

**Name** Jay Alexander JOHNSTON

**Contacts** email: jjohnston@dalmatiancapital.eu  
tel: +1.434.249.9687

**Date and place of birth** 3 Oct 1960, Montreal, Canada

**Address** 8532 Langhorne Rd.  
Scottsville, VA 24590-3873, USA

**Nationality** Canada, USA, United Kingdom

**Education** BS in Finance, University of Florida (honors)  
NASD registered principal (series 3, 7, 24, 63)

## PROFESSIONAL EXPERIENCE

- 2020 - current DALMATIAN CAPITAL MANAGEMENT **Sofia/Virgina, USA**  
**Founder & Co-managing Partner**  
*investment advisory with a focus and presence in Eastern Europe and USA, specializing in private debt and equity finance, financial restructuring, distressed workouts.*
- 2006 – 2023 WELLINGTON DRUG STORES HOLDINGS **New York, USA**  
**President**  
*commercial real estate, owner of eleven CVS pharmacies throughout the US.*
- 2006 - 2021 ISLANDIA HEADQUARTERS OPERATORS **New York, USA**  
**President**  
*In 2006 the company acquired and managed One Computer Associates Plaza located in Islandia, New York, Long Island. This commercial real estate building holds 60 acre of land and 778,000 square feet for offices and industrial space.*
- 2007 - 2011 ARCO CAPITAL CORPORATION **Sofia/Singapore/Greenwich/San Juan**  
**CEO**  
*An international financial holding company incorporated on August 4, 2006, as a Cayman Islands exempted company that, through its subsidiaries, primarily provides financing solutions to commercial, infrastructure, and real estate middle-market enterprises in select emerging markets throughout Europe, Latin America, and Asia with a focus on Commercial and Leveraged Finance and Real Estate.*
- 1998 - 2007 Gramercy Advisors **Greenwich, CT**  
**Co-Managing Partner**  
*Joined Gramercy Advisors 6 months after its founding as a key principal building the company in a dedicated emerging markets investment manager based in Greenwich, CT with offices in London and Buenos Aires. Current AUM: over \$6 billion. Co-managed the portfolio investments of the Gramercy Emerging Markets Fund (GEMF) as well as other parallel managed accounts.*
- 1998 - 1999 DEUTSCHE BANK SECURITIES **New York, USA**  
**Managing Director and Head of Emerging Markets Fixed Income Sales**  
*Successfully managed a 13-person sales group that brought Deutsche Bank's presence in the market from 13th to 6th.*

- 1996 - 1998    Lehman Brothers    **New York, USA**  
**Senior Vice President in the Emerging Markets Group**
- 1984 - 1996    ING Barings,  
Oppenheimer & Company,  
Dean Witter Reynolds    **New York, USA**  
***Institutional fixed income, Emerging markets and high yield sales***
- 1983 - 1984    Patterson Capital Corporation    **New York, USA**  
***Portfolio Manager***  
*responsible for managing \$1.3 billion portfolio of Mortgage Backed Securities for a variety of U.S. Savings and Loans.*