

# STEFANO D. ZINGG

## INSTITUTIONAL DIGITAL ASSET BD AND SALES | STABLECOIN OTC SETTLEMENT | TOKEN AND DEFI FLUENCY

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### PROFESSIONAL SUMMARY

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Institutional digital asset operator building commercial relationships, executing OTC flow, and navigating regulated payment rails. Began in 2017 through Dige Zingg LLC with early stage token offerings named SAFTs and ICOs. Pivoted to OTC trading and restructured the business as Union Block LLC, a principal spot OTC desk. Obtained FinCEN MSB principal registration in November 2022 and built a documented book of \$302,991,770 in principal volume across 2,769 transaction rows and 292 customer IDs across U.S. and LATAM corridors.

### EXPERIENCE

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#### Union Block LLC

Miami · New York

#### CEO & Founder

October 2017 to Present

- Managed a transaction book containing 292 customer IDs and a located compliance intake expert with 525 CIP form response records, applying KYC/KYB controls across corporate, fintech, payment, and HNW counterparties.
- Executed \$302,991,770 in documented principal digital asset volume across 2,769 transaction rows from 2023 to 2026 with upfront settlement discipline and post trade reconciliation.
- Managed complete commercialization across discovery, structuring, onboarding, OTC execution, settlement, post trade reconciliation, and ongoing client servicing.
- Coordinated client communication, LP pricing, settlement, and exception handling across TRX, ETH, SOL, MATIC, and BTC rails.
- Partnered with 10 institutional liquidity providers and regulated U.S. banking partners across stablecoin and fiat payment rails.
- Established a BSA, AML, CTF, and OFAC compliance pathway with external counsel support from Perkins Coie and Nelson Mullins.
- Led a distributed commercial network of 30+ corridor agents and operators on revenue share economics, with compliance and treasury centralized through the U.S. operating layer.

### EDUCATION

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#### Universidad Metropolitana, Caracas, Venezuela

February 2019

Bachelor of Science in Business Economics; quantitative economics curriculum including microeconomics, macroeconomics, econometrics, mathematical finance, and project evaluation.

### LICENSES & CERTIFICATIONS

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#### FinCEN MSB Registration | Principal OTC Operator, Financial Crimes Enforcement Network (FinCEN), U.S. Treasury

Registered November 2022, renewed January 2026. Registration number available on request.

### SELECTED COUNTERPARTY RELATIONSHIPS

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**Liquidity providers:** Circle, Wintermute, Binance Institutional, Stillman Digital, Falconx, Kraken, 1Konto, Conduit, OpenFX, OSL

**Banking partners:** Lead Bank, Aion Bank, Customers Bank

**Compliance infrastructure:** Chainalysis KYT, Perkins Coie LLP, Nelson Mullins

### ADDITIONAL

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**Languages:** English (Fluent, C2); Spanish (Native, C2); Italian (Intermediate, B1)

**Authorization:** U.S. Citizen