

ANDERS TULLGREN



BOARD MEMBER, CHAIR, ADVISOR & HEALTHCARE INDUSTRY EXPERT

Driving innovation, transformation, and growth—in the United States, Europe, and around the world

35+ years of experience increasing value in big pharma and small/mid-sized biotech environments by combining bold ideas and strategic vision with deep knowledge of commercialisation, operations, and growth planning. Proven success building, turning around, and scaling late-stage clinical and commercial companies in the United States and Europe.

Reputation for fighting against headwinds—at the industry, market, and organisational levels—to outpace competitors and meet patient needs in the global health care landscape.

- Strategic Planning & Execution
- Transformation, Growth & Exit
- International Market Development
- M&As, Spinoffs, Partnerships & Licensing Opportunities
- P&L, Budgeting & Financial Discipline
- Operations & Commercial Leadership
- Crisis & Change Management
- Cultural Awareness & Bridge-Building
- Consensus Building

INTERNATIONAL BOARD/CHAIR EXPERIENCE

Board of Directors • Branding Science Ltd., UK • 2017 to Present

Chair, Board of Directors • Xbrane Biopharma AB (STO: XBRANE), Sweden • 2018 to Present

Chair, Board of Directors • Farmalisto, Panama • 2019 to Present

Board of Directors • Dizlin Pharmaceuticals AB, Sweden • 2020 to Present

Chair, Board of Directors • Trialbee AB, Sweden • 2018 to 2019

Board of Directors, Audit & Development Committees • Symphogen AS, Denmark • 2018 to 2019

Board of Directors & Audit Committee • Biotoscana (B3: GBIO33), Luxembourg • 2018 to 2019

STRATEGIC CONSULTING/ADVISOR

Increasing value for pharma/biotech companies, private equity firms, and investment banks

Tullgren Consulting Ltd., London, UK.

2017 to Present

Founder & Principal Consultant

Provide clients—from pre-commercial biotech companies to multibillion-dollar investment firms—with the insight and direction they need to boost business and/or portfolio value. Propel growth and transformation for US and European organisations as strategist, executive advisor, and change agent.

Representative engagements:

- Launch and scale USA-based pharma companies in Europe and support European organisations to enter or increase market impact in North America.
- Advise executives and boards on corporate transactions, including mergers, acquisitions, and spinoffs. Guide leadership teams in preparing for and maximising the speed and value of transactions.
- Partner with major private equity firms and banks in making sound, well-informed buy/sell decisions.
- Lead pharma/biotech companies to develop or pivot organisational and commercial strategy as needed to turn around performance and keep pace with changes in the industry, economy, or global marketplace.

Szpirt & Company Copenhagen, Denmark

2021 to Present

Executive Advisor
Revenue, Profit & Market Growth

Increased Business & Portfolio Value

Robust, Scalable Operations

Win-Win Corporate Transactions

Fast-Track Transformation

ZAAL Management, Stockholm, Sweden**2021 to Present**

Industrial Partner

EXECUTIVE CAREER***Building and scaling organisations—and driving transformation—for rapid, sustained growth*****Bristol-Myers Squibb (BMS), United States and Europe** 1996 to 2017**President, Intercontinental Region | Global Commercial Executive Team** – London, UK • 2014 to 2017

Hand-selected to oversee and influence profitability and growth across 82 markets in Asia (including China, a standalone market), Latin America (including Brazil), Central and Eastern Europe, Africa, India, and the Middle East. Built and inspired teams, steered organisational strategy, and maintained full P&L accountability.

- Increased both sales and profits by double digits for \$2.7B USD region.
- Created a people-centric culture across geographic and functional boundaries; improved engagement and retention for international organisation with up to 5,000 employees.
- Placed medicines in patients' hands faster than before—and surpassed financial goals in most markets—by creating a regulatory, medical, and market access acceleration plan for immuno-oncology.

Senior Vice President, Europe – Paris, France • 2010 to 2014

Built a trajectory of growth despite regulatory changes, market obstacles, and the global recession. Drove commercial development and launched new products in 39 markets, including 60 launches in 12 months across cardiovascular, oncology, transplant, and virology therapeutic areas. Grew key existing products by 22%.

Vice President, European Market Access – Paris, France • 2008 to 2010

Overhauled global market access strategy in collaboration with R&D to stay at the forefront of a changing industry. Partnered with EMEA and global commercial teams to design an integrated market access function adopted throughout the highly diverse and complex European region.

Vice President, Europe | General Manager, Germany – Munich, Germany • 2005 to 2008**General Manager, Nordic Region** – Stockholm, Sweden • 2003 to 2005**Country Manager, Denmark and Norway** – Copenhagen, Denmark and Oslo, Norway • 2002 to 2003**Country Manager, Norway** – Oslo, Norway • 2000 to 2002.**International Marketing Director (Cardiovascular)** – Princeton, NJ, USA • 1998 to 2000**Marketing Director, Scandinavia** – Stockholm, Sweden • 1997 to 1998**Therapeutic Area Director, Scandinavia (Cardiovascular)** – Stockholm, Sweden • 1996 to 1997**Astra Pharmaceuticals, Stockholm, Sweden**

1991 to 1996

International Group Marketing Manager**Boehringer Ingelheim, Stockholm, Sweden**

1985 to 1991

Clinical Research Manager | Field Product Manager | Clinical Research Associate & Regulatory Manager**National Association of Pharmacies, Stockholm, Sweden**

1984 to 1985

Retail & Hospital Pharmacist**EDUCATION****International Board Directors Program** • INSEAD, France**International General Management Program** • INSEAD, France**Diploma in Marketing & Business Administration** • MIS, Sweden**Master of Science in Pharmaceutical Studies** • Uppsala University, Sweden**Language skills:** Bilingual in Swedish and English; proficient in German; knowledge of French