



MBA INTERNSHIP REPORT ON

SMEC International Pty Ltd.

INTERNSHIP TOPIC

Analysis of Business Development Services by SMEC International Pty Ltd.

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PLAGIARISM DECLARATION

1. I know that plagiarism means taking and using the ideas, writings, works or inventions of another as if they were one's own. I know that plagiarism not only includes verbatim copying, but also the extensive use of another person's ideas without proper acknowledgement (which includes the proper use of quotation marks). I know that plagiarism covers this sort of use of material found in textual sources and from the Internet.
2. I acknowledge and understand that plagiarism is wrong.
3. I understand that my research must be accurately referenced.
4. This assignment is my own work, or my group's own unique group assignment. I acknowledge that copying someone else's assignment, or part of it, is wrong, and that submitting identical work to others constitutes a form of plagiarism.
5. I have not allowed, nor will I in the future allow, anyone to copy my work with the intention of passing it off as their own work

Name: Syed Ishraq Hossain
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Letter of Transmittal

13 December 2018

Mr. Mahmudul Haq
Associate Professor
BRAC Business School
BRAC University

Subject: Submission of Internship Report.

Dear Sir,

With humble honor and respect, it is a great pleasure to submit the internship report on 'Analysis of Business Development Services by SMEC International Pty Ltd.' with special reference to SMEC International Pty Ltd. known as **SMEC**

As an integral part of academic program in completion of MBA, it has been joyful and enlightening experience for me to work in **SMEC** and prepare this internship report. Obviously, this has been a great source of learning for me to conduct this type of studies in future.

In completion of the report I have put my best effort to prepare a complete internship report.

Therefore, it is a humble request to you to accept the report for your judicious evaluation.

Regards

.....
Syed Ishraq Hossain
16364006
MBA

Acknowledgements

At First, I would like to thank **The Almighty Allah** for giving me mental strength to complete my internship. I am glad to complete the report successfully. “**BRAC University**” and “**SMEC International Pty Ltd.**”- Both provided enormous support and guidance for my Internship program.

It was a great experience while going through the intern period and preparation of this report. I am very much grateful to my Internship Supervisor, **Mr. Mahmudul Haq** for his guidance and support during the preparation of the report.

This was really a good way of learning and I really appreciate here for giving me the proper line of directions.

I would like to thank specially for giving a wonderful opportunity to make my report.

- Mr. Ridwan Deep – Manager-Business Development, SMEC
- Mr. Daniel Rabbani – Compliance Manager-Business Development, SMEC
- Ms. Shamima Akter – Assistant Manager-Business Development, SMEC

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Chapter 01

a) Introduction:

Bangladesh is a developing country. Its vision is to convert from developing country to a develop country within a few years. Government of Bangladesh has taken different projects for this regard. In order to implement these projects properly Government need consultants in different sectors. Consultancy service in Bangladesh is very important for this purpose. Consultants provide Technical and Financial experts for different projects in order to assist the Government.

b) Objective of the Report:

- Main objective and purpose of the report is to prepared as a requirement for the completion of MBA program of BRAC University
- To know about consultancy business in Bangladesh
- At the same time the report is prepared to have the total overview regarding consultancy service that is provide by SMEC
- Objective of this report is to provide proper information regarding SMEC and its services
- Analysis of consultancy business
- Market analysis of different consulting firms which are providing consultancy services in different sectors.
- Marketing objective of consultancy service
- Future of consultancy service in Bangladesh

c) Scope of the Report:

- The scope of this report is consisting of my observation and experience acquired in SMEC
- This report focuses on the Business Development of the consultancy service in Bangladesh

d) Methodology:

This report is prepared based on the collection of data from different sectors of construction works. The report contains all the information of consulting firms and the operations which are currently operating by SMEC International Pty Ltd. Also, this report contains different Data which is collected from different newspapers. In order to prepare this report, a systematic procedure had to follow from topic selection to final report. To conduct the study, sources of data had to discover, collect, filter, classify, analyze and present in a specific systematic manner. All the data is collected from primary as well as secondary sources. But it has to admit that the main source of my report was secondary sources. Face to face conversation with officers and staff as well as other clients was the primary source of data.

e) Comments:

Even though a great effort is given to prepare this report, it might have some limitation. Because providing all information is not possible because of the confidentiality. To be honest, updated information is not available enough on different Government websites. There remains a short time to consult to the officer to gain information. Another obvious limitation is that, some officer was not willing enough to disclose any data and information. Instead of these limitations the report has been prepared with great effort.

Chapter 02

Overview of Consultancy Business and Economic Condition of Bangladesh

Bangladesh will soon be a developing country after qualifying for LDC graduation and that comes with numerous challenges. Kissinger's so-called basket case has risen to the occasion by being a model to be followed across the world when it comes to poverty alleviation and economic growth. Bangladesh has



earned commendable reputation for achieving remarkable success in reducing poverty in multiple dimensions. However, it's too soon to be complacent, as this is a crucial time.

When we compare the size of the economy to the export value of a country it shows the export dependency of that particular country. In 2017 Bangladesh exported \$34.02 billion which was about 13.5% of its GDP. While the Bangladesh economy along with the exports is growing rapidly, it still has the lowest export value among its peers. Vietnam, the only country with a lower GDP than us, has an export value of \$214.02 billion which is 96.8% of their economy. Yes, Vietnam exports far more than us but the ratio isn't necessarily desirable. The entire economy of the country is dependent on export. If anything happens to the current world trade order (such as America currently imposing tariffs on trading partners under America first policy) then Vietnam's entire economy might collapse. India is leading in both the size of GDP and export value and has been doing a spectacular job in balancing both.

"The World in 2050", a report published by PricewaterhouseCoopers (PwC), projects that in terms of growth, Bangladesh could be one of the fastest growing economies over the period to 2030, averaging a growth of around 5% a year. Bangladesh will be the 23rd largest economy of the world by 2050. The expectations as you can see are phenomenal.

Chapter 03

Overview of Government Projects in Different Sectors

Recently, two facts drew our attention in the context of our overall national economic development—the first one is that our growth rate is now well over 7 percent and is one of the highest in the world at present. The second one is that Bangladesh has fulfilled all the conditions to come out of LDC status. And these developments are happening even without the contribution of the so-called mega projects. Mega project has been a much-hyped phrase for the last few years. This is so because the people of Bangladesh are seeing the present government undertaking different development projects that cost large amounts of money. A few examples of such projects are The Padma Multipurpose Bridge (Tk 30,000 cr.), Roppur Nuclear Power Plant (Tk 101,000 cr.), Karnaphuli Tunnel (Tk 5600 cr.), Matarbari Power Plant (Tk 50,000 cr.), Rampal Power Station (Tk 16,000 cr.), Payra Power Plant (Tk 16,000 cr.), Dhaka Metro Rail Project (Tk 22,000 cr.), Payra Deep Sea Port (Tk 160,000 cr.) etc. Another notable project is the Bangabandhu Satellite-1 (Tk 2000 cr.). It may be observed that most of the projects mentioned above fall into either the development of the energy sector or the transportation sector. Of these, only the Padma Bridge is being fully funded by the Bangladesh Government. For all of the remaining projects, the government is relying mostly on foreign aid or loan. Japan, Russia, China and India are the primary sources of funds for the projects. Here, I would like to briefly discuss a few issues, not as a technical person but as a general citizen.

While the present government has been bold to undertake these mega projects, the way these are being implemented and its future consequences need further thinking. In a democratic environment, people's opinion and participation in the development activities is essential right from the beginning. Conducting a public hearing before undertaking a project is practiced in developed countries to get a first-hand idea of the public feeling about a project. The foundation for a successful project starts much before the project commences. Such public meetings bring diverse groups of stakeholders together for a specific purpose. Public meetings are established ways for people to come together to express their opinions, hear a public speaker or proposed plan, engage in shared learning about a topic, or work together to develop solutions. Such meetings help develop a kind of ownership among the people

and reduce the gap between the masses and the government and bring the leadership closer to the people.



However, it is unfortunate to see that no such public hearing has been conducted for the mega projects mentioned above.

In most cases, the necessity of these mega projects for the future development of Bangladesh is undeniable. However, there may be a few cases where there would be better alternatives. A probable example of such a case is the Bangabandhu Satellite project. Satellites are good for broadcasting over a geographically large area. Launching a satellite for purely broadcasting purposes may not be justified for a geographically small country like Bangladesh. And certainly, we are not going to use it to spy over other countries through our military intelligence system. Satellite communication is costlier than the alternatives which we are currently using. Our telecommunication requirements are more than adequately served by the submarine cable networks and the countrywide fiber-optic cable networks. We are even selling bandwidth to other neighboring countries too. And there are plenty of commercial satellites around us leasing out transponders to serve our broadcasting needs at a much cheaper rate. Under such circumstances the justification of launching the satellite is hardly meaningful except for the purpose of national pride.

