

OBN supporting and bringing together the UK's life sciences companies, corporate partners and investors

# CONNECT



## SPOTLIGHT: Untapped opportunity

*Improving the university IP licensing process to boost wider UK innovation*



# OBN NETWORK NEWS

*Looking back at this piece in the last issue of CONNECT, I noted that COVID-19 seemed to be on the wane and thankfully life does indeed seem to be returning to normal. However, we now face the scarcely believable situation in the Ukraine and the knock-on consequences of that in so many areas.*

While life sciences may no longer be in the limelight, the sector as a whole has probably benefited from the increased interest in what we do, and at OBN we are certainly busier than ever. Our immediate focus is BioTrinity, our in-person event, in London on 26/27th April. We have assembled a great line-up of companies and speakers for both the business and science tracks. Within the science track we will be showcasing 'post-seed'/'Series A seeking' companies in oncology, inflammatory disease, rare disease, microbiome, infectious disease, CNS disorders and AI/Data and platforms. This will be the first 'proper' BioTrinity since 2019 and we are looking forward to it immensely as it will be the first significant opportunity for the whole UK life sciences sector to come together since

the pandemic kicked off. Why not join us? We have delegate packages to meet all needs, including special rates for R&D companies. All the information you need is on the conference website ([biotrinity.com](http://biotrinity.com)).

Of course, BioTrinity is not our only event in the coming months. We have a full range of events scheduled, including BioTuesdays, BioThirstdays, Science Socials and BioLearn courses. You can find full details of all upcoming events on our Events Calendar. Why not keep track of them by signing up for our communications via the 'Keep in touch' button on our website's home page? We are continuing to build on our offering to make our events more useful for our members and sponsors. If you have any feedback, comments, or ideas, please let us know. You can find our contact details on the OBN website.

Our membership continues to grow including many companies based at OBN Member science parks and incubators such as Alderley Park/Bruntwood, BioCity, BioHub Birmingham, Discovery Park, Science Creates/Unit Dx, Harwell Science and Innovation Campus, Milton Park, Oxford Science Park, Oxford Innovation and Oxford BioEscalator. We have made visits to several of these sites in the last few months and it has been a pleasure to re-establish connections post-pandemic. We intend to keep up this practice going forward so we can get to know our member companies and better understand their needs. The accompanying table shows our new Members since the last issue and their areas of endeavour.

If you are learning about OBN for the first time through reading this, you can find lots more information on our website: [obn.org.uk](http://obn.org.uk). We would also be delighted to arrange a chat to get to know you!



Image: Oxford Science Park, Nigel Cox - CC BY-SA 2.0

To keep track of OBN's activities why not sign up for our mailers [here?](mailto:team@obn.org) [team@obn.org](mailto:team@obn.org)

# SPEAKER SPOTLIGHTS

*Our Science Social events are a great opportunity for scientists to get together in a relaxed setting to make new contacts and connections. At our recent event in Oxford, hosted by BioEscalator, we had Quickfire presentations from some of the startups located there.*

## ACellZ

ACellZ is a Hertfordshire based biotech start-up that is developing in vitro models fitting the need of the industry for new medicine, chemical and product assessments. ACellZ's goal is to innovate in in-vitro biotechnologies to help companies see the data needed to navigate safety decisions. The company's journey started by understanding unmet needs in in vitro field, where it secured £300k grant funding from Innovate UK. The company's current research focus is an anterior ocular model to assess the safety of substances in the eye. ACellZ's technology combines the human eye barrier and immune cells grown in the laboratory in a 3D arrangement to better mimic the responses of the eye to chemicals. This technology provides more detailed information about how a new chemical can react in the human eye in an easy-to-use format that is compatible with existing testing methods.



DJS Antibodies is creating the next generation of antibody therapeutics for the treatment of patients with chronic inflammatory and immunological diseases. By leveraging their unique platform for discovering anti-GPCR mAbs, DJS is delivering a pipeline of first-in-class drugs.

