

CURRICULUM VITAE

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| 1. | Family name: | PULJAL |
| 2. | First names: | ABHILASH |
| 3. | Date of birth: | 09 June 1978 |
| 4. | Nationality: | Indian |
| 5. | Place of residence: | New Delhi, India |
| 6. | Education: | |

Institution [Date from - Date to]	Degree(s) obtained:
London School of Economics and Political Science, London, UK – 2005-06	Master of Science in Development Management
University of Sydney, Sydney, Australia - 2004-05	Master of International Business with minor in Government Studies
DePaul University, Chicago, USA - 2000-02	Bachelor of Science in Commerce with a major in Management and minor in Political Science (Specialisation in Entrepreneurship)
Plekhanov Russian Academy of Economics, Moscow, Russia – 2001	Study abroad programme
Kishwaukee Community College, Malta, IL, USA - 1998 -00	Associate of Science in Business Studies

7. Language skills: Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
Telugu (Mother tongue)	1	1	1
Hindi	1	1	1
English	1	1	1

8. Professional memberships:

Certified Management Consultant (CMC®), Institute of Management Consultants of India (IMCI), Mumbai, India (Certificate No: IND/001/2019 | Valid up to: 22 August 2022); Member, IMCI, Mumbai, India; Life Member, **Delhi Management Association**, New Delhi, India; Life Member, **Ananta Centre**, New Delhi, India; Member, **The Royal Economic Society**, London, UK; Life Member, **All India Management Association**, New Delhi, India; Former Lead, Africa Desk, Bharat Chamber of Commerce, Kolkata, India; Past Member, African Studies Association of India, New Delhi, India.

Registered Consultant – **Asian Development Bank** – CMS No. **159980**; Registered Consultant – **African Development Bank** – Web-code: **W295062**. Empanelled as a subject matter expert with the **Uganda Development Bank**.

Other memberships: Life Member, **Association of British Scholars**, New Delhi, India; Life Member, **The Nizam Club**, Hyderabad, India; Associate Member, **The Hyderabad Golf Association**, Hyderabad, India; Member, **Army Polo Riding Centre**, New Delhi, India; Life Member, Numismatic Society of India, Banaras Hindu University, Varanasi, India; Former Member, British Numismatic Society, London, UK; Member, Oriental Numismatic Society, Lekkerkerk, Netherlands.

9. Certifications: **Market Systems Approach**, Springfield Centre, Durham, UK; **Certificate on SME exports**, International Trade Centre (Online), Geneva, Switzerland; **Basic Security in the Field II** (Online), United Nations Department of Safety and Security (UNSDSS); **Advanced Security in the Field** (Online), UNSDSS, BSafe (Online), UNDSS.
10. Other skills: Strong analytical and communication skills, with faculties in document writing; Excellent interpersonal communication and project management skills; Well-honed teaching and training skills; Good attention to detail and client focussed; Strong understanding of value chain approach for trade, industrial development and cross border investment opportunities; Strong commitment to teamwork and used working across disciplines; Well organised and motivated with intercultural skills with experience in working with international teams.
11. Present position: Independent Development Consultant, Principal, Abhilash Puljal (Proprietorship Firm), Director on the Board of Upawan Agritech Pvt. Ltd., Founder/Settlor of The Purple Patch Trust.
12. Years within the firm (s): Independent Consultant since August 2010; Principal, Abhilash Puljal since September 2015; Director on the Board of Upawan Agritech Pvt. Ltd. since December 2017, Partner with Eprios Advisors LLP since March 2019, Founder/Settlor of The Purple Patch Trust since February 2019.
13. Key qualifications:
- Designing and training Export Trading Companies (ETC) in Egypt, Nigeria, South Africa, Kenya and Côte d'Ivoire, on behalf of the **African Export-Import Bank** based in Cairo, Egypt. Design the programme with practical information on the **African Continental Free Trade Area** (AfCFTA) and how the ETCs could facilitate intra-African trade through AfCFTA
 - Advising the **Governments of Zambia, Angola and DR Congo** on the Lobito Corridor Trade Facilitation project. Drafting of a legally viable document that addresses the development agenda of the signatories – Angola, DR Congo and Zambia - and develop a strategy for the Lobito Corridor by identifying key issues that cover the **legal and regulatory aspects of cross border trade** including customs, immigration, axle loading, Non-tariff barriers and standardisation among others and **recommend changes to effect harmonisation**. This also includes **training of members of the respective legislative/parliamentary members**.
 - Advised and designed **Trilateral Development Cooperation** strategies with a South-South Cooperation agenda with global North countries and regions. between. Example: Advised the Delegation of the **European Union to India** through GIZ, to develop the **EU-India Trilateral Development Cooperation** strategy between the EU, India and a group of three countries, in Africa, including the identification of the countries for such cooperation. Also, **conceptualised DIFID's first ever South-South based trade and investment cooperation trilateral between India, UK and five African countries**, which is now "Supporting India's Trade Preferences for Africa" (SITA). The initial concept of the **India-Japan cooperation with Africa** was also initiated by me which later became the Asia Africa Growth Corridor.
 - Assistance in **raising funds (debt and equity), along with investment strategy and structuring for cross border transactions** in the private sector project investments. Example: Advising private entities to raise funds for their investment in **India, Gabon, Nigeria and Rwanda** through international UHNIs, family offices and international financial institutions. Currently, advising on **strategic investments in equity and restructuring of debt** for companies in Bangladesh, Malaysia, India, Cambodia and Austria in the Healthcare, Oil and

Gas, Pharmaceuticals, Clean Energy and Banking sectors respectively. Keeping in mind the challenges, identifying opportunities for organisations during the COVID-19 Pandemic that is affecting the entire world.

