

Manuel Pérez-Sala Gozalo

Summary

Education: Ingeniero de Caminos Canales y Puertos (Civil engineer) by Universidad Politécnica de Madrid (Honors) and Master in Business Administration by Instituto de Empresa (Honors)

Experience:

Business strategy vision. Design, negotiation and execution of investments, strategies to maximize the creation of value in the companies, restructuring plans, costs and management control. Strategic and corporate development direction. Financial direction. Organization of production systems, improvements in the efficiency of productive systems and the organization of services. Design, direction and implantation of information and management control systems. Mergers, acquisitions, joint-ventures, LBOs, international investment structures. Negotiation of credits and loans with Spanish and foreign financial institutions. Strategic plans.

Present responsibilities:

- Partner Director of **Grupo Perseo** (Private Equity and portfolio management: www.grupoperseo.com), from 1996.
- Member of the Board of Directors of **Círculo de Empresarios**, treasurer and President of the Entrepreneurial Initiative Committee: www.circulodeempresarios.org, from 1996.
- Member of the Advisory Board and Steering Committee of **Zelenza, S.L.** (engineering, installation, maintenance and communication networks management), www.zelenza.com, from 2005.
- Member of the Advisory Committee of **Productos Solubles S.A.** www.productossolubles.com, from 2015.

Previous responsibilities:

- Director of **Pallas Invest Ibérica S.A.** management company of the Pallas Invest Iberian Fund Ltd, one of the three more important institutional private equity investors of Spain in 90' decade, from 1988-1991.
- Member of the board of directors of **Teleaction** (today Sitel Ibérica Teleservices, subsidiary of Sitel Corporation, www.sitel.com, quoted in Nasdaq), from 1991-1997.
- Investment Director of **Pallas Invest Ibérica, S.A.**, one of the three most important institutional funds in Spain in the 90s, from 1991-2001
- Member of the Board of Directors, Management Control Committee and Strategic Committee of **Unión Española de Explosivos S.A.** (today Maxam Corp, from 1993-2001.
- Member of the Advisory Council of **Norman Broadbent España** (www.normanbroadbent.es), from 2008-2011.
- President of the Board of Directors of **Reflex, alquiler Flexible de Vehículos, S.A.** (today flexible renting of ALD Automotive), from 2005-2018.
- Member of the Advisory Council of **Spain Startup**, The South Summit, www.southsummit.com, from 2012-2018.
- Treasurer, from 2010-2012, President of the Business Initiative Committee in 2009, President of the General State Budget Committee, from 2013-2015 and Member of the Board of Directors from 2004-2008 and 2010-2018 in **Círculo de Empresarios**.

- In addition, he was member of the Board of Sales Hunters, from 2004-2006, Professor of Finance in the Instituto de Empresa, www.ie.edu, from 2002-2006, Professor of Information and Control Systems in the Instituto de Empresa, from 1988-1996, Director of Mergers and Acquisitions in Pallas Finanzas S.A., from 1988-1992 and Bridge designer from 1986-1987.

Languages: Spanish, English and French (intermediate level).