

# TRAILBLAZERS

## HEALTH CARE | LIFE SCIENCE

### NATHAN AJIASHVILI LATHAM & WATKINS LLP



**PIONEER SPIRIT** Nathan Ajiashvili is a capital markets lawyer by training, but he credits the Latham & Watkins platform for his move into life sciences. “It was a combination of the platform, timing and the industry itself. We all have stories of people we know being impacted by Cancer or Alzheimers and working with innovative companies to help them is very rewarding.”

**TRAILS BLAZED** Ajiashvili represented clinical-stage biopharmaceutical company Zentalis Pharmaceuticals in its IPO valued at more than \$190 million. “From the capital markets’ perspective, it was the first company to attempt to go public following COVID-19 shutting down the markets in March of 2020. It was a risky situation, but we withstood the risk and volatility and executed a great transaction.” The Zentalis IPO launch also utilized a four-day roadshow with investors, demonstrating how virtual events were used to build trust. “It was the first IPO to ever have an all-virtual roadshow, and it essentially helped open up the capital markets again.” Ajiashvili also represented VillageMD in its partnership with Walgreens in a deal involving how people receive medical care. “We worked with VillageMD to expand its partnership with Walgreens, which was an unprecedented transaction for the industry and will help meet the needs of many patients.”

**FUTURE EXPLORATIONS** Ajiashvili believes the life sciences industry will be a leader in the capital markets this year, with biotechnology companies continuing to develop new vaccines. “The industry is on the cusp of some great innovation that will also change how health care is delivered, which includes increased use of artificial intelligence and the growth of telemedicine. I’m excited not just for 2021 but also for the long term.”