



Sage Healthcare: Strategic and Transactional Services for Healthcare and Life Sciences Companies

Corporate Presentation 2026 · www.sagehealthcare.com

30+ years of global transactions for bioscience companies — delivering outcomes across licensing, partnering, M&A, and strategic alliances worldwide.





"In today's capital-constrained biotech market, companies increasingly rely on experienced dealmakers to identify the right partners and structure creative transactions that sustain innovation."

— *EY Global Life Sciences Outlook*

 DEAL MAKING SUCCESS

The global life sciences landscape demands more than advice — it demands proven transaction capability. In an era of tightening capital and increasing selectivity among strategic buyers, having the right partner at the table makes all the difference. Sage has been that partner for over three decades.

Overview

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

AI-Powered Intelligence

We use the latest AI-powered tools for in-depth market analysis, providing deep reach on the most relevant companies in any therapeutic space. 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.

30+ Years of Execution

We have an incisive ability to define and implement strategies for optimal asset monetization in a highly competitive marketplace. Sage has executed numerous licensing, partnering, and M&A transactions on both buy and sell sides for over 30 years across every major healthcare discipline.

Reasons to Work with Sage



Industry Longevity & Credibility

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



Cross-Border Expertise

Real feet on the ground with excellent market experience globally. We offer global reach at a time when many firms are narrowing focus, with an incisive industry network that sets us apart.



AI & Data-Driven Insights

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



Breadth of Scope

Sage manages and closes transactions across the full span of healthcare disciplines — oncology, neurology, infectious diseases, cardio-metabolic, immunology, and musculoskeletal. Principals work directly with clients, with no delegation to the back office.



Science, Technology & Market Depth

A clear, in-depth understanding of science, technology, and markets ensures every engagement is anchored in credibility and precision from day one.

Services

Core Transaction Services

- Managing, negotiating, and closing in- and out-licensing, partnering, and M&A transactions on both buy- and sell-sides
- Global product, technology, and company acquisition searches and deal making
- Comparable and NPV valuations
- Market-ready financial forecasts to drive deal terms

Advisory & Alliance Services

- Due diligence reports, strategic assessment, and planning on a fee-for-service basis
- Market and technology assessments for devices and drugs
- 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 strategy



Our Clients

Sage serves a broad and distinguished client base across the global healthcare and financial sectors. Our deep understanding of each client segment allows us to tailor our approach and deliver outcomes that are strategically aligned with their unique objectives.



Healthcare Companies

- Pharmaceutical & Biotechnology
- Medical Device & Drug Delivery
- Diagnostics Companies
- Drug Discovery Companies



Financial Advisory Firms

- Venture Capital & PE Firms
- Investment Advisory Groups
- Family Offices



Leadership Teams

We work directly with management teams and boards of healthcare companies globally, providing senior-level counsel and transaction leadership at every stage of an engagement.

Why Engage Sage

Sage brings a depth of transaction experience, market intelligence, and execution capability that is difficult to replicate. Our principals have led and closed hundreds of licensing, partnering, financing, and M&A transactions across the global healthcare industry — from emerging-company deals to large, multinational transactions. **Clients engage Sage because we deliver more than advice — we deliver outcomes.**

200+ Major Global Transactions

One of the most experienced transaction teams in healthcare, with a collective track record across licensing, strategic alliances, M&A, and financings.

Senior-Level Execution

Sage principals personally lead and run each engagement — critical work is never delegated to junior teams. You get the best, every time.

Full Transparency

Real-time access to targets, leads, and engagement status throughout the process. Sage operates as a true extension of your internal leadership and business development function.

Value Creation Expertise

Deep expertise in positioning assets, platforms, and companies to maximize strategic and financial outcomes — from initial pitch to final close.

What to Expect from Sage

→ Elite Global Network Access

Direct connections to decision-makers across pharma, biotech, medtech, and diagnostics — wherever the right partner is located.

→ Creative Problem-Solving


Pragmatic navigation of complex negotiations and multi-party transactions, with relentless focus on timelines, objectives, and keeping deals moving forward.

→ Hands-On Transaction Leadership

Deep business development involvement from senior principals throughout every phase, with rigorous financial and deal-structure analysis to support value-maximising outcomes.

→ Proven Global Track Record

An unwavering commitment to successful outcomes — across licensing, alliances, and M&A — backed by a disciplined process and high accountability to our clients' leadership teams.

