

# J.P. Morgan Life Sciences Commercial Banking Overview

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## Dedicated J.P. Morgan Team

### Life Sciences Banking

**Chris Lloyd**

*Industry Executive*  
Managing Director  
(617) 654-2834  
chris.lloyd@jpmorgan.com

**John Orlando**

*Commercial Banker*  
Vice President  
(617) 428-2190  
john.j.orlando@jpmorgan.com

**Sean Cimino**

*Commercial Banker*  
Associate  
(617) 310-0533  
sean.m.cimino@jpmorgan.com

### Treasury Services

**Chris Kretas**

*Treasury Management Officer*  
Vice President  
(617) 310-0538  
christopher.p.kretas@jpmorgan.com

### VC Coverage

**Susan Crinnion**

*Relationship Executive*  
Executive Director  
(212) 270-1809  
susan.crinnion@jpmorgan.com

# Why J.P. Morgan for the Innovation Economy?

*The breadth and strength of J.P. Morgan uniquely positions us as the best partner for the Innovation Economy*



## Leader in Payments

- \$3.2 trillion in wire payments processed daily<sup>1</sup>
- Simplified, bundled payments solution incorporating card and merchant processing
- Liquidity management alternatives



## Scale of Commercial Bank Platform

- 4mm Business Banking and 15,000 Commercial Banking clients across 118 cities in the U.S. and 13 major international cities
- Global footprint with banking capabilities in more than 50 countries
- Treasury portals offering customizable solutions tailored to your stage



## Dominant IB Franchise

- Top advisor in global and U.S. M&A
- Consistently ranked the top bookrunner of U.S. equity issuance
- Undisputed leader in leveraged finance, both globally and in the U.S.
- Deep industry knowledge and corporate finance advisory



