

Ted Karkus, CEO

ProPhase Labs, Inc.

Ted Karkus is an entrepreneur and business leader who has financed, taken public (via IPO's and reverse mergers), turned around and scaled numerous high-growth development stage companies. Ted began his career on Wall Street where, from 1984 – 1996, he worked closely with investment bankers and analysts in institutional equity firms, including a stint as Director of Institutional Equities at Fahnstock & Co.



Ted established Forrester Financial in 1996, a management consulting firm which he operated for 13 years. This firm offered a range of financial, marketing, and operational services to emerging growth companies. While leading Forrester, Ted financed and advised ID Biomedical, a biotech/vaccine company, when it was valued at \$25 million and headed for bankruptcy. He successfully persuaded the board of directors into making difficult, but necessary, changes to management, including the replacement of the CEO, and helped to redirect their strategic focus. Seven years later, the company was sold to GlaxoSmithKline for more than \$1.4 billion.

Building on this success, Ted began his engagement with ProPhase Labs. After years of declining revenues and increasing losses, the company's direction was in dire need of change—and the shareholders' interests in need of protection. Ted initiated a highly risky, but incredibly successful, proxy contest that led to his position as CEO. Ted then restructured and streamlined all operations. Despite a declining category and a weak economy at that time, sales and margins for its flagship Cold-EEZE brand improved dramatically. The net result was yet another successful turnaround: In 2017 ProPhase sold the Cold-EEZE brand for \$50 million to Mylan, a multibillion-dollar pharmaceutical company.

Ted strongly believes in candor. It's the primary principle which guides his success with investors, vendors, shareholders, and employees. Outside of business, Ted is an involved father and basketball coach. He is also passionate about helping young entrepreneurs. He graduated Magna Cum Laude from Tufts University and Beta Gamma Sigma from Columbia Business School.

Ted's Media Overview:

- [LinkedIn](#)
- [Fox Business](#)
- [American Express OPEN Forum](#)