

JULIO CESAR FERMO

Date of Birth: November 17, 1970

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DEGREES AND AWARDS

- 2003-2005 **UNIVERSIDAD NACIONAL DE BUENOS AIRES (UBA)**
Master in Bankruptcy (“Especialización en Sindicatura Concursal”), May 2005
- 1995 **CENTRO DE ESTUDIOS MACROECONOMICOS DE ARGENTINA**
Master in Finance, December 1995.
- 1989-1993 **UNIVERSIDAD NACIONAL DE ROSARIO, ARGENTINA**
Certified Public Accountant, August 1993.

EXPERIENCE **Private Sector**

- August 2005
to date **COLUMBUS ZUMA INVESTMENT BANKING (ARGENTINA)**
Partner - Director
- M&A, Fixed Income, Syndicated Loans, Securitizations, Acquisition Financing, Debt Restructuring, Project Finance, IPOs, Venture Capital, Private Equity, Mezzaning Financing, Private Placements, Valuations, Fairness Opinions, Shareholders’ Disputes.
- June 2004 to
August 2005 **CITIBANK N.A., BUENOS AIRES BRANCH (ARGENTINA)**
Vice President – Investment Banking – Structured Finance Head
- Tailor made financing. Development of new complex financial structures to be placed in the local and international market.
- February 2003 to
June 2004 **CITIBANK N.A., BUENOS AIRES BRANCH (ARGENTINA)**
Vice President – Corporate Finance Restructuring Unit
- Restructuring of the US\$ 2 billion proprietary loan portfolio after the crisis: “out of court” negotiations (“APEs”), debt to debt and debt to equity swaps, sales of defaulted loans in the distressed debt market.
- March 1999 to
February 2003 **CITIBANK N.A., BUENOS AIRES BRANCH (ARGENTINA)**
Resident Vice President – Investment Banking
- Investment banking services in general. Product range: Project Finance, Fixed Income, Liability Management, Syndicated Loans, Acquisition Financing, Trade Finance, Securitization, M&A, Advisory, Cross border financing, Multilateral Financing, Leverage buy-out structures, Debt restructurings.
- March 1999 to
December 1999 **SALOMON SMITH BARNEY, INC. (NEW YORK)**
3rd Year Associate – Latam Investment Banking
- Investment banking services in general. Product range: M&A, Fairness Opinions, Fixed Income, Liability Management, Acquisition Financing, Securitization, Advisory, Leverage buy-out structures.
- October 1997 to
March 1999 **CITIBANK N.A., BUENOS AIRES BRANCH (ARGENTINA)**
Resident Vice President – Investment Banking
- Investment banking services in general. Product range: Project Finance, Fixed Income, Liability Management, Syndicated Loans, Acquisition Financing, Trade Finance, Securitizations,

M&A, Advisory, Cross border financing, Multilateral Financing, Leverage buy-out structures, Debt restructurings.

May 1996-
September 1997

GALICIA CAPITAL MARKETS S.A. (ARGENTINA)
Investment Banking Officer

- Investment banking services in general.
- Tailor made financing.
- Development of new complex financial structures.
- Product range: project finance, fixed income, syndicated loans, trade finance, securitization.

May 1993-
April 1996

BANCO DE GALICIA Y BUENOS AIRES S.A. (ARGENTINA)
Credit Officer

- Credit risk analysis of local corporations.
- Development of lending strategies.

Dic. 1992-
April 1993

TECHINT MULTINATIONAL CORPORATION (ARGENTINA)
Auditing Department

- Evaluation of efficiencies of internal accounting and operating systems (already privatized companies).
- Auditing of financial statements of wholly owned companies.

Academic Area

March 2020 to date

UNIVERSIDAD TORCUATO DI TELLA
MASTER IN FINANCE

- Academic Director

March 2006 to date

UNIVERSIDAD TORCUATO DI TELLA
MASTER IN FINANCE^(*)

- Professor of Financial Accounting
- Professor of Corporate Finance
- Mentor of end of course thesis
- Member of the Academic Committee since 2019

() elected 9 times as the Best Professor of the Master in Finance by the students.*

March 2015 to date

UNIVERSIDAD TORCUATO DI TELLA
MASTER IN BUSINESS ADMINISTRATION (MBA)

- Professor of Corporate Finance

March 2012 to date

UNIVERSIDAD TORCUATO DI TELLA
EXECUTIVE PROGRAMS

- Professor of Corporate Finance in the Managerial Development Program (Buenos Aires, Córdoba and Rosario)
- Professor of Corporate Finance under “In Company” formats

June 2012 to date

UNIVERSIDAD TORCUATO DI TELLA
INTERNATIONAL PROGRAM CFA EQUITY RESEARCH CHALLENGE

- *Coach* of the official team editions 2012, 2013, 2014, 2015, 2016, 2017, 2018 y 2019. Winner of the local round editions 2012, 2013, 2018 y 2019.

November 2014 to
date

UNIVERSIDAD EAFIT (COLOMBIA)
MASTER IN FINANCE

- Professor of Financial Debt Restructuring

March 2002
to 2011

**UNIVERSIDAD NACIONAL DE ROSARIO
MASTER IN FINANCE**

- Professor of International Financial Markets (2nd Year)
- Professor of Mergers & Acquisitions (1st Year)

July 2003
to 2006

**UNIVERSIDAD DE SAN ANDRES
MASTER IN FINANCE**

- Professor of Applied Investment Banking

**SPECIAL
SKILLS**

- M&A
- Development of contractually – complex financial structures.
- Work-outs.
- Risk assessment; Valuation.

OTHER

Fluent in Spanish and English; working level of Italian. Argentinean citizenship.