

# Life Sciences & Healthcare Practice

“The Sikich team supported Essential Pharmaceuticals through an extensive search for a buy side opportunity. Their team has an excellent mix of skills including scientific and technical skills as well as deal structure knowledge which enabled them to find interesting targets and quickly assess the value of these targets. Throughout the process, the Sikich team supported the diligence efforts and guided us through the appropriate deal structure to maximize the value of the opportunity to our shareholders.”

Allan Weber  
Chief Executive Officer  
Essential Pharmaceuticals

## Delivering expert investment banking and strategic services to those who protect our health and wellness.

The Sikich Investment Banking Life Sciences & Healthcare Team provides strategic advisory, acquisition and divestiture, and capital raising services to clients across the spectrum of medical devices, drug development and diagnostics, and healthcare technology and services.

Recognizing the intersecting and often complementary needs of emerging high-growth companies and larger, more mature entities, we work with companies with up to \$1 billion in enterprise value. Accordingly, we offer unique insight and guidance to arm our clients with opportunities to build both strategic and financial value.

### **Our most distinctive advantage is our team.**

We believe that our aptitude for maximizing the value of our clients is a direct result of our team.

Each engagement team blends the experience and perspective of former executive-level managers and senior strategy consultants with highly skilled technical expertise at the doctorate-level (MD and PhD).

### **We have a track record of maximizing value for our clients.**

Over the course of more than 30 engagements, we have functioned as senior advisors, working hand-in-hand with entrepreneurs and their investors to identify key value-added milestones, optimize exit potential, execute financing and negotiate mergers and acquisitions.

Our team also regularly leads diligence efforts for healthcare-focused private equity funds, providing in-depth investment opportunity assessments, mark-to-market valuation guidance, outsourced corporate development and exit strategy optimization.

We deliver solutions that address the most critical issues facing today's life sciences and healthcare marketplace.

- ▶ Swift pace of innovation and new technology development
- ▶ Product obsolescence and the need to replenish pipelines
- ▶ Changing patient demographics and emerging markets
- ▶ Dynamic regulatory environment and patent protection concerns
- ▶ New expenses and cost-reduction challenges
- ▶ Price competition, reimbursement delays and healthcare reform

### **Integrating Financial, Technical & Operational Expertise Across Sectors.**

- ▶ Medical Devices & Equipment
- ▶ Healthcare IT & Tech-Enabled Services
- ▶ Biotech & Pharma
- ▶ Life Sciences Tools & Diagnostics
- ▶ Pharmaceutical Services
- ▶ Healthcare Providers & Payors

### **Serving a Range of Clients.**

- ▶ Entrepreneur-owned, investor-backed and public entities
- ▶ Fast-growing, emerging technology companies to mature businesses
- ▶ High-tech products to tech-enabled services to low-tech manufacturing and distribution companies
- ▶ Private equity firms and their portfolio companies

## Life Sciences & Healthcare Practice

We routinely serve as strategic advisors to entrepreneur- and investor-owned companies ranging from pre-revenue to mature entities, and we intimately understand how to assess and groom these companies in the context of today's M&A marketplace. We recommend whether an exit is attractive now, and if not, what strategic and tactical means the portfolio company can deploy – including “grooming” for sale – to enhance its value for a future liquidity event.

Our talent and comfort in working with technology-driven, high-growth businesses – whether they are emerging technology companies with enterprise values less than \$100 million or more mature technology and services businesses with values up to \$1 billion – are key differentiating features in which we take pride. The following examples illustrate our ‘strategic advisor’ approach:



*Provider of critical products to the specialized surgical and research markets. The Sikich team was engaged as an exclusive advisor on the Company's growth strategy. We leveraged our industry knowledge to research potential candidates for acquisition and advised the Company through to deal closure. Ultimate, the Company purchased LiferCell®, a serum-free cell culture medium, which will enable the Company to achieve its growth and diversification objectives and enter new markets.*



*Developer of a differentiated assay-based screening process that streamlines new drug development. After receiving unattractive offers for acquisition, the Company sought our assistance in determining optimal strategic direction and divestiture options. We structured a rapid test to probe price elasticity, which ultimately secured a valuation of approximately 5x the value of the previous best offer. Ceetox sold a controlling stake to a medical device firm, NAMSA.*

“Sikich was a great partner for American BioOptics when the time came to evaluate strategic alternatives for the company. We needed to find the right type of buyer that would understand the value of our assets and be able to broadly leverage those assets in the world market. Sikich identified and successfully engaged a set of potential buyers and worked with us throughout the negotiation process to close the deal.”

Andrew Cittadine, CEO American BioOptics



*Privately-held developer of diagnostic platform for colorectal and pancreatic cancer. Having completed a successful co-development agreement with a major market player, the Company engaged Sikich to explore partnership and M&A options. We negotiated the sale of certain assets to a global medical device company, while preserving additional assets for ongoing internal development and offering the opportunity for an additional liquidity event.*



*Healthcare solutions company with a unique network for the delivery of biologic infusions, vaccines and injection training. Our team was engaged as the exclusive sell-side advisor, providing full support throughout an accelerated transaction process and ultimately facilitating the Company's sale to Medco.*

*For further information regarding our Life Sciences & Healthcare Practice, please contact Richard Herbst, Partner, at [rherbst@sikich.com](mailto:rherbst@sikich.com). You may also reach us at 312.648.6666 or visit our website at [www.Sikich.com/IB](http://www.Sikich.com/IB).*

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