 **In short:** Sage combines strategic intelligence, deep relationships, and transactional execution to help clients achieve the outcomes that matter most.

Why Sage Wins

The difference between Sage and traditional advisors is not incremental — it is structural. We have rebuilt the advisory model around intelligence, transparency, and senior execution.

Traditional Advisors	Sage
Relationship-driven, static lists	AI-driven target identification with live dynamic global intelligence
Learning in real time	Longstanding, proven track record across 30+ years
Junior execution teams	Senior principal engagement on every engagement
Opaque process	Full Control Sheet visibility, updated daily and available 24/7

The Result

Broader Target Universes

Higher Engagement Rates

Stronger Competitive Dynamics

Better Term Sheets & Higher Valuations

Faster Deal Timelines

We do not simply run transactions — **we engineer outcomes.**

How We Add Value

1 Proven Transaction Track Record

Outstanding experience in consummating partnering, M&A, licensing, and financing transactions — buy-side and sell-side — with a strong global network second to none.

3 Competitive Environment Creation

Sage's disciplined process gets our client's message to the right people quickly, narrows to interested targets, shortens time to closing, and creates a competitive dynamic that improves deal structure and terms.

2 AI-Powered Market Research

Proprietary SAGEIQ technology delivers access to key strategic partners. Senior principals apply their expertise directly to achieving client objectives — no junior delegation.

4 Complete Transparency via Control Sheet

Every interaction with a potential partner is recorded in a Control Sheet, updated daily, placed in a secure Dropbox, and available to clients 24/7. Weekly meetings ensure clients always know exactly what's happening — and what comes next.

Sage – In-Depth Analytics: SAGEIQ

Why Advanced Analytics Matter

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 recognized the need for advanced research tools to ensure that no stone is left unturned — and invested heavily in building that capability in-house.

What is SAGEIQ?

SAGEIQ is Sage's proprietary AI search engine engineered by our partner company BioKinect - a carefully curated suite of AI-powered research agents designed specifically for transactional advisory services in healthcare and life sciences. It builds on 30+ years of deal-making experience to help clients monetize and commercialize their assets at scale. For more information, see www.biokinect.com

SAGEIQ Capabilities

01

Global Target Identification

Scans global databases and networks to surface the most strategically relevant companies for licensing, partnering, and M&A.

02

Deep Therapeutic Analysis

Provides in-depth market analysis within specific therapeutic spaces, ensuring relevance and precision for every client engagement.

03

AI-Powered Due Diligence Support

Leverages leading industry expert input to frame SAGEIQ in the context of M&A and licensing — both in and out.

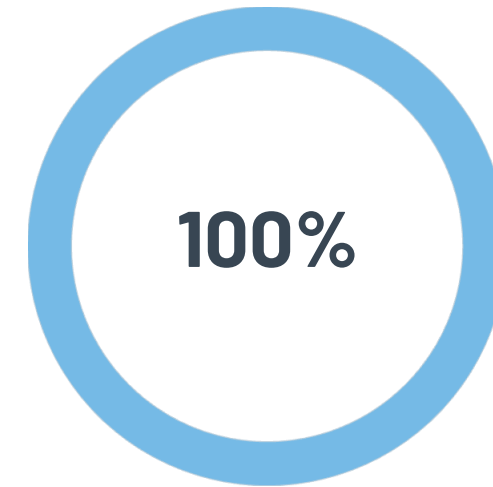
SAGEIQ Outcomes

Sage is the only healthcare transaction advisory firm that combines senior-level deal execution with a proprietary, AI-driven global intelligence and deal-orchestration platform. Crucially, **SAGEIQ™ and the Control Sheet do not replace human judgment — they amplify it.** Sage's Principals use this intelligence to focus their time and relationships on the targets that matter most, engaging the right people at the right companies with the right positioning and timing.



More Targeted Outreach

Precision-driven partner identification versus traditional broad-brush approaches



More Transparent

Clients have real-time visibility into every target, lead, and engagement status throughout the process

More Credible

Stronger positioning with pharma and strategic buyers through data-backed narratives

More Competitive

Generates multiple bidders, creating competitive tension that drives superior deal terms

More Effective

Proven capability to drive value and close deals faster in complex, multi-stakeholder environments

📌 In an environment where capital is scarce and pharma is highly selective, Sage's AI-driven platform gives clients a **structural advantage** — turning global complexity into deal-making precision.

