

April 2022



ON eNews



Welcome to our April 2022 eNews

“A healthy mix of the old and the new to inspire success!”

Welcome to this month's One Nucleus eNews, our regular opportunity to share with you some of the highlights of what our members have been up to, upcoming opportunities and more.

The past few weeks have again seen a continued increase in the frequency and breadth of opportunity for in-person meetings. Seeing other delegates in 3D and those serendipitous conversations that have felt hindered when online. That said, the increased accessibility of the online content such as panel discussions or company presentations have been a benefit of the virtual event for many.



With that in mind it was great to harness a little bit of both recently, by hosting one of the BioEurope Spring International Networking Sessions. An excellent panel discussion beamed in ahead of some networking over afternoon tea! The new meeting the traditional as it were. Thank you to those who attended and of course to EBD Group for their support in making this happen. Mark your diary for [BioEurope 2022, Leipzig 24-26 October](#) – enquire now about your [One Nucleus member discount](#).

Later in this newsletter you'll find details of the upcoming One Nucleus events, training courses and collaborator events offering discounts for our members where we are looking forward to meeting you. Many opportunities to connect with your peers and learn about current trends and advances our members are delivering. Of course, you can keep up with the news from our members via our [website](#), [LinkedIn](#) or [Twitter](#) pages. If you are seeking to join one of the teams being led to success, it is worth checking out our recently launched [One Nucleus Members' Jobs group](#) on LinkedIn and the [One Nucleus Member Showcase videos](#).

An appetite for inspiration

At the recent Life Sciences Dinner we held at Quay Mill Hotel, it was clear to see from the quality networking the degree of energy being put into building telling relationships with peers in order to advance R&D, company success and careers. There can be little to whet the appetite for being innovative than seeing an inspirational leader recognised. We were delighted to have the 2022 Life Science



Inspiration Award winner, John McCafferty join us on the evening and receive his award from previous winner, Claire Thompson. Thank you to our sponsors Charles Stanley Wealth Management, EY, Penningtons Manches Cooper and Thermo Fisher for enabling us to gather.

When first class company is accompanied by excellent food or a stimulating conference programme, then the peer-to-peer ideas exchange potential is awesome. No wonder then that we are excited to offer attendees the chance to have both, back-to-back across 6-7 July here in Cambridge. On the evening of 6 July, we will be holding a [One Nucleus Summer Life Sciences Dinner](#) – a unique setting and chance to mingle for the 100 attendees. Tables are available to be reserved by email to tony@onenucleus.com and will be allocated on a first come first served basis. The 7 July will see the return of [ON Helix](#) to being in-person. With physical space for just over 250 attendees on the day, booking early is highly recommended, although digital passes are available to all to access additional content, 1-2-1 partnering and post-event recording of key sessions. More details below.

Getting the measure of your travel plans

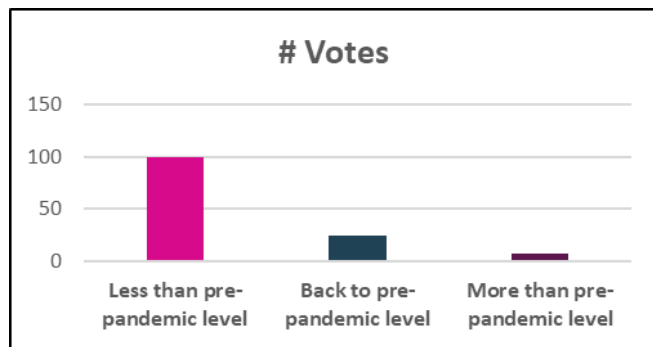


Readers may recall from the [March](#) edition that One Nucleus were separately in discussions with both United Airlines and Manchester Airport Group, seeking to inform them of the needs of our members when it comes to them returning to international business travel. Those conversations have continued and we look forward to updating you on a great initiative we plan to be undertaking with United this Autumn, now they have launched their direct [LHR-BOS](#) flight – watch this space!

