

Name:
Mobile / email

Anthony Malcolm PEARSON
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Current Position: Major Project Principal, Hong Kong, Mott MacDonald

Qualifications, Registrations and Affiliations:

Bachelor of Engineering (Civil) - University of Queensland
Master of Business Administration (Technology Management) – Deakin University
Chartered Professional Engineer (NER) (Australia)
Registered Professional Engineer (Civil), Hong Kong (RPE)
Registered Professional Engineer of Queensland (RPEQ)
Member of the Hong Kong Institution of Engineers (MHKIE)
Member of the Institution of Engineers (Australia) (MIEAust)

SUMMARY

Tony is a highly qualified, very experienced civil engineer who has extensive experience at leading engineering teams and businesses; including responsibility for P&L, Commercial, and Business Development (overall strategy, marketing and sales) as well as technically. He is recognised as leader with expertise in the improvement of commercial performance of projects via effective project management and technical improvement, commercial discussions with clients, as well as by formulation of business development and sales strategies; and driving adherence to these.

In the performance of projects and work winning he has liaised with many different types of clients, including Government, main infrastructure contractors, developers (Including PPP contractors) and other professional service consultants. He is currently a Major Projects Principal at **Mott MacDonald** and has account leadership responsibilities for a major multi-disciplinary infrastructure project with a quasi-government client.

Tony is commercially astute and is very experienced at negotiating with clients for initial agreement terms as well as for additional work claims and final accounts. He has led the financial and commercial function at a specialist consultant as well as being the division head, leading all functions of major divisions at major consultants (Mott MacDonald and URS) in Hong Kong. (Both consultant's divisions had over 100 office based staff as well as site based staff.) As director and division head he had Profit and Loss responsibility as well as responsibility for other functions including overall account leadership including setting marketing strategy, and marketing budgets and senior input into HR decisions.

He is experienced as the Project Director, Project Manager for design consultants, delivering designs and contract management and construction supervision, for **large multi-disciplined infrastructure projects** (such as the HKIA 3RS APM and BHS tunnels, MTR and Macau LRT new line projects, Central Kowloon Route). He has major project experience in **PPP projects** such as the Brisbane Airport Link, Gateway Bridge Upgrade, Kuala Lumpur Middle Ring Road, the North Luzon Expressway and the Shantou Bay Bridge projects.

Tony is currently a **Major Project Principal** at Mott MacDonald. He was previously the **Head of Transportation, Greater China**, with **Mott MacDonald** in Hong Kong. As Major Project Principal he has responsibility as the project director for the HKIA 3RS APM and BHS Tunnels project including technical performance and resolution of all commercial claims. He is also the Project Director for infrastructure other projects in the Hong Kong office.

As **Head of Transportation** for Hong Kong and Greater China, for **Mott MacDonald**, Tony had overall responsibility (including marketing and sales, P&L and technical quality) of all transport sector projects in the region; including highways, rail and airports infrastructure. He was responsible for a significant improvement in the sector technical and financial performance, as well as for overall marketing strategy and improvement in win rates.

Previously **Director and Head of Consulting** at **Maxwell Geosystems** in Hong Kong, he was responsible for the winning of a number of important projects and establishment of partnerships with associated companies in Australia and Europe.

Tony was the **Head of the Infrastructure Unit** at **URS Hong Kong** responsible for leading the unit in the performance of complex multi-disciplinary projects as well as specialist projects within the expertise of the unit – which included road works (Tuen Mun Road Improvement), railway (MTR new line and Macau Light Rail) projects, civil structures, bridges, tunnels, water engineering, and traffic engineering. He was responsible for P&L and for making significant improvements to the previously underperforming unit, by technical and commercial improvement as well as conformance to marketing strategies. At the time of URS' purchase by Aecom, the unit was performing to budget (as opposed to previous underperformance).

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Previously, as a **Director of Benaim China**, a specialist consultant in the “Design and Build” market, he helped guide the company *to double its turnover in six years whilst maintaining profit margins at well above industry norms*. Benaim’s clients were almost exclusively contractors, in the rail, highway and bridges space, and as such Tony has a large body of **experience in the design and build environment**.

Tony’s experience has been gained whilst working in Australia, Britain, Singapore, Malaysia, and Hong Kong. He has also been engaged in projects in Macau, Canada, Dubai, Thailand, China, Indonesia and the Philippines. He has led teams through all phases of projects; from initial identification of a prospect through sales, contract negotiations, technical delivery and commercial performance to close out. He is experienced at managing “at a distance” via modern communications but also understands the need for personal face to face meetings with clients and reports.

Tony has experience of **PPP projects** in the Hong Kong, Malaysia, China, Australia and the Philippines, being a senior member in the Lenders Technical Advisor team or as technical consultant to PPP tenderers and contractors.

