



Our Life Sciences Transactions Practice helps established and emerging life sciences companies negotiate and structure deals that will foster growth and meet their goals.

Morgan Lewis clients have long relied on attorneys in our Life Sciences Transactions Practice to complete complex M&A transactions, collaborations, and partnering deals. Our international network of offices gives us a distinct advantage in handling cross-border transactions. Our transactional, intellectual property, and FDA and healthcare attorneys work together to address life sciences transactional issues in a thorough, coordinated, and creative manner.

#### morgan lewis fast facts

More than 200 professionals dedicated to the life sciences industry

17% of the firm's practice devoted to the life sciences industry

Recognized for corporate/M&A in California, New Jersey, New York, and Pennsylvania by *Chambers USA* (2011)

More than 600 M&A transactions in the last five years with a combined market value of more than \$200 billion

Ranked Top 5 – North American, European, and global licensing transactions: *BioPharm Insight* (2011)

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## services

Mergers and acquisitions  
Collaborations and partnering  
Co-promotion agreements  
Licensing and distribution agreements  
Research and development agreements  
Manufacturing and supply agreements  
Venture capital financing  
Private equity financing  
Public offerings  
Outsourcing

## areas

Pharmaceuticals  
Biotechnology  
Specialty pharma  
Medical devices  
Venture capital/private equity/  
investment banking

**10**  
**TOP 10 FIRM**

Ranked in the Top 10  
for M&A transactions  
by *Thomson Reuters*,  
*Bloomberg*, *Buyouts*,  
and *MergerMarket* (2011)

## mergers and acquisitions

We combine multioffice capabilities in M&A with industry experience in pharmaceuticals, biotechnology, and medical devices. We regularly handle transactions of all sizes, ranging up to several billion and more. These deals include product acquisitions and divestitures, negotiated business combinations by public and private companies, tender offers (friendly and hostile), proxy contests, restructurings, leveraged buyouts, and "going private" transactions. Our team regularly works with and represents life sciences companies, investment banks and private equity firms, venture capital firms, institutional lenders, independent directors committees, and management groups.

## collaborations, partnering deals, and strategic alliances

We assist many of our life sciences clients in structuring, negotiating, and implementing collaborations, partnering deals, and strategic alliances with other pharmaceutical, medical device, or biotechnology companies, and with research institutes. Our goal is to optimize our clients' strengths in research, development, and commercialization of new products. We also work to provide a mechanism for sharing risks and rewards, industry knowledge, and intellectual property. These transactions range from early-stage research discovery partnerships, to manufacturing and other operational agreements, to later-stage development and commercialization collaborations.

## financing

We represent venture capital funds, as well as the biotechnology companies they invest in. We frequently counsel clients on the formation of venture capital funds and similar investments. We represent biotechnology companies, venture capital firms, private equity firms, and investment banks in financings. We also represent large pharmaceutical companies in equity investments in biotechnology companies, often in connection with collaboration transactions.

## outsourcing

We cover the full range of outsourcing transactions for our clients, from startup biotechnology firms to large multinational pharmaceutical companies, to renowned research hospitals and scientific institutions. In addition to traditional outsourcing, we counsel life sciences clients on the outsourcing of industry-specific processes such as clinical trials and development, FDA documentation and submissions, manufacturing and supply, and sales and marketing.

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