Slower than expected rate of implementation is a concern for the ongoing projects. The expected benefits are significantly affected by delays. When the idea of constructing the Padma Bridge was floated by the present government, it was forecast that this bridge alone would increase the GDP growth by an astonishing 1.2 percent while the project cost was estimated at less than Tk 10,000 cr. Unfortunately, with time, the cost has increased at least threefold and implementation is delayed by a few years. Sometimes, there are specific reasons behind such delays. The World Bank's baseless decision not to fund the Padma Bridge delayed the project significantly. The Holey Artisan incident of July 2016 caused Japan funded projects like the Matarbari Power Plant and the Dhaka Metro Rail Project to

be delayed by several months. While there are a few such specific and unfortunate causes, in cases of other projects, the delay is difficult to justify. For example, the Tk 2200 cr. Dhaka-Chittagong Four Laning project started in 2006 and was supposed to be completed in 2012. However, it is not yet complete even after eleven years and the cost has now increased to Tk 3820 cr. which is almost twofold. Other mega projects in the works, such as the Rooppur Nuclear Power Plant, are also probably awaiting a similar fate. Our inefficiency in planning well ahead and lack of experience in dealing with such large-scale projects combined with lack of transparency and bowing to political pressure in selecting the implementing agency are some of the primary reasons behind such delays.

Mega construction projects provide an excellent opportunity for training manpower through technology transfer. This is an important aspect for a long-term sustainable development. While most of the current mega projects are being constructed by foreign firms and by their technology, we must educate ourselves along-with to become self-reliant in future. Although all the mega projects have some sort of arrangement for facilitating the knowledge transfer process, we're lagging behind due to incompetency of the appointed persons and lack of professionalism. Almost in all cases, the appointed persons from our side do not have enough academic competency or experience to understand the advanced technology being followed in the mega projects. The attitude towards these appointments is also problematic. It has been observed that the learnings from such projects are not considered as professional experience in many government offices. As a result, the involved person unduly lags behind his/her peers at the time of promotion. For these reasons, no effective transfer of technology has been occurred though many mega projects are being constructed. A specific example is the incapability of Roads and Highways Department to design and construct box girder bridges having spans over 100m like the Meghna or the Bangabandhu Bridge though many such bridges have been constructed in our country by foreign contractors since independence. Their capability is limited to designing and constructing simple pre-stressed girder bridges having spans not over 50m. In order to make a meaningful transfer of knowledge and technology in the mega projects, a team of local scientists, engineers and other representatives should be formed for each project. Such a team shall comprise university faculties, engineers from relevant government bodies etc. as well as other local organizations. Members of the team should be selected in such a manner that they have adequate academic competency and experience to receive a new and advanced technology and at the same time young enough to serve the country for many years to come.

There should also be some sort of professional incentive to such people once their participation in the technology transfer program is completed.

Most of the projects are funded through loan aids from other countries. Among the lending countries, China is a major contributor. During the visit of the Chinese premier Xi Jinping in October 2016 Bangladesh signed USD 25 billion (Tk 2,00,000 cr.) loan deals with



China for nearly two and a half dozen projects. When agreements are signed between two heads of states, the loans are traditionally treated as soft loans. A few months later, in June 2017, China proposed that a part of the loan be converted to commercial loan. However, China later showed signs of softening its stance in the face of opposition from Bangladesh. In this context, we must take into cognizance the situation of Sri Lanka. Sri Lanka borrowed loans from China to build domestic infrastructure. According to the published news, for the Hambantota Port project, Sri Lanka borrowed USD 301 million from China with an interest rate of 6.3 percent, while the interest rates on soft loans from the World Bank and the Asian Development Bank are only 0.25–3 percent. Sri Lanka is currently unable to pay off its debt to China because of its slow economic growth. This has put the country into a crisis which is the experts termed as Chinese Debt Trap. The Sri Lankan government has agreed to convert its debt into equity to resolve the issue. But the recent Sri Lankan decision allowing Chinese firms 80 per cent of the total share and a 99-year lease of Hambantota port caused public outrage and violent protests in Sri Lanka. In addition, Chinese firms have been given operating and managing control of Mattala Airport, built by Chinese loans, because the Sri Lankan government is unable to bear the annual expenses of maintaining the airport. Having access to the Hambantota port and Mattala airport provides Beijing with a strategic military position in the event of an Indian Ocean conflict. The growing Chinese influence may also compel Sri Lanka to support China's position on the South China Sea dispute and "One China" policy. Pakistan is also probably heading for a similar situation with its China-

Pakistan Economic Corridor (CPEC) project. Questions are being raised in Pakistan about where the resources will come from to repay the over USD 50 billion debt that will accrue from CPEC projects, where local participation is minimal. Moreover, Pakistan will soon be unable to credibly claim that it exercises its sovereignty in places like the Gwadar port, which is all set to become a Chinese-run military base, close to the strategic Straits of Hormuz. In dealing with foreign loans, Bangladesh government must take into account these scenarios.

Mega project activities in Bangladesh for the last few years reveal that while we may have short term development plans, we probably lack a long term one to follow. For sustainable economic development long term planning is essential. It appears that Bangladesh has fell into the idea of economic plans that focus on year to year goals setting or in other words macro-economic stabilization and has failed to link policies with long term plans. While the necessity of most of the mega projects may be justified from our national interest, it appears that many of the projects are undertaken on somewhat ad hoc basis rather than a part of a long-term development plan. It is also important to note that short-term planning in developing economies like that of Bangladesh is indirectly in the favor of developed economies elsewhere e.g. Japan, USA etc. Import of goods and technology strengthens the industry in developed countries as most of the developed countries are industrial based and one step ahead in technological advancement. In this way, developed countries find this favorable when developing economies like Bangladesh make short-term planning and become a customer of their technological products. In order to make optimal use of local resources as well as to make best use of foreign loans, there must be a long-term planning for the continued development of our country. We must have a vision of our future and plan accordingly. Most importantly, there must be a general consensus regarding such long-term plans. In order to have steady and sustainable development, policymakers must be in consensus about such plans regardless of their political ideology.

The government's main focus is on raising the electricity production to 24,000MW by 2021. As part of its Power System Master Plan (PSMP) 2016, the government is going to implement 10 mega projects of a capacity of about 15,000MW by 2030.

Director General of Power Cell, Mohammad Hossain said: "The government has already initiated a move to implement the plan as per its vision to raise electricity production to 40,000MW by 2030 and 60,000MW by 2041." "However, the government's main focus in the existing plan is on raising the electricity production to 24,000MW by 2021 when the country will be celebrating its Golden Jubilee of independence," said the Power Cell chief.

Of the 15,000MW of power, officials said, nine projects of Power, Energy and Mineral Resources Ministry will provide 11,000MW while 4,000MW will come from the nuclear power plant under the Ministry of Science and Technology.

They said implementation of three of nine mega projects under the ministry have already started.

On the other hand, the first phase of 2,400MW of the 4,000MW nuclear power has been initiated by the Ministry of Science and Technology.

According the officials, the other seven mega projects are now at different stages of implementation, but due to non-settlement of funds and other technical issues the physical work has been halted.

The balance 1600MW nuclear power has been targeted to be implemented by 2030 by the Ministry of Science and Technology.

THE 10 PROJECTS UNDER POWER, ENERGY AND MINERAL RESOURCES MINISTRY

- 1320MW Maitree Super Thermal Power Project taken by Bangladesh-India Joint Venture with a target to implement it by 2019 in Rampal.
- 1200MW Matarbari Coal-based Power Plant of Coal Power General Company Bangladesh Ltd (CPGCBL) in Cox's Bazar financed by Japan International Cooperation Agency with a targeted implementation time of 2021.
- 1320MW Payra Power Plant a joint venture of North-West Power Generation Company Ltd (NWPGL) of Bangladesh and Chinese power company CMC in Patuakhali.
- 1320MW Pekua power plant of Electrical Generation Company of Bangladesh-Mitsui joint venture with targeted implementation time 2023.
- Bangladesh Power Development Board's 1200MW Moheshkhali coal-fired power with an implementation target of 2024.
- 1320MW Moheshkhali coal-fired power plant with an implementation target of 2022.
- 1320MW Ashuganj power plant (2021)
- 1200MW coal-fired power plant of CPGCL-SEMBCROP (2023)
- LNG-based combined cycle power plant of Reliance Group of India (2023)

