

DECEMBER 2019



# ON eNews

Genesis Preview Edition

Welcome to this special edition of our monthly eNews where we will concentrate on some of the highlights we are expecting at **Genesis 2019** next week.

Now in its nineteenth year, Genesis has evolved from relatively modest beginnings at the start of the millennium where it had a very parochial feel for London, one track of biopharma focussed presentations and a limited exhibition and networking opportunities. Genesis now has much greater international participation; four parallel tracks covering MedTech, Digital Health, Biopharma and investment which reflects the nature of the modern sector, a more diverse exhibition and facilitated 1-2-1 partnering. We have also seen the emergence of the Genesis Fringe and addition of the BioNewsRound Award to add yet more depth and engagement.



Whilst we see many events focussing solely on just one of the above elements, Genesis has evolved to reflect the fact that these sub-sectors of Life Sciences and Healthcare do not happen in a vacuum from the others and convergence continues at pace. The themed parallel streams where those in one part of a sector will tend to migrate are complemented by the plenary sessions and networking opportunities where the broad themes are brought together to enable discussion and new relationships to be forged. A forum to learn new things, meet new contacts and assess your own strategy within the full context provides an opportunity to go ahead and not just be great, but to go away, create something quite special and be epic!

A previous keynote speaker at Genesis when asked to present what was on his upcoming Christmas wish list suggested he thought about it in terms of the element carbon. Whilst he already had access to bright people, innovation and resources he didn't wish to simply put the pieces together to form pencils. What he really, really wanted to spice up his success was the opportunity to meet the right smart people and innovators with whom he could form diamonds.

I am excited to attend Genesis 2019 where the environment is set to enable all attendees to see the genesis of the next big breakthrough, successful collaboration or deal. I and the One Nucleus team very much looking forward to welcoming all participants.

## So what's on the programme?

As mentioned above, the networking for the big day will have been pump-primed by some great Genesis Fringe events which contain some excellent topics and speakers across a number of London's wonderful venues.

### Catching Worms!

The Genesis day kicks off early in order to include as much insightful content as possible. Opening from 8.00am, the breakfast session will include 'EU Funding Post-Brexit' and 'AZ Head-to-Head with Mike Ward discussing the >£1Bn AstraZeneca-Daiichi Sankyo Deal'

### **Have you been good or bad this year to get on the right list?**

The Opening Plenary will include the now legendary 'Winners & Losers' run down from Mike Ward which will be complemented by Richard Erwin discussing the Roche approach to innovation and working in partnership.

### **Why we should win this Award!**

In a new element for the Genesis programme, the seven BioNewsRound Finalists will then each present their entered story to convince the audience why they should win. It's important they do convince the audience on the day since all the other attendees have the opportunity to be judges and vote for their winner post the finalist pitches. The winner being announced during the closing plenary session.

### **Why did that happen?**

There are a number of times for most people when they read the latest press release that the question 'why?' becomes front of mind. The announcement may be about a recently executed deal; a proposed new technology solution to a common problem; a challenging of accepted dogma or indeed a recent investment round into a company that is still relatively unfamiliar to the reader.

At Genesis there are whole streams of presentation and debate devoted to helping attendees gain insights and answers to some of the latest developments and trends across the sector. Speakers and panellist will be delving into the rationale behind some of the drivers for leading dealmakers in anti-infectives, the city when it comes to bio-financing trends and vitally how we are beginning to re-define therapeutic areas as technology evolves. A chance to meet the rising stars in the portfolios of MS Ventures, UKI2S, Cambridge Innovation Capital and Start Codon will provide a chance to understand what attracted these early stage investors to those opportunities.

### **Is it all about the people?**

Has there ever been a time when the now clichéd employer phrase 'Our biggest asset is our people' has been more relevant? The increasing frequency with which our members raise the issue of their challenges in recruiting and retaining the right staff would suggest not. It is also interesting to repeatedly hear how the salary is now just one consideration, but potential applicants are also weighing up the company's sense of purpose and culture when deciding who they would like to work with. Offering a sense of ownership to the cause, or indeed the company, is yet another aspect to consider.

Continuing the 'people factor' focus to round out the conference, the final session panel will take on the topic 'What Drives Performance: Targets or Culture'. The esteemed panel will share their diverse experiences and how the lessons they have learned are enabling them to address how we can engage and motivate the best teams going forward in our sector. Retention is becoming as important as recruitment for most, so how do you enable everyone to maximise their personal, team and organisation's success.

### **Cheers!**

In a tweak to the usual format at such events, those attending the closing session will see drinks waiting for them on the tables. This to create an environment where we start to switch between focussing on companies, technologies and deals to focussing on people, interactions and teamwork. It will also mean that as we get to the final act, announcing the winner of the BioNewsRound Award 2019, attendees can be all set to raise a glass in celebration, not just to the winner, but to all those present playing their part in making lives better.

