

RENE BUSTAMANTE

EXECUTIVE SUMMARY

A results-driven and accomplished CORPORATE FINANCE EXECUTIVE with domestic and international experience in corporate treasury management, mergers and acquisitions, capital markets, banking / rating agency relationships, structured finance, aircraft finance, leasing, cash flow and balance sheet forecasting, econometric forecasting, and economic research. Proven aptitude in transforming / digitizing global cash management operations, leading diverse / global treasury teams, managing banking relationships, and presenting at finance and DE&I conferences. Excels at identifying opportunities to streamline organizational structure and improve efficiency. Consistently delivers significant results that facilitate long-term growth and profitability. Servant leader with a passion to build, mentor, and develop outstanding teams.

Key Strengths

Global Liquidity Specialist (cash pooling) | Global Treasury Transformation and Technology Program |
Global FX / Hedging Program | Corporate Finance / Cash Modeling / Forecasting | Debt Capital Markets |
Managed Credit Revolver and Banks | Managed Stock Options Program and Automated |
Rating Agencies Presentations | Lease Financing Specialist (Aircraft, Real Estate, Equipment, Vehicles)

EXPERIENCE

FEDEX CORPORATION

Memphis, Tennessee

Staff Vice President & Assistant Treasurer, Global Cash Management 2010-2023

Led transformation, development, and oversight of global cash management operations worldwide. Oversaw treasury technology, banking services, short-term cash investment strategy, foreign exchange / hedging program, global cash flow forecasting, and international cash pooling structures. Led staff of 45 professionals located in Memphis, Pittsburgh, Brussels, Amsterdam, Dubai, Mumbai, Bangalore, Johannesburg, Hong Kong, Singapore, and Shanghai.

- Led global treasury technology / transformation rollout of new Treasury Management System, FIS-Quantum.
- Oversaw creation and rollout of global liquidity cash pool overlay in Luxembourg, connecting over 30 entities to more efficiently manage international cash.
- Jointly structured / oversaw with Tax and Accounting VP SteerCo for project Enterprise / Legal Entity End State (LEES).
- Designed and developed FX / Hedging / Derivatives strategy and policy. Chaired Derivatives Committee and reported annually to Finance and Audit Committee of Board of Directors.
- Led treasury team on number of mergers and acquisitions overseas, including legal entity end state and staff integration after TNT acquisition. Established FedEx's China banking structure, spearheaded redesign of cash management operations, and established strong relationships with SAFE regulators in China.
- Managed design and set-up of FedEx's India, Sub-Saharan Africa, Canada, Caribbean, and Latin America—namely Mexico, Brazil, Argentina, and Chile—banking structures.
- Served as executive champion of Hispanic Action Network (HAN). Mentored numerous professionals, women, and minorities to assume management roles within FedEx.
- Represented FedEx on DE&I initiatives and spoke at forums / conferences (UNIDOS US, Hispanic Scholarship Fund, US Hispanic Leadership Institute [USHLI]). Served as member of corporate diversity council from 2008 to 2012.

FEDEX CORPORATION

Memphis, Tennessee

Staff Director / Manager, Corporate Finance 2000-2010

Directed and oversaw global corporate finance activities including \$1 billion revolving credit and \$500 million letter of credit facilities, \$1 billion commercial paper program, secured and unsecured aircraft financings (ETC / EETC), real estate financings, management of banking relations, rating agency relations, structured financings, tax-exempt financing of major hubs, balance sheet and free cash flow forecast, and due diligence of potential merger and acquisition targets.

- Led capital markets and debt underwriting of major acquisitions; presented to S&P and Moody's rating agencies.
- Structured, negotiated, and executed all of FedEx's tax exempt, real estate, aircraft, and equipment leases.
- Financed over \$1 billion of aircraft leases via Enhanced Equipment Trust Certificates (EETCs) and Private Equipment Trust Certificates (ETCs), including for World Technology Center (plus Data Center) and Colorado Springs Tech Center, and over \$100 million leverage TRAC lease vehicle financings.
- Evaluated and determined FedEx's weighted average cost of capital (WACC) and maintained corporation's lease / buy models / decision.

ADDITIONAL EXPERIENCE

FEDEX EXPRESS CORPORATION, Memphis, Tennessee, **Financial Project Advisor, Structured Finance**, 1996-1998.

FEDEX EXPRESS CORPORATION, Memphis, Tennessee, **Senior Financial Analyst, Corporate Financial Planning**, 1994-1996.

