

SAGEIQ™

AI-Enabled Strategic Partnering Intelligence Platform

By **BioKinect** · www.biokinect.com · Q3 2026

ABOUT SAGEIQ™

Built on 30+ Years of Life Sciences Transaction Experience

Who We Are

SAGEIQ™ is the proprietary AI-enabled intelligence platform developed by **Sage Healthcare** and **BioKinect** — a globally established advisory firm (www.biokinect.com) dedicated to strategic transactions in the life sciences sector. BioKinect supports pharmaceutical, biotechnology, and healthcare companies in deep market intelligence and in executing licensing, partnering, and M&A transactions worldwide.

A New Model for Life Sciences Partnering

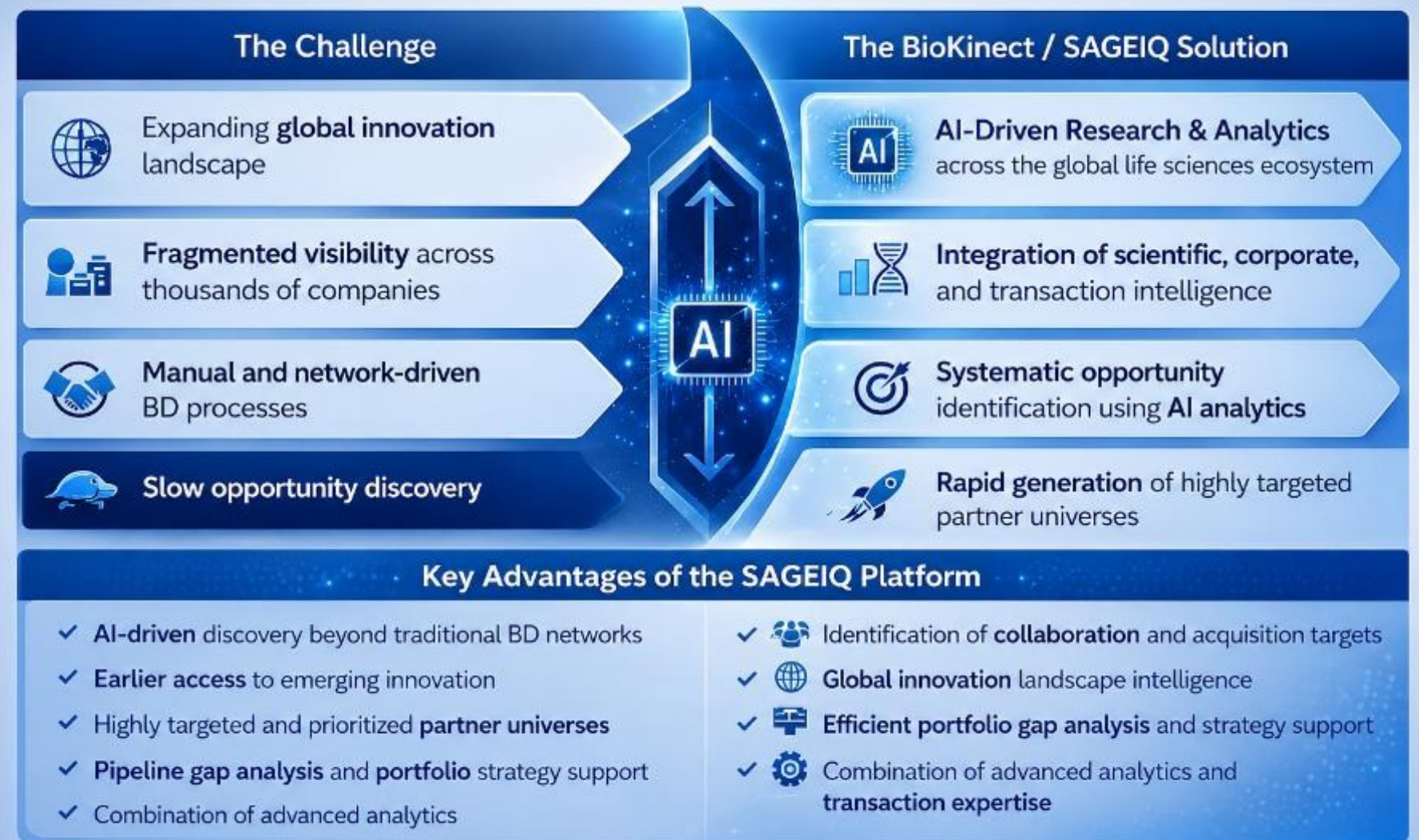
The life sciences innovation landscape is expanding rapidly. Traditional business development approaches alone are no longer sufficient to maintain full visibility across emerging opportunities. SAGEIQ represents a new model for partnering discovery — adding **AI-driven analytics** and deep strategic intelligence to an extensive level of life sciences advisory expertise to identify the right opportunities faster and with greater precision.