Sell-Side Process

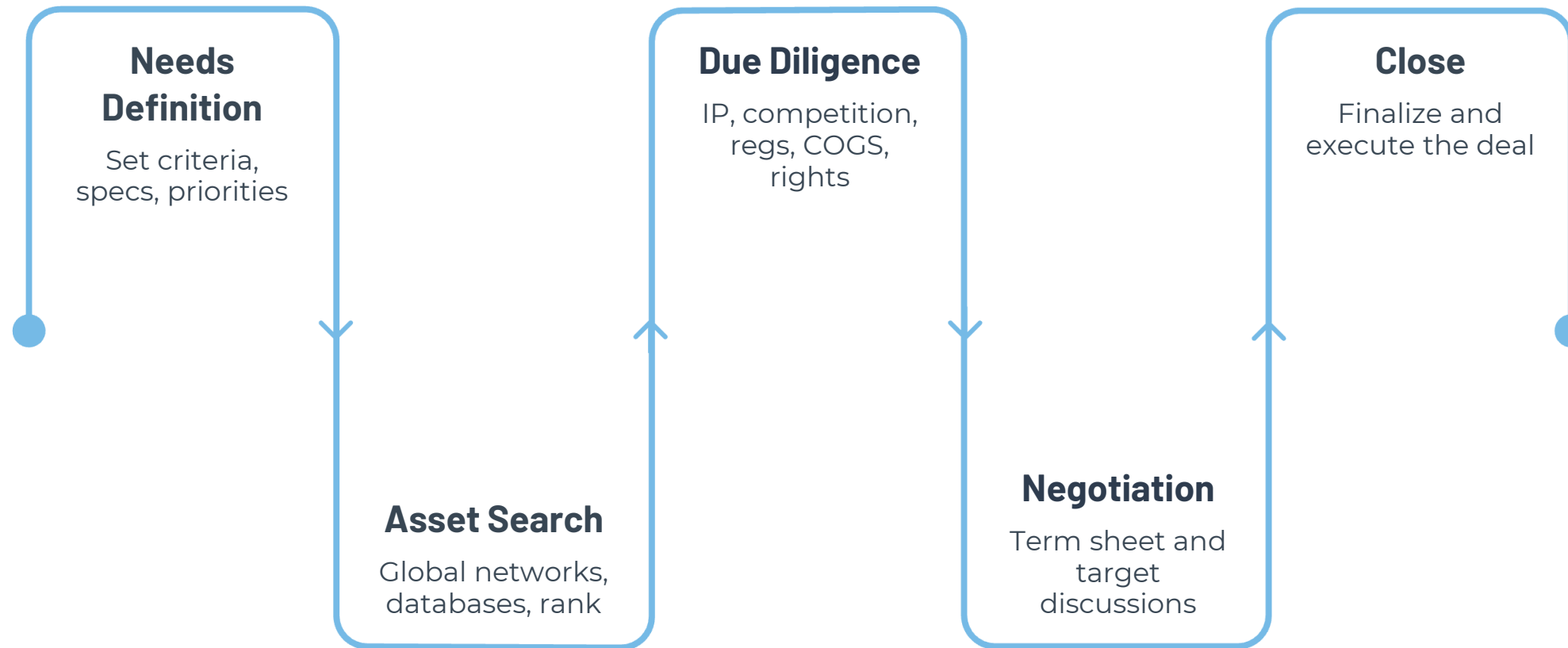
Sage manages the full lifecycle of a sell-side transaction — from asset positioning and partner identification through to term sheet negotiation and deal closure. Our proven process is designed to maximize competitive tension and deliver the best possible outcome for our clients.



Throughout every stage, Sage works in a synergistic fashion with our client's BD personnel, reporting to the board as needed and maintaining complete transparency via the live Control Sheet — updated daily and accessible 24/7.

Buy-Side Process

When clients seek to in-license or acquire new products, Sage applies the same rigorous, intelligence-driven methodology to the buy side — identifying, assessing, and securing the right assets against a tight specification and on the best possible terms.



Tight Specification

We define precise criteria with our clients to ensure every identified asset is genuinely relevant and strategically aligned.

Ranked Asset Shortlists

Assets are searched and ranked in line with client needs, with deal feasibility assessed upfront to focus resources on the most promising opportunities.

