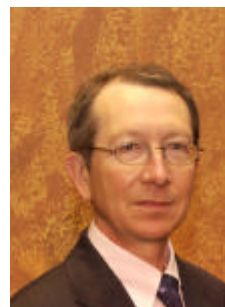


Dominique BLANCHARD (Dr)

Male, born on December 14, 1952 - Bressuire (Deux Sèvres), FRANCE
married, 1 child (born on July 1982)



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PROFESSIONAL EXPERTISE

JANUARY 2002-JANUARY 2004: POSITIONS AT JOUAN

- **Member of the Executive Committee** (January 2002-September 2003).

- **Director, Jouan University at JOUAN S.A.** (March 2003-January 2004)

Direct responsibility: 3 employees. In charge of two separate units, Jouan University and Application cell, with a world-wide responsibility.

- Training: organization of the trainings on service and products for Jouan employees (700 persons : marketing managers, representatives, administrative), for distributors (380 within the world), and customers (end users).
- Application: description of the applications (domains, processes and methods) used by the customers in order to prepare application notes to be used by products managers and sales people. In addition it helps to identify the needed material, already available at Jouan, or to be developed.

- **Director, Robotics Division at JOUAN S.A.** (January 1, 2002 – September 2003)

Direct responsibility: marketing department (4 employees); JOUAN Robotics SAS (45 employees, see below)

Dotted line responsibility: 7 Robotics cells located in USA, Great Britain, Germany, Denmark, Netherlands, Italy, France. Robotics are in charge of selling and servicing the products.

Missions:

- ✓ World-wide P&L responsibility for the Robotics activity;
- ✓ Robotics policy including offering, market segment targets;
- ✓ Definition of unified world-wide selling conditions (pricing, discounts/ commissions, warranty, service contracts, etc...).

Annual sales (2002): 5 M€. Goal: 30 M€ in 2005.

- **President JOUAN ROBOTICS S.A.S., PAU (May 2002-September 2003)**

☞ Jouan Robotics S.A.S., a Jouan subsidiary located in Morlaas (close to Pau, France). Activity of the company:

- ✓ Development and fabrication of Robotics modules and associated workstations;
- ✓ Production of electronic devices and associated products (custom services for Industrial companies)

Permanent employees: 45.

Annual sales (2002): 6 M€

OCTOBER 1988- DECEMBER 2001 : BIOTECHNOLOGY LABORATORY MANAGER

(Biotechnology Department) at Etablissement Français du Sang -Pays de la Loire; site de Nantes (EFS-PL, Nantes) :

- ✓ Scientific activity: i) production of monoclonal antibodies (conventional methods and DNA technology) mainly directed against blood cells, particularly against erythrocytes and platelets; antibodies are used for the characterization of membranes proteins and glycoproteins and for the preparation of commercial reagents; ii) custom services in the fields of monoclonal antibodies and Transfusion Medicine
- ✓ Production of reagents (reagents for blood typing and panels of red blood cells) according to GMP requirements.

Situation (2001): Permanent employees: 12. Annual net income: 7 MF

JULY 1989- JUNE 2002: MANAGER OF BIOATLANTIC S.A.R.L. (Nantes)

Company activity:

- ✓ Production and commercialization of reagents: blood typing, secondary antibodies, and reagents for flow cytometry.
- ✓ Custom services: production of monoclonal and polyclonal antibodies; purification, labeling.

Situation (2001): Permanent employees: 7. Annual sales: 7 MF, net profit: 1,4 MF.

APRIL 1995- OCTOBER 2000: REDCELL EUROPE S.A.