Chapter 4

SMEC Background

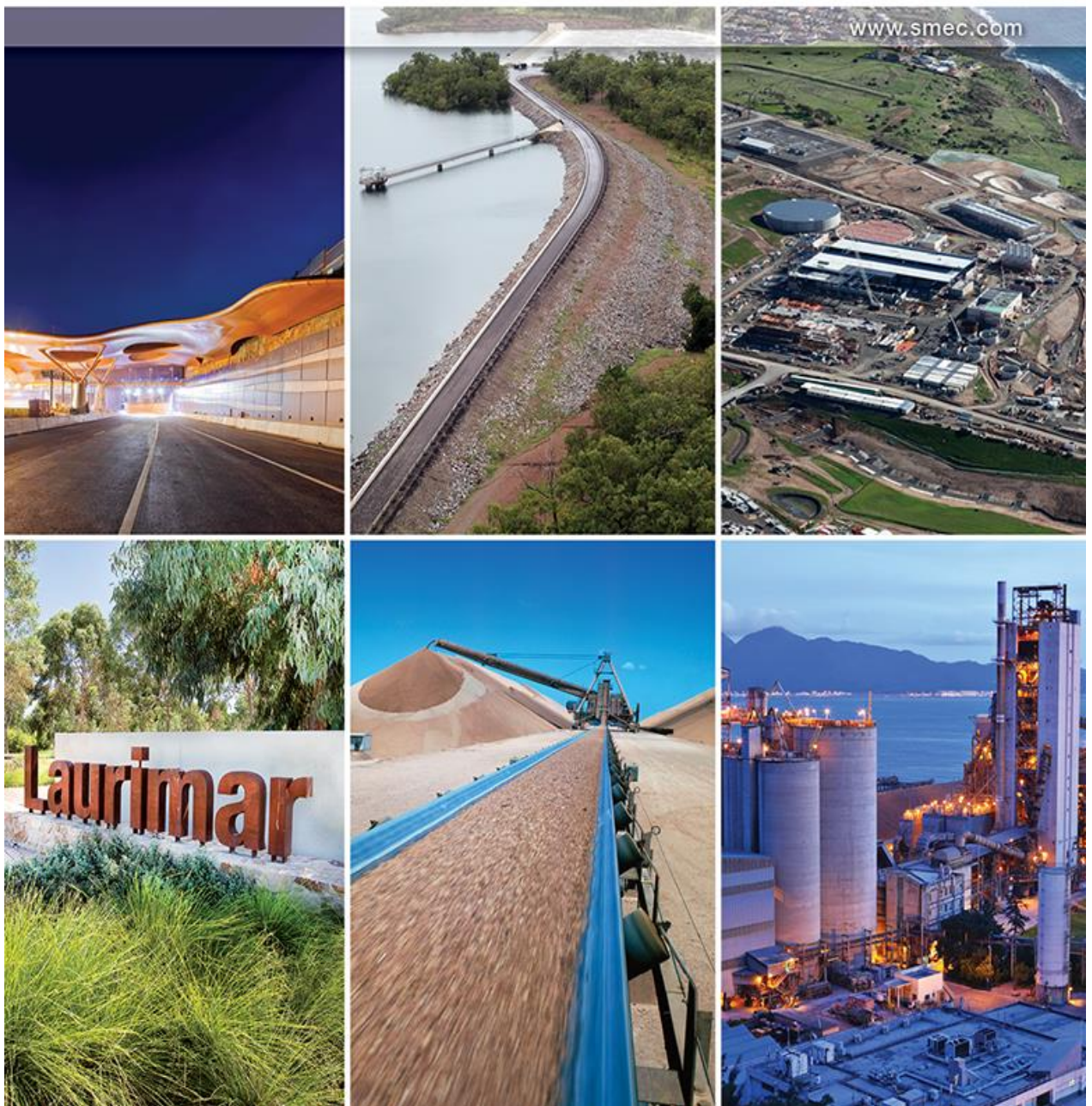
Company Profile

SMEC is a multidisciplinary consultancy firm with a global footprint, recognised around the world for providing fully integrated engineering solutions for physical and social infrastructure projects. SMEC provides consultancy services to a broad range of industry sectors including: Transport; Hydropower and Energy; Water and Environment; Urban and Social Development; Resources (Mining, Oil & Gas); and Industrial and Manufacturing.

SMEC differentiates its service offering through its Localisation Strategy and aligns this local knowledge with technical expertise to address the needs of its diverse client base. Our partnership with the Surbana Jurong Group provides a global talent pool of 13,500 people across a network of more than 120 offices in over 40 countries, SMEC has delivered thousands of projects in more than 100 countries throughout Australia and New Zealand, Africa, South Asia and the Middle East, Asia Pacific and North and South America.

SMEC works with clients to provide cost-effective, practical and sustainable project outcomes that deliver strong returns for shareholders while contributing to the economic and social development of nations. SMEC's client base is diverse and includes: local and multi-national contractors; government departments; statutory bodies; private sector organisations; utility providers; and International Financial Institutions (IFI) responsible for funding and coordinating major infrastructure projects.

A provider of high-quality technical services, SMEC provides clients with consulting services for the lifecycle of an infrastructure project; from feasibility studies and detailed design, through to contract management and construction supervision. SMEC's services include: prefeasibility and feasibility studies; field investigations, laboratory testing and computer modelling; preliminary



Through to detailed design (structural, civil, architectural, mechanical and electrical); tender, contract and document management; quality assurance and control; construction supervision; commissioning, operation and maintenance; training and project management; and whole-of-life asset management.

Company History

SMEC has operated for more than 40 years (in its current form), with the Company's origins dating back to the iconic Snowy Mountains Scheme in 1949. As Australia's largest infrastructure project, this scheme brought together over 100,000 people from 30 countries to construct 16 dams, seven power stations, one pumping station, 145 km of tunnels, 80 km of aqueducts and 2,000 km of roads.

The objective of the Snowy Mountains Scheme was to divert the rivers from south-east Australia to the west to provide water for irrigation and generate peak load electricity for New South Wales and Victoria. The project was financed by the Australian Government and an A\$100 million World

Bank loan. Managed by the Snowy Mountains Authority (SMA), this A\$820 million project became an iconic symbol of nation building in Australia.

In 1960, the Department of Foreign Affairs requested that SMA provide technical assistance for Australian Aid projects in Australia and overseas. In 1967, the Snowy Mountains Scheme was rated one of civil engineering's 'Wonders of the Modern World'. As the scheme neared completion, the Australian Government passed an Act of Parliament which recognised SMEC as an agency of the Commonwealth Government. SMEC was established on 24 June 1970. Four years later, in 1974, the Snowy Mountains Scheme was completed.

During the 1970s, SMEC opened a number of offices including: Canberra, Kuala Lumpur and Sydney in 1972, Dhaka in 1978 and Jakarta in 1979. SMEC also carried out international projects in new countries; Indonesia and Vietnam in 1970, Ghana and Uganda in 1976 and Bangladesh in 1977.

In the 1980s, SMEC entered new geographic regions, undertaking projects for the first time in China (1982), Ethiopia and Saudi Arabia (1985) and Egypt (1988). In 1989, SMEC became a

Commonwealth Government owned public company, under the national Companies Act. SMEC was now corporatized.

The same year, SMEC opened an office in Brisbane. During the 1990s, SMEC was sold to staff as part of a government asset sale in 1993. In 1997, the American Society of Civil Engineers recognised the Snowy Mountains Scheme with a plaque: 'International Historical Civil Engineering Landmark', joining the Panama Canal and the Eiffel Tower. Nine new offices were opened in the 1990s including: Delhi (1992), Hong Kong and Manila (1993), Lahore (1997) and Almaty (1999). SMEC commenced work on projects in a range of new countries for the first time including: East Timor and Kazakhstan (2000), Kosovo (2001), Chile (2003), Marshall Islands and Taiwan (2005), Greenland (2007) and Burkina Faso, Mali and Spain in 2009.

The new millennium witnessed the opening of a number of new offices including: Accra and Townsville (2000); Addis Ababa (2001); Dar es Salaam and Kuwait City (2002); Doha (2004); Traralgon (2007); Adelaide, Geelong, Gold Coast, Ho Chi Minh City and Nairobi (2008); Lilongwe (2010); Western Sydney and Auckland (2011); Perth (2012); Sierra Leone (2013); Grafton and Wollongong (2014); and Myanmar (2015).

SMEC's growth continued into the millennium with a number of acquisitions to complement SMEC's existing profile including: Brisbane City Enterprises (2005), EGC Pakistan (2007), Dare

Sutton Clark (2008), CEIS Pakistan (2009), Lean and Hayward (2011), GMC Global (2012) and Vela VKE (2012).

Through organic growth and acquisition, SMEC is well positioned for further growth and success in the coming years.