THE CASE FOR CHANGE

The Challenge vs. The SAGEIQ Solution

By combining AI-powered research and analytics with our extensive experience in life science transactions, Sage delivers credible, actionable partnering intelligence and supports successful transaction execution.

The Challenge vs The BioKinect / SAGEIQ Solution



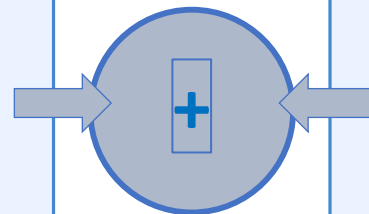
BUT - AI Alone Does Not Close Transactions

BioKinect and SAGEIQ combine global AI intelligence with senior life sciences judgment, networks and transaction execution experience.

AI dramatically improves discovery, speed and global coverage —
but successful partnering still depends on human interpretation, credibility and trusted executive engagement.

SAGEIQ™ AI Intelligence

- Global data discovery and opportunity visibility
- Pattern recognition across scientific, clinical and deal data
- Rapid identification of high-probability partners
- Structured analytics and strategic mapping
- Scalable search beyond conventional BD networks



BioKinect Human Expertise

- 30+ years of life sciences transaction experience
- Strategic judgment and commercial interpretation
- Global executive and BD relationship network
- Understanding of scientific, clinical and regulatory realities
- Negotiation, credibility and transaction execution

The Result: Partnering Precision™

The future of life sciences partnering is not AI alone — it is AI amplified by human expertise, judgment and relationships.

OUR DIFFERENTIATOR

Human Expertise + Artificial Intelligence

SAGEIQ does not replace business development — it enhances it.

By combining AI-powered discovery with experienced strategic judgment, Sage delivers credible, actionable partnering intelligence and supports successful transaction execution.

Human Expertise + Artificial Intelligence

Combining SAGEIQ analytics with Sage Healthcare's transaction expertise



AI-Enabled Market Analysis Services

SAGEIQ supports a broad range of strategic partnering initiatives across the life sciences sector, providing clients with global opportunity discovery capabilities that extend far beyond conventional BD search processes.



Licensing Programs

Identification and engagement of partners for licensing transactions across pharmaceuticals, biotechnology, medical devices, diagnostics, and emerging technology platforms.



Strategic Partnering

Identification of co-development and strategic collaboration opportunities aligned with client therapeutic and commercial priorities.



Acquisition Target ID

AI-driven identification of potential acquisition targets aligned with a client's strategic, therapeutic, and technological priorities.



Market Intelligence

Deep strategic mapping of therapeutic areas, technology sectors, and competitive landscapes to inform BD and portfolio planning.

The SAGEIQ Intelligence Platform

SAGEIQ is Sage's proprietary research and analytics platform designed to identify, analyze, and prioritize partnering opportunities across the global life sciences ecosystem. At its core is **SAGENT™** — an AI-enabled intelligence engine that interrogates multiple layers of structured and unstructured data simultaneously.

The platform integrates:

- Scientific and clinical development data
- Global company pipeline intelligence
- Historical transaction and licensing data
- Patent and intellectual property landscapes
- Strategic positioning of pharma and biotech companies
- Competitive and market dynamics

The Output

Through advanced search algorithms and pattern recognition, SAGEIQ identifies companies whose strategic priorities, pipeline gaps, therapeutic focus, and development capabilities align with each client program.

The result is a **highly refined universe of potential partners** ranked according to strategic relevance and probability of engagement — delivering precision where traditional BD delivers volume.

The SAGEIQ Process

The SAGEIQ process follows five structured stages — from **Strategic Definition** through to **Partner Engagement** — ensuring that each client engagement is grounded in precise search criteria, global data intelligence, and rigorous strategic qualification before any partner outreach begins.

AI-powered discovery refined by expert human judgment.



Why SAGEIQ?

AI-Driven Global Discovery

Powered by the SAGENT™ engine, SAGEIQ systematically scans global datasets, scientific literature, company pipelines, transaction databases, and strategic market signals to surface opportunities invisible to conventional BD methods.

