

# Over the last few years, we have:

**REFRESHED** HUNDREDS OF INVESTOR PRESENTATIONS | **HOSTED** IMPACTFUL INVESTOR DAYS | **UPGRADED** THE QUALITY OF INVESTOR MEETINGS | **REPOSITIONED** COMPANIES IN THE MINDS OF INVESTORS | **COACHED** CEOs ON THE WAY THE BUY-SIDE THINKS AND OPERATES | **GUIDED** COMPANIES THROUGH THE TRANSITION FROM PRIVATE TO PUBLIC OWNERSHIP | **TAKEN** PRIVATE COMPANIES ON THE ROAD TO MEET POTENTIAL INVESTORS PRIOR TO GOING PUBLIC | **EDUCATED** CFOs ON HOW TO CLEARLY PRESENT NON-GAAP EARNINGS | **INTRODUCED** COMPANIES TO NEW SELL-SIDE ANALYSTS | **CLARIFIED** AND SIMPLIFIED COMPANIES' CORPORATE MESSAGES | **ASSISTED** WITH THE COORDINATION OF EFFECTIVE DOMESTIC AND INTERNATIONAL ROADSHOWS | **DEVELOPED** STRATEGIES TO RESPOND TO ACTIVIST SHAREHOLDERS | **CRAFTED** STOCK BUY-BACK AND INSIDER SALES STRATEGIES | **PREPARED** MANAGERMENTS FOR THEIR QUARTERLY CONFERENCE CALLS | **WRITTEN, EDITED AND ISSUED** HUNDREDS OF PRESS RELEASES | **OUTLINED** TO SENIOR MANAGEMENT THE BENEFITS OF MEETING WITH HEDGE FUNDS | **PRIORITIZED** MANAGEMENT ACTIVITY TO BEST UTILIZE THEIR TIME | **BROADENED** AND DEEPENED OUR CLIENTS' SHAREHOLDER BASES | **EDITED** CLIENTS' WEB SITES FOR CONTENT AND CONSISTENCY OF MESSAGE | **CONDUCTED** PERCEPTION STUDIES | **ESTABLISHED** APPROPRIATE FINANCIAL AND OPERATING METRICS | **CREATED** COMPANY-SPECIFIC CAPITAL MARKETS STRATEGIES | **IDENTIFIED** POTENTIAL BANKING PARTNERS | **GARNERED** INVITATIONS FOR OUR CLIENTS TO THE LEADING HEALTHCARE CONFERENCES | **DETERMINED** GUIDANCE POLICIES AND APPROPRIATE LEVELS OF DISCLOSURE

## What can Westwicke do for you?

**STRATEGIC INVESTOR RELATIONS | INDEPENDENT CAPITAL MARKETS ADVICE**

# Westwicke Partners by the Numbers

**2006**

Year Westwicke Partners was founded

**100**

Percentage of new clients from referrals

**174**

Earnings calls last year

**196**

Years of Wall Street experience

**97.5**

Percentage of annual client renewal

**2,612**

Investor meetings in 2013

**1**

Industry Focus (healthcare)

**\$5.8 Billion**

Equity capital raised by our clients in the last 36 months

**206**

Client presentations at investor conferences last year

**12**

Westwicke Senior Partners

**22**

Client equity follow-on offerings in the last 36 months

**19**

Investor days, dinners, tours and site visits in 2013

**3**

Offices: Baltimore, San Francisco & San Diego

**29**

Client M&A transactions in the last 36 months

**762,518**

Airline miles flown by our partners in the last two years

**67**

Westwicke Clients

**8.2**

Average number of research analysts covering our clients

**362**

Bags of airline peanuts consumed annually

**\$1.4 Billion**

Client's average market capitalization

**58**

Red-eye flights

**21**

States where our clients are headquartered

**75**

New client research analyst initiations in 2011

**16**

Middle seats in the last row by the bathroom

**2,983**

Client investor relations events in 2013

Westwicke Partners is the largest healthcare focused investor relations firm in the country. We provide customized investor relations programs and independent capital markets advice to healthcare companies. Our background is unique in that our senior professionals all come directly from Wall Street as former sell-side research analysts, buy-side analysts and portfolio managers, investment bankers, institutional salespeople, traders and equity capital markets professionals.

