

# **JUDE KOFI ARTHUR**

## **Brief Profile**

Jude Arthur graduated from the University of Ghana Business School with a B.Sc. Administration, Accounting major (second class upper) in 1976. He is also a fellow of the Chartered Institute of Banking Ghana. His working career has been mainly in the Banking Industry. He had had extensive executive education in Leadership, Finance, Governance, Strategy and Organizational Effectiveness over his thirty-year Working Career.

His banking career commenced in Merchant Bank Ghana Limited in 1978 as a Project Officer and a Relationship Manager. He had a well-structured career path which took him through key areas of Banking notably Credit Evaluation, International Trade Finance, Branch Operations, Risk Management, Treasury And Corporate Finance. His commitment and holistic approach to challenges enhanced his career progression. He held key positions as a Relationship Manager, Project Officer and Branch Manager and in 1987 was appointed the Senior Manager and Head of the Corporate Finance Division and a Director of Merban Investment Holding Limited a subsidiary of the Bank. He held these positions reporting directly to the Managing Director of the Bank until 1994 when he left Merchant Bank Limited.

In June 1994, he joined a group of Investors with a shared vision to set up First Atlantic Merchant Bank Limited (FAMBL) now First Atlantic Bank and was appointed the first Managing Director of the Bank. The pioneering role, which he played, and his responsibility for putting together the feasibility report and business plan of the bank for the banking licence was a unique learning opportunity for him and it certainly provided him with key insights into the Business of Banking. He was Managing Director from 1994 to 2012 when he left the bank honorably after eighteen years services at the highest level – as Managing Director.

He has extensive executive training in banking and has a clear understanding of the risks and growth factors in banking as well as in Strategic Planning and Leadership, Emotional Intelligence, Corporate Governance, Risk Management and Organizational Effectiveness. His executive education took him through such prestigious and well renowned institutions as Insead-France, Wharton Business School- University of Pennsylvania, Templeton College, Oxford University, Stanford University, National University of Singapore (Nus), Ashridge Institute of Management, Euromoney Training School and the International Centre for Monetary and Banking Studies in Geneva. In addition to these, he had the benefit of attachment to Grindlays Bank India and Ans in London. At the governance level, he had exposure in making corporate boards effective and the evaluation of risk and compliance at a programme run by Harvard Business School.

His formal Education, Leadership Programmes and Seminars and his working experience at the highest levels have provided him with skills and competencies to develop and execute strategy and lead at the top not only in Banking but across industry sector. He has a deep knowledge of the Banking System, the wider Capital Markets and an appreciation of Compliance at all levels in organisations.

- He has had the opportunity to serve as a member of the study group whose recommendation formed the basis for the setting up of the Ghana Stock Exchange
- He was the joint Lead Manager of the Ghana Portion of the Ashanti Goldfields share offer, which resulted in the listing of the then AGC on the Ghana Stock Exchange.
- As Chairman of the National Communication Authority, we initiated the formulation of the first Long Term Mobile Licences which reflected Best Industry Practice and met Global Telecom Standards.



## ***Profile of Lydia Essah***

*Mrs. Lydia Essah joins the Board bringing a wealth of banking experience. She enjoyed a career with GCB that spanned over thirty years, beginning at the branch level and culminating in the position of Chief Manager and Area Manager of the Tema Zone, responsible for all operational aspects of 19 Branches. As an innovator and leader, Mrs. Essah was responsible for reshaping certain aspects of Branch culture including the introduction of professional business dress codes before the Bank came out with its dress code, creating Corporate Desk at the Branch and Branch Management Committee System.*

*Mrs. Essah holds a Masters Degree from GIMPA (Ghana Institute of Management and Public Administration, MPHIL), a Bachelors Degree from the University of Ghana (English/History – Honours) as well as numerous professional development certificates and programs both international and national.*

*Mrs Essah is a seasoned banking operations executive with a demonstrated record of exceeding profit target.*

## **Ray Sowah – Profile**

Ray Sowah has been a Banker in the City of London for 30 years and has worked extensively in the erstwhile Ghana Commercial Bank London Branch, Ghana International Bank London and Bank of Montreal Capital Markets, London.

He is a commercially astute Business Banker & Lawyer with a consistent record of success in optimising the market, revenue, profit and service performance of organisations operating in challenging environments. He has held senior management positions in Compliance, International Trade Finance, Retail Banking, Business Development and in the UK Capital Markets.

Some of his achievements include:

- “ Liaised with James Capel and Lonrho in the sale of shares in Ashanti Goldfields Corp
- “ Drafted Foreign Exchange Retention Agreements involving Ghanaian gold mining companies
- “ Advised Ghana Commercial Bank Ghana & Social Security Bank on the sale of their shares to the Ghanaian diaspora
- “ Interpreted various financial legislation and their effect in practice
- “ Built relationships with the Prudential Regulatory Authority and Financial Conduct Authority, UK
- “ Played a lead role in the annual syndication of Ghana Cocoa Board’s receivables backed loans
- “ Developed new correspondent banking relationships throughout West Africa
- “ Built significant relationships with money transfer companies
- “ Structured finance for the purchase of oil for Ghana

Ray Sowah attended Mfantshipm School, Cape Coast, and has a BA Honours Degree in English & Philosophy from the University of Ghana, Legon. He is a Barrister at Law and Solicitor of the Supreme Court of Ghana and a member of the British Banker Association, Business Council for Africa and the Association of Foreign Banks, all in London.