

Welcome to our August 2021 eNews

It's my pleasure to open this August '21 edition of our eNews. It always seems a surprise when it gets to this time of the year and I realise another year of being CEO of One Nucleus has passed. It will be four years on the 17th of this month, and what an enjoyable ride it has been. Not without challenges and disruption as you'd expect in any role, but so many positives leading this great team and working with members, our collaborators, and the wider network.



Time to Mingle?



Having been there at the start twenty-one years ago, it was great to see [Genesis 2021](#) fully launched this week. The new dynamic we find ourselves in has created the opportunity to think differently, leverage technology and continue on a path to deliver a valuable forum, suitable for the decades to come.

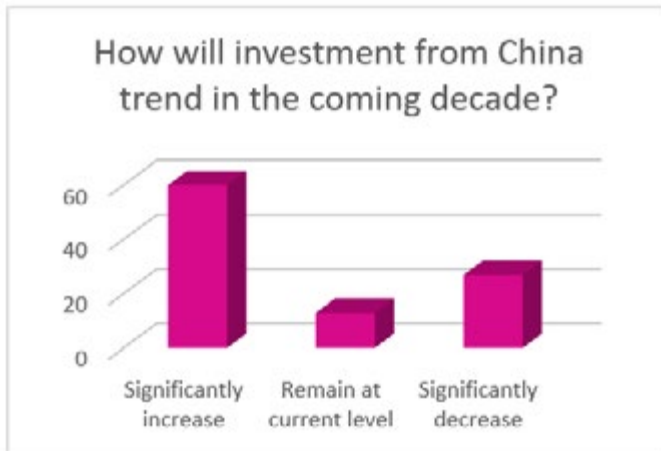
The Genesis conference has always evolved from those modest beginnings in 2000. Never afraid to try something new but always at its heart a desire to enable valuable and diverse connection in an accessible way - as befits a not-for-profit group seeking to enable its members and the ecosystem to deliver improved patient outcomes. We are fortunate to maintain complementary relationships with the commercial partnering event providers such as [EBD Group](#), to facilitate our members' dealmaking further. Emergence from the pandemic and such disruption means a new home and format for Genesis this year, perhaps a re-Genesis, but then as the name suggests it is a great place to create the new!



Striking the right deal:

Dealmaking is, of course an ever-present activity in the sector. Whether in R&D deals, investment, service provision or indeed employer-employee to build the best companies, there is such a human factor involved. In this issue, updates about the Virtual Innovation Centre sessions, the Fish & Richardson highlight and Deal of the Month. The people factor we return to with the Training course portfolio and Employer of Choice sessions.

The launch of the UK Government '[R&D People and Culture Strategy](#)' recently sets out some encouraging aspirations. As, of course, does the '[UK Life Sciences Vision](#)' launched in July. It was a pleasure to discuss the vision in this month's BioWednesday ([recorded](#)) and to ask the audience how confident they were that it would be delivered. An add-on to the



discussion provoked the [poll on LinkedIn](#) when it comes to how investment from China will trend. Voting is open until 12 August if you'd like to add to the early votes opposite. It was also a pleasure sitting down with **Fintan Walton, CEO & Founder of PharmaVentures** to discuss his experiences of how deals, and indeed the process of dealmaking has evolved over the past 30 years. We ended up on whether dealmaking was an art; a science; or both. You can catch

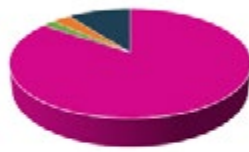
the [recording of the interview](#) to hear what pearls of wisdom the newest member of the One Nucleus Partner Programme shared.

Event Diversity:

It's hard to think of anyone I have been in contact with who has not missed the face-to-face networking elements of events. That said, it's almost equally hard to think of someone who hasn't mentioned they like the convenience, cost and accessibility of online events. As always, it's a balance. To this end, we have been researching and planning the forward looking One Nucleus Events portfolio. I am grateful for all the feedback and guidance whilst we have come to the mixed portfolio that offers the strengths of both delivery modes in their appropriate use as summarised here.

