



THE SAGE GROUP

30 YEARS OF GLOBAL TRANSACTIONS FOR BIOSCIENCE COMPANIES

**Strategic and Transactional Services
for Healthcare and Life Sciences
Companies**

WWW.SAGEHEALTHCARE.COM

CORPORATE PRESENTATION 2025

DEAL MAKING SUCCESS

“Deal-making success will increasingly depend on advanced analytics and AI capabilities to evaluate scientific, commercial, and competitive potential with precision.”

- PwC Global Pharma & Life Sciences Outlook

OVERVIEW

The Sage Group is a leader in providing strategic transactional services to health care companies in the pharmaceutical, biopharmaceutical, drug delivery, diagnostics, medical device, life science, and regenerative medicine fields. We have global operations in USA, Europe, APAC, Israel, India, China and Japan.

We use the latest and most advanced AI-powered tools for in depth market analysis which provides a deep reach on the most relevant companies in a particular therapeutic space of relevance to our clients. Our proprietary search engine (SAGEIQ) enables us to identify and engage with the most relevant target companies for licensing, partnering and M&A, wherever they occur globally.

We have an incisive ability to define and implement strategies for optimal asset monetization in a highly competitive marketplace. We have executed numerous licensing/partnering and M&A transactions on both buy and sell side for 30+ years. See our website [Clients | The Sage Group](#)

REASONS TO WORK WITH SAGE

WE HAVE-INDUSTRY LONGEVITY = CREDIBILITY

“30 years of guiding life sciences deals through every market cycle.” Sage is battle-tested in volatile times and we deliver outstanding experience in business development and client teamwork

DEAL CREATIVITY IN A DOWN MARKET

Sage is the "go-to" firm when traditional financing stalls. We bring inventive deal structures, creative monetization, and access to global partners. When markets stall, deals don't have to. Innovative problem-solving experience

WE HAVE EXTENSIVE CROSS-BORDER EXPERTISE

This differentiates us from our competitors, real feet on the ground and excellent market experience globally. We can offer global reach in a time when many firms are narrowing focus. Incisive industry network

AI & DATA-DRIVEN INSIGHTS

Sage offers a hybrid of expertise and AI-powered intelligence for partner targeting and due diligence. Our new **SAGEIQ** technology powers deep insight into key market players likely to be interested in your offering.

SCOPE

Our scope is broad. Sage has the knowledge and experience to manage and close partnering transactions across the span of healthcare disciplines with particular expertise in oncology, neurology, infectious diseases, cardio-metabolic diseases, immunology, and musculoskeletal diseases. Sage Principals work directly with our clients without any delegation to the back office.

WE HAVE A CLEAR, IN-DEPTH UNDERSTANDING OF SCIENCE, TECHNOLOGY AND MARKETS

SAGEIQ

The ability to source and complete successful transactions in the life sciences space is critically dependent on in depth market analysis on a global basis.

Sage has recognised the need for advanced research tools to ensure that no stone is left unturned.

Recent availability of AI-powered methodology has enabled Sage to employ a suite of new proprietary tools to assist in this area, and this inhouse capability is called **SAGEIQ** ([SAGEIQ | The Sage Group](#)).

The Sage Group has launched **SAGEIQ** for the benefit of its clients - a new range of capabilities for transactional advisory services using a novel offering of carefully curated, AI-powered research agents.

The Sage AI Search Engine (**SAGEIQ**) builds on Sage's extensive experience in healthcare and life science deal making, which we have been using for over 30 years to help clients monetize and commercialise their assets.

We have worked with leading industry experts to formulate **SAGEIQ** in the context of our client's need for strategic transactions including M&A and licensing in/out.

SERVICES

- Managing, negotiating and closing in- and out- licensing, partnering and M&A transactions on both the buy- and sell- sides
- Global product, technology and company acquisition searches and deal making
- Due diligence reports, strategic assessment and planning on a fee for service basis
- Market and technology assessments and due diligence for devices and drugs
- Comparable and NPV valuations
- Through alliances and partnerships:
 - Market research, industry and KOL interviews
 - Regulatory advice and guidance (NDAs, BLAs, 505b2, etc)
 - Pricing and reimbursement in US and Europe
 - China and Japan market entry

OUR CLIENTS

- Management Teams and Boards of Healthcare companies including
 - Pharmaceutical and Biotechnology Companies
 - Medical Device and Drug Delivery Companies
 - Diagnostics Companies
 - Drug Discovery Companies
- Financial Advisory Firms
 - VCs, PE Firms
 - Investment Advisory Groups
 - Family Offices

