



BINA KALOLA

Global C-Suite Strategic Advisor

Growth & Transformation, FinTech Innovation, Strategic Venture Investment, Partnerships & M&A

Bina is a multi-faceted, executive leader who recognizes and embraces innovation that drives business transformation across multi-billion-dollar global organizations and investment platforms within Financial Services, FinTech and Capital Markets (primary and secondary equity and fixed income). She is a change agent who leads with passion, enthusiasm, and integrity. In addition, she is a **creative, strategic thinker and problem solver** who collaborates with C-level executives to spearhead transformation and growth, including advising on strategic roadmaps and designing diverse solution sets.

She is recognized for her leading-edge vision leading to growth and expansion. Bina designed and managed three integral, centralized platforms: strategic investment, innovation, and data. Successfully identifying industry shifts and emerging technologies, she drove revenue growth with thoughtful development of a strategic investment platform, data-driven applications of artificial intelligence, incremental product offerings, efficiency workflow solutions, and shepherding early adoption of emerging technology.

Bina influences executive stakeholders across the complex dynamics of an organization, multi-party consortiums and in high-stake, nuanced situations. She is highly accomplished in distilling opportunities, influencing buy-in, and executing transactions and capital raising. She has a unique breadth of impactful domestic and global transactions with a focus on private equity, strategic mergers and acquisitions, spin-offs and complex joint ventures.

She successfully invested and globally managed over 75 private investments in regulated and non-regulated companies generating a **total investment portfolio return of \$2+ billion**. Bina has been successfully **leading new market structure change** and partnering with industry consortium (buy-side and sell-side) to incubate new platforms across primary and secondary trading, as well as trade lifecycle for over 20 years. Furthermore, she supported portfolio CEOs as a neutral advisor and board member helping to crystalize and execute strategic roadmaps.

Recipient of numerous awards, Bina is recognized as a top technology innovator and investor. As a Fintech expert, she serves as a speaker, panelist, and media influencer.

Areas of Expertise

Strategic Vision & Transformation | Multi-Stakeholder Initiatives | P&L Incremental Growth | IPO's | Venture Investing | Fintech Innovation Platforms | Joint Ventures & Partnerships | M&A Operational Integration | Leadership Framework | Negotiating Complex Partnerships | Pattern & Risk Recognition | Connecting the Dots | Communicating with Decisiveness

Professional Experience

BKpb LLC, Palm Beach, FL

Founder, CEO of BK&Co., a Consulting firm advising C-Suite on Strategy for Expansion **August 2023 - Present**

Bina works with C-Suite executives and decision-makers distilling clear strategic opportunities (e.g., high-value, industry leading, and future positioning) and crystallizing an execution path to expansion and transformation.

- Supports and guides CEOs and C-Suite executives with honesty and clarity as a confidential and neutral advisor, board member focused on increasing shareholder value, and providing executives with outsider insights.
- Applies her expertise and thoughtful judgement and foresight to guide platforms into the future, and crystalize an execution path.
- Influences executive stakeholders across the complex dynamics of an organization from resistance to enthusiasm leading to value creation for organizations.
- Brings deep, complex transaction experience and an objective, respectful lens, synthesizing and aligning individual stakeholders' values into a cohesive vision for the organization.

Bank of America Securities, New York, NY**January 2001 - August 2021****Managing Director, Head of FinTech Innovation & Investments, Global Banking & Markets** April 2015 – August 2021

Led the discovery, identification and prioritization of innovation opportunities and emerging software trends. Responsible for leading innovation initiatives with learned best practices across lines of business (Global Markets, Global Research, Global Investment Banking, Capital Markets, Corporate Banking, Treasury Services, Commercial Banking and Business Banking).

- Designed a disciplined, centralized GBAM FinTech Innovation platform and process to jump the S-Curve, including vetting 1000+ Fintech solutions, piloting and refining solutions.
- Results driven innovation program focused on identifying and piloting best in class fintech solutions. “build vs. buy” analysis having meaningful impact on revenue and expense.
- Collaborated with executive and senior management to build end-user “buy-in” and adoption.
- Beginning in 2014, distilled clear, impactful use cases and drove ideation; successfully moving culture at the top to embrace and prioritize spend and adoption of financial technology innovation.
- Crystalizing and managing end-to-end implementation of AI, data capture, data analytics, predictive analytics, natural language processing, workflow automation, contact and semantic intelligence, social listening, blockchain, infrastructure utilities, and primary research data.
- Viewed as an expert resource by Sales to strengthen client relationships (e.g., asset managers, corporates, sovereign funds, Monetary Authority of Singapore) to advise on Fintech investing, innovation trends and successes.
- Advanced solution opportunities through partnerships and joint-ventures with sell-side peers, industry incumbents such as exchanges and data providers, and clients.

MD, Head of Global Fixed Income, Currencies & Commodities e-Trading Market Structure Strategy Feb. 2014 – Mar. 2015

Simultaneous with MD, Head of Global Equities Investments, selected for this executive role to lead fixed income electronic trading market structure strategy. Developing a strategic roadmap and pioneering early adoption of new artificial intelligence software to leverage data assets. Upon successful ideation and execution in FICC elevated to Global Head of Innovation role.

