

February 2024



# ON eNews



## Welcome to our December 2023 eNews

It's a pleasure as always to be welcoming you to the monthly One Nucleus eNews bulletin. The somewhat frenetic start to the year, concentrated on the JPM Week where numerous deals, trends and reasons for cautious optimism were debated. The dynamic well reflected in the recent [Ross McNaughton & Sarah Cole](#) article. Seeing the announcement that [Novo Holdings are to acquire Catalent for \\$16.3 billion](#) would suggest the dealmaking momentum is not slowing. The path to success rarely runs smooth in Life Sciences as we all know. We see [winners and losers](#) each year.



The One Nucleus goal is to play its part in contributing to our sector's potential to fully address the challenges of globally unmet medical need by connecting the right people at the right time to have the right discussions. Whether driven by ageing populations, poor patient access, climate change or any number of other reasons surveyed for example by the [World Health Organization](#) and [European Commission](#), there is plenty of work to do.

Those researching and innovating as well as those investing and advising on the translation of great research into better healthcare solutions for at least some if not all patients are the bedrock of how this sector can collectively succeed. Recent months have seen major breakthroughs in areas such as obesity, where Science magazine picked out the [GLP-1 Agonist](#) work as their Breakthrough of 2023. There continue to be [emerging syndromes](#) also, of course, perhaps driven by the way in which we now live, eat and intervene in disorders, as discussed at [Genesis 2023](#).

Investing in the battle against ill health is a very international and multi-disciplinary endeavour. Whilst reading national or regional statistics, for example the recent [United Kingdom](#) and [Massachusetts](#) reports, their context is key. For this reason, I am pleased to see articles below from colleagues at One Nucleus reflecting on the reasons behind some of our upcoming initiatives such as the Boston Bootcamp, ON Helix 2023 and the Annual Awards. These programmes illustrate how the approach at one Nucleus focusses on how we can support our members in accessing the right connections, debate the key developments and recognise that all parts of the ecosystem are vital to long-term success, respectively.

As ever, you can keep up with the news from our members and One Nucleus via our [website](#), [LinkedIn](#) or [X](#) pages. The [News stream](#) contains numerous updates from our community. Enjoy the read!

**Tony Jones, CEO, One Nucleus**

# Building Bridges in Life Sciences – Connecting and Preparing for Massachusetts with the One Nucleus Boston Bootcamp Initiative 2024



By Tony Jones, CEO, One Nucleus and Alicia Gailliez, Business Development Manager, One Nucleus

One Nucleus passionately believes that to play its part in addressing global health challenges, it needs to support its members to be successful in their innovation journey, translating great science into patient benefit with all the add-ons of wealth creation, employment growth and sense of achievement on the way. A collective goal is to enable all unmet global health challenges to be addressed. A key challenge is how to do this effectively and efficiently for our members' resources. Aligning with their key needs is pivotal, one of which being to engage in the world class innovation clusters that represent large and complementary thought-leadership, business partnerships and capital pools. For some time, and likely to remain so, our sector has been North America centric, nowhere more so than the focus on the Greater Boston cluster of Massachusetts.

Statistics from the MassBio 2023 Biopharma Funding & Pipeline Report indicate Massachusetts-headquartered companies continue to attract substantial VC funding which is why most UK biotechs consider the US for accessing funding. Massachusetts-headquartered biopharma companies received \$7.67 billion in venture capital (VC) funding for 2023, a lower number than pandemic-era totals but significantly higher than the pre-pandemic record of \$5.53 billion in 2018.

