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## **Bionest Partners' Executive in Residence Program makes network of experienced managers available to healthcare industry**

**Experienced international healthcare executives provide need-specific  
management skills to Bionest clients**

Paris, September 14, 2004 - Bionest Partners, a provider of advisory and management services to life science, Pharmaceutical and Medtech companies, announces today that its new Executive in Residence program is fully operational.

The "***Executive in Residence program***" adds further depth to Bionest's wide-ranging services to the healthcare industry. It consists of a network of highly experienced executives, all of whom have demonstrated success in international management over a long period within the health sector. By managing this program, Bionest has rapid and flexible access to a vast range of skills that can be deployed to suit the specific needs of its clients, including marketing, production, regulatory and other fields.

"The idea for Executive in Residence came with the realization that the frequent and radical restructuring in the pharmaceutical industry put many high quality managers on the market - and that these managers are eager to apply their valuable experience in other companies, large and small," said Alain J. Gilbert, managing partner of Bionest Partners. "We wanted to use this wasted talent primarily for the benefit of our clients, but also for the associate members themselves - the Executives in Residence - and of course for Bionest Partners. The Executive in Residence program is the only one of its kind and has already been used by a number of our clients."

The advantage to clients is that they have access to the best advice through Bionest Partners. The managers involved in the program become associate members of Bionest Partners and can be assigned to all types of project undertaken by Bionest. These include: management consulting, corporate finance, and entry into the European market. They obviously share mission-related fees but more importantly the program will significantly contribute to amplify both these individuals' and Bionest Partners' visibility through each others' networks.

Bionest has set extremely high standards for would-be Associate Members. They need to have at least 25 years' experience, including international responsibilities, potential projects that can be co-developed with Bionest, and a track record in at least two of the following areas: pharmaceuticals/medical technology, investment banking, consulting. They also need to be self-starters. Bionest is continually updating its Executive in Residence program and is actively looking for new and varied profiles to enrich its portfolio of executives. For more information on the program, see the dedicated web page [www.bionest.com/presentation.asp?@](http://www.bionest.com/presentation.asp?@).

### **About Bionest Partners**

Bionest Partners provides advisory and management services to help biotechnology, specialty pharmaceutical and medical device companies and their shareholders maximize the value of their assets. The company, based in Paris and founded in 2003, has a broad customer base ranging from biotech start-ups to established companies in the biotech, medical device and pharmaceuticals fields. Bionest Partners have experience with around 70 clients including Abbott, Aventis Pasteur, Aventis Pharma, Biogen, Biosite, GSK, Idexx, Medtronic, Millennium, Pfizer and Parke Davis. Bionest jointly compiled and published a much-discussed report into the synergies of a Sanofi-Aventis merger in 2003. 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, which it deploys to address specific client assignments.

For more information on Bionest Partners: [www.bionest.com](http://www.bionest.com)