



## Zsolt E. Lavotha

### Founder & Executive Chairman

- **2014 – Present: Founder and Executive Chairman of ZEL Business Advisory Group, licensed in Monaco. This Firm advises on M&A, LBO, Corporate Strategy, Business Development, IPO planning and execution, and all other Business Operational matters.**
- **2011 – 2015: Chairman and President of Monaco Private Equity and Venture Capital Association (MVCA).**
- **2003 to 2007: Director, President and CEO of OREXO AB, a Swedish start up Specialty Pharma company. Built the company from a small academic group into a publicly listed company (OMX). His accomplishments include; design, development and implementation of Business-, Financing-, IPO- and M&A plan. Built management team and completed several licensing deals for the company (US, EU & Japan). The mkt. cap of Orexo was increased from €10mill in 2003 to €200mill (max shr. price) between 2005 and 2007.**
- **1998 to 2003: Served as the President and CEO of LAVIPHARM Corp.. / NJ, US, a start up spec. pharma business. Built the organization from a small academic group into a company, optimally valued at ~\$100million, as evaluated by an independent investment bank in 2001.**
- **1993 – 1998: Head of WYETH Inc. (now PFIZER) business in Europe-Africa-Middle East, a multi-billion \$ revenue based business. Responsibilities included employees of 10000+, with all country Managing Directors as direct reports. Responsible for all Manufacturing Operations in the territory, with 10+ plants in multiple countries. Co-responsible in developing a Global merger plan, and implementing the merger of American Cyanamid / Lederle Pharmaceuticals and Wyeth business operations in the territory, following AHP \$ 14 Billion+ acquisition of American Cyanamid.**
- **1973 and 1992: Held a variety of positions with increasing responsibility at PFIZER Inc. After graduation, commenced as a sales representative, followed by product- and marketing management, Pharmaceutical General Manager, International Group Product Director (Chairman for Global Cardiovascular product development and commercialization of Norvasc® generating over \$7Billion in *annual* sales), and Director Business Development of Europe, with shared P&L responsibility for certain European markets.**

Decorated by Prince Albert II with “L’Ordre de Saint Charles” . Mr. Lavotha is Hungarian national, lived in Finland, Sweden, USA, and speaks English, French, Swedish and Hungarian. He resides in Monaco since 2003.