

# Locust Walk Partners

## Business and Corporate Development Advisory Firm for Life Science Companies

**Locust Walk Partners** is a business and corporate development advisory firm that offers transaction, strategy, and commercial support to life sciences companies. Our team has extensive industry operating experience with senior-level professionals leading and executing all engagements. We have led or participated in greater than 50 transactions with an aggregate value exceeding \$6B. Our model is collaborative - we work closely with our Clients to leverage and expand their in-house capabilities. Locust Walk Partners is well networked with decision-makers in leading life science companies and the investment community. Our offices are located in Cambridge, MA.

### Transaction Advisory Services

#### *Selling*

- Product partnerships/ out-licenses
- Sell-side M&A advisory
- Asset sales
- Late stage Co-promotions
- Regional transactions
- Valuation, financial analysis, and negotiation support

#### *Buying*

- Product In-license/ acquisition process
- Buy-side M&A advisory
- Proactive thesis driven product screening and evaluation
- Commercial due diligence support
- Valuation, financial analysis, and negotiation support

### Consulting Services

#### *Strategy*

- Corporate strategy & planning
- Licensing/financing strategy
- R&D and pipeline Prioritization
- Exit strategy and venture capital returns analysis

#### *Commercial*

- Asset evaluation
- KOL and payer insights
- Primary and secondary research
- Target Product Profile dev't
- Competitive analysis
- Commercial and P&L forecast

### The Locust Walk Difference:

- Our team has extensive industry operating experience with a strong commercial perspective
- A senior level team leads and executes all assignments
- We become integral members of our clients' executive teams, diving into details and augmenting clients' in-house capabilities
- We employ sophisticated analytical tools and capabilities



### Case Studies:

#### *AngioChem*

- Novel taxane with demonstrated activity in brain tumors
- Commercial assessment
- Term sheet development and negotiations
- Significant improvement in deal terms
- Transaction closed with **Geron** including a **\$35M upfront**

#### *Strategic Science & Technologies*

- Novel delivery of OTC product
- Commercial assessment
- Targeted partner outreach leading to highly competitive process
- Term sheet development and negotiations
- Significant improvement in deal terms
- Deal closed with **Global Consumer Healthcare Company**
- Ongoing transaction and strategic support

# Locust Walk Partners

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### Our Team: Operating and Transaction Executives with an Entrepreneurial Mindset

The Locust Walk Partners team brings **extensive operating, management and transaction experience** in pharma, biotech, start-up, venture capital and investment banking environments. We boast operating experience that ensures clients' companies and product assets are carefully positioned for maximum value.



**Jay Mohr**

Managing Director /Co-founder

- CEO / C-level Executive: **Gloucester, Variagenics, Zelos**
- Commercial Division Head: **Serono**
- Business Development: **Schering Plough**

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**Geoff Meyerson**

Managing Director /Co-founder

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

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**David Donabedian, PhD**

Senior Vice President

- Business Development Head: **GSK, Surface Logix**
- Strategy Consulting: **Accenture, Arsenal**
- Senior Research Operations: **Dow, Boston Scientific**

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**Adam Muzikant, PhD**

Principal

- Business Development: **Inotek, Predix, EPIX**
- Senior Research Operations: **Predix, Physiome Sciences**

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### Recent Transaction Engagements:

### Recent Consulting Engagements:



Deal strategy and valuation support



\$1.8B Transaction



Worldwide Licensing agreement for AT-406



Undisclosed Transaction Value



Worldwide Licensing agreement for ANG1005 & Research Collaboration



\$35M Upfront, Rest Undisclosed



Strategic Consulting



Commercial Consulting



Worldwide Licensing Agreement for Lead Program

Leading Consumer Health Co

Undisclosed Transaction Value



Licensing Agreement for Salirasib in Japan



Undisclosed Transaction Value



Spinoff of Synthetic Genomics Vaccines Inc. and Structuring SGVI Agreement



Undisclosed Transaction Value



Strategic Consulting



Strategic Consulting

**Contact Us:** To learn more about how we might be able to assist your company with a business/corporate development transaction or strategic planning initiative, please contact any of our team members above.

