

J. KIM FENNELL

BOARD DIRECTOR ♦ GLOBAL TECHNOLOGY EXECUTIVE ♦ ANGEL INVESTOR

Leading Boards, Start-ups and Corporations Through New Disruptive Technology Solutions & Business Models



J. Kim Fennell is a Silicon Valley technology executive with accomplishments that span start-ups to Fortune 50 corporations, including some of the Valley's most iconic companies. He has been a CEO three times over 16 years and has served on Boards of Directors for 21 years. He is an Advisor and Angel investor to start-ups in the Valley and internationally; a speaker on "Disruption" to Boards, Accelerator Programs, and Universities; and an impassioned mentor to diverse aspiring professionals at all stages of their careers.

With enduring enthusiasm for new technology and disruptive business models, Kim has been at the forefront of new trends, paving unique paths to success as National Marketing Manager, Canada, at ROLM (acquired by IBM); VP, Octel (acquired by Lucent); CEO, deCarta (acquired by Uber), to his leadership of Business Development at Uber, and now as a Board Director and Angel Investor.

- ♦ Kim's expertise includes building businesses in highly competitive, rapidly changing tech markets across the globe; leading fast-growth teams ranging in size from 40 to 3,000; creating/executing strategies that help companies succeed throughout existential challenges; and negotiating complex high-level deals and partnerships with top-tier brands.
- ♦ Kim's international experience includes opening and operating tech subsidiaries in Canada; living in Europe to open UK, France, Germany, Italy, Spain, Singapore, Hong Kong, China, and Japan. He has led multiple M&A transactions from both the buyer and seller sides; and has worked with the investment community to raise \$180M through 8 rounds of funding.
- ♦ As CEO of deCarta Inc., Kim created the corp dev strategy that helped him negotiate the company's sale to Uber in March, 2015, Uber's first acquisition. deCarta was the leading Location-Based Services software platform with mapping, local search, geocoding and routing capabilities used by mobile operators, auto OEMs, and navigation apps, including Google Maps (2005-08).
- ♦ Initially Head of LBS Partnerships at Uber, Kim was promoted in July 2017 to head Uber's Global Product Partnerships and U.S. & Canada Business Development. He led eight vertical BD teams that negotiated 180+ deals in 30 months. After a successful run of nearly 5 years, Kim left Uber in December 2019 to pursue board director work, angel investing and advisory engagements.
- ♦ Today, Kim is board director at Ritchie Bros (NYSE, TSX: RBA), Empower (D.C.), SalesBoost (Dallas), Silicon Valley Leadership Group Foundation, and C100, an organization of SV tech execs mentoring Canadian start-ups. He is non-executive Chairman at WhereIsMyTransport (Cape Town). He is a board advisor at Bird Construction (TSX: BDT) and an active angel investor in over 30 tech startups, doing advisory board work at six of those through Fleet Hill Ventures, where he is Managing Director.

A graduate of the Stanford University's School of Business Executive Program, Kim also earned a B.A. degree in Political Science and Economics (Honours) from Queen's University, Kingston, ON, Canada. Residing with his wife and family in Los Gatos, California, Kim enjoys active pursuits that include hockey, hiking, skiing, golfing, and running.

CAREER OVERVIEW

Uber, San Francisco, March, 2015 to December, 2019

Head of Global Product Partnerships and U.S. & Canada Business Development, 2017 to 2019

Head of Location Based Services (LBS) Partnerships, 2015 to 2017

deCarta Inc., San Jose, CA, offices in London and Shanghai, **President and CEO**, 2004 to 2015

Pinnacle Systems, Mt. View, CA, **CEO**, 2002 to 2004

StorageWay, Fremont, CA, **CEO**, 2000 to 2002

Lucent/Avaya, Milpitas, CA, **VP Communications Applications BU (including Octel)**, 1998 to 2000

Octel, UK and Canada, 1986 to 1997

VP International, 1996 to 1998; **VP and MD, Europe, Middle East, Africa**, 1991 to 1996; **GM Canada**, 1986 to 1991

ROLM, Toronto, Canada, **National Marketing Manager**, 1984 to 1986