

Philip Butterworth

Wayside – Windsor Rd – Gerrards Cross - Bucks – SL9 7NF - England
Fax /Tel: +44 (0) 1753 892327. Mobile 07799 664358 Email: pjb@aminol-uk.com.uk

A business manager with an international professional healthcare background and experience in sales management, marketing and general management who has held board P and L responsibility.

AMINOL Ltd.

April 2003 -

Principal

Set up own interim/consultancy practice targeting life sciences. Emphasis on fund raising, sales management, strategic marketing, partnering and IP licensing. Clients in companies, consultancies, investment banks and Universities.

Recent projects :

Advisory to investors considering floatation in US company with new hospital non invasive cardiovascular diagnostic technique. Appraisal successful.

Advisory to VC investment syndicate, for further investment in OTC diabetic monitoring device spinout. Investment application was successful.

Appraisal for German company investing in diagnostics in hormones, proteins and viruses. Foetal membrane indicator subsequently licensed.

Commercial due diligence in regenerative orthopaedic medical devices for major investment proposal and stock exchange floatation. Float successful

Advisory to investors in non invasive microdialysis blood chemistry diagnostic device.

Advisory to investors considering stock market floatation in European surgical instruments business

Interim management and strategic appraisal to large institution with two novel technologies with medical diagnostic, bioprocessing and water quality biotechnology applications.

Commercial development lead for partnering project for new liquid handling and microfluidic technology at leading UK University.

Commercial development lead for new diagnostic platform technology. Co-ordinated development programmes in human pathogen testing, plant pathogen testing and environmental toxic algae.

Commercial due diligence for investors in novel device in assisted conception procedures

Advisory to SME in novel nanosilver technologies

BRACCO UK Ltd.

A leading Italian healthcare multinational in diagnostic and therapeutic pharmaceuticals, medical devices and medical equipment with sales of US \$1bn and 3000 employees.

Managing Director UK

July 2000 – March 2003

Established entity and led the transfer of operations in Imaging diagnostics, medical devices and equipment. Reporting to the Italian board.

- Completed UK review, established UK sales office and created additional equipment division.
- Hired and developed new management team for results, and retained key staff in TUPE transfer.

- Grew sales in diagnostics and medical devices. Achieved leadership with new cardiology diagnostic.
- Created new sales division in medical scanning equipment (MR and ultrasound scanners). Sourced and negotiated new strategic partnerships in logistics.
- Launched new liver diagnostic product for identifying liver tumours.
- Devised new money purchase pension plan, ensuring smooth transition and substantial cost saving.

MALLINCKRODT GROUP INC

1993 - 2000

A top 200 US multinational in healthcare with sales of US \$2.2bn and 12,000 employees, interests in respiratory products, imaging pharmaceuticals, medical devices, diagnostics, and raw drugs.

Business Director – Imaging UK and Eire

1994 – 2000

Responsible for managing and developing the imaging diagnostics and medical device business in UK. P and L reporting to Europe with sales of \$11m and 19 staff. Customers in oncology, cardiology and radiology

- Integrated two divisions in UK, leading to 10% reduction in costs and 15% increase in margins.
- Grew healthcare business, from \$6m to \$11m over 5 years. Joined board of UK company in 1998.
- Led European IP development team for new MR diagnostic products.
- Led corporate relocation/business re-organisation, leading to reduction in operating overhead of 10%.
- Led launch of new hospital injectable and review of new oncology diagnostic radiopharmaceutical.

Business Development Manager Europe – Germany

1993 – 1994

Reporting to President Imaging Europe, and Head of Strategic Development in USA. Responsible for identifying and proposing new opportunities in diagnostics and medical devices businesses.

- Selected to represent Europe in global healthcare business development team based in USA.
- Led ‘road shows’ to Merchant Banks across Europe in medical devices and diagnostics.
- Identified and implemented new opportunity in drug delivery; product became UK market leader.

FISONS PLC

1985 - 1993

Fisons PLC was a top 100 UK multinational with interests in healthcare, lab. equipment and horticulture.

Strategic Development Manager - Pharma Division

1989 – 1993

Co-ordinating the £500m global business development plan for pharmaceuticals.

- Liaised with MDs in Europe and the USA, successfully consolidated divisional strategic plan.
- Led R and D pipeline portfolio analysis and presented strategic gaps over 5 and 10 year time frames.

Corporate Planning Officer - Group Headquarters

1987 - 1989

A key healthcare adviser to the group chairman and pharma and lab equipment divisions.

- Contributed to main board briefing papers, e.g. \$500m acquisition of Pennwalt Pharmaceuticals, NY.
- Led a post acquisition appraisal of an over-the-counter medicine business and drafted board briefing.

Regulatory Officer (CP Pharmaceuticals/Fisons subsidiary)

1985 - 1987

Responsible for the registration of a generic drug portfolio, working with R and D Dept.

- Successfully registered dopexamine in the UK, a new drug for the treatment of coronary heart disease
- Led a post acquisition appraisal of an over-the-counter medicine business and drafted board briefing

Pharmacy Pre Registration Training

1984 -1985

Industry trained with Baxter, working in manufacturing, QA and regulatory. general hospital training.

EDUCATION AND QUALIFICATIONS

MBA Henley Management College	1999
Member of the Royal Pharmaceutical Society	1985
Bachelor of Pharmacy (B. Pharm.) Upper 2nd class (Hons.) The University of Bath.	1984
"A" Levels: Chemistry A, Biology B, and Physics C. Lancaster Royal Grammar School, Lancaster	1981
Major courses (1 week or more):	
Corporate Finance; Templeton College, Oxford	1991
Finance for Managers; Henley Management College	1989

PERSONAL

Date of birth:	14 th December 1962
Status:	Married twenty years, three daughters
Languages :	Business and conversational German
Interests:	Astronomy, Running (London Marathon), Swimming, Organisational structures and getting the most out of people.