We differentiate our firm in 3 important ways:

### 1. Wall Street experience.

On average, our partners have almost 20 years of Wall Street experience. This background affords us a “real life” view of the challenges senior management teams face communicating their story most effectively, attracting or upgrading sell-side research coverage, targeting the appropriate investors, broadening institutional ownership and developing an effective conference and non-deal roadshow strategy.



### 2. Healthcare focus.

We are focused exclusively on the healthcare sector and have broad-based relationships with the leading buy-side institutions, sell-side analysts and investment bankers. Our senior partners are broken down into three distinct teams focusing on life sciences, healthcare services/HCIT and medical technology/diagnostics. This approach allows us to leverage our industry knowledge and relationships to provide the highest value to our clients.

### 3. Senior-level attention.

We are committed to providing senior-level attention and ongoing support. In today's challenging equity capital markets environment, senior management teams, now more than ever, need a partner with extensive experience and deep, relevant relationships to provide impactful strategic advice.

### OUR PRINCIPLES

- Listen carefully
- Think creatively
- Give honest feedback
- Challenge the status quo
- Sweat the details
- Focus on the long-term
- Be proactive
- Ask thoughtful questions
- Have a sense of humor

Current and Historical Clients



## WESTWICKE PARTNERS

# Our History

Over the last decade, structural changes and increased regulation have dramatically impacted the way companies communicate with their key constituencies. Senior managements today face a number of challenges: they can no longer speak freely with their sell-side analysts, they are inundated with conference invitations and meeting requests and the pressure of knowing that every word said will be scrutinized can be overwhelming. These challenges often distract management teams and can lead to disappointing results.

Westwicke Partners recognized the nuances of this changing environment and, in 2006, was founded to help companies develop comprehensive strategies to successfully communicate their stories, increase their visibility and build a quality, long-term shareholder base. Seven years later and nearly 20 times the size, Westwicke Partners has grown into the largest healthcare-focused investor relations firm in the country.

We now have offices in Baltimore, San Francisco and San Diego and work with over 70 public and private companies across all subsectors of healthcare. We have built an incredible team of knowledgeable, experienced and talented individuals who combine their Wall Street backgrounds with real-life experience to provide exceptional guidance to our clients.



## June 2006

Bob and Mark visit every person they know...  
dubbed the “No Revenue Tour”  
(22 cities in 3 months)

In the Fall, we sign our first public company and  
IPO advisory clients

**We ended the year with 2 clients.**

## 2007

Westwicke recognizes  
need for a dedicated life  
sciences team and hires a  
senior Biotech partner



Client base expands in med tech and  
healthcare services

First IPO advisory client goes public

**“Westwicke has been a valuable partner in our investor relations effort. We engaged them several years ago to help us develop a strategic IR plan, target new investors and attract additional sell-side coverage. Like many companies, our senior executives are focused on running the business and have very hectic schedules. Westwicke has been instrumental in helping us attend the right events, meet with the right investors and more effectively utilize our time. Their knowledge of Wall Street and focus on healthcare has been invaluable.”**

*Michael Kirshbaum, Chief Financial Officer  
The Advisory Board Company*





## 2008

Westwicke opens our first west coast office (San Francisco) and hires a senior med tech partner  
 Healthcare services and life science teams expand  
 Westwicke moves to larger offices in Baltimore  
**Signed our 20th client.**



## 2009

Westwicke clients raise \$1.2 billion in follow-on equity offerings  
 We open a San Diego office and now have a life science practice on both coasts

