

DRIVING PARTNERING FORWARD

Leading lifescience conference announces full event program

London, UK.. 9th October, 2001– This year’s BioPartnering Europe (BPE) conference will discuss a range of topics that are essential for the growth of the biotech industry and the development of more therapeutics and products. BPE will feature round table discussions, workshops and company presentations that aim to draw on the expertise of industry leaders across the biotech, pharma and financial communities.

Today’s biotech companies are pursuing innovations that will ultimately improve human health across the world. However, biotech cannot do this alone and is becoming increasingly reliant on information technology, as well as other high-tech industries such as electronics and telecommunications. In the BPE opening talks, a roundtable of experts will discuss how IT is being used to make drug discovery and development more efficient and the role partnerships are playing in this process.

The second roundtable talks will review “New Partnering Models for Mid/Large Cap Bioscience Companies.” As well as focussing new partnering models in the present financial climate, the discussion will cover the role that mergers and acquisitions will have in funding the growth and development of these companies. The roundtable will include speakers from Biogen Inc., Shire

Pharmaceuticals Group plc, TAP Pharmaceuticals Inc., CENES Pharmaceuticals Inc., and Cambridge Antibody Technology. David Colpman, Business Development Director, Shire Pharmaceuticals Group plc, commented, "We are seeing an increasing gap forming within the biotech community. Cash-rich companies with late stage projects can command ever-increasing premiums in partnership deals, whereas those with early stage projects are struggling to keep afloat in the current financial climate. At Shire, this means that we are more than ever avoiding late-stage, expensive deals and instead concentrating on accessing innovative early stage technologies, taking on the accompanying R+D risks ourselves."

Talks will also cover the driving factors in forming partnering models for Big Pharma companies. A panel of speakers from the pharma industry, moderated by **William Kridel Jr., Managing Director at Ferghana Partners Limited, will discuss the key issues driving pharma decision-making in a climate of partnership overload and industry consolidation.** William Kridel explained, "The biggest and financially strongest biotech and pharmaceutical companies today are assuming an extremely important role in Corporate Partnering transactions. In 2001, smaller and emerging Pharma and Biotech companies have experienced public capital market volatility plus uncertainty of gaining venture capital support. This makes them more reliant on Big Biotech and Big Pharma for funding. At the same time, they seek to benefit from the Big Biotech and Big Pharma established infrastructure of clinical development, sales and marketing and regulatory knowledge to assure a greater probability of their survival and prosperity."

About BPE

BioPartnering Europe (BPE) is the premier European venue for showcasing innovative biopharmaceutical and diagnostics companies from Europe, North America and the rest of the world. This year's conference is being held in the heart of Westminster, London, at the Queen Elizabeth II Conference Centre, on 14th to 16th October. Over 1000 delegates, 37 of them pharmaceutical companies, from 14 different countries are expected to attend. Attendees are encouraged to register on-line (at www.techvision.com) prior to the event to avoid queuing on the day and to receive full details of the conference programme.

Sponsors of BPE include: Acuma Solutions Ltd; Cooley Godward LLP; Egon Zehnder International; Palmer & Dodge LLP; CIBC World Markets; Ferghana Partners Group; Lehman Brothers; Pinsent Curtis Biddle; Taylor Joynson Garrett; Schroder Salomon Smith Barney; Sun Microsystems and Warburg Pincus. Event sponsors are: Andersen, GOR (Global Outsourcing Review); Paul Capital Partners; Clearview Projects and the Government of Victoria, Australia - Science Technology Innovation. Pharma sponsors include: Abbott Laboratories; AstraZeneca; Biogen; Genzyme; GlaxoSmithKline; Merck & Co.; Novartis; Pharmacia; Shire Pharmaceuticals and TAP Pharmaceuticals. Support is provided by: BioCentury Publications Inc.; HCC De Facto; HELIX; Nature Biotechnology; PR Newswire and Science.

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