On July 2016, SMEC merged with Surbana Jurong Holdings (Australia) Pty Ltd. SMEC is now part of the Surbana Jurong Group of Companies based in Singapore. SMEC International Pty Ltd.'s Ultimate holding company Temasek Holdings (Private) Limited, Singapore which is beneficially held by the Government of Singapore.

Sectors

SMEC provides multidisciplinary consultancy services across six key industry sectors: Transport; Hydropower and Energy; Water and Environment; Urban and Social Development; Resources (Mining, Oil & Gas); and Industrial and Manufacturing.

Hydropower and Energy

SMEC's expertise in the hydropower and energy sector originated from the Snowy Mountains Hydroelectric Scheme in the early 1940s. SMEC has since developed extensive technical

capabilities in the fields of hydropower, renewable energy, dams, transmission and distribution, thermal and geothermal power, geotechnics, tunnels and infrastructure asset management. SMEC remains at the forefront of hydropower and energy innovations through widespread experience, ongoing research and development in association with power and water utilities and government authorities worldwide.

Transport

SMEC is an established leader in the transport sector, and has a long-standing reputation for technical excellence, innovation and sustainable engineering solutions. SMEC's multidisciplinary consultancy services extend throughout the entire transport sector, including: roads and highways

(both construction supervision and planning and design); bridges and structures; traffic and transport planning; rail infrastructure; ports and marine; airports; pavement management systems; tunnels; geotechnics; and asset management.

SMEC manages all forms of project delivery, from institutionally-funded projects and direct appointment by road and transport authorities, through to Design and Construct, Build-Own-Operate-Transfer and Alliance contracts. SMEC has been an international front-runner in the use

of advanced technology approaches to undertake transport design works, and has developed in-house tailored software systems for pavement, road, bridge, maintenance and asset management to improve client project outcomes and long-term return on investment.

Water and Environment

SMEC understands the importance of water resources and is committed to providing environmentally sustainable services that balance the short-term horizons of projects with the competing long-term demands of the community, the environment and economic viability. SMEC's capabilities encompass the full spectrum of water and environment projects, including: water resources; water supply, wastewater and stormwater management; dams, irrigation and river structures; hydrogeology and contamination; sustainability and land use; and coastal, waste and asset management.

Urban & Social Development

SMEC's integrated urban development services maximise the social, economic and environmental potential of each project, and include urban design, landscape architecture, surveying, urban planning and engineering, and project and asset management. SMEC works with a broad range of clients, from private developers through to local, state and federal government bodies, to deliver urban engineering solutions for: sports complexes; schools and universities; offices; housing and estates; industrial and mining infrastructure; places of worship; health, resort and tourism facilities; aviation; and defence works.

Resources

SMEC assists mining, oil and gas clients to improve efficiency and financial performance through innovative technical design and management support of sustainable resources infrastructure, including: power generation and energy supply; water and sewerage processing; telecommunications; mine site groundwork; road and rail transport; urban infrastructure; and tunnelling and geotechnics. SMEC tailors its engineering and design solutions to meet local conditions and has delivered resources projects in some of the world's harshest and most remote environments.

Industrial and Manufacturing

SMEC's Industrial and Manufacturing capabilities extend through all stages of a project, from initial concept, survey and evaluation through to delivery, management and certification. These capabilities span the full range of industrial and manufacturing projects, including: plastics and chemicals; food and beverage; pulp and paper; aerospace and defence; and asset management.

Through a strong global network, SMEC provides fully-integrated engineering services for the design, construction and commissioning of new facilities; the relocation, expansion and upgrade of existing plants; and the optimisation of operations and processes to improve performance, safety and sustainability. SMEC has a wealth of experience in design, engineering, master planning, site evaluation, quality control, supply chain management, procurement, asset management, operations streamlining, process evaluation and debottlenecking. SMEC works with clients to understand their business drivers, resources and processes in order to deliver the best possible outcomes for grassroots, expansion, relocation and modification projects.

Global Network

SMEC operates in diverse geographic regions implementing challenging projects in some of the world's most demanding operating environments. SMEC uses its global expertise to successfully deliver projects throughout Australia and New Zealand, Africa, South Asia and Middle East, Asia Pacific and North and South America.

Australia and New Zealand

SMEC has operated in Australia and New Zealand since 1949 (although not in its current form), with the Company's origins dating back to the landmark Snowy Mountains Hydroelectric Scheme. SMEC established its first permanent office in Australia in Cooma, New South Wales in 1970, and its first New Zealand office in Auckland in 2011. SMEC currently has 18 permanent offices located throughout Australia and New Zealand.

SMEC has assisted public and private sector clients on some of the largest infrastructure projects in Australia and has a long-standing reputation for technical excellence and sustainable project solutions. SMEC is an established leader in the Australian transport sector, has delivered some of

the country's largest, most complex and high-profile transport infrastructure projects, including the East Link Tollway in Victoria, the South West Rail Link in New South Wales and the Gateway Bridge Upgrade in Queensland.

SMEC has developed extensive technical capabilities in the fields of hydropower and energy and has worked on the Hume Dam and Crookwell Wind Farm in New South Wales, Cockburn Power Station in Western Australia and the Wyalong Dam in Queensland. SMEC remains at the forefront of advancements in the Australian water and environment sectors, and has provided multidisciplinary services on the Melbourne, Sydney and Adelaide desalination plants.

SMEC has a long-standing reputation for design quality, functional efficiency and ecological awareness, and has delivered some of Australia's most iconic urban development projects, including Caroline Springs in Victoria, Menangle Park in New South Wales, and Breezes Muirhead in the Northern Territory. In the resources sector, SMEC tailors its engineering and design solutions to meet local conditions and has delivered projects in some of Australia's harshest and most remote environments, including the Pilbara and Peel regions of Western Australia, the Hunter Valley in New South Wales and the Bowen Basin in Queensland.

Asia Pacific

SMEC has operated in Asia Pacific since 1962 and established its first office in the region in 1972 in Kuala Lumpur, Malaysia. SMEC's first project in the region was a prefeasibility study for the proposed Batang Ai Hydroelectric Project; the first hydroelectric project ever undertaken in Malaysia. SMEC currently has 10 offices located in Asia Pacific, and has delivered innovative, robust and on-schedule solutions for clients throughout more than 25 countries in the region.

SMEC has delivered multidisciplinary transport infrastructure projects in Asia Pacific for more than 50 years and has been involved in some of the region's most significant transport projects, including the North Luzon Expressway in the Philippines, the My Thuan Bridge in Vietnam and the Mass Transit Rail Corporation's South Island Line in Hong Kong.

SMEC provides cost-effective solutions that maximise productivity while balancing performance, safety, operability and output. SMEC has applied this approach to numerous landmark hydropower and energy developments throughout the region, including the Ulu Jelai Hydroelectric Project in Malaysia, the Lihir Geothermal Power Plant in Papua New Guinea and the Lungga Interim Power Gensets Project in the Solomon Islands. SMEC is also an established leader in the Asia Pacific water and environment sector, having worked on the Dili Urban Water Supply Project in East Timor and the National Soil and Water Conservation Project in China.

SMEC liaises closely with community-based organisations, government agencies and private development companies to deliver the best possible project outcomes and has provided integrated services on the Indonesia Infrastructure Initiative, the Health Sector Development Program in Lao PDR and the CII Office Tower in Vietnam. In the resources sector, SMEC assists mining, oil and

gas clients to improve efficiency and financial performance and has provided technical assistance on the Yandera Cu-Au-Mo Mine in Papua New Guinea, the Shenzhen Quarry in China and Silangan Metalliferous Mine in the Philippines.

South Asia and Middle East

SMEC has operated in South Asia since 1968, and opened the Company's first divisional office in Dhaka, Bangladesh in 1978. SMEC's experience in the Middle East dates back to 1995, with the first office opened in Dubai, United Arab Emirates in 1999. SMEC currently has 17 permanent offices located throughout South Asia and the Middle East.

SMEC has delivered multidisciplinary transport infrastructure projects throughout the region for more than 40 years, including the Dhaka-Chittagong Railway Development in Bangladesh and the King Abdul Aziz Motorway Maintenance Project in Kuwait.

SMEC offers specialist capabilities to cover the complete geotechnical, hydrological, civil, electrical and mechanical scope for the development of hydropower and energy infrastructure and associated networks and has applied this experience to the Haripur Power Plant Project in Bangladesh, the Kohala Hydropower Project in Pakistan and the Regional Power Interconnection Project in Tajikistan. SMEC is also well established in the water and environment sector and has been involved in the Uttar Pradesh Water Sector Restructuring Project in India and the Dukhan Fields Contaminated Soils Remediation in Qatar.

