



**SAGE HEALTHCARE**

30 YEARS OF GLOBAL TRANSACTIONS FOR BIOSCIENCE COMPANIES

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

**WWW.SAGEHEALTHCARE.COM**

# OVERVIEW

Sage Healthcare 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 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. We have global operations in USA, Europe, Australia, Israel, India, China and Japan.

# OUR CREDENTIALS

- Our Principals have been CEO or COO of more than 50 Start-Ups
- Senior management at more than 20 multinationals
- Over 300 advisory transactional and strategic assignments
- Founded over thirty ventures and startups
- Identified and negotiated over 125 partnering/licensing deals
- Involved in private and public financings, raising over \$900 million
- Led 7 IPOs on global markets
- Played a key role in over 100 divestment/M&A transactions ranging from \$10 to \$500+ million, totaling over \$1 billion
- Cumulative transaction volume for the Principals exceeds \$5 billion.

# WHY SAGE?

## WE HAVE INCREDIBLE INDUSTRY LONGEVITY = CREDIBILITY

"30 years of guiding life sciences deals through every market cycle." Sage is battle-tested in volatile times.

## 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.

## 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.

## 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.

## SPECIALIST FOCUS

Sage has a wide range of niche strengths — regenerative medicine, CNS, oncology, medtech, advanced biologics, diagnostics and others. We "own" these verticals in terms of strong and relevant network and deal-making expertise.

# 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
- Facilitating strategic investments through licensing and non-equity deals
- 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

# GEOGRAPHIC COVERAGE

- Sage planted its roots in the USA and Europe 30+ years ago
- Today Sage acts for clients worldwide including:
  - North America, including USA and Canada
  - Europe, including UK, and the 26 Member States such as Ireland, Germany, France, Belgium, Netherlands, Scandinavia, Hungary, Spain, Italy, Netherlands and the Nordics
  - Israel and MENA
  - CIS countries
  - Australia and NZ
  - Latin America
  - Asia, including Japan, Korea and China, where we have highly experienced Partners and Associates on the ground
- Sage has representation in New Jersey, California, Cambridge (UK), Melbourne, Italy, Israel, Delhi, Shanghai and Tokyo.

# WHAT TO EXPECT FROM SAGE

- Incisive industry network
- Outstanding experience in business development and client teamwork
- Reliable, clear and regular communication
- Clear understanding of science, technology and market
- Analytical approach to financial analysis and transaction parameters
- Innovative problem-solving experience
- Commitment to client timeline and objectives
- Responsive approach to our client's needs
- Outstanding transactional record
- Commitment to success!!

# 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 have a highly successful and productive process for identifying key strategic partners and investors for your Company
- We provide a reliable and focused commercial development resource and support at a cost significantly less than a fulltime employee and are up to speed on day 1

- We have a strong and well-tuned process for M&A and strategic partnering transactions that makes them efficient and effective in terms of realizing value
- We create a competitive environment for companies interested in your business
- Sage Principals are operating executives who provide high value, senior level strategic management and detailed transaction experience
- We are hands-on and accountable and integrate effectively with our client's Management Team

# 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**.

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.