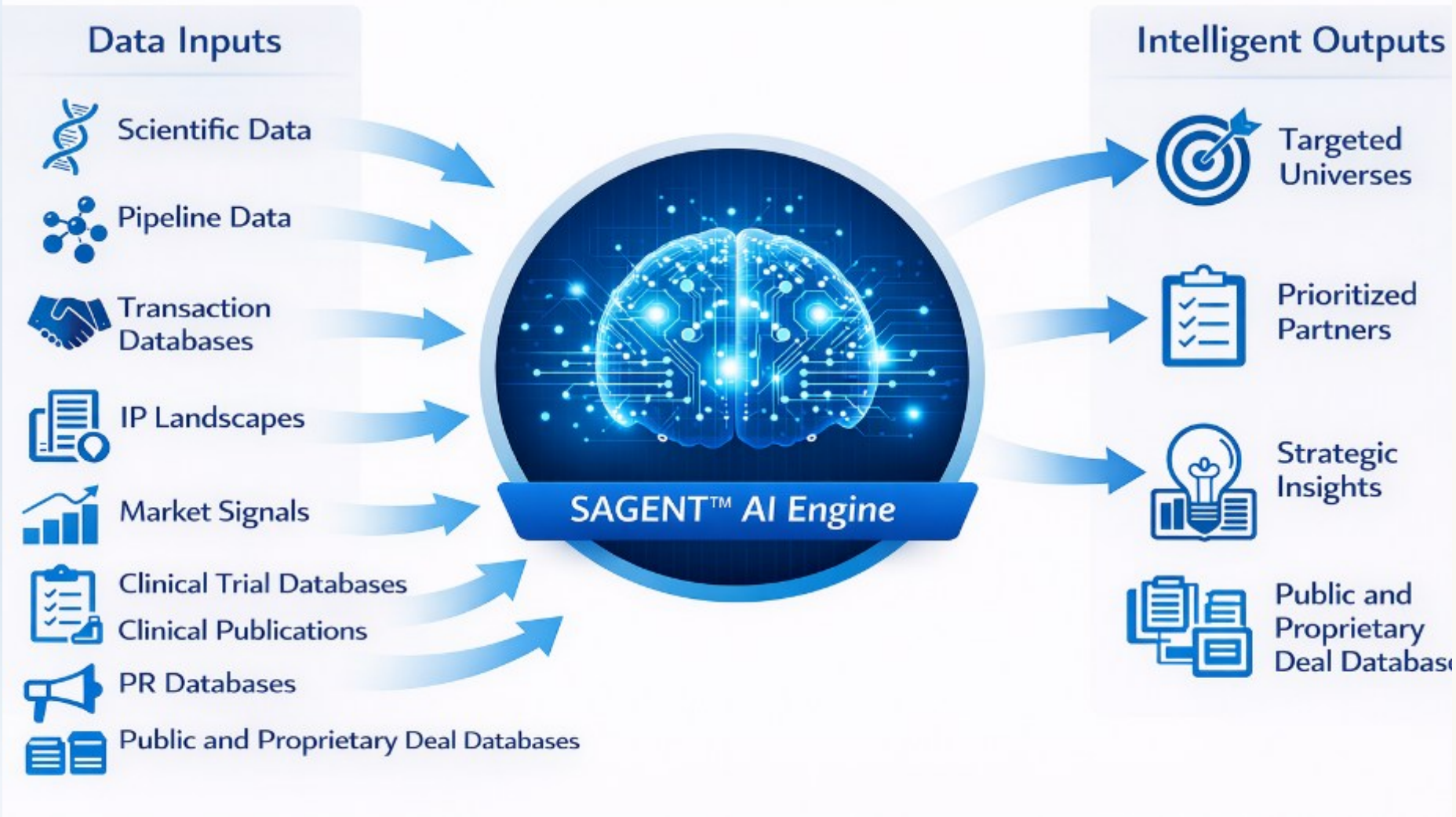
Beyond Traditional BD Networks

Unlike conventional approaches relying on manual networks and opportunistic outreach, SAGEIQ applies structured analytics and deep search intelligence to identify partners well outside established contact circles.

Partnering Precision™ Methodology

Through SAGEIQ and Sage's proprietary Partnering Precision™ methodology, clients gain access to one of the most rigorous, data-driven partnering search capabilities available anywhere in the life sciences sector.

Inside SAGENT™ AI Engine



CORE TECHNOLOGY

Inside the SAGENT™ Engine

The SAGENT™ AI Engine forms the analytical core of the SAGEIQ platform, integrating multiple layers of global life sciences intelligence to enable systematic identification and prioritization of partnering opportunities.

