

### Dr. Sierk Poetting (CFO)



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#### EDUCATION

- 2004 MAX-PLANCK INSTITUTE FOR QUANTUM OPTICS, Garching, Germany  
in association with  
LUDWIG-MAXIMILIANS UNIVERSITY, Munich, Germany  
Dr. rer. nat. in Physics, final grade: 1.0 (magna cum laude)  
Thesis title: "Coherent momentum state manipulation of matter waves"
- 1998 UNIVERSITY OF ARIZONA, Tucson, USA  
M.S. in Optical Sciences, GPA: 3.9/4.0  
Scholar of the „German National Academic Foundation“  
Thesis title: "Gap solitons in atomic Bose-Einstein condensates"
- 1996 EBERHARD-KARLS UNIVERSITY, Tübingen, Germany  
Vordiplom in Physics, final grade: 1 (1=best, 5=fail)  
Vordiplom in Computer Science, final grade: 1 (1=best, 5=fail)
- 1992 GYMNASIUM SCHLOSS NEUHAUS, Paderborn, Germany  
Abitur, final grade: 1.0 (1=best, 5=fail)

#### EXPERIENCE

##### PROFESSIONAL

- 09/2014 - Managing Director, CFO (BioNTech Group)  
Current • Responsible for BioNTech Finance and Administration
- 05/2012 - Vice President and CFO (Novartis / Sandoz North America)
- 08/2014 • Responsible for Sandoz North America Finance and IT
- o Commercial Operations (\$3bn sales)
  - o Technical Operations (4 production sites / -6bn units production volume )
  - o Indirect Procurement (\$270m spend)
  - o Contract Administration and Government Pricing

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- o Reporting and Accounting
    - o IT infrastructure and applications
    - o Facilities management
  - Transitioned Reporting and Accounting team to Novartis captive service center in Texas
  - Integrated \$1.5bn acquisition of Fougera Inc. (\$500m sales and a product on site)
  - Implemented major restructuring initiative in 2012 with savings of \$30m
  - Renegotiated supply agreement with major supplier (value >\$100m spend)
  - Supported successful closing of >25 development / licensing deals
  - Leading team of 65 Finance and 35 IT employees
- 05/2010 - Senior Director Business Planning and Analysis (Novartis / Sandoz US)
- 04/2012
- Responsible for business planning activities (budgeting, forecasts) and performance management (Sandoz US Commercial and Technical Operations)
  - Key partner for analytical decision support (commercial business cases, licensing deals, M&A deals)
  - Integrated Falcon generic ophthalmic business (\$200m sales)
  - Leading team of 30 Finance employees
- 07/2009 - Integration Manager Finance / IT (Novartis / Sandoz Division)
- 04/2010
- Integrated \$1.2bn Ebewe acquisition (\$400m sales)
    - o Implementation of fast close monthly reporting
    - o Purchase price allocation process
    - o Generation and reporting of new budget
    - o Implementation of Novartis IT systems, infrastructure and applications
    - o Support of deal closing process
    - o Quantification and tracking of synergies/integration costs
    - o Implementation of monthly business review processes
  - Support of Ebewe integration office
- 02/2006 - Manager Business Planning and Analysis (Novartis / Sandoz Division)
- 06/2009
- Overall responsibility for variety of topics for Sandoz divisional controlling department
    - o Design and running of Sandoz Strategic Plan
    - o Investment controlling
    - o Net working capital management
    - o Special projects (setup of controlling training course “BPA Academy”, support of business development / licensing projects, Sandoz Finance lead for cross-divisional projects, team lead for various M&A projects, development of German market tender analytics, etc.)
  - Until mid 2007, responsible for controlling of business unit Biopharmaceuticals (approx. USD 200 m sales); tasks included

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- o Running budgeting and forecast process
- o Setup of development project controlling
- o Setup of biosimilar sales controlling
- o Support of product launches
- o Project lead for strategic projects
- o Support of business development/licensing projects
- General: Decision support for senior management
  - o Responsible for various adhoc analyses (covering broad range of business functions) and preparation of business cases
  - o Generation of senior management presentations

09/2003 - Consultant with McKinsey & Company, Inc.

- 01/2006
- Consulting projects in banking and healthcare industry (payors, private health insurance, pharmaceutical industry)
    - o Process optimization
    - o Integration office
    - o Strategic assessments
    - o Cost savings initiatives

### RESEARCH

- 2000 - Research Scholar at University of Arizona, Tucson, USA
- 2002
- Theoretical research on dispersion-free atomic wave packets
  - Developed and simulated methods to manipulate the quantum state of atoms by laser light
  - Eight publications in research journals / invited review articles
  - Supervised several M.S. students in theoretical physics
- 1998 - International research visits to Germany, USA, Italy, Canada
- 2002
- Guest lecturer in three physics colloquia/seminars
  - Presented research results at six physics workshops/conferences
- 1999 Research Associate at University of Potsdam, Germany
- Analyzed loss mechanisms in atomic waveguides (three publications in research journals)
- 1996 Research Assistant at Eberhard-Karls University, Tübingen, Germany
- Implemented and tested visualization algorithms for medical tomography data

### TEACHING

- 1995 - Teaching Assistant for physics and computer science courses
- 1999
- Lectured and tutored undergraduate and graduate students, prepared and supervised laboratory experiments, prepared and graded exams
  - Received „Rolyn Optics Teaching Award 1998“ for excellence in teaching at University of Arizona

### OTHER

Language skills: Native German, fluent English

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