## 2010

Westwicke hosts an “IPO Bootcamp” for private companies (Palo Alto)  
 Adds institutional marketing team  
 Westwicke now has clients in 18 states



## 2011

Westwicke hosts “Wall Street Revealed” conference  
 Doubles size of Life Science team  
 Celebrates 5 year anniversary  
**Signed our 40th client.**



## 2012


Strengthens analyst team with addition of Med Tech and Life Science personnel



## 2013

IPO Advisory business sees record financing activity as our private clients price over \$1 billion in IPO proceeds  
 Begins publishing our “Westwicke Wisdom” monthly newsletter  
 Begins our “Wall Street Revealed” webinars  
**Signed our 70th client.**



A silver whistle is hanging from a chain on a green chalkboard. The chain is attached to a metal ring at the top, and the whistle is at the bottom. The chalkboard is green and has some white chalk marks at the bottom. A piece of white chalk is lying on the wooden ledge at the bottom right.

"Prior to working with Westwicke, our investor marketing strategies were all over the board and relatively ineffective. Westwicke taught us there is a science and methodology that allows us to optimize our efforts. As a result, we now meet with the right investors in the right forums, greatly reducing the amount of time we spend in these efforts while increasing our exposure and productivity."

*Mark Heggstad, EVP and Chief Financial Officer  
American Medical Systems*

Even when you're at the  
top of your game, you  
still need a good coach.

## PUBLIC COMPANY SERVICES

# Investor Relations Strategy & Execution

Westwicke works with public companies to help position their story properly within the investment community and to develop value-added strategies to build a quality, long-term shareholder base and enhance equity market value. Our extensive Wall Street backgrounds allow us to help our clients design and execute the optimal investor relations program. We work with our clients on the following key activities:

### Corporate Message and Positioning

Your corporate message must be clear, concise and compelling. In a crowded capital markets environment, institutional investors reward management teams that effectively communicate their key messages and investor themes.

### Investor Presentation Review

Input from many stakeholders often leads to an investor presentation that does not clearly reflect your current business and growth opportunities. We work with you to ensure that your investor presentation articulates your key investment highlights and evolves with the business.

### Sell-Side Strategy

Managing your existing sell-side relationships and attracting incremental research coverage is crucial. The sell-side has gone through extensive changes that have led to significant turnover in senior analysts. We leverage our relationships to help our clients attract incremental research coverage. Additionally, we target the correct conferences to attend and prioritize one-on-one meetings to significantly improve management's productivity at these events.

### Buy-Side Targeting

With so many institutional accounts in each region, marketing days have become overwhelming and less impactful. Targeting investors with genuine interest and a history of long-term ownership is paramount. Our experience has proven that the quality of meetings is far more important than the quantity. We actively manage the non-deal roadshow process to enhance the overall quality of marketing days and produce the best outcome.

### Earnings Call Preparation & Management

As former research analysts and portfolio managers, we are uniquely qualified to assist in the preparation of press releases and earnings call scripts. Our perspective allows us to work with you to develop an impactful script, anticipate likely questions and effectively prepare for the question and answer session.

### Ongoing Execution

Effective execution of a well developed IR strategy produces tangible results. Our senior professionals work hand-in-hand with a limited number of clients to ensure that together we achieve your goals.

*"Westwicke Partners works with several of my portfolio companies. They do an outstanding job of helping these companies to articulate their stories, incorporate their investment themes into the investor slide deck and provide a level of transparency that I appreciate. Management teams that work with Westwicke are well prepared for their quarterly conference calls, regardless of the results. I would highly recommend them to any public or private healthcare company."*

*Rouven Wool-Lewis, Investment Analyst, T. Rowe Price*



## PUBLIC COMPANY SERVICES

## Capital Markets Advisory

Westwicke Partners has extensive real life experience, as well as a wide breadth of knowledge in virtually every aspect of the equity capital markets. Westwicke's partners have provided unbiased and independent advice to our clients to help them achieve their corporate objectives.

