

Welcome to our February 2022 eNews

"Without promotion, something terrible happens... nothing!" (cf: P. T. Barnum).

So it's good to celebrate successes, address their consequential challenges and be seen, in order to attract those that will bring the reasons for the next party!

2022 seems to have commenced at a similar pace to last year and it's hard to believe we are already into February. That must mean there are only five months to go until [ON Helix](#), our Cambridge-based translational research conference, back face-to-face and with plenty of innovation on which to reflect and discuss next steps. More details later in this issue!

I welcomed the opportunity recently to share my thoughts on the current activity among our members in an article for [Business Weekly](#) about the recent successes, opportunities and challenges our cluster faces. The [record year of financing](#) reported by Clarivate and BIA on 26 January illustrate how the sector's excellence and potential is captivating investors.

The BIA Gala Dinner the following day gave an excellent opportunity to gather and celebrate such achievements. The opportunities are exciting, the convergence of multiple science & technology sectors with finance & business means there are plenty of reasons for all stakeholders to be approaching the coming months with a spring in their step.



Much like getting older, such a successful trajectory does not come alone and we expect some aches and pains along the way. Timely perhaps that Altos Labs, focussed on cellular rejuvenation research to address health and wellbeing, has launched with \$3Bn and a base at Granta Park. How rapidly the refurbished R&D space developed by BioMed Realty has found occupants is

indicative of the supply and demand imbalance currently seen here in our region. One of the growing pains we are hearing our members describe is the lack of available R&D laboratory space. Whilst a slew of excellent development opportunities are in the pipeline, these are likely 18-24 months away from delivery. We know how adaptable, collaborative and resilient growing life science businesses are however and we are seeing very innovative 'stepping-stone' solutions arise that are getting them through.



Another pinch point being felt is the competition for the best people. Advertised vacancies in the industry are at record levels. During 2020 in its UK Life Sciences Roadmap, a key section was dedicated to how the UK could attract and retain a diverse and talented labour pool and make R&D for everyone. We held a [webinar](#) with Mills & Reeve

where the esteemed panel discussed the UK Government's plan and what makes a location a desirable R&D destination for talent to land, grow and remain. The endeavour to attract the best to our members continues and to this end our forthcoming [Building Life Science Adventures](#) (1-2 March) will debate best practice when it comes to creating the careers that matter. A recent poll on LinkedIn indicated over 80% of voters felt networking (personal contacts or social media) was the most effective route to advertising or applying for jobs. As a result, we have created a [One Nucleus Members' Jobs Group](#) on LinkedIn to enable our members to post vacancies for applicants to view. Join today and don't miss out.

Of course, attracting great teams, investors, partnerships or clients is very dependent on your profile and visibility. Whilst we work with e.g. EBD Group in order to secure the best discounts possible at partnering events such as



[BioEurope Spring](#), we also encourage members to keep their membership directory entries up to date, perhaps including a [showcase video](#) and on the horizon in time for the Spring conference season to kick off, you can advertise in our [Annual Review](#).



For more details about the above initiatives along with insights around biosimilars from Fish & Richardson, details of Innovate UK Smart Grants, available discounts, upcoming events and more, read on. You can also keep up to date with the latest news and opportunities via our [website](#), [LinkedIn](#) and [Twitter](#) pages.

Tony Jones

CEO, One Nucleus

Now is Not the Time to be Shy! Be Seen in our Annual Review



While the level of activity in the Life Sciences sector remains fantastically high by almost any metric and your target audience is busy, it is more important than ever that you stay firmly on the radar.

Book now:

Raise your profile in the **One Nucleus Annual Review** with an A4 advert from just £1000 + VAT.

Key Benefits:

- Promoted to the One Nucleus global Life Science industry network
- Hosted on the Membership page of the One Nucleus website where visitors start their search for Partners
- Highlighted at numerous national and industry conferences attended by One Nucleus
- A-Z listing of all members
- Editorial content from thought leaders in the sector
- Advertisers will be the only companies hyperlinked to their dedicated directory page, a feature shown to increase click-through rates
- Advertisers can update their digital advert once during the year at no additional cost

Key Dates:

- Advertising space booking open now
- Artwork required by 18 March
- Publication released w/c 28 March

Contact natalie@onenucleus.com to book your space!