- Identified new opportunities with third party platforms, front-end GUI strategy, and improving client-focused interaction.
- Guided market structure change to optimize OTC and liquid financial products and securities on single-dealer vs. multi-dealer platforms.
- Led transformation of data analytics platform leveraging AI and predictive analytics across unique FICC data assets.
- Initiated consideration of blockchain/distributed technology solutions.

MD, Head of Global Equities Strategic Direct Investments**September 2006 – March 2015**

Senior principal Global Markets and Research private equity investments in companies strategic to the Global Banking & Markets platform and client offerings. In addition, lead executive for all Global Equities strategic initiatives. Developed a new platform to identify, execute and manage the global strategic investments portfolio within the financial technology, market data and infrastructure technology sectors. Leading principal to determine and drive strategic growth, competitive positioning, response to market structure evolution, innovation, and cost-saving opportunities.

- Led strategic direct investments and consortium investments. Managed 75+ portfolio investments resulting in an average annual P&L of \$175mm (e.g., exits, roll-ups and dividends).
- Recognized for critical thinking, exceptional negotiation skills, as a creative thinker driving solutions, and leadership in critical times.
- Successfully executed complex M&A and spinouts of non-core businesses involving long term partnerships (examples include merger of InstaQuote & REDI Chi-X, sale of NYSE Floor trading business, spin-out of BofA Fixed Income Index platform to ICE).

Senior Counsel Strategic M&A/ Private Equity and Assistant Secretary**January 2001 – September 2006**

Responsible for the execution and management of the firm's international and domestic joint ventures, proprietary acquisitions, and divestitures across global business areas- Wealth Management, Sales & Trading, and Asset Management. In addition, Corporate Governance responsibilities for matters related to the Board of Directors Audit Finance Committee.

- Lead attorney on structuring and negotiating unique international joint ventures businesses in globally, including the Mitsubishi UFJ Merrill Lynch wealth management joint venture, the DSP Merrill Lynch joint venture in India.
- Upon successful strategic design of Global Equity joint venture with ITG (BlockAlert), tapped to lead platform design and process, and manage Global Equities principal, strategic investments platform.
- Skilled editor of proxy statement, Annual Report, 10-K, and Investor Relations fact book
- Designed and drafted various S-Ox policies with the General Counsel, Corporate Secretary and CFO

Professional Awards & Recognitions

Recognized as a top fintech investor, industry leader impacting trading technology and markets, and as a trailblazer.

- 2013: Bina was the recipient of Trader's Magazine's "Women on Wall Street TrailBlazer Mentor Award"
- 2015: named in Institutional Investor magazine's "Trading Technology 40", a list of the financial services industry's top technology innovators
- 2016: ranked by Institutional Investors in "2016 Fintech Finance 35" which turns a spotlight on the financiers who fund fintech innovation and
- 2023: for her impact in Markets and leadership throughout her career she was awarded the "Neil DeSena Market Advocate" by Markets Media.

Additional Relevant Experience

NetProphets, Inc. New York, NY

Co-Founder & Managing Director

Start-up company funded by the founders to incubate an on-line marketing site for a Fortune 500 food and beverage company and provide software development services to start-ups in the United States, Australia, and India.

Fried, Frank, Harris, Shriver & Jacobson, New York, NY

Associate - M&A, Private Equity and Capital Markets

Salomon Brothers Inc, New York, NY

Analyst & Intermediate Accountant

Securities and Exchange Commission Washington, DC

Honors Program, Intern under Chief Counsel of Corporate Finance

Board of Directors & Board Education Experience

Private Company Board Directorships & Observer positions:

Barnard College Alumnae Association (Director-at-Large), BATS Global Markets (Chairperson of Compensation Committee 2013-2015), BIDS Holdings L. P., Boston Stock Exchange, Chi-X Global (Chairperson of the New Product Committee), eBX LLC, theMarkets.com LLC, IPREO, REDI Technologies, Symphony Communication Services LLC, Tradeweb, UniQreate, Versive (f/k/a Context Relevant), youDevise

Public Company Board of Director Related Experience:

As Assistant Corporate Secretary and Senior Counsel, responsible for all matters related to (incl. authoring new policies for) the Merrill Lynch & Co., Inc. Board of Directors Audit Committee and Finance Committee.

Board Education:

Direct Women Institute - selected to be a member of the class of 2012; Moving the Needle - sponsored by the New York Stock Exchange, participation as Candidate)

Education

Georgetown University Law Center

Juris Doctor

Journal: Georgetown Immigration Law Journal - Articles Editor

Publications: Developments in the Legislative Branch, 10 GEO.IMMIGR.L.J. (Summer 1996)

Immigration Laws and the Immigrant Woman: 1885-1924, 11 GEO.IMMIGR.L.J. (Spring 1997)

Barnard College, Columbia University

Bachelor of Arts, Political Economy

Thesis: Factors Affecting Labor Mobility in Europe 1992: A Case Study of Spain