Their lead programme promises to drastically improve the quality of life, and extend the lifespan, of people suffering with fibrotic diseases including idiopathic pulmonary fibrosis and chronic kidney disease. The second programme in DJS' pipeline has the potential to target myeloid-driven diseases, from ulcerative colitis to inflammatory skin disease. As a team, DJS places enormous value on fostering a culture of research excellence, and every team member is encouraged to reach their full potential by embodying a broad and scientific outlook. Underpinning everything they do are values of transparency, dedication, diversity, and the sharing of success. DJS is backed by top-quality international investors including LifeArc, Oxford Sciences Enterprises, Sedgwick Yard and Amgen Ventures.



CyanoCapture is a climate tech startup based at the BioEscalator in the University of Oxford. The company is using GM cyanobacteria to provide affordable carbon sequestration to emitting industries. The Team were recently awarded \$250,000 grant from Elon Musk's XPRIZE Carbon Removal competition and were the only UK team selected for this prize. CyanoCapture is inviting VCs and private investors to participate in their upcoming Seed Round in April 2022. The CEO is keen to meet with other scientists and Founders in the OBN network who are interested in the company's mission statement.



We have welcomed many new members to the OBN Membership since the last edition of CONNECT - please see details below.

### Full Members

<b>GenomeKey</b>	Using next generation DNA sequencing and novel machine learning to diagnose bacterial presence, species and antimicrobial resistance in only hours
<b>OxDx Ltd</b>	Rapid pathogen detection using super-resolution microscopy and machine learning
<b>Alethiomics</b>	Uncovering new biology to discover and develop life changing treatments for patients with blood cancer
<b>RHy-X Ltd</b>	Proprietary platform for structure-based drug discovery for high-value, intractable targets
<b>MyData Trust</b>	Specialized In data protection, exclusively dedicated to the life sciences sector
<b>Biotix</b>	Creating natural, sustainable, yet effective ingredients to make skin healthier
<b>Cryoniss</b>	Provides a comprehensive range of temperature-controlled biological sample storage and logistics services
<b>Linear Diagnostics</b>	Delivering enhanced diagnostic solutions through novel technology
<b>Quest Meat</b>	Making cultivated meat products
<b>Milbotix</b>	Developing wearable technologies for use in the care of older adults and people with dementia
<b>Genetic Signatures</b>	A specialist molecular diagnostics company
<b>NeoVac</b>	Creating revolutionary, unique and proprietary next generation lipid nanoparticles to enable better RNA vaccines for various diseases
<b>OxVax</b>	Developing a next generation cancer vaccine
<b>Healome Therapeutics</b>	Improving the quality of healing and function of damaged tissues by engineering and locally delivering 'pro-healing' micro-environments. Currently focus on ocular surface diseases where our therapies come in the form of clear degradable ocular bandages that can be applied like a normal eye drop.
<b>Ivy Farm</b>	Making cultivated meat products
<b>Cyanocapture</b>	Making scalable, affordable carbon capture a reality
<b>Kyttaro</b>	Pioneering cardiovascular therapeutics
<b>Infiniopes</b>	Developing cancer vaccines
<b>We Are Pioneer Group</b>	Building and operating life science and technology campuses across the UK and beyond
<b>4D Biomaterials</b>	Developing 3D printing materials to help people heal
<b>Gendius</b>	An AI solution for measuring and improving outcomes for patients with diabetes

We have welcomed many new members to the OBN Membership since the last edition of CONNECT - please see details below.

