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**Biomax Informatics AG establishes strategic alliance with Biomax Solutions, Inc., for global sales and support**

MARTINSRIED, Germany — 2 October 2002 — Biomax Informatics AG today announced the launch of a strategic alliance with Biomax Solutions, Inc., Falmouth, Massachusetts, USA.

“After achieving success in Germany and central Europe, we are well positioned to expand our market presence. Biomax Solutions, Inc., will offer our complete line of life science solutions through global sales, channel management and business development services.” Dr. Klaus Heumann, CEO of Biomax Informatics AG, announced at the GSAC Conference in Boston.

“Our focus has always been on developing state-of-the-art bioinformatics tools tailored to meet specific customer requirements,” Dr. Heumann continued. “We achieve customer intimacy and build collaborative relationships because we have never viewed life sciences as a shrink-wrapped, packaged software market. In addition we deliver high-value scientific content, such as our new, manually annotated human genome database, at prices below the going market.”

“The bioinformatics space is going through a very healthy shake-out right now,” explained Pat Blake, President of Biomax Solutions, Inc. “Many early entrants over-promised and under-delivered on functionality, technology and quality. They delivered negative value, and most are out of business -- or going out shortly.”

“Biomax Informatics is a classic success story. They were committed from the beginning to an organic growth model, focused on earning good references from satisfied customers. Today, their reputable performance has won the respect of both scientists and computer professionals alike for outstanding software and reliable services. It is no mystery that Biomax Informatics has emerged as one of

the few profitable bioinformatics software companies in the industry,” Pat Blake continued.

“It is an ideal time in this market for Biomax to execute an aggressive growth strategy,” Pat Blake pointed out. “We will focus on consultative selling and continue to deliver products that function as advertised. The quality of the Biomax software, content offerings and professional services are second to none.”

“We are ready to aggressively pursue a global growth strategy with initial emphasis on the US market.” Dr. Heumann went on to say. “While we will continue to focus on our core competencies in systems development and delivery, we also recognize the need for expertise in solution sales and business development. We have known Pat Blake for some time now and enjoy a very positive, productive relationship that has taken place on both sides of the Atlantic. With this strategic alliance we will continue to profit from his expertise which includes over 25 years of leadership in global consulting, business development and complex software sales.”

“To underscore our commitment in this alliance, we will share the company name, Biomax,” explained Dr. Heumann. “We want to leverage the strong reputation Biomax has earned in the life science market and are very excited about the tremendous potential we have as a well-balanced team to deliver value to the life science market,” Pat Blake concluded.

## **About Biomax**

Biomax Informatics AG (Martinsried, Germany), a leader in the development of customized bioinformatics solutions, was founded in 1997 as a spin-off of the GSF-MIPS academic research group, now the German Research Center for Environment and Health-Institute for Bioinformatics (GSF-IBI). Founded by Dr. D. Frishman, Dr. K. Heumann and Prof. Dr. H. W. Mewes, Biomax developed the well-known Pedant-Pro™ Sequence Analysis Suite, the HarvESTer™ EST Assembly and Clustering System, and other bioinformatics tools used in metabolic pathway, proteomics, and gene expression analyses. Additional information about Biomax can be found at the company's site on the World Wide Web at [www.biomax.com](http://www.biomax.com).

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