



# An integrated approach to life science 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 to secure the right strategic and financing transactions 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

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 Banking: UBS VC: SR One



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



· CFO: IL, Informed Clinical Sciences · Banking: Ferghana PE/VC: Chase Capital, Werfen Capital

Geoff Meverson CEO & Co-Founder **Boston** 

**Chris Ehrlich** Managing Director, Global Head of Biopharma San Francisco

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



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



America, Piper Jaffray Jefferies BS: University of Notre Dame JD: University of Virginia School of Law

Banking: Bank of



Senior Vice President: Chardan Capital Markets Banking: Robertson Stephens, Lehman Brothers, SunTrust

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

**Neil Higgins** Managing Director, Financing **Boston** 

**Turner Grant** Senior Vice President, Financing **Boston** 



VC: Eight Roads, **INCJ** Private Equity: Merrill Lynch. Shinsei Bank Banking: Citigroup



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

Corporate Attorney:

Gunderson Dettmer:

Banking: Credit Suisse

Willkie Farr &

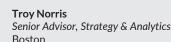
Gallagher



 Consultant: McKinsev & Company, EY-Parthenon, L.E.K. Consulting, Quintiles Consulting Corporate Dev: Biogen Idec

Hayato Watanabe Senior Vice President, Head of Asia Tokyo

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





Jeremy Goldberg

Senior Advisor

**Boston** 

MD, Corp. Dev: Endo Pharmaceuticals Founding Partner: **ProQuest** 



Andy Meyerson Vice President **Boston** 



BD & Strategy: PolarityTE, Smith & Nephew, Medtronic, XL TechGroup Consultant: Obliquity Consulting, Campbell Alliance

Howard S. Hechler Vice President **Boston** 

#### **ADVISORY BOARD**

Rod Ferguson, PhD Chair of the Advisory Board Co-founder, Panorama Capital

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Stephen Oesterle, MD Venture Partner, NEA

Dale Pfost General Partner, Advent Life Sciences

Anders Tullgren Senior Healthcare Advisor

#### **Select Transaction Deals**

#### Rapid Micro

Growth capital for automated, rapid microbial detection system for the healthcare product manufacturing sector \$60M Private Placement

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 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