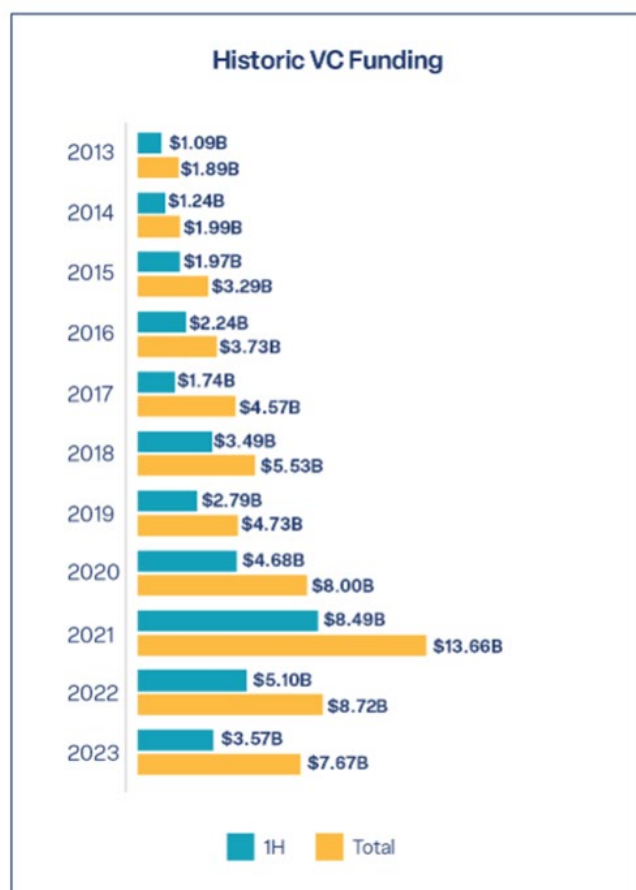


Image: 2023 MA Biopharma Funding and Pipeline Report. [online]  
Available at: <https://readymag.website/MassBio/4533612>

According to the UK's own [Bioindustry Association's](#) biofinancing report for 2023, the UK as a whole raised £1.25 billion in venture funding last year. Impressive and dominant in Europe, yet still around a quarter of the Massachusetts funding levels. It is also noticeable that around a quarter of VC investment in that UK figure is from the US, suggesting a high comfort and confidence level of US investors in UK innovation.

# Building Bridges in Life Sciences – Connecting and Preparing for Massachusetts with the One Nucleus Boston Bootcamp Initiative 2024