SMEC provides the integrated consulting services needed to plan, design, construct and manage urban development projects, and to develop, implement, administrate and evaluate social development projects, SMEC has utilised these services to help deliver the Qatar State Mosque, the Australian High Commission in Sri Lanka, and the Emergency Cyclone Recovery Project in Bangladesh. SMEC tailors its resources capabilities to local conditions and has worked on the Bibiyana Gas Field Development and Plant Expansion in Bangladesh, Khnaiguiyah Zinc Copper Project in Saudi Arabia and Mehar Condensate Transport Project in Pakistan.

Africa

SMEC commenced operations in Africa in 1974 and opened its first office in the region in 1996 in Maseru, Lesotho. A permanent divisional head office was opened in Dar es Salaam, Tanzania in 2001. SMEC's first project in Africa was hydrogeological studies for the Singida Region Water Supply and Groundwater Development in Tanzania. SMEC has since delivered integrated projects to a diverse range of clients in more than 25 countries throughout Africa.

SMEC has provided innovative and integrated design and engineering solutions for African transport infrastructure projects for more than 40 years and has delivered some of the continent's most significant infrastructure projects, including the Francistown to Matsiloje Road project in Botswana, the Dar es Salaam Bus Rapid Transport Infrastructure Project in Tanzania and the Ten-Year Rail Plan in South Africa.

North and South America

SMEC established its first office in North America in 2004 in Houston, Texas, and its first office in South America in Santiago, Chile in 2009. SMEC currently has six permanent offices located throughout North and South America.

Through a focused and dedicated Asset Management function (formally branded as GMC Global), SMEC provides the optimum balance between risk, performance and cost for asset management clients operating in the transport, hydropower and energy, water and environment, urban and social development, resources, and industrial and manufacturing sectors.

Office Locations

SMEC has over 120 offices located throughout: Australia, Asia Pacific, South Asia and the Middle East, Africa, and North and South America. SMEC's offices include:

Head Office

Level 5, 20 Berry Street

North Sydney NSW 2060

Australia and New Zealand

Canberra, Australian Capital Territory

Grafton, New South Wales

Newcastle, New South Wales

Sydney, New South Wales

Western Sydney, New South Wales

Wollongong, New South Wales

Auckland, New Zealand

Darwin, Northern Territory

Brisbane, Queensland

Gold Coast, Queensland

Sunshine Coast, Queensland

Townsville, Queensland

Geelong, Victoria

Melbourne, Victoria

Traralgon, Victoria

Adelaide, South Australia

Perth, Western Australia

Africa

Addis Ababa, Ethiopia

Accra, Ghana

Nairobi, Kenya

Lilongwe, Malawi

Maputo, Mozambique

Rabat, Morocco

Windhoek, Namibia

Abuja, Nigeria

Kigali, Rwanda

Freetown, Sierra Leone

Bloemfontein, South Africa

Cape Town, South Africa

Durban, South Africa

East London, South Africa

George, South Africa

Randburg, South Africa

Kimberley, South Africa

Polokwane, South Africa

Port Elizabeth, South Africa

Pretoria, South Africa

Rustenburg, South Africa

Mbabane, Swaziland

Dar es Salaam, Tanzania

Kampala, Uganda

Lusaka, Zambia

Asia Pacific

Kowloon, Hong Kong

Jakarta, Indonesia

Kuala Lumpur, Malaysia

Ulaanbaatar, Mongolia

Yangon, Myanmar

Port Moresby, Papua New Guinea

Manila, Philippines

Singapore, Singapore

Hanoi, Vietnam

Ho Chi Minh City, Vietnam

South Asia and Middle East

Kabul, Afghanistan

Dhaka, Bangladesh

Bangalore, India

Chennai, India

Guwahati, India

Hyderabad, India

Lucknow, India

New Delhi, India

Almaty, Kazakhstan

South Surra, Kuwait

Kathmandu, Nepal

Lahore, Pakistan

Islamabad, Pakistan

Doha, Qatar

Colombo, Sri Lanka

Abu Dhabi, United Arab Emirates

North and South America

Ontario, Canada

Antofagasta, Chile

Santiago, Chile

Calama, Chile

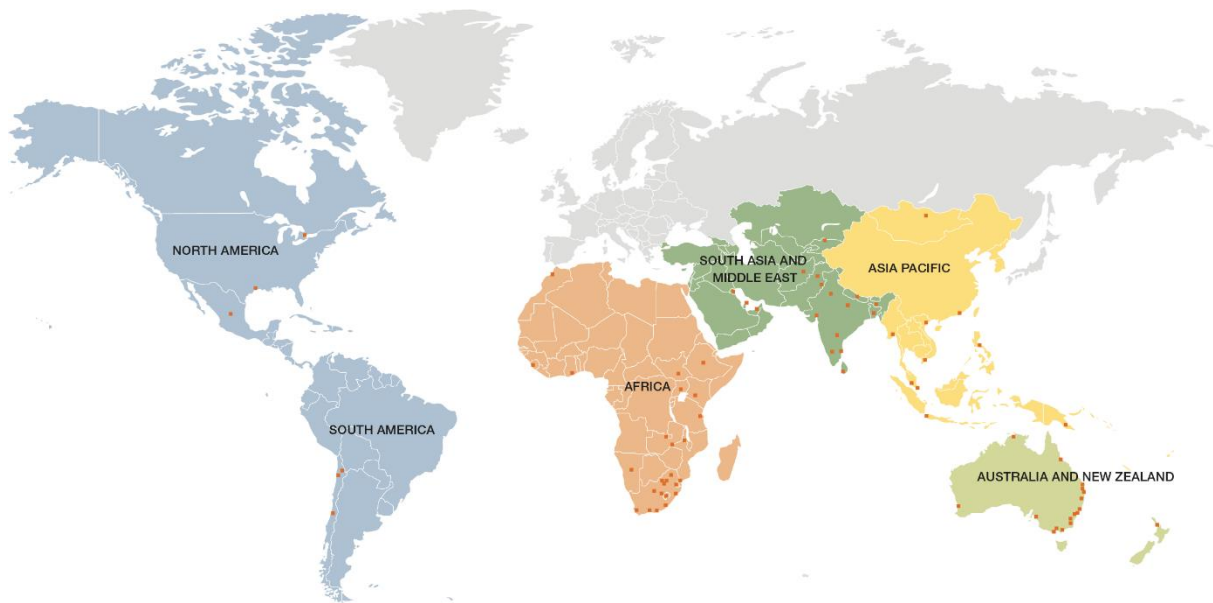
Santiago de Queretaro, Mexico

Houston, Texas

Organisational Structure

SMEC operates using a divisional-functional, cross-matrix structure. This structure consists of: Chief Executive Officer (CEO) reporting to a Board of Directors; one global functional division (Resources); four geographic divisions (Australia and New Zealand, Asia Pacific, South Asia and the Middle East, and Africa); and six industry sectors (Transport; Hydropower and Energy; Water and Environment; Urban and Social Development; Resources; and Industrial and Manufacturing).

SMEC's structure makes use of a number of subsidiary companies, which meet operational (predominantly regional and functional) business needs.



Human Rights

SMEC supports and respects the protection of internationally proclaimed human rights, and ensures the Company is not complicit in human rights abuses through a broad range of policies and frameworks. SMEC works closely with clients to ensure the rights and heritage of indigenous populations are protected. SMEC encourages active participation, skill development and long-term employment opportunities for indigenous people wherever possible.

SMEC's Child Protection Policy establishes a zero-tolerance policy in relation to child exploitation and abuse. SMEC complies with national employment legislation and is committed to the elimination of all forms of forced and child labour. SMEC's Code of Conduct ensures that ethical employment and labour practices are implemented across the Company. SMEC is committed to attracting the best talent and engages in recruitment and selection processes that are based on merit and free from bias.

Gender Diversity

SMEC is committed to promoting gender diversity, establishing an inclusive working environment and promoting engineering to women through active industry representation and participation. SMEC promotes a gender diverse workforce by: developing strategies to attract and retain female employees; measuring progress in gender diverse recruitment; encouraging the development of high-potential employees to establish a pipeline of female managers and leaders; and providing training to raise internal awareness of gender diversity and equal employment opportunity in the workplace.

Management Structure

SMEC is structured to meet the needs of clients and community through professional excellence and innovation. SMEC's management structure also supports the Company's regional and functional organisational matrix.

Board of Directors

SMEC's Board of Directors is responsible for formulating SMEC's strategic direction and maintaining good corporate governance. Acting on behalf of shareholders, the Board is accountable for SMEC's financial and operational performance. The Board has a written charter which outlines its responsibilities and governance framework.

SMEC's Board is currently composed of 6 Executive Directors and 3 Independent Non-Executive Directors. The composition of the Board is determined by Surbana Jurong Holdings Australia as the shareholder of the company. The Board has two permanent committees which provide direction on specific areas. Each committee has written terms of reference and is subject to annual review by the Board. These committees are: The Audit and Risk Committee and the Remuneration Committee and Nominations Committee.

