

## Dickson Co

### DIRECTOR, FINANCE



#### AREAS OF EXPERTISE

- Corporate Development/M&A
- Financial Controllershship
- Turnaround Management
- Business Development
- IPO and Fund Raising
- International Business Management

Dickson Co is an accomplished finance and business development leader with a wealth of experience spanning both Fortune 500 giants and early-stage ventures. As the Director of Finance at Canton & Company, he brings a strategic mindset and data-driven acumen to drive business insights and spearhead corporate development initiatives.

Dickson Co's career is marked by a history of successfully navigating complex financial landscapes, driving strategic initiatives, and achieving tangible results. His dynamic leadership and proficiency in financial management make him a valuable asset to Canton & Company's leadership team.

Prior to joining Canton & Company, Dickson served as the Managing Partner at DBC Strategy Partners LLC, where he demonstrated his prowess in corporate development, M&A, turnaround management, and business development. His expertise extends to IPOs and fundraising, showcasing his ability to navigate complex financial landscapes.

His strategic foresight was pivotal in developing a revenue forecast model for a DNA tech startup, contributing to the organization's growth and financial stability. Dickson's ability to seamlessly transition into pivotal roles is evident in his two-year engagement as Interim CFO for Memory Care of America, where he implemented financial strategies that ensured operational efficiency and fiscal responsibility.

His impressive career includes notable roles such as Senior Financial Manager at Microsoft, Chief Financial Officer at Diversified Financial Network Inc., and CIO at Dole Foods Company Asia. Dickson earned his MBA in International Business and Finance from NYU Stern School of Business, solidifying his foundation in financial leadership.

## Representative Accomplishments

### **Corporate Finance and M&A**

#### **Acquisition of Chiquita NZ by Dole Asia Ltd**

Reduced investment requirements by 80% within 4 weeks, negotiating a successful stock purchase agreement. Led the due diligence team, resulting in annual operating cash flow doubling the initial investment.

#### **Acquisition of Intelligent Wave Philippines Inc. by the DFNN Group**

Reduced investment required by negotiating for a purchase price reduction of 66%. Negotiated the stock purchase agreement on behalf of the Purchaser. Led the due diligence team.

#### **DFNN IPO**

Coordinated and led teams in the first tech IPO in the Philippines, fully subscribed and launched on schedule.

### **Business Intelligence and Development**

#### **Microsoft Mediaroom Market Opportunity Analysis**

Developed a 5-year market model influencing a change in business strategy.

#### **Regional Market Development, Dole Australia and NZ**

Turned around the division, achieving a \$500k gain and growing revenue from \$2 million to \$22 million in 5 years. Led the successful launch of the premium niche product, Bobby Banana, which now serves as a strategic tool in marketing.

### **Operational Excellence**

#### **Intelligent Wave Operations Improvement**

Implemented systems and procedures resulting in 80% higher margin export revenue and a 42% growth in revenue.

#### **Dole Asia MIS Restructure**

Achieved substantial cost savings and reduced annual turnover from 35% to 5% during Y2K exodus.

#### **Internet Explorer 8 Budget Management**

Developed a data-based model to allocate a \$50 million market budget, ensuring logical and market-centric allocation.

## Education

MBA, International Business and Finance, NYU Stern School of Business

BSBA, Business Administration, University of the Philippines