

## EXECUTIVE BIOGRAPHY

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**Brian G Ford**

Country Head

Global Payments & Cash Management, Korea

The Hongkong and Shanghai Banking Corporation Limited

**Brian Ford** is Head of HSBC's Global Payments and Cash Management business in Korea. He is also responsible for heading the bank's RMB Internalization and developing overall business between Korea and China. He was recently appointed Chairman of the Canadian Chamber of Commerce in Korea.

Supported by a regional team of experienced cash management specialists, Brian leads HSBC's delivery of integrated cash management solutions to a range of corporate clients including multinational corporations, larger local corporations, mid-market enterprises and financial institutions.

Before moving to Korea in 2014, Brian was responsible for managing Payments & Cash Management sales team at HSBC that provided consultative cash management and payment solutions advice to companies across Canada. He brings a strong understanding of the global cash management and payment challenges faced by North American and European companies along with a thorough understanding of the global banking landscape and payments environment.

His previous roles included senior cash management positions with BMO Capital Markets and Toronto Dominion Bank.

Brian holds a Bachelor of Commerce from the University of Alberta, a Certified Treasury Professional (CTP) designation and a Certificate in International Cash Management (CertICM). He maintains memberships in the Treasury Management Association of Canada (TMAC), Association of Financial Professionals (AFP) and the Association of Corporate Treasurers (ACT).

Brian has extensive experience in management – business, sales, treasury, P&L - as well as in consultative selling and coaching sales teams. He is a frequent speaker at treasury and cash management conferences.

