

Locust Walk Partners

Business Development Advisory Firm for Life Science Companies

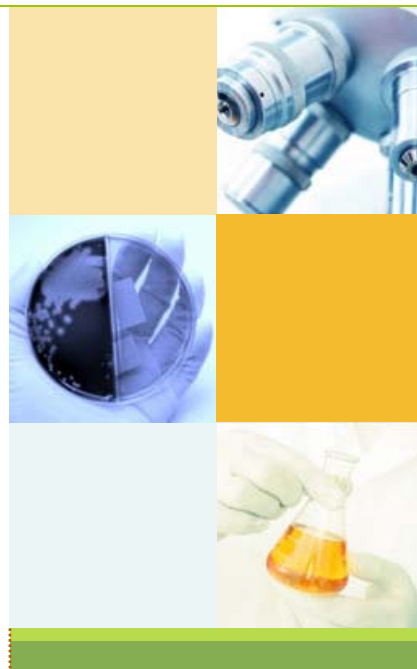
New Business Model: Fully Integrated Transactional, Strategic and Commercial Support

Unlike investment banks or consulting firms, our team has significant operating experience, which allows us to understand the client's perspective. A senior level team leads and executes all assignments. Our approach is a capital efficient means to expand a company's in-house resources.

Transactional	Strategic	Commercial
<p>Selling</p> <ul style="list-style-type: none">Product out-license/ saleGlobal partnershipsRegional transactionsLicense to M&A <p>Buying</p> <ul style="list-style-type: none">Proactive product screening and evaluationDue diligence supportProduct In-license/ acquisitionTech transfer licensing	<ul style="list-style-type: none">R&D prioritizationLicensing strategyFinancing strategyExit strategy and venture capital returns analysisCompany valuationTherapeutic area overviewsPartnerability feedback	<ul style="list-style-type: none">Commercial assessment<ul style="list-style-type: none">KOL and payor insightSecondary researchField force sizingTarget Product Profile (TPP) developmentCompetitive analysisCommercial and P&L forecastTrial design planning to achieve TPP

The LWP Difference:

- Our entire team has significant operating experience with a strong commercial perspective
- A senior level team leads and executes all assignments
- We employ sophisticated analytical tools and capabilities
- We become a part of your team, diving into the details and providing strategic advice based on experience



Case Studies:

Buy-side Case Study

- Screened hematologic cancer space for in-licensing candidates
- Identified asset, led negotiation, and closed deal that led to founding of Gloucester Pharmaceuticals
- Raised \$32M from blue chip VCs

Sell-side Case Study

- Performed a full commercial analysis and built a revenue model for three indications
- Repositioned and repackaged story and secured nine substantive partnering meetings at ASCO, seven weeks from engagement
- Previous banking advisor only got one partner meeting over 18 months

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Our Team: Operating and Transaction Executives with an Entrepreneurial Mindset

Locust Walk Partners built its deep relationships and capabilities while in industry and therefore, we execute our engagements with the client's perspective in mind. We have collectively been involved in over 75 business / corporate development and financing transactions exceeding \$16 billion in value. The LWP team has also played leading roles in the commercialization of 10 large and specialty products with over \$15 billion in peak sales.



Geoff Meyerson
Managing Director

- Healthcare Banker
UBS Investment Bank
- Life Science Venture Capital - **SR One**
- Business Development
MedImmune/Zelos

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Jay Mohr
Managing Director

- C-level Executive – **Gloucester Variagenics/Zelos**
- Commercial Division Head
Serono
- Commercial and Bus Dev't
Schering Plough

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For Further Information Contact:

Geoff Meyerson or Jay Mohr
877.888.9150 or e-mails noted



Teresa Ford Chope
Director

- VP & Officer, Commercial & BD
Critical Therapeutics
- Strategic Planning
Genzyme
- Marketing and Sales
Merck

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Stewart Davis, MD
Director

- C-level executive
Safestitch Medical
- Medical Director
Innovia, InnFocus, InnoGraft, GEN4
- Strategic Consulting
Parasol International

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Daniel Chieffalo
Vice President

- Transaction Advisor
Torrey Partners
- Sales and Marketing
Cotherix/Scios/Aventis

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Selected Advisors:

John Kollins
Advisor

- Experience:**
- OXiGENE, CEO/CBO
 - CovX, CBO
 - Renovis, VP BD
 - SurroMed, VP BD
 - Elan, BD

john@locustwalkpartners.com

Mark Strobeck, PhD
Transaction & Scientific Advisor

- Experience:**
- Trevena, CBO
 - GSK, VP BD; CEEDD, VP BD
 - SR One & EuclidSR, Principal

Marty Stogniew, PhD
Scientific Advisor

- Experience:**
- Vicuron, EVP Development
 - US Biosciences, VP Development
 - Prestwick, CTO

Joyce Lonergan
Transaction Advisor

- Experience:**
- SR One, Managing Partner
 - Chiron, VP Corporate Development
 - Cowen, Director

Lou Berneman, EdD
Tech Transfer Advisor

- Experience:**
- Univ. of PA, Head Tech transfer
 - Board member, AUTM & LES
 - Paul Capital Royalty monetization
 - Osage Univ. Partners, Co-founder