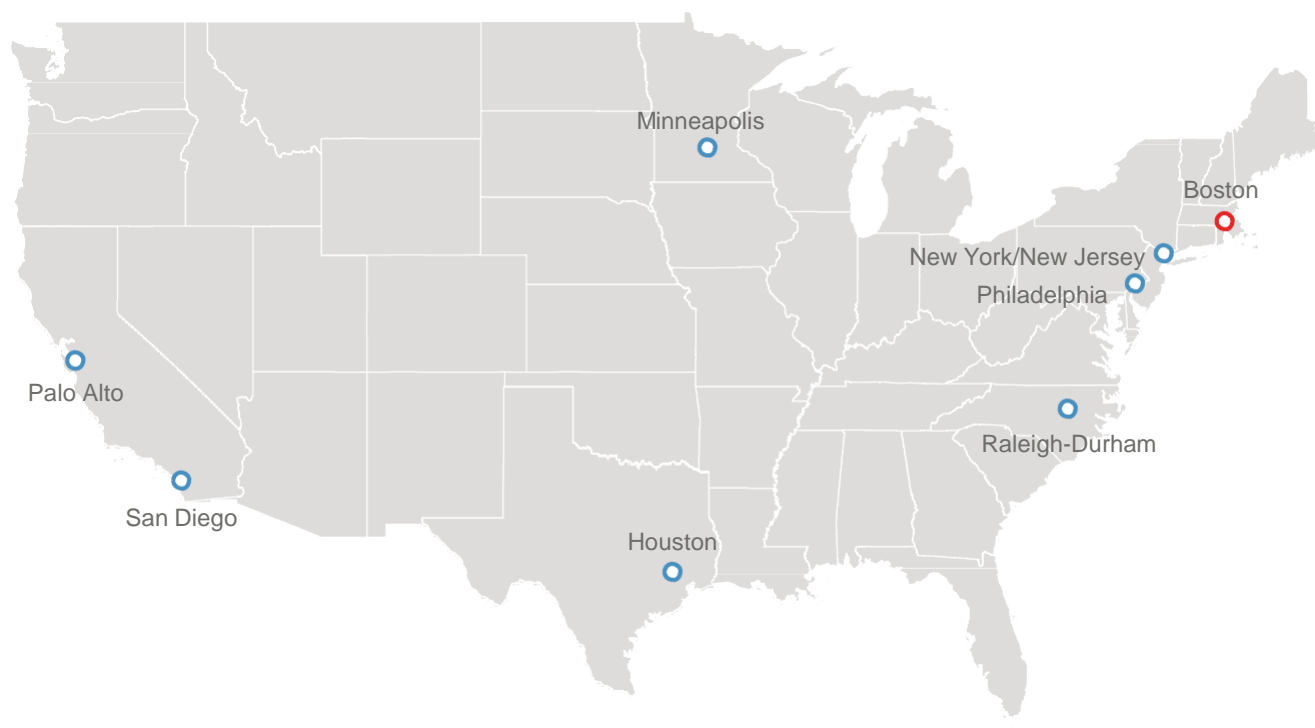
## Committed to the Innovation Economy

- Dedicated industry coverage for high growth companies
- Launch of the Accelerator Bundle to serve early stage companies
- Financing alternatives across the debt and equity spectrum
- Seamless partnership with the IB

<sup>1</sup>JPMorgan Chase Global Treasury Services Statistics library: *Our Products*. 2017

## Life Sciences Industry Expertise

- Expertise across multiple sectors including:  
**biotechnology, pharmaceuticals, medical devices, tools and diagnostics**
- **Deep sector knowledge** on numerous topics, such as
  - Current and evolving landscape
  - Business growth factors
  - Financing sources
  - Latest sector news, forecasts and trends
  - Business challenges and opportunities
  - Financing methods and requirements



# Life Sciences Rationale and Value Proposition

## 1 CB Commitment to the Industry

- Dedicated banker and credit team demonstrates investment, fluency and focus on the industry
- Bring immediate value to relationships through banker fluency in industry language, market trends and FDA approval process
- Unified “JPM Voice” to the market across Life Sciences and elevate the CB brand

## 2 Access to Industry Networks

- Distinct, close-knit network of investors, outsourced service providers, trade associations and research partnerships
  - Clients value bankers who can access industry networks including VC relationships and industry associations
- Firmwide strategy to engaging VCs and Silicon Valley to support bankers
- Access to #1 Healthcare IB coverage and research conference



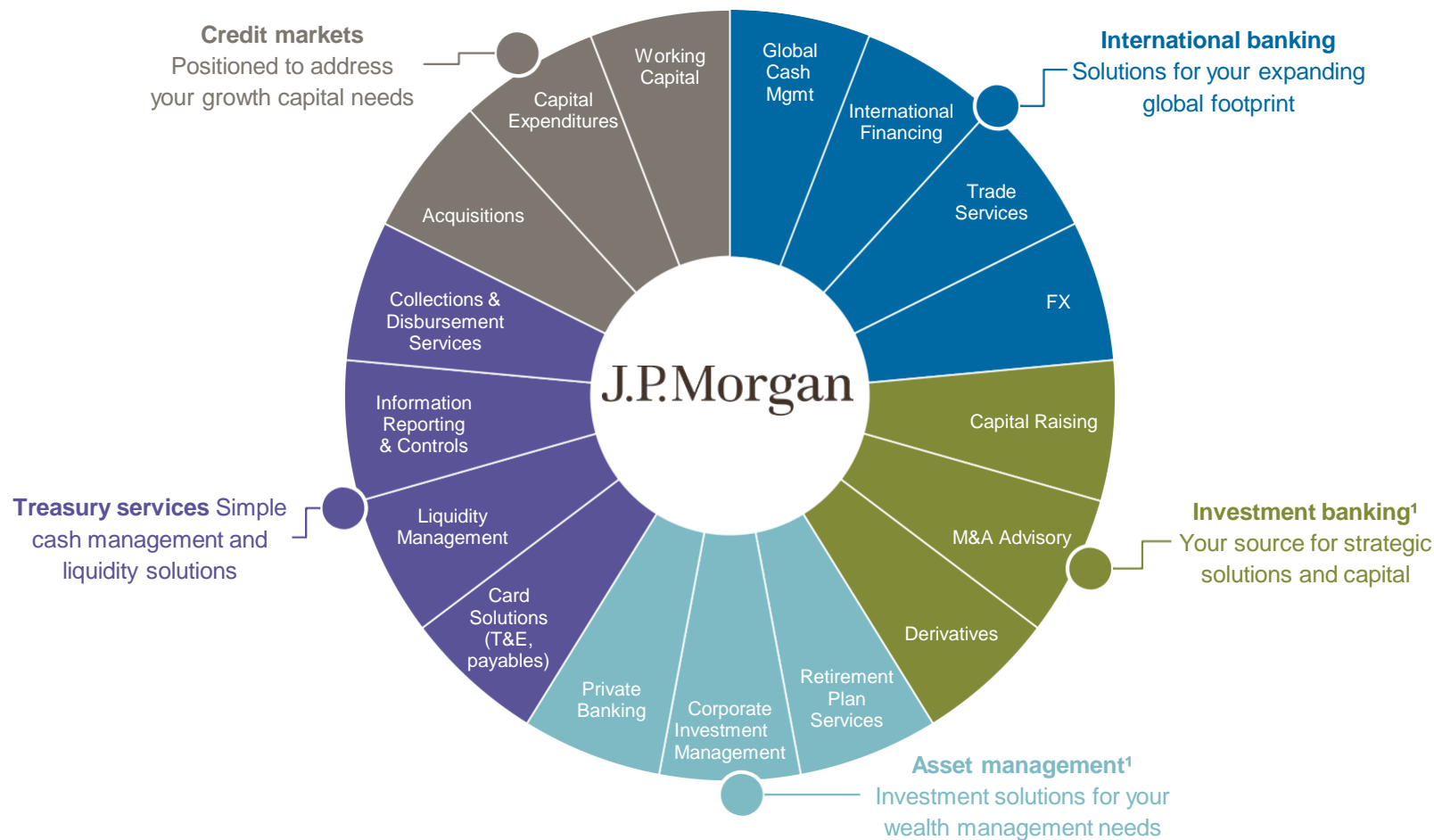
## 3 Manage unique regulatory, risk environment effectively

