

JANUARY 2019



ON eNews

Making a Difference

Welcome to this month's update and thoughts from One Nucleus. Genesis and the JP Morgan week always ensure it is a busy period either side of the festive break sandwich.

I was delighted to see such dynamic and diverse participation in Genesis 2018 and the related Genesis Fringe events meaning overall in excess of a thousand delegates from science, technology, finance and professional services engaged in one or more of the events. The topics covered reflected the diversity of the various audiences as the network endeavours to understand such aspects as where data science and AI will impact R&D the most, how to attract, nurture and retain the best employees, which themes investors will back in 2019 and much more. Over networking at the end of Genesis, minds were clearly already turning to plans in San Francisco. Much is written about the insights shared at the JP Morgan Conference and it's surrounding 'fringe' events. Some challenging ideas and visions discussed at Genesis, some supporting what we had heard in December, continuing the dialogue as communication, knowledge-sharing and interpersonal skills come to the fore in order to forge new relationships, new ideas and new deals. If you would like to reflect on some of the messaging out of Genesis or J P Morgan you can simply take a look at #ongc19 or #JPM19 respectively, and their related hashtags on Twitter. A note for your diary, the **6 February BioWednesday** hosted by Instinctif Partners will see a panel of #JPM19 attendees discuss the mood music they heard last week.



It is apparent that the discovery and translation of excellent research into patient benefit, whether in fundamental research, collaboration, regulation, investment or patient engagement is a contact sport. Moreover, it is a contact sport across all these disciplines in parallel, so enabling these various cohorts to exchange views and intelligence at the appropriate time is key and often a very people-driven process. There is an absolute requirement to be able to communicate complex issues within expert groups in order to form and test new hypotheses. Equally there is an absolute requirement too for those expert groups to be able to communicate their hypotheses to non-expert stakeholder groups if true progress is to be made in terms of improved patient outcomes. I use the term non-expert here not to imply a lower level of status, more to reflect the recipient of such communication is not always an expert in your field. Non-expert in one aspect means they will be expert in a different aspect for certain. As an example, we often see the term, generalist used when differentiating among the investment community, yet they are all experts in investment. Likewise, is a patient not the best expert on their particular condition when it comes to the outcome they desire even if not on the molecular pathology of their condition? So how you answer the 'so what?' question inevitably requires tailoring to who is asking the question, or who you are proactively trying to influence.

Taking a look at the One Nucleus activities such as the variety of our events from select breakfasts to our largest conferences, member news postings, collaborations, special interest groups and articles you will see it is our firm intention to facilitate this contact sport of Life Sciences. You will be aware that this past year we have invested significant time and resource in creating a new IT system and web site geared to enhancing engagement of our network. Asking members of our network why they engage reveals a multitude of answers, but the underlying themes can be summarised into categories such as learning, collaboration, advice, recruitment, deal flow, savings and profile. Yet all I speak with have an overriding sense of wanting to make a difference to patients and healthcare outcomes and their focus right now is to be successful in order to contribute to that goal.

Given this is our first eNews of 2019, I will take the opportunity to wish you all a happy and prosperous 2019 and I look forward to working with you through the year ahead and beyond as we collectively address the challenges science, politics and life will throw at us. It's the role of One Nucleus to enable you to **make that difference!** As US politician Barbara Mikulski once said "Each one of us can make a difference, together we make change"

By Tony Jones, CEO, One Nucleus.

ON Life Science Leadership Series

Innovation Seminar – Scaling-Up The High Value Supply Chain to Improve Drug Development

30 January 2019

With the complexity of the drug development process it has never been so important for therapeutic companies to get the right support and expertise at the right time.

The result is an increasing specialisation of high value supply chain; companies not just operating as service providers anymore but being real partners in the development process.

This certainly constitutes an enhanced service offer to the therapeutics companies but more importantly it's contributing to bringing more innovation to the entire R&D value chain that should be nurtured.

This event should appeal to any therapeutic company looking at improving their approach to high value supply chain support and to anyone interested in discussing how to leverage this technical expertise to improve our sector.

