

Andrzej Kotas

Andrzej specialises in privatisation and restructuring of the steel industry in the developing economies. His experience in this area commenced in the early 1990s working for Beddows & Company and then Hatch Associates, and more recently for Metals Consulting International.

During his career Andrzej has led many different consultant teams working on national and corporate steel industry restructuring programmes, principally across Central and Eastern Europe. Andrzej speaks fluent Polish.

GLOBAL STEEL CONSULTANTS

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Since the early 1990s, Andrzej has carried out the following activities:

Privatisation

Advisor

Privatisation and major modernisation / facility restructuring of Huta Katowice, Poland

Privatisation of Huta Sendzimira, Poland

Preparation of Memorandum of Information for privatisation of Huta Florian and Huta Cedler, Poland

Team Leader

Pre-privatisation due diligence of Erdemir / Isdemir in Turkey for Oyak Pension Fund

Restructuring

Team leader

EC advisory role in preparation of 1998 Polish steel restructuring plan

Preparation of 2002 Czech steel industry restructuring programme

Preparation of 2004 Croatian steel industry restructuring plan

Consultant

Preparation of 1999 Czech steel industry restructuring programme

Preparation of viability plans for several Czech steelmakers

Pre-privatisation restructuring of Huta Sendzimira, Poland

Due diligence for banks

Consultant

Strategic pre-privatisation appraisal of medium-sized Romanian long product business

EBRD due diligence of Polish long product business

Modernisation-related business plan review of major flat product producer in Kazakhstan (OEKB)

World Bank commercial feasibility study for major steel plant modernisation in the Czech Republic

Project leader

EBRD feasibility study concerning greenfield bar mill investment in Russia

Pre due diligence assessment of Polish scrap collection/long product manufacturing business for West European equity investment fund

Team leader

Steel flat product investment due diligence study - Nigerian cold rolling modernisation

Greenfield melt shop / bar mill feasibility study - Central Africa

Industry expert

Large diameter pipe in Eastern Europe – markets due diligence relating to heavy plate for gas and oil pipeline heavy plate mill - leading German bank

Market studies

Markets analyst

Market feasibility study for greenfield Russian stainless flat-rolled investment

Business turnaround study for medium-sized Czech producer of steel bar

European stainless steel market review – European venture capital fund

Project leader

Assessment of global supply and demand for steel wire rope

Market repositioning exercise for leading Russia producer of steel tube

Polish market entry strategy in flat rolled steels

Project leader and market expert

Market appraisal relating to due diligence for proposed steel sector pickling line investment in Ukraine

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', speech given at First 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 on Restructuring of Iron and Steel, Cairo, Oct 1997

'The Future Evolution of the Central European Steel Industry', speech given at East West Steel Forum, Hotel Bristol, Warsaw, Oct 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, June 2000

Co-author: 'Steel in the New Europe: the impact of globalisation, accession and environmental policy', AMM / Metal Bulletin Research, September 2004

'The Steel industry in Poland – supply and demand side review', research report dated October 2009

'The European Engineering Steel Industry' research report published February 2010

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