- FDA approval process usually means longer development / monetization timelines
- Need to manage specialized risk due to non-standard credit terms, structures and underwriting criteria
- Standard value metrics (i.e. revenue, EBITDA) are not typical indicators of value – Focus is more IP value/position, market size/patient populations, investor quality, etc.

## 4 Leverage Firmwide Expertise

- Cohesive continuum to market – Leverage JPMC platform to provide complete solution set no other bank can deliver
- JPM Healthcare IB thought leadership and best-in-class expertise
- Coordination with Private Banking – specialized focus on Life Sciences
- Leverage partnerships with PEs through Financial Sponsors Group (FSG)
- Coordination with Business Banking to identify potential prospects

Access the firm's full range of products and capabilities from pre-revenue to publicly traded companies



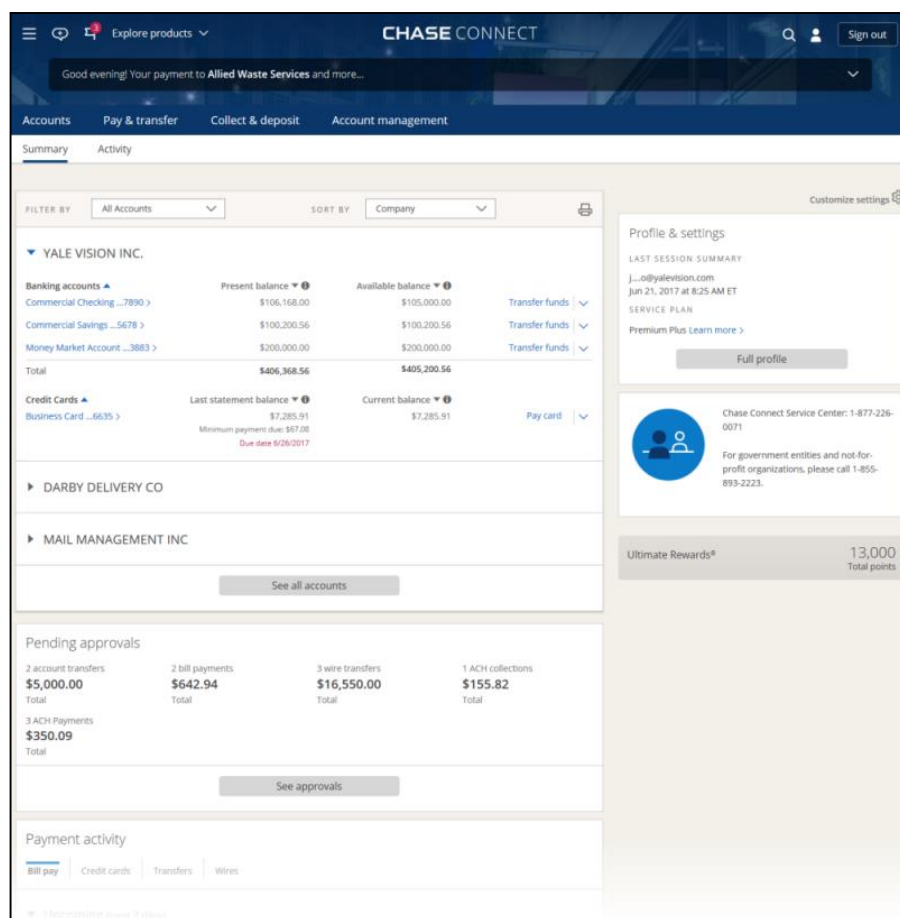
Note: JPMorgan Chase offers products and services in addition to those referenced here

