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## ANNA KUNKL

### CURRICULUM VITAE

Professional  
experience

**Sep. 2012 – present: Be Consulting (banking and insurance business) acquired by Engineering Group in 2022** (15.000 employees, 14 countries, more than 15 billions of revenues)

**Since 2019: Director (Senior Partner) of Engineering Financial Services Unit, second-line of Engineering CEO**

**2014 – Be Consulting Partner**

**2012 – Be Consulting Associate Partner**

#### Main responsibilities:

- **Leading the Be Consulting Practice 'Finance, Risk Management and Compliance'** with more than 150 professionals offering highly qualified support in these specialization areas:
  - ✓ Financial Markets regulation (ESG, Crypto regulation, MiFID, Market Abuse, EMIR, PRIIPS)
  - ✓ Trading and Treasury, Wealth Management
  - ✓ Exchanges industry
  - ✓ Risk and Data Management for the investment banking business.
- **Engineering Sales Account** for Intesa Sanpaolo, Mediobanca, Mediolanum, Euronext Group and for the whole Investment Banking and Wealth Management sector.

#### Key achievements:

- In only 6 years set-up of my practice from scratch working **with the most important Italian investment banks** (Intesa Sanpaolo CIB, Mediobanca, Unicredit CIB, Banca Aletti/Banca Akros), many **leading international private and commercial banks and a major insurance company** (Generali)
- **Personally involved in establishing a comprehensive approach to training** employees to transfer technical contents and soft skills to them through traditional classroom training as well as game experiences
- **Author of white papers and field studies:** published writing in

Italian newspapers and financial industry journals thanks to my extensive experience on financial markets

Employment history	<p><b><u>2004 – 2012: KPMG Advisory S.p.A.</u></b></p> <p><b>2009 - Senior Manager</b></p> <p><b>(2006: Executive Manager; 2004: Senior Consultant)</b></p> <p>I have lead many projects for the Risk &amp; Finance business line both in Italy and in Germany (Munich) with the following major accomplishments:</p> <ul style="list-style-type: none"><li>• Banca IMI: startup of the most important domestic brokerage platform ("Market Hub") and set up of the first Systematic Internalizer in Italy on equity instruments</li><li>• Successfully completed a number of different projects from design and test of custom solutions for pricing and risk measures calculations to MiFID compliance initiatives</li></ul> <p><b><u>2001-2003: ING Bank N.V. Milan</u></b></p> <p><b>Head of functional analysts</b></p> <p><b><u>1997-2001: Caboto Holding SpA</u></b></p> <p><b>IT &amp; Organization business analyst</b></p>
Other relevant information	<p><b>Since 2022</b>      <b>Vice Chairwoman &amp; Board Member of BFF Banking Group</b></p> <p><b>2021 - 2022</b>      Managing Director of Firstwaters GmbH (Be Germany)</p> <p><b>2023</b>              <b>POLIMI Graduate School of Management:</b></p> <ul style="list-style-type: none"><li>- Annual Exec. Master Spiritualità e Management</li><li>- ESG/Climate Risk specialization course</li></ul>
Education	<p>1991 – 1997      Università degli Studi, MI - Physics (110/110)</p> <p>1986 – 1991      High school "Leonardo da Vinci", MI</p>
Sports	<p>Hatha Vinyasa and Power Yoga certified teacher (RYS 200 Yoga Alliance International). Futhermore, I regullary praticce Interval Training at gym: this is an intensive workout that combines aerobic and anaerobic exercises</p>
Hobbies	<p>Addicted to reading (especially poetry and short stories)</p>

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