- Advising on **bilateral trade policy** matters to improve trade between countries, such as Bilateral Investment Promotion and Protection Agreements (BIPPA), Double Tax Avoidance Agreements (DTAA), Social Security Agreements (SSA) among others. Example: Advising the Government of Gabon on improving bilateral trade by negotiating DTAA, BIPPA and SSA with India.
- Design and draft sectoral **export strategies and policies** at a national level to boost exports by harnessing technical and human resource potential with an intention to increase global trade and enhance foreign direct investment. Example: Advised the **Government of Sri Lanka** on their **National Export Strategy** (NES) through the ITC by designing and drafting the NES for the Spices and Electrical component sectors. Also, designed and drafted the strategy to improve trade facilitation and provide trade information for exporters in Sri Lanka. These NESs have been released by the Prime Minister of Sri Lanka and published on the Sri Lanka Export Development Board's website.
- Advice and draft policies for **improving or attracting private sector investments**; then help companies, including **handholding of private sector enterprises**, especially SMEs to make investments as per such implemented policies. Example: Advised the **Government of Bihar** in India on their state industrial policy, sector specific policies (Khadi Policy, Start-up Policy) and drafted **state acts (industrial areas development (amendment) act**. Also, advised the Department of Industries, Government of Bihar to conduct seminars, roadshows, summits across India to **attract investments** into the state.
- Provide and support with **transaction advisory to improve the business climate**. For example, advised the government of Bihar in engaging a systems integrator to develop the State's **Single Window System** to improve their business climate.
- Conducting sector specific **value-chain analysis**, to enable increase of exports. For example, have redrafted existing national pulses strategy for **Federal Democratic Republic of Ethiopia**, by conducting a value chain analysis of the Pulses sector, under the "Supporting India's Trade Preferences for Africa" (SITA) project through the International Trade Centre, for improved and sustained exports of pulses globally, but particularly to India.
- Have conceptualised and conducted **design studies to identify lacunas and practical problems in policies** and advice policy makers on possible solutions by introducing technologies and building capacities as needed, especially studying sectoral value chains. Here it is important to match the right low-cost technologies, with efficient capacities and affordable capital. Example: Conceptualised along with a colleague at DFID India and conducted the design study funded by DFID for what is now **"Supporting India's Trade Preferences for Africa" (SITA)**. This project I am I am partly involved in its implementation in Ethiopia Kenya, Rwanda, Tanzania and Uganda through the International Trade Centre, Geneva.
- Extensive knowledge and experience in **developing programs for investment promotion in India and Africa** in general. Example: Partnered with the **Confederation of Indian Industry** to assist the various African missions in India to promote investment in their respective countries. For this organised Road shows in half a dozen cities across India. Co-authored a reference manual for investing in Africa - "Business Guide to Investing in Africa - 2014"
- In depth experience in developing strategies for **in bound and out bound cross border investments**, especially between **India and countries in East and West Africa and Southeast Asia**. I have led clients to **setup businesses** (especially medium enterprises) in India, Southeast Asia (Cambodia), and Africa (DR Congo, Ethiopia Gabon, Ghana, Kenya, Rwanda, Tanzania, The Gambia and Uganda). Example: Advised a large private sector enterprise based out of Bengaluru, India on their investment in the agro-processing sector based in the Republic of Gabon. Here, I am led the complete project right from providing strategic outbound regulatory advice, negotiate with the Gabonese Government to obtain fiscal and non-fiscal benefits for the project, assist towards raising

funds, debt primarily, in accordance with the needs of the project and coordinate with the necessary technical teams in implementation of the project.

- Provided policy advice to governments on **Special Economic Zones (SEZ) Export Processing Zones (EPZ), Free Trade Warehousing Zones (FTWZ)** and also project managed a SEZ development for both Developers and Unit holders through **conception, policy interpretation, business plan development, financial modelling, regulatory filings and approvals, land acquisition strategy** among others. Example: Advised the **Government of Gabon**, through Olam Gabon and the Gabon SEZ, Libreville on policy interventions to improve trade between India and Gabon and possible improvement of priority export products with value addition. Also, provided inputs for the SEZ Act and Rules of India through **PricewaterhouseCoopers**, New Delhi from a regulatory and social development point of view.
- In depth **knowledge of various regulatory requirements and processes**, to assist in bound investments into India in a legitimate and compliant manner. **Advised European clients on Indian regulatory processes** and assisted them in adhering to specific regulatory standards in their investment strategy into India. Example: Advised a boutique **British Private Bank** by conducting a study that included an understanding the requisite regulatory aspects and an understanding of banking needs of High Net-worth Individuals (HNI) in India. This study was conducted in Bengaluru, Chennai, Coimbatore, Hyderabad, Jaipur, Mumbai, New Delhi and Pune, interviewing over 200 HNI's. Also, assisted a Swiss defence company to set up a manufacturing facility in India. Advised them on the FDI policy in India specific to the defence sector and assisted in obtaining some of their necessary licenses from the Central and State Governments.
- Hands on experience in identifying problems to conducting business and helping those interested to set up businesses in some of the most complex places in the world, specifically post conflict countries. Assisted SME organisations from India and the UK to understand the complex economic, political and social structures of countries such as DR Congo, Cambodia, Rwanda, The Gambia among others to invest in these countries. In this process, I have **advised many diplomatic missions to understand the social complexities of Indian SMEs** and helped them attract investments into their economies. Example: Conducted a study and organised a workshop on "High potential areas for Indian investments into The Gambia" for The Gambia Investment and Export Promotion Agency (GIEPA) and the Ministry of Trade, Industry, Regional Integration and Employment (MoTIRIE), Government of The Gambia in New Delhi, India. This was funded by the World Bank.
- Developed a huge base of **social capital** across various verticals of **business, politics, bureaucracy, academia, media and civil society**. Work very closely with public and private sectors in **India, Central and Eastern Europe, Southeast Asia, East, Southern and West Africa**.

