

TEACHING OPPORTUNITIES

Mr. Kim Kyung Soo has over 40 years of senior executive management and business leadership experience across Asia, and seeks opportunities to groom the next generation of leaders and guide young minds via guest lecturer and teaching roles. Mr. Kim is available to teach and lead workshops, seminars and lectures on the following sector, business and leadership topics:

Sector Topics

- ❖ **Shipping and shipping related industries**
- ❖ **Logistics (onshore and offshore services)**
- ❖ **Offshore engineering**
- ❖ **Resources (oil& gas, plantations and coal)**
- ❖ **Industrial and consumer supply chain management**

Business Topics

- ❖ **Strategic development, business model and organizational design**
- ❖ **Exploration and evaluation of new investment & business opportunities**
- ❖ **Enhancement of operational efficiency**
- ❖ **The principles of Six Sigma & implementation in practice**
- ❖ **Quality management**
- ❖ **Business continuity**
- ❖ **Integrated management**
- ❖ **Alignment management framework**
- ❖ **One page project management(OPPM)**

Leadership Development and Training Topics

- ❖ **Leadership development in a wisdom era**
- ❖ **Negotiations in personal and professional disputes**
- ❖ **Building healthy business community**
- ❖ **Professional, personal & career management**
- ❖ **Communication, culture & community strategic framework**
- ❖ **Leading for a change**
- ❖ **Conscious capitalizm**

For more information please contact:

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KIM KYUNG SOO
KSK VENTURES & ADVISORY



FULL BIOGRAPHY

Mr. Kim Kyung Soo has over 40 years of experience in the fields of shipping, shipping-related industries, logistics, offshore engineering, resources, and industrial & consumer supply chain management. His expertise spans globally across Asia, the Americas, Europe, and Africa. In Asia, his countries of expertise include China, Indonesia, Korea, Japan, Singapore, Malaysia, Thailand, Vietnam, Myanmar and Cambodia.

Mr. Kim Kyung Soo was formerly the Deputy Chief Executive Officer of the IMC Industrial Group, with annual operating revenues of US\$1.1 Billion. He held this position from 2008 until 2013, and was responsible for driving IMC's strategic business initiatives in the industrial supply chain, connecting the world's major resource producers to Asia's industrial end-users through integrated marine and logistics solutions.

Mr. Kim was serving a stewardship role with IMC and was responsible for guiding the long term sustainability of the Group as an Independent Committee Member for Investments, People & Organization and Group Internal Audit functions.

Mr. Kim built his career with the IMC Group for over 30 years in Korea, Hong Kong, Thailand, Singapore and Indonesia. Under Mr. Kim's leadership, IMC has expanded rapidly in the last decade and currently has more than 9,000 employees in 16 countries with interests in the strategic business areas of Industries, Lifestyle/Real estate and Investments.

Mr. Kim's career achievements and successful contributions at the IMC Group include:

❖ **Leadership transition**

- Mr. Kim helped to execute a successful succession plan and worked with two generations of the Tsao family

❖ **Transformation of the IMC Industrial Group & executing a successful diversification strategy**

- Over the past 3 decades, Mr. Kim transformed the Group from a traditional shipping company into a diversified Group with a strong focus on Industrial supply chains integrating Inland Transportation, Offshore Transshipment, Shipping, Ports and Terminals, Storage and Warehousing
- During Mr. Kim's leadership, the Group expanded into other strategic business areas of interest, including Lifestyle/Real estate and Investments into the resources and healthcare sectors



❖ **Executing a successful turnaround**

- Mr. Kim turned around 10 years' loss making Unithai Shipyard Engineering (UTSE) into a profit generating business in one year, and subsequently implemented a long term sustainable business strategy as Managing Director of UTSE in 2004

❖ **Building sustainable, innovative business models**

- Mr. Kim launched "UniGear" in 2001, a joint venture breakbulk liner service with Norwegian U.K.-based company Gearbulk, trading between South Africa and Southeast Asia
- Mr. Kim developed Unithai Line as one of the most successful conventional liner shipping companies in the region
- Mr. Kim established the first Handy-size Pooling Company "Trans Asia Bulkers" in Asia








Mr. Kim was an active Board and committee member of various industry organisations, including Bureau Veritas Asia and Australia Committee, DNV South East Asia Committee, the Swedish Club, and the Centre of Maritime Studies (CMS) Management Board, National University of Singapore (NUS) till June 2015.

Mr. Kim has also guest lectured at Thammasat University and Kasetsart University in Thailand and his alma mater, Korea Maritime University in Korea.

Mr. Kim holds an MBA from Dankook University and a Bachelor of Arts degree in Engineering Science from Korea Merchant Marine University.



