

TORREYA:
























A Leading Global Advisor in the
Generic Pharmaceuticals Sector

Torreyas Has
Deep Advisory
Experience
in Generic
Pharmaceuticals

CAPABILITIES	HIGHLIGHTS
<ul style="list-style-type: none"> • M&A transactions <ul style="list-style-type: none"> • Corporate-level • Asset-level • Advice on sale and purchase of manufacturing facilities • Financing <ul style="list-style-type: none"> • Debt • Growth equity 	<ul style="list-style-type: none"> • Most active advisor in generic pharmaceuticals sector¹ • Globally active across generics sector in North America, Asia, and Europe • Industry-leading team of eight professionals, with over 100 years of combined experience, including former heads of business development at Sandoz, Teva, and Cambrex • Access to wide range of deal flow—largest players to small, entrepreneurial companies

REPRESENTATIVE GENERIC PHARMACEUTICALS TRANSACTIONS SINCE 2015

Nearly \$4 Billion in
Generic Deals
Closed Since
Torreyas's Inception

 Sale of stock and conditional sale to  \$215 million + CVRs February 2019	 JV partnership in China with  \$50 million December 2018	 Sale to Undisclosed Large Pharma Group December 2018	 Sale to  PHARMA January 2018
 Crown Laboratories, Inc. Sale of Majority Equity Stake to  HILDRED December 2017	 Sale of generics portfolio to  FOSUNPHARMA 复星医药 \$18 million August 2017	 Acquisition of generics business of  UPSHER-SMITH \$1.05 billion June 2017	 Sale of Intrathecal business to  Piramal \$203 million March 2017
 Sale of equity stake to  EVERSTONE \$33 million November 2016	 Company sale to  WARBURG PINCUS \$100+ million December 2015	 Acquisition of  Alveda PHARMA CAD \$47 million October 2015	 Sale of ANDA portfolio to  ani \$25 million + profit share July 2015

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For more information, please contact +1 212.257.5801

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¹ Capital IQ and Torreyas calculations: 2016 – 2017

TORREYA GENERICS ADVISORY TEAM:



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Allen Lefkowitz leads Torreya's Generic Pharmaceuticals Advisory Team with 20+ years of business development, finance, and operating experience in life sciences. He has worked on some of the largest transactions in the sector, including Sandoz's landmark \$1.5 billion acquisition of Fougera and Teva's \$3.4 billion acquisition of Sico. Before joining Torreya in 2013, Allen was Vice President of Business Development and Licensing at Sandoz USA. Previously, he spent nearly two decades at Teva in Israel and in the US. He also served as global CFO of commercial operations for Teva API. He began his career at Schering-Plough and received his B.S. in economics and M.B.A. from New York University's Stern School of Business. He is fluent in Hebrew.



Benj Garrett
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Benj has been lead banker on well over a billion dollars of transactions since joining the firm in 2008. His experience covers cross-border transactions from both Japanese and Indian pharmaceutical companies. Many of his clients have come back for repeat business, mandating Benj on successive transactions after positive experiences and outcomes. Recent notable transactions on which Benj has worked include Avenue Therapeutics sale to Cipla, Tris debt recapitalization and the acquisition of NextWave Pharmaceuticals from Pfizer, and Sawai acquisition of the generics business of Upsher-Smith. Benj graduated *summa cum laude* from NYU's Stern School of Business, with a B.S. in finance and statistics.



Jie Liu
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Jie leads the company's operations in China. He has over 20 years of experience in the pharmaceutical and healthcare industries, mostly focused on global licensing and M&A. Jie joined Torreya in 2016 from Heritage Pharma, a subsidiary of Emcure Pharmaceuticals, where he was Vice President, Business Development and Licensing. Previously, he was Senior Director, Global Business Development at Teva, and held business development positions with increasing responsibilities at J&J, Cephalon, and Auxilium. Jie received a B.A. from Tianjin University in China and an M.B.A. in healthcare from the Wharton School at the University of Pennsylvania. Jie is a native Mandarin speaker and is licensed in the US as a speech pathologist.



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Before joining Torreya in 2016, Nitin led the healthcare banking division of IDFC Securities and was a member of life sciences investment banking teams at Avendus Capital and Yes Bank Ltd. Earlier in his career, he was responsible for the life sciences credit portfolio at IDBI Bank Ltd., and was a member of the structured finance team at ICICI Bank Ltd. Highlights of Nitin's life sciences transaction work include Dr. Reddy's acquisition of drug-delivery company Octopus, Shasun Pharma's merger with Strides, and Greater Pacific Capital's sale of its stake in Torrent. Nitin earned his B.A. in commerce from Mumbai University. He is also a Chartered Accountant from ICAI and a Chartered Financial Analyst. Nitin is fluent in English and Hindi.



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Ping has extensive experience in cross-border transactions, having worked on deals in more than 25 jurisdictions throughout North America, Europe, Middle East, Asia, Australasia and Africa. Before joining Torreya in 2017, He helped develop the M&A advisory business at PharmaVentures, where he worked on transactions in biotech, pharma, pharma services, medical devices, life science tools, and healthcare services. Ping was a co-founder of the integrated strategy/M&A execution practice at Monitor Group. Earlier, Ping served as an Associate at Lazard in London, and began his career as an Analyst in the M&A Department at Morgan Stanley's London office. He holds an M.A. in physics from Oxford University, as well as an M.B.A. with distinction in advanced corporate finance from London Business School.



Tom Bird
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Tom has 40+ years of business development, transaction, and operating experience with global pharmaceutical companies. Before joining Torreya in 2007, Tom was Vice President of Corporate Development at Cambrex, where he played a key role in the divestiture of manufacturing plants in Ireland and Belgium, and the sale of Cambrex Bio-Subsidiaries to Lonza. Prior to that, as President of Cambrex's Biosciences Group, Tom built the BioWhittaker cell biology division into a powerhouse supply business through both organic growth and acquisitions. Earlier in his career, he was President of Cuno, a filtration and separation company, and President of the Sherwin Williams Consumer Division. Tom holds a B.A. from Muhlenberg College.

Personal Relationships. Operating Perspective. Life Sciences Focus.

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