# BioNewsRound Award 2019

Our seven finalists have been announced! Be sure to have your say at Genesis and vote for your favourite after they pitch in the opening plenary session.

**Sponsored by:**



Voting will then run over the day and the winner will be announced before the drinks reception.

Read the press release about the finalist announcement [here](#).

## Our finalists:

- **Arctoris** – Arctoris Ltd Secures Seed Funding of £3.2 Million to Advance Novel Drug Discovery Platform Powered by Robotics
- **Astex Therapeutics** – Astex Pharmaceuticals Celebrates as Second New Cancer Drug Receives US Marketing Approval
- **AstraZeneca** – AstraZeneca and Daiichi Sankyo enter collaboration for novel HER2-targeting antibody-drug conjugate
- **Domainex** – Potential new treatment for heart attack: Prospective drug found by testing in human heart muscle grown from stem cells
- **Guy's and St Thomas' NHS Foundation Trust** – Innovative device to remove blood clots used in patient for first time
- **Healx** – Healx secures \$56m in Series B financing, launches global accelerator programme for rare diseases
- **Oncimmune** – Ground-breaking trial demonstrates potential of blood test which harnesses the power of the immune system to reduce late detection of lung cancer

# Breakfast Sessions

## EU Funding Post-Brexit

08.10 - 08.55 - Westminster

This breakfast session will highlight the European, Belgian and Flemish main funding opportunities for UK Life Science Companies pre and post Brexit.

Speakers:

- **Henk Joos** - Agio Capital & Business Solutions
- **Maarten Sileghem** - Vlaio
- **Andrey Khmelevskiy** - Asyilia Diagnostics
- **Nicolas Honhon** - Belgian Embassy

## Head to Head: The

### AstraZeneca – Daiichi Deal

08.10 - 08.55 - St. James

This session will dissect the AstraZeneca Daiichi Sankyo deal signed earlier this year to expand development of trastuzumab deruxtecan across breast and other cancers. Covering the drivers for the deal, its terms, it will highlight how the context of getting that deal done sets out what the key value drivers are in immuno-oncology and

the impact on smaller biotech's valuation and deal potential in the space.

Speakers:

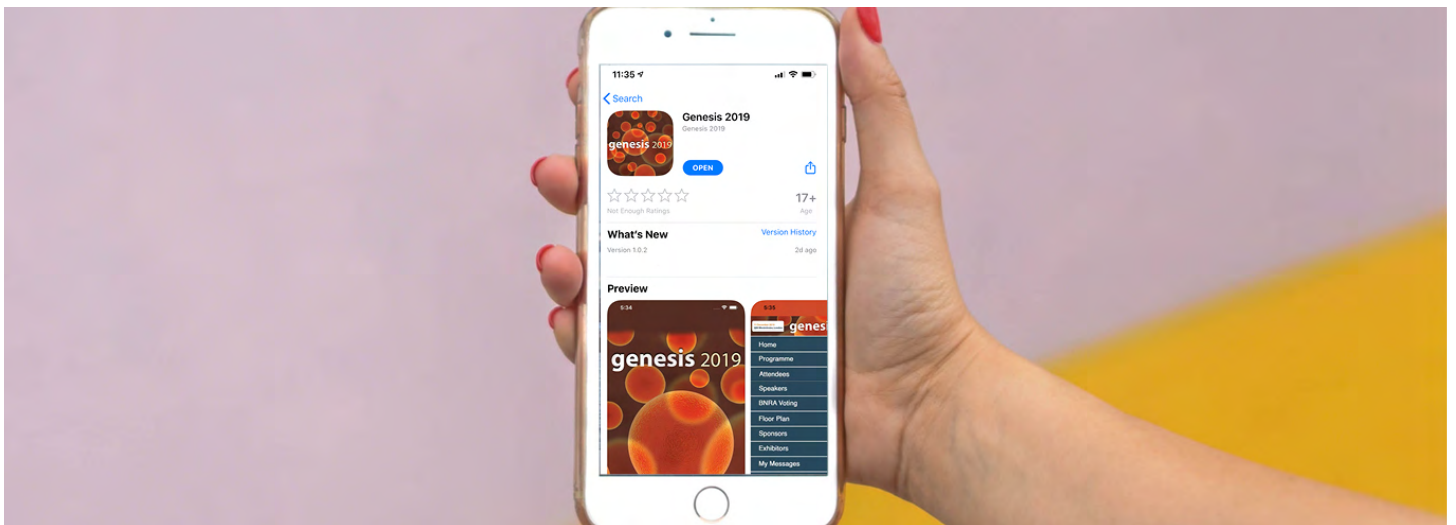
- **Rodolphe Grepinet** - AstraZeneca
- **Mike Ward** - EBD Group

**Register**

# Conference App

Make sure you're registered for Genesis so you can take full advantage of pre-event networking and partnering on our Conference App!

