

APRIL 2019



# ON eNews

## What have you and your colleagues done today?

The one thing a thriving and innovative sector such as Life Sciences does on a continual basis is to create opportunity for those involved. Very few sectors have the ability to provide the opportunity for an individual, organisation or group of collaborators to change a person's life for the better. The most obvious exemplification of such impact of course is when we see innovative treatments discovered and developed that address an unmet patient need and thereby ease suffering and pain. The potential to do such good can be a huge motivator for all engaged in that process and quite rightly an outcome of which they should feel proud to have played their part. And there are many parts to play in achieving that success, parts that transverse disciplines, aptitudes, skill levels and more often than not borders.



In a complex sector of so many moving parts, presenting the opportunities on offer to those able and attracted to taking them is not always straight forward. Those who are curious by nature are frequently drawn to scientific and technical disciplines since they want to know how things work. Fixing things that don't work often becomes their motivation. I always feel true entrepreneurship is often rooted in similar curiosity. A tendency to regard situations through the lens of wanting to understand how it works, can it be fixed or improved to address someone else's 'pain' and how can that solution be monetised. I am conscious using the term monetised lends the train of thought to head down a ROI-style thread. That is in no way inappropriate and entrepreneurs need to utilise such thinking to attract investors and partners who have financial goals to achieve, without which ideas will always remain just that. I do feel sometimes though we can overlook that to achieve the maximum performance of a venture those leading and investing in it require anyone involved in the process with them to be entrepreneurial. Can their particular part in the company be done faster, cheaper or better whether they are in an operational, scientific or commercial role within the business I feel is a valid question everyone should be asking of themselves. I think a basic human driver is the desire to want to be efficient and achieve success. What success or achievement means to an individual of course is a very subjective and personal thing.

Since our last eNews, it has been a real pleasure to have been engaged in a number of activities that together are enabling One Nucleus to continue developing how we can support our members, contacts and collaborators in exploring their chosen opportunities and targeted achievements. Invitations to present the strengths and opportunities within the UK Life Sciences sector, particularly in our home region, have arisen through collaborations close to home as well as overseas and it's been a delight to advocate your excellence. Engaging locally with groups looking at the skills and employability agenda, feeding a voice in to their lobbying work and exploring what we could do to support our members in attracting and retaining the best people has been another activity. You may have noticed we have added a Skills Special Interest Group to our portfolio and have a stream dedicated to 'people' at ON Helix this summer. It would be remiss of me to not remind you that we have just released the [One Nucleus Annual Review and Directory 2019](#). A revised format from the traditional and I am grateful to those members who embraced the opportunity to support us. This is one part of our planned activities to promote you. Having just participated at the British Chamber of Commerce Spain Life Science Forum and BioEurope Spring to promote your collective strengths, coming up we will be exhibiting at Future of Danish and Swedish Life Sciences Forum, AngloNordic Conference where GRS and Mills & Reeve are supporting our exhibiting and then at BIO in Philadelphia – so get in touch if you'd like to be a part of the presence to enhance your profile as we fly the flag.

I'll finish by reflecting back to an achievement from the sporting arena and one of the key questions that was asked that made that possible. I was working in London when the bid for the 2012 Olympics was being developed and promoted. In the end the success achieved was something the whole nation appeared to take pride in. How many of the medal winners outwardly praised their backroom and family support? Nearly all as I recall and I would wager those people who still remain largely unknown felt extremely proud to have been a part of that success. My point is that we all require support in order to achieve, but not all require publicity and profile to feel proud. Many roles in our industry are invisible both to those choosing their career paths and to those who ultimately benefit from their subsequent achievements if their career ends up in Life Sciences. Seeing an improved patient outcome result from a project, company or process in which you played even a small part should stir a sense of pride, achievement and satisfaction. So, with the 2012 Olympics in mind and how it brought huge achievement and impact, I'll ask you all the question Heather Small posed in that London 2012 promotional video: "What have you done today that makes you feel proud?". The answer is often something small and can feel trivial, but once you realise the part it played in the bigger picture you can appreciate it. Once you see it in yourself, you'll see it in others and become ambassadors to all that the Life Science sector provides the opportunity for all involved to feel proud. So why wouldn't anyone in your audience, whether investor, career builder, patient or friend wish to be a part of it? Encourage them to come and join us all!

