

# Daily Journal

JANUARY 28, 2015

## TOP 20 UNDER 40

The editors of the Daily Journal reviewed more than 300 nominations to find just 20 lawyers for this list. As is the case every year, we are confronted with a richness of talent. Lawyers on the cutting edge of every issue facing the world. In deciding which ones will make

the cut, we looked for those with matters having a larger impact. It is great to win a case or successful put together a deal for a client. It's even better if it changes an industry, a region or society. As you read through this issue, you'll find a group of litigators, and corporate and

regulatory specialists working on many of the major issues of our time: drones, data privacy, transportation, health care, pharmaceuticals, gay marriage and on and on. We believe you'll be impressed. We were.

-The Editors

### FIRM

**Latham & Watkins LLP**

San Francisco and Menlo Park

### PRACTICE TYPE

**Corporate**

### SPECIALTY

**technology, energy and healthcare financings**

### AGE

**37**

## Haim Zaltzman



In the last few years, Zaltzman has closed more than \$3 billion in venture, structured and royalty debt financings for hundreds of technology, energy and healthcare emerging growth companies. And in each of the last three years, the value of the transactions Zaltzman has closed has grown by 30 percent or more.

But when Zaltzman joined Latham & Watkins' in 2008, no one was treating the debt market providing capital to these companies as a distinct market, he said.

"There was a bit of debt-related work that was coming with some of the technology

work, but no one was treating it as a unique practice or niche," Zaltzman explained.

Zaltzman worked to become an emerging companies debt expert and, as an associate, launched his own technology and healthcare-focused finance practice, which has since grown into a national team.

In one recent matter, Zaltzman led representation of one of the world's largest distribution, logistics and resale providers in the wireless industry in connection with its \$1 billion wireless device leasing program with a major financial institution. The resulting hybrid-financing transaction is expected to cover 1.5 million wireless devices over the course of three years.

Zaltzman also led representation of Menlo Park-based Geron Corp., a clinical stage biopharmaceutical company developing "what could be extremely revolutionary stem cell-related treatments," in one of the first loan and warrant facilities funded

under California's stem cell legislation.

"I was fortunate enough to be able to really help shape that legal document," Zaltzman said. "It was very exciting to not only create a new type of legal document for a government agency but also to be a part of an effort to basically empower companies that may not be able to receive this capital in the public or private markets."

Though there are "definitely" other firms that have started to do similar work to his own, Zaltzman said he believes he's "unique" in being the only one "advising all players in the ecosystem," including companies, lenders, private equity funds and venture capital firms.

"I find it to be really helpful to all of my clients to at least explain to them what the other side is thinking," Zaltzman said. "Being able to switch the hats has made me a better lawyer and a better deal adviser — I think it adds quite a bit of value."

— Alison Frost