



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. For deal execution, we are exclusively committed to our clients within a specific therapeutic space. We earn a scoped consulting fee for commercial assessments or deal screens and a monthly professional fee during the course of the deal execution, as well as a success fee upon successful closing of a transaction. Our commitment to our clients' vision, and the products in their pipelines, often inspires us to take an equity position in the companies we help to grow.

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 Technology

We work closely with all stages of medical technology 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, diagnostics 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.

Managing Director, Global Head



 BD: MedImmune, Zelos

- · Banker: UBS
- VC: SR One



Chris Ehrlich

of Biopharma

San Francisco

 VC: InterWest · BD: Purdue,

- Genentech
- Consulting: L.E.K



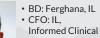
Country President: Shire

- CEO: Solasia
- Country President: Purdue

Steve Engen Managing Director, Head of Asian Practice Tokyo



Geoff Meyerson



Sciences Banker: Ferghana PE/VC: Chase





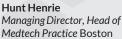
· BD: Grünenthal GmbH

C-level: Grünenthal USA



• MD: Ferring Pharmaceutical

BD: Doosan Group, Hoechst Korea and Sandoz (Novartis)



Philipp von Gallwitz Senior Vice President Europe

Dominic Whang Senior Vice President South Korea



BD:Infinity Pervasis, Molecular Insight

- Commercial: Genzyme
- Consulting: Monitor Group





· Consultant: IMS, Health Advances

- BD: Spectrum Pharmaceuticals
- Research Science: Exelixis. Novartis



Corporate Attorney: Gunderson Dettmer; Willkie Farr & Gallagher

Banker: Credit Suisse

Sheldon Ng Vice President, Market Analytics San Francisco

Andy Meyerson Vice President **Boston**



Strategy R&D Finance:





VC: Eight Roads, INCI

Private Equity: Merrill Lynch. Shinsei Bank Banker: Citigroup



 C-level: SafeStitch. Dermasensor, Bioceptive

· Bus Dev/Consulting: Giteliscope, Vestagen, Innovia

Stewart Davis, MD Executive in Residence.

Chris Baird Vice President San Francisco Hayato Watanabe Vice President

Medtech

Clients are supported by top notch associates and analysts

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ARCH Ventures

Former President & CEO, BIND Therapeutics

Stephen Oesterle, MD Venture Partner, NEA

Select Transaction Deals

Corsair Pharma / United Therapeutics

Exclusive IP licensing agreement along with an equity investment and option to acquire with United Therapeutics

Strongbridge BioPharma / Aspirio / 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 Keveyis

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