Public companies today are faced with numerous financing opportunities and challenges. Innovations in financing structures and execution strategies have increased the number of options for raising equity capital. In addition to fully-marketed follow-on and convertible transactions, PIPEs, registered direct transactions, bought deals and overnight transactions have all become commonplace. While this range of options can be advantageous to companies, selecting the appropriate type of transaction and ensuring quality execution has become even more important.

Additionally, ensuring that your investor base understands your strategic direction is critical within the context of an acquisition or licensing transaction. Clearly communicating the rationale behind the transaction and its financial impact is crucial to ensure that your investors appropriately value the deal.

Westwicke Partners works with our clients to provide completely independent advice as they consider capital markets issues. We utilize our nearly 200 years of collective Wall Street experience to provide an unbiased perspective on various topics, including:

- Capital Raising Strategies
- M&A Communication and Advisory
- Shelf Registration Advice
- Stock Buy-Back Strategies
- Insider Sale Transactions
- Guidance Policies and Metrics
- Shareholder Transition Strategies
- Activist Shareholder Strategies

**"I have been a Portfolio Manager for more than 20 years and have had the opportunity to interact with a large number of investor relations firms throughout my investing career. I have never worked with another firm as specialized, focused and knowledgeable as Westwicke Partners. Westwicke thoroughly understands the healthcare industry and my portfolio companies tell me that they add tremendous value and become an important advisor for the senior management team to utilize."**

*Matthew Norris, Portfolio Manager  
Waddell & Reed Investment Management*

**"Westwicke brings to the table not only deep Wall Street and healthcare experience, but also familiarity with our business. This combination has proven to be an invaluable complement to our internal efforts to communicate effectively with our stakeholders. Over the years, Westwicke has helped us to communicate numerous acquisitions, to develop our institutional marketing strategy and has been instrumental in successfully completing two follow-on offerings. I would enthusiastically recommend Westwicke Partners to other companies."**


*Bill Sanger, Chief Executive Officer  
Envision Healthcare, Inc.*



Like fine wine, we believe  
advisors improve with  
age. Westwicke's partners  
average nearly 20 years of  
Wall Street experience.

"Westwicke Partners has been a welcome addition to the planning and continuous execution of our investor relations strategy. Their knowledge of the healthcare sector, coupled with their ability to truly understand our investors, fund managers, sell and buy side analysts, financial advisors and investment banks leaves them uniquely qualified to help guide us. Rochester Medical is a small, high growth Medical Device Company, whose primary IR conduits are also the people running the business. Westwicke Partners helps us balance the needs of our business with the needs of our investors in a timely, cost effective manner."

*David Jonas, Director and Chief Financial Officer  
Rochester Medical Corporation*



We recognize taking your company public can be scary. Having helped hundreds of companies through the process, Westwicke will guide you every step of the way.

"We engaged Westwicke a few months before our planned IPO, as we recognized the countless tasks that needed to be done prior to getting on the road. Westwicke helped us develop our roadshow presentation, build the financial model for the analysts, prepare for the analysts' "teach-in," rehearse the actual delivery of the roadshow and anticipate likely questions. In addition, they helped us think about life beyond the IPO. Their experience and insight helped greatly and, while we ultimately decided to be acquired by a strategic partner, we were incredibly well prepared to complete the IPO and thrive as a public company."

Bryce Williams, *President and CEO*  
Extend Health, Inc.

## Private Company Services

Westwicke works with private companies to help them develop a comprehensive capital markets strategy, raise their visibility on Wall Street and position them for long term success, regardless of whether they choose to pursue a strategic transaction or an Initial Public Offering.

As a private company, you are faced with numerous financing options including: raising additional private capital, deciding to pursue an IPO or pursuing a strategic transaction. Regardless of the path you choose, Westwicke's services can help you as you begin to position your company on Wall Street and raise your visibility in the capital markets.