The Board has two permanent committees which provide direction on specific areas. Each committee has written terms of reference and is subject to annual review by the Board. These committees are: The Audit and Risk Committee; and the Remuneration and Nominations Committee. The Executive Committee (EC) is not considered to be a Board committee. The EC consists of senior executives appointed by the CEO. The EC assists in the performance of the CEO's duties to the Board and in their role as an officer of the Company.

Executive Committee

Responsibility for the day-to-day management of SMEC is delegated by the Board to the Chief Executive Officer (CEO) and the Executive Committee. The Executive Committee monitors SMEC's operations and ensures that strategies and policies set by the Board are implemented.

Beneficial Ownership

SMEC International Pty Ltd is 100% directly owned by SMEC Holdings Ltd (SMEC). On 25 July 2016, SMEC merged with Surbana Jurong Holdings (Australia) Pty Ltd. SMEC is now part of the Surbana Jurong Group of Companies based in Singapore. SMEC International Pty Ltd.'s ultimate holding company Temasek Holdings (Private) Limited, Singapore which is beneficially held by the Government of Singapore.

Audit and Risk Committee

The Audit and Risk Committee assists the Board with financial reporting, managing SMEC's material risks and ensuring that financial information (provided to investors and the Board) is accurate and timely. The Audit and Risk Committee must have at least three members, consist only of Non-Executive Directors, have a majority of independent Directors, and have an independent Chair (who is not the Chair of the Board).

Remuneration and Nominations Committee

The Remuneration and Nominations Committee assists in establishing a Board with an effective composition, diversity and size to adequately perform its responsibilities. The Committee aims to ensure that SMEC secures, motivates and retains highly skilled and diverse senior executives and employees in order to guarantee SMEC's long-term success. The Remuneration and Nominations Committee must have at least three members, consist only of Non-Executive Directors, have a majority of independent Directors, and have an independent Chair

Executive Committee

The Executive Committee (EC) has primary authority for the management and monitoring of the Company's operations, and the implementation of the Company Strategy subject to policies and procedures approved by the Board of Directors. The EC is comprised of nine senior managers, all of whom have extensive experience in strategic and operational planning in the engineering industry. SMEC's CEO is the Chair of the Committee and is responsible for all matters not reserved for the Board or individual Directors (generally described as the day-to-day operations and management of the SMEC Group). The EC's terms of reference and authority are approved by the Board.

Quality Management

SMEC is committed to implementing quality management principles on all projects and has developed a Quality Management System (QMS) to comply with the requirements of ISO 9001:2008. SMEC's QMS provides systematic control of business activities to ensure that client expectations are being met and, if possible, exceeded. The QMS includes processes for planning, documenting, managing and controlling everyday business needs and activities, as well as review processes to monitor and measure performance and identify improvements.

SMEC's QMS covers all stages of the project lifecycle, from inception through to handover, and provides a formalised and structured approach to project quality management. The QMS ensures: development of project quality objectives incorporating client operability, maintainability and delivery requirements; quantification of project risks through assessment; implementation of design management and review processes to manage critical design quality aspects; communication of risks and responsibilities through planning workshops; and development of risk auditing regimes.

Risk Management

The Board of Directors is responsible for ensuring there are adequate organisational arrangements for designing, implementing, monitoring, reviewing and improving risk management throughout SMEC. SMEC is committed to maintaining an appropriate system of governance and risk management applicable to all of the Company's locations, business units and functional groups in order to: clarify the roles and responsibilities of management and Boards; identify, assess and manage significant risks and opportunities; maintain the integrity of SMEC's assets, people and reporting; and comply with legal obligations in all jurisdictions in which SMEC operates.

SMEC seeks to improve risk management through: appropriate charters for the Board and management groups (including their responsibilities to their various stakeholders); a Code of Conduct recognising SMEC's responsibilities to all stakeholders; promotion of workplace culture, practices and behaviours which value and reflect honesty, integrity and professionalism; the identification and management of risks, issues and opportunities at team, project, business unit, subsidiary and corporate levels; alignment of controls with the SMEC governance and risk management policy and framework; and the application of policies, controls, and review processes to all business units and subsidiaries.

Environmental Management

SMEC invests in sustainable business practices to achieve long-term prosperity and is committed to embedding a culture of sustainability and environmental awareness in all functional, operational and regional areas of the business. SMEC strives to undertake all project and office activities in an environmentally responsible manner, and to identify, manage and mitigate any risks that may impact negatively on the environment.

SMEC continues to improve its understanding of the sources, scope and extent of its resource use, and is committed to improving the energy efficiency of its offices and reducing the Greenhouse Gas (GHG) emissions generated by the Company's operations.

Since 1999, SMEC has operated under a companywide Environmental Management Policy and an Environmental Management System (EMS), formalising the Company's commitment to environmental responsibility. SMEC's EMS complies with the requirements of ISO 14001

(Environmental Management) and is designed to ensure the implementation of sustainable business systems, procedures and practices.

SMEC's EMS provides a systematic and methodical approach to planning, implementing and reviewing SMEC's environmental performance. The objective of the EMS is to avoid (or minimise) environmental impact, while contributing lasting environmental benefits to local communities in which SMEC operates. Effective implementation of the EMS has assisted SMEC in creating a company culture that is focused on incorporating sustainable practices into everyday business decisions.

Workplace Health and Safety

SMEC is committed to promoting and maintaining a culture and working environment in which risk to health and safety is unacceptable. To meet this commitment, SMEC (in so far as reasonably practicable) provides safe and healthy working conditions for all people associated with the Company, including employees, contractors, visitors and the general public.

In order to meet these responsibilities, SMEC: maintains a safe work environment (including work conditions, practices and procedures); ensures full compliance with all applicable statutory and licensing requirements; undertakes proactive reporting of near misses, hazards, drills and inspections to ensure that all incidents are accurately reported, recorded and lessons learnt are shared; involves all employees and management in health and safety management through consultation; develops safety awareness throughout the Company via formal and informal training; minimises or eliminates hazards within the workplace through risk identification, assessment, control and monitoring.

SMEC aims to develop a workplace that eliminates the risk of serious harm to any person affected by SMEC's business activities. To achieve this, SMEC has implemented policies, procedures, guidelines, work instructions and reporting tools to measure progress towards Zero Harm objectives.

SMEC's Zero Harm objectives are: zero incidents that cause a fatality; zero incidents that cause a permanent disability; zero incidents that cause permanent health issues; zero long-term psychological injury due to the work environment; zero long-term detrimental impact on the environment; and year-on-year reductions in workplace injuries.

Industry Awards

SMEC is consistently ranked among the world's top engineering firms, and highly successful on the awards front, winning a variety of awards in design, technical excellence, client focus and asset management.

SMEC maintained its position in Engineering News Record's (ENR) 2015 design lists, ranking number 51 in the 'Top 225 International Design Firms' list, and number 76 in the 'Top 150 Global Design Firms' list. SMEC secured strong rankings in ENR's Global Sourcebook (released in December 2014), including: a number three ranking in the Dams and Reservoirs sector; number 11 in the Highways sector; number 12 in Water Supply; and number 13 in Transmission Lines and Aqueducts.

Recent awards include:

Consult Australia Awards for Excellence

- Gold Award (Client Focus category): Mid-West Ports Authority Asset Condition Assessment
- High Commendation (Collaborations category): Gosford Passing Loops Project
- High Commendation (Client of the Year category): Brisbane City Council
- High Commendation (Future Leader category): Luke Menefy, Senior Engineer Materials Technology, Gold Coast, Australia
- High Commendation (Firm of the Year category)

Governor of Victoria Export Awards

- Minerals, Energy and Related Services Award

Australian Charity Awards

- Outstanding Achievement in Australian Charity Awards: The SMEC Foundation

Stormwater Industry Association of Queensland (SIAQ) Excellence Awards

- Excellence in Asset Management Award: Brisbane's Natural Waterways Asset Management Plan

Consulting Engineers South Africa (CESA)

- Aon Engineering Excellence Awards (under R50 Million category): The Isando Pedestrian Bridge 'The Walking Wonder' for SANRAL

Urban Development Institute of Australia (Victoria Division) Awards for Excellence

- Environmental Excellence Award: Caroline Springs

Memberships and Associations

SMEC keeps abreast of the latest technology and has access to the research resources of many engineering organisations through its membership or association with:

- Association of Consulting Engineers Malaysia
- Association of Consulting Surveyors (Victoria Division)
- Association of Land Development Engineers
- Australasian Corrosion Association
- Australian Chamber of Commerce in Hong Kong
- Australian Green Infrastructure Council

- Australian National Committee on Large Dams (ANCOLD)
- Australian Water Association
- British Chamber of Commerce in Hong Kong
- Board of Engineers Malaysia
- International Conference on Large High Voltage Electric Power Systems (CIGRE)
- Consult Australia
- Engineers Registration Board Tanzania
- International Road Federation
- Pakistan Engineering Council
- Property Council of Australia (South Australia Division)
- Property Council of Australia (Victoria Division)
- Roads Australia
- Urban Development Institute of Australia (Queensland Division)
- Urban Development Institute of Australia (Victoria Division)
- Waste Management Association of Australia
- Water Industry Alliance

Corporate Social Responsibility

In 2013, SMEC set a number of five-year objectives to help deliver on the commitments the Company has made in each of its three Corporate Social Responsibility (CSR) categories: People; Community; and Sustainability and Environment.