Event Type	Digital Delivery Option	In-Person Delivery Option	Presentations or Panel Discussions	Face-to-Face Networking	Formal 1-2-1 Partnering	Session Recording	One Nucleus Member Pricing
Bio-Wednesday Webinars	Yes	No	Yes	No	No	Yes	Free
Innovation Seminars	Yes	Yes	Yes	In-Person Option only	No	Digital Option only	Free
Networking Mixers	No	Yes	No	Yes	No	No	Free
Thematic Groups	Yes	Yes	Yes	In-Person Option only	No	Digital Option only	Free
Conferences	Satellite Sessions & 1-2-1 Partnering	Keynote Day/s	Yes	Yes	Yes	Yes	Discounted

Do you feel the proposed portfolio is the way forward?



- Yes
- No - all events should be in-person
- No - all events should be online
- No - all events should be hybrid events

The network has been invaluable in this iterative process. Asking if the above balance felt optimal in terms of what they want, the results are opposite.

It's a little different of course. For those seeking the mix of content and face-to-face networking we have elected to take the traditional face-to-face BioWednesday format into the Innovation Seminar series whilst we will continue to host

BioWednesday monthly webinars enabling us to retain the international speaker and guest mix, which has been well received. Strikingly, only 10% of respondents were fans of all events being hybrid, which seems out of kilter with the majority of event tech and organiser marketing I receive.

As always, you will also find more details of upcoming [events](#), [training courses](#) and alerts - and I'll leave with a Nelson Mandela quote I felt was fitting, as I opened the above mentioned BioWednesday; "Vision without action is just a dream, action without vision just passes the time and vision with action can change the world". I am always enthused, energised and optimistic knowing I have the fortune and privilege of interacting with people and companies that constantly bring vision and action together to change the world.

Tony Jones

CEO, One Nucleus

genesis 2021

9 December 2021 | 1 Wimpole St, London

Registration Open!

Genesis is approaching its 21st Birthday – and you're invited to the party!

Returning face-to-face on 9 December, Genesis 2021 may be considered to be something of a re-genesis after a year online. In a new home at 1 Wimpole Street and providing an in-person and digital delegate option, Genesis will harness the positives of both formats.

[Book your delegate place](#) now if you want to secure your attendance at the best Genesis party in the last 21 years!

Conference Content

The [Genesis 2021 Keynote Sessions](#)* will assemble senior executives and decision-makers from across the Life Science, Healthcare and Technology field to present, discuss and demonstrate their collective insight and thought leadership for the sector on subjects including:

- Winners and Losers 2021
- How Will Pharma Deals Evolve in 2022
- Sustainable Biotech
- Preparing for the Next Healthcare Crisis
- Driving Real World Patient Centricity
- Towards a Genomics Driven Healthcare System
- Converging Biotech
- Driving Innovation – Learning from Outside Our Bubble

*Keynote sessions will be recorded for digital delegates to view on-demand.

Digital [Innovation Workshops](#) will be scheduled on the days surrounding Genesis to enable all delegates to interact live on key topics

Newly created content involving One Nucleus's international partners will be available for on-demand viewing along with the Genesis 2021 playlist

Time to Mingle

Genesis 2021 is making time for the much-missed networking opportunities with plenty of breaks throughout the day in one of central London's most prestigious venues.

Partnering

Via the Conference App, Genesis will enable all delegates to participate in 1-2-1 partnering in private virtual meeting rooms.

Accessing the Conference

Whether attending in-person or as a digital delegate, all delegates will be able to maximise their engagement via the Conference App which will facilitate 1-2-1 partnering, live Innovation Workshops and on-demand content online from 6 December.

[Find out more](#)

VIC Update

Sharing Insights

The Virtual Innovation Centre supports Life Science companies on their journey as they grow, become more operational and more active deal makers. It brings bespoke advice and expertise sharing, partly through the monthly VIC workshops.










Workshop Update

The **VIC July Workshop – Growing with Confidence in Employees** in collaboration with Penningtons Manches Cooper reviewed the confidentiality elements to consider when expanding a team through their employment cycle, from recruitment to termination. If you missed it, the session was [recorded](#) for your on-demand convenience.