14. Countries of work experience:

Country	Years of service
India	Resident; 2002-2004, 2006-Present
- Bihar State, India	2016-2018
- Arunachal Pradesh State, India	2018
United States of America	1996-2001 - mostly part-time as a student
Bangladesh	2002, 2019-Present
Cambodia	2003-04, 2019
Australia	2004
United Kingdom	2006 (academic project)
Ghana	2009
Ethiopia	2012, 2016-17, 2018 to 2019
Rwanda	2010- 14, 2015, 2016
Democratic Republic of Congo	2013, 2019 to present
Uganda	2011, 2013
Kenya	2011, 2014-15 and 2021 to present
Tanzania	2011, 2014-15
Mauritius	2014-2015
United Arab Emirates	2014-2015
Gabon	2016-2017 and 2018
Sri Lanka	2017 to 2018
Malaysia	2019 to 2020
Zambia	2019 to present
Angola	2019 to present
Côte d'Ivoire	2019 to 2021 and 2021 to present
Burkina Faso	2019 to 2021
Egypt	2021 to present
South Africa	2021 to present
Nigeria	2021 to present

15. Professional experience

Date	Location	Company and Reference	Position	Description
05/21 - present	New Delhi, India	<p>The African Export Import Bank, Cairo, Egypt</p> <p><i>References:</i></p> <p>Gainmore Zanamwe Project Coordinator gzanamwe@afreximbank.com</p>	Project Lead	<p>In conjunction with Toppeers Capital & Management Limited, Lagos, Nigeria</p> <ul style="list-style-type: none"> ▪ Develop and implement a practical training programme on Export Trading Companies (ETC) initially in Egypt, Nigeria, South Africa, Kenya and Côte d'Ivoire, ▪ Design the programme with practical information on the African Continental Free Trade Area (AfCFTA) and how the ETCs could facilitate intra-African trade through AfCFTA, ▪ Work with the relevant ministries of trade and industry of the respective countries as well as the AfCFTA Secretariat and the African Union Commission to organise the training, ▪ Provide information to existing ETCs or other similar entities about the opportunities created by the AfCFTA and the support that is currently being provided by the African Export Import Bank to support ETCs and the AfCFTA, ▪ to provide information on how ETCs could play a critical role in supporting SMEs, smallholder farmers and informal cross-border traders.
03/19 – 03/20	New Delhi, India	<p>Bright Bridge Advisors LLP, New Delhi, India</p> <p><i>References:</i></p> <p>Mr. Jayant Goel Partner jayant@brightbridgeplc.com</p>	Independent Senior Advisor	<p>“SVL Oil and Gas SDN Bhd,” Kuala Lumpur, Malaysia “VKT Pharma Pvt. Ltd”, Hyderabad, India “Supreme Solar Ltd”, Phnom Penh, Cambodia</p> <ul style="list-style-type: none"> ▪ Developing the financial business plan for the company including preparation of the investment structure and creating a data room ▪ Drafting a strategic framework for market entry and cross border transactions ▪ Providing introductions to financial institutions and assisting in submission of required documents to the Institutions/investors ▪ Negotiating the transaction terms and review offers for the client ▪ Assistance in evaluating the satisfaction of closing conditions and transaction closure

<p>08/19 – present</p> <p>Presently stalled, due to COVID19</p>	<p>New Delhi, India</p>	<p>“Private Sector Enterprise,” Gurugram, Haryana, India</p> <p><i>References:</i></p> <p>Mr. JV Ramamurthy Director jvramamurthy@gmail.com</p>	<p>Advisor</p>	<p>“Private Sector Enterprise,” Gurugram, Haryana, India and other States in India</p> <ul style="list-style-type: none"> ▪ Advise and assist towards policy analysis, introduction planning, possible drafting, and strategic advisory for the five (or more) identified states in India ▪ Advocacy for implementation of recommendations under National Clean Air Programme, a time-bound national level strategy to tackle increasing air pollution. The main aim of the programme is the 20-30% reduction of PM2.5 and PM10 concentration by 2024. ▪ Post assessing the stakeholders for policy introduction and planning, it is required to discuss and work with agencies involved in drafting the necessary policies for approval in the format of the agency identified.
<p>06/19 – present</p>	<p>New Delhi, India; Lusaka, Zambia; Lubumbashi, DR Congo; Lobito and Luanda, Angola</p>	<p>Ministry of Commerce, Trade and Industry, Government of Zambia, Lusaka, Zambia</p> <p><i>References:</i></p> <p>Mr. Kafuta.Mulemba TA, Lobito Corridor kmulemba@sadc.int</p>	<p>Project Coordinator and Lead Strategist</p>	<p>“Funded by the African Development Bank, Abidjan, Côte d’Ivoire”</p> <ul style="list-style-type: none"> ▪ Drafting of a legally viable document that addresses the development agenda of the signatories and comes up with a development strategy for the Lobito Corridor ▪ Identification of key issues that cover the legal and regulatory aspects of cross border trade including customs, immigration, axle loading, Non-tariff barriers and standardisation among others and recommend changes to effect harmonisation. ▪ Assess the scope of work for a Secretariat and recommend sustainability measures for its operations in liaison with the three Governments and regional organisations such as SADC. ▪ Recommend harmonisation and simplification of border Clearance documentation for the border crossings and including border or road toll fees. ▪ Recommend reforms related to cross border customs regulations where necessary to ensure smooth trade practices and smooth operations of border markets or trade centres. ▪ Evaluate challenges faced by traders and operators at the border posts and recommend trade facilitation measures that address them within acceptable legal framework and regional bodies and WTO rules. ▪ Recommend sustainability strategy for Border Management Agencies for efficient operations and smooth trade in liaison with authorities in all three states, including electronic information sharing and hotlines. Help in sensitisation of Parliamentarians and

