

Jean-Claude Flury

As a member of the Siegfried IT team for the past 4 years, Jean-Claude's enthusiasm takes off when the talk turns to IT.

But if clients in the company do not understand a particular IT solution, his enthusiasm becomes an objective and empathetic explanation of the relevant IT issues. He's a persuasive advocate for thinking through problems with the right processes.

Jean-Claude first graduated with a law degree in Bern. But working with computers while a student soon led to another degree in IT management. After his studies, he hit the road, as a business consultant in Europe and with a large pharmaceutical company in the U.S. After 6 years as a consultant, he began to look for a more permanent situation – when an ad for a job at Siegfried caught his eye.

He was convinced that he had found the perfect job: industrial production, a manageable size, a fascinating range of challenges, and the chance to conceptualize ideas and implement solutions from start to finish. He has never regretted the move to



Siegfried for a moment. When asked about the "customer benefit" of his job, Jean-Claude points out how the uncomplicated and reliable processes provided by IT enable internal efficiency gains. These help Siegfried employees to react more quickly, ultimately benefitting our customers.

"IT is like cooking: too many cooks spoil the broth."

Jean-Claude is a big Siegfried fan. He appreciates the positive working atmosphere where he can make things happen. The Siegfried markets also

offer promising perspectives for the future. And the future is something Jean-Claude thinks about when he's not working, too; after living in Zurich for 10 years, he and his fiancée plan to move back to Solothurn, closer to Zofingen. After that, starting a family will also be a topic. His hobbies include traveling, diving, photography, and bicycling. He also loves to cook for family and friends.

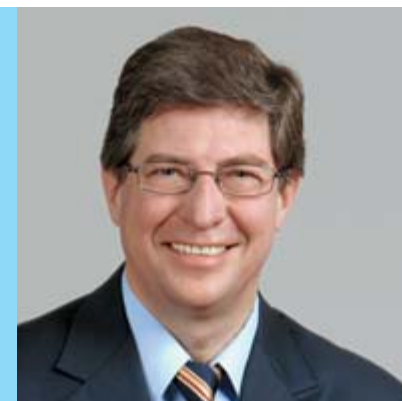
Overall, Jean-Claude has found a good work/life balance – a good thing for Siegfried! ■

behind the scenes

Siegfried

Corporate News 2/09

Dear business partner



Dr. Hubert Stückler,
President
Siegfried Actives Division

During the first half of 2009, the Siegfried Group achieved good results with APIs and intermediates. Revenues remained comparable to the previous year and our operative results improved. This is a direct result of the continued high level of trust, you and our other clients have in Siegfried. We appreciate this vote of confidence in our efforts to consistently provide exceptional service and excellent quality. It is the foundation for successful long-term relationship with you, and the key to good business.

We work continuously to improve all aspects of our services as well as our

infrastructure. An important event this month was the inauguration of our new "Center for R&D and Analytics" in Zofingen. Investing in the Center is a strong commitment to custom-synthesis and to the active pharmaceutical ingredients and intermediates markets, and to Switzerland as a center of competency. The attractive new building is now going operational and will enable us to work more efficiently. Communication and processes have been simplified and accelerated by locating the departments and equipment closely together which are closely linked in the development and manufacturing process. This will benefit you in terms of time, flexibility and quality.

On the marketing & sales side, we'd like to introduce our highly motivated and professional custom-synthesis team in the U.S., headed by Sandy Cernick. We are confident that they will guarantee proactive and high quality customer care. ■

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Corporate Know-how 2/09

- Siegfried invests in the future
- New laboratory building for Zofingen

Welcome at Siegfried



The new US Sales Exclusive team members:

Dr. Richard Fengl, Business Development Manager – Exclusives; North East/East Coast (USA). Richard joined Siegfried on July 27, 2009, and has an extensive background in the API business with strong business relationships primarily in the large pharma sector. Richard previously worked for AsymChem, NPIL Pharma, and Eastman Chemical. Richard graduated with a B.S. in Chemistry and a Ph.D. in Organic Chemistry from Emory University in Georgia.

Mr. Shane Brown, Business Development Manager – Exclusives; West Coast (USA). Shane joined Siegfried on July 27, 2009, and has been working in the pharmaceutical & biotech industry where he has been very successful in generating leads and developing customer business relationships. Shane worked previously for QSV Biologics, NPIL Pharma, Apotex and Raylo Chemicals. Shane has a B.S. in Chemistry from the University of Western Ontario, Canada. Shane and his family recently moved into the US Fairfield California area from St. Albert, Canada.

Mr. Ed Lefler, Business Development Manager – Exclusives; Southern East Coast (USA). Ed joined the US team on July 13, 2009. Ed comes to Siegfried with in-depth knowledge of and contacts within the API business. Also, Ed has a thorough understanding of the development processes for Pharmaceutical actives. Previously, Ed worked for FMC, Dow Chemical, ISP Fine Chemicals and Eastman Chemical. Ed graduated with a BS in Textile Chemistry from the North Carolina State University. Ed and his family live in Belmont, right outside Charlotte, North Carolina.

“Setting ‘Siegfried-USA’ apart from all the competition”

Sandy Cernick,
Director Business Development of Siegfried’s US Exclusive Sales and Marketing

In May, I joined the Siegfried-USA team to establish and develop a new sales organization to drive sales growth within the US market for the Exclusive pharmaceutical-project business. Prior to my arrival, Siegfried Senior Global Management put into place a business development plan to better support the US Pharmaceutical market. The goal Siegfried Global Management had in mind with this restructuring was to bring on new leadership talent that would facilitate the development of a solid, self motivated, empowered, and strategic sales expert team that could successfully utilize pull-through sales tactics for future growth of the active development division. The new US Business Development group in the future will develop innovative strategies, which will better distinguish Siegfried’s expertise and unique technical know-how, setting “Siegfried-USA” apart from all the competition.

Siegfried clearly possesses top notch personnel and technology experience needed for success. However, the core key driver for long term success is Siegfried’s ability as a company to articulate clearly the difference Siegfried makes as a CMO, which includes enhanced capabilities as a manufacturer,

and providing quality service with great technical support. I have been fortunate throughout my personal career to have led several core businesses within large chemical and medical device companies including Bayer, Lanxess and Stryker Corporations. Thus, my professional development evolved throughout many changing markets, providing me with a diverse business perspective enhancing my ability to recognize, define, measure, improve and integrate new ways of doing business. It will be this experience combined with sales excellence going forward that will refine and distinguish Siegfried’s capabilities within the Contract Manufacturing Industry.

Since arriving at Siegfried, my experience has been nothing short of fantastic. There is a definite team culture that exists at Siegfried, which is a solid foundation for any company to build upon.

It is with great pleasure that I have the opportunity to lead a very bright and talented team into a successful future. On behalf of the US Business Development team, “we” look forward to working with our current and new customers within the pharmaceutical development market. ■



Jens Peter Heuer
Chief Information Technology

The 39 year old german citizen holds a diploma degree in psychology from the University of Göttingen.

Before he entered Siegfried Jens Peter Heuer has worked as Chief Information Officer for Nobel Biocare Holding. Previously he was employed by DaimlerChrysler AG as General Manager for Business IT in Germany and Japan.

Jens Peter Heuer assumed his new position on July 1, 2009. He is reporting to Michael Hüsler, Chief Finance Officer. ■

Impressum

Behind the Scenes Issue 2/09 © 2009, Siegfried Ltd, Zofingen
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Comments are welcome.
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