

Locust Walk Partners has delivered significant value to multiple Clients and has deep experience across the life sciences industry. Examples of recent Client engagements where Locust Walk Partners served as an advisor are listed below. We would encourage you to click on each image to learn about each assignment in greater detail.



December 2010



Worldwide Licensing Agreement for ANG1005 and Research Collaboration for Telomerase Inhibitor with



Geron, Inc  
Palo Alto, CA

**Transaction Advisor**

October 2010



Worldwide Licensing Agreement for Lead Program With a

Leading Consumer Health Company

**Transaction Advisor**

October 2010



Advisor in Forming New Company Synthetic Genomics Vaccines Inc., (SGVI), with

**J Craig Venter Research Institute**

And Advisor on Structure of SGVI Agreement with



September 2010



Licensing Agreement for Salirasib in Japan with



Ono Pharmaceutical Co., Ltd.  
Osaka, Japan

**Transaction Advisor**



# Development and Commercialization Agreement for Late-stage OTC Product

## Situation Assessment

**Client:**

**strategic**  
SCIENCE & TECHNOLOGIES, LLC

Cambridge, MA

**Partners:**

Transaction concluded with a leading consumer healthcare / pharmaceutical company

- Strategic Science & Technologies, LLC (SST) is a drug delivery company that exploits a novel formulation and the chemical charges to drive active pharmaceutical ingredients across skin
- Technology had near-term applications in a wide range of major therapeutic areas
- Engaged Locust Walk Partners as its exclusive commercial and business development advisor.

## Key Activities

- Developed a comprehensive commercial assessment which included conducting primary market research among physicians, pharmacists and consumers. Instrumental in shifting partners perceptions of overall opportunity and for negotiating deal terms.
- Led an outreach to a targeted list of leading global and regional companies active in the consumer healthcare arena.
- Successfully secured competing term sheets from three of the largest consumer health care companies, with each company participating in a confidential diligence process.
- Conducted face-to-face negotiations of the term sheet and definitive agreement.

## Successful Outcome

- Competitive negotiations process
- Completed transaction with a leading healthcare / pharmaceutical company.

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