

MAY 2019



ON eNews

Connecting to the World of Life Sciences

This month I thought I would update our network on some of the activities we have going on when it comes to helping our members connect across the globe. Whilst we are delighted to be able to promote the strengths and excellence of the Greater London-Cambridge-East of England region, we are always conscious that Life Sciences is a global industry, so working with our international peers is an element of member support we take seriously.



Showcasing your excellence

As last month's edition was issuing, the One Nucleus banner was acting as a beacon in Lund's 'Future of Swedish and Danish Life Sciences' conference and exhibition to highlight the opportunities working with our members can offer. It was great to see members including Global Regulatory Services (GRS), Scot Lift Systems, APL, Peprotech and Potter Clarkson there. It was also a great opportunity to deepen our engagement with organisations such as SwedenBio, MVA, SweLife and the DIT Nordic team as we seek bridges to support our members international success. May will see us hosting a delegation from Alabama, co-exhibition at the Anglo Nordic Conference (London) with Mills & Reeve and GRS and the finalising of plans for the One Nucleus Exhibition Pod at BIO Convention 2019 in Philadelphia. This is the first time One Nucleus has exhibited at BIO, in keeping with our sharpened focus on promoting our members and region, I am delighted nearly twenty One Nucleus members have already signed up to be profiled with us on the stand. For a small contribution those members looking for enhanced profile while they work the partnering, we will be displaying their logo, contact details and profile in the mini-brochure. There is still time (just) if you would like to join the party! Email Laura Hicks on laura@onenucleus.com for more details. Also pleasing is the range of international collaborator groups agreeing to be profiled in our mini-brochure as ports of call for One Nucleus members around the globe. Our profiled relationships will include support organisations from across the US, Canada, Europe and Japan. Obviously, we'll also be handing out our QR code bearing business cards directing your potential partners, clients and investors to our Annual Review and Directory via bit.ly/ONReview.

Securing Trans-Atlantic Flights – Call to Action

Supporting the global success of our members is about more than facilitating introductions and opportunity awareness raising of course. Those familiar with One Nucleus will be aware that we always look to support practical measures too wherever possible.

I have long been supportive of supporting the team at Stansted Airport to bring increased long haul connectivity to the M11 Corridor. It felt such a shame when, due to wider company issues rather than passenger levels here, the Primera trans-Atlantic route fell away. The increasing frequency of Emirate flights to Dubai evidence the demand for global connections here. Stansted Airport MD Ken O'Toole and his team continue to work hard to re-establish the direct US routes with alternative airlines and here's your chance to help! Follow this link <http://bit.ly/2W6jPru> to see more detailed context and update on how their industry works but importantly to also complete a (very) short survey in order to ensure they have the latest data to support their pitch on your behalf.

Skills to Enable Global Success

No matter who we engage with internationally, whether the science and innovation in the region is world class is never really questioned. Neither is the entrepreneurial and business skills to create value. The quality of the research and talent pool is what drives the rising levels of investment we see into the sector in the region. Such investment affords the opportunity for our companies to grow, become more integrated Research and Development organisations showing ever greater returns on investment. It can surely be no coincidence that the now maturing companies securing immensely exciting corporate and equity deals were helped across the much discussed 'valley of death' by excellent policy making around initiatives such as the Biomedical Catalyst funding via Innovate UK in previous years. Numerous reports however propose that to truly harness the economic benefit in terms of GDP then our companies need to scale further, creating jobs and revenues. Our innovation leaders have demonstrated they can attract significant investment, but can we do more to ensure those leaders are provided with the future work force they need to deliver on their potential. A work force that can increase the 'stickability' of the region such that Life Science companies continue to grow here. Reflecting on how easy it is to find really positive things about our sector's continuing innovation that is changing patients lives for the better, I find it hard to contemplate why anyone wouldn't want to work here, yet we know we have potential gaps in the future skills base that will be required. I was pleased to be involved in the launch event of the UK Innovation Corridor Skills Concordat. A first in class approach to bringing the Further Education providers along the corridor together with the aspiration to provide a joined up training offer tailored to the needs of business. Read more about the Concordat at bit.ly/2Xid0TU and exploring how you can get involved in shaping tomorrow's labour pool.