				stakeholders on the findings through a workshop including provision of reference booklets or manuals.
01/19 – 05/21	New Delhi, India; Ouagadougou, Burkina Faso; Abidjan, Côte d'Ivoire.	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Brussels, Belgium <i>References:</i> Delphine Brissonneau Project Manager European Union Delegation to India Delphine.BRISSONNEAU@eeas.europa.eu Renuka Srinivasan Project Manager European Union Delegation to India renuka.srinivasan@eeas.europa.eu	Lead Strategist	"Delegation of the European Union to India", New Delhi, India <ul style="list-style-type: none"> Project implementing partners: GIZ, Brussels, Belgium and AECOM, Madrid, Spain Providing strategic advice to identify specific countries (3-5) in Asia and/or Africa (complementing South-South cooperation with North-South cooperation) which have geopolitical and strategic importance for India and the EU Identify potential cooperation modalities such as in technical cooperation, knowledge transfer, capacity building and trade and investment etc.; and sectors upon conducting a value chain analysis etc. Identify mechanisms to ensure that ideas are received, transmitted, and coordinated within the different national entities as relevant through the appropriate channels (e.g. decision-making process, relevant ministries and national agencies) to ensure success Conduct two consultation workshops in Africa and Asia for validation of data Present the findings in the form of a study report
10/18 – 10/19	Siang Districts, Arunachal Pradesh and New Delhi, India	Private Sector Enterprise, Arunachal Pradesh, India <i>References:</i> Ms. Bansuri Swaraj Chambers of Bansuri Swaraj and Siddhesh Kotwal bansuriswaraj@swarajandkotwal.com	Lead Strategist	"Private Sector Enterprise," Siang Districts, Arunachal Pradesh, and New Delhi, India <ul style="list-style-type: none"> Providing strategic advice to a Tea Estate on market expansion of their products domestically, regionally and globally Provide marketing and financial strategy in such expansion Identify complimentary industries to the Estate and help in ideating new opportunities that would benefit local farmers and other stakeholders
04/18 – present (Contract still valid)	Libreville, Gabon and New Delhi, India	Olam Gabon and the Gabon SEZ, Libreville, Gabon <i>References:</i> Mr. Gagan Gupta	Lead Expert – Development Strategy and Trade	"Interface with the Government of Gabon, Libreville, Gabon" <ul style="list-style-type: none"> Advising Olam Gabon and the Gabon SEZ jointly with PLR Chambers, New Delhi on bilateral trade policy matters to improve trade between India and Gabon

Presently stalled, due to change in strategy and COVID19		Director General Olam Gabon gagan.gupta@olamnet.com		<ul style="list-style-type: none"> ▪ Reviewing and advising in developing and drafting bilateral agreements for investor protection and support ▪ Trade advisory for possible improvement of priority export products with value addition
02/18 – 12/18	New Delhi, India and Addis Ababa, Ethiopia	International Trade Centre, Geneva, Switzerland <i>References:</i> Mr. Charles Roberge International Trade Centre roberge@interacen.org	International Consultant – Trade and Investment Strategy	“Government of the Federal Democratic Republic of Ethiopia, Addis Ababa, Ethiopia” <ul style="list-style-type: none"> ▪ Finalisation of the harmonized strategy of SITA Pulses roadmap for Ethiopia and the draft national strategy for pulses prepared by the Ministry of Agriculture, Government of Ethiopia ▪ Ensure validation of the Ethiopian Pulses sector strategy by national public and private stakeholders
05/17 – 01/18	New Delhi, India and Colombo, Sri Lanka	International Trade Centre, Geneva, Switzerland <i>References:</i> Mr. Charles Roberge International Trade Centre roberge@interacen.org	International Consultant – Trade strategy and lead strategist	“Government of Sri Lanka, Colombo, Sri Lanka” <ul style="list-style-type: none"> ▪ Design and draft the National Export Strategy for Sri Lanka on two sectors – Spices and Concentrates and Electrical Components and one Trade Support function – Trade information and facilitation. ▪ Conduct national and regional level consultations to devise the strategy for public-private sector stakeholders. ▪ In collaboration with ITC, provide distance support to Sector/TS teams in the drafting the action plans
06/16 – 06/18	Patna, India	PricewaterhouseCoopers Private Limited, New Delhi, India <i>References:</i> Mr. Saurabh Sinha PricewaterhouseCoopers Pvt Ltd saurabh.sinha@in.pwc.com	Private Sector Development Investment and SME Sector Development Expert	“Government of Bihar, Patna, India” <ul style="list-style-type: none"> ▪ Advised as a subcontractor leading the Private Sector Development and SME development initiative for Growth, Resources, Opportunities and Wealth Creation in Bihar (GROW Bihar) ▪ The advice was to provide strengthening to policy and regulatory framework for attracting private sector investments in the state in line with Government of India’s framework for “ease of doing business” ▪ Created a strategy for the Department of Industries, GoB for an Investment Summit along with clear milestones and detailed roadmaps. ▪ Improved inter-departmental coordination leading to faster approval of investment proposals ▪ Advised and drafted various policies and bills which were approved by the state cabinet and legislative assembly respectively in order to attract investments into Bihar