Location of investors participating in UK venture deals

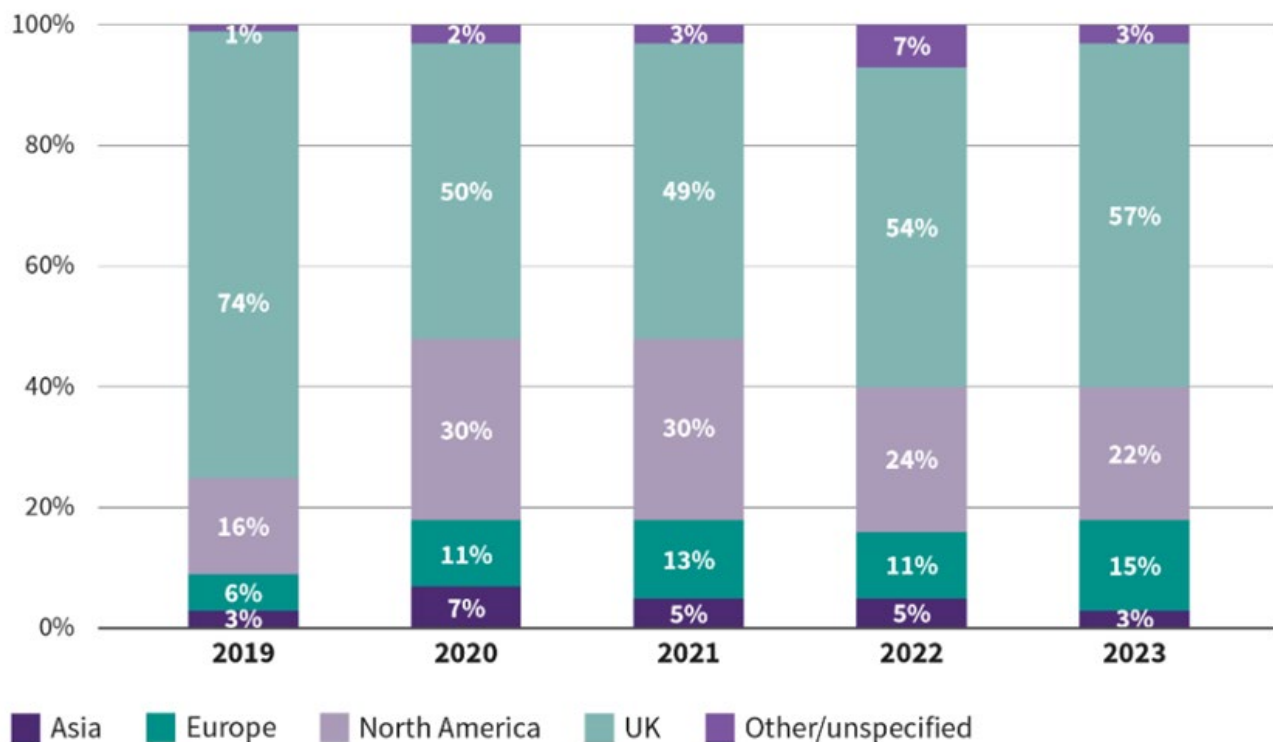


Image: BIA UK biotech financing 2023. [online] Available at: <https://biotechfinance.org>

Innovation is a contact sport as we all know. The critical mass and track record of both these regions, illustrated by the continuing economic growth, [employment creation](#) and history of life-changing innovations arising from them compares well amongst their peers. Deal flow already occurs due to personal and corporate links that have developed ad hoc over recent decades, but the question remains could a connection be built that was good for all, two-way and enhanced the deal flow and understanding further.

In an article post the International BIO Convention 2023 for [Business Weekly](#), the similarities and differences between the two Cambridge-centred clusters (UK and MA) led to a conclusion that whilst not identical twins, they could certainly be siblings. The aligned mind-set and characteristics suggesting a very dynamic and creative relationship is achievable at scale.

Cambridge to Cambridge – an evolving tale of two cities



Image: Cambridge to Cambridge – an evolving tale of two cities, Business Weekly, 1 July 2023



# Building Bridges in Life Sciences – Connecting and Preparing for Massachusetts with the One Nucleus Boston Bootcamp Initiative 2024

So how to harness this synergy to maximal effect. Articulating to the MA audience their perception of UK Life Science innovation is one of undervaluing its value due to the differences in financing landscape and how our R&D companies start. In return, enabling UK emerging stars to understand how doing business in the US is different. Through strengthening our ties with the local key contacts in the Massachusetts Life Science Cluster, One Nucleus aims to build that bridge between the two clusters that facilitates two-way traffic going forward.

The [Boston Bootcamp](#) is a competition aimed at supporting innovative early-stage R&D companies with proprietary new therapeutics discovery programmes or leading-edge platforms to enable R&D to access the Greater Boston ecosystem. The programme will include:

- Return Premium Economy Flights LHR-BOS
- 3 nights hotel stay
- UK preparatory sessions by life science experts with Greater Boston experience
- Participation in One Nucleus Boston Bootcamp
- Free delegate place at the [One Nucleus Annual Awards Dinner 2024](#)
- Participating in a keynote panel session at [ON Helix 2024](#); a means on Independence Day for the travelling group to feedback what lessons they learned, what every company seeking to do business with MA could do better and how the UK-MA Bio Bridge could be enhanced for deal flow.

**ON Awards**  
2024

**ON Helix**  
2024



# Building Bridges in Life Sciences – Connecting and Preparing for Massachusetts with the One Nucleus Boston Bootcamp Initiative 2024

The Bootcamp programme will help young companies understand how doing business in the US brings a different set of challenges, whether that be having the correct investment proposition for those investors, understanding legal compliance structures and how to assemble the right leadership teams. Ultimately, the insights will help companies present themselves in a manner that will gain traction in that deal making market.

The programme will address four overarching themes with sub-topics shown below in each half-day session:

<b>Introduction to MA Ecosystem and Navigating the Landscape</b>	<b>Best Operational Strategies</b>
<ul style="list-style-type: none"><li>• An overview of the MA Life Sciences sector</li><li>• How to navigate the ecosystem</li><li>• Support available to UK companies seeking to do business in MA</li></ul>	<ul style="list-style-type: none"><li>• Intellectual property</li><li>• Facilities leasing</li><li>• Building your leadership team</li><li>• Reporting compliance</li></ul>
<b>Raising Investment</b>	<b>R&amp;D Collaborations</b>
<ul style="list-style-type: none"><li>• Business model and value proposition</li><li>• Terms sheets</li><li>• Due diligence</li></ul>	<ul style="list-style-type: none"><li>• Identifying a MA-based partner</li><li>• Pitching to partners</li><li>• Working with academia</li><li>• Clinical trials</li></ul>

