

## Welcome to our January 2022 eNews

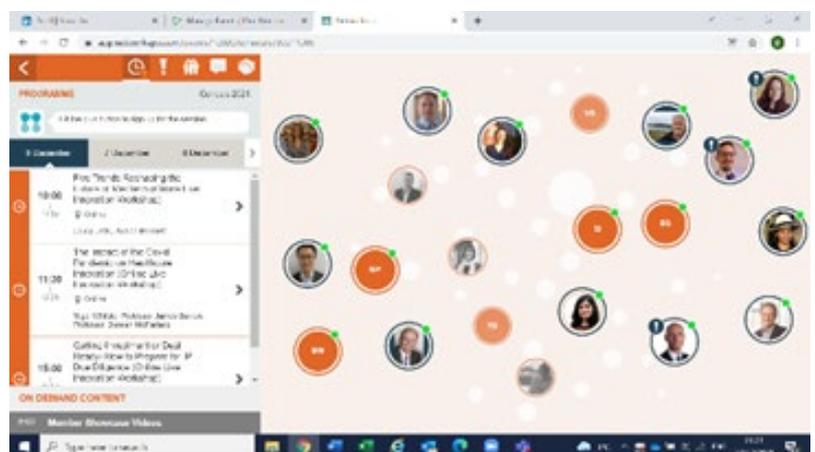
“Parachuting, Zooming and Networking into 2022!”

Welcome to the first One Nucleus eNews of 2022 and Happy New Year to everyone.

As for most, January always feels like a time for new beginnings, anticipation of what lies ahead for the year and perhaps a chance to move on from some, less desirable events of the previous year. The looking forward, of course, is based upon lessons learned from the successes and challenges of the year just gone. With the astounding levels of [investment](#) into the Life Sciences sector, the number of [FDA approvals](#) and the [growth](#) of the industry it is clear there have been major success stories to tell. Moreover, those headlines include the amazing progress in the development of diagnostics, vaccines and therapeutics against Covid-19 which have been rightly reported at length elsewhere and have demonstrated the value of this sector to many.

In welcoming our network to the new year, in this issue you'll find updates about some of the key activities we look forward to working with you all on. The **Virtual Innovation Centre** activities and support network continue to develop, legacy content from the recent **Genesis conference**, updated details of the savings available through the **Group Purchasing Scheme**, emerging plans for our March **Building Life Science Adventures** conference and more.

As I remarked to those present in the final keynote session of Genesis 2021 last month, whilst we have all adapted to meet, greet and deal online, we all continue to experiment still with how to retain some of the learned benefits. The Genesis just passed, I felt illustrated more than ever the importance of gathering in person to debate innovative ideas, industry trends and nurture key relationships.





It was a pleasure to be able to accommodate those attendees who were able to be physically present whilst also meeting the needs of those joining digitally to connect with their peers. Across the lecture theatre style discussions, informal networking sessions, satellite meetings of the Genesis Fringe, the showcase videos and online 1-2-1 partnering, the practices learned over the past almost two years I am positive will be used effectively to drive innovation forward to improve

patient outcomes even further.

For events, we kick off this year's networking opportunities by adapting to the current situation in order to do what we feel is the responsible thing through the ebb and flow of the pandemic.

The planned in-person Networking Mixer for 19 January will now convert to a virtual '[My Question is ... Networking Lunch](#)' session. This continues to enable our network to gather and move beyond the 'Hello my name is ...' scenario as small groups discuss: '[What will be the rate limiting resource for the UK becoming a science superpower - investment or talent?](#)' in light of the aspirations being set out by the (fairly) new UK Minister for Science, Research & Innovation [George Freeman MP](#). As always for One Nucleus, not targeted as a policy lobbying session, that is for others to do, but a chance for the network to discuss peer-to-peer what this could mean for them, how others are reacting and what are the practical steps to taking maximum advantage of such support.

Whilst uncertainty remains around aspects such as conferences and travel in terms of what is possible, planning and adapting to new information has always been at the heart of any life science business. R&D doesn't always give the results you anticipated, investors don't always agree with the pitch and people don't always behave as you'd predicted. It is such challenges that perhaps create the journey to better. This ability of you, its people, to adapt is key to why this sector continues to thrive.