Programme:

13.00 Registration and networking over tea and coffee

13.30 Welcome from Hosts

13.40 Overview of the high value supply chain in the UK - **InnovateU**, Nicholas Medcalf

14.00 Good practice in outsourcing research - **Science Exchange**, Alex Slater

14.20 Coffee Break

14.50 Case Studies:
Domainex, Tom Mander
Arcor, Jan Jezek
Charles River Laboratories, Omar Aziz

15.30 Open Q&A: "How can growth of the Supply Chain be supported?"

16.00 Close

Location:

The Nucleus
Chesterford Research Park
Little Chesterford
Cambridge, CB10 1XL

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[Register](#)

ON member news

Clinical Trial Launches to Develop Breath Test for Multiple Cancers

What an exciting time it has been for the winner of the BioNewsRound 2018 Award at Genesis, Owlstone Medical. Hot on the heels of announcing the second phase of their \$50M fundraising (Oct 2018) this month they have followed that up by announcing that the first patients for the 1500 patient study are being recruited for the PAN Cancer trial for early detection of cancer in breath along with collaborator Cancer Research UK. The clinical trial has initiated in patients with suspected oesophageal and stomach cancers and will expand to prostate, kidney, bladder, liver and pancreatic cancers in the coming months. Research is anticipated to run through 2021,

and if the technology proves to accurately identify cancer the team hope that breath biopsy could in the future be used routinely in GP practices to determine whether to refer patients for further diagnostic tests. The goal of early detection is one sought by many in order to enhance the effects of therapeutic intervention in cancers. Almost half of cancers are diagnosed at a late stage in England, according to government figures. Late diagnosis is believed to be one of the main reasons why only 12% of oesophageal cancer patients survive as long as 10 years. Starting in suspected oesophageal and stomach cancers it is hoped the trial will be



extended to include prostate, kidney, bladder, liver and pancreatic cancers as critical evidence that cancers can cause identifiable changes to the VOC patterns in a suspected patient's breath is gathered.

[Click here for the full story](#)

Arecor Announces Clinical Trials Application to Conduct A Phase 1 Clinical Trial Of Its Ultra Rapid Acting Insulin Product

This month, Arecor announced it had filed a CTA to test its ultra-rapid acting insulin product, AT247 to conduct a Phase I study in Type 1 patients. The novel formulation of prandial insulin is designed to deliver an acceleration of insulin absorption post injection. Type 1 diabetes is an autoimmune condition caused by reasons we don't yet fully understand, but there have been over 50 genes identified by researchers as having the potential to increase a person's likelihood of having the condition. It may not be purely down to genetics however so research continues to understand factors such as the environment and diet. Approximately 10% of all diabetes cases are Type 1 and this condition affects 400,000 people in the UK alone, with over

29,000 of them children. Incidence is increasing by about four per cent each year and particularly in children under five, with a five per cent increase each year in this age group over the last 20 years. There is a recognised patient need to develop prandial insulins with a faster onset of action than the current state of the art products. Prandial insulin is used by diabetics to control the rise in blood glucose after eating. A faster onset of action would enable the more effective management of blood glucose around mealtimes and should lead to better postprandial glycaemic control, reduction in variability, improved HbA1c (your average blood glucose (sugar) levels for the last two to three months) and allow greater flexibility in the timing



of insulin injections. It is great to see such innovation from the local ecosystem take another step towards the clinic.

[Click here or the full story](#)

ON charity of the month

World Child Cancer

A child with cancer in the UK has an 84% chance of survival. There are few countries in Africa where the figure is above 10%. Many are never diagnosed, are misdiagnosed or are diagnosed too late.

World Child Cancer work across Africa and Asia to improve the diagnosis, treatment and support of children with cancer in the developing world and their families. After 8 years in Ghana, ten times more children now survive cancer there.

Kessie's story is all too common, her mother initially refused to let her start treatment for Leukaemia because she had no idea how she could fund it, with support

from World Child Cancer Kessie is undergoing treatment and her prognosis is good.