Complementing the Boston visit will be a series of preparatory sessions to help competition winners focus on their needs and knowledge-gaps as follows:

- ‘If I knew then what I know now’ – A session from Life Science executives who have been to the US or there now to share their experiences of lessons learned and what the US wants to see.
- ‘Anticipating the key questions’ – A session where the winners can have the opportunity to share their own pitch with someone who is from the US or has a footprint there for a chance to understand the specific questions that may come up.
- ‘Pre-visit briefing’ – A session which will share the logistics of the visit.

The One Nucleus team are looking forward to a very successful initiative!

# Upcoming Events and Important Dates

If you are part of an organisation with One Nucleus membership, you receive:

- Free access to member networking meetings
- Gold members enjoy free access to Thematic Groups and Silver members receive a 40% discount
- Up to 40% discounts on [ON Helix](#) and [Genesis](#) delegate rates
- Discounts on [external events](#) through our collaborations with key players such as EBD Group.

## Upcoming Events and Training Courses

### One Nucleus Events

13 February | **Building a Solid Foundation: A Guide to Establishing a Data Protection Program at Your Life Sciences Startup** | [Register](#)

15 February | **HR SIG - Navigating and Implementing the New Law on Accrual of Holiday and How it is Paid: What Do You Need to Change?** | [Register](#)

28 February | **BioWednesday London: One Health - Improving Human, Animal and Environmental Outcomes** | [Register](#)

12-13 March | **ONLINE Building Life Science Adventures** | [Register](#)

14 March | **IP Due Diligence and How to Build a Strong IP Foundation** | [Register](#)

14 March | **How to Partner with Lilly: In Association with Cooley and One Nucleus** | [Register](#)

21 March | **Annual Awards Dinner** | [Sponsor or Book Tickets](#)

4 July | **ON Helix 2024** | [Register, Exhibit or Sponsor](#)

### One Nucleus Training Courses

19 March | **Laboratory Health and Safety** | [Register](#)

[View](#) all our [upcoming 2024 training courses](#). For information about our in-house courses, please contact [training@onenucleus.com](mailto:training@onenucleus.com).

### Industry Events

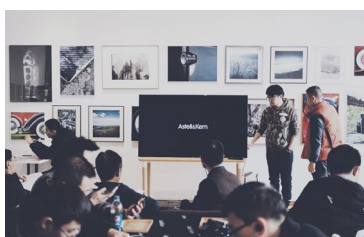
26 February – 1 March | **Members Get Free Premium Access | Biotechgate Digital Partnering** | [Register](#)

18-20 March | **Member Discount Available - BIO-Europe Spring® 2024** | [Register](#)

18 April | **Member Discount Available - Anglonordic Conference** | [Register](#)

23-24 April | **Member Discount Available - BioTrinity** | [Register](#)

16 May | **Member Discount Available - Knowledge for Growth** | [Register](#)





# Shooting for the Stars in Life Science Innovation



By **Jasmin Bannister**, Member Engagement Manager, One Nucleus

A successful life science ecosystem is much like a spaceship shooting for the stars; there may be many moving parts but none are redundant, if they didn't serve a vital function they wouldn't be there.

Bringing the best people together is key to translating great innovation into great products that markedly improve patient outcomes and drive economic development. One Nucleus is at the forefront, driving both local and international connectivity. This article reflects on the impact of the life sciences ecosystem and our valuable members.

The One Nucleus community is multifaceted, as demonstrated by the visual shown here. There are various benefits of being visible on this colourful wheel, but what each organisation shares is impact of its vital role in supporting the life sciences value chain. The value chain ranges from public research to large drug developers with all stages of companies in between. In order to discover and develop new therapies, they require the highly specialised technology providers, technical services, business and strategic support services that enable innovation, growth and success. The [Membership Directory Search](#) feature facilitated by [Biotechgate](#), is a powerful tool for understanding and presenting the strength of our network.



2024 sees the delivery of new initiatives such as the [Annual Awards Dinner](#), [Boston Bootcamp](#), and [Training Sat Nav](#), to support our members and the wider network with achieving their goals whether it be:

- increasing visibility
- savings
- making connections
- learning and development
- championing success

As our members' needs change, One Nucleus consistently strives to adapt to be the best it can be for our sector.

