



Fueling life sciences through transformative transactions.

From early stage to market, Locust Walk carves unique paths to success for companies and investors.

Our team fuels the growth of promising life science companies at every stage, by connecting the right products, the right partners, and the most attractive sources of capital – driving innovation for growth and transformative results.

Walk with us. Together, we'll build lasting value.

THE LOCUST WALK DIFFERENCE

Locust Walk's business model is built on shared risk, as well as shared upside. We are exclusively committed to our clients within a specific therapeutic or business development space. We earn a monthly professional fee during the course of the engagement, as well as a success fee upon successful closing of a transaction. And, our partnership with our clients runs deep. Our passionate commitment to their vision, and the technologies in their pipelines, often inspires us to take an equity position in the companies we help to develop.

Building Great Life Science Companies



Our Approach:

Our team of industry operating executives drives value for each client by building the commercial case and leading a thorough partnering and/or financing process.



Our Engagements:

We focus on a limited number of high-value companies which allows us to deliver the highest quality advice and execution with senior level involvement.



Trusted Advisors:

We provide candid advice, focused on building long-term value for our clients rather than a short term transaction.

Emerging BioPharma

We identify and execute customized partnering and financing strategies for early-stage companies. Creating a strong business case and leveraging our access to life sciences decision makers, we pursue multiple avenues to identify and execute deal structures for every stage of your company's lifecycle.

Growth BioPharma

We drive asset acquisition and divestiture for growth-oriented companies. From identifying and pursuing companies with unlocked potential to licensing or spinning out non-core assets, we add unique value on both the buy-side and the sell-side.

Medical Device

We work closely with all stages of medical device companies. For early stage, we evaluate the commercialization potential as well as source creative financings with our proprietary model. Further along, we link strategic partners and help maximize value for innovative medical device and digital health companies.

Locust Walk Capital

We provide capital for companies that have the potential to make a true impact on human health and generate financial returns for our investors. Cultivating proprietary deal flow, we enable family offices to invest on a deal-by-deal basis.

To view our detailed case studies and learn more about transactions visit locustwalk.com.

OUR TEAM

Operating and Transaction Executives with an Entrepreneurial Mindset

The Locust Walk team brings extensive operating, management and transaction experience in biopharma, medical device, venture capital, startup, investment banking and consulting environments. Our operating experience ensures clients' companies and products are carefully positioned for maximum value realization.



Geoff Meyerson

Managing Partner / Co-founder
Boston

- Bus Dev: MedImmune, Zelos
- Healthcare Investment Banker: UBS
- Life Science Venture Capital: SR One



Chris Ehrlich

Managing Director
San Francisco

- Life Science Venture Capital: InterWest
- Bus Dev: Purdue, Genentech
- Consulting: L.E.K



Steve Engen

Managing Director
Tokyo

- Country President: Shire
- CEO: Solasia
- Country President: Purdue



Hunt Henrie

Managing Director
Boston

- Bus Dev: Ferghana, IL
- CFO: IL, Informed Clinical Sciences
- Healthcare Banker: Ferghana Partners
- Medtech PE/VC- Chase Capital, Werfen Life



Philipp von Gallwitz

Senior Vice President
Europe

- Bus Dev: Grünenthal GmbH
- C-level: Grünenthal USA
- Registered Attorney at Law in Germany



Stewart Davis, MD

Senior Vice President
Boston

- C-level: SafeStitch, DermalSensor, Bioceptive
- Bus Dev/Consulting: Giteliscopes, Vestagen, Innovia



Josh Hamermesh

Vice President
Boston

- Bus Dev: Infinity Pervasis, Molecular Insight
- Commercial: Genzyme
- Consulting: Monitor Group



Michael McCully

Vice President
San Francisco

- CBO: Charleston Laboratories
- Bus Dev: Elan Pharmaceuticals
- Life Science Advisor: Red Leaf Bioventures, Recombinant Capital

ADVISORY BOARD

Rod Ferguson, PhD

Co-founder, Panorama Capital

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President and CEO, Halloran Consulting

Skip Irving

Partner Emeritus, Health Advances

Steve James

Former President and CEO, Labrys Biologics

David Kabakoff, PhD

Executive Partner, Sofinnova

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Partner, Cooley

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CEO, Real Insights

Doug MacDougall

Managing Partner, MacDougall BioMedical Communications

Scott Minick

ARCH Ventures

Former President & CEO, BIND Therapeutics

Jay Mohr

CEO, Dirigo Therapeutics, Co-founder, Locust Walk

Stephen Oesterle, MD

Venture Partner, NEA

Dale Pfost

General Partner, Advent Life Sciences

Select Transaction Deals

▶ **Strongbridge BioPharma / Asprio / Antisense / TaroPharma**

\$25 M in U.S. Initial Public Offering
Two Buy-side Asset Transactions
\$35M Upfront, \$105M Milestones
Two Private Placements worth \$59.6M
Commercial Stage Acquisition for Kevevis

▶ **Thar Pharmaceuticals / Grunenthal Group**

Multi Track Sell-side and Financing
Engagement Leading to Acquisition

▶ **Regeneron / Mitsubishi Tanabe**

Japan License Agreement for REGN475
\$55M Upfront, \$270M Milestones

▶ **Pieris / Servier**

Global Multi-program Immuno-Oncology
Alliance \$31.4M Upfront,
\$1.8B Milestones

Clients are supported by top notch associates and analysts.