



**WORLD TRADE ADVISORS**  
expertise without boundaries

**Lewis MEGAW**  
**GROUP CHIEF EXECUTIVE, INTERNATIONAL TRADE & FINANCE**

Lewis Megaw is group chief executive—International Trade and Finance.

Mr. Megaw has over 35 years of experience in international trade, trade finance, and business development across multiple sectors around the world. His work has focused on advising 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.

From 1998 to 2013, Mr. Megaw held several leadership positions with Canada's export credit agency – Export Development Canada. Most recently, he served as Regional Vice President responsible for international business development in Africa, Europe and the Middle East. He developed and managed both outbound missions and relationships with key potential foreign buyers and financial institutions to advance opportunities on behalf of Canadian exporters. Significant achievements include multiple \$200 million plus signings to global leaders in the auto, mining, oil/gas sectors as well as technology companies with subsequent follow on contract/supply signings on behalf of the Canadian export community of well in excess of \$1 billion.

Prior to that, Mr. Megaw served as Vice President, Manufacturing Sector where he championed a Canadian private sector strategy (all segments) in the secondary and health care technology sub sectors. Several key signings, aggregated across several sectors totaled \$7 to 800 million, which included purchases by leading Canadian based manufacturers in the health care and green energy sub-sectors.

He also served as Regional Vice President – Ontario, where he had responsibility for managing a regional sales force focused on supporting Canada's auto sector and a number of other manufacturers (both primary and secondary) along with a well developed service industry across all segments from large multi nationals to small and medium sized companies. Additionally, he was involved in the in-bound investment by global corporates looking to expand their global reach.

Before that, Mr. Megaw served as Regional Vice President - Western Canada (B.C - Manitoba) where he successfully generated \$20 billion in annual business volume across all provincial sectors such as forestry, oil & gas, ship building, technology and services in key markets ranging from the U.S. to Latin/Central and South America.

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

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

Mr. Megaw is based in Ottawa, Canada and travels frequently to client and partner locations.

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