02/16 – 12/18	New Delhi, India; Libreville, Gabon	<p>“Private Sector Enterprise,” Bangalore, India</p> <p>Ms. Bansuri Swaraj Chambers of Bansuri Swaraj and Siddhesh Kotwal bansuriswaraj@swarajandkotwal.com</p>	Investment Strategy Advisor	<p>“Private Sector Enterprise,” Bangalore, India and Libreville, Gabon</p> <ul style="list-style-type: none"> ▪ Provided strategic advice to the organisation to establish a fully integrated agro processing facility in Gabon ▪ Conducted negotiations with the Gabonese Government to obtain fiscal and non-fiscal benefits for the project ▪ Advised and assisted towards raising funds, debt primarily, in accordance with the needs of the project.
08/15 – 12/15 and 04/16 – 12/17	New Delhi, India; Kigali, Rwanda; Addis Ababa, Ethiopia	<p>International Trade Centre, Geneva, Switzerland</p> <p><i>References:</i></p> <p>Mr. Aman Goel Institutional Development Expert International Trade Centre goel@intracen.org</p> <p>Mr. Govind Venuprasad Project Coordinator – SITA International Trade Centre venuprasad@intracen.org</p>	International Consultant – Private Sector Development and SME Development Expert	<p>“Government of Rwanda, Kigali, Rwanda and Addis Ababa, Ethiopia”</p> <ul style="list-style-type: none"> ▪ Provided support to the diagnostics process, consultations and implementation of the Spices and Essential oil sector development activities of “Supporting India’s Trade Preferences for Africa (SITA)” ▪ Developed a work-plan, initiate and oversee agronomic studies and capacity building activities in Rwanda ▪ Facilitate the installation and commissioning of the spices park ▪ Co-ordinated the establishment of a farmer’s association for spices and essential oils sector
08/10 – 07/15	New Delhi, India Kigali, Rwanda	<p>Avignam Group</p> <p><i>References:</i></p> <p>Mr. Cedrik Schurich Head DFID India Trade Policy Unit DFID India C-Schurich@dfid.gov.uk</p> <p>Ambassador Williams Nkurunziza Formerly the High Commissioner of Rwanda to India and the UK Currently, Ambassador to Turkey Embassy of Rwanda in Ankara wnkuru@gmail.com</p>	Promoter and Managing Director	<ul style="list-style-type: none"> ▪ Promoted Avignam Group with a vision to alleviate poverty in the emerging world through the development of private sector keeping in view the South-South agenda ▪ Advise private sector companies, especially SMEs, looking at diversification or expansion into developing economies by matching technologies, capital and capacities ▪ Identify problems and issues in conducting business in some of the most complex places in the world and advice and assist those interested to set up businesses by finding requisite solutions ▪ Work closely with senior management of organisations, have excellent relations with senior and mid-level regulators in various Governments within Africa and Asia and heads missions in Africa, India and the UK ▪ Project - “Supporting India’s Trade Preferences for Africa (SITA)” Department for International Development (DFID) and International Trade Centre (ITC) – India, Kenya, Rwanda, Tanzania and Uganda

