

# CURRICULUM VITAE

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TRISTRAM NORRIS

6C, Tower One, Bel-Air on the Peak

Hong Kong

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## Work Experience

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January 2016 to present day

**Chairman**     **BTC**

**Hong Kong**

Responsible to the family office for Asian institutional clients mainly from Hong Kong, Singapore, Taiwan, China, South Korea and Japan including UHNW clients with a specific focus on investments into Europe. Devised a unique strategy to allow Hong Kong banks to offer credit to M&A and MBO European group trophy assets using either mainland or overseas Chinese assets. Closed US\$7.2bn of deals in early 2016 as the RMB foreign policy tightened.

Currently we have mandates to buy a chain of hotels in Europe retained by a Canadian billionaire. To sell the largest hotel chain in Portugal with 93 hotels dotted around the Atlantic rim including London, Berlin, Barcelona and Lisbon. We have an exclusive mandate from the owner to represent this offering in Hong Kong, Macau and China. Also we have a contract with the French Senate and the region of Marne in France to represent an airport in the Champagne region exclusively in Hong Kong and China. We also have a non-exclusive mandate to represent a US\$1.6bn hotel project in Macau.

September 2014 to January 2016 Magner Worldwide Holdings Ltd.

**CEO**

**Hong Kong**

Oversaw the merger between Magner International of the US and DVT an Israeli high tech company. The new company benefits from the increased margins of the GMM model algorithm IP which when used with Magner machines produce superior currency counting and verifying machines. Also built the strategy around a smart-phone based application which is capable of verifying currency using the GMM model algorithm.

March 2000 to present day **TCP Trust**

**London**

**Trustee**

- Presided over a net growth in the fund of 18.3% p.a. from 1988 to the present day
- In March 2000 became actively involved in building the pension fund
- Re-organised the structure and trustees in 2006
- Researching new investment opportunities conducting due diligence
- Assessing the needs of new members and matching allocations
- Allocated funds and introduced to 3<sup>rd</sup> stage funding to growing businesses pre-IPO
- Founded an ORSO under QROPS for Members leaving the UK
- Allocated funds to German listed property with German high tax rate payer buyers
- Invested in a variety of corporate bonds collectively yielding 13.86%
- Provided due diligence through a network of Trustees and agencies such as Kroll

July 1998 to February 2000

## Tokyo and London

### **Director Asian Markets Pilkington International Art Fund Plc.**

Worked closely with the Pilkington family. Looked after overseas corporate clients visiting Tokyo to meet with Japanese investors. Managed the road show team. Helped launch an art fund known as the Pilkington International Art Fund traveling extensively to Singapore, Geneva and Bahamas to meet with the fund administrators Mees Pierson. Featured on the front page of the Financial Times in an interview with Gillian Tett Tokyo correspondent concerning the fine art market in Japan in April 1999. Devised strategies and solved problems with team leaders in Europe aiming to provide a seamless road show experience in many countries for clients. Raised \$18m in new investment from clients in Canada.

November 1994 to July 1998

Tokyo, Japan

### **CEO and founder Global Online**

This was the first Internet Service Provider in Japan. We started this service out of the bathroom of my co-founder Roger Boisvert. I was responsible for negotiating with the Japanese Government, fund raising and finding our exit. We sold to Exodus of the U.S. for \$150m in cash and stock in June 1998. The business was later acquired by Masayoshi Son of Softbank a friend and companion of ours from the early days. We had a great deal of help from our first round investors particularly David Keswick then running Jardine Wines in Tokyo and Michael Reed CEO of Templeton Asia.

January 1991 to October 1994 **Baring Securities**

Tokyo, Japan

### **Analyst Asian Markets**

- Was part of the team advising businesses out of Tokyo Japan
- Worked closely with the founder of Shokoh Fund and realised \$2.3bn on its floatation
- Clients were typically privately held companies with \$250 to \$3bn in sales, across all industries
- Overseeing the establishment of holding companies and subsidiaries in multiple jurisdictions
- Built often intricate offshore holding structures for 37 client companies
- Devised currency overlay with carry trade strategies maximizing return to shareholders
- Analyzed credit positions to optimize corporate bond issuance and worldwide corporate debt strategy
- Conducted credit risk profiles of client's debtors steering the board to least risky most profitable areas
- Implemented exit strategies for board members and key shareholders in client companies
- Represented Japan Railways on the sale of prime property near Tokyo Station working closely with the buyer Richard Li of PCCW.
- Handled client relationships with over 400 corporate clients including responsibility for Account documentation, Portfolio review, Offshore Structuring, Margin and other

credit needs, Securities lending, Technology support, Execution services, Securities processing and strategic buy outs