HOW WE ADD VALUE

The experience of our Principals allows Sage to add value because:

- We have an outstanding and proven track record in consummating transactions, whether partnering, M&A, licensing, buy-side or sell-side or financing
- We have a strong global network second to none
- We provide a reliable and focused commercial development resource to support your existing business development resource.
- We use proprietary AI-powered market research and analysis to deliver access to key strategic partners for your company
- Sage Principals work directly with our clients without any delegation to junior staff thereby applying the experience and expertise of the Sage principals directly to achieving our client's business development objectives.
- We are hands-on and accountable and integrate effectively with our client's Management Team
- We have a strong and well-tuned process for M&A and strategic partnering transactions that makes them efficient and effective in getting our client's message to the right people in the potential partner organizations which quickly narrows the process to interested targets and shortens the time to closing
- We create a competitive environment for your asset thereby improving chances of optimal deal structure and terms
- We join our client's team in a very real sense, a key component to successful partnering transactions. We are truly transparent. Every interaction we have with a potential partner is recorded in a Control Sheet. It is updated daily, placed in a secure dropbox and available to our clients 24/7. We have weekly meetings with our clients to discuss the partnering endeavor determining what needs to be done next to get to a closing. Our clients never wonder what's going on!

SELLSIDE PROCESS

- We work with our clients to present their assets in detail including IP, technology, regulatory profile, market and competition, USPs, supply chain.
- We prepare a corporate overview of our client's asset(s) for potential partners and a data room for confidential access
- Using SAGEIQ and our decades of experience and contacts, we search our global networks, contacts and databases for targets likely to be compatible with the asset for partnering and go-to-market as well as strategic investors
- We prepare market-ready financial forecasts which are likely to drive deal terms
- We engage with potential partners initially on a non-confidential basis, then move to CDAs, confidential discussions, data room sharing, face to face meetings
- We follow up and generate interest among targets including PR to generate newsflow
- We coordinate technical and business meetings (face to face or teleconferences)
- We conduct discussions and negotiations with potential partners and work with them to prepare competitive term sheets
- We work in a synergistic fashion with BD personnel from our client throughout the program and report to our client's board as needed
- We work with our client in partnership throughout deal formation, term sheet negotiation, value discussions and final closure

BUYSIDE PROCESS

- We work with our clients to understand their needs, priorities and criteria for new incoming products which they wish to license or acquire, against a tight specification if possible
- We prepare a corporate overview of our client's business as an information tool for targets
- We search our global networks, contacts and databases for assets/products and rank these in line with our client's needs and requirements
- We assess the likelihood of getting a deal done and negotiate the right terms in conjunction with our client's BD team
- We conduct due diligence on the asset(s) to identify key value drivers such as IP, competition, stage of regulatory development, COGS, regional rights etc
- We conduct discussions and negotiations with targets having identified the top priorities agreed with our client and prepare a term sheet as well as leading due diligence if required
- Finally, we work to close the deal!

TERMS OF ENGAGEMENT

- Fees for transactions *normally* have two components to be negotiated and agreed with our clients:
 - ❖ A monthly fee sometimes weighted to the start of the program and always agreed in light of our client's financial resources
 - ❖ A Success Fee typically a single digit percentage paid only when our client receives payment
- Expenses at cost subject to client approval
- Flexible fixed term assignments in some situation
- Fees for strategic assignments, valuations, due diligence or market assessment are normally fixed fees

GLOBAL ADVISORY ROLES

Our licensing, alliance, and M&A experience is key to accomplishing our goals. Recent examples include