By Tony Jones, CEO, One Nucleus

# ON Life Science Leadership Series

**Lonza**

Pharma & Biotech

## Approaches and Tools to Consider to Maximise Success on the Therapeutic Protein Journey from Research Product to Clinic

**02 May 2019**

One Nucleus is collaborating with Lonza to bring you a complimentary symposium on Thursday 2 May at The Babraham Research Campus, Cambridge to gain insight from experts in the different approaches and techniques to successfully progress therapeutic proteins from discovery to the clinic.

Enjoy updates on enhancements to new and established technologies enabling translational research.

Pre-book 1-on-1 sessions with Lonza specialists at the Drop-in-Clinics that will follow the talks. While you wait to speak with the specialists, enjoy a parallel session featuring presentations from local companies and leading academics (line up of presenters and topic details provided closer to symposium date).

Our networking lunch offers the opportunity to meet with other esteemed guests, speakers and Lonza commercial specialists.

### Location

Cambridge Building  
Babraham Research Campus  
Cambridge, Cambridgeshire CB22  
3AT

Attendance at this event is **complimentary**.

This event is primarily focused on early stage life science innovators, biotechs, companies in biocubators and translational research groups with an interest in protein expression and approaches/tools to successfully scale. **Please note, all registrations are subject to the approval of the sponsor and registration cancelled if they are not considered to meet the above criteria.** You will be informed if your registration has been cancelled within 2 working days of registering online for the event.

Email **Alicia** for further information.

**REGISTER**

# ON member news

## Inivata Completes \$52.6m (£39.8m) Series B Funding Round

**Inivata, a leader in liquid biopsy, today announces the completion of a Series B fundraising of \$52.6m (£39.8 million).**

Existing investors Woodford Patient Capital Trust, IP Group, Cambridge Innovation Capital and Johnson & Johnson Innovation – JJDC all participated in the round alongside new investor RT Ventures. The first close of the financing occurred in August 2018, with the final tranche of the over-subscribed round being received in March 2019, based on strong delivery against corporate milestones.

The funds will be used to advance the US commercial roll-out of the Company's InVisionFirst™-Lung liquid biopsy test, which recently received coverage determination for US Medicare patients with advanced non-small cell lung cancer (NSCLC), paving the way for the test to be used in routine clinical care. This liquid biopsy test uses a simple blood draw to detect clinically relevant cancer mutations to provide molecular insights relevant to that patient. InVisionFirst-Lung is commercially available in the US.

The Series B financing will also enable the Company to accelerate the



development of the InVision® liquid biopsy platform into new indications to drive the future growth of the Company.

**Click [here](#) for the full press release.**

## Horizon Discovery to collaborate with St George's University Hospital and EMQN to develop reference material for non-invasive prenatal testing

**Horizon Discovery Group plc, a global leader in gene editing and gene modulation technologies, announced it is collaborating with St George's University Hospital, London, and the European Molecular Genetics Quality Network (EMQN), based within the Manchester Centre for Genomic Medicine at Saint Mary's Hospital, to develop reference material for non-invasive prenatal testing (NIPT).**

Well-characterized reference material that consists of matched (related) maternal and fetal DNA with a variety of chromosomal aneuploidies is required to monitor NIPT test performance, but is not currently available. Horizon will apply its expertise to develop genetically defined, cell-line derived reference

material to support quality assurance programs. Clinical samples for the project will be provided by St George's University Hospital and St Thomas' Hospital, London. The EMQN will run a comprehensive validation study using its global network of laboratories performing NIPT.

**Lisa Wright, Business Unit Leader, Diagnostics, Horizon Discovery, said:** "Horizon has pioneered the development of well characterized, genetically defined reference standard material to support molecular diagnostics. We are delighted to be involved in this project."

**Professor Asma Khalil, St George's University Hospital, said:**



"There is increasingly widespread adoption of NIPT, both in the UK and internationally. Incorrect results can have detrimental effects on patient management, hence we as clinicians want to be confident that test results are accurate."

**Click [here](#) for the full press release.**

# ON charity of the month

## World Child Cancer

Each year over 300,000 children are expected to develop cancer, yet their chances of survival vary enormously simply because of the country where they are born. Many childhood cancers, if detected early enough, can be cured. In developed countries, like the UK, over 80% of children survive compared to as few as 10% in developing countries such as Bangladesh.

