



Sage Healthcare: Global Reach. Deep Science. Proven Deal Execution.

GLOBAL BIOSCIENCES DEALMAKERS: 30+ YEARS. 300+ CLIENTS & DEALS. BILLIONS IN VALUE.

Corporate Presentation 2026 • www.sagehealthcare.com

Senior-led transaction advice, AI-enabled intelligence and disciplined execution across licensing, partnering and M&A.





“Selective capital and concentrated deal spending mean that good science alone is not enough. Assets must be positioned, targeted and transaction-ready.”

— Sage market perspective, 2026

WHY DEAL READINESS MATTERS

Life-science companies face selective buyers, tighter scrutiny and crowded outreach. Sage helps management teams test transaction feasibility, sharpen the value story, identify the right counterparties and structure a credible route from readiness to execution.

Sage at a Glance

30+

Years of Global Healthcare Dealmaking

Sage is a specialist healthcare transaction advisory firm supporting biotechnology, pharmaceutical, medical technology, diagnostics and advanced-therapy companies worldwide.

We combine senior deal leadership, direct access to decision-makers and proprietary AI-enabled intelligence to create and execute licensing, partnering and M&A strategies.

Senior

Principal-Led Execution

300+

Clients & Deals Advised

Billions

In Transaction Value

Global reach across North America, Europe, Israel and Asia-Pacific · www.sagehealthcare.com

The Sage Transaction Engine



Deal Readiness

Fixed-fee assessment of partnerability, positioning, transaction options, value expectations, priority counterparties and critical gaps.



SAGEIQ™

AI-powered research and transaction intelligence that maps relevant companies, assets, pipelines, deal history and strategic priorities.



Partnering Precision™

BioKinect analytics qualify, rank and prioritise buyers and partners, focusing outreach on strategic fit and demonstrable deal appetite.



Senior Deal Leadership

Experienced Sage principals lead every mandate directly—from strategy and outreach through diligence, negotiation and signing.



Live Control Sheet

Clients retain clear visibility into every target, contact, response, meeting and next step throughout the transaction process.



Global Reach

Local relationships and cross-border execution across North America, Europe, Israel, China, Japan, India and Asia-Pacific.

Deal Readiness: A Clearer Route to Transaction Success

Strong science does not automatically produce a successful transaction. Sage's focused entry programme determines whether an opportunity is credible now—and what must change to improve the probability of success.

Fixed-Fee Review

A focused assessment for management, boards and investors:

- **Partnerability and strategic positioning**
- **Clinical, regulatory and IP narrative**
- **Valuation metrics and transaction options**
- **Priority counterparties and outreach readiness**
- **Critical gaps and a 30–90-day action plan**

From Review to Execution

- **Data-backed positioning**
- **Global target discovery and qualification**
- **Senior-level outreach and diligence**
- **Negotiation, deal structure and close**



Convert uncertainty into a clear decision and practical route to market.

Who We Serve

Sage supports the stakeholders who create, acquire, finance and govern healthcare innovation — tailoring each mandate to the strategic decision and transaction objective.



Biotech & MedTech

- Commercialise assets and platforms
- Secure development or regional partners
- Evaluate strategic financing
- Prepare for and execute on licensing, M&A or divestment



Pharma & Strategic Buyers

- Source innovation globally
- Build ranked acquisition shortlists
- Assess strategic fit and deal feasibility
- Support diligence and negotiation



Investors & Owners

We advise boards, shareholders, family offices, venture and private-equity investors on strategic options, transaction readiness, value creation, recapitalisation and exit pathways.

Services

Transaction Execution

- In- and out-licensing
- Regional partnering and distribution
- Co-development, supply and strategic alliances
- M&A, asset and IP divestments
- Buy-side product, technology and company searches
- Non-dilutive financing from strategic partners
- Negotiation, deal structure and completion

