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A leader within the global health community and pharmaceutical industry in the drive to control and eliminate malaria and other neglected tropical diseases (NTDs):

- Extensive experience in the discovery, development, and deployment of appropriate drugs for malaria and NTDs.
- Extensive experience of working with relevant intergovernmental, governmental, and non-governmental organisations in the fields of malaria and NTDs.
- Successful track record at general, marketing, and sales management levels.
- Successful manager of cross-cultural teams with wide international experience.

Independent consultant and manager with a bias for action. People-oriented with excellent communication skills and cultural sensitivity. Strong planning skills, but also able to translate these into action. Proven expertise both in operational long range planning as well as process design and improvement. Early adopter of innovative approaches to challenges. Enjoys a variety of challenges.

Current Role:

Managing Director
TropMed Pharma
Consulting

"Bringing Clarity: Building Partnerships"

A consulting firm helping companies and organisations working on malaria and other neglected tropical diseases to be more successful.

This is achieved by:

- The development of appropriate development and delivery plans for novel drugs to be deployed in disease endemic countries.
- The development of robust and appropriate R&D and commercialisation strategies to govern work in these diseases.
- The development and running of successful public-private partnerships, to achieve "win-win" solutions for all parties.
- Bringing private sector methods and disciplines to public sector organisations to allow them to maximise the use of their resources.

Clients have included Bill & Melinda Gates Foundation, Bundesministerium für Bildung und Forschung (Germany), Department of Foreign Affairs & Trade (Australia), Department for International Development (UK), GBHealth, Global Fund to fight AIDS, TB & Malaria, Innovative Vector Control Consortium, London School of Hygiene & Tropical Medicine, Liverpool School of Tropical Medicine, Malaria No More UK, Medicines for Malaria Venture, Roll Back Malaria Partnership, TB Alliance, UNITAID, University of York CNAP Programme, & private companies working on drugs, vector control, and other commodities.

Major Areas of Experience & Expertise:

Significant Results:

CRIMALDDI: co-ordinated a two-year EU-funded to develop an agenda for the discovery of new antimalarial drugs (see <http://www.criminalddi.eu/>)

Organisational Evaluations: Undertook the evaluation of the Drugs for Neglected Diseases initiative (DNDi) and FIND for the Bundesministerium für Bildung und Forschung (Germany) and Department for International Development (UK) (2014-15)

Roll Back Malaria Partnership: member of the Transition Support Team that supported the RBM Transition Oversight Committee and Board through the establishment of the new Partnership governance structures.

Roll Back Malaria Partnership: co-ordinated the RBM Affordable Medicines Facility – malaria (AMFm) Task Force, including authoring the final report and the “Key Learning for malaria programme managers” communications package.

Global Fund to fight AIDS, Tuberculosis and Malaria: co-ordinated the Global Fund AMFm Working Group.

Roll Back Malaria Partnership: undertook the mid-term evaluation of the Partnership’s Resource Mobilisation Strategy (2011-2015).

Roll Back Malaria Partnership: developed the Accountability Framework for the Partnership as consultant to the Board Task Force on Performance and Accountability.

Roll Back Malaria Partnership: authored a major review for the RBM Board “Malaria – Delivering High Quality Diagnosis and Treatment: the Role of the Private Sector & Subsidies: The Status of AMFm”.

Global Fund Private Sector Constituency: co-authored “Beyond Cash, More Than Money”, an analysis of the contributions made by the private sector to the success of the Global Fund.

GlaxoSmithKline (GSK): completion of the development of Dacart™, an artemisinin-containing follow-up to Lapdap™ in a public-private partnership collaboration with Medicines for Malaria Venture (MMV) & World Health Organisation (WHO) (2008).

GlaxoSmithKline: completion of development and launch of novel antimalarial (Lapdap), specifically designed for Africa, in a public-private partnership collaboration with WHO (2003)

Glaxo Thailand: \$6 million company: took from #10 to #4 among foreign companies between 1984 and 1987.

SK&F Thailand: \$4 million company: grew company by 104% in 1988 and took company from #26 to #7 among foreign companies.