The various discussions and roundtables, along with the coincidental discussions within the network about a return to international travel brought up a number of views. Some feeling very bullish about needing to be back in the air. More precisely, back in the offices of investors/partners/clients (delete as appropriate) on the East and West Coast, US seemed order of the day. For some, whether for reasons of sustainability, cost, work-life balance or other reason, they will still travel but in a more targeted and value-delivering manner. It reminded me of many travel quotes and of these two in particular after hearing why a number of my contacts are attracted to business travel. First, “The real voyage of discovery consists not in seeking new landscapes, but in having new eyes” (cf Marcel Proust) and second, “Many a trip continues long after movement in time and space have ceased.” (cf John Steinbeck). For me these quotes are a good reminder of how networking with others can make you see things differently and the importance of reflecting on what you have heard post encounter. Should apply to all networking and events I feel.

These discussions have prompted me to seek some input from the network via a [quick poll](#) this week about how they see their travel levels post-pandemic. The early results are in from the first 131 responders as set out below. It seems clear that collectively we may be more selective over which trips we make going forward.

How do you see your international business travel developing in the next year?



I hope you enjoy the updates, savings opportunities, member news and engagement options highlighted below and on our [website](#). The One Nucleus team remains available to respond to any questions you may have, of course, and looks forward to supporting you wherever possible.

Tony Jones

CEO, One Nucleus

Have you Read our Annual Review 2022?

Annual Review 2022

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Our Annual Review has landed - a highly anticipated review of the year, featuring relevant articles and adverts for the Cambridge Life Science ecosystem as well as our member listing.

Articles include East of England Deal Making Activity by PharmaVentures, Providing Space for the Pioneers of Life by BioMed Realty and Increasing Sophistication in the Pharma/Biotech Partnership Model by Mills & Reeve, as well as our overview of our Network in Cambridge and further afield on the International circuit.

We also cover all the benefits that members have received from Learning and Development to Savings, Events and Innovation Support. Featuring a full A-Z listing of our current members.

[Click here to read this year's Annual Review](#)

ON Helix - The Good, the Bad and the Bugly

Our one-day conference addressing key bio innovation trends, from developments in life science and technology research, to translation into new diagnostics, prevention tools and treatments, returns to the Babraham Research Campus on 7 July.

Among the many themes identified as key to delivering bio-innovation for health, the anti-infective space stands out as an exciting yet challenging therapeutic area to discuss.

The last two years have shown unprecedented efforts to tackle a global pandemic with research and development initiatives deployed in diagnostics, therapeutics, and vaccines, all targeted towards one virus. While the rapid progress gave hope for the future of the anti-infective space, it has led to the still existing challenges in AMR or mortal viral diseases, being overlooked to some degree. The anti-infective space is challenging in the sense that to be efficient, it requires a relatively holistic approach, of surveillance, prevention, and therapeutic intervention. The level of innovation required spans many technologies, and many feel the lack of market incentives are too often keeping AMR in the 'too hard to address' pile of unmet needs.

On the positive side, the rise of innovative technology approaches including microbiome research, coupled with innovation driven funding initiatives like CEPI and the Novo Repair fund are providing hope for improving our human – bug interaction.

The ON Helix panel discussion **Bio Innovation in Prevention – the Good, the Bad and the Bugly** will bring together companies with innovative approaches in anti-infection including Microbiotica, together with leading pharmaceutical company MSD, and others supporting efforts in anti-infectives.

ON Helix covers much more than this, so do check the [website](#) for all updates. There will be limited in-person capacity, hence registering early is highly recommended to guarantee your place and reconnect with the network on 7 July.

A promotional banner for the ON Helix event. It features a white rounded rectangle in the center with the text '7 July 2022 | Cambridge & 4, 5, 6 July 2022 Digital' and the 'on helix' logo. The logo consists of the words 'on helix' in a bold, lowercase font, with a glowing DNA double helix graphic integrated into the letters. The background is a vibrant, abstract design with overlapping circles and shapes in shades of pink, purple, and orange. In the bottom left corner, the 'one nucleus' logo is visible, featuring a stylized sunburst icon. In the bottom right corner, there is a dark blue button with the text 'Register here' in white.

7 July 2022 | Cambridge &
4, 5, 6 July 2022 Digital

on helix

one nucleus

Register here



Connect with the Belgian Life Science Community - 10 May 2022

Belgium is a vibrant Life Science ecosystem, gathering excellence on the whole value chain producing a continuous pipeline of successful biotech companies including the likes of Galapagos, Ablynx, ArgenX, Mithra, Iteos and Univercells.

The scientific excellence and infrastructure support including investment, facilities and networks is making it a partner of choice for those involved in the sector.