		<p>Mr. EB Rajesh Regional Director – Africa and Middle East Confederation of Indian Industry (CII) e.b.rajesh@cii.in</p> <p>Mr. Hemendra Kumar Sharma Director DPA II Ministry of External Affairs, GoI hemits@gmail.com</p>		<ul style="list-style-type: none"> ○ Ideated the concept, initially known as Market Access through Knowledge, Expertise, and Technology (MARKET), and conducted the initial design study ○ Design study involved in analysis of trade and investment relations between India and countries in East Africa namely, Kenya, Uganda, Tanzania and Rwanda ○ The study assessed the tangible need for carefully calculated intervention, along with a thorough understanding of the risks involved ○ Identified priority sectors that should be the main areas of concentration, the extent to which these prioritised sectors should be covered, the approach and mechanisms through which assistance (i.e. in the form of intervention at particular stages of the “value-chain”) can be offered ○ Studied the increasingly “regional” perspective of the trends of trade in East Africa, and how to leverage these to ensure that the assistance offered (specifically “project-oriented”) is implemented (short-term) and sustained (long-term) through an interconnected strategy, which will ensure both micro and macro developmental gains for Africa ▪ Project - “Ask Indus Global” - Private sector initiative – India, Kenya, Mauritius, Tanzania and UAE <ul style="list-style-type: none"> ○ Ideated, strategised and implemented the complete concept of Ask Indus centres in Dar-es-Salaam, Dubai, Lagos, Nairobi, New Delhi and Port Louis ○ Ask Indus is a professional market entry facilitation organisation assisting private sector development between Africa and India. ○ Its sectoral emphasis is on Education, Healthcare and Industry providing a platform to bridge the gap and connect the markets of Africa to Indian technologies, institutions and services ○ Led the development of the requisite business plans, registered the companies in the respective locations, set up offices, managed all logistics and obtained necessary approvals etc. ▪ Project - “India and Zanzibar’s Skill Development Partnership: Vocational Training Institute” Ministry of External Affairs (MEA) and National Skills Development Agency, Government of India – Unguja and Pemba, Zanzibar, Tanzania <ul style="list-style-type: none"> ○ Led the study on behalf of the National Skills Development Agency, Government of India
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				<ul style="list-style-type: none"> ○ Organised focussed one-on-one business meetings in select sectors for connecting businesses between India and The Gambia ▪ Project - "Analysis of optimal location for setting up renewable energy project in Africa" Private sector initiative – Study in all 54 countries of Africa <ul style="list-style-type: none"> ○ Led a techno-economic and socio-political analysis to identify one location from all 54 countries in Africa for the client to invest in a Solar PV power generation plant for 100 MW ○ Identified a suitable location and, a complete turnkey implementation plan was drawn up as per the scope of work. ▪ Publication - "Business Guide to Investing in Africa – 2014" A joint publication and event of Avignam Group and CII <ul style="list-style-type: none"> ○ Please find a copy here
09/10 – 04/11	Lucknow, India	Bharat Renewable Energy Limited, Lucknow, India <i>References:</i> Dr Ashok K. Gupta Head – Energy Group, Shapoorji Pallonji & C. Ltd ashok.gupta@shapoorji.com	Alternate Director	<ul style="list-style-type: none"> ▪ Joint venture company promoted by Bharat Petroleum Corporation Limited, Nandan Biomatrix Limited and Shapoorji & Pallonji Corporation Limited. ▪ Advise the board on all aspects of the functioning of the company. ▪ Introduce studies and new technologies to bring efficiency in the company. ▪ Help provide insights to take critical financial decisions for the company.
12/07 – 07/10	New Delhi, India	PricewaterhouseCoopers Pvt. Ltd., New Delhi, India <i>References:</i> Mr. Akash Gupt, Executive Director/Partner akash.gupt@in.pwc.com	Senior Consultant – Tax and Regulatory Practice	<ul style="list-style-type: none"> ▪ Policy interpretation and advice on inbound investment policies including Foreign Direct Investment (FDI) and Industrial Licensing matters in the Infrastructure and A&D sector <ul style="list-style-type: none"> - Industrial policy advice on sectors that restrict foreign investment into India - Infrastructure sector policy advice to the GoI on Special Economic Zones (SEZ) Export Processing Zones (EPZ), Free Trade Warehousing Zones (FTWZ), Ports and Shipyards - A&D sector advice on Defence Procurement Policy and the Defence Offset Policy ▪ Structure and suggest India entry strategy by developing effective business plans taking into account various policy and regulatory aspects ▪ Conduct regulatory due diligence of Indian companies to determine status of compliance with applicable laws with a view to highlight non-compliance to the management/acquirer and suggesting corrective actions

				<ul style="list-style-type: none"> ▪ Interact regularly with senior and mid-level regulators from various Government ministries for policy clarifications and recommendations ▪ Established excellent contacts with members of various diplomatic missions in India and abroad leading to successful business development opportunities ▪ Organised seminars/conclaves in conjunction with industry bodies (ASSOCHAM, CII and FICCI) on various topics for the regulatory practice. ▪ Assisted in establishing a national level practice in the A&D sector. Tasks included: developing tools for business development (brochures and pitch presentations), prepare budgets, explore potential client opportunities, conduct road shows and develop relationship with regulators ▪ Developed content for a joint publication by the Confederation of Indian Industry and PwC on the Indian Aerospace sector. The study was published and released at Aero India 2009 ▪ Assisted a industry association to prepare an initial approach paper on the automotive component sector in India with relevant examples of policies adopted by China and Thailand identifying key issues that Indian companies need to address to the Gol
12/06 – 11/07	Mumbai, India	<p>SKIL Infrastructure Limited, Mumbai, India</p> <p><i>References:</i></p> <p>Mr. Jai Prakash Rai, Former Group CEO of SKIL Currently retired, Jprai2004@gmail.com</p>	Assistant Vice President	<ul style="list-style-type: none"> ▪ Member of the holding company's corporate strategy team ▪ Involved in the strategic functions of the company and its subsidiaries to develop SEZs, Shipyards, Airports, Seaports, Townships and Hospitality infrastructure ▪ Developed business strategies in consultation with the Chairman and Chief Executive Officer to design and implement new infrastructure projects ▪ Project managed a SEZ development through conception, business plan development, financial modelling, obtaining requisite regulatory approvals, land acquisition and design of master plans ▪ Lead, monitored and managed a team of technical and financial experts to evaluate and prepare documents, including concession agreements for Private Public Partnership (PPP) projects, for new port bids and tenders ▪ Built relationships with politicians, bureaucrats, consultants, media and the project team to develop new projects
01/06 – 04/06	London, United Kingdom	<p>Overseas Development Institute, London, United Kingdom</p>	Consultant	<ul style="list-style-type: none"> ▪ Researched and developed a conceptual framework to examine relationships between Society and Neopatrimonial states, with Kenya and Zimbabwe as case studies