SB Japan: launched Kytril™ (1992). Established as market leader that retained 50% market share despite 4 major competitors during stay in Japan (1991-97).

Long Range Planner:

GlaxoSmithKline: development & maintenance of the Disease Area Strategy for Diseases of the Developing World (DDW – malaria, TB, other NTDs) disease area.

SB Japan: development of long range strategic plans, scenario plans, & contingency plans.

People skills:

- Co-ordinated the CRIMALDDI Consortium, a 2-year EU-funded project to define the antimalarial drug research priorities for Europe and to inform the setting of the global priorities.
- Co-ordinated the RBM AMFm Task Force and the Global Fund AMFm Working Group.
- Built successful relations with a wide range of stakeholders in Global Fund Market Dynamics Committee, Market Dynamics Advisory Group, AMFm Working Group, and Technical Advisory Groups.
- Built successful relationships with malaria-related commodity manufacturers and other malaria control stakeholders through the Global Fund, RBM Partnership, and related committees & task forces.

- Built successful relationships with external organisations (WHO, academia, US Military, Medicines for Malaria Venture, UK Government) in joint product development teams & public-private partnerships.
- Led initial introduction of SmithKline Beecham's (SB) management culture (*Simply Better Way*) to SB Japan.
- Built successful cross-cultural management teams delivering on ambitious targets in SB Japan, SB & SK&F Thailand, and Glaxo Thailand.

Organisational Audits

- Undertook the evaluation of the Drugs for Neglected Diseases initiative (DNDi) and FIND for the Bundesministerium für Bildung und Forschung (Germany) and Department for International Development (UK) (2014-15)
- Undertook the mid-term evaluation of the Roll Back Malaria Partnership's Resource Mobilisation Strategy 2011-2015 (2014)

Successful Brand

Builder:

Has been responsible for many successful product launches and relaunches:-

- Lapdap™ (anti-malarial) – Africa 2003: GSK R&D Platinum Award.
- Kytril™ (anti-emetic) – Japan 1992: Corporate Simply Better Award.
- Augmentin™ (antibiotic) – Thailand 1990: grew sales by 83%.
- Engerix-B™ (hepatitis B vaccine) – Thailand 1987: invented the hepatitis B vaccination market.
- Tagamet™ (anti-ulcerant) – Japan: reduced volume decline from 10% (91/92) to 1% (92/96).

Cross-functional

Team Leadership:

- RBM AMFm Task Force & Global Fund AMFm Working Group (2013)
- Commercial Matrix Teams for antimalarials (Dacart, tafenoquine), antileishmanials (sitamaquine) – developing commercialisation plans for these products
- DDW Disease Area Strategy Team (2002-08)
- Major strategic initiatives & corporate acquisitions in Japan (1998-99)
- Refocusing of SB International Sales Development and Medical Departments (1999-2000)
- Integration of SB International Marketing, Medical, & Regulatory functions (1999-2000)
- Redesign of SB Africa branded generics business (2000)

Global Health Activities:

2012-14	Global Fund to fight AIDS, TB, & Malaria Market Dynamics Advisory Group
2012-13	Roll Back Malaria Partnership Affordable Medicines Facility – malaria (AMFm) Task Force
2012-13	Global Fund to fight AIDS, TB, & Malaria AMFm Working Group
2009-11	Global Fund to Fight AIDS, TB, & Malaria Market Dynamics Committee (Private Sector representative)
2009-15	Board of Trustees, Malaria Consortium
2009	Global Fund to Fight AIDS, TB, & Malaria Technical Advisory Group on the Affordable Medicines Facility – malaria Co-payments
2008	Global Fund to Fight AIDS, TB, & Malaria Technical Advisory Group on Pharmaceutical Product Quality Assurance
2007-08	Advisor to Global ACT Subsidy/AMFm Task Force, RBM Partnership
2006-08	Director, Roll Back Malaria Partnership Board & Executive Committee Member
2005-06	Alternate Director, Roll Back Malaria Partnership Board (RBM)

Employment History:

2008- Managing Director, TropMed Pharma Consulting Ltd, Oxfordshire, UK

2001-08 Director, Global Commercial Strategy - Diseases of the Developing World, GlaxoSmithKline, London, England

