



SAGE – THE CHOICE FOR BUY- AND SELL- SIDE M&A AND PARTNERING TRANSACTIONS

“The Sage Group is a leader in the provision of strategic and transactional advice to healthcare companies in the diagnostics, medical device, pharmaceutical, biotechnology, life science and analytical instrument fields. We transform ideas, strategy and technology into shareholder value. We turn ambitions into results ”

STRATEGIC TRANSACTIONS ARE CRITICAL IN TODAY'S ENVIRONMENT

In the past, management of healthcare companies had the luxury of choosing between public or private financings and a strategic transaction to grow their companies. Venture capital investors had the alternatives of an IPO or an M&A transaction to achieve liquidity. With the public financial markets essentially closed to healthcare firms and the private markets sharply diminished, a strategic transaction is often the only alternative, whether M&A or strategic partnering. In this environment, the advisor of choice is a firm totally focused on all types of strategic transactions.

EXCELLENCE IN BUY- AND SELL- SIDE DEALS

The Sage Group Principals have executed on over 300 transactions, with a total deal value in excess of \$billion, in all sectors of the healthcare and life science industry.

We have led healthcare mergers, acquisitions, divestments, strategic partnering and licensing deals ranging from small (<\$10 million) to large (>\$500 million). We have worked with clients including companies and their investors, to achieve growth, value creation and exit.

Some recent examples include advising Noven on its acquisition of JDS Pharmaceuticals (\$125M) and out-licensing NatlImmune's recombinant protein property to Enzon (\$100M + royalties). The Sage Group has completed corporate alliances for drug companies (Biocryst with J&J), drug delivery companies (Nitromed with Ortho and Cordis, MicroDose with Novartis and 3M), gene therapy companies (RGene with Targeted Genetics), drug discovery (MicroGenomics with Enzymomics, Cenix with Applied Bio), drug development companies (SK Biopharma with J&J) and device companies (Focal with Genzyme).

In most of these deals, Sage has been chosen to represent our valued clients because of the clear benefits we can offer over investment banks. Our advantages over the large, traditional investment banks include our exclusive healthcare focus, our strong capabilities in strategic partnering in addition to M&A, our in- depth knowledge of all the healthcare industry sectors, and our global contact base in both small and large companies, particularly at the senior management and senior business development levels. Our advantages over the boutique healthcare investment banks include our global reach and large company contact base. In addition, many of the boutique banks are entirely focused on financings and do not have a transactional capability in strategic partnering or M&A.

WE OFFER TOTAL TRANSACTION FOCUS

We combine scientific knowledge, industry understanding and transaction experience to bring practical, action-orientated support to our clients. This includes identifying deal partners, negotiating terms, developing contracts and concluding the transaction.

Today, more than ever, the choices, opportunities and risks require sound, experienced analysis and implementation. The Sage Group's combination of operational and strategic experience, technical competence, market knowledge and an understanding of the financial markets provide a strong basis for focused, creative and opportunistic deal structures.



HEALTHCARE BUSINESS EXPERTISE IN MULTINATIONAL ENVIRONMENTS

UNITED STATES • EUROPE • ASIA

The Sage Group

SAGE INTEGRATES EXCELLENCE IN BUSINESS AND SCIENCE TO ACHIEVE RESULTS

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.

OUR GLOBAL NETWORK IS OUR GREATEST BUSINESS RESOURCE

We appreciate that the healthcare industry is fundamentally global in both its outlook and its operations. The Sage Group reflects this fact and works from offices on the East and West Coast of the US, Cambridge in the UK and Yokohama in Japan. Our strong network of key industry executives in the US, EU and Asia allows access to the major international players in the industry.

THE SAGE GROUP HAVE THE EXPERIENCE YOU NEED

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

In addition to these roles, The Sage Group's seven Principals have extensive experience of providing professional management consulting services to healthcare and life science companies. This experience is supplemented by an outstanding group of Senior Directors and Advisory Council comprised of physicians, scientists, regulatory experts and industry leaders who bring specific expertise to bear on our assignments.

SECTOR COVERAGE

Pharmaceuticals • Generic Drugs • Diagnostics • Medical Devices and Medical Technology • Life Sciences • Biotechnology
Analytical Instrumentation Drug Delivery • Drug Discovery • Nutraceuticals • Animal Health

LEARN MORE ABOUT US!

For more detailed information, please visit our website at <http://www.sagehealthcare.com>

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