I look around at the people I have the pleasure of interacting with via my role at One Nucleus and I am always in awe of their effort, determination and perseverance as they strive to deliver better healthcare solutions and outcomes based on their expert scientific and biomedical insight. The innovative approaches deployed when apparently doing what all researchers do reminds me of John D Rockefeller's quote "The secret of success is to do the common thing uncommonly well". Likewise, the hard work and dedication on display always reminds me of Vidal Sassoon's quote "The only place where success comes before work is in the dictionary". Keep up the good work folks!!

Tony Jones, CEO, One Nucleus

ON Life Science Leadership Series

Leadership Seminar: Expanding the Druggable Space

11 June 2019

With the increasing limitations of current therapeutics and new healthcare challenges, the need for more innovation is higher than ever, looking at pushing the boundaries of the druggable space.

At the moment, only 10% of the druggable genome is currently targeted by FDA approved drugs with 75% of protein research still focusing on these well-known targets. This implies that there is a potential to increase the therapeutics options on the market. Not even mentioning the rise of technologies such as AI, synthetic biology etc that can support truly disruptive innovations to be delivered to patients.

This event will review the potential for innovations in the field of gene and cell therapy, oligonucleotides therapeutics and post transcriptional approaches together with discussing the challenges on the way to their adoption in healthcare delivery.

Interested in Exhibiting? If you would like to find out more then please contact **Alicia**.

A full programme and more information on the event can be found [here](#).

Location:

The Francis Crick Institute,
1 Midland Road,
London NW1 1ST



9-10 July 2019 Cambridge, UK

on helix

ON Member News

Astex Pharmaceuticals Celebrates as Second New Cancer Drug Receives US Marketing Approval

Astex Pharmaceuticals (Astex), a pharmaceutical company dedicated to the discovery and development of novel small molecule therapeutics for oncology and diseases of the central nervous system, announced on 12 April that it has received a milestone payment from Janssen Pharmaceutica N.V. (Janssen).

This follows the United States Food and Drug Administration's (FDA) accelerated review and approval of a Janssen New Drug Application (NDA) for BALVERSA™ (erdafitinib) for the treatment of adults with locally advanced or metastatic urothelial carcinoma (mUC) which has susceptible fibroblast growth factor receptor (FGFR)3 or FGFR2 genetic

alterations and who have progressed during or following at least one line of prior platinum-containing chemotherapy, including within 12 months of neoadjuvant or adjuvant platinum-containing chemotherapy.

BALVERSA™ (erdafitinib) is a once-daily, oral pan-FGFR inhibitor that was discovered by Astex and Janssen as part of a 2008 exclusive worldwide collaboration and licence agreement to identify novel, small molecule inhibitors of FGFR kinase, including for the treatment of cancer.

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



Grow your business with a UEA placement student

Businesses across East Anglia are turning to placement students from the University of East Anglia (UEA) to help innovate and grow their organisations.

Increasing numbers of businesses are hosting placement students with many offering them permanent positions when they graduate.

What is a placement student and how could they benefit you? A placement is an opportunity to recruit a student to work with you and your organisation for 9 – 14 months. It's more than just work experience or shadowing; a placement student can bring real benefits to your business. You gain an enthusiastic student with fresh perspectives and new

ideas, keen to learn and apply their knowledge in the workplace. It's a great way to identify new talent, increase productivity and enhance your reputation, values and culture.

Placement programs are a win-win for both students and employers and a try before you buy solution for both parties.

Robert Kingsley, from the Quadram Institute, commented that the placement students he has worked with have been "top quality students who are motivated and reliable."

Environmental Sciences student Oli Gray, who spent his placement year as an Assistant Trails Officer with Norfolk County Council commented:



"The reality of my placement has been a lot different to what I expected. I can honestly say my placement year has been one of the best things I've done at university!"

Click [here](#) to find out more.

ON Charity of the Month

Velindre

Velindre is Wales' premier Cancer Centre, providing care, support and treatment to cancer patients and their families for over 60 years.

Velindre, the Hospital of Hope is the major provider of radiotherapy and other specialised anti-cancer treatments in Wales. Access to radiotherapy is critical to improving patient outcomes for cancer.

We all know of family, friends and loved ones who have been touched by cancer.

The incidence of cancer is rising by 2% each year in Wales with nearly 20,000 people diagnosed with this illness each year. By 2020 one in two of us will develop cancer and 150,000 people will be living with a current or previous diagnosis of this disease.

However as Velindre staff strive every day to deliver the best cancer services through exceptional care, more people than ever are living with cancer. Survival rates have doubled in the last 40 years through better treatments and earlier detection.