If you decide to go public, our experience has shown that the most successful IPOs start long before the roadshow kicks off. Our comprehensive IPO Advisory process centers around working with our clients in the year prior to the IPO to develop their corporate message and to introduce them to potential banking partners, sell-side research analysts and institutional investors. Additionally, we work side-by-side with our clients throughout the entire IPO execution, providing independent capital markets advice.

We also work with private companies on a project basis to assist them with:

- Corporate Positioning
- Financial Model Review
- Investor Presentation Content
- Research Analyst Visibility
- Presentation Graphics and Design
- Sell-Side Conference Strategy
- Presentation Coaching/Speaker Training
- Buy-Side Feedback

**"Despite having taken two companies public before TranS1, I engaged the Westwicke Partners team over a year before we completed our IPO. During that time they helped us raise our visibility on Wall Street, advised us on our corporate positioning, guided us through the banker selection process, worked with us on the design of our roadshow presentation and advised us as we priced and allocated our IPO shares. I would highly recommend them as an independent advisor to any company considering a public offering."**

*Rick Randall, Executive Chairman  
TranS1*

**"We engaged Westwicke Partners early in the process of planning for an initial public offering. They were particularly helpful to me as I had not taken a company public as CEO before. Westwicke Partners helped us effectively position the company as well as educating our management team on how Wall Street works. In addition, they were very helpful in selecting the right banking team for Acclarent and ensuring that the IPO process went smoothly. Despite the fact that we ultimately sold the company instead of completing the IPO, Westwicke Partners was a valuable member of the team and I would engage them again if I was considering an IPO or sale."**

*Bill Facticeau, CEO  
Acclarent (acquired by Johnson & Johnson)*



"Westwicke was a valuable partner throughout our entire IPO process from before the bake-off, through pricing and allocation. They dedicated senior attention to the process, were always available when needed and provided a valuable, independent perspective. As this was my first time taking a company public, I particularly valued Westwicke's ability to help me understand the rules of the game and what motivates each party in the process. Lastly, Westwicke's ability to genuinely speak in the language of investors was invaluable as we positioned the company, drafted our S-1 and prepared for our roadshow."

Dr. Peter Wrighton-Smith, *Chief Executive Officer*  
*Oxford Immunotec*



Our comprehensive,  
proven method will help  
you execute the optimal  
Initial Public Offering.

# IPO Advisory: Pathway to the Public Market

## Preparation

A well prepared management team will build and enhance the company's reputation on Wall Street. *Key activities:*

- Wall Street 101 (Participants' motives & Fair Disclosure overview)
- Develop corporate message and key investor themes
- Create investor presentation
- Prepare management for likely questions
- Rehearse delivery of answers
- Establish metrics and milestones
- Determine appropriate disclosure level and review financial projections

## Visibility/Feedback

Developing relationships early and gathering constructive feedback will enhance long-term success. *Key activities:*

- Identify potential partners
- Introduce target investment bankers/sell-side research analysts
- Obtain invitations to key investor conferences
- Schedule meetings with leading buy-side accounts
- Solicit unbiased feedback on messaging, positioning and investor presentation

## Investment Bank Selection

The right banking and research partners are critical to successful execution and after market support. *Key activities:*

- Evaluate banking credentials/presentations
- Provide insight into research analysts institutional reputations
- Evaluate proposed deal structure
- Recommend optimal syndicate structure (i.e. sole or joint-bookrunners)
- Assist with negotiations of roles and economics amongst bankers

## Registration/ Post-IPO Preparation

IPO execution must take into account post-IPO IR strategy to ensure successful transition from private to public ownership. *Key activities:*

- Prepare for organizational meeting
- Review S-1 to ensure key selling points are communicated effectively
- Coordinate research analysts
- Share independent advice on execution
- Establish relevant guidance metrics
- Develop strategy for investor conference attendance and non-deal roadshow marketing
- Prepare quarterly conference call scripts
- Create disclosure policy
- Target and prioritize preliminary buy-side accounts

