

CORPORATE DEPARTMENT OF THE YEAR

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TRUSTED ADVISORS

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Latham & Watkins

What are your clients most worried about today?

In the life sciences sector, companies are always worried about their cash position and fundraising given the cost of product development. If the capital markets are robust, they'll want to take advantage of private and public financings, as they have for the last few years. If the markets are less favorable, companies need to identify alternative sources of product development funding. They are also concerned about the regulatory environment, and policies impacting approval of and reimbursement for their products. Changes in intellectual property laws impacting life sciences companies also cause concern.

What should they be worried about instead?

While all of these issues are legitimate concerns, life sciences

companies need to be disciplined and focused on defining carefully their business strategy in light of these and other market, technical and business challenges, relying on their advisor network for perspective. Development of life sciences products is time consuming, expensive and risky. Thinking strategically and formulating contingency plans early can help life sciences companies weather those challenges.

What do you see coming in your area of specialty that will shock everyone?

The Valley was built around the novel and unexpected, so practicing in Silicon Valley, very little is shocking. We expect to be surprised.



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Judith Hasko is the global chair of Latham & Watkins' life sciences licensing group.