

Thorsten Waloschek is a highly accomplished senior executive with over three decades of experience in the international healthcare sector. He has a solid background in highly regulated sectors, and has gained hands-on experience in P&L management, general management, operations management, strategic planning, marketing, business development, sales, product development, and product management. Thorsten's personal mission is "to make sure that every baby has the best possible start into life".

After serving in the Army, Thorsten started his career with Bayer AG, where he worked as Country Coordinator of Pharma Business Management Asia, and grew sales by more than 10% annually in Pakistan, the Philippines, and South Korea. He was subsequently promoted to the position of Pharmaceutical Sales Manager at Bayer Vital GmbH, where he was ranked among the top 10 reps in Germany for net sales of a newly launched CNS product. As Resource and Portfolio Manager at Bayer AG, Thorsten saved years of time in evaluating the financial impact of projects and improved resource allocation with pharmaceutical development activities of Phase I-III Projects.

Thorsten faced a new set of challenges as the Head of Marketing at Dynamit Nobel GmbH, where he spearheaded entry into new markets and facilitated the acquisition of new business potential valued at \$50M outside the home market. He was acknowledged as a Top 10 API custom synthesis provider in major relevant databases/publications. Further, he guided internal due diligence and divestment efforts that resulted in the company's acquisition by the New York-based investment company KKR, and led a business transition team after KKK merged the Dynamic Synthesis operations with Groupe Novasep in France.

In 2006, Thorsten accepted the role of Senior Product Manager at Draeger Medical and was quickly promoted as Director of Product Management the following year. He was subsequently selected as the President of Strategic Business Field Neonatal Care and Thermoregulation at Draeger Medical in 2008. He steered the vision of the business and was accountable for the P&L performance of product groups on a global basis. Thorsten also established an extended cross-functional leadership team and introduced a core set of business values that now define the organizational culture. He also took the lead role in spearheading a change process after major reduction and layoffs in R&D, successfully maintaining a stable sales forecast despite a lack of major innovations.

From 2014 through the end of 2018, Thorsten was employed as a Senior Director Global Marketing and Business Development with Natus Medical Inc, responsible for upstream product management and downstream marketing management. In that role, he successfully integrated a start-up company and quadrupled revenue within two years. Thorsten restructured the upstream product management organization from a vertical into a horizontal cross-functional organization and consolidated the portfolio in order to position the business unit for future growth.

Thorsten is a co-founder of InfanDx AG in Germany where he served as a board member until 2020. His consultancy business CCIAO™ is established in the US as well as in Germany, which he started in 201. CCIAO™ is supporting MedTech start-up companies from both sides of the Atlantic with marketing, sales, business development, and general management experience. Thorsten has served on various boards for clients from the US, Latin America and Europe and is has been contracted as a CEO / Executive Team Member for MedTech start-ups for extended periods of time.

Thorsten currently serves as the CEO of NeoPrediX, a digital health start-up developing predictive analytics for maternal and neonatal applications.

Thorsten has a Master of International Business Studies (MBA) from the University of Bradford in the UK, and also completed coursework in Management Education at Malik Institute St. Gallen, Switzerland as well as Babson College, Boston. He excels in cross-cultural and dynamically changing environments and is known as an effective cross-functional leader with uncompromising integrity. He has a proven ability to combine his broad-based experience with a visionary focus to develop new markets, grow revenues, increase profitability, and improve operational performance.