



# Fueling life sciences through transformative transactions

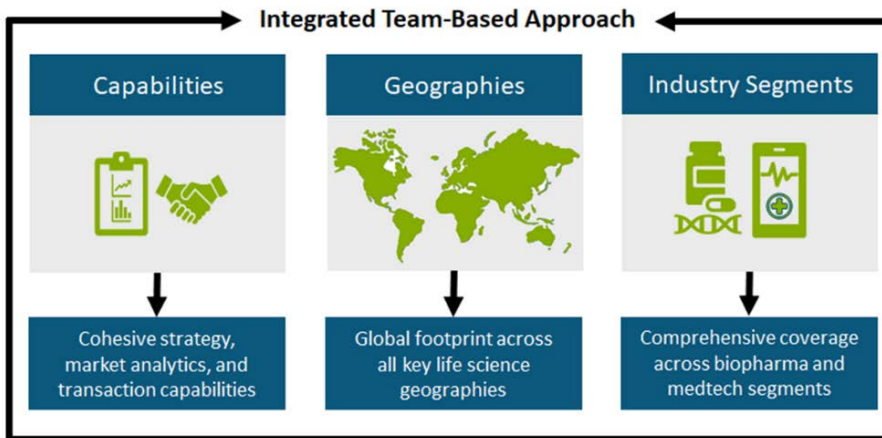
## Locust Walk is a global life science transaction firm.

Our integrated team-based approach across capabilities, geographies, and industry segments delivers the right products, the right partners, and the most attractive sources of capital to get the right deals done for biopharma and medtech companies.

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

### THE LOCUST WALK DIFFERENCE: Integrated

Locust Walk is the only firm to integrate strategy, market analytics, and transaction capabilities from both biopharma and medtech perspectives on a global scale.



### Capabilities

Locust Walk's cohesive combination of strategy, market analytics, and transaction capabilities means that you have one integrated team focused on your entire deal process.

**Strategy:** generate holistic strategic alternatives, actionable commercial strategies, and a powerful value proposition

**Market Analytics:** lay the foundation to evidence-based strategies that support groundbreaking partnerships and financings

**Transactions:** run a thorough transaction process grounded on market data to ensure that you optimize deal value in a timely manner, outweighing the opportunity costs of alternative transactions

### Geographies

Locust Walk maintains a global footprint across all key life science geographies in the US, EU, and Asia.

Offices are staffed with local teams, who also have experience working around the globe.

### Biopharma >>>

Our Biopharma team has completed over 40 transactions at Locust Walk across a range of therapeutic areas, modalities, and all stages of development and marketed products.

### Medtech >>>

Our Medtech team brings deep, segment-specific experience stemming from over 25 transactions across various therapeutic areas and care settings for medical device, diagnostics, tools and digital health companies.

### Convergence >>>

Overall, a strong understanding of both the biopharma and medtech segments helps our team identify and maximize the potential of convergence opportunities that many innovative life science companies have top-of-mind.

## OUR TEAM

### Operating, Financing, 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, Zelus
- 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



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

**Hunt Henrie**  
Managing Director,  
Global Head of Medtech  
Boston



- Global Head of Equity Sales: Jefferies
- Banking: JPMorgan Chase, Bank of America, Lehman Brothers, ABN AMRO Bank, LaSalle Bank

**Brian W. Coleman**  
Managing Director,  
Global Head of Financing and Sales  
Boston



- BD: Bristol-Myers Squibb, Almirall, Berlex
- Biotech BD: Vectron Therapeutics, Neuro3d
- Advisory: Burill & Co

**Lubor Gaal**  
Senior Vice President,  
Head of Europe  
London



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

**Hayato Watanabe**  
Senior Vice President,  
Head of Japan  
Tokyo



- 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



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

**Steve Engen**  
Asia Biopharma Advisor



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

**Stewart Davis, MD**  
Medtech Advisor



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

**Dominic Whang**  
Korea Biopharma Advisor

Clients are supported by top notch associates and analysts

## ADVISORY BOARD

**David Cassak**  
Managing Partner, Innovation In Medtech, LLC; Editor-in-Chief, The MedTech Strategist

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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