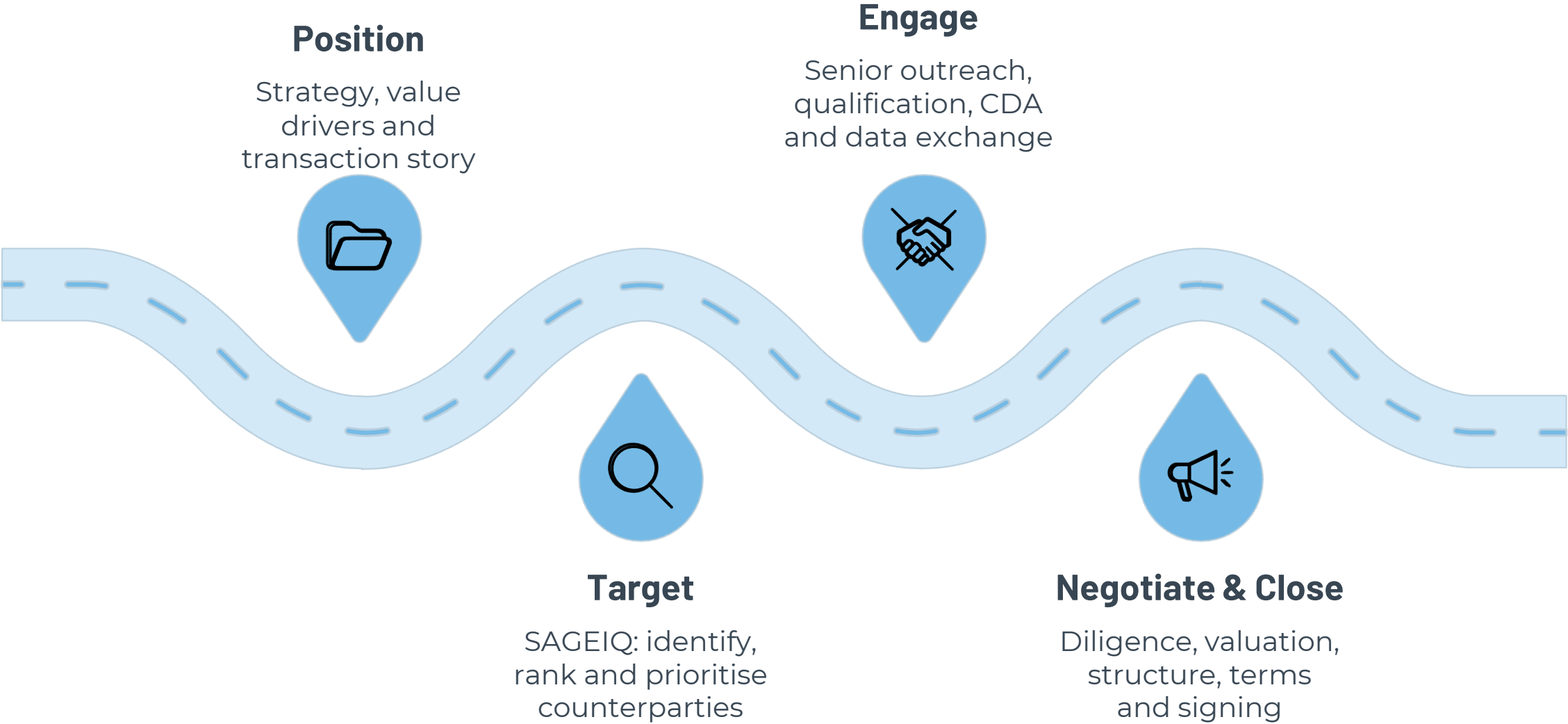
Strategy, Analytics & Specialist Support

- Deal Readiness Review and strategic options
- Transaction feasibility and soft-market testing
- Target Universe Sprint and Transaction Rescue
- Valuation, forecasting and value modelling
- Market, technology and competitive assessment
- Due diligence and KOL research
- Regulatory, pricing and market-access support through affiliates
- China, Japan and APAC market-entry strategy
- SinglePoint™ pathway for clinical trials in Australia



How We Work

Following readiness, Sage runs a disciplined, senior-led process from positioning and target discovery through engagement, negotiation and signing.



A live Control Sheet gives clients continuous visibility into targets, interactions, status and next steps. Sage stays engaged until definitive agreements are executed.

SAGEIQ – Intelligence Behind Every Sage Transaction

Why Transaction Intelligence Matters

The right partner is defined not only by therapeutic interest, but also by portfolio fit, deal appetite, geography, capability and timing. SAGEIQ brings those signals together before outreach begins.

What is SAGEIQ?

SAGEIQ™ is an AI-powered research and transaction-intelligence platform developed by BioKinect. Sage principals use it to identify, qualify and prioritise the most relevant partners for each healthcare asset, technology or company.

Core Capabilities

01

Global Target Discovery

Identifies companies whose portfolios, pipelines and strategic priorities align with the opportunity.

