

ALISTAIR GRANT SCOTT

CONTACTS

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WORK HISTORY

2007 to date **Executive Coach, Consultant and Theatre Professional**

- Personal impact, public speaking, client relationship and communication skills coaching and presentation development for senior corporate, government and financial executives. Clients include ART UK; Bank America; Deutsche Bank; Hogan Lovells; ANZ Bank; BlackRock Investors; CLSA Securities; AMEC Foster Wheeler; Schroders; Kleinwort Benson; Barings Asset Management; Allianz Global Investors; DLA Piper; Siemens; Prince of Wales Foundation (Romania) plus company managements and private personal work with senior executives and political figures. Recent work has included a number of Private Equity funding raisings and exits.
- Theatre work includes Old Vic Theatre, Theatre Royal Bath, Riverside Studios, repertory and fringe theatre plus films/commercials.
- Chairman of The Wheelyboat Trust.

1999-2005 **Merrill Lynch**

Managing Director, Head of Asia-Pacific and Global Emerging Markets Telecom, Media & Internet research

- Development, recruitment and supervision of team directly covering some 50 telecom, media & internet companies with market value of over US\$270bn in Asia-Pacific/Australasia plus input to global and GEM telecom product. Training, co-ordination and retention of a team of 20+ analysts.
- Team leader for major IPOs/fund raisings including China Telecom, ChungHwa, China Mobile, Bharti Airtel, Korea Telecom, SK Telecom, raising \$20bn in aggregate.
- Frequent presentations, including global roadshows; meetings with and presentations to Boards; presentations to government ministers and officials, the media and major conferences.
- Responsible for direct coverage of the telecom industry and companies in Korea, China, Hong Kong, Indonesia, Singapore, Taiwan, India, Malaysia. Major company and industry reports such as the GEM wireless matrix, China Mobile, China Telecom, ChungHwa, Korea Telecom, PCCW, Telkom South Africa.

- Advisory relationship with major investors - team ranked in top 3 in Asia-Pacific region for 3 years in succession by Institutional Investor. Clients included Capital, Government of Singapore Investment Company, Schroders, Fidelity, Alliance Capital.
- Reports and briefings involving a high degree of contact with Regulators and Finance/Telecom Ministries in each country.
- Author and co-ordinator of reports/investor education campaigns on industry trends including: Regional and Emerging Market Telecom Sector Reviews; IP Technology; Broadband in Korea; Mobile Data in Asia; 3G in Korea; China's Industry Structure.

Kleinwort Benson (later Dresdner Kleinwort), London/Asia

Director, Investment Banking, Director, Equity Research

- 1997–1999 Analysis and research of Asian stocks, predominantly power companies plus telecom sector companies.
- 1994-1997 Establishment of investment banking operation in Asia focusing particularly on advisory, IPOs and privatisation.
- 1991-1994 Investment banking team deputy head originating and executing equity capital markets, privatisation and M&A deals in UK, USA, France, Austria, Italy, Turkey, India. Work included acquisition by AT&T of Dataid in France; IPO of NETAS (Turkey); IPO of Austria MikroSystem; IPO of VSNL (India).
- 1989-1991 Day to day responsibility for the marketing of electricity industry privatisations in UK. Member of committee on the management of back-end liabilities for UK nuclear industry.
- 1987-1989 Corporate Finance Division, Kleinwort Benson.

1985–1987 **Standard Chartered Bank** London
Principal, Strategic Research Dept and Chairman's Office

1981–1985 **UK Government Civil Service** London
Administration Trainee

- Member of 'fast stream' graduate trainee programme, working particularly on the Public Expenditure Survey, University Funding and Select Committees.

EDUCATION

1978-1981 **Oxford University**
Modern History, Entrance Exhibition and Honours degree

2005-2006 **Royal Central School of Speech & Drama,**
London University, MA Classical Acting