		<p><i>References:</i></p> <p>Dr Yurendra Basnett (Formerly with ODI) Country Economist – Indonesia Asian Development Bank yurendra@gmail.com</p>		<ul style="list-style-type: none"> ▪ The conceptual framework was further examined for developing this theory and has been published by the institute
04/04 – 11/04	Sydney, Australia	<p>Faculty of Economics and Business, University of Sydney, Sydney, Australia</p> <p><i>References:</i></p> <p>Prof Jason C. Sharman (Formerly with University of Sydney) Professor at University of Cambridge jcs207@cam.ac.uk</p>	Research Assistant	<ul style="list-style-type: none"> ▪ Assisted Dr Jason Sharman in conducting research on the regulatory framework of various tax havens in the Caribbean and Pacific islands ▪ Assisted in developing and populating a database on foreign direct investments (FDI) in Southeast Asia (Mekong region) and China ▪ The research culminated in the publication of the book titled "Havens in a Storm: A struggle for global tax regulation" published by Cornell University Press in 2006.
11/03 – 03/04	Prey Veng Province and Kampong Cham Province, Cambodia	<p>Australian Aid for Cambodia Fund at Chea Sim University at Kamchaimear, Prey Veng Province, Cambodia</p> <p><i>References:</i></p> <p>Mr. Stuart Vernon Former Administrator stuartmv@googlemail.com</p>	Lecturer	<ul style="list-style-type: none"> ▪ Taught Economics, Management Strategy, Leadership and Entrepreneurship at the Faculty of Management, Chea Sim University of Kamchaimear in Prey Veng province ▪ Initiated and conducted workshops to introduce the university students to internet and email technologies. Taught them to use the internet for conducting basic research ▪ Initiated, planned, designed and implemented a self-sustainable project to establish a computer laboratory for academic studies and research with the financial assistance of the Embassies of India and Japan in Phnom Penh
09/02 – 06/03	Hyderabad and New Delhi, India and Dhaka, Bangladesh	<p>Sathguru Management Consultants Pvt Ltd., Hyderabad, India</p> <p><i>References:</i></p> <p>Mrs Hema Vijayaraghavan Founder Director hema@sathguru.com</p>	Associate Consultant	<ul style="list-style-type: none"> ▪ Project: Agricultural Biotechnology Support Project (ABSP II) - Cornell University led USAID funded – India & Bangladesh <ul style="list-style-type: none"> ○ Conducted primary and secondary research and assisted in the preparation of a detailed report on the agri-biotech sector in India and Bangladesh ○ Interviewed and interacted with stakeholders including multilaterals, nongovernmental organisations, government bodies and private sector entities to gather information and data for the report ○ Conducted workshops in India and Bangladesh

				<ul style="list-style-type: none"> ▪ Project: Aqua Cluster Development Project - Government of Andhra Pradesh appointed and World Bank funded <ul style="list-style-type: none"> ○ Researched and studied the background of the aquaculture industry (Shrimps and Scampi) in Andhra Pradesh ○ Conducted primary and secondary research including developing a survey questionnaire and involving all the stakeholders (farmers through exporters) ○ Identified specific growth barriers for the sector ○ Submitted a comprehensive report with solutions for sustainable development ▪ Project: Indo-US Agricultural Biotechnology Conference - Government of India & USDA funded Organised and conducted a conference with the Department of Biotechnology and USAID <ul style="list-style-type: none"> ○ Assisted in content development for publication with inputs from academicians, bureaucrats, politicians and members of the civil society
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16. Voluntary experience

Date	Location	Company/Reference	Position	Description
01/21	Mumbai, India and London, UK	LSE Research and Education Foundation India (LSE REF India) <i>References:</i> Rudy Ghosh LSE Finance and Accounts R.Ghosh1@lse.ac.uk	Promoter Director	<ul style="list-style-type: none"> ▪ Promoted LSE REF India along with Mike Ferguson, Director of Finance of the LSE on the advice of the School Management Committee in order to raise funds for philanthropic purposes.
09/20 – present	London, UK	LSE Alumni Association, London, United Kingdom <i>References:</i> Ceri Jones LSE PAGE C.Jones13@lse.ac.uk	Executive Committee Member (Co Chair - Regional Liaison Committee)	<ul style="list-style-type: none"> ▪ As Co-Chair of the Regional Liaison Committee I am responsible for all chapters of the LSE Alumni Associations (LSEAA) across the world along with my colleague ▪ Mandated to provide support, guidance and peer resource network to group leaders across the world on running their groups ▪ Work with LSE PAGE to identify and contact potential new country group leaders in order to foster initiation and potential membership of new group leaders and country groups

