

Deal Sheet

Strategic Alliances (>\$20MM upfront)

Consulting Client – Chinese pharma, \$220M total for Phase 3. Advice on termsheet and contract.

Consulting Client – Big Pharma, \$27.5M upfront for biologic asset starting Phase 1, did outreach, led negotiations

Consulting Client – Big Pharma, \$150M upfront for Phase 3 asset. Advice on terms and contract.

Consulting Client – Big pharma, \$1B in milestones for 3 molecules. Led negotiations.

Consulting Client – Big pharma, \$56M upfront, \$440M in milestones for 1 molecule, additional terms for other 2 molecules. Led negotiations for one of the biggest deals in China.

Consulting Client – Big pharma, \$100MM upfront cash and equity, Phase 3, negotiations, advice on terms and final contract

Consulting Client – Big Asian Pharma, \$25MM upfront, valuation, advice on negotiations (Phase 3)

Consulting Client – Big pharma, \$25MM upfront, negotiations and advice (pseudo auction, pre-completion of Phase II)

Consulting client – Big Pharma: \$30MM upfront, broad chemistry collaboration; advice and deal structure

Tularik – Amgen: \$125MM, targets and drug development, led evaluation team, launched collaboration that led to acquisition

Praecis – Amgen: \$100MM, Ph 3 GnRH antagonist, led evaluation team

Immunomedics – Amgen: \$65MM, Ph 2/3 NHL Ab, led evaluation team and member of negotiation team

Abgenix – Amgen: multi-antigen Ab creation, supervised evaluator and negotiator

Medarex – Amgen: multi-antigen Ab creation, supervised evaluator and negotiator

Kinetix acquisition by Amgen – \$170MM, kinases and structural biology, led evaluation and diligence

Mid-Size Deals (>\$10M upfront)

Consulting Client – Big pharma, \$15M upfront, \$550M in milestones. Introduction and advice thru out negotiations.

Consulting Client – Non-profit, negotiation advice (preclinical)

Consulting Client – US Biotech, negotiations and advice (Phase II)

Consulting Client- Regional Pharma, negotiations and advice (Phase II)

Consulting Client – US Biotech, negotiations and advice (Phase 1)

Consulting Client -- Mid-size pharma, option; led negotiations

Consulting Client -- Big pharma, discovery collaboration, on negotiation team

Consulting Client – Major Pharma, advised negotiator (preclinical)

Vanderbilt – Amgen: preclinical Ab, led negotiation

Biosite – Amgen: multiple Abs, supervised evaluator and negotiator

Incyte – Zeneca: genomics database, on negotiation team

Pharmacopeia – Zeneca: combinatorial chemistry, on negotiation team

U C Irvine – Zeneca: lead optimization ion channels, led evaluation and negotiations

U College of London – Zeneca: small molecule lead, led renegotiations

Smaller Deals

Consulting Client- European biotech, platform deal, advised on value and negotiations

Consulting Client- China biotech, preclinical Ab, advised negotiator

Consulting Client – China biotech, preclinical bispecific, advised negotiator

Consulting Client- China biotech, preclinical vaccine, advised negotiator

Consulting Client – US biotech, out-licensing Ab, advised negotiator

Consulting client – China company, in-licensing from biotech co, led negotiation

Consulting client – China company, ww rights for University asset, advised negotiator

Consulting Client- computational chemistry collaboration, big pharma, advised negotiator

Consulting Client – chemistry LO and license, \$500M milestones, global pharma, advised negotiator

Consulting Client – small biotech, advised negotiator (preclinical)

Consulting Client- small biotech, advised negotiator (preclinical)

Consulting Client – University, advised negotiator (clinical)

2014- Consulting Client – University, advised negotiator (preclinical)

2014- Consulting Client – small biotech advised negotiator (preclinical)

Consulting Client – Japanese pharma, participated in negotiations

Consulting Client – global pharma, use patent, advised negotiations
Consulting Client- University, negotiations
Consulting Client – University, negotiations
Consulting Client – Small biotech, JV, participated in negotiations
Consulting Client – small biotech, territorial deal (preclinical), participated in negotiations
Consulting Client – University (clinical), valuation, advice throughout negotiations
Consulting Client – University (platform), led negotiations
Consulting Client- Mid-sized pharma, led negotiations (preclinical)
Consulting Client – Mid-sized pharma, advised negotiations (platform)
Consulting Client – Global pharma, valuations, advised negotiator (preclinical)
Consulting Client – Small biotech, valuations, advised negotiator (preclinical)
Consulting Client – Global pharma, part of negotiations (preclinical)
Consulting Client -- Small biotech, led negotiations (preclinical)
Consulting Client – Small biotech, led negotiations (preclinical)
Consulting Client – University, led in-licensing negotiations (preclinical)
Consulting Client – University, led in-licensing negotiations (preclinical)
Consulting Client- University, led in-licensing negotiations (preclinical)
Consulting Client- small biotech, led in-licensing negotiations (preclinical)
Dako – Amgen: companion diagnostic development, supervised evaluator, led negotiations
Ventana – Amgen: companion diagnostic development, supervised evaluator, led negotiations
Skye Pharma – Amgen: drug delivery, led evaluation and negotiations
Many biomarker deals – supervisory roles
Many IP licenses – negotiator and supervisory roles, some as consultant