Hands-On Due Diligence

Sage leads due diligence on key value drivers including IP, competitive landscape, regulatory development stage, COGS, and regional rights.

Terms of Engagement

Sage's fee structures are designed to align our interests with those of our clients — ensuring that our incentives are always focused on delivering successful outcomes. We work flexibly to accommodate different client situations and financial resources.


Transaction Fees

Fees for transactions normally have two components, negotiated and agreed with our clients:

- **Monthly Retainer:** Sometimes weighted toward the start of the program and always agreed in light of our client's financial resources
- **Success Fee:** Typically a single-digit percentage, paid only when our client receives payment — our success is tied directly to yours

Advisory & Other Fees

- **Expenses:** Charged at cost, subject to client approval
- **Flexible fixed-term assignments** available in select situations
- **Strategic assignments** including valuations, due diligence, and market assessments are typically charged as fixed fees

 Our fee model is built on alignment — we succeed when you succeed.

Global Advisory Roles – Selected Transactions

Sage's licensing, alliance, and M&A experience spans the full breadth of global healthcare. The following represent a selection of recent engagements — illustrating our reach, creativity, and consistent ability to close complex deals across geographies, therapeutic areas, and deal structures.

Zhimeng Biopharma × GSK

Worldwide license agreement for a TLR8 agonist as part of GSK's HBV cure program. Sage identified, negotiated, and closed this landmark deal.

Valued at >\$500M+.

Cancer Prevention Pharmaceuticals

\$100M+ North American license for a novel FAP drug in June 2021, followed by Sage identifying and helping negotiate CPP's merger with public US company Panbela Therapeutics.

Medac GmbH

\$100M+ US commercialization and supply agreement for a novel EU-approved stem cell transplantation drug, plus a further agreement negotiated for the Canadian market in Q3 2021.

Hatchtech × Pelthos Therapeutics

Asset acquisition of Xeglyze (head lice treatment) — Sage negotiated an **80% increase from the starting bid**, demonstrating the power of competitive deal engineering.

OncoSec

Closed an Australia partnership for melanoma in March 2019; identified European and US partners; and advised on aspects of a **\$60M investment** from a Chinese company with an option to acquire the full company.

Palau Pharma × Allergan (AbbVie)

Sage identified and negotiated the sale of a novel antifungal drug portfolio from this small Spanish pharmaceutical company to Allergan, now part of AbbVie.

Additional engagements include ABM Therapeutics, Aytu/FabreKramer, Intellomx/J&J, BioNature, Delcath, Redhill BioPharma, Glycostem, Respira Therapeutics, EpiAxis, Wnt Research, Kinnov, AustinPx, Luzitin, Solasia, Squarex, Moberg, Spherium, Optimata, Help Therapeutics, Escend, Discovery Biomed, and many more — across oncology, neurology, immunology, GI, rare diseases, and beyond.

Sage Clients

300+

Clients & Transactions Advised

Sage has worked with numerous clients globally over 30+ years, advising more than **300 clients and transactions** across the full spectrum of healthcare and life sciences. Our client relationships are built on trust, outcomes, and an unwavering commitment to delivering results that matter.

Our client base spans emerging biotechs and global pharma, medical device innovators and diagnostics companies, VC-backed startups and publicly listed enterprises — united by a shared need for experienced, senior-level transactional guidance.

30+

Years of Global Advisory Experience

300+

Clients & Transactions

\$12Bn+

Transaction Value

Please visit our website for a full overview of client engagements: [Clients | Sage](https://www.sagehealthcare.com/clients) → <https://www.sagehealthcare.com/clients>

Testimonials

Sage's greatest strength is the enduring trust of its clients. Here is what senior leaders say about working with Sage:

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"Our experience of working with the partners at Sage in US and Europe has been five star. Their global networks and professionalism in all aspects of our pharma licensing transaction have been key to achieving a 9-figure deal for our company, which was game changing in all respects. I would readily engage with them again, without any hesitation."

— **Pharma Company CEO, 2025**

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"Partnering with Sage was a pivotal move for our organisation. Their strategic insight and global network opened doors to partners we simply could not access on our own. Their team worked as true extensions of ours — deeply commercial, highly responsive, and relentlessly focused on outcomes."