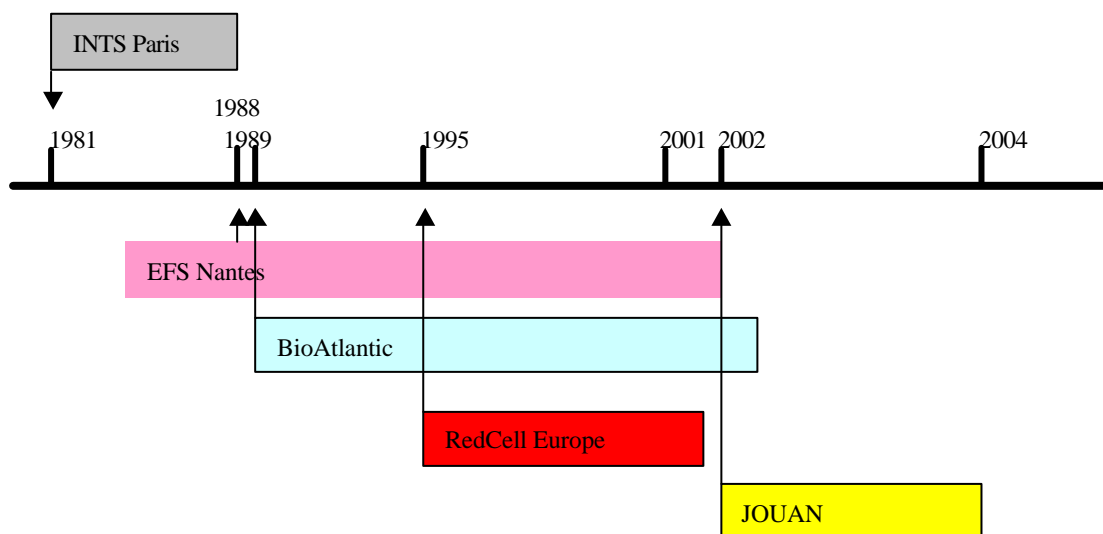
- ✓ President from January 1997 to October 2000
- ✓ Director of Research: April 1995 - February 1998

RedCell Europe S.A., a subsidiary entity of RedCell Inc. (San Francisco). The company employed 6 persons when the activity stopped due to acquisition by Canadian investors. The company located in Quebec (Montreal) became ConjuChem during 1998. Activity in RedCell Europe: management of the R&D team and co-ordination of the work performed in collaboration with the US then the Canadian teams.

1981-1988: Engineer, project manager and then laboratory head at the National Institute for Blood Transfusion (INTS), that belongs to the National Blood Center (CNTS, Paris)

1971-1981: Technical assistant at Centre de Transfusion Sanguine de Niort (Deux-Sèvres) and Centre National de Transfusion Sanguine (CNTS) de Paris

Schematic representation of professional activity (starting INTS Paris, 1981)



OTHER PROFESSIONAL ACTIVITIES :

Scientific consultant: Drug Abuse Sciences S.A. : January 2000 - September 2001

EDUCATION

- 1986 - Diplôme de Doctorat ès Sciences en Biochimie (option immunologie), Université Paris VI
- 1981 - Diplôme d'Ingénieur CNAM
- 1981 - Diplôme Universitaire de Transfusion Sanguine (DUTS)
- 1980 - Diplôme d'Etudes Supérieures Techniques (DEST) du CNAM
- 1978 - Diplôme du Premier Cycle Technique (DPCT) du Conservatoire National Des Arts et Métiers (CNAM)
- 1977 - BTS Analyses Biologiques
- 1971 - Brevet de technicien en biologie

Certificates

- Authorization for animal experimentation.
 - Authorization to manipulate artificial radionuclides.
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SCIENTIFIC ACTIVITY

AWARDS

- 1988: JEAN JULLIARD PRICE GIVEN DURING THE LONDON ISBT MEETING**
- 1994: Prix Jean Reviron given during the National Congress of Transfusion Medicine (Angers).

ORGANIZATION OF CONGRESS AND SYMPOSIUMS

- 1996: 11th International workshop on Monoclonal Antibodies Directed to red Blood Cell Antigens and Related Markers. Nantes, September.
- 1996: Second International Conference: "Red cell mediated therapy "; Nantes, September.
- 1999: ESTM course in Jerusalem: "*Red cell immunohaematology towards its second century: old and new methods in transfusion practice*", Israël, May.
- 2001: 14th International workshop on Monoclonal Antibodies Directed to red Blood Cell Antigens and Related Markers. Paris, July.

PUBLICATIONS IN INTERNATIONAL JOURNALS (LIST ON REQUEST)

From 1980 to 2001: 120 publications

SCIENTIFIC PRESENTATION IN CONGRESS (LIST ON REQUEST)

From 1981 to 2001: 174 abstracts (posters and oral presentations).

OTHERS

Languages

English.
Spanish: scholar level.

Computers:

Excel, Word, PowerPoint, Publisher, Front Page,...
Internet user.

Extra-professional activity: Sport: long distance cycling; jogging (semi-marathon and marathon).
