



SAGE HEALTHCARE

30 YEARS OF GLOBAL TRANSACTIONS FOR BIOSCIENCE COMPANIES

Strategic and Transactional Services for Healthcare and Life Sciences Companies

WWW.SAGEHEALTHCARE.COM

CORPORATE PRESENTATION 2026

DEAL MAKING SUCCESS

“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

OVERVIEW

Sage 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 | Sage](#)

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

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

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, ranging from emerging-company deals to large, multinational transactions.

Clients engage Sage because we deliver more than advice — we deliver outcomes.

When you work with Sage, you benefit from:

- **One of the most experienced transaction teams in healthcare**, with a collective track record of more than 200 major global transactions across licensing, strategic alliances, M&A, and financings
- **Direct access to senior corporate decision-makers** in pharma, biotech, medtech, and diagnostics worldwide
- **Senior-level execution**, with Sage principals personally leading and running each engagement — not delegating critical work to junior teams
- **Seamless integration with your management team**, operating as a true extension of your internal leadership and business development function
- **A highly hands-on, interactive, and accountable approach** that keeps momentum high and priorities aligned
- **Full transparency and shared intelligence**, with real-time access to targets, leads, and engagement status throughout the process
- **Expertise in positioning and value creation**, ensuring assets, platforms, and companies are presented in a way that maximizes strategic and financial outcomes
- **Deep understanding of industry dynamics, deal structures, and competitive landscapes**
- **A disciplined, well-proven transaction process** that drives efficiency, credibility, and results

In short, Sage combines experience, relationships, analytics, and execution into a single, highly effective platform for delivering successful healthcare transactions.

WHAT TO EXPECT FROM SAGE

When you work with Sage, you can expect:

- **Direct access to an elite global network** of decision-makers across pharma, biotech, medtech, and diagnostics
- **Deep business development and transaction leadership**, with hands-on involvement from senior principals throughout the process
- **Clear, disciplined, and proactive communication** at every stage of an engagement
- **Strong scientific, technical, and market insight**, ensuring that assets are positioned with credibility and precision
- **Rigorous financial and deal-structure analysis** to support value-maximising outcomes
- **Creative and pragmatic problem-solving** in complex negotiations and multi-party transactions
- **Relentless focus on timelines and objectives**, keeping deals moving and priorities aligned
- **High responsiveness and accountability** to our clients' leadership teams
- **A proven global track record** across licensing, alliances, and M&A
- **An unwavering commitment to delivering successful outcomes**

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

WHY SAGE WINS

Traditional Advisors	Sage
Relationship driven	AI-driven Target Identification
Learning in Real Time	Longstanding Proven Track Record
Junior Execution	Senior Principal Engagement
Opaque Process	Full Control Sheet Visibility
Static Lists	Live Dynamic Global Intelligence

The Result!

Sage consistently creates:

- Broader and better-qualified 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

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!

SAGE – IN DEPTH ANALYTICS

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 | Sage](#)).

Sage 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.

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. This proprietary platform — **SAGEIQ™** — underpins every licensing, partnering, and M&A process we run.

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.

The result is a process that is:

- **More targeted** than traditional outreach
- **More credible** with pharma and strategic buyers
- **More transparent** for clients
- **More competitive** in generating multiple bidders
- **More effective** at driving value and closing deals

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

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

- ABM Therapeutics and Mosaica, a licensing deal for ABM's oncology assets
- Hatchtech and Pelthos Therapeutics, an asset acquisition of Xeglyze which is a treatment for headlice and for which Sage negotiated an 80% increase from the starting bid
- 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 pivotal co-promotion agreement with Concordia Healthcare
- 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 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 CLIENTS

- Sage 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 | Sage](#)) for more information.

TESTIMONIALS

Sage's greatest strength is its strong relationship with its clients. A few typical comments about Sage:

"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

"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. We achieved terms that exceeded our expectations and set our programme up for long-term success."

— Senior Business Development Executive, Mid-Sized Pharma

"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. I would engage them again without hesitation."

— VP, Global Licensing, Biotech

"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

"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

"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

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 who he represents at Sage Healthcare, 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 & ASIA

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