We want to lead in the delivery and development of compassionate, individualised and effective cancer care to achieve outcomes comparable with the best in the world.

Donations to Velindre are used to fund things over and above those provided by the NHS, so fundraising really does make a huge difference to patients and their families.



We aim to provide the best care, when people need us most.

Find out more about Velindre here: <http://www.velindrefundraising.com>

DIT Update

DIT holds nationwide roadshow on Life Sciences Export Opportunities in China

The DIT LSO held a seven-city roadshow in Belfast, Glasgow, Oxford, Cambridge, London, Leeds and Nottingham for companies interested in exporting to China.

The roadshow attracted over 150 companies, who were able to hear direct from the highly experienced Life Sciences team based in China about the opportunities and challenges.



DIT at KIMES, Seoul

In March, DIT ran a UK pavilion at the Korean International Medical Equipment Show (KIMES) in partnership with Medilink. The event, which is the biggest in Korea, attracts around 80,000 attendees each year, including a growing number of international delegations. Prior to the exhibition, the delegation also attended a market briefing session and networking reception with local industry stakeholders, organised by the British Embassy in Seoul.



ON Other Events

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](#)
- 22 Bio Integrates 2019 - [view more](#)
- 23 Breakfast Networking: Access and retain the right talent with a new
approach to job sharing - [view more](#)

JUNE

- 03-06 BIO2019 - [view more](#)
- 05 Executive Breakfast Panel at BIO - [view more](#) ***Member Discount***
- 06 LabKey's First UK User Meeting - [view more](#)
- 11 Breakfast Networking: From technical writer to marketer - [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](#)

BioJapan 2019

9-11 October - Pacifico Yokohama

Japan is the second largest R&D-based pharma market in the world, on the cutting edge of advanced therapeutics and regenerative medicine.

Taking place once a year in Yokohama, BioJapan is the country's go-to conference for biotechnology, pharma, regenerative medicine and medical technology.

For the fourth consecutive year, **MedCity** is leading a UK-delegation to BioJapan.

MedCity is a close collaborator and global conference partner with the Japan Bioindustries Association (JBA) and the Tokyo-based life science organisation Link-J.

MedCity provides a selection of comprehensive participation packages for research organisations, universities and companies from the UK wishing to attend the conference.

Find out more about Participate Packages [here](#).

For all enquiries and more information, contact office@medcityhq.com.

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ON Blog

Life Science Marketing Strategy - a guest blog post by **Frank Barker** at **AZoNetwork**

All we have to do is list our products and researchers will come in their thousands, credit card and grant approval in hand... right?

Wrong!

Read on as we put Life Science Marketing under the microscope.

"Only 3% of your target market is ready to buy at any given moment in time." – Google

Before starting any Life Science Marketing campaign, we must consider the bigger picture. What are we looking to achieve? Sales? Lead generation? Brand awareness? The first two are often the primary objective whilst brand awareness is frequently cast aside in favour of short-term results.

Continue reading [here](#).

Interested in being a guest blogger? Get it touch with **Laura** to find out more.

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Don't miss out on the Early Bird rate!
Deadline 31 May

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What's ON?

MAY

- 08 **BioWednesday London:** Rare Diseases: Solutions for Increasing Access to Innovative Medicines - [register](#)
- 15 **BioWednesday Cambridge:** The gamification of medicine - new applications for virtual reality in healthcare - [register](#)
- 23 HR SIG: Me Too – where do the boundaries lie? - [register](#)

JUNE

- 11 Leadership Seminar: Expanding the Druggable Space - [register](#)
- 19 **BioWednesday London:** Staffing the 21st Century Life Science R&D Industry - [register](#)

ON Mentors

Getting The First Steps Right

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

Our Mentor of the Month for May is **Mary Clark**.

Mary has a 20-year successful track record in providing strategic corporate and financial communications to both early- and late-stage healthcare companies.

She has run several high profile PR campaigns and has been instrumental in assisting companies

with strategic positioning and fundraising rounds from seed and private financings through IPOs, reverse mergers, as well as numerous follow-on public financings.

Mary has worked with over 100 healthcare clients across Europe and the US including Teva, Bayer, Fresenius Medical Care, Kite Pharmaceuticals, UDG Healthcare, Evotec and BioNTech.

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



H HEALTH HORIZONS
FUTURE HEALTHCARE FORUM

'Co-creating the healthcare of tomorrow'

26-27 June 2019 | Cambridge, UK