



# THE SAGE GROUP

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## Overview

The Sage Group's principals are experienced and successful executives. They have held senior management positions in established global healthcare companies in the USA, EU, Japan, China, Israel and Asia, as well as key positions in emerging healthcare businesses, including being Founders, Chairmen, Presidents, CEOs, COOs and Board Directors.

## Why Engage Sage?

The Sage Group is a leader in the provision of strategic, financial and transactional advice to healthcare companies in pharmaceuticals and biopharma, diagnostics, medical device, life science, and nutraceutical fields. We transform ideas, strategy and technology into shareholder value. We turn ambitions into results and achievement of success.

## We Focus on Transactions Strategic to Your Business

We combine scientific and market knowledge, industry understanding, great communication skills and transaction experience to bring practical, action-orientated support to our clients. This support includes identifying deal partners, negotiating deal terms, working closely with advisors to negotiate contracts and concluding the transaction.

## We Are Experienced and Hands-On

Our principals understand your needs whether in science and technology, markets or business. With many collective years of experience in strategic business planning for healthcare markets, resourcing deals and planning value realisation for stakeholders, we have a strong focus on the requirements and processes needed to achieve success.

## Track Record

Sage Principals have over the last 25 years led the healthcare enterprise culture, having been involved with more than 200 clients in asset monetisation and led > 300 advisory and M&A deals valued up to \$500M. These include buy-side and sell-side transactions and focused acquisition searches for our clients. We have also led startups, spinouts, growth businesses and exits of numerous healthcare businesses, including both private and public funded.

## Services

The strategic business services we provide include:

- Buy-side and Sell-side Licensing for Products and Technologies
- Mergers, Acquisitions, MBI and MBO, Divestments
- Business Development, Corporate Partnering and Financing Advisory Services
- Commercial Due Diligence
- Technology & Compound Partnering
- Regulatory Advice, Assessment and Strategy
- Marketing Evaluation, Strategy and Implementation
- Valuations and Value-Enhancement Planning

## Sector Focus

- Pharmaceutical and BioPharma
- Diagnostics
- Medical Technology
- Drug Delivery and Formulation
- Nutraceuticals

## Our Clients

- Management Teams of Healthcare Companies
- Boards of Directors
- Business Development Teams
- Investors including VCs, Institutions and Banks
- Public and Private Sector
- Research Institutions
- Government

## Our Geographic Focus

We operate truly worldwide, with partners in USA, Europe, Japan, Israel, Asia/PacRim and China. We have good deal capability and cultural awareness in these and many other territories where we engage with clients.

## Sage Contact Details

### US Corporate Office

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