



Business Life of David K Bilton.

David comes with over 35 years' experience in the Pharmaceutical business having local and global perspectives. Has both big Pharma corporate and generic experience.

Founder and CEO of ICE Pharma Group set up in 1999 a pharmaceutical services operation specializing in business development and licensing, regulatory and quality management, sourcing and procurement; globally. For IPG none of this is theory, IPG have their own MA's and all they do for clients they do for themselves. He has in-depth knowledge of all key functions and regularly chairs key project management teams of up to 30 people. His passion is setting strategy and involving all stake holders, then driving implementation.

As well as running the business David has consulted in strategic procurement, business development and pharmaceutical management and held interim roles, including board level COO roles, for several Pharma companies in the specialty and generic sectors in Europe and USA.

Prior to setting up IPG David held a series of senior positions in SmithKline Beecham (now part of GSK) in supply chain management, procurement and product development functions and latterly part of a global task force undertaking strategic joint ventures and outsourcing manufacturing. Staff reports in the last five years were in five continents. Bio chemist by discipline, member of the Chartered Institute of Purchasing and Supply and Institute of Directors, qualified auditor, extensive compliance knowledge.

In terms of knowledge and expertise progression. David started his working life in histology and assessing cancers, moving early on to one of its customers, Beecham in Healthcare R&D with novel formulations. This led very quickly to a technical procurement role. Progressing to supply chain management (local, regional then global), global category purchasing, purchasing management, merger impacts, outsourcing and contracting which led to global strategic procurement and joint venture initiatives. An early interface team member in assessing the merger with GSK. In IPG days this experience has been enhanced to encompass GMP compliance, overseeing new facility builds in the Far East, regulatory and extensive product licensing. David has been operating in China since 2005. GMP Auditing expertise and quality release to market under MIA, managed larger quality compliance teams across countries and time zones. Working knowledge of GDP operations and risk assessments.

David has managed staff in multiple global locations. Has enhanced his experience through many years of dealing with the Far East - managing complex relationships along with associated contracting and supply chains, as well as leading his company along with co-operation ventures in Hong Kong, Taiwan, China and Indonesia. More recently gaining MHRA/FDA approvals for new facilities in China for injection anti-infectives and oncology drugs, then successfully supplying the UK NHS and other EU countries with hospital products since 2012. Acting as interim COO for a UK based company with private equity in the anti-infectives business as well as advising startups and taking consulting roles in both Europe and the USA. Taking one generic pharmaceuticals start up from 4 products to 120 product licenses in 11 EU member states over four years and bringing in a full operations



team to manage it. Other successful enterprises included launching Generic Licensing, the first online portal for managing licensing deals.

Since starting work with Beecham David has never needed to pen a resume. Moving from corporate life to setting up a family business the need has never arisen. ICE Pharma only started advertising its expertise and product lines in 2019 and still today largely operates on referrals and industry links. Recent new business includes entering the cosmeceutical area with a range of products that help people recover from hair loss and with clinical supportive data package. Serial entrepreneur. Never had outside investment.

Working Characteristics

Familiar setting targets and managing teams to deliver, leading teams as well as collaborating and persuading stakeholders on strategies to value. Flexible and proactive working on the edge of the paradigm whilst a keen advocate of planning, process and alignment. Revels in a challenge. Gets stuck in. Change is encouraged. Seeks to find solutions to fixing problems whilst is parallel exploring alternate options. Can be radical and outspoken when passionate about an idea or strategy. Can be impatient and not tolerant of politicking in any form or those that say they know and practice proves they don't. Not financially driven.

Whilst academic achievements form a foundation, at this level its experience, capability, and innovation that counts.