People

SMEC is committed to creating a rewarding, inclusive workplace for our people by encouraging personal development, recognising good performance, fostering equal opportunity and ensuring employee health, safety and wellbeing.

Five Year Objectives

- To provide and maintain a satisfying and rewarding work environment for all employees
- To achieve and maintain cultural and gender balance, and to increase awareness of the importance of diversity
- To provide employees with personal and career development opportunities and clear career paths
- To eliminate or manage hazards and practices that could cause accidents, injuries or illness

SMEC provides a workplace with targeted learning and development programs and an equitable reward and recognition framework. SMEC conducts annual Performance and Development Reviews through the in-house appraisal system, CareerTrac. The objective of CareerTrac is to review employee

performance and set future objectives by aligning individual performance, development needs and aspirations with SMEC's business plan.

Community

SMEC is committed to supporting community and charitable programs that provide long-term solutions.

Five Year Objectives

- To deliver the best possible social and development outcomes for people in need through small-scale grant support provided by the SMEC Foundation
- To protect and uphold internationally proclaimed human rights, particularly in the areas of child abuse and forced compulsory labour
- To support and encourage employee participation in their local community, particularly charity work

Sustainability and Environment

SMEC is committed to eliminating or minimising any adverse impacts that SMEC's office activities and projects have on the environment. SMEC aims to raise employee, client and community awareness of the importance of environmental sustainability.

Five Year Objectives

- To operate energy efficient offices and reduce Greenhouse Gas (GHG) emissions generated by SMEC's operations
- To provide long-term environmentally sustainable project advice to clients
- To implement an Environmental Awareness Program to educate employees, clients, partners and contractors about the importance of environmental sustainability

(Environmental Management) and is designed to ensure the implementation of sustainable business systems, procedures and practices.

Chapter 5

Major Projects assisted by the Consultancy Firms in Bangladesh

In Bangladesh Consultancy Service is very much Popular. Consultants are required for big projects in our country. Like other consulting firms SMEC also provide different services in different sectors. Some of the major projects are

- Padma Multipurpose Bridge
- Corporate Management System (CMS) Restructuring of Khulna Water Supply Project
- Dhaka-Chittagong PPP Expressway Project
- Regional Cooperation and Integration Project
- Chittagong Outer City Ring Road
- First Bus Rapid Transit Project in Bangladesh
- Bangabandhu Railway Bridge Construction Project
- First Tunnel Project in Bangladesh – Tunnel Boring Method
- Dhaka-Ashulia Expressway Project, 24 km
- Beautification of Bangabandhu Bridge Project



Chapter 6

Market Footprint

MARKET FOOTPRINT



SMEC in Bangladesh for 40 years since 1977	Wholly-owned local subsidiary from 2002 ACE Consultants Ltd	ACE - the oldest consulting firm established in 1958	SJ Branch Office 'SJIPL' and local subsidiary 'SJBD' Registered in 2018
36 Ongoing and 200+ Completed Multi-Disciplinary Urban & Infrastructure Projects	Clientele - Gov't Department / Ministry, Private Clients & Investors	Strength of Int'l & National Staff 600+ in Different Disciplines	Work in Hand Volume AU\$ 190m and Annual Revenue AU\$ 20m

OUR MARKET FOOTPRINT

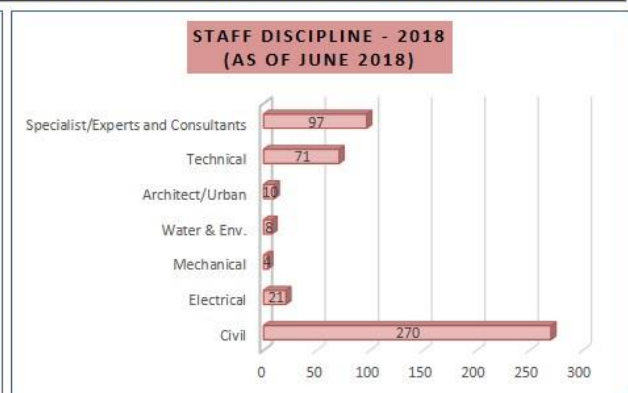


SMEC - Completed & Historical Projects in Bangladesh							
Sectoral Footprint		Power	Water	Transport	Rural Infrastructure Development	Architectural & Building	Environmental, Survey & Others
Duration		Number of Projects					
1977	1990		1	1			
1991	2000	1	5	3	2		
2001	2010	5	4	12	2		9
2011	2018	3	3	20		1	4

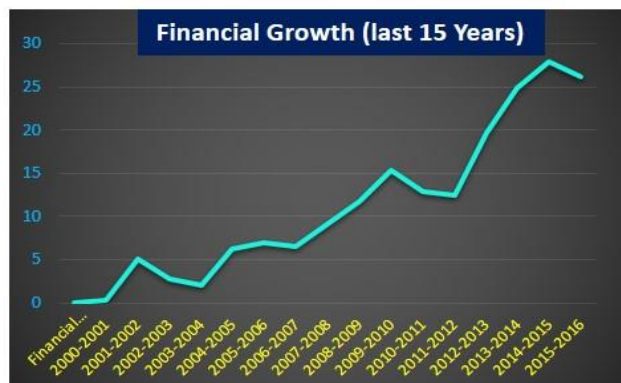
SMEC Bangladesh - Completed & Historical Projects in Bangladesh					
Sectoral Footprint		Power	Water	Transport	Environmental, Survey & Others
Duration		Number of Projects			
1998	2018	3	1	5	25

ACE - Completed & Historical Projects								
Sectoral Footprint		Power	Water	Transport	Rural Infrastructure Development	Agriculture & Fisheries	Architectural & Building	Environmental, Survey & Others
Duration		No of Projects						
1958	1970		9				2	
1971	1980		1	1	1	1	9	1
1981	1990		5	2	7	1	4	5
1991	2000		10	1	1	6	3	1
2001	2010	2	6	7		2	1	1
2011	2018	3	6	20	2			5

OUR MARKET FOOTPRINT (CONTD.)

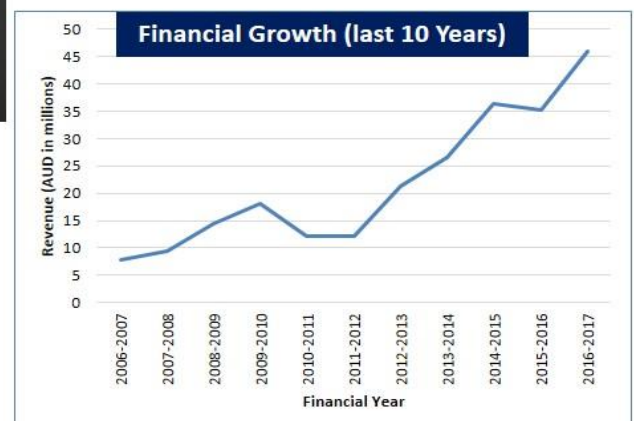


OUR MARKET FOOTPRINT (CONTD.)



The Financial Growth ranged from a revenue of AU\$ 7.72m (in 2006-2007) and AU\$ 45.99m (in 2016-2017)

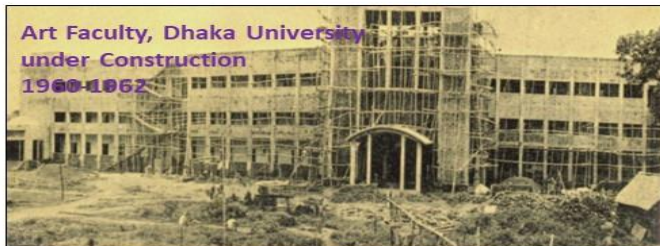
Bangladesh Operation has been one of the most successful in whole of SMEC Group, in terms of, Financial Growth and Strength.



Chapter 7

Key achievements of SMEC International Pty Ltd.

