



International Business Development, Mergers & Acquisition  
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## RESUME

**Greg Malpass BSc MBA CEng MICE**



*"I have 40 years international experience in Marketing and Finance and Business Development working with both Large Corporate Plc's and Private Small & Medium sized Enterprises and UK Export Promotion with the British Government Department of Trade & Industry."*

### **Affiliations:**

Chartered Civil Engineer- **C Eng.** [1984]  
Member of Institution of Civil Engineers- **MICE** [1980-2011]  
Member of National Contractors Economics Committee [1991-1994]  
Member of UK Construction Industry Forecasting Committee [1992-1994]  
Member of Technical Marketing Society of America [1986-1987]  
Member of British Peruvian Trade & Investment Group [1999-2002]  
Director of Terumo Pacifico SA (Colombia) [2000-2002]  
Director of Termo Pacifico SA (Colombia) [1998-1999]  
Director of International Project Developers Ltd (Isle of Man) [1989-1999]  
Director of Brazilian Water Works SA (Sao Paulo) [1997-1999]  
Director of IPCO Contractors Ltd (Hong Kong) [1998-1999]  
Partner of The Think Big Partnership (UK and Peru)[2016-2022]



### **Degrees:**

BSc., Civil Engineering  
MBA, Business Administration



### **Experience:**

- Sales & New Business Development & Entrepreneurial Start-Ups - in Multi-Sectors with Specialism in Infrastructure- advising PLC Boards on matters of Strategy, Financial & Commercial Analysis, Investment Appraisals, Mergers & Acquisitions, Project Finance, Change Management and Corporate Governance.
- Key Client & Strategic Partners Relationship Building - in Global Infrastructure Sectors, including Major Clients, Government Officials and Members of Ruling Royal Families in the Middle East.
- Contract Negotiations in Global Markets - Middle East, Far East, Latin America, North & West Africa, for over 30 years from Bases in Dubai, Doha, Hong Kong, Singapore, Kuala Lumpur, London, Lagos, Lima, New York, Malaga, Panama, Santo Domingo, & Miami. Spanish speaker.



## Current Role:

**2016 – Present (6+ years)**      **Think Big Partnership**  
(UK Based Management Consultancy Partnership)



**MANAGING PARTNER – Europe – Spanish Base**

Advisor/ Consultant on Mergers & Acquisitions and Investment in the Construction Industry; Multi-Sector International Trade Promotion; and Author of two Books on Destiny & Motivation.

## Previous Roles:

**2014 – 2015 (2 years)**      **Mergers & Acquisitions Solutions**  
( Privately owned M&A Consultancy )



**CONSULTANT- MERGERS & ACQUISITIONS – Spanish Base**

Advisor/ Consultant (Mergers & Acquisitions Solutions) to Corporate Clients:- Strategy Reviews; Confidential Company Introductions; Investment Appraisals; Merged Brands & Domain Management; and Associated Equity Investments where appropriate.



**2012 – 2014 (2 years)**      **Pell Frischmann Group Ltd**  
( \$60m Turnover Privately owned International Engineering Consultancy )

**CONSULTANT- STRATEGY & BUSINESS DEVELOPMENT/ Advisor to Chairman – UK Base**  
( Trading as Syler Brothers Ltd International Business Development, Mergers & Acquisitions Consultancy )

Advisor/ Consultant to Chairman (Dr Wilem Frischmann CBE) in International Business Development and Mergers & Acquisition Strategy. Introduction to Senior level Client and Contractor contacts worldwide. Company involved in Engineering Consultancy and Process Technologies. Corporate advice to Pell Frischmann Group Ltd; Pell Frischmann Process Technology Ltd; AquaDynamics Process Technology Ltd; and AquaDynamics SA (Switzerland).