- Aytu and FabreKramer Pharma, a licensing deal in USA for EXXUA, a novel approved drug for Major Depressive Disorder
- Intellomx and J&J, advised on a technology partnering deal in novel drug identification for lung cancer
- BioNature, a Cyprus-based company with novel, neurotrophins compounds targeted at neurodegenerative and ophthalmic diseases to a major Europe ophthalmology company.
- Zhimeng Biopharma, a Chinese client which is developing a novel infectious drug asset for which Sage identified, negotiated, and closed a worldwide license agreement with GSK for a TLR8 agonist as part of GSK's HBV cure program. Valued at >\$500M+.
- Cancer Prevention Pharmaceuticals, a US business with a novel drug for FAP (familial adenomatous polyposis) which is a precursor of colon cancer for which Sage negotiated and closed a \$100 million+ North American license agreement in June 2021 and for which Sage identified and helped negotiate the merger of CPP with the public US company, Panbela Therapeutics,
- Discovery Biomed, a US business focused on delivery of preclinical CRO services for renal disease models and owning a portfolio of preclinical renal drug assets for which Sage identified and negotiated the sale of the company to a large international biotechnology company. This also closed in July 2022.
- Medac GmbH, a German company with a novel drug product for stem cell transplantation approved in EU for which Sage negotiated and closed a \$100 million+ US commercialization and supply agreement. A further agreement was negotiated for the Canadian market in Q3 2021.
- OncoSec, a publicly quoted drug device oncology company focused on melanoma for which in March of 2019 Sage closed a partnership in Australia where melanoma has a high incidence rate and for which Sage identified both European and U.S. partners and negotiated term sheets; in 2020 Sage also advised OncoSec on aspects of a \$60 million investment from a Chinese company staged with an option to acquire the full company.
- Delcath, a NASDAQ quoted business working in metastatic ocular melanoma and intrahepatic cholangiocarcinoma) liver chemotherapy for which Sage partnered Delcath's lead product for EU, LATAM and Australia
- Redhill BioPharma, an Israeli based pharmaceutical company with blockbuster G.I. drugs for which Sage identified negotiated and closed a strategically pivotal co-promotion agreement with Concordia Healthcare an international pharmaceutical and medical device firm.

- Palau Pharma, a small Spanish pharmaceutical company, for which Sage identified negotiated enclosed the sale to Allergan (now becoming part of AbbVie) of a novel antifungal drug portfolio.
- Help Therapeutics, a Chinese based company working on cellular therapy approaches for heart failure using differentiated iPSC-derived cardiomyocytes
- Glycostem Therapeutics, working on allogeneic Natural Killer Cells for oncology
- Kinnov Therapeutics, a French company which Sage advises on divestment of its lead product for Alcohol Use Disorder
- AustinPx, a US-based reformulation company which Sage advises on partnering of its two lead products for Iron Overload Disorder and Prostate Cancer
- Guangzhou Double Therapeutics, working on a Phase 3 study of a gene therapy involving endostatin for head and neck cancer
- Respira Therapeutics, a US business with a Phase 2 asset for inhaled delivery of vardenafil to treat pulmonary arterial hypertension amongst other illnesses
- Wnt Research who have a Phase 2 study ongoing using an anti-metastatic peptide to target the Wnt signaling pathway
- EpiAxis Therapeutics, an Australian based epigenetics company with a new class of cancer drugs targeting the nuclear pool of LSD1
- Luzitin, a Portuguese based company with a new generation photodynamic therapy (PDT) technology/system
- Solasia, a Japanese company with an asset for T-cell lymphoma
- Mateon, American company with a lead candidate in a Phase 1b clinical trial in relapsed/refractory acute myeloid leukemia
- Escend Therapeutics, who have a lead candidate for modulation of cancer stem cells as targets for acute myeloid leukemia, chronic myeloid leukemia and triple negative breast cancer.
- Optimata, an Israeli oncology company with a novel algorithm to improve the management of cancer patients.
- Squarex, a US business with a Phase 2 topical formulation of a novel API for prevention of cold sores *herpes labialis*
- Moberg, a Swedish company working on pain relief for supportive care oncology
- Spherium, a Spanish based company with a unique therapeutic approach to the treatment of chemo/radiation-induced oral mucositis, where in May 2019, Sage partnered the lead asset with a Chinese pharma company for onward clinical development and commercial rights in a China-only deal
- Kitov, for which Sage advised on partnering of a recently approved, in market combination pharma product for treating pain and blood pressure in osteoarthritis patients

SAGE GROUP CLIENTS

- Sage Group have worked with numerous clients globally over 30+ years; we have advised more than 300 clients and transactions over this time.
- Please see our website ([Clients | The Sage Group](#)) for more information.

THE TEAM

Wayne Pambianchi – Founder Sage US

Wayne Pambianchi has been actively involved in strategic analyses and transactions for over 30 years and has completed numerous mergers, acquisitions and divestitures, internationally in the pharma, diagnostics, life science, device and industry segments.



Charles Casamento – Director

Chuck Casamento has held a number of marketing, sales, finance and business development positions with Sandoz, Hoffmann-LaRoche, J&J and American Hospital Supply Corporation where he was VP of Business Development and Strategic Planning for the Critical Care Division. He is an experienced industry veteran of public and private companies.



