

# Jennifer Pasquino

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## SUMMARY

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An accomplished and collaborative senior finance executive at Fortune 500 companies (including PepsiCo and BLDR) with 30 years progressive roles including CFO, SVP-Investor Relations, SVP Finance, and Chief Accounting Officer as well as extensive experience in Global Investment Banking, M&A, Treasury, and Strategic Planning. She is a trusted business partner and financial advisor to CEOs, peers, and Board of Directors for public and PE sponsored private companies. She is recognized for improving shareholder value with large-scale initiatives including strategic turnarounds, public company mergers and acquisitions, and optimal leverage-reducing capital structures. She is highly regarded for her deep understanding of both SEC and GAAP requirements, balanced with exceptional insights into effective shareholder communication.

### Competencies:

- Meets SEC Financial Expert Requirements
- Transformational Public Company M&A
- Macro and Enterprise Risk Management
- Optimizing Capital Structures
- Financial Compliance and Regulatory Proficiency
- Insights on ESG and DEI Plans Translation to Shareholder Value
- International Operations Leadership
- Improving ROI on Capital Intensive Businesses
- Collaborative Facilitator and Consensus Builder
- Strategic Planning and Growth Expertise

## EXECUTIVE MANAGEMENT EXPERIENCE

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### BUILDERS FIRSTSOURCE

*Senior Vice President - Investor Relations*

*July 2015- September 2018*

#### **Significant Accomplishments:**

- Responsible for creating and communicating an effective value proposition for institutional investors for this fortune 500 company (\$6B revenue, \$2B market cap), including long term roadmap and targets for leverage, EBITDA, cash flow, multiples, EPS and share price. Results include a 62% share price appreciation
- Secured \$1.6 billion in debt and \$120 million in equity financing to close the acquisition of ProBuild
- Designed and obtained Board approval for capital structure and debt transactions, reducing annual interest by \$30MM
- Improved sell side coverage from 3 to 12 investment banks, increasing BLDR's institutional investor exposure
- Acquisition integration of private company into public company, successfully navigating the regulatory issues and inherent risks of a public company purchasing a private company three times its size

### PROBUILD HOLDINGS

*Senior Vice President of Finance*

*February 2014 – July 2015*

#### **Significant Accomplishments:**

- Responsible for corporate financial planning and analysis, strategic planning, capital appropriation, including presentation to and alignment with Board for this \$4B revenue company owned by Fidelity
- Created and secured Board alignment on divestiture approach (sale vs spin-off or public offering) of ProBuild from Fidelity, including financial targets based on valuation modeling
- Provided end to end M&A leadership which included assessment, cash flow projection and purchase modeling, purchase price negotiation, due diligence and assisted in securing regulatory and anti-trust approval and financing for acquiring company. Integral in the negotiation of the final \$1.6B purchase price
- Developed and co-authored the Confidential Information Memorandum and road show presentation
- Led all due diligence activities, including creating and managing data room, participating all in diligence meetings, mitigating risk and ensuring synergy capture

## Jennifer Pasquino

### *Interim CFO*

*July 2013 – February 2014*

#### **Significant Accomplishments:**

- Generated strong business results, including revenue increase of 20%, EBITDA growth of \$85 million, and cash flow expansion of \$110 million
- Drove the company's first comprehensive strategic planning process in collaboration with CEO/senior leadership

### *Chief Accounting Officer*

*November 2011 – July 2013*

#### **Significant Accomplishments:**

- Managed the risk, compliance, strategic planning, capital appropriation, external audit, GAAP accounting and governance for this \$4 Billion revenue company owned by Fidelity's Private Equity division.
- Oversaw the external audit relationship, securing an unqualified opinion on all audited financial statements
- Regularly presented to Board and Audit Committee on risk, accounting, financing, capital appropriations, GAAP, compliance and audit matters

## **PEPSICO /PEPSI BOTTLING GROUP**

### *Division CFO*

*February 2005 – March 2011*

#### **Significant Accomplishments:**

- Senior Finance Executive for Business Unit generating \$2 billion in revenue consisting of 11 plants, 60 distribution warehouses, and 5,000 employees
- Integrated three acquisitions, one the largest in PBG's history. Exceeding the CapEx on all, growing profit +14% in aggregate

### *Assistant Treasurer, Global Cash Management*

*January 2002 – February 2005*

#### **Significant Accomplishments:**

- Manage relationships with the world's leading banks domestically and internationally
- Led cross-functional Mexico Treasury Acquisition Integration, improving controls and driving cost savings of \$2 million
- Managed Canada Treasury Centralization resulting in savings of \$1 million

### *Finance Director, Arizona Market*

*October 1998 - January 2002*

## **BROWN BROTHERS HARRIMAN & CO**

### *Relationship Manager, Global Banking and Custody*

*June 1994 – August 1998*

#### **Significant Accomplishments:**

- Responsibility for seven institutional banking clients totaling over \$14 billion in internationally invested assets, providing foreign exchange, securities lending, cash management, securities safekeeping, risk management, and brokerage services.
- Reviewed market, risk management, legal, industry, credit and regulatory matters at client Board meetings.

## **EDUCATION AND ORGANIZATIONS**

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MBA, Corporate Finance from New York University, Stern School of Business

BA, Economics from The Ohio State University

Corporate Boardbound Program

Series 7

Certified Treasury Professional

Reading Partners

CityYear

Denver Council on Foreign Relations Member