



CLAES HORNSTRAND

**VICE PRESIDENT & HEAD
AMGEN'S GLOBAL VALUE, ACCESS & POLICY TEAM**

ABOUT CLAES

Claes Hornstrand is Vice President and Head of Amgen's Global Value, Access, and Policy Team. In this role, Claes is responsible for all Value, Access, and Policy related issues for Amgen's total global portfolio including the following functions: Global Health Economy, Global Payer Market Access, Global Advocacy, Global Payer Analytics Group, Global Value Based Partnerships, and International Health Policy. Claes is a member of Amgen's main funding committee and is also a member of the CEO Operating Committee. Prior to this role, Claes was Vice President and General Manager, U.S. Value & Access at Amgen, responsible for all market access, pricing, contracting, payer strategy, value and access Marketing across the \$15B US Amgen portfolio, as well as all field reimbursement strategy and execution across all US payers. Prior to that Claes was Vice President, Global Product General Manager Kyprolis®, with global, cross-functional responsibility for all aspects of Kyprolis®, a leading novel therapy for Multiple Myeloma, approved in more than 60 countries.

Claes joined Amgen in 2000 as Director of Licensing and M&A and became Senior Director and Therapeutic Area Head for Aranesp® Nephrology and Oncology, and Sensipar® in 2002. In 2004, he joined Amgen's field-facing team as Regional Sales Director for Aranesp Nephrology, Sensipar, and Epogen® with annual revenues of \$800M. In 2006, Claes became the Executive Director of Segment Marketing leading a team of 27 that were responsible for all tools and messages to All US payers, specialty pharmacies, wholesalers, and large academic hospitals in the US for all Amgen products. In 2009, he became Executive Director and Brand Lead for Aranesp Nephrology (\$1.1B). In 2011, Claes joined the Global Payer and Pricing team as Executive Director and Therapeutic Area Head. In 2014, he moved into a Regional value and access role, responsible all Amgen products, a team of 70 in Canada, Latin America, Turkey, Middle east, and Africa.

With more than 28 years' experience in the biotechnology and pharmaceutical industry, Claes has held a variety of roles within the areas of brand management, business development and licensing, Value and access, general management, and sales. Prior to joining Amgen, he spent 10 years at Abbott Laboratories in Chicago and Europe and he started his career at McKinsey & Company.