Dr. Clarissa Ceruti - Director

Dr. Clarissa Ceruti is based in Italy and California. She gained a PhD in Biochemistry at Torino Medical School and worked as a postdoc in Immunology at Harvard Medical School and was a Research Associate at MIT Sloan School of Management. She worked in commercial operations for Abcam then in tech transfer at Univ. Pennsylvania and Fox Chase Cancer Center.



Dr Jinlong Yue - Director

Jinlong Yue gained his PhD in Medical Physics from Paris-Sud University. He is a Partner in Cenpontos Healthcare who he represents at The Sage Group, and has vast experience in working with medium to big pharma companies on cross border transactions between China and the West.



Dr. Bill Mason – Founder Sage EU

Dr. Bill Mason has a PhD in Medicine and Physiology from Cambridge Univ.. He runs Sage's EU office and is well networked in the European pharma, diagnostics and medtech industry. Dr. Mason has worked with numerous healthcare and biopharma companies on divestments and acquisitions, M&A and licensing, including more than 75 transactions in the last decade.



Brian Wiley – Director

Brian Wiley has over 30 years of experience in the biopharmaceutical industry, with over 25 years dedicated to oncology. His experience as a senior executive includes numerous licensing transactions, collaborations, M&A, as well as public and private financings. Brian has been a major contributor to licensing and M&A deals exceeding \$5 billion.



Dr. Christine Fischette – Director

Dr. Christine Fischette has a PhD in Physiology from Rutgers University. She was Head of Negotiations for the Global General Medicine Business of Novartis and Director of Global Licensing and Development at Pfizer. She is Founder of BioLinkUp LLC, working in corporate strategy and business development as well as consulting for a number of New York investment banks.



Dr. Catherine Beech – Associate

Dr. Catherine Beech OBE is medically qualified, with a degree from Univ Birmingham. She has a strong background in early stage venture capital, with multinational pharma experience. She has worked as Director for Medical Affairs UK for Farmitalia Carlo Erba and Senior Director Medical Affairs for DuPont Pharmaceuticals and CEO of Oval Medical. She has sat on numerous Boards of early stage healthcare companies.



Jeb Gollin - Director

Jeb Gollin is a Health Economist with over 30 years in the pharma industry. Jeb has held management positions in strategic business intelligence, marketing, and portfolio management (Schering-Plough, Warner-Lambert, IMS). He was Senior Director Global BD and Planning at Teva, and led Pipeline and Portfolio management with a focus in Oncology.



Reena Bhattacharya – Director

Reena Bhattacharya is the founder & strategy consultant at Renuto Consulting based in New Delhi, India. She supports healthcare consulting in licensing, brand management, market expertise and 360 degree partnering. She has over two decades of experience in the Indian pharma industry, including in-licensing & marketing assets from EU and US based companies in India.



Dr. Simon Bennett – Director

Dr. Simon Bennett has over 25 years of experience in the biopharma industry. His senior management experience ranges from start-up through to IPO and trade sale, covering all aspects of business and corporate development. Simon has represented a range of bio-pharma companies, including large and mid-sized pharma largely supporting business development and licensing, and scouting activities.



Chris Rossidis– Director

Chris has over 30 years of experience in the medical-pharmaceutical sector. He is a highly accomplished international pharmaceutical BD executive with a proven track record in establishing successful enterprises, including his leadership in the development of privately owned Emerge Health, which he built and sold to Chiesi. He excels in formulation and execution of business strategy.



WE HAVE OFFICES IN USA, EU AND ASIA

US Corporate Office	EU Corporate Office	APAC Corporate Office	Sage China	Sage Japan
The Sage Group Inc. 24 E. Main Street, Box 5365 Clinton, New Jersey 08809 USA Attn: Wayne Pambianchi Phone: +1 908 2306170 wp@sagehealthcare.com	Sage Healthcare Ltd. The Stockyard, Creak Road Syderstone PE31 8SG Norfolk UK Attn: Dr. Bill Mason Phone: +44 7785 950134 wtm@sagehealthcare.com	Sage APAC Suite 3, Level 1, 2 Theatre Place Canterbury VIC 3126 Australia Attn: Chris Rossidis Phone: +61 (417) 112 590 crossidis@sagehealthcare.com	Sage China Qianhai Xiangbin Building Qianhai Shenzhen-Hong Kong Cooperation Zone Shenzhen China china@sagehealthcare.com	Sage Japan Mikan Shimokita, #B301 2-6-2 Kitazawa Setagaya Tokyo Japan japan@sagehealthcare.com

Global Contact Numbers: +44 7785 950134

www.sagehealthcare.com