

## Curriculum Vitae

**Dr. H.R. (Rainer) Ibowski**



### PROFILE SUMMARY

Rainer Ibowski is an infrastructure systems specialist with more than 30 years of senior management experience including leading positions in project/program management of various large-scale projects particularly in public transportation and railways, in regenerative energies, and in power transmission and distribution. This includes the evaluation and promotion of public-private partnership (PPP) and concession projects, and the leadership of macro-economic, industrial and transportation studies, with international business experience in Europe, North and Central America, Middle East and North Africa, and Southeast Asia.

### EDUCATION

University of Bonn, Germany, and Juelich Research Center, Germany  
Graduation as Diplom-Physiker (Diploma in Physics)  
Post-graduation Dr. rer. nat. (Ph.D.) in Physics

### EXPERIENCE

Since 2013	<u>IBO-Consulting, Owner and Principal</u>
2014-2015	Consultancy and Procurement of Rolling Stock and Management of Sustainable Urban Investment (SUI) including Transportation Oriented Development for Light Rail Transit in Edmonton, Alberta, Canada (PPP Project Valley Line) <i>Key Involvement: Proposal Writing, Technical Reviews, Cost Estimates, Peer Reviews, Member of Bid Management Committee</i>
2014	Project Director, Feasibility Study for a new Railway Causeway between the Kingdom of Bahrain and the Kingdom of Saudi Arabia for King Fahd Causeway Authority and World Bank (Main Focus on Sustainable Alignment, Economics, and Financing)

*Key Involvement: Management of International Team, Editing of Documents, Preparation and Management of Client Meetings and Workshops, Initiatives for Financing and PPP*

2013-2014

Consultancy and Procurement of Rolling Stock for Light Rail Transit in Ottawa, Ontario, Canada (PPP Project Confederation Line)

*Key Involvement: Co-operation between Vehicle Supplier and Project Team, Technical Reviews, Liaison with End-customer (City of Ottawa), Field Trips, Preparation and Execution of Meetings and Workshops with City Representatives*

2006 – 2013

SNC-LAVALIN INC., Vancouver, British Columbia, Canada  
Vice President, Mass Transit

Program Manager, Consultancy and Procurement of Rolling Stock; Canada Line, Vancouver, British Columbia, Canada (PPP Project)

*Key Involvement: International Co-operation with Vehicle Supplier, Technical Reviews, Preparation and Execution of Workshops with Supplier and with the City*

Consultancy and Owner's Engineer for Prasarana Fleet Extension, Kuala Lumpur, Malaysia

*Key Involvement: Technical Reviews, Advisory Role in Negotiations between Client and Supplier*

Consultancy Translink Fleet Extension, Vancouver, British Columbia, Canada

*Key Involvement: Quality Control*

Project Director, Road and Rail Link between Sochi and the Mountain Clusters (Winter Olympics 2014), Client: Russian Railways, Moscow, Russia

*Key Involvement: Proposal Writing, Proposal Negotiations, Management of International Team, Political and Client Liaison, Presentations for Olympic Committee*

Consultancy for Third Line Rapid Transit in Kuala Lumpur, Malaysia

*Key Involvement: Analysis of Potential Vehicle Technology*

Consultancy for MEGA Ahmedabad, Gujarat, India, Client: KPMG India

*Key Involvement: Assistance with Vehicle Procurement*

Consultancy for New Trainsets for Sochi Winter Olympics 2014, Client: Russian Railways, North Caucasus Branch, Sochi, Russia

*Key Involvement: Technical Reviews, Maintenance and Manufacturing Location Selection (Russian Railways abandoned international participation at a later time)*

Vehicle Manager, Toronto Airport Rail Link (PPP Project)

*Key Involvement: Procurement, in particular Requests of Expression of Interests, Technical and Commercial Evaluation, Negotiations with Preferred Supplier (the PPP project was abandoned by SNC-Lavalin because of financing short-falls at a later time)*

Proposal Director, Project Management for Metro Line #1, Panama City, Panama

Proposal Director, Project Management for West Bay People Mover System, Doha, Qatar

Key Participation in Business Development

- Mumbai Metro Line #2 (PPP Project)
- Calgary West Leg LRT Extension
- Metro Doha, Qatar
- Union Railway, Abu Dhabi, UAE (in particular PPP Initiatives)
- Oman National Railway
- Various Light Rail Projects in Korea including Incorporation of Bi-lateral Joint Venture
- Marketing Strategies for Vietnam
- People Mover for King Abdullah Financial Centre, Riyadh, Kingdom of Saudi Arabia
- Light Rail System for Riyadh, Kingdom of Saudi Arabia
- Corniche Tramway, Abu Dhabi, UAE
- People Mover for Education City, Doha, Qatar
- Metro Tripolis, Libya
- Light Rail System, Bogota, Columbia
- Sub-urban Commuter Railways, Mexico City, Mexico

Key Corporate Projects

- Establishment of South East Asian Presence

- Liaison with Asian Development Bank, Manila, Philippines
- Acquisition of Interfleet, Evaluation Team

2005                      Instructor, Member of Faculty

University of Calgary, Schulich School of Engineering  
Lectures on Mass Transit for Post-graduate Students of Civil Engineering

2002-2006                      Independent Consultant

Program Manager, Consultancy and Procurement of Rolling Stock for Canada Line, Vancouver, British Columbia, Canada (PPP Project)

*Key Involvement: International Co-operation with Vehicle Supplier, Technical Reviews, Preparation and Execution of Workshops with Supplier and with the City*