The September VIC workshop will focus on the challenges faced by companies when growing their R&D capabilities including in-house vs outsourcing decision making and the impact on their lab operations including equipment acquisition and lifecycle, consumable purchasing and inventory management, workflow and automation to optimise staff time and data management solution for growing-up companies.

Sharing Expertise

Our VIC partners provide an invaluable breadth of expertise that is summarised below and leveraged at the workshops.

Partner	Main Expertise
	Drug product definition and pre-clinical data package
	Research Models and Translational Research Pre Clinical partner selection
	IP due diligence and patents litigation in the US
	Leadership, C-suite and board engagement
	Development and manufacturing especially in protein expression and cell manufacturing
	Research collaboration contracts, employment law and commercial property
	Licensing, due diligence and corporate finance
	Wet lab support: consumables, equipment and support
	Partner selection and clinical development support

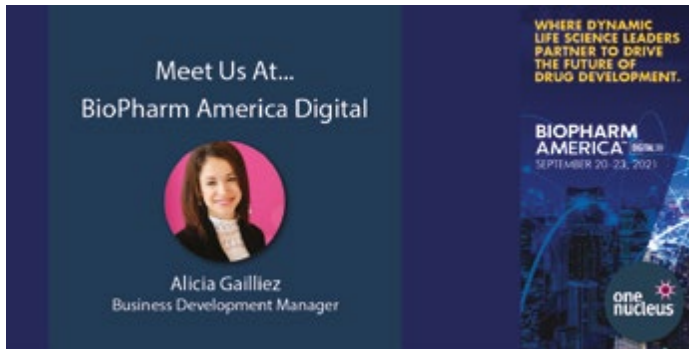
Continuous Support

It is great to see a growing interest from a diverse range of companies in joining the workshops and benefiting from the expertise provided. Here is a non-exhaustive list of those involved which we are looking to grow as the programme develops: Biorelate, Broken String Bio, Colorifix, Isogenica, Leaf Expression System, Mestag Therapeutics, Nerre Therapeutics, Drishti Discoveries, Nuclera Nucleics, Pharmenable, PrecisionLife, Talisman Therapeutics, ValirX.

It's a great time to engage in the [Virtual Innovation Centre](#)

Meet us at...

BioPharm America Digital



Knowledge for Growth



Meet Alicia Gailliez, Business Development Manager at [BioPharm America Digital](#) on 20-23 September - One Nucleus members receive 15% off registration, another great partnering opportunity.

Aline Charpentier, Head of Innovation Support, will be ready to meet you online at [flanders.bio's Knowledge for Growth](#) on 27-29 September - our members receive 15% off registration!

Turning Life Sciences ON



One Nucleus has so many benefits applying to different aspects of Life Science businesses that it may sometimes be difficult to navigate and cascade down to relevant members of the team. But we have the solution!

- For those interested in making the most of their membership or joining and wanting a good overview of the breadth of One Nucleus

support, this [video](#) is for you. It is complemented by members testimonials including [Eli Lilly](#), [Microbiotica](#), [Crescendo Biologics](#) and [Precision for Medicine](#) on how they use One Nucleus support

- For those who would like to have a bespoke introduction of One Nucleus to your staff at internal meetings, we would be delighted to arrange that for you. Please contact aline@onenucleus.com

Apprenticeship Survey



In collaboration with the Cambridgeshire and Peterborough Combined Authority, the Cambridge Ahead Skills Group, in which One Nucleus participate, is launching an apprenticeship survey to inform the next stage of its work. The Skills Group has kept a focus on apprenticeships over recent years, lobbying Government on reforms to apprenticeship levy policy, helping to shape and then promote the Greater Cambridge Apprenticeships service and raising the profile of apprenticeships locally.

The results of this survey will be used to inform training providers, the business community and local Government. They will shape the next phase of Cambridge Ahead's work and crucially input to the development of the next Combined Authority Employment and Skills Strategy.

