

HEALTH & LIFE SCIENCES



We believe success in the Health and Life Sciences sector comes down to experience, innovation, persistence and relationships. Our dedicated team has unparalleled experience across the industry and strong relationships with the majority of the strategics. This enables us to know the trends and strategies that can help lead your company to success and optimize its value.

Our Health and Life Sciences team can help make your business more valuable at each stage of its development. Our team has cumulatively assessed more than 2,000 technologies and are experts in navigating the sometimes unclear waters that face health and life sciences companies. We look forward to building mutual trust to help you achieve the otherwise unachievable.

**CONTACT US**

**Dr. Patrick McNees** | Managing Partner Health & Life Sciences | Kirchner Group | [pmcnees@kirchnergroup.com](mailto:pmcnees@kirchnergroup.com) | +1 (205) 313.0784 x 221

**Gary Robinson** | Managing Director Health & Life Sciences | Kirchner Group | [grobenson@kirchnergroup.com](mailto:grobenson@kirchnergroup.com) | +1 (205) 313.0784 x 214

**Brett P. Giroir, MD** | Managing Director Health & Life Sciences | Kirchner Group | [bgiroir@kirchnergroup.com](mailto:bgiroir@kirchnergroup.com) | +1 (205) 313.0784 x 229

**Kirchner Group** | PO Box 977 Gadsden AL, 35953 USA | +1 (205) 313.0784 | [info@kirchnergroup.com](mailto:info@kirchnergroup.com) | [www.kirchnergroup.com](http://www.kirchnergroup.com)

The Health & Life Sciences sector boasts some of the most promising and potentially rewarding early stage companies today. Our industry knowledge paired with our deep operational experience offer significant value add to your company or investment at any stage of its lifecycle.

**AREAS OF SPECIALTY**



**Medical Devices**



**BioPharma**



**Health Services & Software**

**CORE STRENGTHS**

- Immunology, wound and skin care, imaging, as well as diabetes and obesity
- Senior, experienced executives, transaction experts and proven asset managers
- International network & experience
- Extensive IP expertise—assessed more than 2,000 technologies

**CORE SERVICES**

We provide a complete suite of services that can be tailored to your specific needs.

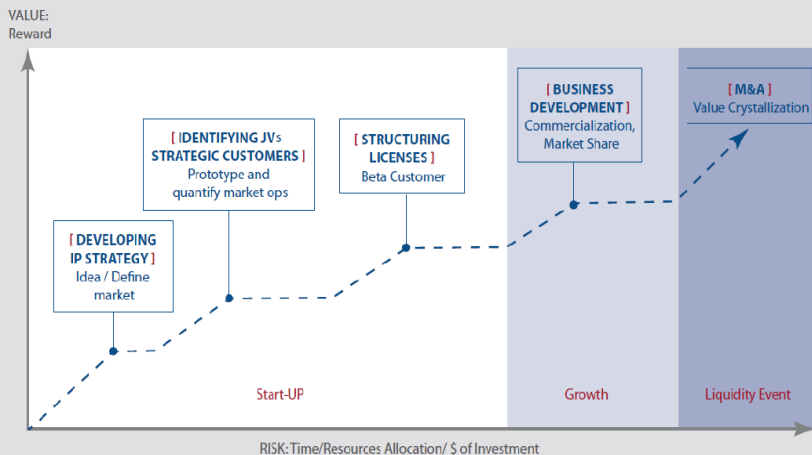
- M&A - sell and buy side transaction advisory
- Assessments - strategic reviews, pros/cons, go forward
- Corporate Development - licensing, strategic partnerships
- Business Development - commercialization, marketing
- Operational Support - interim management, workouts
- 'New Diligence' - proprietary due diligence approach
- Portfolio Acquisition & Support - underperforming, remnant



**Kirchner Group advised the primary founding investor on due diligence for two of the largest ever Biotech financings: Juno Therapeutics ('Series A/B' \$310M) and Denali Therapeutics ('Series A' \$217M)**

**WE CREATE VALUE ACROSS THE ENTIRE COMPANY LIFECYCLE**

*"The evolution of a business: a perpetual series of decisions that reflect risk/reward"*



**WORLD CLASS PARTNERSHIPS**



Kirchner Group partnered with HMP Communications in 2013 to launch a new venture, The Business of Wound Care (BWC).



Kirchner Group's Managing Partner has been directly affiliated with The University of Alabama at Birmingham (UAB) since 2007. UAB is a world renowned health science research center.



Kirchner Group announced an official affiliation with HudsonAlpha Institute for Biotechnology in 2012. HAI is the crown jewel of the United States second largest research park.