On 10 May, you will have the chance to meet key representatives, hear from some of the most exciting Belgian companies and join a discussion on collaboration and investment opportunities between the UK and Belgium in a post Brexit context.

The event will be held at the Babraham Research Campus 10.00 – 16.30 and is free to attend.

[See the list of the 50 organisations attending from Belgium](#) and register [here](#).

There will be opportunities for some UK companies interested in developing closer connections with Belgium, to pitch to the Belgian delegation. Please contact aline@onenucleus.com if interested.

To complete the connection with the Belgian community, One Nucleus members get 15% discount on [Knowledge for Growth](#) the following week on 18 and 19 May in Ghent.

Fisher Scientific Develops a New Customised Landing Page for all Qualifying One Nucleus Members!

The new landing page provides direct access to Fisher Scientific's entire portfolio and is a quick way to place and track purchases. Alternative product selection and product availability is immediately visible and self-service options are available with our eBusiness system - with One Nucleus pricing pre-loaded for convenience. Find useful, up-to-date information as well as all the documentation you need to support your procurement process and the traceability of product charges.

Overall benefits of this NEW Landing Page Service include:

- Instant view of One Nucleus preferential pricing and firsthand choice of special offers
- Orders placed directly from your account and enjoy full range of e-business rebates
- Connect and set requests directly to the dedicated Account Management team

Learn about special programs and interesting subjects on this website

- LabReporter – access scientific content and read impactful, dynamic stories
- SureTRACE - when full traceability and an enhanced quality are required
- EDGE - identify products with same-day dispatch guaranteed

To find out more and explore all the options, log into your own account on the Fisher Scientific site.

Take the first step and navigate to the new Fisher Scientific landing page designed specifically for One Nucleus members!

As much as the Virtual Innovation Centre supports companies with operational and business development activities, the fundraising journey every growing life science company must go through is not ignored.

The next two **VIC workshops** are exactly for those embarking on this fundraising journey and will be delivered by experts from One Nucleus partner EY, covering:

[Maximising non-Dilutive Funding for Growth](#) - 7 April 2022 - 11.00 – 12.00 - online

This webinar will review the various grant applications available to early-stage life science companies to support them in establishing their scientific work whilst progressing (growing diversifying) their research projects. It will review how to approach these funding opportunities, tips on writing successful applications and examples. The speakers will cover :

- the various types of grant funding available from concept stage to commercialisation
- lesser known grant schemes worth considering
- success stories and insights on what makes a winning application, including overcoming initial rejection.

[Exploring the Investor Decision Process](#) - 17 May 2022 11.00 – 12.00 - online

This webinar will review the key points investors pay attention to when reviewing investment opportunities including business models, business plans, company valuation, operations and the funding negotiations.

It will cover:

- key considerations for investors when evaluating a potential equity investment
- comparisons of the most common types of equity finance available
- de-mystifying some of the key terms that commonly arise in relation to such types of funding
- highlighting of some of the areas where red flags are often encountered during due diligence in fundraising transactions
- discussion of the dynamics between a lead investor and follow-on investors

Please contact Aline, aline@onenucleus.com if you would like to discuss the **VIC** or the **ON Helix 'Innovation Engine Room'**.



DIT Support: **BIO International Convention**



Over one week during the BIO International Convention, the UK Government will be on the ground, networking, supporting, and celebrating UK businesses and life sciences.

If you are an SME, DIT can support you via the UK Tradeshow Programme with education and training on BIO, with potential funding to exhibit or attend the show. DIT will also refresh and expand our Biotech Asset List, which is shared with US and global biopharma company business development teams, featuring UK biotech assets, IP and platform technologies available for licensing and partnering.

[Find out more here](#)

Meet Us At...