2000-01 Director, Tropical Medicine Marketing, SmithKline Beecham International, London, England

1998-00 Director, Business Development, SmithKline Beecham International, London, England

1996-97 Managing Director, Marketing & Strategic Planning, SmithKline Beecham Seiyaku KK, Tokyo, Japan

1991-96 Director, Marketing, SmithKline Beecham Seiyaku KK, Tokyo, Japan

1989-91 General Manager, SmithKline Beecham Thailand Ltd., Bangkok, Thailand

1987-89 General Manager, SmithKline & French Thailand Ltd., Bangkok, Thailand

1984-87 Director of Sales & Marketing, Glaxo (Thailand) Ltd., Bangkok, Thailand

1982-84 Deputy Area Marketing Manager (Far East), Glaxo Orient (Pte) Ltd., Singapore

1979-82 Assistant to the Vice President, Nippon Glaxo Ltd., Tokyo, Japan

1974-79 Various positions in Research, Development, & Commercial Operations, Glaxo Group UK

Education & Professional Qualifications:

1974 BA (Hons), Natural Sciences, Cambridge University

1978 MA (Hons), Cambridge University

1984 Certified Diploma in Accounting & Finance (3rd place)

1989 Darden Graduate Business School (Univ. of Virginia) Pacific Basin Managers' Course

1990 Chartered Chemist, Fellow of the Royal Society of Chemistry

1997 INSEAD Advanced Management Programme

2002 Fellow, Chartered Management Institute

2004 Chartered Scientist

Major Publications & Presentations:

Vial H, *et al.*: **CRIMALDDI: platform technologies and novel anti-malarial drug targets.** *Malaria J* 2013, **12**:396.

Ward S, Boulton I: **CRIMALDDI: a prioritized research agenda to expedite the discovery of new anti-malarial drugs.** *Malaria J* 2013, **12**:395.

Boulton IC, *et al.*: **CRIMALDDI: a co-ordinated, rational, and integrated effort to set logical priorities in anti-malarial drug discovery initiatives.** *Malaria J.* 2010; 9(1), 202

Mertenskoetter T, Boulton IC, Glaue F, Meredith S: **Evaluation of the Product Development Funding Partnership (PDP) funding activities.** London: Department for International Development; 2015. Available from <https://www.gov.uk/dfid-research-outputs/evaluation-of-the-product-development-partnerships-pdp-funding-activities-200715>

Boulton IC: **Key learnings for malaria programme managers from AMFm phase 1.** Geneva: Roll Back Malaria Partnership; 2013.

Boulton IC: **Beyond Cash, More than Money.** New York NY: GBHealth; 2013. Available from <http://www.gbchealth.org/asset/beyond-cash-more-than-money-report-released/>

Grace C, Boulton I, Daily J: **Desk-based market analysis of supply side issues for antimalarial commodities.** Manila, Philippines: Asia-Pacific Leaders Malaria Alliance; 2014. Available from <http://aplma.org/upload/resource/Papers/desk-based%20market%20analysis%20of%20supply%20side%20issues%20for%20antimalarial%20commodities.pdf>

Boulton IC. **After Regulatory Approval the Challenges Really Start! "Connecting the Chain"** *Stakeholder Forum.* 2006 Jun 28; Brussels. Available from <http://www.connectingthechain.org/presentations.html>

Boulton IC. **Global Health Diagnostics: Research, Development, & Regulation. A Private Sector Perspective.** *Academy of Medical Sciences.* 2008 Dec 03; London. Available from <http://www.tropmedpharma.com/Files/Global%20Health%20Dx%20Seminar%2003-12-08.pdf>

Boulton IC. **Malaria – Delivering High Quality Diagnosis & Treatment: The Role of the Private Sector and of Subsidies: the Status of AMFm.** *Roll Back Malaria Partnership Board.* 2012 15 May; Lausanne.

Boulton IC: **Setting the Scene.** In *Forum for Africa-based Pharmaceutical Manufacturers and Potential Investors.* Nairobi, Kenya; 2011.

Languages:

Familiarity with Japanese and French.

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