- Audited the efficiency of debt management cutting costs significantly
- Worked closely with international divisions of the bank to give our clients truly global support
  
- ✓ Undertaking regular board review trips around the world
- ✓ Reported to outgoing board on the Tokyo based sale of the bank to buyers ING Group of the Netherlands
- ✓ Created standard procedures to smooth the transition to new ownership
- ✓ Supported client boards on the transition

March 1988- January 1991 **AMP Society**

**London, England**

### **Manager Oxford branch**

- Passed all internal exams became a blue ribbon sales manager in 1989 rising to Gold ribbon in 1990
- Specialised in key-man cover and became the top producer in the world for the APLX table
- Held a consumer credit licence and arranged pension mortgages for clients in the oil business
- Qualified again as a member of the Million Dollar Round Table New Orleans 1990
- Rose to become the top salesman for the UK branch with £720,000 of personal income in 1990

May 1985-March 1988 **Allied Dunbar PLC**

**London, England**

### **Financial Management Consultant**

- Passed all internal exams and courses including unit trusts, pensions, annuities, permanent health assurance, international advisory licence, inheritance tax planning, key man planning and mortgage planning
  - Held a consumer credit licence and worked as an FMC within Cluttons South Kensington for two years
  - First qualified as a member of the Million Dollar Round Table San Francisco in 1987
  - Organized and designed marketing materials for investor and retirement workshops
  
  - ❖ Gave speeches and acted as a commentator at recruiting seminars
  - ❖ Was a member of the team introducing the highest issuer of single premium bonds totalling £17m in 1987
  - ❖ Specialisation within the bond team was portfolio construction
  - ❖ 1988 Became falcon level producer for the second year in a row
  - ❖ Advised names of Lloyds of London on risk management
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## Education

1975 – 1985

Dean Close School Cheltenham 7 O levels 3 A levels

Politics and Economics MA 2.2 Upper second-class honours Cambridge College of Arts and Technology (currently called Cambridge Anglia Ruskin University)

Business Management Studies (GCAT)

## Post-Graduate Education

2002 Stanford Graduate School of Business  
Sloane MSc and EPGC

**Palo Alto, USA**

## Other Professional Qualifications

ICFA (CII)

NASD 1 + 3

JCERT trading, compliance and advanced derivatives

Member of the International Who's Who list of professionals from 2004

## Language Qualifications

2004 Trinity College

TESOL certificate

Certificat d'études Françaises

Japanese Language Exams : 1st grade

German course Auswartiges Ampt

**London, England**

**Avignon France**

**Tokyo Japan**

**Berlin German**

## Additional Projects

- ❖ Whilst based in Hong Kong before reaching Japan in 1991 advised on the launch of what became a China oriented hedge fund Winnington Capital now with US\$1.5bn under management.
- ❖ Advised the board of Asahipen in Osaka in 1994 on the acquisition of a subsidiary of the then state owned Chinalight.
- ❖ More recently represented a wind power company with projects in Orissa and Tamil Nadu States.
- ❖ Represented Termidor Music Publishing and conducted their take-over of Bonnier Music Publishing in Stockholm Sweden.
- ❖ Worked with the German insurance giant MLP in Mannheim on their managing expatriate pension assets held in the UK, US and Australia from Germany.

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## Personal

Have been a keen contributor to the Cyberport DNA Security workshops in Hong Kong. Hold Permanent residency status in Japan, Germany, and the US along with current residency in Hong Kong. Conversant in Japanese and French have written English articles in Japan for Bloomberg. Produced with the legal department prospectuses for TSE listing. Lectured on Political and Economic subjects. German studies of the local language at the Foreign Office in Berlin also BarFin banking licensing exams Frankfurt Germany. Strengths are executive Director activities debt management, asset management, Institutional sales, sales strategies, fund raising, retail financial services with particular experience in Marketing/Sales. Worked on the INSEAD panel of judges in Singapore. Assisted INSEAD graduate students with their business plans