

# LEWIS MEGAW

## Vice President, Trade Finance Allam Advisory Group

Lewis Megaw has more than 35 years of banking and international trade finance experience in Canada, the United States, Mexico, Europe, the Middle East, Africa, Latin America and the Caribbean.

Lewis advises Canadian and foreign clients with export credit, foreign investment financing, and insurance solutions in multiple industries worldwide. His work has involved counseling C-suite executives on international market entry and expansion, with an emphasis on international finance and insurance deal structuring in support of companies with their direct sales or foreign direct investments. He also specializes in helping companies who need financing at different stages in their growth - money to cover the upfront costs of taking on new business or a loan to promote or expand their business in high risk markets and industries.

Lewis has been instrumental in the development of a number of innovative financing solutions for Canadian small and mid-sized businesses and large corporates who grew international sales and made investments in foreign operations. He uses his deep functional expertise to serve clients across a broad range of industry sectors, including technology, information services, life sciences, health, mining and oil & gas.

Lewis spent 15 years with Export Development Canada (EDC) at the Vice President level. His most recent position was Regional Vice President, International Business Development where he managed EDC's portfolio in Europe, Africa and the Middle East.

Prior to EDC, Lewis spent 23 years with the Bank of Montreal in a variety of senior positions including management of their commercial and corporate group in Manitoba.

## EDUCATION

Lewis holds a professional accounting designation (CMA) from the University of Manitoba.

## PRACTICE AREAS

International Project Financing  
Foreign Investment Financing  
Due Diligence on Transactions  
Portfolio Company Turnarounds  
Bonding  
Financial Security Guarantees  
M&A and Integration Strategies  
Doing Business in Canada and the U.S.  
Doing Business in Africa & Middle East  
Doing Business in Europe  
Doing Business in Asia