# 10 REASONS TO ENGAGE SAGE

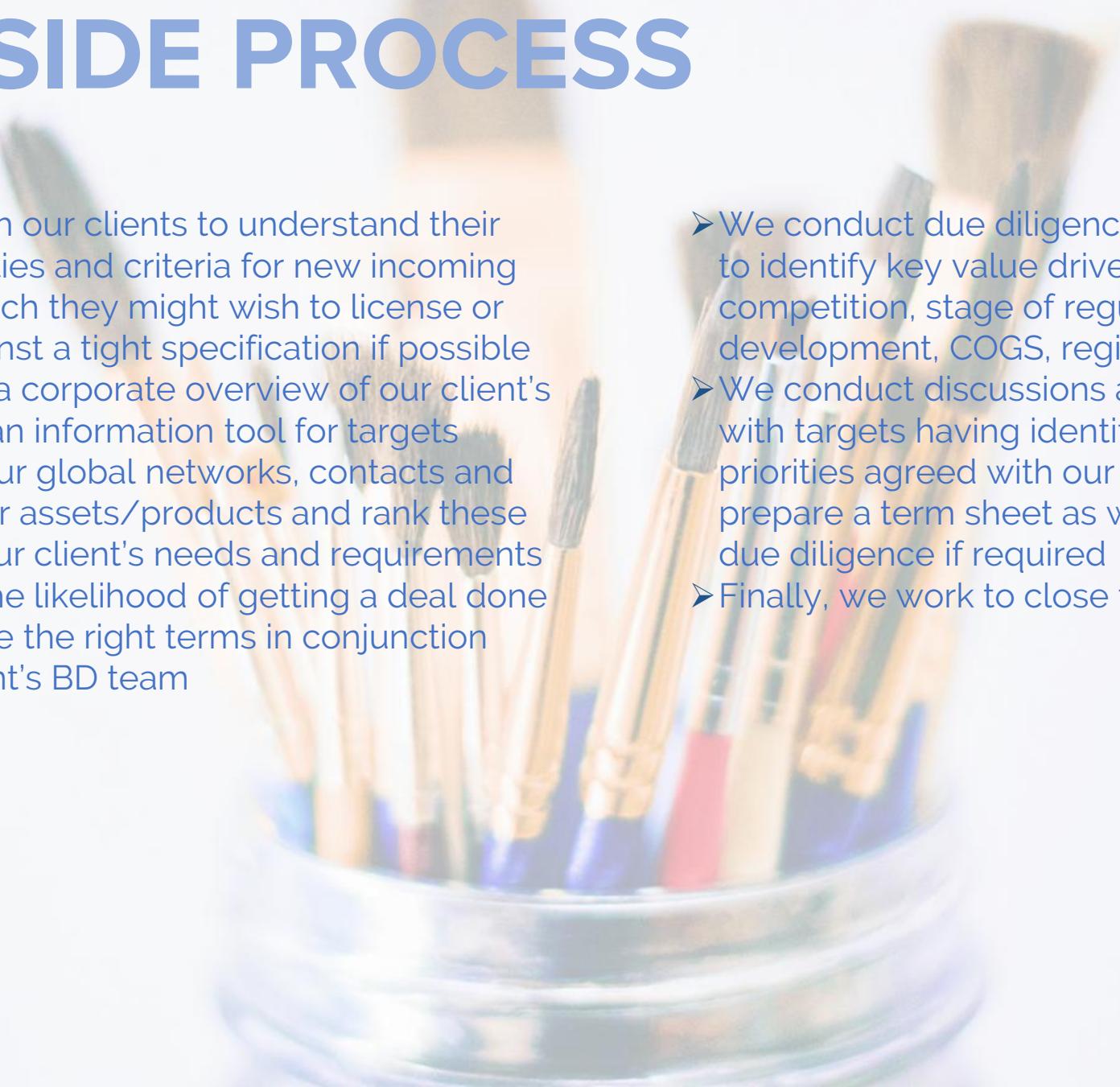


- The Sage Group and its Principals have experience in more than 250 substantial, multinational transactions ranging from \$5-500 million+ in value.
- We have very significant, relevant and wide-ranging experience, as a team, in the healthcare transaction advisory business, and we get deals done.
- We have considerable experience across a wide range of therapeutic sectors.
- We know the key players globally.
- We have direct contact with corporate business development executives worldwide and use this network for deal facilitation.
- We understand the scientific and clinical basis of healthcare companies and employ this to communicate the key value drivers in a clear and concise fashion.
- Sage Principals do the work without delegation thus bringing their experience directly to Sage clients.
- We integrate effectively with our client's management team.
- We are highly interactive, hands-on, and accountable. We know what needs to be done to optimize competitive positioning and we help get it done.
- We have a well-tuned process for M&A and partnering transactions making the endeavors efficient and effective.

# 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 targets and a data room for confidential access
- 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 corporate targets initially on a non-confidential basis, then move to CDAs, confidential discussions, data room sharing, face to face meetings
- Follow up and generate interest among targets including PR to generate newsflow
- Coordinate technical and business meetings (face to face or teleconferences)
- We conduct discussions and negotiations with targets 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 usually report to the client's board
- 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 might 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 or three components to be negotiated and agreed with our clients:
  - ❖ A monthly fee of \$6,000-\$10,000 sometimes weighted to the start of the program and always agreed in light of our client's financial resources
  - ❖ A Success Fee based on the value of the transaction (typically a single digit percentage related to transaction size or incremental), 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 TRANSACTIONS

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 oncologySpherium, 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 HEALTHCARE CLIENTS

**3D SURGICAL**



ADVANCECELL



Alizé Pharma

Allergy Therapeutics®  
Transforming Allergy Treatment

**AMARIN**

**anapa** BIOTECH

**Anaxsys**  
Innovation you can trust

**andromed** We bear you.

**Anima**  
SANDRESE HEALTH CELL REBOLDLY WORKING

**applied biosystems**

**APR**  
GROWING INNOVATION

**ASIT biotech**  
Allergen-Specific ImmunoTherapy

**AUSTINPx**  
PHARMACEUTICS / MANUFACTURING

**ANIV**  
biomedical, inc.

**AXCELLERATE** PHARMA LLC

**Baxter**



**BC&D Concepts GmbH**



Beech Tree Labs, Inc.

**BioCancell**  
Patient-Oriented, Targeted Therapy

**bio**cryst  
BIOHIT HealthCare  
Innovating for Health

**BIONATURE**  
BIOMEDICAL RESEARCH & DEVELOPMENT

**Biotrin**

**BI UNIVERSA**  
BAG3 Platform

**bmd**  
biomedical diagnostics



**camlab**

**Camstent** **CANBEX**

# SAGE HEALTHCARE CLIENTS



# SAGE HEALTHCARE CLIENTS



HARBOURVEST

HEMISPHER<sup>®</sup>  
BIOPHARMA, INC.和其瑞医药有限公司  
Hope Medicine, Inc.

imaginot



InVivo

Capital ISOFOL

Johnson &amp; Johnson



Lentigen Bioproduction



Luzitin

Lycotec

MADELEINE  
Pharmaceuticals Pty LtdMATEON  
THERAPEUTICS

medac

Medicago

Medi-Globe<sup>®</sup>  
CORPORATION



# SAGE HEALTHCARE CLIENTS



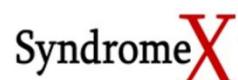
MICROPREVENTION TESTS LIMITED



MODE Diagnostics



# SAGE GROUP CLIENTS



# SAGE HEALTHCARE CLIENTS



# 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.



## 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.



## 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.



## 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. 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. 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. Jinlong Yue - Director

**Jinlong Yue** gained his PhD in Medical Physics from Paris-Sud University. He is a Partner in Cenponts 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. 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 OPERATING OFFICES IN USA, EUROPE AND ASIA

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