06/19 – 06/20	Kolkata, India	Bharat Chambers of Commerce <i>References:</i> Amb. Sarvajit Chakravarti Bharat Chamber of Commerce sarva.chakravarti@yahoo.co.uk	Lead, Africa Desk	<ul style="list-style-type: none"> ▪ Leading the Africa desk at the Bharat Chambers of Commerce (BCC) to provide information to registered members along with opportunities for investments and trade with countries in Africa. ▪ Organise events for members on opportunities for Africa ▪ Publish a newsletter "Africa Today" for the members of BCC
05/18 – Present	New Delhi, India	India Rwanda Friendship Association <i>References:</i> H.E. Jacqueline Mukangira High Commissioner of Rwanda to India jmukangira@minaffet.gov.rw H.E. Ernest Rwamucyo Former High Commissioner of Rwanda to India and Current Ambassador of Rwanda to Japan erwamucyo@gmail.com	Secretary General	<ul style="list-style-type: none"> ▪ Promote between the two countries, in culture, education, technology, sports, economic opportunities among others ▪ Organise conferences, seminars and exhibitions and producing and distributing relevant literature, including books and journals for universal benefit from them. ▪ Organise visits of delegations between the countries to meet people in all fields and vocations, including for science and technology, cultural exchange and education. ▪ Arrange meeting with Government Ministries to promote Society's aim and objectives
11/17 – present	Faridabad, Haryana, India	The Purple Patch Trust <i>References:</i> Mrs. Gitanjali Puljal Managing Trustee The Purple Patch Trust contact@ppt.co.in	Settlor/Founder	<ul style="list-style-type: none"> ▪ Settled a trust for the welfare of abandoned and abused small animals in the Delhi NCR area. ▪ Assessing trade in exotic species and advocating for discouraging the adoption of exotic species, especially invasive species, as pets. ▪ The trust also grows chemical free vegetables and fruits and produces value added products by providing employment to underprivileged women of the area. These vegetables, fruits and products are a source of remuneration that in time will make the trust self-sustainable. ▪ Advise the trust in their strategic operations and regulatory compliances.
09/17 – 08/20	London, UK	LSE Alumni Association, London, United Kingdom	Executive Committee Member (Special Projects)	<ul style="list-style-type: none"> ▪ Promote the voice and views of alumni to be heard by the School ▪ Suggest: (i) how alumni can best contribute to the School and the Association, (ii) what the School should do to ensure the best

		<p><i>References:</i></p> <p>Ceri Jones LSE PAGE C.Jones13@lse.ac.uk</p>		<p>contribution from alumni, and (iii) how best to recognise that alumni contribution</p> <ul style="list-style-type: none"> ▪ Facilitate cooperation between the Association and LSE PAGE to strengthen the School's alumni relations programme, by improving current initiatives and developing new ones ▪ Ensure that the Association is appropriately structured and organised, having regard to the needs of both the School and alumni
09/13 – 08/17	New Delhi, India; London, UK	<p>LSE Alumni Association, London, United Kingdom</p> <p><i>References:</i></p> <p>Ceri Jones LSE PAGE C.Jones13@lse.ac.uk</p>	Regional Ambassador – South Asia	<ul style="list-style-type: none"> ▪ As a regional Ambassador for S. Asia I was responsible for all the country and city chapters of the LSE Alumni Associations (LSEAA) in South Asia ▪ Mandated to provide support, guidance and peer resource network to group leaders in Asia on running their groups ▪ Advised chapters in S Asia on appropriate LSEAA-related matters including group best practices through available resources ▪ Represented South Asia at the LSE Asia Forum 2014 held in Kuala Lumpur, Malaysia, LSE India Summit 2016 in Goa, India and LSE India Summit in New Delhi 2017.
01/10 – Present	Hyderabad and New Delhi, India	<p>P.V. Narasimha Rao International Foundation, Hyderabad, India</p> <p><i>References:</i></p> <p>Mr. PVR Kashyap Trustee pvrkashyap@gmail.com</p>	Independent Advisor	<ul style="list-style-type: none"> ▪ Advise and assist the family of P.V. Narasimha Rao, the former Prime Minister of India, on the activities of the foundation in Delhi

17. Publications

- "Cross-border investments in an evolving global marketplace," E-Newsletter, The Institute of Management Consultants of India, Issue no: 139, June 2019
- "Spices and concentrates strategy," National export strategy of Sri Lanka 2018-20: Government of Sri Lanka, July 2018
- "Electronic and electrical component strategy," National export strategy of Sri Lanka 2018-20: Government of Sri Lanka, July 2018
- "Trade information and promotion strategy," National export strategy of Sri Lanka: Government of Sri Lanka, July 2018
- "Regional economic cooperation and Indian efforts," Scholar Warrior, Centre for Land Warfare Studies (CLAW), Autumn 2017
- "Book review - Half Lion: How P.V. Narasimha Rao Transformed India by Vinay Sitapati," LSE Review of Books, August 2016
- "Mutual benefits for SMEs," The Economic Times, October 29, 2015
- "India Remembers Madiba..." The Economic Times (Reprinted), October 29, 2015 (Reprint)
- "Liberation and liberalisation: Private Sector Development in Rwanda," Government of Rwanda Publication, New Delhi, 04 July 2014
- "Business Guide to Investing in Africa 2014" (for Avignam Group), Confederation of Indian Industries (CII) Africa Conferences, July 2014
- "Rwanda: from genocide to growth miracle" (with Aparupa Chakravarti), The Hindu Business Line, 31 January 2014.
- "India Remembers Madiba," Blogosphere on India Africa Connect, 22 December 2013
- "Waka, Waka for Indian SMEs," The Hindu Business Line, 31 October 2013.
- "In the dark about Africa," The Hindu Business Line, 21 May 2013

18. Contact details

Address: Basement, 193 Jor Bagh, New Delhi – 110003 (India)

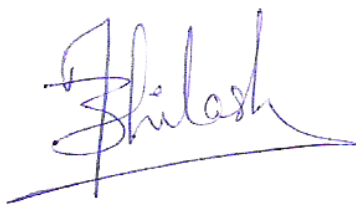
Mobile: +919871133726

Email: abhilash.puljal@gmail.com or ap@abhilashpuljal.com

Website: www.abhilash.com

19. Certification:

I, the undersigned, certify to the best of my knowledge and belief that this CV correctly describes myself, my qualification and my experience. I understand that any wilful misstatement described herein may lead to disqualification or dismissal, if engaged.



ABHILASH PULJAL

Date: 18/10/2021