<sup>1</sup> Solutions provided by J.P. Morgan Investment Banking and Asset Management partners

# Powerful Technology: Chase Connect<sup>SM</sup>

Designed to help control cash flow and manage business transactions.

## How It Works



## Key Features

- **Summary Page** – An overview of important information including account balances, pending approvals, recent and upcoming transactions and more, with quick links to actions
- **Account Activity** – Account balances, transaction history, loans and check images
- **Payments & Transfers** – Account Transfer, ACH Payment Services, Wire Transfer, Loan Management and Bill Payments
- **Collect & Deposit** – Chase QuickDeposit<sup>SM</sup> and ACH Collections
- **Account Management** – Access & Security Manager and Fraud Protection Services

## Benefits

- Monitor your company's account activity
- Control your company's cash flow by managing transfers, payments, receivables and loans
- Delegate cash management tasks to others while maintaining the control that you need
- Self enroll for Chase Connect at [www.chase.com/chaseconnect](http://www.chase.com/chaseconnect)

Terms and conditions, including fees and limitations, apply as described in the Chase Commercial Online/Chase Connect Access and Services Agreement.



# Chase CashFlow360<sup>SM</sup>

Designed to help control cash flow and manage business transactions.

## Out with the Old

Many companies that rely on paper-based methods to pay bills and send invoices have seen inefficiency, inaccuracy and high costs become the status quo—but it **doesn't have to be**.

As one of the many solutions integrated into the Chase Connect platform, Chase Cashflow360 allows you to convert from paper to a simple, **digital experience** that will upgrade and modernize the cash management experience for you and your suppliers. Better **control** over incoming cash, improved cashflow **visibility**, increased **accuracy**, and reduced **time** and **cost** are just some of the benefits you'll enjoy.

Connect with more than 2.6 million businesses already in the Bill.com network to **effortlessly send and receive** payments.

With Chase Cashflow360,  
you could see:

**2-3x**

faster payments<sup>2</sup>

**50%**

less time paying and approving bills<sup>2</sup>

**15+**

hours per week saved in paperwork  
and manual reconciliation<sup>3</sup>

## Modernized Bill Pay Experience

### Eliminate your stack of paper

- Automatically digitize paper bills and invoices
- Store all documents in a digital inbox<sup>1</sup>

### Automate approvals workflow

- Route bills to one or multiple approvers
- Seamlessly collaborate with vendors, customers and employees

### One-click to pay

- Connect with vendors to send and receive ACH payments
- Use Cashflow360 to print and mail checks on your behalf

## Simplified, Accurate Invoicing

### Easily send out electronic or paper invoices

- Create invoices online
- Send them via email or US mail with one click

### Track invoices and send reminders

- Manage outstanding invoices in an individualized dashboard
- Automatically send email reminders

### Get paid 2-3 times faster<sup>2</sup> with ACH vs. traditional paper check

- Receive payments via your own online payment portal

Terms and conditions, including fees and limitations, apply as described in the Chase Commercial Online/Chase Connect Access and Services Agreement.

<sup>1</sup>Chase Cashflow360 should not be used to store or transmit personally identifiable information or protected health information.

<sup>2</sup>Based on November 2017 survey of current Bill.com users.

<sup>3</sup>Based on November 2017 survey of current Bill.com users and subsequent cost-benefit analysis performed by J.P. Morgan.