- ❏ *SAGENT™ AI Engine – Data Integration and Intelligence Generation Workflow. Integrates scientific, corporate, and transaction data to generate targeted partner universes, prioritized opportunities, and strategic insights for life sciences partnering and licensing.*

10 Reasons Pharma BD Teams Use SAGEIQ

Identifying the right licensing or partnering opportunities in today's global life sciences landscape has become increasingly complex. Thousands of biotechnology companies, emerging technologies, and evolving therapeutic platforms make it difficult to maintain complete visibility across the innovation ecosystem.

BioKinect developed SAGEIQ to address this challenge. By combining AI-driven analytics with deep life sciences expertise, SAGEIQ enables pharmaceutical and biotechnology companies to identify and prioritize the most strategically relevant partnering opportunities worldwide.



Global Visibility Across the Innovation Landscape



AI-Driven Partner Identification



Faster Opportunity Discovery and Better Partnering Outcomes



Identification of Emerging Innovation



Highly Targeted Partner Searches



Strategic Prioritization of Opportunities



Integration of Multiple Intelligence Sources



Improved Efficiency for BD Teams



AI Combined with Human Expertise

Key Value Points & Sector Coverage

Key Value Points

- Global search across thousands of life sciences companies
- AI-enabled identification of high-probability partners
- Deep strategic filtering based on specific asset characteristics
- Rapid creation of prioritized partnering target lists
- Significantly higher partnering efficiency and execution success

Sector Coverage

SAGEIQ addresses businesses and opportunities across the following key sectors:

- Pharmaceuticals and biopharma
- Biotech and drug discovery
- Cell and gene therapy
- Medical technology
- Drug delivery and formulation
- Diagnostics
- Nutraceuticals

Client Use Cases 1

SAGEIQ supports a wide range of strategic initiatives across pharmaceutical, biotechnology, and healthcare companies by enabling **data-driven discovery and prioritization of partnering opportunities**.

1

In-Licensing Opportunity Discovery

Identify external assets to expand internal pipelines. SAGEIQ delivers a global, structured view of emerging opportunities aligned with therapeutic focus, modality strategy, and development stage requirements.

2

Out-Licensing Partner Identification

Generate highly targeted partner lists based on strategic fit, development capabilities, and geographic reach — significantly improving licensing efficiency and success rate.

3

Pipeline Gap Analysis & Expansion

Identify pipeline underdevelopment areas and map external opportunities to fill those gaps through a data-driven approach to portfolio strategy.

4

Technology Platform Scouting

Gain visibility into next-generation platforms globally — RNA therapeutics, cell & gene therapy, AI-driven drug discovery, novel delivery systems (LNP, depot), and more.

5

M&A Target Identification

Enable early identification of potential acquisition targets — including emerging biotech companies that may not yet be widely visible — aligned with strategic, therapeutic, or technological priorities.

Client Use Cases 2

6

Therapeutic Area Landscape Mapping

Generate a comprehensive view of companies active in a therapeutic area, pipeline stages and modalities, emerging innovation clusters, and competitive positioning — supporting BD prioritization and investment decisions.

7

Competitive Intelligence & Benchmarking

Understand how competitors are positioning through licensing activity, pipeline development, strategic partnerships, and technology investments with data-driven competitive analysis.

8

Early Innovation Identification

Identify emerging companies and technologies before they become widely recognized — providing first-mover advantage for companies seeking access to breakthrough innovation.

9

Strategic Partner Mapping

Identify partners for co-development agreements, regional partnerships, platform collaborations, and research alliances through systematic global opportunity discovery.

10

Investor & Corporate Strategy Intelligence

Support venture capital, private equity, and corporate strategy teams with intelligence on emerging innovation trends, high-potential companies, investment opportunities, and sector evolution dynamics.

Strategic Opportunity Discovery for In-Licensing

For pharmaceutical and biotechnology companies seeking to expand their pipelines, identifying the most attractive in-licensing opportunities requires deep visibility across a rapidly evolving global innovation landscape. SAGEIQ enables systematic discovery of promising assets aligned with a company's strategic priorities.

Search Parameters (25+) Include:

- Therapeutic area focus
- Target Sector (eg hospital, GP specialty etc)
- Development stage
- Modality or technology platform
- Mechanism of action
- Geographic availability
- Competitive positioning
- Financial details and deal size

The Result

Through SAGEIQ, clients gain access to a continuously updated intelligence view of emerging opportunities across biotechnology companies, academic institutions, and emerging technology platforms.

