

# RICHARD HARRIS

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- **A pioneer of the modern Asian investment community**
- **36 years working experience, 8 in Europe. 43 years in total in Asia**
- **Registered by the SFC as a Responsible Officer (types 1, 4 and 9)**
- **Weekly columnist on complex financial matters, SCMP. First to coin the term, "Lionomics".**
- **Powerful communicator & prolific speaker, writer, TV/radio guest presenter and conferences**
- **Main Board Director; asset management, trading, sales and detailed regulatory experience.**
- **Entrepreneurial business builder but also JP Morgan, BNY Mellon, Citi in Asia and Europe**
- **Harvard MBA. Chartered Engineer. King's BSc, Imperial MSc. Peking, Stanford Universities (cert.)**
- **Independent expert financial witness for specialist legal cases for the HK and Singapore Courts.**

## Business experience

- 2008 – present **PORT SHELTER INVESTMENT MANAGEMENT**, Hong Kong. *Founder*.  
PSIM provides creative investment management solutions to institutions, family offices and private clients. My benchmark portfolio is up 12% compound p.a. over 7 years.  
*On contract: 2010 – 2012, QUAM ASSET MANAGEMENT*, HK. *Chief Executive*. Turnaround role. Established a RMB China L/S hedge fund; a RMB Bond fund; and the first ever liquid Mongolia Fund.  
**2008: GRACE FINANCIAL**, *Managing Partner*. Established a global multi-asset, UHNW Family Office.
- 2004 – 2008 **CITI PRIVATE BANK**, H.K. *Investment Director. Head of Asset Allocation/Manager Selection*
  - Global Investment Policy Committee. Initiated APAC asset allocation policy and portfolios – outperformed indices
  - Investment Director establishing investment function in Asian national private banks (e.g. India, Korea, Taiwan)
  - Investment Strategist; for the investment teams, portfolio risk and asset management.
- 2000 - 2004 **ENTERPRISE PRIVATE CAPITAL**, London. *Founder*.
  - Founded & sold a FSA-regulated fund manager, developed an innovative private equity fund
  - Established / mentored many entrepreneurial businesses.
- 1997-2000 **NEWTON INVESTMENT MANAGEMENT**, London. *Director*. (now BNY Mellon)
  - Member of the NPIM Management and Investment Committees.
  - Responsible for award-winning team 1999 & 2000 in managing US\$1 billion for retail and institutional clients
- 1996-7 **CONSERVATIVE PARTY, UK**. *Sought to become a Member of Parliament. (1997 election)*
  - Served as a 'spin doctor' in Conservative Central Office, 1996-7. Deep media experience.
  - Personally developed the first computerised high-donor fundraising package for the Party.
- 1990-1996 **JARDINE FLEMING**, Hong Kong. *Chief Executive Private Banking*. (now JP Morgan)
  - Appointed to manage the Pacific-based private bank to recovery, after a compliance scandal.
  - Responsible for US\$1billion of global assets and 1,000 discretionary, broking and banking clients.
- 1986-1990 **SKANDINAVISKA ENSKILDA BANKEN (Enskilda Securities)**. London and HK
  - Responsible for Asia, Japan and Australasia. Member SE Bank (HK) Management Committee
- 1978-1984 **Chartered Engineer**. Divisional director aged 24. **Royal Dutch Shell**, London/The Hague. Strategic Planner

## Education

- 2012 **ARBITRATION AND MEDIATION** training. HK International Arbitration Centre
- 2009-10 **PEKING UNIVERSITY, Beijing**. College of Intensive Chinese Studies. Certificate in Chinese.
- 2006 **STANFORD BUSINESS SCHOOL, USA**. Strategic Leadership. *Executive Program (sponsored by Citi)*
- 2000 **HARVARD BUSINESS SCHOOL, USA**. *Executive Program: Entrepreneur's Tool Kit*.
- 1984-1986 **HARVARD BUSINESS SCHOOL, Boston USA**. *Master in Business Administration*.
- 1977-1978 **IMPERIAL COLLEGE OF SCIENCE AND TECHNOLOGY, London**. *Master of Science. Diploma of Imperial College*.
- 1974-1977 **LONDON SCHOOL OF ECONOMICS & POLITICAL SCIENCE - UNIVERSITY OF LONDON KING'S COLLEGE**. *First Class Honours, BSc, Associate of King's College. Sambrooke Prize - top academic award.*
- pre - 1974 **ISLAND SCHOOL, Hong Kong**

## Professional distinctions

- 1986 - current "Responsible Officer" for Hodes Weill Asia. Qualified for types 1, 4 & 9 SFC licenses (depending on institution involved).
- 2012 Associate Member. HK International Arbitration Centre; completed Mediation & Arbitration training
- 2000 UK Financial Planning Certificate; I & II.
- 1986 - 2005 Investment and Commodities Adviser/Dealer (HK). Registered Representative, Authorised to manage and give advice, FSA.
- 1983 - 2010 Corporate Manager, British Institute of Management.
- 1982 **Chartered Engineer**, the Royal Charter of the Institution of Mining, Metals and Metallurgy.
- 1982 Awarded the Institution of Civil Engineers Prize - for the top young engineer of 1982.