This week World Child Cancer have launched an appeal that will see all public donations made before 30th June doubled by the UK government. By training more doctors and nurses, supporting families emotionally and financially and raising awareness of childhood cancer we can give more children the gift of growing up. [You can view a short video about their work here.](#)

In the developing world many families spend so much getting to hospital, they have no option but to sleep in hospital corridors, stair wells or even car parks whilst their children are being treated, to show solidarity and to raise much needed funds they will be running a [Sleep Out at Leyton Orient's Breyer Group Stadium in East London on 10th May](#). Could your company send a team? (families are welcome too). A £100 target will be doubled by the government, register at [www.worldchildcancer.org/sleepout](http://www.worldchildcancer.org/sleepout) If not could your company support the appeal in other ways? Please contact [nick.sankey@worldchildcancer.org](mailto:nick.sankey@worldchildcancer.org) for any support.



## DIT update

### ChinaBio Partnering Forum, Shanghai 7-9 May

DIT is organising a trade mission to ChinaBio 2019 in Shanghai.

Access hundreds of potential partners for one to one meetings in a dedicated meeting space; hear about the latest industry trends and attend networking events. There is also an optional visit to meet national and regional life sciences companies in Shenzhen, at the centre of China's Greater Bay Area of Hong Kong, Macau and Guangdong.

Participation costs £660 + VAT and includes free entry to ChinaBio for the first company representative

(worth over £1,500); access to the GREAT exhibition booth, and ongoing support from DIT.

Visit <https://ebdgroup.knect365.com/chinabio-partnering/> for more information.

Queries and completed applications should be sent to [Joshua.Lawrence@trade.gov.uk](mailto:Joshua.Lawrence@trade.gov.uk).



# ON other events

## APRIL

- 11 RiverRhee: Transition to Leadership - [view more](#)
- 30 BioTrinity - [view more](#) **\*Member Discount\***

## MAY

- 07 Marketing Science at the Crick - [view more](#)
- 07 ELIXIR Bioinformatics Suppliers Forum 2019 - [view more](#)
- 08 Anglonordic Life Science Conference - [view more](#) **\*Member Discount\***
- 09 Knowledge for Growth Conference - [view more](#) **\*Member Discount\***
- 10 CMAL Open Day 2019 - [view more](#)
- 13 Functional Insights Into Biological Data Through Network Analysis - [view more](#)

## JUNE

- 03-06 BIO2019 - [view more](#)
- 04-07 2019 LabKey User Conference & Training - [view more](#)
- 11 RiverRhee: Coaching Skills for Managers - [view more](#)
- 24-25 SynbiTECH 2019 - [view more](#)
- 26-27 Health Horizons Future Healthcare Forum - [view more](#)

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TaylorWessing

# ON directory

We're excited to announce that the 2019/2020 Annual Review & Directory is now **LIVE!**

Thank you to all of our contributors who made this year's publication such an informative read. We hope you find it a valuable tool in the year ahead.



# ON blog

## Mind the Gap - by Rick Verma @ VATGlobal

Making Tax Digital (MTD) is the first major initiative by HMRC to digitalise taxation and transform the UK's tax reporting landscape to, in their own words, "become one of the most digitally advanced tax administrations in the world".

If you are a VAT registered business that has crossed the £85,000 threshold currently in place, you have a legal obligation to comply with the MTD regulations – please read on.

MTD in respect of VAT is the first step in a broader transformation towards a more effective, efficient system which will eventually assist tax payers in getting their tax obligations correct but needless to say, it comes with various challenges. It is also expected that from the year 2020 corporate and income tax data will also be required to be stored and reported digitally.

Continue reading [here](#).



9-10 July 2019 Cambridge, UK

on helix

Registration  
Now Open

# What's ON?

## APRIL

- 09 Cambridge Ion Channel Forum - [register](#)
- 10 Training: Laboratory Health and Safety - [register](#)
- 24 BioWednesday Cambridge Pub Social - [register](#)

## MAY

- 02 Approaches and Tools to Consider to Maximise Success on the Therapeutic Protein Journey from Research Product to Clinic - [register](#)
- 08 BioWednesday London: Rare Diseases: Solutions for Increasing Access to Innovative Medicines - [register](#)

# ON mentors

Each month we will be highlighting our mentors so you can get to know them better.

