

# Kiseok Kim (“KK”)

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## SUMMARY

- An entrepreneur of a fintech company & investor of start-ups with broad knowledge of the global economy, future trends, financial industry
- A proven senior banker with records of strong leadership skills; demonstrating deep & broad business acumen, inspiring commitment and followership, aligning enterprise capabilities, delivering financial performance, managing great teams with a strong will to win, and developing future talents
- Extensive experience in domestic and international financial markets to drive growth from cross-divisional, cross-selling of financial products, and cross-geographic relationships
- Highly versatile with knowledge of global financial markets and products (Global Markets, Corporate & Investment Banking, Global Treasury Service, and Operations)
- Profound expertise in Korean business and its regulatory landscape through the participation in numerous regulatory business activities upon requests (Office of the President, Municipal Cities, MOSF, BOK, Presidential Council for Future & Vision, KOFIA, Foreign Bankers Group, AMCHAM, etc.)

## AWARDS

- Dongguk University’s Chancellor’s Achievement Award (Dec. 27, 2017)
- “Special Award” by Newspim Capital Markets (2013)
- “2012 Best Korean Paper Deal” and #1 Non-G3 House Korea by the Bell
- The Bank of Korea Governor’s Award (2008)

## EXPERIENCE

Sep. 2015 to Current

### CROWDY Inc.

Korea

#### *Co-Founder and Managing Partner*

- Founded on September 3<sup>rd</sup>, 2015
- Officially registered and approved as one of Securities Crowdfunding Platforms in June 15<sup>th</sup>, 2016
- Developed the first payment application “MOAH” applicable to Korea Telecommunications and Clearings Institute (“KFTC”) API to transfer payment throughout all Korean major banks
- Strategic partnership with major institutions such as Woori Bank, Samsung Securities, Shinyoung Securities, and MOU partnership with major universities (20+)

#### **External Awards/Activities:**

- Board of Director, JB Financial Group (Apr. 2024 ~ Current)
- Committee Member of Busan Blockchain Regulation Free Special Zone (Nov. 2023)
- Financial Innovation Policy Advisor for City of Busan (2022 ~ Current)
- Listing Committee Member for KORBIT (Jul. 2021 ~ Current)
- Listing Committee Member for KOSDAQ at Korea Exchange (2019~2022)
- Preparation Committee Member for Busan Digital Asset Exchange (2022~2023)
- Dongguk University’s Chancellor’s Achievement Award (Dec. 27, 2017)
- Expert Member of Financial Division for Presidential Committee for Northern Economic Cooperation (2019)
- Mentor of Crimson Business Innovation Center at Korea University (2019~2020)
- Main Bank Selection Committee Member for the City of Seoul (2018)
- Lecturer of “Entrepreneurship Simulation 2” at Dongguk University (2017)

**Oct. 2011 to Apr. 2015**

**ANZ Banking Group**

**Korea**

***CEO, Head of Coverage & Head of Global Markets***

- Supervision and governance of all banking activities (Relationship Banking, Global Markets, Transaction Banking, and Enablement) of the Seoul Branch with total headcount of 67
- Developed and executed Korea plan in line with the Group's Super Regional Strategy; improving onshore franchise capabilities for "Catch", enhancing regional connectivity for "Throw", and leading teams for efficient and optimized performance to exceed customers' satisfaction
- Building stronger ANZ reputation through broadened customers coverage, prudential governance, and strengthened relationships with regulators and market authorities
- A member of Asia Pacific Europe America (APEA) Institutional Leadership Team
- Selected as one of strong potential talent pools for 'Future Management Board Candidates' in 2012
- Chairman of EXCO and ALCO Committee

**External Awards/Activities:**

- "2012 Best Korean Paper Deal" and #1 Non-G3 House Korea by the Bell
- "Special Award" by Newspim Capital Markets (2013)
- Invited to "Economic Emergency Measures Committee" by the Office of the President

