

October 2021



ON eNews



Welcome to our October 2021 eNews

It's my pleasure to welcome you to this month's edition of our eNews, particularly with the strong performance of the sector continuing to generate a steady flow of good news stories. You'll be aware that we and our members regularly post updates to the [website](#), [LinkedIn](#) and [Twitter](#) feeds where you can stay up to date. Here, you'll see some feedback on some of the activities we have been doing in order bring the expertise, connectivity along with links to some good news stories and from elsewhere.



Shining a light on success:

One Nucleus had the privilege of contributing alongside several of our peer groups in the sector to Mediaplanet's Life Science Innovation Q3 2021 publication released last week.



Available [online](#) and distributed with [New Scientist](#) it provides editorial on major successes, opportunities and challenges such as the role partnerships, support networks and attracting the right talent as developments in the movement of medicines post-Brexit, data-enabled clinical trials and cell & gene therapy continue.

Regionally, it was great to see so many Life Science companies, including Eagle Genomics, Mestag Therapeutics, PetMedix and CN Bio receiving recognition in the [Business Weekly Awards](#). More globally, autumn also heralds that time of year when the industry's [SCRIP Awards](#) by Pharma Intelligence announces its shortlist. I am delighted to see our Corporate Patron AstraZeneca and many other Partners and Members featuring.



Good luck to all and we hope to see you in person at the [Awards Dinner](#) on 2 December in London.

(image courtesy of Business Weekly)

Building relationships to get to transactions



The enforced virtual only format of events over recent times has highlighted to us all the value of in-person networking and contact. Much has been achieved whilst socially distant of course and it is key we don't simply fast forward to the past and forget the lessons we have learned. Innovation is a contact sport however for the majority, given building success in our sector commences as a very relational, as opposed to a transactional, dynamic.

The B2B interface relies heavily on trust, communication and transparency between stakeholders before collaborating and innovating together. It was brilliant to gather at our first in-person networking event last month at EIP, London. Continuing to build back in terms of physical events through the autumn, our minds turn increasingly to [Genesis 2021](#). New venue and format as we retain some of what has worked digitally but equally provide that vital face-to-face contact. We hope you'll be joining us in December. In the meantime, we are planning something a little different for 3 November BioWednesday – watch this space!

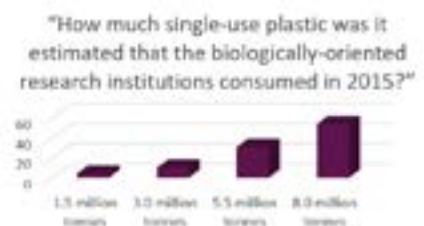
How big is your footprint?



The relationship between business sectors is often spoken about very little, yet progress in one is often dependent on progress in another. Advances in materials science and physics have often been the enablers of advances in biomedical research for instance. Equally, Machine Learning and Artificial Intelligence are increasingly impacting every aspect of R&D

and healthcare delivery. Also increasingly asked of the Life Sciences sector by investors, employees and funding bodies is how the environmental impact of its activity can be managed. Advances in automation, telecommunication and recycling are all helping our sector reduce its carbon footprint. As is decreasing travel and what seems likely to persist post-pandemic in virtual and hybrid conferences.

We were grateful to staff from Babraham Institute, Cytiva, Harts Business Solutions and PetMedix for sharing their insights and actions in our ['Reducing your carbon footprint at work'](#) session last week. Clearly there is a collective desire to do better and innovation in recycling of single-use plastics and electric vehicles are helpful elements from related sectors. Some very surprising facts and figures about how much resource our science base consumes were revealed.



Early results of our poll post event shows how well (or badly) those early voters felt we are doing. Would you agree?

There is still time to [vote](#) and check if your estimate is correct. Unusually perhaps was that a largely Life Science panel saw the need for Government to invest in and deploy better green infrastructure faster in order to enable our sector to do better. A feeling that we have the technology, we just need assistance to adopt it.

As always, you will also find more details of upcoming [events](#), [training courses](#), [savings](#) the [VIC update](#) and more from which you can benefit.