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

on helix



Save the Dates

We are delighted to announce the return of our Cambridge conference [ON Helix](#) in-person on 7 July at the Babraham Campus.

Also ensuring One Nucleus is providing the best support to its members, we are offering each member organisation a free digital pass providing access to the online partnering and content. If you would like to **claim your free digital pass**, contact partnering@onenucleus.com

What to expect from ON Helix?

The one-day conference will address the main bio innovation trends, from the developments in life science and technology research to their translation into new diagnostics, prevention tools or treatments.

Don't miss an opportunity to reconnect with the One Nucleus network and keep up to date with the latest trends in Bio Innovation for Health.

ON Helix 2022 offers:

- High content mix of plenary talks and panels from key opinion leaders
- Networking with 250+ delegates on the day
- Option to arrange 1-to-1 virtual meetings with in-person and digital only delegates
- ON Helix Fringe events from 4 July including digital Innovation Workshops for further technical and business insights and additional in-person networking opportunities
- The 'Innovation Engine Room' to showcase the most innovative early-stage life science companies as well as the innovation supporters from the network
- In-person delegate rates from only £295 +VAT

ON Helix is a One Nucleus conference developed in collaboration with its network and for the network. It is why, continuing in the vein of trying to ensure what we do as One Nucleus is well aligned with the interests of our members, we would welcome any advice and suggestions you feel able to offer regarding the [programme](#) at this year's ON Helix. Feel free to email [Aline](#) and she will be happy to discuss ideas with you.

VIC – Being Part of an Ecosystem of Innovation Support

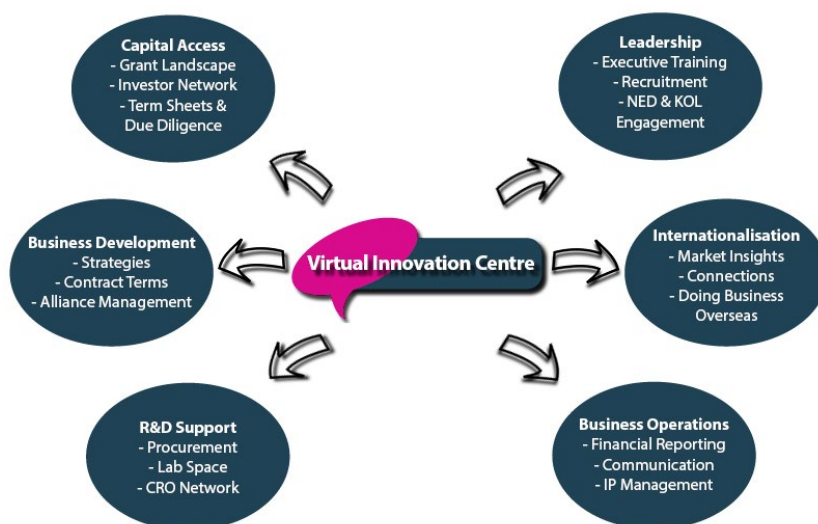
The Virtual Innovation Centre was created to support those life science companies in the One Nucleus network with the specific challenges they're facing on their growing journey. These challenges can be individual to the companies' technology expertise or business models but they usually cover elements of becoming more active deal makers – seeking collaboration, deal flow as well as transitioning into more operational entities with increasing need of space and staff.

In the past year we leveraged our VIC [partners'](#) expertise to create online educational sessions covering these specific challenges, that you can watch on-demand on the One Nucleus [YouTube](#) channel.

The VIC was developed reflecting on the demographics of companies in the network that are clearly maturing and moving along the development value chain. It also complements the existing entrepreneurial and accelerator initiatives in our region. Supporting innovation doesn't work in isolation and the VIC positions itself as a follow-on from these various regional initiatives:

- The University of Cambridge Judge Business School [Ignite](#) and [Accelerate Cambridge](#) programmes aimed to entrepreneurs to mature and develop ideas cross sector
- The Maxwell Centre [Impulse programme](#) for Tech Innovators
- The Innovation Centre in Digital Molecular Technologies [IDMT](#) for early-stage companies in the digital molecular and chemistry space
- The EAHSN [Medtech accelerator](#) to support medtech companies in developing and accessing the NHS
- The [Accelerate@Babraham](#) for pre seed life sciences companies to benefit from the Babraham Research Campus facility
- The [Start Codon](#) accelerator providing support, network and investment for healthcare startups
- The [Illumina accelerator](#) dedicated to genomics companies

We are privileged to be part of such a vibrant ecosystem bringing support to life sciences at different levels of the value chain and looking forward to continuing being a pivotal part in it.