SELECTED MAJOR PROJECT EXPERIENCE

CENTRAL KOWLOON ROUTE, Hong Kong (Mar 2017 – date)

Joint Venture Project Director providing technical, contract administration and commercial management expertise to the project team. The new highway is a 4.7km long dual 3 lane trunk road and includes highways, bridges and viaducts, cut and cover tunnels and a drill and blast tunnel. Tony acts as the Supervisor for the Central Tunnel (NEC form) works contract and is involved in the other five works contracts as required. Responsible for client relationships and for the negotiation of several millions of (Hong Kong) dollars of historical claims for additional work, following a review of the project after joining as Project Director.

HKIA 3RS 3138 APM AND BHS TUNNELS, Hong Kong (Mar 2017 – date)

Project Director for the detailed design and construction stage support to the 2.6 km long tunnels consisting of a total of 8 cells of cut and cover boxes from the existing Terminal 2 to the new Third Runway Concourse for the airport expansion. Designs include all civil, structural, tunnel ventilation, fire services, airport and M&E services to the tunnels, and to the two ventilation buildings and three emergency access points.

Responsible for overall technical direction of the project, client relationships and for commercial negotiations of additional work variations. (Currently, variations are nearly 5 times the original fee.)

HKIA 3RS RECLAMATION DESIGN, Hong Kong (2017 - 2021)

Project Director for the very large sub-consultancy for the design of the reclamation seawalls and ground improvement for the new third runway system at Hong Kong Airport.

BRISBANE AIRPORT LINK, Australia (2009 – 2011) (A PPP Project)

Project Director responsible for technical direction of designs of major temporary works and construction engineering services for the very large (over AUD 4 B) design and build tunnelling highway and bus transit project. Responsible for commercial negotiations to secure the consultancy and all subsequent variations for additional works and for the commercial settlement at completion of the consultancy. Managed a liaison team on site in Brisbane as well as a design team in Hong Kong.

NEW GATEWAY BRIDGE, BRISBANE, Australia (2007- 09) (A PPP Project)

Project Director for the detailed design checking of the structures of the main river crossing and approach viaducts. Responsible for technical direction of the project, client relationships and commercial negotiation for additional works variations.

NORTHERN ACCESS ROAD TO THE CYBERPORT DEVELOPMENT, Hong Kong (2002 – 06)

Project Director responsible for all aspects of the project which involved the conceptual and detailed design and contract administration and construction supervision of 500m long new road formed by bridges, earthworks and large retaining walls (up to 22m high) in very difficult topography. The four bridges carry electricity and telecoms utilities and water mains.

NORTH LUZON EXPRESSWAY, Philippines (2003 – 2005) (A PPP Project)

Team Leader for technical design and construction reviews and contract commercial supervision for the Lender’s Technical Advisor for the major highway improvement scheme north of Manila.

MIDDLE RING ROAD, KUALA LUMPUR, Malaysia (1987 – 1991) (A PPP Project)

Project Manager, responsible for the designs and construction supervision for the major roads improvement scheme in Kuala Lumpur involving the upgrading of three at grade intersections to grade

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separated junctions. Designs for the PPP contractor) included a flyover, a number of single span bridges and two road underpasses including necessary major utilities and drainage diversions and re-provisions. Responsible for an office design team and on-site supervisory team.

TUEN MUN ROAD IMPROVEMENT, Hong Kong (2013 - 14)

Project Reviewer of the major road upgrading (from dual 2 to dual 3 lanes) project.

JEBEL ALI T4 BRIDGE, Dubai (2014)

Project Director for the detailed design, for a design and build contract, of a 440m long marine access bridge for the new terminal 4 at Jebel Ali port. Responsible for all aspects of the consultancy.

WYNNN COTAI SITE IMPROVEMENT, Macau (2013 - 2014)

Project Director for the civil works for the very large resort and casino development. Works include internal estate road works, service areas, drainage sewerage, water supply and other utilities provision.

KCRC SDC100, SHATIN TO CENTRAL LINK RAILWAY, TAI WAI TO DIAMOND HILL SECTION, Hong Kong (2003–2004)

Team Leader responsible for the scheme designs of the surface works section (including the Hin Keng tunnel portal, Portal Building, cut and cover tunnel, at grade and viaduct sections), responsible for geotechnical input to all areas (including tunnel sections) of the designs, and for the utilities coordination and design for the consultancy. Construction Planning and Programming Manager for the consultancy.

KCRC SCL200 SHATIN TO CENTRAL RAILWAY LINK, Hong Kong (2001)

Construction Planning Engineer for the study and preliminary designs for the 10 km long Sha Tin to Hung Hom section of the study for the KCRC. The works include viaducts, and tunnels by drill and blast and TBM's as well as six stations. Responsible for construction methods planning and design and construction programming.

MTRC C601, TSEUNG KWAN O LINE, HANG HAU TUNNELS, HK (1999-2001)

Project Manager responsible for the Contractor's alternative designs of the permanent and temporary works for the cut and cover tunnels on the MTRC Tseung Kwan O Line. The alternatives include a section of driven tunnel as well as substantial savings to the cut and cover sections.

