



Press Release / Press Release

For immediate release

**BIONEST PARTNERS WILL BE INTRODUCING THIS WEEK AT BIO
ITS "MPV™" (Market Pipeline Value), A NEW USER FRIENDLY
TOOL TO VALUE BIOTECH COMPANIES**

Paris (France), New York & Boston (USA), May 7 2007 - Bionest Partners, a provider of advisory and management services to life science companies, announced today the launch of BIONEST **MPV™**, a new valuation method for loss making research-based companies by simply using basic information available on a company website.

BIONEST MPV™ (Market Pipeline Value) is based on a benchmark approach that compares the pipelines of publicly listed companies. Using this approach, BIONEST'S **MPV™** provides investors and companies with easy-to-use valuation tools for the biotech sector.

"Valuation is often a very critical issue for companies while raising funds, during a merger or any other type of transaction. While valuation of Biotech companies requires technical skills, the vast majority of parties involved in the sector lack sufficient insight in valuation methodologies.

Traditional P/E or EV/EBITDA valuation multiples cannot be applied to traditional drug development companies. Even DCF-type valuation, broadly used, is often subject to controversy.

*Within this contexts BIONEST'S **MPV™** tool appears quite attractive,* explained Frederic Desdouts, Managing Partner and co-founder of Bionest Partners.

To build **MPV™**, the Bionest Partners team mapped out 170 listed companies both in the US and Europe in various fields such as infectious diseases, cancer, anti-inflammatory diseases and auto-immune, vaccines, cardiovascular, neurology...etc.

Applying BIONEST'S **MPV™** scoring method, Bionest Partners identified a series of undervalued companies in June 2006: the "**Bionest June Basket**".

Globally as we tracked performance, we observed that the drug-discovery sector moved up 17% over the Mid June-Mid November 2006 period while the "Bionest June basket" grew 41% over the same period, said Frederic Desdouts

This leads to some significant conclusions:

- Contrary to a common belief, small companies (with market caps below \$400m) are similarly priced in the US and Europe, however more mature companies (with market caps below \$1.5bn) are valued higher in the US;
- There is a large discrepancy of pipeline values among the different therapeutic areas, oncology being least valued;
- Pipeline value (restated from cash) of US and European companies is quite similar

Come and visit us at Booth number 1215 for a live demonstration of **BIONEST MPV™**. You only need pipeline information with sales revenue potential by product, two minutes later you will get your Bionest **MPV™** valuation on a USB memory stick.

About Bionest Partners

Bionest Partners provides advisory and management services to help biotechnology, specialty pharmaceutical, large pharmaceutical companies, medical device companies and their shareholders maximize the value of their assets. The company, based in Paris with offices in New York and founded in 2003, has a broad customer base ranging from biotech start-ups to large and established companies. Bionest Partners has wide experience with more than 100 clients including Pfizer, sanofi-aventis, GSK, Novartis, Millennium, Idenix, ProStrakan, Stallergenes, Innate Pharma, Genfit, Jubilant, Axa Private Equity, Blackstone and Candover. The company offers a hands-on approach and its areas of expertise include management consulting (strategy, organization, marketing, due diligence, surrogate management), corporate finance (private placement, IPO support, out-licensing, in-licensing, mergers and acquisitions), entry into Europe (assessment, strategy, go-it-alone/partnering, management support). Bionest has a strong and growing team of consultants as well as a network of associate members whom it deploys to address specific client assignments.

For more information: www.bionest.com

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