## Marketing/ Pricing

The IPO roadshow and pricing are hectic and an independent perspective can be valuable. *Key activities:*

- Develop and review roadshow presentation to ensure key selling points are reinforced
- Review roadshow script and develop potential Q&A
- Target quality long-term investors
- Track/evaluate investor feedback
- Articulate independent perspective on final valuation recommendations
- Describe investor valuation methodology
- Offer perspectives on pricing strategy
- Provide independent view on institutional track record
- Evaluate the order book
- Advise on allocation strategy

# Before you select an Investor Relations firm, ask them these questions:

- **Is investor relations their primary focus?**
- **Can they help you from both a strategic and tactical perspective?**
- **What specific knowledge do they have of the healthcare industry and healthcare investors?**
- **Do they have relevant Wall Street experience?**
- **Will they commit to long-term senior level attention?**
- **Do they have the infrastructure and support staff to provide full service?**
- **What percentage of their new clients come from referrals?**
- **Do their current clients represent comparable peers to you?**

At Westwicke Partners, investor relations is our only business. We work exclusively with private and public healthcare companies and, in just seven short years, we have become the largest healthcare focused investor relations firm in the country. Each of our senior partners has almost 20 years of Wall Street experience that we bring to the table. This unique combination of experience, knowledge and perspective has allowed us to help our clients manage the many complexities of the capital markets and thrive in these challenging times.

# The Westwicke Team

Our team of former senior-level Wall Street executives includes: sell-side research analysts, buy-side analysts and portfolio managers, investment bankers, institutional salespeople, traders and equity capital markets professionals. We have almost 200 years of combined Wall Street experience, during which time we have analyzed hundreds of healthcare companies, reviewed countless investor presentations, participated in thousands of conference calls, and marketed and priced billions of dollars of equity offerings. Our experience allows us to provide our clients with a unique perspective in developing and executing their capital markets and investor relations strategies.

## SENIOR MANAGEMENT



**Mark Klausner, Managing Partner**  
[mark.klausner@westwicke.com](mailto:mark.klausner@westwicke.com)  
 443.213.0501

- 24 years of Wall Street experience
- Investment Banking/Equity Capital Markets
- Merrill Lynch, Alex. Brown, Deutsche Bank and Wachovia
- Head of Healthcare Equity Capital Markets
- 15+ years of healthcare experience
- Significant equity capital raising experience
- 100+ equity transactions executed



**Bob East, Managing Partner**  
[bob.east@westwicke.com](mailto:bob.east@westwicke.com)  
 443.213.0502

- 25 years of Wall Street experience
- Institutional Equity Sales
- Alex. Brown, Deutsche Bank and Oppenheimer
- Head of Chicago and Mid-Atlantic sales offices
- Extensive knowledge of the buy-side
- Diverse institutional account relationships
- Significant deal and non-deal marketing experience

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## INSTITUTIONAL MARKETING



**Tom McDonald**  
[tom.mcdonald@westwicke.com](mailto:tom.mcdonald@westwicke.com)  
 443.213.0508

- 19 years of Wall Street experience
- Institutional Equity Sales
- Alex Brown, Deutsche Bank, CIBC World Markets and Oppenheimer
- Senior equity salesperson managing the Mid-West, New York and Mid-Atlantic regions
- Extensive experience marketing private and public companies
- Senior institutional account relationships



## LIFE SCIENCES TEAM



**Stefan Loren, Ph.D.**  
 sloren@westwicke.com  
 443.213.0507

- 16 years of Wall Street experience and 10+ years scientific research
- Buy-side Analyst/Portfolio Manager, sell-side Life Sciences Analyst
- Perceptive Advisors, MTBIA, Legg Mason, Abbott Laboratories
- Ph.D. in Organic/Pharmaceutical Chemistry from the University of California, Berkeley
- Deep scientific knowledge and extensive biotech valuation and positioning expertise