### Network Members

<b>Educo Life Sciences</b>	Technical training for the pharmaceutical, biopharmaceutical and medical device industries
<b>Etcmby</b>	Building the world's largest machine learning database and unmatched immunology expertise to deliver the safest and most powerful TCR immunotherapies
<b>MitoRx Therapeutics</b>	Developing revolutionary mitochondrial-protective therapeutics
<b>Boyd's Consultants</b>	Providing a wide range of expertise and skills central to the development of pharmaceutical and biotechnology medicinal products and medical devices
<b>LifeSci Search</b>	LifeSci Search transforms leadership teams within the pharmaceutical, biotech and med-tech sector
<b>Business France</b>	Supporting the international development of the French economy
<b>3D Consultants</b>	Scientific consultancy, due diligence services and project management
<b>Touchlight Genetics</b>	Producing DNA at unprecedented speed, scale and purity using a novel, synthetic DNA vector and enzymatic manufacturing process
<b>Digostics</b>	Offers an unique approach to detecting diabetes
<b>Johnson &amp; Johnson Innovation</b>	Helping entrepreneurs realize their dreams of creating healthcare solutions that improve people's lives around the world
<b>Black Swan Pharmaceuticals</b>	Developing therapies for treating Parkinson's Disease and ALS
<b>Agxio</b>	A data science and machine learning company specialising in the biotech, life sciences and agricultural science industries
<b>JA Kemp</b>	European and UK patent and trademark attorneys
<b>Flint Change</b>	Supporting leadership teams to create the optimum environment to implement change
<b>Phaim Pharma</b>	Developing curative treatments for auto-immune diseases such as diabetes
<b>Owen Mumford</b>	Developing pioneering medical devices and drug delivery products

# DATA DRIVEN FLEXIBILITY

*Critical to early-stage drug discovery*

*Despite considerable progress made by the healthcare industry, the array of unmet medical needs still facing us continues to drive innovation and funding towards new therapeutics, vaccines and diagnostics. Although much of this effort occurs within established pharma and biotech, the lifeblood of much innovation resides within the start-up and SME community. The opportunities to both improve healthcare and for significant returns on investment are considerable, however many challenges must be navigated by early-stage biotech.*

## **A key challenge for SME drug discovery biotechs is the ability to respond in a data-driven manner**

Drug discovery and development is a highly complex endeavour that benefits from an integrated approach. Without an array of specialist knowledge, experience and platforms, the challenge can be quite risky and the outcome somewhat unpredictable. Thus a key question faced by an early stage drug discovery biotech is: What platform(s) to invest in and activities to undertake in-house and what capabilities to access through an external partner(s), in order to provide the support required to take an idea to the market; or if not to the market at least to a significant value inflection/de-risking point to enable further fund raising or deal making opportunities?

It is critical for early-stage biotech to maintain the flexibility to respond swiftly to events – perhaps needing to modify or indeed ‘pivot’ its strategy in a ‘data-driven’ fashion. What can be risky – and indeed costly – is where a biotech invests in capabilities and capacities that may turn out not to be those best suited to enable the company to undertake such a data-driven pivot. Management may then be faced with the decision-making challenge between ‘following the data’ and potentially having to write off a sunk investment (people, facilities, equipment) or, ‘largely sticking with the original plan’ and not modulating it in a manner commensurate with one that would maximise the chances of programme success. We often hear the phrase that a biotech company – at least in its early funding days – should focus internal

investments on its core ‘special sauce’ and access other required capabilities through flexible external partnerships. Where that ‘special sauce’ typically describes the company’s core proprietary capability/know-how.



**Time and capital efficiency in execution is key**

With early stage biotechs typically having limited resources, deploying these most efficiently to achieve programme goals and value inflection is critical to success - even survival. Evotec works with a variety of partners including big pharma, biotechs, start-ups, investors and academic institutions to support them in their goals. In all cases Evotec provides its partners with flexible access to its fully integrated multi-modality end-to-end (idea to the clinic) drug discovery and development

platform coupled with internal drug hunting expertise across multiple key therapeutic areas. Partners working with us have immediate and flexible access not only to the platform but also years of industry know-how, experience and delivery track record across hundreds of projects. Crucially with Evotec having such a broad and deep capability 'all under the one roof' our partners are able to make those all-important data-driven 'pivots' immediately, seamlessly, successfully and in a time and capital efficient integrated fashion. We call this 'The Data-Driven R&D Autobahn to Cures' - speed and efficiency unlimited. ■



Do drop me a line if you'd like to explore how we might be able to support you with your programme goals aimed at addressing that array of unmet medical needs  
**Dr Jason Brown**

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 Evotec  
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# JOIN US ON THE DATA-DRIVEN R&D-AUTOBAHN TO CURES!