KCRC WEST RAIL, MEI FOO STATION ALTERNATIVE DESIGN, HK (1999)

Project Manager for the Feasibility and Preliminary Design phases of the Contractor's alternative designs. The scheme, which was accepted by the KCRC and subsequently built involved a radical redesign of the station foundations.

CHEK LAP KOK AIRPORT (HONG KONG) NORTH RUNWAY AIRPORT GROUND LIGHTING CIVIL WORKS, Hong Kong (1996 – 98)

Team Leader responsible for all of the civil works including the design and construction supervision of two electricity sub-stations, fire fighting water supply mains, and cabling works.

DOCKLANDS LIGHT RAILWAY, ROYAL DOCKS EXTENSION, UK (1988)

Design Team Leader. Responsible for category 3 check designs of structures carrying the DLR in the Royal Docks area of London, and for road major over bridges, together with check designs of station structures, and ancillary civil works.

TRIPOLI HARBOUR CORNICHE DEVELOPMENT, UK (1981-82)

Engineer involved in highway alignment and bridge designs for the project.

Further Detailed Project Experience is available if required.

PUBLICATIONS

Pearson A. M., Au . S. K., Lees, A., and Kruger J., "Ground Improvement for a Large Jacked Box Tunnel", Proceedings of the 32nd Annual Seminar Geotechnical Division, The Hong Kong Institution of Engineers, May 2012.

Cheng Y. M., Au S. K., Pearson A. M., and Li N., "An innovative Geonail system for soft ground stabilization", The Japanese Geotechnical Society, Soils and Foundations, Vol 53, Issue 2, April 2013

Pearson A. M., "The Design and Analysis of Twin Skewed Arch Bridges for Castle Peak Road, Hong Kong", International Conference on Bridge Engineering, Hong Kong, November 2006.

Pearson, A. M., "Project Acceptance", China Construction Bank and AIG Conferences on Engineering Construction Best Practices, Beijing, Wuhan, Xian, and Shanghai, October 1999.

PROFESSIONAL EMPLOYMENT EXPERIENCE:

Mar 2017 - date MOTT MACDONALD

Current:

Major Projects Principal, Hong Kong (previously Key Account Leader)

Responsibility as Project Director for several major and specialist projects.

March 2017 to Dec 2019:

Head of Transport and Transportation Sector Lead for Greater China.

Responsible for the financial performance (P&L) of the sector in the region, including the technical and commercial performance of projects, business development and work winning, and for staffing. Managing 110 office staff and over 200 site based staff in Hong Kong and Macau. Indirectly responsible for transportation sector staff in China.

May 2015 to Feb 2017 MAXWELL GEOSYSTEMS (a specialist engineering software and consultancy company)

Director and Head of Consulting responsible for sales, technical performance and P&L in the Australasia and SE Asia and greater China region, and responsible for consulting worldwide. Responsible for negotiating commercial agreements with clients and delivery partners.

Nov 2014 to May 2015 PEARSON ENGINEERING CONSILIA, HONG KONG

Owner Director providing specialist technical engineering services to main consultants and contractors for civil infrastructure and bridges projects.

Jan 2013 to Nov 2014 URS HONG KONG LTD, HONG KONG

(URS was purchased by Aecom in September 2014)

Director, Infrastructure. Head of the Infrastructure Business Unit. Responsible for the overall operations and management of the Infrastructure Unit including P&L. Project Director for a number of highway, civil and bridges projects.

(Approximately 65 office based staff and up to 250 site based staff)

2007 to 2013 BENAİM (CHINA) LIMITED, HONG KONG

Director, responsible with a co-managing director for the management and operations of the company. Specific responsibilities included for Financial, Marketing and Quality Assurance functions, and acting as Project Director for many projects. We doubled the size of the company in 4 years with commensurate increase in operating profits.

1997 – 2007 JACOBS CHINA (FORMERLY JACOBS BABTIE), HONG KONG

(Jacobs purchased Harris & Sutherland in 1997)

Technical Director and Group Leader (leading 10 -15 office based staff and 20 site based staff)

1991 - 1997 HARRIS & SUTHERLAND (FAR EAST) LTD, HONG KONG

Principal Engineer then Technical Director and Group Leader.

Responsible for bridge and civil engineering projects, and for complex building projects.

1988 - 1991 HARRILAND PERUNDING T.P. SDN BHD, MALAYSIA (subsidiary of Harris & Sutherland, UK)

Country Manager responsible designs and construction supervision stage of a major roads project and smaller building projects, as well as for the day-to-day management of all aspects of the office.

1984 - 1988 HARRIS & SUTHERLAND, UK

Engineer and team leader for bridges, and civil and structural engineering projects.

1982 HARRIS & SUTHERLAND, UK

Engineer responsible for civil and structural designs for a new hospital development.

1981 - 1982 SIR BRUCE WHITE WOLFE BARRY AND PARTNERS, UK

Engineer engaged in the design of bridges and road alignments for projects.

1983 and

1976 - 1980 WILLING & PARTNERS PTY. LTD., AUSTRALIA

Project Engineer engaged in hydrology studies and civil engineering designs.