

Mario M. Covo

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FINANCIAL MARKETS EXECUTIVE

Hedge Funds | Mutual Funds | Emerging Markets

- **33-year career in finance;** 18-year career managing 3 buy-side investment firms, directing capital raising, business strategy, and day to day operations. Additional 10-year Wall Street career with leading investment banks pioneering emerging markets investment strategies.
- **Extensive experience in Latin American markets;** Managed business strategy and operations for 2 investment firms focused exclusively on Latin American markets. Sourced, structured, and executed private, public, corporate, and sovereign deals. Cultivated robust network of contacts in every country in the region and achieved deep understanding of socioeconomic and geopolitical issues. Possess Board of Director experience with region's only pan-Latin American bank. Fluent in English, Spanish, and Portuguese; conversational in French.

PROFESSIONAL EXPERIENCE

DANAMAR LLC, New York, NY

2013 to Present

Advisory and consulting services firm catering to asset management firms, financial services companies, and family offices in the U.S. as well as firms investing in and/or doing business in Latin America.

Investment and Business Strategy Consultant

- Current assignments include: Venture partner for NY based alternative asset management firm on private equity investments in Argentina and Mexico; Advisor to alternative asset management firm on structure, fund raising strategies, out-source services, and marketing strategy; Advisor to niche-focused financial firm on creation of new asset management unit and launch of first fund; Advisor to U.S. based technology firm on their Latin American strategy; Expert Consultant on financial litigation, M&A, enterprise and asset valuations, anti-trust litigation, and business development strategies.

HELIOS ADVISORS, New York, NY

2003 to 2013

Registered investment management firm investing globally in basic industries (oil and gas, energy and power, precious and non-ferrous metals, transportation, and mining). Investors included pension funds, endowments, foundations, high-net-worth individuals, and family offices.

Managing Partner

Led firm strategy for joint ventures and new funds and created/managed infrastructure to support business including risk management, compliance, administration, legal, and investor relations functions. Built firm of institutional caliber and achieved attractive risk returns with strong focus on capital preservation. Staff: 14

- Built business to \$600MM in assets and earned excellent reputation and continuous profitability. Vehicles under management included: multi-strategy co-mingled fund (fixed income, equities, and commodities), tail risk managed accounts, and long/short energy co-mingled fund.
- Chaired Investment Committee responsible for both investments and risk management strategies. Flagship fund generated 9% gains during the 2008 financial crisis.

FINACCESS INTERNATIONAL, INC., New York, NY

1999 to 2009

Holding company which owned Finaccess Mexico, a \$1.5BB mutual fund company registered with the Comision Nacional de Valores (Mexican SEC).

CEO & Chairman of the Board

Crafted buy-side securities investment strategy with exclusive focus on Latin America and on Mexico in particular. Facilitated capital raising from U.S. and European private equity firms in a volatile market and oversaw capital deployment and risk management protocols. Staff: 25

- Achieved profitability in the post-Internet bubble economy where most start-ups failed.
- Created vision and market strategy for one of the first independent mutual funds in Mexico.
- Managed exit after 9 years and sold business in a strategic transaction.

COLUMBUS ADVISORS, New York, NY & Greenwich, CT

1995 to 1999

Investment management firm specializing in emerging markets in Latin America; investors included pension funds, endowments, foundations, high-net-worth individuals, and family offices

Co-Founder, Head of Research, Business Strategy, and Business Development

Built Latin American-focused buy-side firm during early stages of emerging markets investing. Staff: 15

- Conceived/built an emerging markets hedge fund at a time when EM was not considered an asset class. Propelled firm to world's largest emerging markets hedge fund just 2 years later, after several competitors had entered the market.
- Strategically managed risk to protect investor capital through the Asian Crisis of 1997 and the subsequent Long Term Capital Management crash of 1998.

MERRILL LYNCH, New York, NY

1989 to 1995

Managing Director, Head of Emerging Markets Capital Markets (1992 to 1995)

Oversaw global emerging markets capital markets, including fixed income and derivative products for all "below investment grade countries." Managed global team of 25 in London, New York, Tokyo, and Hong Kong.

- Tapped to build the company's inaugural capital markets group focused on emerging markets.
- Managed senior relationships with corporate and sovereign leaders of all emerging market countries.
- Received multiple awards for meeting business goals for the Latin America and EM groups.

Head of Latin America Corporate Finance Group (1990 to 1992)

Managed equity IPOs, debt financing, and strategic corporate advisory services (M&A, liability management, etc.) for government and corporate clients.

BANKERS TRUST COMPANY, New York, NY

1985 to 1989

VP, Latin American Merchant Banking

Focused on corporate debt to equity swaps and corporate finance advisory.

CHASE ECONOMETRICS, Bala Cynwyd, PA

1984 to 1985

Latin America Economist

Responsible for research on Colombia and Venezuela.

RICE UNIVERSITY, Houston, TX

1983 to 1984

Micro and Macroeconomics Professor

BOARD APPOINTMENTS

BLADEX, Panama City, Panama

1999 to Present

NYSE listed supranational bank focused on Latin American business; shareholders include international institutional investors, Central Banks, and state-owned entities from 23 Latin American countries.

Board of Directors

Member of board comprised of ministers of finance, governors of central banks, and regional industry leaders.

- Conceived and built Bladex Asset Management Company from the ground up to \$80MM in profits in 5 years. Held role as company's Chairman from inception in 2008 through sale in 2013.
- Currently serve as President of Asset/Liability Committee and New Business Committee. Member of Credit Committee. Past President of the Credit Committee; Past member of Compensation, Nomination, and Audit Committees.

EDUCATION

Ph.D., Economics, Rice University, Houston, TX, 1984

BA, Economics, Instituto Tecnológico Autonomo de Mexico (I.T.A.M.), 1979