*Flexible access to Evotec's world-leading integrated drug discovery and development highway - partner with us from concept to IND and to market.*



# UNTAPPED OPPORTUNITY:

Improving the university IP licensing process to boost wider UK innovation



Dr Harry Destecroix is Managing Partner at Science Creates Ventures. He is the founder of the Science Creates deeptech ecosystem based in Bristol. Previously, he was the founder and CEO of biotech Ziylo which sold to Novo Nordisk in 2018.

*Spinning out a company as a researcher is a daunting prospect. There is a myriad of skillsets that you have to identify and learn to get your business off the ground. The first, is reaching an agreement with your university tech transfer office to secure the right to use the intellectual property your group has created.*

I've had the pleasure of working alongside many people in tech transfer over the years and can tell you that it's not an easy job. It's incredibly complicated and nuanced - no two discoveries, technologies or spin outs are the same. Alongside this, you need to be able to manage a broad spectrum of personalities with varying levels of commercial experience.

Licensing agreement terms have been widely discussed over the decades and I don't think that there is such a thing as a perfect solution. However, below are some thoughts from my own experiences as a founder turned venture capitalist around the licensing of university IP, which I share with the hope it could add towards unlocking more of the UK's research potential.

## MANAGING EXPECTATIONS THROUGH CLEAR COMMUNICATION

Founders trying to licence research for the first time have limited information to form an accurate internal view of the process. This leads to an expectation gap. The more information a founder has about the university's own process and policies, before interacting with it, the better. An accurate expectation of the process and likely acceptable terms they will reach, will reduce unnecessary frictions. This would benefit not just the founders and the tech transfer office, but investors and the university ecosystem as a whole. Transparency is key and currently this is lacking.

## A CALL FOR GUIDANCE AND SUPPORT FOR UNIVERSITIES

I believe the government should commission an independent review to outline the commercial licensing terms that it deems acceptable for different technologies at different stages. Founders, investors, and universities would then have an independent reference point to use if terms were deviating too far from this norm.

I appreciate that it's not an easy task, so a one-size fits all approach won't work. This will need extensive research and a broad range of stakeholders, to be comprehensive enough to cover the array of situations that tech transfer, founders and investors find themselves in.

Universities need to be supported so that their licensing agreements are simple, timely and can be executed at speed. Founders have limited funds at hand to hire legal counsel, and time spent to-ing and fro-ing over licensing is a distraction from key business developments like accelerating product development, hiring a team, and securing funding.

## SIMPLIFY AGREEMENTS FOR THE BENEFIT OF ALL

Over the past few years, there has been a huge focus on university equity positions. Unfortunately, this has often resulted in more complex royalty structures and other drawbacks for start-ups. I understand why this has happened and empathise with the founder's emotions that contribute.

Image used with kind permission from Science Creates



If factors like royalty stacks, rights to sub-licensing, exclusivity and transferability aren't right, it will limit a fledgling company's ability to commercialise ground-breaking research, possibly preventing world-changing products from reaching the market.

In my view, royalties should be simplified or kept to a minimum, and licensing agreements should be dealt with by equity, allowing for flexibility and freedom in commercialisation. I think equity is the fairest way to deal with things.

Licensing negotiation frustrations are something I've experienced first-hand. From spinning out my own company, helping others spin out companies and now in my role as an early-stage venture capitalist investing

in deals across the country, I've seen huge disparity in both the process and the terms of licensing agreements. One of the unfortunate consequences of this is that it still means that where discovery is found has a huge bearing on whether it's commercialised. Researchers find themselves in a postcode lottery. Too much friction in getting licensing agreements can lead to certain universities being avoided by investors.

