

## Stuart Reynolds

An international economist with over 25 years' experience specialising in industrial restructuring and privatisation, business planning, due diligence and legislation/policy studies in steel, engineering, construction and other sectors.

Stuart specialises in European affairs and managed several influential strategic policy studies for the European Commission, and in central European countries. He has worked widely in Africa, Latin America, S Asia, SE Asia and the Gulf; as well as throughout EU and Central Europe.

## GLOBAL STEEL CONSULTANTS

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Stuart has managed or carried out the following studies:

### Steel and metallurgical industries

Author/co-author of "The New China Effect", "Value Creation Strategies for the Steel Industry", "Steel in the New Europe: impact of globalisation, Accession and environmental policies" research reports, and contributor to "Steel and its raw materials: the global outlook to 2020" for Metal Bulletin

Project director for Privatisation Agent for 3 Bulgarian steel companies, for Bulgarian Council of Ministers

Project manager for steel sector restructuring study Malaysia, for Malaysian Central Bank

Led two successive studies of steel industry structure, capacity and markets in E Europe and EFTA for EC, UNECE, World Bank

A three year secondment as head of strategic planning at SIDOR steel company, Venezuela, including financial modelling, reporting to lending agencies, investment studies, and plant operation studies

Carried out market research, forecasting and financial modelling for steel project feasibility studies in Venezuela, Mexico and Morocco

Steel viability studies for EC in Portugal

Due diligence for steel company acquisition in Poland

Privatisation assistance to SN Portugal

Markets analysis, macro-economic forecasting and financial modelling for steel sector studies in Pakistan

Doctoral research on steel industry development in India

Pre-career experience in OR at Llanwern steelworks

### EU Single Market studies

Led study on the internal market impact of the Construction Products Directive, and policy for revision of the Directive 2006

Consultant on EU study of Member States' construction regulatory systems with respect to sustainable construction

EU Policy advice programme to Russia: led project on harmonisation of EU and Russian legislation and standards for steel construction sector

Led major EC study on the Cost of Non-Europe in Public Procurement. Published report

Managed EC studies on the impact of technical harmonisation, in particular the major study on Technical Barriers to Trade. Published report

Led EC study on Strategies for the European Construction Sector, including detailed country studies in EU, East Europe, EFTA, USA, Japan (published report: the SECTEUR report 1994, with papers at several international conferences)

Led major study on the impact of the Construction Products Directive 2000

Carried out European market entry strategy studies: Furnaces (for DTI); water industry products (BWIG); pipe fittings (UK manufacturer); construction services (CIRIA/RIBA published reports)

## Privatisation and Mergers & Acquisitions

Bulgarian, Portuguese steel privatisation see above  
Carried out due diligence and privatisation studies for: a copper smelter in Romania, builders' merchant in the Czech Republic; abrasives in the Czech Republic  
Privatisation/ Post privatisation plans for: 6 companies in the linen, television, refrigerator, electronic components and other sectors in Lithuania for EBRD  
Privatisation plan, organisation and cost/tariff study for privatisation of TV transmission in Portugal  
Auction planning and info memorandum for auction of radio spectrum in UK

## Central Europe accession states: industrial impact, industry restructuring, privatisation

Lead Economist on a pioneering World Bank study on the competitiveness and strategy for the Hungarian engineering and industrial materials industries  
Produced Industry surveys and studies for EC, IBRD, UNECE on rationalisation of the steel industry in east and central Europe  
Strategic studies on the engineering (incl steel) sectors in Slovenia  
Managed performance improvements studies on 14 Slovenian firms in the mechanical and electrical engineering and construction sectors  
Managed studies on the construction sector in the Czech Republic and on the impact of EU accession on the Czech economy

## Construction sector strategy and policy

EU policy studies on the Construction Products directive and on regulation of sustainable construction (see above)  
Produced the SECTEUR study for European Commission (see above)  
Led studies on the construction sectors in Spain and Portugal for CIRIA, and on architectural practice in Spain for RIBA. Published reports  
Provided strategy studies for a Northern Ireland contractor and four Slovenian companies  
Presented papers at various international conferences on European construction markets  
Studies on latent defects insurance for NEDO and the Czech government (both published)

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