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## Press Release

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### **Aethon, Inc. Names Aldo Zini President and CEO**

October 28, 2003 — PITTSBURGH, PA — Robotics' manufacturer Aethon, Inc. is pleased to announce that Aldo Zini, current VP of Sales, has been named President and CEO. Henry Thorne, founder of the company and inventor of the TUG, an automated mobile robot for hospitals, will serve as the companies Chief Technical Officer. "We are fortunate to have someone on board that is capable of leading Aethon into its next stage of development. Until now, we have been an engineering-focused company working on creating a breakthrough product, which is now fully operational at two customer sites. Under Aldo's leadership, I am confident that we will begin an aggressive market rollout in 2004", said Henry Thorne.

Mr. Zini has been the prime mover in the company's market introduction of the TUG and secured its first customers, which include the University of Pittsburgh Medical Center's St. Margaret's Hospital and Magee-Women's of UPMC. In addition, the University of Maryland Medical Center and the University Hospital of Cincinnati have signed contracts to become early adopters of Aethon's TUG. "I am very excited to be given the opportunity to lead Aethon. Our unique technology, together with an experienced staff of engineers and healthcare specialists, will give Aethon a tremendous advantage to deliver a cost saving solution to the healthcare industry."

A broadly experienced executive and entrepreneur, Mr. Zini has spent 25 years in the development, marketing and sales of high-tech products to the healthcare industry. Most recently, he was VP of sales and marketing for Pittsburgh based TechRx, the largest provider of software products to the pharmacy industry, which was bought by NDC Corporation in Atlanta. Mr. Zini was among the first five employees at Automated Healthcare (AHI), founded by Pittsburgh entrepreneur Sean McDonald, currently the CEO at Precision Therapeutics and an Aethon board member. AHI developed the first and only robotic medication dispensing system for hospitals (Robot-Rx), where Mr. Zini played a key role in VC funding, company & product development, product launch, initial sales (sold 1st 15 robots) and all marketing. McKesson Corporation, a Fortune 20 healthcare services and information technology company, acquired the company in 1996 for \$65 million. At McKesson, Mr. Zini became the SVP of Marketing and Strategic Business Services, where he led the health systems group to twice double its Rx distribution revenue in less than three years.

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About Aethon: Aethon ([www.aethon.com](http://www.aethon.com)) is a leader in providing low-cost solutions for automatically hauling materials indoors. Aethon's TUG uses patented wireless technology to navigate, avoid obstacles, and continuously track and correct its positioning. The TUG is the first robotic delivery system for hospitals to economically and reliably move supplies and equipment, freeing valuable hospital staff from running errands and pushing carts. The TUG prototype, the result of 30 human-years of research and development, was refined in a yearlong partnership with the UPMC Health System at their St. Margaret's Hospital and Magee-Women's Hospital.

High-resolution photos in digital format are available at <http://www.aethon.com/pressroom/hires.html>.

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