BOARD OF DIRECTORS AND MEMBERSHIP ACTIVITY

Entity	Board of Directors / Members	Role	Tenure
	Bureau Veritas	Committee Member, Asia & Australia	Since 2004 – 2015
	CUEL – Joint venture with Chevron in the Gulf of Thailand for EPIC	Board Director	Since 2008 – 2015
	The Swedish Club: International Marine Insurance	Board Member	Since 2008 – 2015
	Det Norske Veritas	Committee Member, Southeast Asia	Since 2008 – 2015
	American Bureau of Shipping	Committee Member, Southeast Asia	Since 2012 – 2015
	National University of Singapore Centre For Maritime Studies	Board Member	Since 2012 – 2015
	Korean Register of Shipping	Committee Member, Southeast Asia	Since 2013 – 2015



PERSONAL PROFILE

Date of Birth	28 th September 1950
Nationality	South Korean Citizen Singapore Permanent Resident
Marital Status	Married with 2 adult children
Home Address	22 St. Thomas Walk #07-02 Singapore 238107
Education	Dankook University in Seoul, Korea Graduate School of Business Administration Master of Business Administration - International Trade (1982) Korea Merchant Marine College in Busan, Korea Bachelor of Science (1971)
Military Leadership	Republic of Korea Navy Junior Lieutenant (1972 – 1974)

CAREER AT IMC

Mr. Kim has been with the IMC Group for over 30 years in Korea, Hong Kong, Thailand, Singapore and Indonesia. IMC is a four-generation family business that traces its roots to early 1900s, when the founder's family was engaged in banking, transportation and international trade in Shanghai.

Mr. Kim served as the Deputy Chief Executive Officer of the IMC Industrial Group and held primary responsibility for all business units under the IMC Industrial Group, which encompasses Dry & Parceling and Wet Bulk Supply Chains, Offshore and Marine Engineering, Oil and Gas Assets and Services, and Consumer & Industrial Logistics, Marine Capital, Ship Management and Plantations.

Beginning in 2012, Mr. Kim took on a stewardship role at the IMC Group level, in addition to leadership roles with The Unithai Group in Thailand and Marine & Offshore Engineering Business Units. In January 2013, Mr. Kim assumed additional responsibility for IMC Industrial Group's Indonesian operations, including Plantations, Industrial Logistics Business Unit and Indonesia Country Office in order to facilitate a successful organizational change.

Beginning in 2014, Mr. Kim took on a stewardship role with IMC and is currently responsible for guiding the long term sustainability of the Group as an Independent Committee Member for Investments, People & Organization and Group Internal Audit functions.

Having worked with two generations of the Tsao Family, Mr. Kim enjoyed different guiding principles, one – a detailed, hands on approach, and the other - leadership should be founded on the fundamental values and philosophies with a world view and that tradition and culture values need to be carefully integrated with social development associated with globalization to achieve stability and harmony.



ROLE & TENURE IN FULL

Tenure	Country	Role / Title
Jan. 2014 – current	Singapore	Independent Committee Member, IMC Group Investments, People & Organization, Group Internal Audit Committees
Apr. 2008 – Dec. 2013	Singapore Thailand Indonesia China	Deputy Chief Executive Officer, IMC Industrial Group Managing Director, Unithai Group Singapore (until June 2013; Unithai is a Thai subsidiary of IMC Group)
Mar. 2005 – Mar. 2008	Thailand	Chief Operating Officer, Unithai Line Public Co. Ltd. Co-Managing Director, Unithai Shipyard and Engineering Ltd. Managing Director, Logistics & Shipping, Unithai Line Public Co. Ltd.
Mar. 2004 – Feb. 2005	Thailand	Deputy Country Manager, Unithai Group Co-Managing Director, Unithai Shipyard and Engineering Limited (Thailand)
Jan. 2000 – Feb. 2004	Singapore	Managing Director, Unithai Shipping Pte. Ltd. Director, Logistics & Shipping, Unithai Line Public Co. Ltd. Director, Dry Cargo, IMC Shipping Co. Pte. Ltd. Singapore
Jan. 1997 – Dec. 2000	Singapore	General Manager Unithai Shipping Pte. Ltd.
Mar. 1993 – Dec. 1997	Thailand	General Manager, Liner Division Unithai Line Public Company Limited Thailand
Jan. 1993 – Feb. 1993	Thailand	Deputy General Manager, Liner Division Unithai Line Public Company Limited Thailand
Aug. 1991 – Dec. 1992	Thailand	Liner Manager Unithai Line Public Company Limited Thailand
Apr. 1988 – July 1991	Hong Kong	Senior Manager, Commercial Department Project Development & Management (Overseas) IMC Shipping Hong Kong
Nov. 1982 – Mar. 1988	Korea	IMC Korea Representative IMC Project Development & Management (Overseas) Crew Recruitment Supervisor
July 1979 – Oct. 1982	Korea	General Manager Master on Board, Ocean Going Vessel Dongnama Shipping
July 1974 – June 1979	Korea	Chief Officer Onboard Ocean Going Vessels Japan Sanko Line

