



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.



- BD: MedImmune, Zelos
- Banker: UBS
- VC: SR One

Geoff Meyerson
Managing Partner /
Co-founder
Boston



- VC: InterWest
- BD: Purdue, Genentech
- Consulting: L.E.K

Chris Ehrlich
Managing Director, Global Head
of Biopharma
San Francisco



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

Steve Engen
Managing Director, Head of
Asian Practice
Tokyo



- BD: Ferghana, IL
- CFO: IL, Informed Clinical Sciences
- Banker: Ferghana
- PE/VC: Chase Capital, Werfen Life

Hunt Henrie
Managing Director, Head of
Medtech Practice
Boston



- BD: Grünenthal GmbH
- C-level: Grünenthal USA
- Reg. Attorney at Law in Germany

Philipp von Gallwitz
Senior Vice President
Europe



- MD: Ferring Pharmaceutical
- BD: Doosan Group, Hoechst Korea and Sandoz (Novartis)

Dominic Whang
Senior Vice President
South Korea



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

Josh Hamermesh
Senior Vice President
Boston



- Consultant: IMS, Health Advances
- BD: Spectrum Pharmaceuticals
- Research Science: Exelixis, Novartis

Sheldon Ng
Vice President, Market Analytics
San Francisco



- Corporate Attorney: Gunderson Dettmer; Willkie Farr & Gallagher
- Banker: Credit Suisse

Andy Meyerson
Vice President
Boston



- Life Science Strategy Consultant: Leerink
- R&D Finance: Amgen

Chris Baird
Vice President
San Francisco



- VC: Eight Roads, INCJ
- Private Equity: Merrill Lynch, Shinsei Bank
- Banker: Citigroup

Hayato Watanabe
Vice President
Tokyo



- C-level: SafeStitch, Dermasensor, Bioceptive
- Bus Dev/Consulting: Giteliscope, Vestagen, Innovia

Stewart Davis, MD Executive
in Residence,
Medtech

Clients are supported by top notch associates and analysts

ADVISORY BOARD

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Scott Minick
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 / Aspiro / 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 Keveysis

▶ 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