



Fueling life sciences through transformative transactions

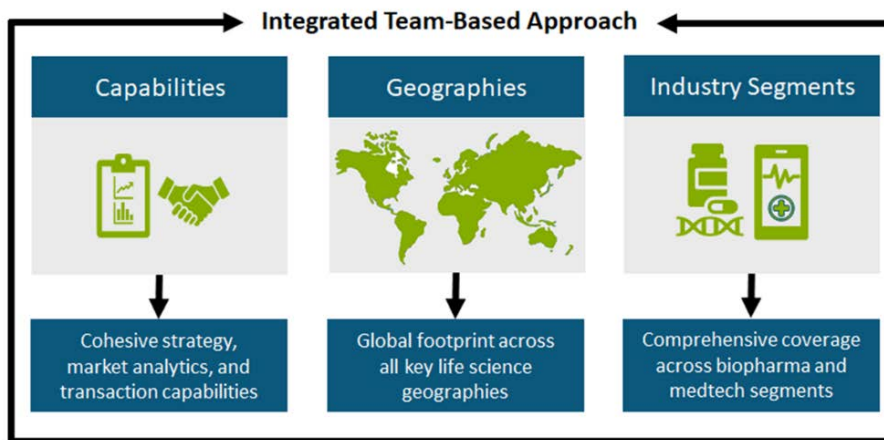
Locust Walk is a global life science transaction firm.

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, Zelos
- Banker: UBS
- VC: SR One

Geoff Meyerson
Managing Partner,
Co-founder
Boston



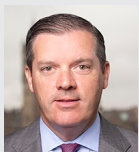
- VC: InterWest
- BD: Purdue, Genentech
- Consulting: L.E.K

Chris Ehrlich
Managing Director,
Global Head of Biopharma
San Francisco



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

Hunt Henrie
Managing Director,
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,
Head of Finance
Boston



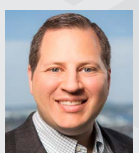
- BD: Bristol-Myers Squibb, Almirall, Berlex
- Biotech BD: Vectron Therapeutics, Neuro3d
- Advisory: Burill & Co

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



- 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



- Medtech: Confluent, Medtronic
- Finance: Lighthouse Capital Partners

Samantha Avila
Vice President
San Francisco



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

Sheldon Ng
Vice President, Market Analytics
San Francisco



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

Stewart Davis, MD
Medtech Advisor



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

Steve Engen
Asia Biopharma Advisor

ADVISORY BOARD

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Dale Pfost
General Partner, Advent Life Sciences

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 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