



Edwin H. Gordon
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Ed is a Managing Director and co-head of Ladenburg Thalmann & Co's Life Sciences Investment Banking Group. During his tenure, the group's capital markets activities on behalf of life sciences clients has grown over 60%. Ed formerly was head of Punk, Ziegel & Co.'s (PZ&Co) life sciences health care investment banking effort for 7 years, re-building PZ&Co health care practice from 2000 through 2007 undertaking PIPEs, private placements, IPOs secondary offerings, ATMs and executing PZ's first lead managed life sciences IPO in 2004. Prior to Punk Ziegel, Ed was a Managing Director in the investment banking groups at SG Cowen and Furman Selz, both highly regarded investment banks specializing health care. He has raised over \$6 billion in the form of initial public offerings, secondaries and private financings on behalf of clients. Moreover, he has undertaken strategic activities for his clients valued at \$12 billion during his career.

Before moving into investment banking, Ed was an equity research analyst for 10 years. His last equity research position was as a Vice President and senior equity analyst covering health care services (hospitals, managed care and physician practice management) for Morgan Stanley & Co.'s equity research department. As an analyst, Ed was recognized by the Greenwich Associates survey and Institutional Investor magazine for his insights as one of the top analysts covering health care services companies.

Ed advised CMS (formerly HCFA) on the establishment of a prospective payment system for nursing homes and co-authored a book on the case mix adjusted system for reimbursing inpatient hospital stays and its impact of this system on US hospital system finances. For the past seven years, he has been asked to lecture one class during the course, The Business of Healthcare Innovation, at The Tepper School within Carnegie Mellon University on the topic of the Wall Street perspective on life sciences finance. Ed is a member of the Advisory Committee at Montefiore Hospital.