

## Martin J. Waters

PARTNER

Corporate  
San Diego

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### FOCUS AREAS

Biotech  
Capital Markets  
Corporate  
Corporate Governance  
Corporate Life Sciences  
Emerging Companies  
Life Sciences  
Mergers & Acquisitions

### HIGHLIGHTS

- **A Proven Company Builder**  
With more than 25 years of experience providing corporate and securities counsel, Marty has been instrumental in starting, building, and shepherding numerous emerging growth companies through IPOs or strategic partnerships.
- **Southern California Focus**  
A founding partner of the San Diego office and Southern California corporate practice, Marty leads the firm's efforts in representing public and private growth companies in San Diego, Orange County, and Los Angeles.
- **A Recognized Practitioner**  
Ranked Band 1 in the 2023 edition of *Chambers USA* for his corporate work in Southern California, Marty has been recognized as a leading corporate attorney in multiple editions of *Chambers USA*, as well as, *San Diego Metropolitan Magazine*, *IPO Journal*, and *LMG Life Sciences*.

### EXPERIENCE

Martin (Marty) Waters is a corporate and securities partner in the San Diego office. He is a founding partner of the firm's San Diego office and Southern California corporate practice. He was a partner in the Palo Alto office until opening the San Diego office in 2004. He has served as a member of the firm's board of directors.

Marty is a proven company builder with more than 25 years of experience providing corporate and securities counsel to high growth private and public companies. He has been instrumental in starting, building, and shepherding numerous emerging growth life sciences and technology companies through IPOs or strategic partnerships. Marty also represents several public companies in a general counsel capacity, as well as investment banks and placement agents in PIPEs and public offerings. Marty has counseled issuers and underwriters in more than 50 offerings.

Recognized in *Chambers USA: America's Leading Lawyers for Business* since 2011, Marty is "highly respected for the superlative quality of the corporate counsel he offers corporate clients." Sources describe him as a "very strong business partner" who "consistently delivers great advice" with a "specialty in managing complex and difficult stalemates."

### CREDENTIALS

#### Education

- J.D., Georgetown University Law Center, 1991

- B.A., Georgetown University, 1988  
*Cum Laude*

### Associations and Memberships

- Member, Board of Directors, Wilson Sonsini Goodrich & Rosati
- Member, Board of Directors, COMMNEXUS
- Member, Board of Directors, CONNECT
- Member, PEERs Network

### Honors

- Named among Southern California's top corporate attorneys in the 2011-2023 editions of *Chambers USA: America's Leading Lawyers for Business*, earning kudos for his representation of emerging growth companies and seen as "pragmatic, forward-thinking and thorough"
- Selected for inclusion in the 2023-2024 editions of *Best Lawyers in America*
- Recognized among San Diego's top corporate attorneys for 2011 and 2012 by *San Diego Metropolitan Magazine*
- Recognized as a "Life Science Star" in the finance and transactional section of *LMG Life Sciences* in 2012 and 2013
- Named to "Lawdragon 500 Leading Dealmakers"
- Named to "Lawdragon 500 New Stars, New Worlds"
- Ranked by the *IPO Journal* in the top 10 of the publication's "Top 100 Lawyers Acting as IPO Issuer's Counsel"

### Admissions

- State Bar of California
- State Bar of New York
- State Bar of Wyoming

## SELECT TRANSACTIONS

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### Public Offerings

- Represented Ra Medical Systems in its \$66.3 million IPO. (September 2018)
- Represented NantHealth in its \$91 million IPO. (June 2016)
- Represented NantKwest in its \$207.2 million IPO. (July 2015)

### Mergers & Aquisitions and Strategic Partnerships

- Represented Inogen in its \$101.8 million acquisition of New Area (August 2019)
- Represented Vertiflex in its sale to Boston Scientific for \$565 million. (June 2019)
- Represented Cianna Medical in its sale to Merit Medical Systems for \$200 million (November 2018)

### Venture Financings

- Represented Concentric Analgesics in its \$76 million Series B. (May 2019)
- Represented ABK Biomedical in its \$30 million Series B. (April 2019)
- Represented Vertiflex in its \$40 million Series C. (March 2017)