On the whole, the UK is excellent at commercialising research, but this is by no means evenly distributed. There is enormous untapped opportunity sitting on academic shelves in universities across the country. We should not be complacent; this represents a chance to push the bar even higher. ■

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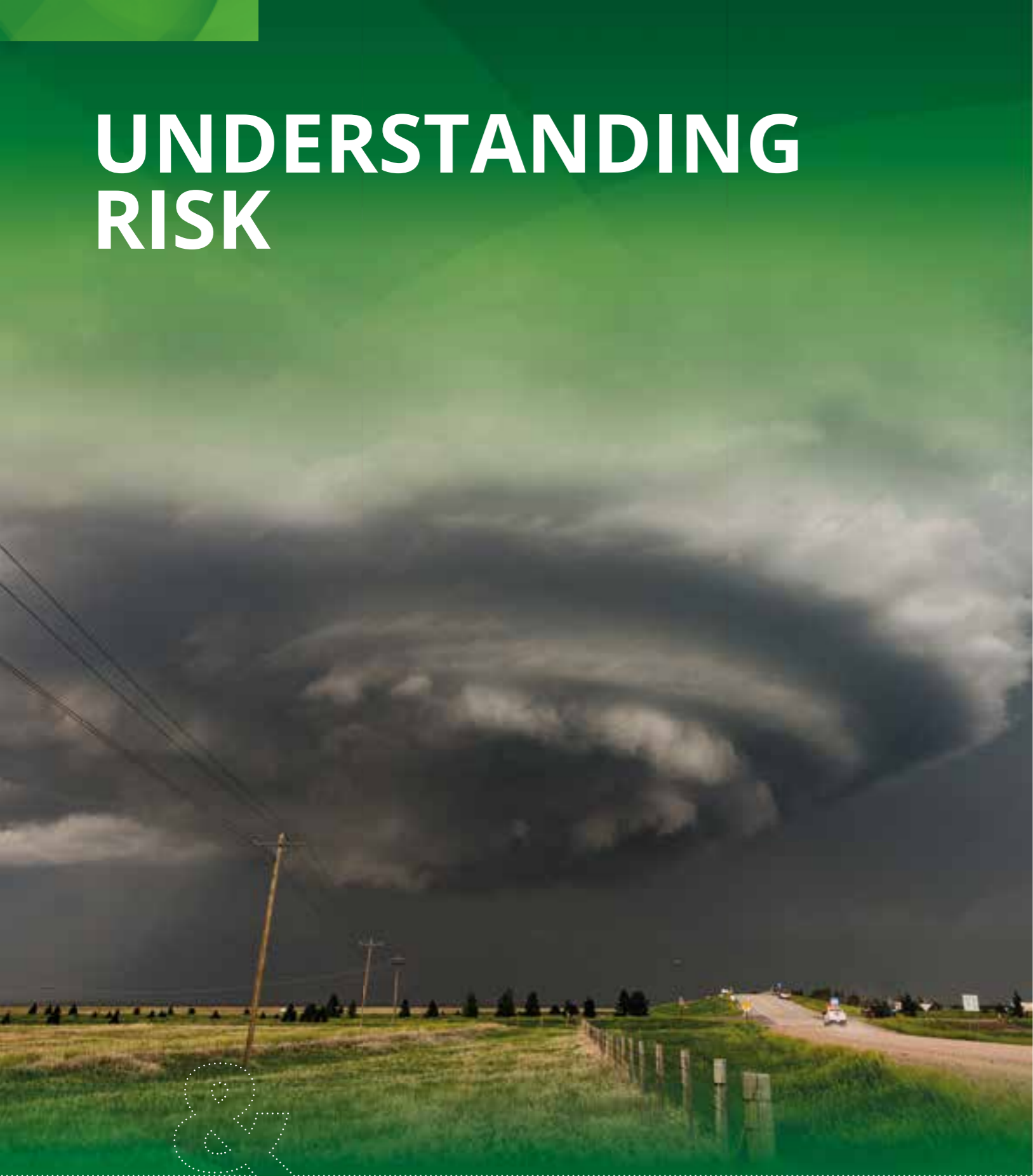
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# UNDERSTANDING RISK