Member of Advisory Team, Senate of Berlin, Germany, General Advice in regard of Urban Transportation

Consultancy for Calgary Airport Authority, Calgary, Alberta, Canada

Business Development on Airport Property in particular Development of Aviation Industry

*Key Involvement: Analysis of Potential Industries, Contacts with Key Candidates, Presentations*

Consultancy for Alberta Government, Edmonton, Alberta, Canada

Business Development in Alberta in particular Diversification, Promotion of "Alberta Advantage"

*Key Involvement: Presentations in German Speaking Countries*

Consultancy for New Carrier, Calgary, Alberta

Rolling Stock for High-speed Corridor Edmonton-Calgary

*Key Involvement: Analysis of Rolling Stock, Technical Reviews, PPP Analysis*

Consultancy for Caltech Group, Calgary, Alberta, Canada

Shale Gas Project Proposals in Alberta

*Key Involvement: Support of Project Team*

Team Leader, Consultancy for Siemens AG, Braunschweig, Germany

Establishment of a Tri-lateral Merger with Algerian Railways in regard to way-side maintenance and signaling

*Key Involvement: Team leader, Negotiations with All Stakeholders, Respective Presence for Siemens in Algeria, Development of Memoranda of Understanding among All Partners, Presentations*

1979-2002      SIEMENS AG

Various Positions, Functions and Locations

2001-2002      Senior Advisor, Siemens AG, Transportation Systems Group, Erlangen, Germany

Head of Special Task Force for International Co-operations, Mergers and Acquisitions

*Key Involvement: Team Leadership, Joint Venture with Algerian Railways*

1994-2001      Vice President, Siemens Canada Ltd., Mississauga, Ontario, Canada

Member of Executive Management

P/L Responsibility in excess of CAD 1 Billion

Key Achievements:

Top performance of business unit and high marks on leadership for several years in a row

Business development and proposal management for urban transportation projects; executive customer relations with major railways and transit authorities in Canada, USA and Mexico; participation in US High-speed discussions in different states

Business development of industrial systems and services, in particular, mining, oil and gas, power transmission and distribution, marine and pulp and paper industries

Executive responsibility for the entire infrastructure and industrial systems business

Development, promotion and establishment of PPP/concession projects in particular in the transportation and power utility sector

Business "Ambassador" for Alberta

Reports and presentations at corporate headquarters in Germany

Participation in the review of business processes, particularly marketing and sales and project management, SAP introduction, ISO certification

Governmental affairs and representation of Siemens Canada in respective professional and trade associations

1989-1994  
Group,

General Manager, Siemens AG, Transportation Systems

Erlangen, Germany

Executive responsibility for marketing strategies, strategic communications; Group Spokesperson

Participation in business development and proposal teams for High Speed trains, in particular for Korea, Taiwan, Mexico, the Boston-New York-Washington Corridor and Florida

Manager of the German ICE (high speed train) demo tour in the US

Head of government affairs committee of German Transrapid Consortium (magnetic levitation trains)

Participation in the development of performance specifications for the high-performance electric locomotive Europrinter

Marketing and communications for mass transit and main lines, e.g. BTS Bangkok, Light Rail Ankara, Metro Athens, Light Rail Tunis, Light Rail Guadalajara, Subway Taipei, various US LRT systems, signaling Danish Railroads, intercity link AVE/Renfe Spain, commuter trains in Lisbon, Europrinter

locomotive for various European railroads, GM/EMD diesel-electric locomotives

Editor and publisher of major transportation articles and magazines, news releases, corporate brochures, internet appearance

Management, organization and content of international marketing conferences with 500+ attendees, regional marketing and sales briefings

Governmental affairs and participation in professional and trade associations

Lectures on transportation (guest lecturer)

1979-1989      Director, Interatom GmbH, Bergisch Gladbach, Germany  
(then subsidiary of Siemens Power Generation)

Head of team “techno-economic evaluation” (technology assessment) responsible for strategizing various business developments, among others nuclear process heat; coal gasification and liquefaction processes, solar thermal energy, photovoltaics, and nuclear spin-off technologies

Marketing, sales, project management of macro-economic and energy demand studies for Greece, Libya, Egypt and the European Union

Outline of Siemens business strategy for Photovoltaics; participation in the acquisition team for ARCO Solar

Promotion of Liquid Metal Fast Breeder Reactor and Pebble Bed High Temperature Reactor

Governmental and Industrial affairs, representative in various committees

**PROFESSIONAL ASSOCIATIONS (past and present)**

International Public Transit Union (UITP), American Public Transit Association (APTA), Canadian Urban Transit Association (CUTA)

Member of the Board of Directors of the Van Horne Institute, Calgary, Alberta, 1996-2000 and 2010 – today

Member of the Board of Directors of Canada Eurasia Russia Business Association (CERBA), Vancouver Chapter, 2010 - 2014

### **COMMUNITY SERVICES**

Member of the Council of the City of Bonn (among others Planning and Transportation Committees)

High School Teacher for Physics and Mathematics (in Germany)

### **LANGUAGES**

English, German, French (basic), Spanish (basic), Dutch (basic)

### **INTERNATIONAL EXPERIENCE**

European Union, Germany, Austria, Spain, Greece, Cyprus, Russia, Libya, Egypt, UAE, Oman, Qatar, Turkey, Korea, Vietnam, Malaysia, Thailand, Indonesia, India, Mexico, Panama, Columbia, Canada, USA

### **REFERENCES**

Upon request