## Personal

Married with two adult children. HK Permanent ID Card. Lived in Europe, US, Africa (8 years) as well as Asia (China). Intermediate Mandarin Chinese. Extensive media skills; well known as a TV / radio / press contributor. Conference leader / speaker. Member HK Club. Lived in Asia since 1970. Published twelve scientific papers and a book, *Investment Insights*.

*Interests:* family, church. *Sports:* rugby, cricket, golf and running. AOPA-certified aerobatic aircraft pilot.

Director of Stewards, HK social welfare group (1988-96). Past-Chairman of International China Concern; an orphanage NGO in Changsha, China.

**FUNCTIONAL EXPERIENCE**  
**EXPERT WITNESS    MEDIATION    ARBITRATION**  
**FINANCIAL MARKETS AND SERVICES**

**BOARD LEVEL**

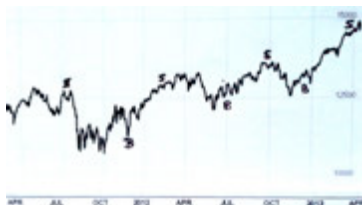
Chief Executive: *Port Shelter (2008-12), Quam (2012-12), Grace (2008), EPC (2000-4), JF (1994-6)*  
 Senior Director: *Citi PB (2004-7), Newton (NIM, 1997-2000), Jardine Fleming (1994-6)*  
 Director: *Jardine Fleming (1990-94), Enskilda (1988-90), H&S (1981-4)*  
 Serving on the Board of a Chinese company in Changsha, Hunan province (2004-14), Chairman (2008-11)  
 \*\* note some companies are divisional positions, refer to full CV.

**INVESTMENT**

Head of Global Portfolio Management, retail/private/institutional/HK Authorised funds: *Grace, Citi, Newton, Jardine Fleming*  
 Active Portfolio Management, Hedge funds AND long-only, single country/regional/sector funds: *Quam, Grace, Citi, EPC, NIM, JF,*  
 Head of Asset Allocation: *Grace, Citi (Asia-bias), Newton (international), Jardine Fleming (first Europe then Global)*  
 Head of Stock Research & Selection: *Quam, Grace, EPC, Newton (international), JF, Enskilda Asia*  
 Head of Manager Research & Selection, Portfolio Construction and Risk Management: *Grace, Citi (long-only)*  
 Global Strategy Calls & Research: *all institutions field research roadshows, especially in Asia-Pacific and Europe and US.*  
 Derivative analysis and investing; Research: *Enskilda (1987);*  
 Managed derivative / hedge funds: *JF (1990-4); Quam (2010-2)*  
 Securities Trading: *Quam, Grace, EPC, Jardine Fleming, Enskilda*

**2011 – 13 INVESTMENT CALLS DJI**

*B = buy*  
*S = sell*  
 Apr 2013 => SELL

**MARKETING**

Established many new funds/products: *Port Shelter, Quam, Grace, EPC, Newton, JF, Enskilda*  
 Total (re) design of marketing strategy: *Quam, Grace, Citi, EPC, Newton, Jardine Fleming, Enskilda*  
 Writing articles and newsletters (external & internal): *all institutions*  
 Regular press columns (global and local), TV and radio appearances: *most institutions*  
 Established local campaigns with public and press: *Port Shelter, Conservative Party, UK (1996-7)*

**SALES**

Created and designed sales database (6,000 names): *Port Shelter, Quam, Grace, EPC, others*  
 Designed and personally executed active fundraising / global marketing roadshows: *Quam, Grace, Citi, EPC, JF, Enskilda*  
 Established morning meeting, research, publication, sales training: *Quam, Grace, Citi, JF, Enskilda Asia*  
 Stockbroker (awarded 'Super Salesman' accolade) *Enskilda Securities (1986-90),*

**COMPLIANCE**

Designed and implemented Compliance systems to leading edge commercial standards: *Quam, Grace, EPC*  
 'Cleaned up' significant Compliance problem caused by others: *Jardine Fleming (1994)*  
 Registered company for FSA / SFC regulation: *HWA, Grace, EPC, assisted several others*

**RECENT CONFERENCES**

PRIVATE BANKING FORUM, HK: *Keynote speech on RMB and its future (2012)*  
 MINES AND MONEY: *Masterclass on Mining Investment (2012)*  
 MEETING OF MINDS. CEO-only conference. *Moderator and Rapporteur (2012)*

**EXPERT EVIDENCE**

Provide financial expert evidence for the public and the private sector (2009 – current), including court cross-examination.  
 Covered many cases of financial mis-selling, insider trading, misleading information, calculation of quantum, etc.  
 Cases are often very high profile both in terms of the case and the stakeholders involved.  
 Completed training courses on Financial Dispute Resolution: *Arbitration and Mediation (A.Mbr., HK Institute of Arbitration, 2012)*

**OTHER**

Established business entrepreneurially: *Port Shelter, Grace, EPC, various private businesses*  
 Developed businesses entrepreneurially: *Quam, Citi (inv. biz. Korea, Taiwan, India, Indonesia), Jardine Fleming, H&S*  
 Qualified to provide private client investment advice, management and marketing when licensed  
 Served in the Press Office of the Conservative Party (1997) compiling press reports, writing press releases  
 Sambrooke Prize, Institution of Civil Engineer's best young engineer of 1982.