In-person or online discounted supplies and services are available. Don't forget One Nucleus members are able to take advantages of numerous savings throughout their membership. You can [navigate the opportunities](#) via the web site by contacting the [One Nucleus team](#). Our Preferred and Support Suppliers work diligently to bring our members great value. Indeed, record levels of savings were made via the Group Purchasing Scheme in 2021. As we learn about what we deliver, so do our Partners such as EBD Group. Many will be familiar with the global role they play in bio-partnering through their conferences and Connector online networking platform.

They have evolved [BioEurope Spring](#) in order to offer in-person and virtual participation. We are again delighted to highlight that One Nucleus members can benefit from discounted participation, of course.

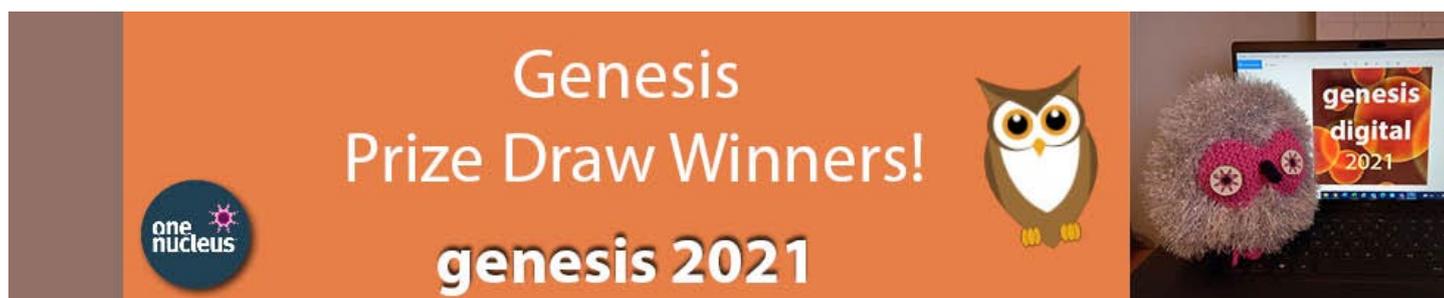


1 January 2022 felt a little like Groundhog Day for many, although of course much progress has been made and we aren't simply trying for a third attempt at getting 2020 right. The experience of the past two years will have changed the outlook for so many in so many different ways. Closing out Genesis 2021, it wasn't someone I expected to be quoted at Genesis, but maybe the words raised were a good reminder of how we all grow. During the panel session about what our sector can learn from others, when it comes to the innovation process, a delegate offered up that Frank Zappa had suggested 'A mind is like a parachute. It doesn't work if it is not open'. Change, knowledge-sharing, challenge and new directions, whilst scary for some, energise others. The balance of the two and the role of everyone in between is probably what ends in the [disciplined innovation](#) required for better outcomes.

Best wishes for a safe, happy, innovative and successful 2022. The One Nucleus team looks forward to sharing the year with you.

Tony Jones

CEO, One Nucleus



Congratulations to the winners of our daily Genesis Prize Draw, for delegates activating their app. Each winner received a hand-made, limited edition One Nucleus Owl, with Sezgi Nuzumlali winning the grand prize, a £50 voucher!



Adam Gouldsworthy  
Apis Assay Technologies



Andrew Carnegie  
Infinity BiologiX Ltd



Mark Hughes  
Biorelate



Kerstin Papenfuss  
Deep Science Ventures



Alicia Showering  
London School of Hygiene and  
Tropical Medicine



Sezgi Nuzumlali  
Sky Bio Ltd

# genesis 2021

Four weeks after what was a very successful 21st anniversary for Genesis, its full content is now available to watch on the One Nucleus [Youtube channel](#).

If you agree that 'life science is about solving the bigger problems no one has the answer to', want to find out about those who 'made science look cool in 2021', how to become 'patient obsessed', how companies approach the current 'trade-off between equity dilution or product dilution' or just figure out what transiting 'from Soil to Farm to Fork to Gut to Health' is, these sessions are for you!

