

BLAIR THOMSON STEWART

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Financial Analysis, Strategy & Leadership, Rugby & Community

Comprehensive understanding of financial markets, corporate finance, and the investment process from end to end. A strong commitment to community engagement and sport through active involvement in charitable initiatives and rugby. Renowned for delivering exceptional results, evidenced by inclusion in the Institutional Investor 'Hall of Fame' for financial analysis; an elite club of only 33 individuals across Europe awarded over the last 30 years. Adept at analyzing and simplifying complex financial concepts. Utilizes strong interpersonal skills to build relationships and demonstrates exemplary leadership qualities. Boasts an extensive network of contacts within the financial, investment and rugby worlds. Proven expertise in engaging with and providing insightful support and guidance to c-suite management and boards. Equally as comfortable working at grass roots community level through various voluntary roles.

Professional Career

Veritum Partners – Consultant

2024 – present

Working directly with c-suite management in the financial sector to prepare, critique and refine investor and stakeholder communication. This includes high level strategic and financial aspects, individual executive coaching and detailed Q&A interrogation.

Bank of America Securities - Managing Director

2002 – 2023

Head of European insurance equity research. Responsible for written research product and analysis, strategy, corporate relationships, internal sales & trading relationships, client management & marketing. Ensuring the best possible product and practices were delivered whilst adhering to strict regulatory compliance guidelines.

- **Deep financial market knowledge.** Thorough understanding of corporate finance, financial modelling, financial markets, institutional investment process, trading and valuation. Thorough understanding of the importance of good corporate governance.
- **Recognised technical ability.** Relentless focus on accuracy under pressure and an ability to translate complicated inputs into easy-to-understand outputs. Rigorous financial, strategic and risk analysis of complex financial companies.
- **Respected industry leader.** Presented industry views and strategy critique to management teams and boards, plus external bodies including The Bank of England, Geneva Association, Insurance CFO Forum; and as guest speaker at several industry forums. Widespread financial industry influence in Europe, US and Asia through interactions with management teams, regulators and industry bodies.

Rugby Experience

- Extensive connections across the Scottish rugby club community and within Scottish Rugby.
- Current active member of a Finance Advisory Group created to support Rugby Development and the CRB.
- Lifelong association with Musselburgh RFC through both playing and administration. Current club President. Particular focus on revenue generation and fundraising for MRFC with nearly £0.5m raised and invested over the last five years to support grass roots rugby development.

Education and interests

- Fellow of the Faculty & Institute of Actuaries from 2000
- Actuarial Mathematics and Statistics, Heriot-Watt University
- Scottish Malt Whisky: Founding investor and co-Director of Alpha Whisky Ltd.
- Personal financial interests: Broomfield IMI Director, B15 Advisory Director, Kelvin Capital member.
- Walk With Scott Foundation board member trustee. WWSF is a local community charity focused on mental and physical health, wellbeing and inclusion.