

CURRICULUM VITAE – ANDRZEJ M KOTAS



PERSONAL DETAILS

Name: Andrzej Marek Kotas
Date of birth: 6th April 1957
Nationality: British
Civil status: Married, three children

EDUCATION

1975 – 1978: BSc (Hons), 1st Class - King's College, London
1978 – 1981: PhD - King's College, London University
1985 – 1986: MBA - Cranfield School of Management, UK

LANGUAGE SKILLS

I speak fluent Polish; also some [very] basic French

CAREER SUMMARY

On completion of my MBA I worked as a financial analyst for the BET Group of companies for 3 years, and then joined Beddows & Co, a London-based steel sector consultancy.

11 years later, as Director in charge of all steel industry consulting in Central / Eastern Europe, I left Beddows [which by then had been acquired by Hatch], and set up both the steel portal www.steelonthenet.com and Metals Consulting International Ltd, a privately owned consulting business.

WORK SUMMARY

- Over 20 years international consulting experience in iron and steel
- Very strong background in Central European steel sector
- Frequent commentator in the international press (Financial Times, Warsaw Business Journal, Metal Bulletin, Steel Week) on issues to do with privatisation and restructuring of the Central and East European steel industry
- TV commentator, steel issues – see Sky News, 7pm News, 26th January 2009 broadcast www.steelonthenet.com/media.html
- Founder and owner of steel industry news and information portal www.steelonthenet.com launched 2001
- Present position: Managing Director, Metals Consulting International Limited ['MCI'].

WORK EXPERIENCE [partial list]

Country	Date and project description
Poland	<p>09/97-10/98: Advisory role in privatisation of Huta Sendzimira</p> <p>02/98-06/98: Team leader in EU advisory role providing assistance in the preparation of the Polish steel restructuring programme</p> <p>09/98-11/98: Adviser to Huta Katowice in slab partner search</p> <p>03/99-04/99: Adviser to Huta Sendzimira: viability issues</p> <p>09/04-12/04: Advisory role in privatisation of Huta Czestochowa</p> <p>09/07-10/07: Advisor on long product entry strategy into Polish steel long product distribution network</p>
Kazakhstan	06/94-08/94: Responsible for financial evaluation of continuous caster / secondary metallurgy modernisation project at Karmet
Georgia	08/07-09/07: Reinforcing steel bar feasibility study for EBRD
Russia	<p>08/96-11/96: Undertook successful commercial feasibility study for EBRD, assessing potential investment in greenfield bar mill at OEMK</p> <p>09/97-01/98: Prepared market evaluation for EBRD for proposed greenfield stainless flat rolling facility at Red October steelworks</p> <p>09/07-02/09: Study of large diameter steel pipe market in the CIS</p>
Romania	09/99: Strategic appraisal of saleability of steel long product business
Czech Republic	<p>08/95-12/95: Managed successful World Bank commercial feasibility study for proposed Steckel rolling mill project at Nova Hut</p> <p>02/00-06/00: Turnaround study for Kladno</p> <p>06/02-09/02: Project leader – IDI Czech steel industry restructuring study for the EC. Outcome was successful privatisation involving LNM</p> <p>01/03-02/03: Strategy formulation exercise for VPFM</p> <p>08/03-10/03: Business plan preparation for Trinecke Zelezarny</p> <p>09/04-11/04: Preparation of Frydek Mistek mill closure plan</p>
Hungary	Mid-98: Market, technical and financial assessment of DAM steelworks
Croatia	01/04-04/04: Project leader – Croatian steel restructuring for EC
Turkey	<p>08/05-10/05: Project leader – due diligence of Erdemir and Isdemir steel works for Oyak Turkish pension fund [successful bidder]</p> <p>02/11-04/11: Appraisal for leading European bank of welded tube investment project [market, technical and financial evaluation]</p>
Ukraine	<p>06/08-09/08: Melt shop modernisation due diligence study for EBRD relating to technical upgrade of leading integrated Ukraine steel works</p> <p>06/09-07/09: Preparation of refinancing-related quarterly cash flow forecasts for a major Ukrainian steel plant</p> <p>01/10-03/10: Business plan preparation – leading steel plant</p>
Nigeria	<p>01/07-03/07: Greenfield flat product feasibility, US Bank</p> <p>02/09-05/09: Melt shop and rebar mill due diligence study for consortium of international investors</p>

PUBLICATIONS

- 'After Privatisation: What Next?' Speech given at Metal Bulletin's First Eastern European Steel Conference, Prague, June 1996
- 'Attracting Investment to the CIS Steel Industry', 1st International Conference on Commercial Opportunities in the Ferrous and Non-Ferrous Metals Sector in the CIS, Adam Smith Institute, London, March 1997
- "Financial and Organisational Aspects of Restructuring in the Steel Industry", UNIDO-AISU workshop - Restructuring of Iron & Steel, Cairo, Oct 1997
- 'The Future Evolution of the Central European Steel Industry', speech given at East West Steel Forum, Hotel Bristol, Warszawa, Poland, October 1998
- 'Privatisation and Restructuring of the Central and East European Steel Industry: Who is in the driving seat and are all passengers on board?', speech presented at Metal Bulletin's 5th Central and Eastern European Steel Conference, Marriott Hotel, Warsaw, Poland, June 2000
- 'Steel in the New Europe – The impact of Globalisation, Accession and Environmental Policy'; co-author; Metal Bulletin Research publication, August 2004
- 'The European Engineering Steel Industry' research report, published February 2010
- 'Capital Investment Costs for Plant and Equipment in Iron and Steelmaking' research report, published December 2010

OTHER INFORMATION

Andrzej is a Fellow of Institute of Business Consulting and a Fellow of the Institute of Materials, Minerals and Mining.

24th July 2011