[Access the survey here](#) and please complete the survey by midday on Tuesday 31st August.

All results from the survey will be anonymised and presented in aggregate.

PharmaVentures Interview



Catch up on our [recent interview](#) with Fintan Walton, CEO & Founder of PharmaVentures discussing how to achieve success in deal making. his insightful interview is useful to those both new to deal making and experienced deal makers who may benefit from some of the situations they discuss, hard lessons from 30 years of experience.

Learn the 3 key points you need in a successful transaction

- What is the emotional aspect of deal making and what does the negotiator need to understand and recognise when they enter the meeting room?
- How do you meet the biotech challenge – getting your voice heard by key decision makers within the pharmaceutical companies?
- What are the key drivers for pharmaceutical companies when doing deals?

Upcoming Webinars & Digital Events

One Nucleus Events

1 September | BioWednesday Webinar - [register](#)

7 September | Lunch and Learn: DPO & DPR: Something Old, Something New and Something Blue... - [register](#)

14 September | VIC Workshop – Growing Lab Capacity - [register](#)

21 September | HR SIG: Employee Data, Monitoring and Privacy - [register](#)

28 September | Creating a Diverse and Inclusive Workplace - an LGBTQ+ Perspective - [register](#)

20 October | Employer of Choice Webinar - [register](#)

9 December | Genesis London 2021 - [register](#)

One Nucleus Training Courses

08 September | Online Introduction to Drug Development: From Candidate Selection to Patients in Healthcare - [register](#)

22 September | Online Biological Safety: Management and Practice (IOSH Approved) 2 day course - [register](#)

29 September | Online Laboratory Health and Safety - [register](#)

13 October | Presentation Skills for Scientists - Save the date - [Contact us](#)

Industry Events

01 July - 17 November | Into the Breach - Avoiding, Managing and Reacting to Cyber Threats - [find out more](#)

11 August | Webinar: How Lessons Learned from the COVID Pandemic Will Improve Vaccine Development in the Future - [find out more](#)

14 August | BiotechBikers Meetup Cambridge - [find out more](#)

09 September | Startup Springboard - [find out more](#)

20-23 September | **Member Discount Available:** BioPharm America Digital - [find out more](#)

27-29 September | **Member Discount Available:** Knowledge for Growth - [find out more](#)

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Member Webinar Highlight



Fish Principal Chad Shear recently joined an online panel organised by Informa: [Designing the Deal: Layering the Groundwork for Successful Investment, Partnerships, and Acquisition](#). The discussion covered the steps pharmaceuticals companies can take to lay the groundwork for successful deals including optimising patent portfolio, due diligence, and availability of capital for early-stage companies. A must-see for all of those involved in deals, especially with a focus in the US.

Deal of the Month

Mestag Therapeutics extends seed financing to \$45M

The less than 2 year-old company based on Chesterford Research Park, [Mestag Therapeutics](#) has signed an impressive, oversubscribed seed extension to pursue its research on activated fibroblast populations and their role in influencing immune response in inflammatory disease and cancer. The extension of \$34M also brings in new investors Forbion, GV and Northpond Ventures and will be dedicated to progressing its pipeline of first-in-class antibodies whilst simultaneously discovering new targets.

We are increasingly seeing this type of large early-stage funding in our ecosystem (another recent impressive Series A was [Alchemab](#) with \$82M) which is really good news. Not only is it a strong acknowledgement of the quality of the science and innovation behind these companies, but it also provides them with the relevant resources to scale-up quicker, creating a critical mass of knowledge and talent that surely will have a significant impact on the ecosystem's development.

Funding & Support

As part of the ambitious UK Life Sciences 10-year vision, British Patient Capital has been allocated an additional £200M to make cornerstone commitments to later stage venture growth funds which are focused upon the UK's life sciences sector. It is expected to attract at least a further £400M of private investment to support promising technologies with patient impact. Call for matching fund managers is now [open](#) for what should have a significant long-term impact on the UK life science industry as a whole.

Read more about the [UK Life Sciences 10-year vision](#), and watch our recent One Nucleus [BioWednesday](#) discussion.