**2010 – 2011 (2 years)**      **Kier Construction Ltd**  
( \$3.5bn Turnover Publicly Listed International Construction Services/ Property Group )



**DIVISIONAL MANAGER INTERNATIONAL – UK Base**

Responsible to MD International for “Top Down” Business Development from the centre to support Regional Overseas Business Units; specifically charged with using existing high level contacts and relationships in the Caribbean, Middle & Far East to generate new alliances and project opportunities. Initial focus on Abu Dhabi and Saudi Arabia. Established strong relationships within Government Ministries, Ruling Families and State Governors.

**2005 – 2009 (4 years)**      **Costain Plc**  
( \$1.5bn Turnover Publicly Listed Civil Engineering Group )



**GROUP INTERNATIONAL BUSINESS DEVELOPMENT MANAGER – Abu Dhabi/Hong Kong Bases**

Undertook a strategic review of all international operations and produced a Strategy Implementation Plan for the Plc Executive Board & CEO. Most recently based in Abu Dhabi to establish new business relationships within the Ruling Families. Prior assignments included 18 months in Hong Kong to close out three regional Water Supply projects. The Asia Pacific Regional role included secondment/liaison with Costain’s major shareholder UEM World in Malaysia to seek opportunities in the Water industry. Prior to that 12 months in Nigeria to implement a controlled exit from West Africa and sale of Costain West Africa Plc shares.



**2002 – 2004 (2 years)**

**Biwater Ltd**

( \$350m Turnover Privately owned International Water Company )



**SENIOR INTERNATIONAL SALES & MARKETING CONSULTANT– UK/ Caribbean Base**

Engaged to undertake an assessment of Major Water & Waste Water Project opportunities in the Caribbean & Central America Region and to negotiate successful Financial Close on a US\$188m US EXIM funded Bulk Water Supply Project in the Dominican Republic. This included seeking Presidential approval, and as the lead negotiator, the substantiation of a US\$ 50m increase in the EPC contract.

**1999 – 2002 (3 years)**

**Foreign & Commonwealth Office ( FCO/UKTI)**

( 1,200 strong UK Gov Trade & Investment Agency )



**EXPORT PROMOTER (South America & Infrastructure)**

Seconded by Knight Piesold/Scott Wilson International Consultants to the Department of Trade & Industry/ Foreign & Commonwealth Office teams of Her Majesty's Government (at Senior Civil Service Grade 10 level), to help lead an Export Campaign for Latin America pioneered by Lord Heseltine, promoting British companies with Export & Privatisation Opportunities, working closely with Government Departments, Aid Agencies and overseas Embassies and Chambers of Commerce.

**1997 – 1999 (2 years)**

**International Projects Company**

( \$350m Turnover Singapore Publicly Listed Infrastructure Group )



**SVP BUSINESS DEVELOPMENT (Africa, Middle East & South America) - Singapore/ Dubai Base**

Business Development in Africa, Middle East and Latin America, based out of Head Office Singapore, & Regional Offices in Dubai and Panama, reporting to Group CEO. Director of subsidiary, associate and JV companies- TermoPacífico SA (Colombia), General Manager International Project Developers Limited (Dubai), Brazilian Water Works SA (Sao Paulo) and IPCO Contractors Ltd (Hong Kong). Led corporate negotiations for establishment of start-up Special Purpose Vehicles (SPVs) for a Coal Fired 400MW IPP in Colombia and a number of Privatized Urban Water Concessions in Brazil, in joint venture with Anglian Water Plc.

**1995 – 1997 (2years)**

**George Wimpey Plc**

( \$2bn Turnover Publicly Listed International Construction & Housing Group )



**GROUP CORPORATE DEVELOPMENT MANAGER – UK Base/ International Travel**

Reporting to Group Deputy Chairman, led Corporate Planning function for Group's UK & International Construction activities, including brief secondment to Department of Environment to research Industry Opportunities in Latin America.

Undertook a Review of International Businesses; initiated several acquisition and company re-engineering /restructuring studies, culminating in a US\$ 500m Business Asset swap of core Construction & Building Materials Business Units with Tarmac Plc's UK Housing Division, resulting in the realignment of the UK Construction Industry.