Replacing the typical conference handbook and delegate list is part of our continuing journey to reduce our carbon footprint. The Genesis Conference App offers you the opportunity to engage in pre-event discussions, view who is attending and arrange one-to-one meetings prior to the conference. The app also allows you to organise your day by selecting which sessions you want to attend, view exhibitors and the floor plan, and view speaker and sponsor profiles. **Not registered yet? It's not too late! Register [here](#).**



## Genesis Fringe Events

'Genesis Fringe' are Life Science events being held on the days before and after Genesis in order to capitalise on the opportunity of and for Genesis visitors being in London.

### 2019 events confirmed to date:

#### 10 December

**Genomics & The Bio-Economy**  
08.30 – 12.00  
Mathys & Squire, The Shard, 32  
London Bridge Street, SE1 9SG  
Find out more [here](#).

#### 10 December

**An EY-One Nucleus event:  
Investing in Life Sciences -  
Realising Value**  
11.00 – 15.00  
Tanner Warehouse, 50  
Bermondsey Street  
London SE1 3UD  
Register [here](#).

#### 10 December

**Investing in Science - Measuring  
Returns and Impact**  
13.00 – 17.00  
Canadian High Commission,  
Canada House, Trafalgar Square,  
SW1Y 5BJ  
Register [here](#).

#### 10 December

**Afternoon Tea: Scaling up in  
London**  
15.00 – 17.30  
London & Partners, 2 More  
London Riverside,  
SE1 2RR  
Register [here](#).

#### 10 December

**LES UK - The Twelve Days of  
Christmas**  
16.00 - 18.00  
Freshfields Bruckhaus Deringer  
LLP - 65 Fleet Street, EC4Y 1HT  
Register [here](#).

#### 10 December

**Labiotech Refresh**  
18.00 – 22.00  
White City Place, 201 Wood Ln,  
White City, W12 7FQ  
Find out more [here](#).

#### 16 December

**Agile Leaders Workshop**  
13:30 – 21:30  
Royds Withy King,  
69 Carter Lane, EC4V 5EQ  
Find out more [here](#).

#### 16 December

**Biotech Buddies London**  
18:30 – 21:30  
The Saint, Christchurch Court,  
Paternoster Square, EC4M 7DQ  
Find out more [here](#).

# Book Your Colleagues!

You can now book yourself AND colleagues for Genesis 2019 and other One Nucleus events!

Look out for the note 'You CAN complete an online booking for colleagues for this event' to make sure booking for colleagues is open for the event you're wanting to register for.

To book colleagues, first you need to complete a booking for the number of places. After you have completed the booking you can enter your colleagues details or return later to add their details via your 'My Account'.

[Register](#)

## A Deal to Fix the Broken Antibiotic Market?

A guest blog post by Dr Clare Sansom

The market for new antibiotics is effectively failing. No novel class of drugs for the most virulent and persistent infections, those caused by Gram negative bacteria, has entered the clinic for over 50 years, and the drugs we have are steadily, if slowly, becoming less effective. Earlier this year Dame Sally Davies, the outgoing Chief Medical Officer for England, described the threat of antibiotic resistance as 'catastrophic' and potentially as great as that from climate change. Peter Jackson, Executive Director of the AMR Centre in Alderley Park, UK, is among those who believe that the pharma industry, often castigated as villains in the drama of antibiotics versus bacteria, must have a large part to play in turning this situation round. He will discuss these issues further during a panel discussion on deal-making in antibiotic development at Genesis 2019.

The blockage in the antibiotic pipeline is certainly not caused by lack of innovation. One of the few encouraging antibiotic-related developments in recent years has been the growth in the number of

innovative small companies working in this space, designing novel drugs to tackle some of the most challenging infections. Rather, as Jackson explains, "It is the reimbursement side of the market for AMR drugs that is broken: the reward available for antibiotic development and commercialisation falls considerably short of its cost". This is illustrated acutely by the case of Achaogen, a California-based biopharma company that filed for Chapter 11 bankruptcy in April 2019 only months after its drug, plazomicin (Zemdri™) was licensed by the FDA for severe urinary tract infections. "The cost of getting this drug, a 'me-too' aminoglycoside for a limited range of indications, to market vastly outweighed the potential rewards for the company", adds Jackson.

Most of the recent innovation in antibiotic design and discovery is funded by public bodies and charitable foundations, which are increasingly opening their programmes to SMEs. The global not-for-profit accelerator CARB-X, based in Boston and funded by some of the biggest names in medical research worldwide, is aiming to invest \$500M in the early-stage development of

drugs, vaccines, diagnostics and other products to tackle the problem of antibiotic resistance directly.

[Read the full post here.](#)

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