Our Mentor of the Month for April is **Michael Murray**.

Dr Michael Murray specialises in commercialising intellectual assets. He has closed 50 transactions applying a rare mix of scientific, technical, IP and deal-making expertise.

His experience includes: board level roles (IP Asset Ventures; Sosei R&D Limited; Amura Therapeutics

Limited); consulting/BD&L roles (Wood Mackenzie; BTG International plc; Axis Genetics plc); and at the precursor of the MRC's LifeArc.

Other roles include: Member of the International Technology Transfer Network (China); Advisory Board of the International Chamber of Innovation, Commerce & Enterprise (Japan); Mentor at Cambridge Enterprise and One Nucleus (UK); Course Director (China) for PraxisAuril; and Research Strategy Board of Coeliac UK.

To find out more about Michael and to learn more about our mentor program click [here](#).



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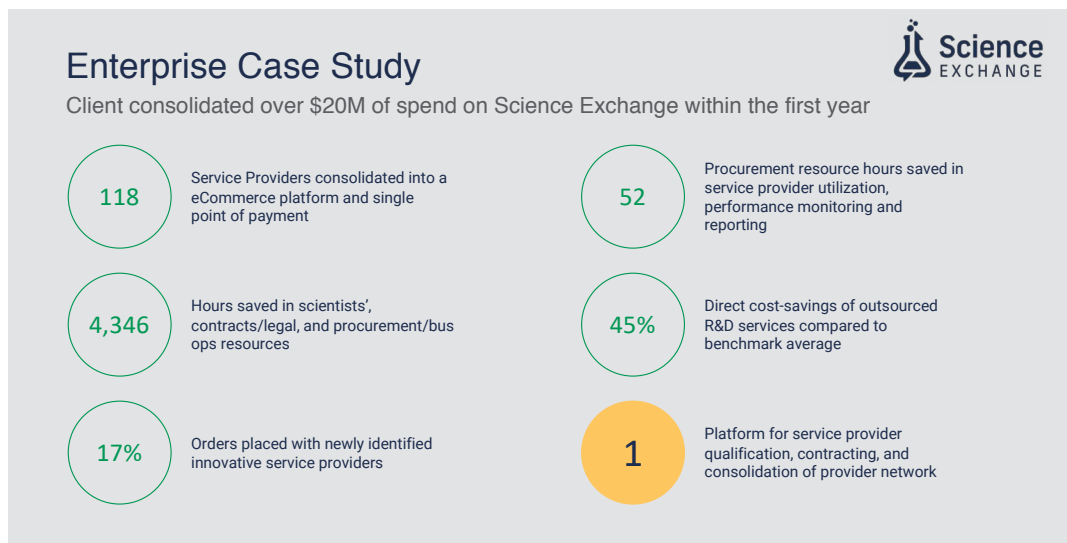
# ON purchasing offer

Through our collaboration with Science Exchange, we are pleased to be able to provide you with access to a tailored biotech offering for the use of the Science Exchange sourcing platform.

Science Exchange is the leading marketplace for scientific services and is used by seven out of the top ten pharmaceutical companies. Through the platform, you have immediate access to over 2500 pre-qualified and contracted CROs, allowing you to start confidential discussions, receive quotes and place orders without the need to negotiate further MSAs or sign an additional CDA. This is possible through a single MSA agreement with Science Exchange. You also keep direct contact with the providers allowing you to build relationships and discuss projects.



The example below shows the kind of benefits that one of our biotech clients saw in their first year on the platform.



By consolidating your spend through the platform, you will accelerate your science, consolidate your spend and generate savings. As an Enterprise client, you also have access to detailed reporting and business intelligence as well as benefiting from the ability to integrate with your S2P and have one single invoicing entity for all your services. Additional integrations for file transfer and storage are also available.

Take a look at [this document](#) to see how Science Exchange can accelerate your access to science.

For more information please contact [Alex Slater](#), GM Europe at Science Exchange [alex.slater@scienceexchange.com](mailto:alex.slater@scienceexchange.com)