02

Strategic Fit & Deal Signals

Ranks prospects using therapeutic focus, modality, geography, deal history, appetite and corporate strategy.

03

Decision-Maker Mapping

Connects priority organisations to the relevant business-development and licensing decision-makers.

Why Sage Is Different

Sage combines capabilities that are often separated across advisors, databases and consultants. The result is a more focused, transparent and senior-led transaction process.

Senior-Led Execution

Seasoned healthcare transaction professionals lead every engagement directly; critical work is not delegated to junior teams.

Intelligence + Judgement

SAGEIQ and Partnering Precision strengthen target selection and market understanding without replacing expert judgement.

Global, Cross-Border Reach

Direct access to decision-makers and in-country expertise across major healthcare markets support complex international transactions.

Disciplined Transparency

A live Control Sheet and regular working sessions keep management and boards informed, aligned and ready for the next decision.

Selected Global Transactions

Illustrative engagements across licensing, partnering and M&A. Transaction values are shown only where publicly disclosed or client-approved.

Zhimeng Biopharma × GSK

Worldwide licence of a TLR8 agonist for GSK's hepatitis B cure programme. Sage led partner identification and negotiation. Potential value: more than US\$500 million.

Cancer Prevention Pharmaceuticals

North American licence exceeding US\$100 million for a familial adenomatous polyposis therapy, followed by support for CPP's merger with Panbela Therapeutics.

medac GmbH

US commercialisation and supply agreement exceeding US\$100 million for an EU-approved stem-cell transplantation therapy, followed by a Canadian agreement.

Hatchtech × Pelthos Therapeutics

Acquisition of Xeglyze®: Sage created competitive tension and negotiated an 80% improvement from the initial bid.

OncoSec

Australian melanoma partnership; support for European and US partnering and aspects of a US\$60 million strategic investment.

Polypid × Azurity

Sage advised and negotiated the licensing of an anti-infective surgical asset, DPLEX100, for North American rights, a deal in excess of US\$320 million

Additional engagements span oncology, respiratory disease, neurology, immunology, infectious disease, regenerative medicine, diagnostics and medical technology across multiple global markets.

What Clients Say

Two published testimonials from senior healthcare leaders; additional references are available where confidentiality permits.

Pharma Company CEO, 2025

“Their global networks and professionalism...have been key to achieving a 9-figure deal for our company.”

Senior BD Executive, Mid-Sized Pharma

“Their strategic insight and global network opened doors to partners we simply could not access on our own.”

References Available

Where confidentiality permits, Sage can arrange discussions with relevant former clients about our approach and execution.

Long-Term Client Relationships

Clients value direct senior involvement, market knowledge, responsiveness, discretion and commitment through to completion.

Selected Senior Team

Every engagement is led by experienced principals. The wider team brings operating, scientific, commercial, licensing, financing and cross-border expertise.



North America

- Wayne Pambianchi — Founder
- Charles Casamento — Director
- Brian Wiley — Director
- Dr Christine Fischette — Director
- Dr Clarissa Ceruti — Director



Europe & Israel

- Dr Bill Mason — Founder and Director
- Jeb Gollin — Director
- Dr Simon Bennett — Director
- Catherine Beech OBE — Associate



Asia-Pacific & India

Chris Rossidis — Director, APAC
Amy Choi — Director, APAC
Toshi Nagate — Japan
Satish Tyagi — India

Full biographies:

www.sagehealthcare.com/team

Flexible Engagement Models

Sage structures engagements around the decision required, the work involved and the client's resources. Scope, governance, deliverables and economics are agreed transparently before work begins.

Focused Strategic Programmes

Defined-scope assignments provide clear outputs and decisions.

- **Fixed-fee Deal Readiness Review**
- **Board-level strategic-options review**
- **Target Universe Sprint**
- **Transaction Rescue and soft-market testing**
- **Valuation, due diligence and market assessment**

Full Transaction Mandates

- **Tailored retainers support senior execution throughout the process**
- **Outcome-aligned success fees become payable only on completion and receipt of transaction proceeds**
- **Approved expenses are charged at cost**

□ Our interests are aligned with the client's objective: a credible transaction on the best achievable terms.



Global Reach Across North America, Europe & Asia-Pacific

Corporate offices, affiliated teams and in-country principals provide local market knowledge, cultural fluency and access to decision-makers.



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Ready to Discuss Your Strategic Options?

Deal Readiness • Licensing • Partnering • M&A

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