Building Life Science Adventures 2022

Programme

We are pleased to announce the Building Life Science Adventures 2022 Programme. It's set to be an insightful two days covering a range of topics that will provide valuable advice and grounding around how we can collectively ensure our sector is the best it can be for all. We look forward to seeing you there.

**Click
Here to
Register**

Day 1 - 1 March 2022

08:30 - 09:30 How do You Build People Skills?



10:30 - 11:30 How Much Should You Value Experience Over Qualification?

12:15 - 13:15 Reinventing Recruitment Post-Covid

15:30 - 16:30 Diversity and Inclusion - Progressing From Intention to Practice

Day 2 - 2 March 2022

08:30 - 09:30 How Will AI Change Life Science Careers?



10:30 - 11:30 Is Being an Entrepreneur a Career?



12:15 - 13:15 Do Role Models Make Great Mentors?

15:30 - 16:30 Fishing in a Global Pond

17:00 - 18:00 BioWednesday Webinar: What is the Best Use for Carbon in the Life Sciences?

ON Innovation Webinar



On 13 January, One Nucleus collaborated with EY to deliver a session on **Cross-border Trade Strategy**. A summary of the content, including the latest data for Life Sciences, is presented below.

The impact of COVID-19 on the Life Sciences industry has been monumental, with new treatments, equipment and vaccines developed at ground-breaking speeds. Although the achievements of the industry have been clear to see, the last two years has highlighted several challenges and issues the industry must now navigate an increasingly complex international trade environment.

As a heavily regulated industry used to dealing with stringent safety regulations and market acceptability when it comes to pricing, organisations within the sector have built up considerable expertise in the operational aspects of trade. However, EY research shows that while 77% of Life Sciences businesses believe they have a strong ability to respond quickly to changing trade policy circumstances, 68% of businesses found that COVID-19 exposed gaps in their international trade strategies.

As organisations are increasingly reliant on complex manufacturing processes and supply networks, the need for agility throughout supply chains and the ability to respond quickly to changing geopolitical trends is higher than ever. EY research shows 87% of Life Science businesses are concerned about the impact of 'rising protectionism and new trade barriers' with 79% being concerned with their 'ability to assess new markets'.

Despite the importance of strong trade skills, previous research by EY shows that many Life Sciences organisations lack expertise to deal with common trade barriers. Only 53% stated their staff were equipped with the necessary skills to manage 'measures that restrict investment'. However, perhaps the greatest concern is that only 36% have the skills to manage 'digital regulations'. With the current boom in personal connected health devices such as smart insulin pumps and patient monitoring devices and with many more in development, Life Science organisations will need to focus on closing these skills gaps.

A link to EY's Trade Capability Report can be found [here](#).

A link to the webinar recording can be found on our free to view [on demand page](#).



Global Business Pitch Session

Blockbuster TOKYO



[Register
HERE](#)

Wednesday, 16th February 2022
9 am GMT, 10 am CET, 6 pm JST

5 min pitch
3 min Q&A



Join a pitching session with early-stage Japanese life sciences SMEs presenting their latest innovations. Discover opportunities for overseas partnerships and investment with some of the most vibrant scientific communities in the world.



Takuya CHIBA
Gero Science

New compounds discovery suitable for obesity and NASH as a platform technology for anti-aging



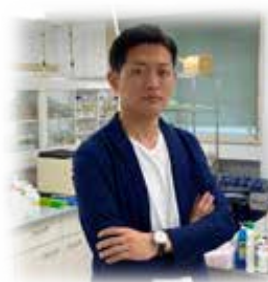
Yoshihiro ITO
R-NanoBio

Total IVD solution using microarray technology enabling on-site diagnosis – from allergy to cancer biomarker-



Arata Ohnishi
Shimane Univ.

