



Chris Wain-Lowe, BA, MBA
Executive Vice President and Portfolio Manager
Portland Investment Counsel Inc.

Chris Wain-Lowe has 30 years of business management and global financial services experience – living and working on four continents: Europe, Asia, Africa, North America as well as in the Caribbean, which also embraced corporate experience in the energy, natural resources and utility industries. Chris' business experiences provide first-hand knowledge and understanding of those businesses in which he now invests.

As Head of the Utilities team, Barclays' Large Corporate Banking (1989-1992), Chris' team tendered and won most of the syndicated finance, large value leasing and project finance mandates during the UK's water and electricity privatizations – with Barclays Syndications consequently being awarded 'Best European Syndicate Bank' in 1991 and again in 1992 by *Euromoney* magazine.

As Chief Executive Officer he led Barclays business in Greece, transitioning it to becoming more corporate focused and successfully selling its island retail network to Bank of Nova Scotia (1995).

As Chief Executive Officer he led Barclays' South African operations in Botswana to best in the region. The Banker magazine ranked Barclays as the 'Best Bank' in Botswana and the 'Best Bank' in Africa in 2000. During Chris' three years with the bank, its market capitalization rose to US\$300 million from US\$80 million – a compound annual growth rate of more than 55%.

Chris has a BA degree from University of North Wales and an MBA from University of Exeter. He is an Associate of the Chartered Institute of Bankers and holds their Financial Services Diploma, placing first in his year (1989).

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¹ Source: *The Banker*, July 2003, Top 100 Banks (page 218)