**John Woolford**  
 john.woolford@westwicke.com  
 443.213.0506

- 19 years of Wall Street and biotechnology industry experience
- Equity Research - Biotechnology Legg Mason, MedImmune, Lentigen, Primedica
- Extensive knowledge of biotechnology corporate positioning and capital raising

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## MEDICAL TECHNOLOGY/DIAGNOSTICS TEAM



**Lynn Pieper, CFA**  
 lynn.pieper@westwicke.com  
 415.202.5678

- 19 Years Wall Street experience
- Sell-side Analyst - Medical Technology
- Buy-side Analyst and Portfolio Manager - Healthcare, with focus on Medical Technology
- Thomas Weisel Partners, Aphelion Capital
- Deep industry knowledge and institutional relationships



**Mike Piccinino, CFA**  
 mike.piccinino@westwicke.com  
 443.213.0509

- 12 years of Wall Street experience
- Buy-side Analyst – Multi-Sector with focus on Small & Mid Cap
- T. Rowe Price & Associates
- Focus on growth, GARP and value stocks
- Significant knowledge of the buy-side

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## HEALTHCARE SERVICES/HCIT TEAM



**Charles Lynch, CFA**  
 charles.lynch@westwicke.com  
 443.213.0504

- 19 years of Wall Street experience
- Equity Research - Healthcare Facilities
- Investment Banking - Healthcare Services
- Schroders, CIBC, Oppenheimer & Co.
- Extensive knowledge of the healthcare services industry



**Asher Dewhurst**  
 asher.dewhurst@westwicke.com  
 443.213.0503

- 14 years of Wall Street experience
- Equity Research - Healthcare Services
- FBR, Raymond James
- Knowledge of all aspects of the healthcare services industry
- Expertise in modeling, valuation and institutional marketing





**Robert Uhl**  
 robert.uhl@westwicke.com  
 858.356.5932

- Over 25 years of Wall Street and Biotech industry experience
- Senior Director IR - Halozyme Therapeutics
- Equity Research - Large Cap and Specialty Pharmaceuticals, Biotechnology
- FBR Capital Markets, Wells Fargo Securities, Leerink Swann, Salomon Smith Barney and Curran Capital Management



**Paul Chun**  
 paul.chun@westwicke.com  
 858.356.5931

- 7 years of Wall Street and biotechnology industry experience
- Business Analyst – Biotechnology
- Goldman Sachs, Tavistock Group, Amgen, Inc.
- Extensive knowledge of life sciences business development and biotechnology business analysis



**Ana Petrovic, Vice President**  
 ana.petrovic@westwicke.com  
 415.513.1281

- 8 years of Wall Street experience
- Sell-side Analyst – Biotechnology/Specialty Pharma
- Lazard Capital Markets, Leerink Swann, Unterberg Towbin
- 10+ years of healthcare experience
- Focus on micro- to mid-cap companies