STONE & WEBSTER MANAGEMENT CONSULTANTS, Denver, Colorado, **Management Consultant**, 1993-1994. Provided and developed financial analysis, rate impact analysis, end-use studies, econometric forecasts, and residential load research methodologies to major public utility companies in West, Central, and Eastern regions of U.S. as well as Canada.

FEDERAL TRADE COMMISSION, Washington, D.C., **Economic Research Analyst, Antitrust Division**, 1990-1993. Performed economic, statistical, and econometric analyses supporting lead economists in antitrust investigations encompassing computer, oil, airline, printing, pharmaceutical, and chemical industries. Conducted extensive research and wrote reports to Director of Antitrust on Antitrust, Competition Policy, Industrial Development, and Privatization Reform for Latin America and Eastern Europe to further F.T.C.'s advisory role in those nations. Co-authored and reviewed several economic and law journal articles published in University of Miami Inter-American Law Review Journal, Economic Inquiry, Memphis State Law Review, Federal Trade Commission working papers series, and Antitrust and Competition Policy.

ACADEMIC EXPERIENCE

UNIVERSITY OF MEMPHIS, Memphis, Tennessee, **Adjunct Instructor of Economics**, 1987-2004. Taught Intro classes of Microeconomics and Macroeconomics, senior-level capstone course in Managerial Economics, and Economic Forecasting. Taught hundreds of students, on part-time basis, over course of 17 years.

EDUCATION

THE GEORGE WASHINGTON UNIVERSITY, Washington, D.C.
M.B.A., Finance & Investments, with concentration in Corporate Finance & International Finance

UNIVERSITY OF MEMPHIS, Memphis, Tennessee
M.A., Economics, with concentration in Industrial Organizations, Law & Economics

UNIVERSITY OF MEMPHIS, Memphis, Tennessee
B.B.A., Economics, with concentration in Microeconomics

CONTINUOUS PROFESSIONAL DEVELOPMENT

EuroFinance, Global Treasury, Americas Miami Panelist - "Be the CEO of your career: hiring and retaining top treasury talent today" May 2023; Western Coast Panelist - "Is it time to review your hedging strategies?" March 2023

AFP Panelist and Presentations: "Roundtable on Talent Development," October 2023; "Navigating Post Brexit Europe with the Best Liquidity Structure," September 2020; "Managing Treasury in a Crisis," March 2020; "Perception and Reality: Your Personal Brand," October 2019;

Treasury & Finance, Breaking Through Conference Presenter - "What's New in Hedging FX," May 2018

Citi-Imperial College Business School – Executive Education Treasury Leadership Forum in London, UK, 2016

AFP Panelist and Presentations: “Disruption: Turning Change into Opportunity in Liquidity Management Practices,” October 2017; “Global and Regional Centralization – The Treasury Debate,” October 2016; “How to Become a Strategic Treasury Organization,” October 2015

Citi-INSEAD Treasury Leadership Forum in London, UK, 2015, 2017

Citi-NYU Stern, Executive Leadership Forum in New York, 2016

Citi-Wharton (University of Pennsylvania) Treasury Leadership Forum, 2014, 2015

Leadership Memphis Executive Class, 2009

PROFESSIONAL AFFILIATIONS

Association of Financial Professionals (AFP), 2010-present

BOARD EXPERIENCE

JP Morgan, Citibank, Bank of America, and Scotia Banks Client Advisory Boards, 2011-Present

Leadership Memphis, Board Chair, 2023-2024, Vice-Chair, 2022-2023, Treasurer, 2021-2022

University of Memphis Foundation Board, Treasurer, 2023-2024, Finance Chair, 2022-2024

Tennessee State Soccer Association, Executive Vice President, 2016-present

Mid-South Latino Chamber of Commerce, Treasurer, 2015-present

Memphis Ronald McDonald House, 2016-2021, President, 2020-2021

AWARDS

Adam Smith Award, Best Cash Pooling Solution, Treasury Today, 2022

FedEx Corporation - Corporate Five Star Award, 2001, 2004

Bravo Zulu Awards for Outstanding Performance, FedEx, 1996-2021

The Fogelman College of Business and Economics Distinguished Adjunct Faculty Teaching Award, 1997

Finance Division Bronze (Quality Success) Award, FedEx, 1995

Performance Cash Award, Federal Trade Commission, 1991, 1992

Recipient of the Fogelman College of Business & Economics Fellowship Award, 1988

Economics Department Award: Outstanding Graduate Student, 1987-1988

LANGUAGES

Fluent in Spanish.