Walter Greenblatt & Associates LLC
Case Study —WuXi PharmaTech
Concept to IPO

Concept → Seed Round → Growth → IPO

October 1999

Dr. Ge Li and Walter Greenblatt travel to Shanghai and Xian for preliminary planning meetings

Dec 2000

WXPT Founded

Series A Financing

Raised $2.2MM

Walter Greenblatt & Associates, Financial Advisor

Institutional Funding

Series C Financing

Raised $54.5MM

Institutional Funding

April 2000

WXPT CEO Dr. Ge Li and Walter Greenblatt prepare “back-of-napkin” business plan (in coffee shop) and subsequently formalize it

March 2001

WXPT establishes Shanghai operations in Waigaoqiou Free Trade Zone

Series B Financing

Raised $19.2MM

Walter Greenblatt & Associates, Financial Advisor

Institutional Funding

August 2007

Raised $185MM in NYSE IPO

(NYSE: WX)

August 15 Market Cap $1.1 Billion