Catch-up on the main 2021 trends for our life science sectors with:

## [Genesis Keynote Programme](#)



A mix of presentations and panel discussions reviewing and forecasting our industry deal activity, approach to innovation, delivery of patient centricity and genomics-based medicines as well as the key lessons learnt from the pandemic.

## [Innovation Workshops](#)

14 one-hour sessions organised by expert partners and international collaborators to deepen technical or operational topics.



## [Biotechnologies for Global Challenges](#)

A series of panel discussion highlighting biotechnology solutions on how to address the increasing challenges of sustainability and healthcare for all.

Thank you to all those who attended virtually and in-person!



CLICK TO WATCH!

THANKS FOR  
COMING TO  
genesis 2021



# VIC Update

## Welcoming a new partner

With the new year comes new supporters to the Virtual Innovation Centre to strengthen the offer to support life science companies on their growing journey.

Oyster Venture Partners is specialised in the preparation and execution of life science and healthcare investment raising strategies. They support early-stage companies with investment raising strategies including investor-ready business planning, collateral development, pre-qualified investor matching, direct introductions, transaction development and deal process support. A de-risking approach to fundraising that we are delighted to welcome to the VIC.



## Don't miss the next VIC Workshop on 1 February – [Best Practices to De-risk Your Fundraising](#)

As fundraising occupies a significant portion of Life Science entrepreneurs' lives, it is essential to approach it the most efficient way in order to maximise chances of success.

Preparation to fundraising follow a range of steps that can be optimised. These include the investment proposition definition, investors scouting and due diligence, and as they evolve with funding rounds, understanding how to get them right and avoiding pitfalls is essential.

This workshop will review the key elements to prepare for follow-on fundraising with detailed insights from our VIC partners Oyster Venture Partners and examples on dos and don'ts from their extensive experience is advising Life Sciences companies.

## Growing your company to scale-up success

If you missed the launch of the VIC in January 2021, the panel discussion is still available and very current. The international panel of those leading and dealing with life science entrepreneurship, moderated by **Rowan Gardner** (Precision Life), discussed the barriers to scaling-up enterprises from a technology, investment and people perspective. There were some great points made by the guest panel comprising **Bjorn Arvidson**, (STUNS Life Sciences) **Benjamina Bollag** (Higher Steaks), **Jason Mellad** (Start Codon) and **Ryan Bethencourt** (Wild Earth). In the words of Rowan Gardner: we all need a 'kick ass team and be able to lead that team with grace'.

[Growing Your Company to Scale-up Success. How Can a Virtual Innovation Centre Help You?](#)

# Get Ready to Save Money in the New Year!

## One Nucleus Purchasing Scheme Extended



Did you know that as a One Nucleus Silver or Gold member you can benefit from a wide range of discounts via our Purchasing Scheme and in 2021 we made even more discounts available. We currently have ten agreements in place with Preferred Suppliers offering discounts to One Nucleus members across a wide range of products and services. Gold members have access to the full Purchasing Scheme, whilst Silver members benefit from savings from selected suppliers. To access the discounts is simple and members place their order directly with the supplier once their account is put onto One Nucleus pricing.

### Current Preferred Supplier Agreements

**Silver members have access to those indicated with a \***

001\* – utility savings and green energy contracts

Air Liquide – laboratory gases

Air Products – liquid nitrogen services

BOC – dry ice services

Circular1 Health\* – COVID testing

Deliver Plus\* – courier services

Fisher Scientific – laboratory consumables, laboratory chemicals, low value apparatus and Life Science Products

Harts Office Supplies\* – stationery, office goods, IT consumables and office furniture

STARLAB – pipette maintenance and calibration services

Research Solutions Inc\* – scientific literature services

Learn more about the Preferred Supplier discounts [here](#)



# Building Life Science Adventures 2022

[Register Now!](#)

We are delighted to invite you to attend our annual careers conference, Building Life Science Adventures on 1 - 2 March 2022.

Not your average job fair, this is an opportunity to fill knowledge gaps, debate best practice and connect to enable success by bringing together panels of students, early career seekers, employers and universities. It is a great opportunity to participate in engaging and lively discussions about how to access and build exceptional careers within the Life Science sector.

