

FRANK LEWIS

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PROFILE

A successful and entrepreneurial **Non-Executive Director / Non-Executive Chairman** with Global, multi-sector experience and specialist knowledge of IPO & AIM flotation, Stock Exchange listing and business transformation. A proven business developer, who uses pragmatic and commercially focused processes to drive change and achieve exceptional results. Prioritises developing strong relationships that are built on trust and respect, whilst collaborating at Executive level to structure and execute business initiatives.

Highly motivated and `people focussed` with proven ability to work as part of a senior management team; advising on how to transform operations and provide an on-going organisational strategy. With an impressive track record of successfully starting new businesses and directing £multi-million, international operations, and skilled in: corporate governance / compliance, mentoring Executive leaders, improving systems / processes, scaling-up businesses and challenging existing practices in a positive and dynamic way: Now seeking a NED / NEC role where expertise, experience and strategic focus will bring immediate value and on-going worth.

KEY SKILLS AND EXPERTISE

- Business and Management Consultancy
- Strategic Thinking / Vision / Culture
- Business Transformation – Driving Change
- Financial Management / P&L Control
- Global Markets – Infiltrating / Developing
- Corporate Governance / Regulatory Knowledge
- Networking / Presentations / Media Interviews
- Business Planning and Execution
- Chair Audit and Risk Committees
- Relationship Management / investor in People
- Data and Performance Analysis
- Coaching and Development / Mentoring Leaders
- Stakeholder Management / Negotiation / Interpersonal
- Market Expansion Strategies
- IPO & AIM Flotation
- Standard Main Market Listings
- Start-up & Scale-up – Proven Record of Success
- Open, Transparent and Effective

SELECTED HIGHLIGHTS OF EXPERTISE

- Founding, developing and establishing two businesses from zero revenue to listing, including taking 'Yoomedia Plc', a start-up media business, to over £150 million capitalisation within 10 months.
- A former member of AIM Advisory Council who advises the London Stock Exchange on all matters relating to the AIM Market.
- Transforming the commercial performance of multiple international businesses within both public and private sectors: For example, providing strategic vision as the NED for a £21million company called China Evoline Plc. Delivered change management advice to scale-up commercial performance; leading on direction, business growth, process/system transformation and development of its portfolio to achieve a profit of circa £2m.
- Successfully floating several international organisations, ensuring they met AIM and IPO obligations and all areas of corporate governance, including: MTI Wireless Edge, \$30m aerial manufacturer on AIM; Teleset Networks Ltd, \$30m Cypriot/Russian fixed line telecoms; Jetcam, \$5m Software Company.
- Advised CEO of £20m turnover Engineering Company on his need for divestiture turning a loss-making business to £1m profit and private ownership in 12 months. An AIM company.
- Consistently adding value to £multi-million enterprises, as an Executive running businesses all over the world and a Non-Executive in more recent roles. These include: NEC for Community Solar UK Ltd; NEC for Herbeos Ltd and NED for China Africa Resources Plc.
- Delivering consistent success across a diverse career to date, largely by seeing the connection between the customer/client, the product and how the company can create the opportunity. Ensuring businesses are `well run` through a collaborative, mentor based approach to drive profitability, whatever the challenge faced.

RECENT EXPERIENCE

2016-2018 **Non-Executive Chairman**, Herts Traffic Management Systems Limited

Roles and Achievements:

- Working collaboratively with the owners/Board to ensure a strong strategic vision is in place to grow and improve this specialist business, involving: ideas development; forward planning; research, analysis and evaluation; problem solving and resolution, and the focussing of core business objectives.
- Mentoring the company's Executive leaders; focussing on ensuring their own management style is able to optimise staff performance and instilling a culture of positive management that explicitly recognises individuals' strengths and contributions.
- Providing challenge to the company's Executives in a positive and effective way; ensuring they continually look for operational improvements and business development opportunities in order to generate new income: advising on key projects and suggesting improvements to systems/processes etc.
- Utilising experience and business acumen to ensure the business in general is well run and successful. Suggesting creative and innovative approaches to transform key operational areas whilst also improving cash-flow, and continually emphasising the need to understand key business drivers.
- Ensuring the company adheres to all related regulations, issues of compliance and industry standards; focussing on reporting, internal policies/documents etc.

CONCURRENT / PRIOR CAREER

Worked in a similar manner for roles shown briefly below. At times NEC/NED positions have been concurrent, depending on the size of their operations. Details of key successes can be provided on request

Mar 2017 – Present: **Non-Executive Chairman**, HERBEOS Ltd (Producer of Herbs for the food processing sector)

Dec 2012 – Oct 2018: **Non-Executive Chairman**, Community Solar UK Limited (Solar Energy acquisition Company)
The shareholders have recently decided to sell the company.

2011 – 2017: **Independent Non-Executive Director**, China Africa Resources Plc (Namibia-based mining exploration group with Chinese company as major shareholder. Listed on AIM in Aug 2011)

2012 – 2017: **Non-Executive Director**, Staffordshire Holdco Ltd (Infrastructure Company sold in Dec 2017)

2015 – 2017: **Non-Executive Chairman**, CIC Capital Ltd (Investment and Advisory Company)

2015 – 2016: **Non-Executive Director**, Century Galaxy Holdings Plc (Tech Company that operates a market place in China, providing various services to members and merchants)

2015 – 2016: **Non-Executive Chairman**, Active Energy Group Plc (AIM listed)

Sep 2010 – May 2015: **Non-Executive Chairman**, Asia Ceramic Holdings Plc, China (AIM listed)

Prior to this multiple **Director and Non-Executive** positions, moving in line with opportunity, details available on request. Key achievements include: Floated MTI Wireless Edge, a \$30m aerial manufacturer on AIM; Floated Teleset Networks Ltd, a \$30m Cypriot/Russian fixed line telecoms and having a key role in flotation of Jetcam, a \$5m turnover software company.

PROFESSIONAL DEVELOPMENT / ADDITIONAL INFORMATION

- Chartered Accountant – University of Cape Town (C.A.S.A)
- Fellow of the Institute of Chartered Accountants in England and Wales (F.C.A)

Additional Skills/Experience Include: Appearing as a Key Notes/Expert Speaker at multiple international conferences, most recently at the Oval, London and being interviewed to appear on various industry/TV programs and magazines.

References Available on Request