From April to June they will be running a campaign that will see all donations doubled, could you plan a lunchtime quiz or would you like to receive their Eurovision Sweepstake pack to support their work? If so, please contact **nick.sankey@worldchildcancer.org**



DIT update

The DIT Life Sciences Organisation will be on Stand H7.G59 at Arab Health 2019 from 28-31 January in Dubai

DIT will be facilitating key business support for UK companies. Our team of Commercial Officers and sector experts can help you identify where the best opportunities are for your product, whether you are a first time or seasoned exporter. To book, please first register for 1-2-1 meetings [here](#) to receive an email with your log in details. You can then book

and manage your meetings with DIT Commercial Officers. If you have already registered for the meeting booking service please log in [here](#). We look forward to meeting you during the show, where Healthcare UK will also be showcasing the 'Hospital of the Future' on stand C.C60.



MedTech mission to KIMES in South Korea

The DIT Life Sciences Organisation will be organising a MedTech mission to KIMES in South Korea, with an initial optional visit to Japan, from 11-17th March.

The itinerary includes briefing events, networking receptions, one to one business meetings, and an opportunity to exhibit at KIMES

itself. South Korea is the 9th largest medical devices market in the world, and Japan is the second largest after the US. The deadline for applications is Friday 18th January. TAP grants of £2,500 are available for eligible companies through our partner Medilink. To register interest, please log in [here](#).

You can also join our webinar at 9am (UK time) on Tuesday 15th Jan on the Japanese market for medical devices.

Sign up on:

<https://exporttojapan.co.uk/all-events/understanding-the-medical-devices-market-in-japan/>

ON other events

Bioinformatics for Discovery: 22 January - [view more](#)

The Journey of Biopharmaceutical Innovation: 25 January - [view more](#)

CCRA UK Clinical Research Seminar: 29-30 January - [view more](#)

Breakfast Networking: Content what?: 31 January - [view more](#)

OBN BioTuesday: 12 February - [view more](#)

Bionow Oncology Conference: 13 February - [view more](#)

Cambridge Network Lunchtime Seminar: 15 February - [view more](#)

Sleep Webinar: 18 February - [view more](#)

Assertiveness: 5 March - [view more](#)

Introduction to Management: 12-14 March - [view more](#)

ON directory

The One Nucleus Directory will be making some changes in 2019. **We're going digital!**

While on the continual journey of reducing our carbon footprint, the Directory this year

will be predominantly digital, with only a few copies printed and available at events.

You will still be able to promote your brand and generate more business though!

The benefit of going digital is that the Directory is live and can be updated throughout the year - unlike a printed version. This means maximum yearlong exposure to not only the industry but anyone viewing the Directory online.

Advertorial space is still available! If you're interested in promoting your brand by having a spread in the Directory please email Laura at laura@onenucleus.com.



Registration Open
2019 Spring Training Courses

Your employees are your most valuable asset,
and training is an investment in the future of your business.

Dates for your Diary 2019*



JAN 23	BioWednesday Pub Social Cambridge	MAY 15	BioWednesday Cambridge
JAN 30	Innovation Seminar - High Value Services Chesterford Research Park	MAY 22	Bio-Integrates London
FEB 06	BioWednesday - J P Morgan Healthcare Conference London	JUN 11	Life Science Leadership Series Crick Institute
FEB 13	BioWednesday London	JUN 19	BioWednesday LBIC, London
FEB 14	Buisness Intelligence Breakfast Marks & Clerk, London	JUL 09-10	ON Helix Cambridge
FEB 27	BioWednesday Mills & Reeve, Cambridge	AUG 07	BioWednesday London
FEB 28	Investor Forum Queen Mary BioEnterprises, London	AUG 14	BioWednesday Cambridge
MAR 06	Collaborate with Welsh Life Sciences CMS, London	SEP 18	Life Science Leadership Series Cambridge
MAR 20	BioWednesday Cambridge	OCT 03	BioWednesday Queen Mary BioEnterprises, London
MAR 21	Innovation Seminar - Catalent London	OCT 16	BioWednesday BioMed Realty, Cambridge
APR 02	CamNTF Anglia Ruskin	NOV 06	Life Science Leadership Series London
APR 03	BioWednesday London	NOV 20	BioWednesday Stevenage BioScience Catalyst
MAY 08	Life Science Leadership Series Queen Mary BioEnterprises, London	DEC 11	Genesis London

* Subject to change