For the first time, One Nucleus will host its Annual Awards Dinner in London on 21 March. In recent weeks, life science innovators, companies and their supporters have been submitting their entries setting out why they believe they should be positioned as the 'Best Performing Company of the Year' across [eight categories](#). We look forward to announcing the shortlist on 22 February and wish all of those who have entered, the best of luck.

# Shooting for the Stars in **Life Science Innovation**

Recognising the benefits that international connectivity can provide locally, membership of groups such as [CEBR](#), strong collaborations in North America and Asia with like-minded associations and having EBD Group as a Partner is important to One Nucleus helping our members. The Boston Bootcamp will play a key role in supporting our members expand their reach, gain valuable new connections and insights, supporting them in their innovation journey. More details in the '[Building Bridges in Life Sciences](#)' article co-authored by my colleagues Alicia Gailliez and Tony Jones.

Working with EBD Group, One Nucleus looks forward to supporting its members again this year at Bio Europe Spring 2024. Events such as [Bio Europe](#) and [BIO](#) are excellent opportunities for life science communities to grow their networks. One Nucleus members can receive significant discounts on registration or join our [Enhanced Profiling Opportunity](#) at Bio Europe Spring 2024 for increased visibility and presence without breaking the bank.

The '[Advancing Innovation Through Clusters](#)' Innovation Workshop at Genesis 2023, promoted the benefits of exchanging good practice on supporting life science and healthcare companies between various bio clusters in Europe to enable success. The session was hosted in collaboration with CEBR (Council of European BioRegions).

Whilst One Nucleus offers a portfolio of first-class formal courses, there is an array of technical and softer skills that staff may need to develop outside of that portfolio. Yet the portals through which to search for such training provision can be limited. To address this, the [Training Sat Nav](#) will clearly identify opportunities for people to develop specific skills relevant to their career development; reflecting the needs that we are made aware of by our member companies and the onward research to identify credible providers of such courses.

In conclusion, One Nucleus is more than just a membership organisation; we are passionate about supporting and celebrating each and every remarkable individual and organisation within our community.

## **Building Life Science Adventures Careers Conference - Nominate Your Life Sciences Inspiration of the Year Award 2024**

The Life Science Inspiration of the Year Award celebrates the remarkable achievements of individuals who have demonstrated extraordinary innovation and dedication in the field of life sciences.

This prestigious honour recognizes those whose groundbreaking contributions have not only advanced scientific knowledge but also inspired others to pursue excellence in the quest for understanding and improving life processes. Whether through groundbreaking research, transformative discoveries, or visionary leadership, the recipient of this award serves as a beacon of inspiration, driving the life sciences community toward new frontiers and a deeper understanding of the intricate web of life. This award not only acknowledges individual brilliance but also fosters a culture of innovation and collaboration that propels the entire field forward.

In light of our forthcoming [Building Life Sciences Adventures \(BLSA\) Conference](#) on 12-13 March, we're giving you the opportunity to nominate someone you know who has particularly inspired you during your career journey to date. Please submit your nominations to [training@onenucleus.com](mailto:training@onenucleus.com) including their full name, email address and 100 words maximum about why you are nominating them by Friday 1 March 2024. The winner will be announced on 13 March 2024 at the end of the final panel discussion.



# Looking for More Visibility in our Ecosystem? Join our New Genesis Review at BIO-Europe Spring



Looking for more opportunities to be seen by our ecosystem? Leverage the interest and action at BIO-Europe Spring and be included in our new **Genesis Review** and **BIO-Europe Spring publication**.

The publication will provide an overview of [Genesis 2023](#) including key takeaways on the theme of **Maximising Returns from Life Science Innovation** from the latest conference's presentations and panels.

There are two options - join our [Enhanced Profiling Opportunity at BIO-Europe Spring 24](#) which provides a package of exciting profiling opportunities on our stand at BIO-Europe Spring with profiling before and after the exhibition.

Alternatively, if you are interested in being aligned with our key conference Genesis 2023 simply sponsor a full page, starting at £1,000 + VAT.