Our on-demand [Conversations in Careers](#) series provides you with a bitesized insight to the breadth of opportunities and variety of career journeys that industry experts have undertaken to reach their current position. You can view the full playlist on the [One Nucleus YouTube channel](#).

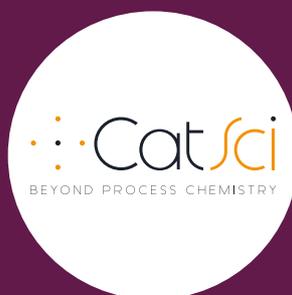
Last year's conference highlighted that the key to building a successful and enjoyable career is to surround yourself with great people. The conference App is the perfect place to initiate those all-important conversations and build your network.

We are delighted to announce that the following organisations are among the first Sponsors and Supporters demonstrating their commitment to being employers of choice and helping to shape the programme for what promises to be an insightful and informative couple of days.

[CatSci](#), [tranScrip](#), [Boyds](#), [Scendea](#), [Roslin Cell Therapies](#) and [Babraham Research Campus](#).

Sponsor (£1000 + VAT) or Support (£250 + VAT) to highlight your company's Employee Value Proposition to attract and retain the best team. Please email [training@onenucleus.com](mailto:training@onenucleus.com) for more information.

We look forward to seeing you there!



# Upcoming Events and Training Courses

## One Nucleus Events

13 January | Ensuring Your Cross-border Trade Strategy Enables the Deal Flow From the Latest Partnering Conference - [register](#)

19 January | My Question Is...Networking Lunch Meeting - [register](#)

1 February | VIC Workshop – Best Practices to De-risk Your Fundraising - [register](#)

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](#)

## One Nucleus Training Courses

27 January | The Safe Use and Management of Laboratory Gases - [register](#)

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

## Industry Events

10-12 January | **Member Discount:** Biotech Showcase 2022 - [find out more](#)

26 January | Cambridge New Therapeutics Forum - [find out more](#)

27 January | The Patient Experience – Empowering Patients - [find out more](#)

28 January | Advanced Therapy Showcase in Tokyo #2 - [find out more](#)

1-3 February | The International Rare Disease Showcase - [find out more](#)

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

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INVENTING FOR LIFE

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SCIENTIFIC

# Member Highlight



## A guide for Life Science Entrepreneurs

The IP challenges faced by Life Science entrepreneurs are nowhere near those of other industries. The long product life cycles and expensive research and development affects both patent protection and investment strategies that need to be carefully planned from the very early stages of a company.

It is to support those life science entrepreneurs that One Nucleus corporate sponsor Fish & Richardson published a [sourcebook](#) covering the key elements to consider to strengthen one's IP protection, conducting due diligence and preparing for deals and investment. Rather than being a treatise on life sciences IP, Fish & Richardson wrote the Sourcebook to alert life sciences entrepreneurs to the IP issues they should be on the lookout for and where to go for help should they arise.

## Deal of the Month

### Benevolent AI Signing the Biggest European SPAC Deal

Following the 2021 SPAC deal trend, the drug discovery AI company Benevolent AI is merging with a SPAC known as Odyssey, listed on Euronext Amsterdam. The deal to be closed early 2022 involves €300M raised by Odyssey's listing as well as €135M from public equity from existing backers including BenevolentAI long term partner AstraZeneca. The money raised will be used to accelerate BenevolentAI's work on drug development and add to its clinical pipeline.

This should be a great accelerator for BenevolentAI's pipeline, keeping up with the race for the next AI-discovered drug.

## Funding & Support

### UK-Singapore Collaborative R&D

There is new funding available for business-led collaborative research and development (CR&D) projects focused on industrial research involving one partner from the UK and one partner from Singapore.

[Innovate UK](#), part of UK Research and Innovation, will invest up to £3 million in innovation projects in partnership with [Enterprise Singapore](#) to fund projects for a maximum grant of up to £350,000 and lasting between 24 and 36 months.

The projects funded are expected to result in a new product, industrial process or service. They must be innovative, involve a technological risk, and have high market potential in the participating countries with Health and Life Sciences being one of the core sectors of interest. Competition opens on 24 January and closes on 20 April 2022 11.00am.

Further information and the application process is on the [Innovate UK](#) website.