

Miguel M. Mutti

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Nationality: Italian
Date of birth: 21/12/1974
Place of birth: Madrid, Spain
Marital status: Married, 1 child

CAREER SUMMARY & OBJECTIVE:

Senior Executive with 25+ years' experience in pharma and investment banking. Proven track record in corporate and business development and general management, grow sales and profits, M&A, JVs, in&out-licensing, business integration. Clear and strong objective to enhance stakeholders/ shareholders value by identifying company's core competencies and resources, find innovative business opportunities and models and integrate them to maximize profits.

Motivated by working in a competitive environment leading a team to outstanding performance and success.

WORK EXPERIENCE

- 2024–Present **Sinergetica Healthcare, Strategic Consulting and Investments – Zug, Milano, Barcelona**
(2022-2024 CEO; Corporate Development, M&A and Licensing, reorganization, DD, fund raising, board advisory services to mid-size, small pharma, biotech and medtech companies. Co-investment in small-size pharma and healthcare companies throughout the different sectors and stages. Advised several national & intl. companies in M&As, licensing and business expansion.
- 2016–2022 **Lupin Limited – Zug, Switzerland**
SVP Corporate and Business Development – EMEA Head and Global Head of Neurology BD – Country Responsible Italy. Leadership team member at Lupin, a major multinational pharma company publicly listed with revenues in excess of \$2,5bn. Responsible to expand EMEA business, establish specialty pharma franchise and develop neurology globally. Major responsibilities: establish profitable business in major EU countries, identify and integrate new products and businesses, optimize commercial operations. Acquired, developed, launched the first orphan drug for Lupin. Entered FR, and RoEU partnering.
- 2013–2016 **Grünenthal GmbH – Aachen, Germany**
VP Corporate Development & Licensing – Global Head of M&A. Vice President, deputy Corporate Development Officer and leadership team member at Grünenthal, an international research-based specialty pharmaceutical company with revenues in excess of €1bn. Responsible to lead the M&A department and coordinate all the functions involved in the M&A process. Major responsibilities: M&A strategy, scouting, approach and engage, analyze and validate, due diligence, gain internal approvals, transaction documentation, negotiate and execute. We successfully acquired public and private companies reorganizing and divesting where necessary. From €76m loss to > €100m profit.
- 2008 – 2013 **Chemo Group – Madrid, Spain**
Corporate Development and M&A Head and GM for a medium size multinational conglomerate operating mainly in the pharmaceutical and biotech industries with consolidated revenues in excess of €1,5bn. Responsible to find, negotiate, integrate and manage strategic new businesses, JVs & start-ups with local management. Successfully doubled revenues in 5 years and extended presence to more than 40 countries growing via acquisitions in several regions: LatAm - USA – C.A. - India – EU – MENA and Asia. Reporting to the CEO & CFO. Executive Board member: Everett Labs. (USA); PNN Medical SA (CH). From ca. 450m to > €1bn sales.
- 2006 – 2008 **Gruppo Bioval – Milano, Italy**
GM and Managing Director of a small OTC/X Pharma company. Increased revenues three-fold through international expansion and external strategic growth via M&A and JVs; company always profitable in the period. Raised equity and debt. Reporting to the Board of Directors of the holding company.
- 2003 – 2006 **Intelsis Sistemas - Tecnosistemi Group – Milano, Madrid**
Corporate Finance and Business Development Director for an international Telecom and Telemedicine IT solutions group with revenues in excess of €400m. Responsible for the Group's acquisitions, JVs and new investments in coordination with CFO and Country Managers for local opportunities. Executive board member for the Spanish subsidiaries and responsible for the Telemedicine business Unit. Successfully established partnerships in several countries, Siemens and GEMS.