**ASSOCIATES / ANALYSTS**



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**ADMINISTRATION**

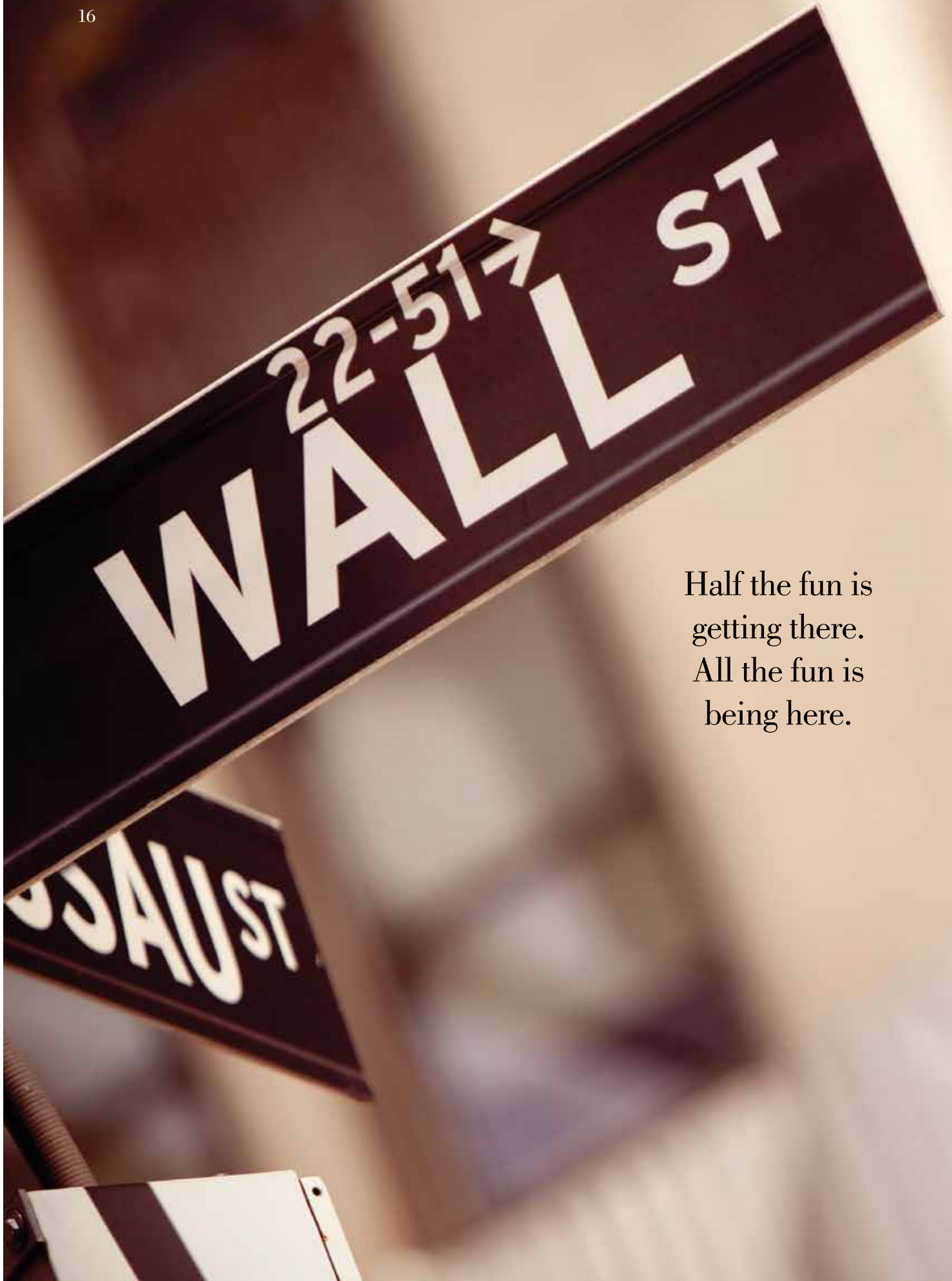


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**Debbie Walker**  
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Half the fun is  
getting there.  
All the fun is  
being here.

“Westwicke Partners is much more than your traditional investor relations firm. We engaged them several months prior to our IPO and they assisted us in preparation for the IPO process. As a result, we greatly benefited from their experience and understanding of how Wall Street operates. We have worked with Westwicke for over five years as a public company, during which time, they have helped us develop and execute a highly effective investor relations and capital markets strategy. Additionally, they have advised us on three subsequent capital raising transactions.”

Fritz LaPorte, CFO  
*Mako Surgical Corp.*



**WESTWICKE PARTNERS**

STRATEGIC INVESTOR RELATIONS • INDEPENDENT CAPITAL MARKETS ADVICE

**[WWW.WESTWICKE.COM](http://WWW.WESTWICKE.COM)**

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