**1989 – 1995 (6 years)**

**Tarmac Construction Ltd**

( \$3bn Turnover Publicly Listed Construction, Building Materials & Housing/ Property Group )



**DIRECTOR- STRATEGIC PLANNING, BUSINESS DEVELOPMENT & BUSINESS INFORMATION**

Responsible to the Board & CEO for all Business Analysis and an International Review of Business Prospects and selection of Business & Project Acquisition Targets. Assisted Strategic Business Unit MDs with their Business Development Strategies in Europe and UK including support for Acquisitions. Acquisitions included Crown House Engineering Limited for US\$50m; Expanded Piling Ltd; Stangers Ltd; Revillion SA; Nicolette SA; and the Privatization/ Purchase of the Property Services Agency from Her Majesty's Government secured with a US\$200m Dowry.

**1987 – 1989 (2 years)**

**Taylor Woodrow Plc**

( \$2bn Turnover Publicly Listed Construction, Housing & Property Group )



**STRATEGY & BUSINESS DEVELOPMENT DIRECTOR– UK Base**

Helped develop Objectives & Strategic Plans for each UK Operating Division and present these with Budgets to the CEO, and monitor the Objectives & Budgets against target; Tracked Competitors key Activities and led Business Development 'Think Tank Team' to seek out new areas of Business expansion and Acquisition opportunities in Europe in the run up to 1992. Initiated dialogue with several mainland European strategic partners.

**1986 – 1987 (2 years)**

**Bovis Lehrer McGovern Inc.**

( \$100m Turnover Privately owned US Construction Management Consultancy )



**CONSTRUCTION MANAGER (MAJOR PROJECTS)- US/UK**

Transferred from New York office to help pioneer and market US Construction Management forms of Contracting in London and UK, culminating in US\$ 6 billion of high profile Construction Management Project Awards for the company from the Reichmann Brothers (Canary Wharf London) and Walt Disney Corporation (Euro-Disney Paris). These successes led to the private sale of the business by its proprietors to Bovis of the P&O Group. Project Manager also for Cascades Tower and Lloyds Bank Broadgate London. Left to move into strategy and business development and away from project management.

**1984 – 1986 (2years)**

**London Business School**

(London Business School & International Exchange Programme NYU)



**Full-Time MBA Course**

**1975 – 1984 (9 years)**

**Wimpey International Ltd**

( \$1.5bn Turnover Publicly Listed International Construction/ Contracting Group )



**PROJECT MANAGER – Middle East/ S America**

Starting as Indentured Civil Engineer/ University Sandwich course, held various positions on Civil Engineering projects in the UK, Middle East and South America as Site Engineer (various UK), Site Agent LNG Jetty (Qatar), Project Manager Port Reconstruction (Peru), Estimator & Commercial Manager (International) Wimpey Labs. Left to attend MBA course at London Business School.

**1975 – 1980 (5years)**

**City University London**

Attended Sandwich BSC Course in Civil Engineering





## Volunteer Experience



**Ports & Water Sector Groups- Lecturer on Privatisation Investment Opportunities.**

Company Name: Department of Trade & Investment



**Researcher & Lecturer on Infrastructure Opportunities for UK companies in Latin America**

Company Name: Department of Environment

## References

### Featured



Reference Available- Sir Neville Simms, Former Chairman International Power, Carillion Plc, Tarmac Plc and Past Membe...  
AUG 2006: " Greg is hardworking, honest, prepared to speak his mind and be a bit different, without rocking the boat. I would not hesitate to recommend him for a senior and central advisory role."

### Recommendations



**Philip Corsano-Leopizzi**  
Banking Regulation  
Infrastructure/Energy Project  
Finance Consultant,  
Rome/London based  
February 5, 2014, Greg was a  
client of Philip's

Greg has a great understanding of how to navigate the waters of international M&A. He has extensive skills in the evaluation of international construction, and of its economic sensitivity to the business cycle. He is an effective and trustworthy professional.

**Greg Malpass Contact Details- Email: [syler.bros@btinternet.com](mailto:syler.bros@btinternet.com); Tel: +44 7850230692**