- 1998 – 2003 **Citigroup - Milano, Madrid, London**
- 2001 Resident Vice President in the European Corporate Finance team in London
 Focused on medium size and private companies with high growth potential originating and executing M&A, Leverage Finance, Structured Co-investments and Equity Placements with responsibility for the Spanish, Italian and Portuguese markets. Deals: Montedison, Grupo Villar Mir/ OHL, Red Bull, Knowaste, Fininvest, Grupo Zeta, Grupo Sonae, Abac.
- 1999 Associate in the Iberian Corporate Finance team, in Madrid and London
 Involved in several M&A, Leverage Finance and Securitization transactions for Spanish, Italian and Portuguese multinationals: la Caixa, Banco Zaragozano, Telecom Italia/ Auna, Telefonica/ Amper, Endesa, Iberdrola, Montedison, EDP, ENEL, Pharmacia & Upjohn, Gas Natural. Responsible for the valuation of large conglomerates for the region (Shareholder Value Analysis), coordinating a team of 3.
- 1998 Analyst in Citigroup's M&A team based in Milano
 M&A analyst in the Pharmaceutical, Energy and Telecom Media & Technology (TMT) industries.

EDUCATION

- 2015 **INSEAD Executive Program** – Leadership Development; Fontainebleau - France
- 2003 **ISTUD MBA Program** - Castellanza - Italy
- 1999 **Citigroup Training Program / Aswath Damodaran:** Finance and Company Valuation; NY - USA
- 1993 – 1998 **Università Commerciale Luigi Bocconi;** Milano – Italy
 MSc (hons) in **Business Administration**, with specialization in **corporate finance**.
 Final Thesis: “ *Private Equity and Venture Capital during a Turnaround* ”.
- 1989 – 1993 **Istituto Leonardo da Vinci;** Lugano – Switzerland

Professional Achievements:

- Transformed business development dep. from a cost center concept to a profit center with profit objectives and tracker.
- Trainer and Coach for the Corporate Culture Change Management. Member of the Corporate Culture Committee.
- Developed a successful highly motivated team working passionately long hours to exceed department's objectives in a healthy competitive environment. (Grünenthal Best Performer 2014 award)
- Selected by mergermarket/ FT as M&A expert in the pharmaceutical industry particularly LatAm region, invited to several expert panels.
- Established long lasting relationships with JV partners based on trust and respect despite long and tough negotiations.
- Implemented a lean and efficient M&A process leveraging on other company's departments and outsourcing non key tasks resulting in a 20% cost saving yearly and gaining agility to move fast on opportunities avoiding bottle necks.
- As integration manager and board member I had responsibility for the restructuring and integration of a company after completing its acquisition. With recourse only to company's cash flow we achieved 18% CAGR over the 5 years following the acquisition.

Strengths: growth, performance, strategy, management, team motivation, corporate development, M&A, negotiation, integration management, private equity environment, financial analysis, broad network and international experience.

Personal Achievements:

- Actively participated in the Italian political reform from the 1st to the 2nd Republic. Member of the press cabinet and founder of the elected central political party, responsible for Milano central district political campaign.
 - Mentor and “Ambassador” for the world most relevant tennis tournament under 10, Smrikve Bowl.
 - Developed with 4 partners the first online newspaper/ community for Italians (allaboutItaly).
 - Founded with other 11 members an Academia in Delfi, Greece, for the study and analysis of ancient philosophy and the impact of philosophical thinking on the current forms of government.
 - Youngest Rotary International member in Spain.
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LANGUAGES

ITALIAN: mother tongue **SPANISH:** native **ENGLISH:** fluent **PORTUGUESE:** basic

GENERAL

- ◆ Senior Board Advisor to SIAD's medical unit, BoD Pellegrini, advisor to an international mid-size Private Equity
- ◆ Sizeable network of contacts globally Lived and worked extensively abroad in different regions adapting to different cultures
- ◆ Interest in philosophy, history, leaders' biographies and new technologies
- ◆ Several sports and outdoor activities and HERO - Historical Endurance Rally Organization – member: vintage car racing