



# Curriculum Vitae

## Teresa C. Del Mundo

CHIEF FINANCE OFFICER

### SUMMARY

As CFO of WSP Environment & Energy, a subsidiary of WSP Group, plc, Teresa Del Mundo is responsible for the overall financial operations in the US, providing guidance on financial strategies and issues. She has over 20 years experience leading finance teams in mergers & acquisitions, financial control, reporting and planning for multinational companies. She has done extensive work developing key drivers of profitability, identifying opportunities for increased efficiency and cost reduction as well as process reengineering. She has successfully implemented integrated accounting systems, including SAP and Deltek Vision. She is knowledgeable in Hyperion, HFM, SAP and Deltek Vision and has continuing education in US GAAP and IFRS issues.

### KEY PROJECTS AND ACHIEVEMENTS

1. **Financial Control and Planning:** Teresa has worked with numerous large companies to optimize financial results. She managed \$200 million in annual operating budget of the Corporate Services unit of a public company. As a key member of a Transition team, she developed strategies to deliver \$14 million savings in corporate overhead as part of a reorganization initiative. She instituted process improvement on managing receivables and inventories of a beverage manufacturing company, leading to significant reduction in working capital within six months. She also streamlined the budgeting process, creating standard financial templates and KPI metrics across several divisions of a \$5 Billion company.
- **Financial Reporting:** As part of the SEC reporting requirements for public companies, Teresa prepared the Management Analysis and Discussion (MDA) of a US public company. She provided financial information and analytical support for briefings of Board members and investor analysts. As CFO of a Philippine public company, she managed investor relations, conducting regular analyst briefings in Manila, Hongkong, Singapore, US and Europe.
- **Mergers & Acquisitions:** Teresa has over 10 years experience in mergers & acquisitions, providing transaction support in valuation, deal structure, negotiations and integration of acquired companies for numerous businesses. She directed the acquisition of two leading beverage companies in Asia as well as its integration into company operations, thereby increasing asset utilization and strengthening the company's product portfolio. She also led business development projects leading to joint ventures in Indonesia (beer, food), China (packaging) and Vietnam (glass).



- **Business Planning:** To increase focus on cash flow management, Teresa implemented the roll-out of Economic Value Added (EVA) metrics as part of the strategic planning process of a leading Asian company. She worked closely with business managers, providing strategic advisory consulting in the food, beverage, packaging and real estate industry sectors. She also developed and implemented an export strategy to the US for a leading Asian beer company.
- **Forecasting/Modelling:** Teresa developed valuation models for mergers and acquisitions as well as econometric models to estimate the financial impact of damage claims in business litigation while working for a Big 3 public accounting firm in the US.
- **Treasury:** To increase available funds for capital expenditures, she raised equity funding via convertible share placement for a beverage manufacturing company.
- **Management Systems:** Teresa has extensive experience in implementing enterprise wide financial software. She led the design and overall implementation of SAP conversion among 10 plants of a manufacturing company. Recently, she also directed the process redesign and conversion to Deltek Vision project accounting system for WSP E&E. This initiative enabled management and project managers to have greater financial visibility on their projects

#### EDUCATION

- B.S.** Statistics  
University of the Philippines  
( *cum laude*)
- M.A.** Business Administration  
Wharton School, University of Pennsylvania
- Economics  
University of the Philippines

#### PROFESSIONAL CREDENTIALS

- Member, Wharton Club of DC Green Business Roundtable
- Member, UP Alumni Association of Maryland, Virginia and District of Columbia