5HT2AR antagonist for ameliorates cognitive diseases including bilirubin-induced neurological dysfunction



Yasuhiro YOSHII
HikariQ Health

"Q-Body" for rapid immuno-protein assay and antibody drug discovery platform



Shohei TOKUNAGA
The Phage

Focusing type-2 diabetes monitoring and advising to increase patients' QOL using online monitoring tools

Unique technologies and business models from Japanese startups to be introduced to global stakeholders
5 minute presentation followed by a 3 minute Q&A session

Upcoming Events and Training Courses

One Nucleus Events

2 February | BioWednesday Webinar: Science, People, Infrastructure and Geography – Where is Diversity Most Important to Scaling Life Science Innovation - [register](#)

9 February | Employer of Choice Session: Creating a Diverse and Inclusive Workplace - an LGBTQ+ Perspective - [register](#)

23 February | BioIVT – One Nucleus Advanced Therapeutics Networking Mixer - [register](#)

1-2 March 2022 | Building Life Science Adventures 2022 - [register](#)

16 March 2022 | Networking Mixer - [register](#)

One Nucleus Training Courses

16 February | Presentation Skills for Scientists - [register](#)

15-16 March | Online Introduction to Drug Discovery: From Idea to Clinical Candidate - [register](#)

24 March | Introduction to Drug Development – From Candidate Selection to Patients in Healthcare - [register](#)

Industry Events

3 February | Metrion Webinar - Dr Greg Carr - [find out more](#)

9 February | Biotech Talent Trends in 2022 - [find out more](#)

10 February | The 2022 UK - Taiwan Digital Health Programme - [find out more](#)

22 February | Virtual Jobs & Careers Fair - [find out more](#)

3 March | Recruitment - Building Your Team as the Foundation of Success - [find out more](#)

15 March | **Complimentary Registration for ON Members:** OBN BioTuesday: Life Sciences Spotlight - AI and Data Innovation in the East of England- [find out more](#)

28-30 March | **Member Discount:** BIO-Europe Spring® 2022 - [find out more](#)

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Member Highlight



The beginning of the year is always a good opportunity to review fast-moving fields and there is one that One Nucleus corporate sponsor Fish & Richardson keeps at the top of its agenda: biosimilars.

Life sciences attorneys John Adkisson and Jenny Shmuel provided a comprehensive look at the U.S. biosimilars field in 2021 in this very insightful [webinar](#) that highlighted:

- The U.S. biosimilars market, including approvals and launches
- FDA announcements and guidance
- Select court cases and appellate guidance
- Trends in IPRs
- Recent relevant legislation

A must see for those active in this very competitive space.

Deal of the Month

Altos Labs officially launches and choses Cambridge as its European R&D base

Altos' mission is to restore cell health and resilience to reverse disease, injury, and the disabilities that can occur throughout life by unravelling the deep biology of cellular rejuvenation programming. The company launches with a community of leading scientists, clinicians, and leaders from both academia and industry working together towards this common mission.

The Altos executive team will be composed of Hal Barron, MD (incoming CEO), Rick Klausner, MD (Chief Scientist and Founder), Hans Bishop (President and Founder), and Ann Lee-Karlon, PhD (Chief Operating Officer). Hal Barron is currently President of R&D and Chief Scientific Officer at GSK and will join Altos as CEO and Board co-chair effective August 1, 2022. Klausner was former director of the National Cancer Institute and entrepreneur, Bishop was former CEO of GRAIL and Juno Therapeutics, and Lee-Karlon was former Senior Vice President at Genentech.

With over \$3Bn investment capital for global backers it is a unique opportunity to advance science that may have significant impact on most of the drug discovery programmes and it is a privilege to see that happening in our own Cambridge ecosystem.

Funding & Support

Innovate UK Smart Grant call now open until 13 April 2022

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.

Fundings are for projects of 6 to 18 months, must have total eligible project costs between £100,000 and £500,000 and can be single or collaborative. Projects of 19 to 36 months must have total eligible project costs between £100,000 and £2 million and must be collaborative.

More information eligibility and application on the [funding](#) page.