**Feb. 2009 to Sep. 2011**

**Bank of America Merrill Lynch**

**Korea**

***Managing Director, Branch Manager & Head of Global Markets for Korea***

- Appointed to Branch Manager in June 2009 with responsibility for supervision and governance of all banking activities (Global Markets, Global Treasury Service, Corporate Banking, and Operations) of the Seoul Branch with total headcount of 135
- Main business focus on managing Global Markets for Korea consists of 70 headcounts with yearly revenue generation of over \$200mm for 2009 and 2010 (210mm and 200mm, respectively)
- Member of Asia Pacific Region Global Markets Leadership Committee
- Successfully completed integration of Bank of America and Merrill Lynch International Bank in Korea, including smooth dissolution of Merrill Lynch International Bank's labor union in 2009
- Led strong business growth strategies, enhanced market reputation, maintained great relationships with regulators and market authorities
- Chairman of Korea Local Management Team for the Bank branch and Vice-Chairman of Korea Country Leadership Team

**External Awards/Activities**

- A committee member of 'OTC New Product Review Committee' for KOFIA
- A member of 'Financial Task Force Team' for Presidential Council for Future & Vision
- A co-executive member of 'Capital Markets Committee' for AMCHAM
- An executive member of Foreign Bankers Group

**June 2004 to Feb 2009**

**Bank of America, N. A.,**

**Korea**

***Managing Director, Country Treasurer (Head of Sales and Trading), Local Markets Group - Korea***

- Managed Korea GMG business consisting 10-16 team members, responsible for a trading desk with DEaR limit of \$3.5MM and sales activities in Korea
- Promoted to Managing Director in February 2008
- Consistent proven revenue growth: \$13MM (2005), \$21MM (2006), \$34MM (2007), \$100MM (2008)
- Oversight of Trading Portfolios of PRC and Taiwan in 2008
- Introduced, developed, and improved local derivatives product capabilities (introduction of KRW CMS Daily Range Accruals in 2004 and KRW Power Spread products in 2006)
- Introduced first Hedge Fund trade for Seoul office in 2005
- A member of Korea Local Management Team for the BANA-Seoul

## External Awards/Activities

- The Bank of Korea Governor's Award (2008)
- A member of "Financial Products Tax Deregulation & Financial Hub Sub-Committee" of MOFE in 2006

May 2001 to May 2004

### Bank of America, N. A.,

Korea

*Principal, Head of Trading, Global Markets Group - Korea*

- Responsible for Rates and FX Trading, managing 5 traders
- Led strategic discussions and managed risks of the FICC trading desk
- Initiated new product developments and its delivery enhancing market reputation
- A founder member of the Korea Bond Market Association and auditor for 2004-2006
- Managed risks of local rates (bond and derivatives) trading portfolios for the Bank
- Developed and supervised management of fixed income options trading portfolios
- Built a new trading team in 2002

Mar 1999 to Mar 2001

### Morgan Guaranty Trust Company of New York

Korea

*Vice President, Local Fixed Income & Derivatives Trading*

- Set up, developed, and managed local fixed income trading portfolio for the Bank
- Market making for local fixed income securities (Korean government bonds) to overseas investors – GIC as first KTB investment
- Developed local risk management tools to manage risks of local fixed income and derivatives portfolios
- Recorded the most profitable KRW fixed income trading portfolio in the market in 2000 with revenue of \$23MM

Mar 1997 to Mar 1999

### J.P. Morgan Securities Asia Pte., Ltd.

Hong Kong & Korea

*Associate, Fixed Income & EMSTaR Sales Team, Capital Markets, and Investment Banking*

- Emerging market fixed income sales & distribution
- Customized and structured various derivatives products for clients, mainly with Eurobonds and Brady bonds
- Analyzed and managed credit lines of the clients
- Assisted overseas financing businesses (DCM) including different securitization financing businesses.
- Advised credit rating presentations for Korean financial institutions

## INTERNSHIPS

Jun 1996 to Jul 1996

### J.P. Morgan Securities Asia Ltd.,

Hong Kong

*Summer Associate in Fixed Income Sales & Capital Markets*

Jun 1995 to Jul 1995

### Daewoo Corporation

Korea

*Assistant in General Merchandise Department*

Jun 1994 to Aug 1994

### Controle Mesure Regulation

France

*Marketing Researcher*

Jan 1993 to Jan 1993

### Dong-Ah Electric Co., Ltd.,

Korea

*International Sales Department*

## EDUCATION

### University of Wisconsin-Madison

September 1995 - December 1996

Master of Business Administration (Major: International Business)

### University of Wisconsin-Madison

September 1992 - May 1995

Bachelor of Business Administration

Major: Marketing Specialization: International Business

## LANGUAGES

Fluent speaking and writing in **Korean, English, and French**

## REFERENCES

Available upon request