KEY ACHIEVEMENTS



Art Faculty, Dhaka University
under Construction
1960-1962



Detail Design for Shrimp Culture Facilities under
Third Fisheries Project, BWDB, 1993-1996



Chittagong Municipal Services
Sub-project, LGED, 1986

KEY ACHIEVEMENTS



Corporate Management System (CMS) Restructuring of Khulna Water Supply Project

SMEC's Role

- Detailed design
- Tender assistance
- Construction supervision



Dhaka-Chittagong PPP Expressway Project, 220km

SMEC's Role

- Feasibility study and traffic forecast study
- Economic and financial analysis
- Recommendation of PPP structure
- Detailed engineering design
- Environmental and social impact assessments

KEY ACHIEVEMENTS

Regional Cooperation and Integration Project

SMEC's Role

- Feasibility study
- Detailed design
- Tender documentation



Chittagong Outer City Ring Road

SMEC's Role

- Detailed design
- Tendering services
- Construction supervision



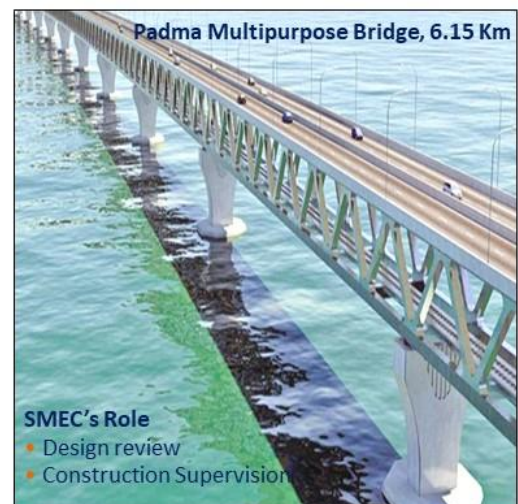
KEY ACHIEVEMENTS



First Bus Rapid Transit Project in Bangladesh

ACE's Role

- Design
- Construction supervision
- Project Management

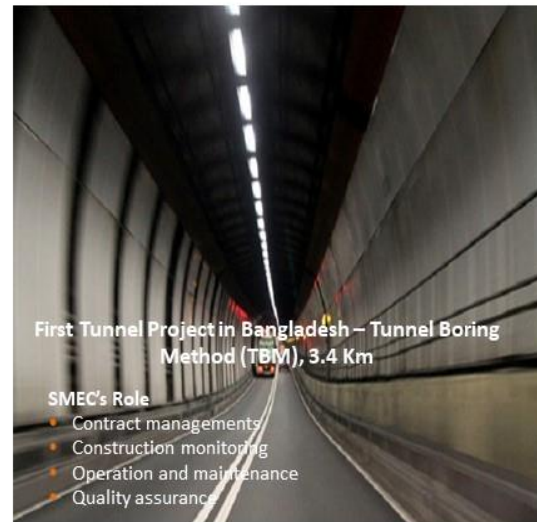


Padma Multipurpose Bridge, 6.15 Km

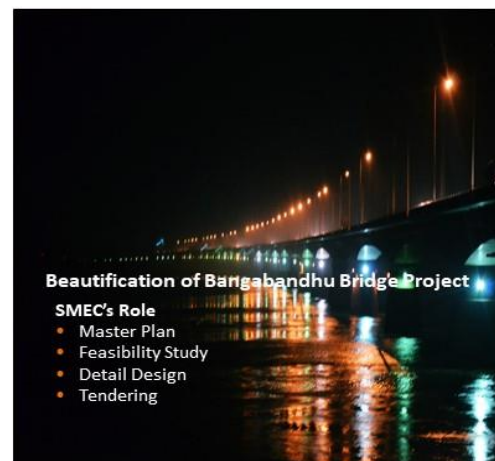
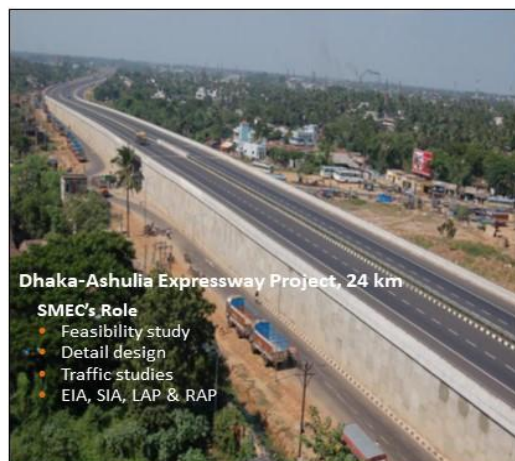
SMEC's Role

- Design review
- Construction Supervision

KEY ACHIEVEMENTS



KEY ACHIEVEMENTS



Reference:

- <https://one.smecnet.com/pages/default.aspx>
- http://www.smec.com/en_bd
- <https://surbanajurong.com/>
- <https://www.thedailystar.net/supplements/rethinking-urban-spaces/mega-projects-and-our-hopes-and-concerns-1538071>
- <http://projects.worldbank.org/P124514/bangladesh-local-governance-support-project-ii?lang=en>
- <https://www.dhakatribune.com/bangladesh/development/2018/09/02/govt-plans-to-implement-10-mega-projects-by-2030>

Annexure - Company Brochure



We are SMEC

Who we are

SMEC is a progressive company, delivering engineering excellence, design innovation and advisory to clients worldwide. Our partnership with the Surbana Jurong Group provides a global talent pool of 13,500 people across a network of more than 120 offices in over 40 countries. Working together, we develop, design, supervise, operate and manage projects to help shape a sustainable future.

SMEC's history dates back to the iconic Snowy Mountains Hydroelectric Scheme in 1949, recognised around the world as a marvel of engineering. Since then, we have grown into a diverse global company, providing service excellence across a range of industry sectors.

With a strong global presence across Australasia, Asia, Africa, the UK, Middle East and the Americas, SMEC is a truly diverse company. Our people are passionate about creating value and constantly strive to redefine our

traditional solutions with emerging innovations.

Drawing on the capabilities from across the Surbana Jurong Group of companies, we provide specialist expertise either independently or as combined entities.

The acquisition of Robert Bird Group by our parent company, Surbana Jurong, has strengthened our urban development capabilities and coupled with Surbana Jurong's expertise in urban planning, industrial

What we do

At SMEC, we partner with clients and organisations to provide cost-effective, practical and sustainable project outcomes.

We provide consulting and advisory expertise across a range of industry sectors, and have developed and refined a core service offering to cover the life of a project. Aligning our technical expertise with local knowledge, we deliver cost effective, practical and sustainable project outcomes.

Our integrated services contribute to national development in some of the world's fastest growing economies, and we have delivered thousands of projects in over 100 countries.

As part of the Surbana Jurong Group, we deliver a full suite of consultancy services across urban, infrastructure and management advisory projects.

Urban

Partnering with sister company Robert Bird Group, we supply high-end, complex urban development services to clients worldwide.

Infrastructure

We combine masterplanning and infrastructure development expertise across the transport and logistics, water and environment and energy and resources sectors.

Management Services

Our integrated management services extend to facilities, development and project management; BIM; security services; smart city solutions; and asset and integrity management.

"SMEC performed outstanding work which exceeded our expectations. They mobilised local resources who knew the intricate requirements of local authorities.

– Leader Energy (Vietnam) Pte Ltd



Our Capabilities

We provide a full suite of services covering the life of a project, from initial concept, feasibility, planning and design through to construction, commissioning, and operation and maintenance.

Our advisory services combine in-house expertise with state-of-the-art systems to deliver innovative solutions to a range of industry sectors including: transport and logistics; water and environment; built environment; energy and resources; and management services.



Transport and Logistics

We manage all aspects of transport engineering in diverse environments and provide innovative engineering solutions for transport infrastructure projects worldwide.



Water and Environment

We deliver sustainable water solutions across every aspect of the water cycle, and provide environmentally sustainable services for projects worldwide.



Energy and Resources

Regardless of complexity of location, we provide integrated advisory services on energy infrastructure, as well as mining, oil and gas projects worldwide.



Built Environment

Through our integrated consulting services model, we have the expertise to create, plan, deliver and manage projects from concept through to completion.



Management Services

By utilising innovative technologies, we offer a full suite of management services to keep projects on schedule, reduce risk, meet budget requirements and ensure regulatory compliance.



Smart Cities

In partnership with Surbana Jurong, we provide technology driven solutions from the planning stage of a project right through to its implementation and management.



Our Global Footprint



40+
Countries



120+
Offices



13,500+
Employees

SMEC is recognised for providing technical excellence and consultancy expertise in urban, infrastructure and management advisory. From concept to completion, our core service offering covers the life-cycle of a project and maximises value to our clients and communities. We align global expertise with local knowledge and state-of-the-art processes and systems to deliver innovative solutions to a range of industry sectors.

