



## Paul Kirkconnell

Senior Advisor, Corporate Development

Mr. Paul Kirkconnell is the Founder and Executive Chair of Sherpa International (with offices in Geneva, Toronto, and Beijing), a firm focused on helping “start-up” Life Science and Medtech companies transition to being “emerging” and “growth” stage companies. Mr. Kirkconnell has held positions in finance, strategy, and business development, working for both strategy consultants and operating companies. In 1990, he joined a US-based subsidiary of a European growth stage company, as Executive Director, Business Planning and Development. During the next 12 years, he held positions of increasing authority in Corporate Development culminating in his being the global Corporate Vice President, Business Development of the parent company. During this 12 year period, the core business of the global company grew at 20% per year without acquisitions. Mr. Kirkconnell has been (1) the President of Aventis Capital, the equity management and Venture Capital affiliate of Aventis S.A., with approximately CDN\$1B under management; (2) the Managing Director of DRI-Capital responsible for healthcare funds, successfully deploying approximately CDN\$1B+ of capital; and (3) the Executive Vice President of the Business Development Bank of Canada, responsible for all venture capital operations, with CDN\$1B+ under management.