

**MR. ALEXANDER G. OWINO** is currently the Director and Principal Analyst of Metropol Investor Services (an affiliate of Metropol East Africa) responsible for preparing, developing and marketing credit ratings; industry and sector surveys of banking, insurance and financial services; analysis and benchmarks for the financial services sector and investor services for the capital markets.

He is a *Financial Consultant* and *Banking Sector Specialist* with over 25 years experience in auditing, financial management and consulting, including 8 years as an auditor and financial consultant with Price Waterhouse. He has held senior positions in financial management and planning, serving as the Financial Planning Manager for *Gillette Interproducts Limited*, a global manufacturing company; and Financial Controller for *McCann-Erickson Kenya*, a leading multinational advertising agency. He co- founded *Accolade Limited*, an indigenous tea export company. He has completed a broad range of challenging and innovative consulting assignments in the financial services sector for blue-chip clients in Kenya and regionally in Uganda, Tanzania, Ethiopia, South Africa and Syria.

He served as the *Lead Consultant and Principal Analyst* on the annual *Kenya Banking Surveys* prepared with Market Intelligence in 2004, 2005 and 2006. He prepared *Metropol's Top Banks in Kenya 2007 Banking Survey*, the most comprehensive survey of the banking sector in Kenya. Recent client assignments include consultant to *Equity Bank* during the bank's listing at the Nairobi Stock Exchange (NSE); developing *Kenya Commercial Bank's* Regional Expansion Strategy; advising *African Bank International (ABIL) of South Africa* on regional expansion in Sub- Saharan Africa (SSA); and advising the *ZEK Group of Companies (Tanzania)* on Group financial management in the region.

His public- sector consulting assignments include reviewing Kenya's unclaimed financial assets framework and preparing the Draft Bill for the Ministry of Finance (MoF). He carried out the Mid-Term Evaluation of the *Financial and Legal Sector Technical Assistance (FLSTAP) project* (MoF). Ongoing work for the Ministry of Finance (MoF) include preparing the Ministry's *financial sector presentations*; developing the Concept Paper for creating an *international financial centre (IFC)* in Nairobi; and reviewing the draft DFI strategy and recommending strategic options for Kenya Post Office Saving Bank (KPOSB) for Cabinet Review. He prepared the official Conference Report on Kenya's first- ever International Investment Conference for the Ministry of Planning and National Development (MoPND) and Kenya's first- ever *Survey Of Export Processing Zones (EPZs)*. In collaboration with *Prof. Nicholas Biekpe* (then at the University of Stellenbosch, SA) and *Market Intelligence*, He prepared the *Scoping Study* on Kenya's first ever *Business Confidence Index (BCI)* for the UK's Department for International Development (DFID).

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