For further details please email [info@onenucleus.com](mailto:info@onenucleus.com)



*"It was a great opportunity for ValiRx, and our new cell-based services lab, Inaphaea BioLabs, to be based at the One Nucleus stand at BIO-Europe's Spring and Autumn events. This gave us a great base between partnering sessions, and the One Nucleus stand always offers excellent networking opportunities.*

*I would absolutely recommend an enhanced profile with One Nucleus at future BIO-Europe events. Combine this with the BIO-Europe discount offered for One Nucleus members and you cannot go wrong."*

**Andrew Carnegie, Head of Strategic Commercial Development, Inaphaea BioLabs**

# Unveiling New Horizons at ON Helix 2024 on 4 July in Cambridge...



By Alicia Gailliez, Business Development Manager, One Nucleus

One Nucleus believes that bringing the best people together to exchange knowledge and collaborate is key to translation of great innovation into great products that markedly improve patient outcomes. As the Life Science sector constantly evolves, introducing new methods to develop treatments and therapies for improved patient outcome, new translational challenges arise that require collective input to address. The annual ON Helix conference facilitates such collective input via knowledge-sharing around key R&D developments to help guide the advancement of research and technology to deliver on the sector's vision.

ON Helix 2024 will explore a range of significant challenges currently shaping our sector including: emerging modalities; biomarker technologies; techbio and the importance of connecting globally for innovation. In this article, the topics of the conference are explored in more detail to provide attendees an idea of what to expect from the keynote programme.

## New Modalities:

Speakers will discuss key challenges and opportunities of emerging modalities, such as gene therapy, radiopharmaceuticals and antibody-drug conjugates. The recent [BIA UK cell and gene therapy report](#) showcases just how prominent our local ecosystem is with regards to the cell and gene therapy sector. Headlines highlight the significant investment raised by UK companies, raising more than half of the venture capital funding secured by European cell and gene therapy companies in 2023. Notably, three UK companies, Broken String Biosciences, Complement Therapeutics, and Akamis Bio (formerly PsiOxus Therapeutics), successfully raised substantial investment rounds. As more companies pursue innovations in this space, the challenges faced continue to evolve, such as scaling manufacturing processes, attracting and retaining talent, and navigating the access and reimbursement system. This offers the opportunity for a rich discussion during the opening session.



## Biomarker Technologies:

Developments on the horizon for biomarker technologies will be discussed given they are becoming an increasingly essential part of the drug discovery and development process. How biomarker technologies are being used to stratify patients, reduce clinical trial timelines and reduce R&D costs are hot topics under discussion. With the [global biomarker market](#), predicted to reach over \$78 billion per annum by 2026, there is much to debate with regards to emerging research in this field. Take for instance, liquid biopsies utilising circulating tumour DNA, with [GRAIL](#) in the US being a leading example of this. Another area benefiting from a biomarker-driven approach is [Alzheimer's disease](#) [where exciting progress has been reported recently](#). As R&D is becoming more biomarker-led, a pertinent question to ask is whether regulators



# Unveiling New Horizons at ON Helix 2024 on 4 July in Cambridge...

are keeping up with the pace of innovation? The potential of advancements in biomarker technology to improve understanding and management of disease within the context of a complex regulatory environment provides plenty for an expert panel to discuss.

## TechBio:

According to McKinsey & Company, between 2019 to 2021, [more than two-thirds of biotech venture capital \(from Seed to series C\) went to start-ups with platform technologies](#). However, there are still examples of technology-led biotechs encountering significant challenges. Last years' news of [BenevolentAI's stock plummeting](#) was a sobering example. We anticipate the ON Helix audience being left with a sense of excitement as they hear how TechBio is truly simplifying complexity and shaping the future of our sector.

## A Global Village:

The final keynote session at ON Helix will focus on the topic of 'Translational Research in a Global Village'. This session will look at the role of global connectivity in innovation. During this session, the audience will also have the opportunity to hear the insights learned from the winners of the [One Nucleus Boston Bootcamp 2024](#), a case study of more targeted intervention to improve connectivity.



For further details, including the full programme, registration and sponsorship opportunities, visit the [ON Helix website](#). The One Nucleus team looks forward to welcoming you to The Cambridge Building on 4 July!

# on helix