximum from renewable energy and regeneration projects in coming years within Pakistan. ■



Shenzhen MORC Controls Co., Ltd is a high-tech auto-control valve accessories manufacturer based the integration of research and development, production, engineering support and sales, which is the Representative Office of Canada MORC Controls Ltd. in China. The products range are as follows: valve poisoner, solenoid valve, limit switch, air filter regulator, pneumatic actuator, electric actuator, electro-hydraulic actuators and other valve accessories. The products have been widely used in petroleum, chemicals, electric power, metallurgy, steel, water treatment, bio-pharmaceutical, paper making, foodstuff, military and other fields.



Solenoid Valve



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