The output is a **prioritized opportunity map** highlighting the most strategically relevant assets for potential in-licensing or collaboration – enabling faster, more confident decisions.

In addition, the platform can provide detailed strategic briefs for the most relevant assets, including all aspects about the asset, such as MOA, clinical data, regulatory status, IP and more.

Global Partner Identification for Out-Licensing Programs

For companies seeking partners to develop and commercialize their assets, identifying the right licensing partner is one of the most critical determinants of transaction success. SAGEIQ enables a highly structured and targeted search for the most appropriate licensing partners worldwide.



This approach allows clients to engage the most relevant global partners quickly and efficiently, **maximizing the probability of successful licensing transactions** while minimizing wasted BD effort on poor-fit targets.

About BioKinect & Sage Healthcare

Our Heritage

SAGEIQ was developed by **BioKinect** in collaboration with **Sage Healthcare** (www.sagehealthcare.com) — a globally established strategic and transactional advisory firm dedicated exclusively to the healthcare and life sciences sector. BioKinect is based in UK, Europe, and USA, with **32+ years** of consultancy and transactional advisory services to the healthcare and life science industries.

Track Record

For more than three decades, Sage has supported pharmaceutical, biotechnology, medical device, and healthcare companies in identifying and executing strategic transactions including licensing, partnering, acquisitions, and strategic collaborations.

250+

Transactions

300+

Clients

\$6Bn+

Deal Value

SAGEIQ represents the evolution of Sage's proprietary research capabilities into a powerful **AI-enabled intelligence platform** designed specifically for the complex partnering landscape of modern life sciences.

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Take the Next Step

To learn more about how SAGEIQ can support your organization's licensing, partnering, or market intelligence objectives, please reach out directly or complete the Contact Form on our website. A member of the BioKinect team will be in touch promptly.

We welcome enquiries from pharmaceutical, biotechnology, medical device, and healthcare companies at all stages — from early pipeline strategy through to active transaction execution.

 **Please fill in the Contact Form at www.biokinect.com to enable us to be in touch with you.**

SAGEIQ SEARCH STRATEGY

Filters for In-Licensing Programs

For companies seeking in-licensing and M&A opportunities, SAGEIQ provides a variety of key filters which are prioritized selectively during the search process. These include:

-  **Scientific & Clinical Filters**
 - Therapeutic Area(s)**
(e.g., oncology, CNS, respiratory, immunology etc)
 - Indication(s)**
(specific diseases or patient segments)
 - Mechanism of Action / Target Biology**
(validated targets, pathways, novel biology)
 - Modality / Molecule Type**
(small molecule, mAb, bispecific, RNA, gene therapy, cell therapy, etc.)
 - Development Stage**
(discovery, preclinical, Phase 1, Phase 2, Phase 3, marketed)
 - Clinical Proof-of-Concept Requirement**
(required vs optional)
 - Biomarker / Precision Medicine Alignment**

-  **Operational & Practical Filters**
 - Timeline / Urgency**
(immediate need vs longer-term scouting)

- Product & Data Characteristics**
 - Differentiation Criteria**
(efficacy, safety, dosing, delivery, convenience)
 - Route of Administration / Delivery Platform**
(oral, injectable, depot, inhaled, nasal, etc.)
 - Combination Potential**
(monotherapy vs combination strategy)
 - IP Position / Patent Life Requirements**
(minimum remaining exclusivity)
 - Regulatory Status**
(IND cleared, orphan designation, fast track)
 - Target User**
(GP, specialty, hospital etc.)

-  **Commercial & Geographic Filters**
 - Geographic Scope of Rights**
(global, US, Europe, APAC, ROW)
 - Rights Availability**
(available, partially partnered, open territories)
 - Market Size Threshold**
(minimum commercial opportunity)
 - Target Product Profile (TPP)**
(desired clinical and commercial attributes)

-  **Company & Partner Filters**
 - Company Type**
(biotech, pharma, academic spin-out, platform company)
 - Company Size / Stage**
(early-stage biotech vs late-stage vs commercial)
 - Financial Status**
(venture-backed, public, capital constrained, etc.)
 - Partnering Readiness**
(actively seeking partners vs passive)

-  **Transaction & Strategic Filters**
 - Deal Structure Preferences**
(license, co-development, option-to-license, acquisition, quantum of deal size)
 - Risk Profile / Appetite**
(early-stage vs late-stage bias)
 - Strategic Fit with Existing Portfolio**
(complementary vs expansion into new areas)
 - Competitive Landscape Sensitivity**
(avoid crowded spaces vs accept competition)