Tony Jones

CEO, One Nucleus

One Nucleus Annual Review Q4 - **Your** **profiling opportunity**



The One Nucleus Annual Review will be making its Q4 2021 update - and advertorial space is available! If you are interested in promoting your brand to the One Nucleus global Life Science network with a one-page advert in our Annual Review, please email natalie@onenucleus.com.

In the interests of the environment, the Annual Review is published in digital format only. Adverts will be featured alongside editorial content from thought leaders in the sector and available to anyone viewing the Annual Review on our website, via our social media promotion, and at the national and international conferences attended by One Nucleus.

Don't miss this opportunity to showcase your company!

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

One of the biggest strengths of the **Virtual Innovation Centre** is to bring in the practical expertise companies need as they become an operational entity. This includes areas such as legal or recruitment but probably the most challenging part of development relates to the laboratory facility. Many decisions that will further impact company development need to be made quickly, so being equipped to make these decisions is crucial. The latest VIC workshop participants clearly understood that! They then received a brilliant run through from our partner ThermoFisher – on what Life Science R&D companies need to know about:

- [Equipment and Design Layout](#)
- [Outsourcing Capabilities](#)
- [Operating the Lab – Purchasing and Inventory Management](#)
- [Digitally Native Lab](#)

The difficulty in becoming a 'grown-up' venture is to constantly juggle between these operational questions and the more strategic ones which will be addressed in the next VIC workshop '[Growing with Underlying Principles of Drug Development in Mind](#)'. In this workshop, led by our partner **tranScrip**, the focus will be on the fundamentals of drug development programmes and how they should evolve as an early-stage company evolves its pipeline. It is specifically targeted toward drug discovery companies, to reinforce their programme's value proposition, understanding it and developing confidence in sharing it with external stakeholders.

This [VIC workshop](#) is on 13 October 13:00 – 14:00.

We're also delighted to see more companies joining the VIC community, including genomics companies **MultiAI Health** and **Eagle Genomics** that will be introduced to you shortly.

VIC Partners

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Time to Vote for your favourite ON Helix 21 Session in our **Knock-Out Tournament**



It's back! You may remember that Greer Deal and Global Regulatory Services Ltd won the inaugural Genesis 2020 Session Knock-Out Tournament, in the lead-up to ON Helix in July. It's time to vote again for a new group of favourite sessions, this time from ON Helix 2021.

The prize.... an Innovation Workshop slot at One Nucleus [Genesis 2021](#) in December!

Look out for the contest on our [LinkedIn Company Page](#) from 11 October.

Meet us at...



The international BIO-Europe® 2021 gathering will execute its pivotal role in bringing global biopharma and investment leaders together to build partnerships that facilitate innovation and medical breakthroughs. Through the pandemic and the pivot to digital, the “must-attend” BIO-Europe event series held true to its value proposition, using EBD Group’s proven digital event model.

Fulfilling its mission for the sector to connect the international life science community, it will once more allow you to partner, remotely and safely, over four days, 25-28 October 2021. With an expanded format to four 24-hour days the event will accommodate partnering meetings between attendees from all over the world.

Meet Alicia Gailliez and Aline Charpentier from One Nucleus there, and members can take advantage of a 10% discounted registration fee - [read more here](#)

DIT UK-India **Virtual Biopharmaceutical and Nutraceutical Mission 2021**



India is the third largest pharmaceuticals industry in the world by volume and unsurprisingly, is referred to as the

'pharmacy of the world' where Indian companies account for a 20% share in the global supply of generic medicines, and for 62% of global supply of vaccines. The Indian pharmaceutical industry is expected to grow to £93bn by 2030. This amounts to a strong business opportunity for UK suppliers and exporters where the Indian biopharma industry is looking to move up the value chain by investing in new drug discovery and delivery, vaccines as well as nutraceuticals for preventive care.



Why attend:

- Chance to interact with key stakeholders and influencers from the Indian healthcare and life sciences industry.
- Hear from high profile speakers from organisations on key issues/ opportunities from policy to market access stories and industry trends in India.
- Be part of a strong delegation to showcase the UK's unique strengths in the Biopharma and Nutraceutical spectrum.
- 2 days of focussed 1:1 virtual meetings with potential buyers/ partners.
- Dedicated support from the DIT network.

Date: 30th November and 1st December 2021

Companies need to apply by 11 October, and the virtual mission kicks off on 30 November.