— **Senior Business Development Executive, Mid-Sized Pharma**

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"Sage's blend of deep sector expertise and practical deal execution was instrumental in closing our licensing agreement. They understood the science and the market, but equally important, they understood people — navigating complex negotiations with professionalism and integrity."

— **VP, Global Licensing, Biotech**

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"In every phase of our transaction, from partner identification to term sheet negotiation, Sage delivered clarity and confidence. Their ability to craft compelling value narratives — rooted in deep industry knowledge — was invaluable in attracting interest from tier-one global partners."

— **Head of Corporate Development, Global Pharmaceutical Company**

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"We were impressed by Sage's commitment to tailored strategy and execution. Unlike many advisors who take a templated approach, their team took time to understand our asset, our corporate goals and our risk profile. The end result was a transformative deal that aligned perfectly with our strategic priorities."

— **Chief Strategy Officer, Emerging Biopharma**

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"Sage brought a level of professionalism and market intelligence that materially elevated our partnering outcomes. Their global reach and relationships were evident throughout the process, and their guidance helped us navigate complex deal terms with confidence."

— **Executive Director, Licensing & Alliances, Specialty Pharma**

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The Team

Sage's Principals are among the most experienced healthcare transaction professionals in the industry. Every client engagement is led and executed directly by our senior team — bringing decades of deal-making expertise, scientific credibility, and global relationships to bear on every mandate.



Wayne Pambianchi – Founder, Sage US

Over 30 years actively involved in strategic analyses and transactions, completing numerous mergers, acquisitions, and divestitures internationally across pharma, diagnostics, life science, and device segments.



Dr. Bill Mason – Founder, Sage EU

PhD in Medicine and Physiology from Cambridge University. Leads Sage's EU office with deep networks across European pharma, diagnostics, and medtech. More than 75 transactions in the last decade spanning divestments, acquisitions, M&A, and licensing.



Jeb Gollin – Director

Health Economist with 30+ years in pharma. Management positions at Schering-Plough, Warner-Lambert, and IMS. Senior Director Global BD at Teva, with a focus on Oncology pipeline and portfolio management.



Charles Casamento – Director

Senior roles in marketing, sales, finance, and BD at Sandoz, Hoffmann-LaRoche, J&J, and American Hospital Supply Corporation, where he served as VP of Business Development and Strategic Planning. Experienced veteran of public and private companies.



Brian Wiley – Director

30+ years in biopharmaceuticals, with 25+ years dedicated to oncology. Extensive experience in licensing, M&A, and public/private financings. A major contributor to licensing and M&A deals exceeding \$5 billion.



Reena Bhattacharya – Director

Founder of Renuto Consulting, New Delhi. Two decades of experience in the Indian pharma industry, including in-licensing and marketing assets from EU and US companies. Expertise across licensing, brand management, and 360-degree partnering.



Dr. Clarissa Ceruti – Director

PhD in Biochemistry, Torino Medical School; postdoc in Immunology at Harvard Medical School; Research Associate at MIT Sloan. Commercial operations at Abcam; tech transfer at University of Pennsylvania and Fox Chase Cancer Center. Based in Italy and California.



Dr. Christine Fischette – Director

PhD in Physiology from Rutgers University. Former Head of Negotiations for Novartis Global General Medicine and Director of Global Licensing at Pfizer. Founder of BioLinkUp LLC; consults for several New York investment banks on corporate strategy and BD.



Dr. Jinlong Yue – Director

PhD in Medical Physics, Paris-Sud University. Partner at Cenpontos. Vast experience in cross-border transactions between China and the West, working with medium to large pharma companies on complex international deals.



Chris Rossidis – Director

30+ years in the medical-pharmaceutical sector. Accomplished international BD executive with a proven track record, including building and selling Emmerge Health to Chiesi. Excels in formulation and execution of business strategy across APAC.



Dr. Catherine Beech OBE – Associate

Medically qualified, University of Birmingham. Strong background in early-stage venture capital with multinational pharma experience. Former Director Medical Affairs UK for Farmitalia Carlo Erba, Senior Director Medical Affairs at DuPont Pharmaceuticals, and CEO of Oval Medical. Board member of multiple early-stage healthcare companies.



Dr. Simon Bennett – Director

Simon 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.



We Have Offices in USA, EU & Asia

Sage maintains a global footprint with dedicated corporate offices and in-country principals across the world's key healthcare markets — ensuring local expertise and relationships wherever your deal needs to be done.



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