Meet Us At...
BioTrinity 2022

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BioTrinity 2022
Catalysing Growth in the Life Sciences Industry
LONDON 26-27 APRIL 2022

Tony Jones
CEO

Upcoming Events and Training Courses

One Nucleus Events

- 6 April | BioWednesday Webinar: Commercial Opportunities From Microbiome Research - [register](#)
- 7 April | VIC Workshop - Maximising non Dilutive Funding for Growth - [register](#)
- 21 April | Employer of Choice Webinar: Biotech Talent Trends 2022 - [register](#)
- 22 April | Where Can I Find Suitable R&D Space in Cambridge? - [register](#)
- 26 April | Does Cambridge go Beyond Prototype? - [register](#)
- 27 April | Life Science Marketing Group: The Power of LinkedIn: Proven Strategies to Help Your Business Gain Quality Leads - [register](#)
- 28 April | Artificial Intelligence to Accelerate Clinical Development - [register](#)
- 4 May | Cambridge Ion Channel Forum 2022 - [register](#)
- 4 May | BioWednesday Webinar: Driving Digitalisation of Life Sciences - [register](#)
- 4 May | UK - Denmark Collaboration Opportunities in Life Sciences - [register](#)
- 5 May | Networking for Biologics Innovators - [register](#)
- 10 May | Connect with Belgian Life Science- [register](#)
- 12 May | Networking Mixer - [register](#)
- 17 May | VIC Workshop – Exploring the Investor Decision Process - [register](#)
- 24 May | How and When to Prepare for the Arrival of the Unitary Patent - [register](#)

One Nucleus Training Courses

- 12 May | The Safe Use and Management of Laboratory Gases (one day course) - [register](#)
- 8 June | Online Introduction to Drug Discovery: From Idea to Clinical Candidate (two day course) - [register](#)
- 9 June | Presentation Skills for Scientists (one day course) - [register](#)

Industry Events

- 26 April | Technology Business Valuations: How Much is Your Tech Worth? - [find out more](#)
- 26-27 April | **Member Discount:** BioTrinity 2022 - [find out more](#)
- 4 May | Genomics England Research Summit 2022 - [find out more](#)
- 4-5 May | **Member Discount:** Anglonordic Life Science Conference 2022 - [find out more](#)
- 8-10 May | Target to Patient - Creating tomorrow's drug discovery toolbox - [find out more](#)
- 9-13 May | BioNJ's 12th Annual BioPartnering Virtual Conference - [find out more](#)
- 17 May | **Complimentary Registration for Members:** Bio Integrates - [find out more](#)
- 18-19 May | **Member Discount:** Knowledge for Growth 2022 - [find out more](#)
- 13-16 June | **Member Discount:** BIO International Convention - [find out more](#)

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Member Update



The next [BioWednesday](#) session, 6 April 2022 will be in collaboration with One Nucleus Corporate Sponsor, Fish & Richardson. Principal Chad Shear, will join a panel of microbiome experts to discuss the commercial opportunities arising from microbiome research.

As one of the hottest research topics for its potential across the Life Science spectrum, the microbiome remains a challenging area when it comes to commercialisation. The panel will discuss the intellectual property, business model and investment strategies being deployed to bring the innovation to market. Attendance is available at in-person hubs where the content will be live-streamed and interactive or via individual dial-in.

Deal of the Month

Microbiotica raises £50M Series B to Advance Pipeline of Microbiome-based Therapeutics

With the global market for microbiome therapeutics expected to grow from \$141.7 million in 2021 to \$1.3 billion by 2026, now is a really good time to be a microbiome company, as investors are increasingly focusing on leaders in microbiome therapeutics pipeline development like the Chesterford Research Park-based company, [Microbiotica](#).

With an impressive £50M Series B fund raising - the largest European microbiome-related fundraising to date – Microbiotica will be able to fund its Phase 1b clinical trials in immunology and ulcerative colitis and expand its microbiome-based product pipeline to other indications.

The international investment syndicate was co-led by Flerie invest and Tencent with new investors including British Patient Capital. Existing investors Cambridge Innovation Capital, IP Group and Seventure Partners all participated.

Funding & Support

Two Innovate UK grants are currently open for application:

Innovate UK Smart Grants: Closing date Wednesday 13 April 2022 - 11:00

UK registered organisations can apply for a share of up to £25million for game-changing and commercially viable R&D innovation that can significantly impact the UK economy. This funding is from Innovate UK, part of UK Research and Innovation. Further information and application form [here](#).

Biomedical Catalyst 2022 Round 1: Industry-led R&D. Closing date Wednesday - 25 May 2022 12:00.

UK registered SMEs can apply for a share of up to £15 million to develop innovative solutions to health and healthcare challenges. The funding is from Innovate UK. Further information and application form [here](#).

If you would like to get advice on maximising your chances of a successful application, the next **VIC workshop** – [Maximising Non-Dilutive Funding for Growth](#), 7 April 2022 is for you.