

## People at Abebooks

### Hannes Blum

**President and Chief Executive Officer, Abebooks** — After working in strategy consulting for the Boston Consulting Group for three years, Hannes was one of the founders of JustBooks, the German company that Abebooks acquired in 2001. At JustBooks, Hannes acted as managing director overlooking business in the German, UK and French market with a focus on Finance, HR and Corporate Development. He holds a Masters degree from the Technical University Karlsruhe, where he graduated with honors in an integrated study of Business Administration and Engineering.

### Ulrich Brand

**Managing Director, Abebooks Europe** — After finishing his graduate studies in Business Administration, Ulrich started his career in the field of marketing and advertising, working as an account manager with different advertising agencies in Düsseldorf, Germany. He then went abroad to work and live in Vancouver, B.C., for some time. Back in Germany, Ulrich joined JustBooks (now Abebooks Europe) as one of the first employees, building up the departments of Customer Service and Human Resources. Ulrich has headed Abebooks Europe as MD since March 2003.

### Jayson Minard

**Vice President, Systems** — Jayson Minard joins Abebooks from five years working at Borland in Scotts Valley, California, where he held various positions, most recently as Chief Architect for the Java Business Unit. He is experienced in defining technical strategies for high tech companies and has a strong background in software development and network operations. Prior to working at Borland he founded OpenAvenue where he also held the position of Chief Technology Officer. Jayson has extensive experience leading software development, Q&A, and network operations groups at companies including StarBase, BEA, Novell, and Greenbrier & Russel.

### Boris Wertz

**Chief Operating Officer** — Dr. Boris Wertz is one of the founders of JustBooks, the German company, that Abebooks acquired in fall 2001. At JustBooks, Boris was responsible for Marketing, Business Development, IT as well as the international expansion of the company into the UK and France. Before starting up JustBooks, Boris successfully finished his PhD as well as his graduate studies at the Graduate School of Management (WHU), Koblenz, majoring in Business Economics / Business Management. Boris has held various positions within Abebooks Europe and Abebooks. Prior to becoming COO, Boris held the position of Vice President of Marketing and Business Development.

### Bryan Wilson

**Chief Financial Officer** — Bryan served as Chief Financial Officer of Unity Wireless, a developer and manufacturer of acoustic and wireless technologies, and as Vice President of Finance and Planning for Phytogen Life Sciences, Inc., a Vancouver-based manufacturer of natural product pharmaceuticals. To add to his extensive experience in finance, planning, and negotiations, Bryan earned his Master of Business Administration from the University of Toronto and a degree in Electrical Engineering from the University of British Columbia.