[Find out more here](#)

One Nucleus Events - How We Can Support You



One Nucleus hosts a wide range of events and conferences to support our members and wider network by showcasing their expertise, staying connected and keeping up-to-date with sector news.

View our [short explainer video](#) for the key dates to look out for in our calendar and the benefits to members.

**Online
and FREE
to attend**

Building Life Science Adventures - Careers Conference 2022

1 - 2 March 2022

one
nucleus

Following the success of our inaugural Building Life Science Adventures careers conference earlier this year, we are delighted to announce dates for 2022. Join us on 1-2 March where we look forward to bringing together students, early career seekers, employers and universities across two days to discuss how to create and access great careers within the Life Science industry.

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



**Catch up on all the Building Life Science Adventures
2021 on-demand content via the One Nucleus YouTube
Channel**

Upcoming Webinars, In-Person Events & Courses

One Nucleus Events

6 October | BioWednesday Webinar: Trends in Biotech M&A - [register](#)

7 October | One Nucleus Life Science Marketing Group webinar – Making Conferences Work for Your Business - [register](#)

13 October | VIC Workshop Growing with Underlying Principles of Drug Development in Mind - [register](#)

19 October | Doing Business in the USA - Streamlining Your US Expansion - [register](#)

20 October | Networking Mixer - [register](#)

20 October | Employer of Choice Webinar : Wellbeing, Helping Employees Stay in Tune - [register](#)

21 October | Employer of Choice Webinar : Women's Safety in the Workplace - [register](#)

21 October | One Nucleus Regional Life Sciences Dinner - [register](#)

6 December | Genesis Digital 2021: From 6 December - [register](#)

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

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

One Nucleus Training Courses

13 October | Online Presentation Skills for Scientists - [register](#)

24-25 November | Introduction to Drug Discovery – From Idea to Clinical Candidate - [register](#)

Industry Events

7 October | RARE Summit - [find out more](#)

14 October | EY's 5th Annual 'US SOX Symposium' SOX...Looking Ahead - [find out more](#)

14 October | Webinar: Maintaining Drug Product Properties and Optimizing Late-Stage Manufacturing Efficiency - [find out more](#)

19-21 October | BioM BioEntrepreneurship Summit 2021 - [find out more](#)

25-28 October | **Member Discount** : BIO-Europe® 2021 - [find out more](#)

17 November | PING conference - [find out more](#)

Corporate Patron



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Member Webinar Highlight



All too often IP strategy is approached in isolation from R&D, leading to missed opportunities in portfolio value generation or biased strategic decision making. One Nucleus corporate sponsor Fish & Richardson Principal, Christine Goddard recently participated in a webinar on [‘The Nexus of IP and R&D: Applying Insights to Accelerate Innovation’](#) to discuss how to better align IP objectives with growth strategies including solutions to the challenges facing R&D and IP managers in sharing and using information and collaboration to improve decision making with IP insights.

Deal of the Month

\$3Bn Deal Between Roche and Adaptimmune for the Development of Off-The-Shelf Drugs

The leading pharma Roche is partnering with the UK T-cell expert Adaptimmune from its Genentech arm. The deal is worth \$150 million upfront as well as additional payments of \$150 million over the course of each of the next five years and further downstream milestone payments and royalties if any of its candidates reach the agreed milestones. The collaboration involves five undisclosed cancer targets and candidates for personalised treatments with a focus on T cell receptors (TCR).

An impressive jump in the cell therapy space for Roche probably reflecting well on the whole cell therapy deal, making space where patience and impact seem key.

If you would like to learn more about cell and gene therapy deal making, you can watch this recent panel discussion [Cell and Gene Therapy Partnering and Deal Making - Where Now?](#) on partnering and deal making specificities of the cell and gene therapy space, including questions on due diligence, valuation, deal terms and a focus on manufacturing.

Funding & Support

A new early-stage funding call for healthtech companies led by MedCity and Spex Capital is taking applications until 27 October.

The call is targeted at innovative health tech companies seeking Seed or Series A investment. Spex Capital will look to invest up to a maximum of £5 million per target company. The average investment is expected to be between £500k and £2 million but smaller investments will be welcome. Successful applicants will also benefit from access to advisory teams with deep sector experience.

Information on how to apply [here](#).