

# Else Beth Trautner

## Professional (NED) Board Member



### Professional Summary

- Board experience with private-, venture- and founder- ownerships
- Technology, Engineering, Medical Device, Tele-Health, Life Science, IVD, Biopharma, IT-solutions
- Extensive US, EMEA, APAC International Business Experience
- Business Development and M&A's
- International Commercialisation
- Business Optimisation & digitalisation
- Process & Portfolio Optimisation (lean)
- Digitalisation & Health economics
- Customised Projects & Services

### NED & Networking

- Chairman Cbio A/S
- Chairman Inniti ApS
- Chairman Prolinvent A/S
- Board Member for Atlas Antibodies AB, Stockholm
- Board Member Nymetal A/S & Nymetal Maskinfabrik A/S
- Partner in BoardPartner DK
- Board Leadership & Corporate Governance certificate, CBS Executive
- Danish Management Society VL-49
- Danish Industry DI, "Women on Board" member
- Executive Business mentor for CFO's and executives
- NOME Mentor (Nordic Mentor Network for Entrepreneurship)

### Languages

Danish: Mother tongue  
English: Fluent  
Nordic: Advanced knowledge

### Spare Time

Boating, Certified Yacht Master,  
Scuba diving, Travelling, Theatre, Concerts

### Personal Profile

Analytical and realistic with broad minded well-balanced personality

### Personal

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Age: 59  
Nationality: Danish  
Family: Married to Sven Trautner, MD

*Professional Board Member, former CEO with long and broad, international business career with technology intensive products & services to private- & public health-care sector and B2B. Business development and M&A's. Planning and executing corporate process optimisation and digitalisation.*

*Cross border & multiple culture collaborations. Deep understanding of Scandinavian and US business.*

*Transformation of business in Japan and established several European subsidiaries and a company in China.*

*Strategic marketing and commercialisation of innovative technology-intensive products. Establishing and nurturing strategic partnerships. 16 years' experience in working in and with US.*

*Experience in building and managing boards and governance structures with different ownerships.*

### Current Board of Directors positions

2020 –	<b>Cbio A/S</b>	Chairman
2020 –	<b>Prolinvent A/S</b>	Chairman
2020 –	<b>cphnano ApS</b>	Board Member
2019 –	<b>Inniti A/S</b>	Chairman
2019 –	<b>Nymetal A/S &amp; Nymetal Maskinfabrik A/S</b>	Board Member
2014 –	<b>Atlas Antibodies AB, Stockholm</b>	Board member
2018 – 2020	<b>CentaFlow, Viewcare Management A/S</b>	Chairman
2019 –	<b>Board Partner</b>	Partner & Board member

### Examples of previous corporate governance experience since 2000

2010 – 2017	<b>EuroDiagnostica AB, Malmö</b>	CEO & Board member
2011 – 2017	<b>Wieslab AB, Malmö</b>	Chairman of the Board
2014 – 2017	<b>Biomonitor A/S, Copenhagen</b>	Chairman of the Board
2014 – 2017	<b>Biomonitor SAS, Paris</b>	Chairman of the Board
2000 – 2008	<b>Dako A/S</b>	Board Member of all 22 subsidiaries (i.e. US). Chairman of the Board in (JP, AU, D, CH, NL, B, PL)

### Experience

#### **Cbio A/S (Copenhagen, DK) 2020 –**

Developing, manufacturing T-call for pharma partners treating cancer with cell-based immunotherapy

#### **Prolinvent A/S (Copenhagen, DK) 2020 –**

Technology and engineering company with integrated product development and manufacturing technology of equipment for automated manufacturing.

#### **Inniti ApS (Copenhagen, DK) 2019 –**

Modular IoT solution and intelligent (AI based) data analytics systems for automating laboratory workflows.

#### **Nymetal & Nymetal Maskinfabrik A/S (Nykøbing F., DK) 2019 –**

Acquisition and post-acquisition of family owned international manufacturing in heavy industrial business.

#### **Atlas Antibodies AB, NED. Main shareholder Patricia AB (Stockholm, Sweden) 2014 –**

Board member & Advisor of Life Science company.

#### **Centaflow & Viewcare Management A/S (Copenhagen, DK) 2018 – 2020**

CentaFlow®, Medical Artificial Intelligence Service and Device for Obstetric Monitoring and Care.

#### **EuroDiagnostica AB, CEO (Malmö, Sweden) 2010 – 2018**

Major Business development and turn-around of traditional diagnostic kits & reagents business.

Transformation to IVD and companion diagnostic company with unique market position as biopharma service provider (Revenue growth €10M to €20M. 100 FTE). Immunology diagnostics for own channel and in partnerships with world largest instrument system providers M&A and subsequent integration and simplification (lean optimisation and digitalisation) of the corporation. Private- and VC ownership.

#### **AdvanDx Inc. Vice President Global Sales & Marketing (Boston, MA & Copenhagen, DK) 2008 – 2010**

Established companion diagnostics business model in US & Europe. Defined product portfolio within infectious disease diagnostics. Demonstrated to improve patient outcome and reduce hospital costs. Managed strategic partnerships. (50 FTE, \$8M revenue). Founder- and VC ownership.

#### **Dako Denmark A/S (now an Agilent Technologies Inc.) (Copenhagen, DK) 1996 – 2008**

Private and VC ownership. Cancer diagnostic reagents, instrumentation and digital information systems.

**Executive Vice President.** 2005 – 2008. (€250M revenue, 1500 FTE). Plan & execute business development and growth strategy in Asia i.e. Transformation of Japanese subsidiary to a growth business with corporate processes. Established business in China.

**Vice President of Global Sales & Marketing.** 1996 – 2005. (€220M revenue). US, EU, RoW responsibility.

Restructured the 22 sales subsidiaries to growth regions. Established sales subsidiaries and optimised the global distribution network. Pre- and post- merger planning and integration with Cytomation Inc. Danish-American cross-cultural collaboration. Established and implemented sales & marketing program for the first global companion diagnostic; HercepTest-Herceptin. Established & managed strategic partnerships.

#### **Life Technologies A/S, General Manager & Germany Sales & Marketing Manager (1994 – 96 & 1990 – 92)**

Commercialisation of Life Science reagents and instrumentation in Denmark and Germany.

#### **Dräger Medical Scandinavia, Nordic General Manager (1992 – 94)**

Established (Norway) and expanded (Denmark & Sweden) Sales & service subsidiaries.

#### **MEDA A/S, Denmark Sales and Product Manager (1985 – 90)**

Sales & tactical marketing of laboratory & hospital consumables and equipment

### Management Training & Education

2017– 2018	<b>CBS Executive Board of Directors Leadership &amp; Corporate Governance.</b> Denmark
2017	<b>Danish Design Centre Strategy, the Future Innovation Powertrain.</b> Denmark
2016 & 2004	<b>Wharton Executive Governing Dynamic Strategies – Global Execution.</b> LinkS & PA, US
2013	<b>KMP+ Certified Executive Business Mentor.</b> Denmark
2004 - 2010	<b>INSEAD (France &amp; Singapore), IIMB (India), IMD (Switzerland) &amp; CBS (Denmark);</b> various Executive & Global Leadership, Strategy & Management training
2001	<b>IMD Senior Executive Forum, Strategy.</b> Switzerland
<b>Basic Education</b>	
2000	<b>Perspectives in Management (9 months)</b> The Danish Centre for Management
1991	<b>Bachelor of Commerce Marketing (B. Com.)</b> Copenhagen Business School
1983	<b>Biomedical laboratory Technology Degree,</b> Copenhagen University & Hospital