

# FRANK LEWIS

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## PROFILE

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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

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

## SELECTED HIGHLIGHTS OF EXPERTISE

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- Founded, developed and established a business from zero revenue to AIM listing, taking 'Yoomedia Plc', a start-up media business, to over £150 million capitalisation within 10 months.
- Transforming the commercial performance of multiple international businesses within both public and private sectors: For example, providing strategic vision as the NED for China Evoline Plc; a 21m, China-based designer/distributor of mobile phone handsets. 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: Wireless Edge, \$30m aerial manufacturer on AIM; Teleset Networks Ltd, \$30m Cypriot/Russian fixed line telecoms; Jetcam, \$5m Software Company.
- Consistently adding value to large, £multi-million enterprises both as an Executive, running businesses all over the world and 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. Earlier roles include Finance Director for Kerrington Plc and various Directorships in South Africa. In each role providing focussed advice, corporate governance & commercial/operational transformation, whilst remaining 'people' focussed to drive continuous improvement.
- 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

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Dec 2018 – Present  
shopping centres in Ukraine

**Non-Executive Director**, Arricano Real Estate PLC (AIM Listed) - Real Estate developer of

### Roles and Achievements:

- Provides assistance within policymaking and planning and strategy development.
- Actively participates within board meetings.
- Responsible for monitoring of the executive directors and acting in the interest of the company stakeholders.

- Ensured company compliance with corporate governance Provides Strategic direction, with a clear view of external factors affecting the company and its business environment.
- Provides a creative and informed contribution, acting as a constructive critic in looking at the objectives and plans devised by the chief executive and the executive team.
- Monitors the performance of executive management, especially with regard to the progress made towards achieving the determined company strategy and objectives.
- Ensures integrity of financial information and that financial controls and systems of risk management are robust and defensible.

## CONCURRENT / PRIOR CAREER

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**\*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)

2016 – 2018: **Non-Executive Chairman**, Herts Traffic Management Systems Limited (Business that services the traffic management needs of utility companies)

Dec 2012 – Sep 2018: **Non-Executive Chairman**, Community Solar UK Limited (Solar Energy acquisition 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

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- 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 conferences, most recently at the Oval, London and have appeared on a TV business program.

**References Available on Request**