*"Insurance is an enabler for growth", Phil Barton, CEO, Partners&*

*What do most business leaders want in 2022? I wouldn't be surprised if that list included stability, resilience and security to cope with unforeseen events. The common denominator is understanding risk.*

Risk is inherent in all aspects of business, and it's down to each of us to determine our appetite for risk – how much do we want to protect ourselves, or how much do we want to shoulder. That's effectively what an insurance purchase is all about, weighing up whether we want to be risk averse and transfer the risk to an insurance policy, or whether we're OK to take on some risk and pay for that ourselves.

Insurance is the most powerful tool that a business owner has to protect what they have worked long and hard to develop. Yet, the industry's reputation is at an all-time low. It represents an immense power for good, yet people view it as a necessary evil. In fact, I see insurance as an enabler for growth. Who would invest hard earned cash if there were a chance it might go up in smoke? Entrepreneurs can invest in something knowing their creation is protected if something happens.

## Challenge

Your first challenge is to understand the risks you face. How aware are you of the complete risk landscape in your business? Do you have a sense of the impact of the wider economy on your sector and most specifically your business or your employees? What are the burning issues in your business? What's keeping you awake at night? Is your existing programme in the right shape to cope with those risks?

I'd also recommend challenging your own understanding of the programme you currently have in place. How do you know you're getting the right advice if you don't understand the jargon, the complex terms, what insurance you actually have, and why you have it? Next time you're speaking with your insurance adviser, ask them to explain your risk exposure in plain English. Ask them to help you build resilience in your business to prepare you for the challenges ahead, rather than just repeat last year's programme. If your business has changed at all in the last 12 months, so should your insurance to reflect those changes.

## Support

Insurance is a complex area where you need professional advice both in preparing your business for an unforeseen event and recovering from one. An advice led approach offers much more than a piece of paper. For example, when was the last time you fully tested your data security or technology environment? A comprehensive, risk-based relationship with your adviser surfaces such issues and equips you to make informed decisions based on a sound understanding.

The support that can be offered to help you recover your business through access to chartered loss adjusting services can be the difference between recovering and returning your business to its business plan, or failure.

**Image: Phil Barton, CEO, Partners&**





### Perform

The right insurance programme allows your business to deliver on its plan and your ambitions, building in resilience to enable it to withstand what life throws at it. In short, an effective risk and insurance programme plays a major role in keeping your business on track and enabling it to perform.

I know that the insurance industry has a lot of work to do to instil confidence in people that their insurance programme will perform as it

should, but consider this: what is the likelihood of an unexpected event crystallising? Wouldn't you welcome the confidence to make sure that your insurance programme has built resilience into your business.

Make 2022 the year you commit to truly understanding the risk in your business, giving it every chance to succeed in an uncertain world. ■

**Phil Barton, CEO, Partners&**



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## Specialist insurance for the life science sector

### Advice that makes a difference

The UK is a world leader in the life science, technology, pharmaceutical and medical device industries. Companies are under pressure to innovate at pace, but working at the cutting edge can expose you to new risks and liabilities. **Getting the right insurance advice can make the difference.**

#### Are you confident in your risk management arrangements?

**We take a holistic approach** – helping you to identify and understand your current and emerging risks so you can make informed decisions. With our ecosystem of trusted advisers, we keep abreast of the shifting sands of emerging risk, regulation, legislation, and compliance.

From university spin-outs and start-ups to multinational companies, we're here help you to map the pitfalls and tread confidently as your enterprise grows and changes.

And, if you need to make a claim, we'll stand shoulder to shoulder with you, getting you back on your feet as soon as possible and supporting you through the next challenge.

With offices across the UK, and in particular, Oxford, London and Cambridge, our team is well placed to meet the needs of OBN members wherever you are located.



