

Tero Weckroth

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In brief

Tero is an internationally experienced professional in financial & life sciences industries, capital markets and start-up & growth companies. Currently he works as a board level co-entrepreneur in growth companies with focus on finance and life sciences. Due to his career in investment banking, including 8 years spent abroad, he commands extensive contact networks of entrepreneurs, financiers and regulators.

Experience

WRCC / WetRock Capital & Consulting Oy (Helsinki) 2011-

Currently Tero operates his own investment and consultancy company WetRock Capital & Consulting Oy. Via WRCC, Tero has made multiple angel investments in Scandinavian fintech, nutraceutical, biotech and diagnostics start-ups. He has done several consulting projects and fundraising rounds in Finland, German-speaking Europe and the UK. Tero is a board member in several growth companies.

Tero has been a board member of Brussels-based lobby group European Crowdfunding Network (ECN). Tero commands good understanding of legislative & regulatory processes in finance, pharmaceutical & medtech industries and pharmaceutical distribution.

Kepler Capital Markets (Zürich) 2009-2011

As Head of Healthcare Research team, Tero managed an international research team and integrated formerly country-based research resources into a European product. Tero also renewed the IT and reporting structures of the team. Direct client responsibilities in marketing and investor meetings. Regular corporate finance consultancy of start-ups & IPO candidates.

Dresdner Kleinwort (London, Frankfurt) 2005-2009

Head of Sector, Director. Coverage of pharma & chemical companies, product pipelines, therapy areas and major M&A cases. The position included extensive marketing in Europe and the US, including hundreds of meetings with investors and hedge funds. As result, during his time at Dresdner Kleinwort Tero was highly ranked and was voted #1 sector analyst in Europe in 2008 Extel survey by European hedge funds. Since 2008, he was the head of chemicals & pharma hybrids team.

ABN AMRO / Alfred Berg (Helsinki, London) 2000-2005

Having joined the Scandinavian subsidiary as biotech analyst, Tero joined the London-based sector team in early 2003 with focus on European small & mid-cap pharmaceutical companies.

Serono Nordic (Helsinki / Stockholm) 1995-2000

Until 1998: Clinical Research Associate in CNS & endocrinology therapy areas. Independent site management, data collection & quality assurance responsibilities in 10 research centers in Finland & other Scandinavian countries. Participated in the PRISMS trial that eventually took Rebif to the US market through the FDA.

From 1998=> Product manager in fertility business. Responsible for marketing & sales of Gonal-F, Serono's biggest product in Finland at the time. Contacts to the leading fertility-treating gynaecologist in Nordics and management of the sales people in Finland. Close involvement in Geneva / Amsterdam-based early web-based digital marketing initiatives of Serono.

Education

MBA, Helsinki School of Business Administration **1999**

Excellent grades, emphasis in corporate finance.

- The degree included a two-month *Study Abroad Period*, which Tero spent at Wirtschaftsuniversität Wien (Vienna, Austria).

M. Sci. in Pharmacy (“Proviisori”), University of Helsinki **1995**

In addition to the pharmacist degree, Cum Laude Approbatur-level studies in natural sciences and political history.

- The degree included two three-month work practice periods, the latter of which Tero spent in a plant-derived pharmaceuticals research institute in Budapest, Hungary, 1994.

Other interests

Chessboxing (check out eg <https://www.youtube.com/watch?v=CHDPd4dRGEE>), rock music, running, swimming, literature.

Tero published one of the first commercial computer games in Finland as a teenager, 1986.

Tero has published multiple business reports on pharmacy & drug distribution business in former communist countries and the Republic of Karelia (part of the Russian Federation).