#### What if?

- Your R&D materials are lost in a power outage?
- A data breach lands you in court?
- Your clinical trial goes pear-shaped?
- Your supply chain is compromised?

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**Eric M, CEO, Life Science client**



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# SAVING THE PLANET, ONE SAUSAGE AT A TIME



*We are eating the planet to death. Our current food systems are unsustainable and will be unable to meet growing demand as the population grows exponentially.*

*By 2050, there will be 10 billion people on the planet, and meat consumption is predicted to rise dramatically. This will result in a 60% increase in food production emissions. More mouths to feed and a planet facing irreparable damage means we must figure out how to produce food in a way that is scalable and sustainable.*

People in the UK are becoming curious about sustainable food alternatives. Research undertaken by Ivy Farm & Dr Chris Bryant in 2021 found that 18% of consumers identified as flexitarians. However, consumers find it difficult to make the switch and many identify with the term “guilty meat eater”, viewing a plant-based diet as too large a compromise.

That is where cultivated meat comes in. This is real meat, made in a way that is better for the planet, people, and animals, providing a tasty product that comes without the guilt that many consumers feel.

Ivy Farm cultivated meat is made by taking cell samples from an animal, and then growing them in nutrient-rich tanks so they can thrive and multiply, and in only three weeks we have delicious minced meat. The end product is also antibiotic-free.

Ivy Farm was founded by Dr Russ Tucker who holds a PhD in biomedical engineering from Oxford University alongside Associate Professor of Engineering Science Cathy Ye. The company's R&D team, which includes four other Oxford Alumni, is still based in Oxford, keeping the business within touching distance of the know-how of the university as it expands and develops.

## THE MEAT INDUSTRY TODAY

The UK currently imports £6.6bn of meat annually, and some comes from countries with lower animal welfare practices and a higher carbon footprint. According to figures from HMRC, beef imports to the UK from non-EU countries totalled 4,909 tonnes during 2020. This not only presents challenges for British farmers who are pushed towards intensive or industrial farming to try to meet demand and drive prices down, but has an obvious effect on our carbon footprint.

Luckily, switching some of our consumption will have a huge effect on the environmental impact of meat. A recent CE Delft report estimated that cultivated meat will produce up to 92% fewer carbon emissions and will require up to 95% less land than traditional meat production.

## WHAT'S NEXT?

As our needs develop, so too does the technology that enables these to be met. We've seen significant changes in the way we tackle single use plastics and power our vehicles, and now, there's now a real food tech revolution happening worldwide.

Ivy Farm is proud to be at the forefront of that revolution. We know that we have the solution that meets the needs of people and the planet. We've adopted recognisable science used in cell and gene therapy, bio farming and advanced tissue engineering and applied it in new, ambitious ways to create cultivated meat. Our areas of R&D span from cell biology, to bioengineering and bioprocessing as we move towards large bioreactors and industrialisation.



**Main image: Supplied by Ivy Farm**

*A recent CE Delft report estimated that cultivated meat will produce up to 92% fewer carbon emissions and will require up to 95% less land than traditional meat production.*

While some of these technologies will be familiar, we still have challenges to overcome as we apply the techniques in a new and groundbreaking way. We have to push forward on scaling this solution and getting it onto supermarket shelves. To get to market, we need to be able to use this science on a large scale, and reduce costs, in order to compete with traditional farming.

Ivy Farm research found that around two thirds of people would be open to trying cultivated meat and over half would buy it once available. So with consumers on board, the next hurdle is regulation. The current framework which was adopted from the EU was first passed into law in 1997. Long before many of the exciting new food technologies used today were developed. The regulatory framework must be updated and streamlined to reflect the speed of innovation while maintaining the UK's high standards of consumer safety. We have encouraged the government to adopt a more iterative and collaborative approach, like that of Singapore, by engaging early and throughout the approval process. We have also encouraged the government to appoint a Food Tech

champion to lead and coordinate the efforts.

To achieve all this, Ivy Farm has an incredibly diverse team, composed of people from different backgrounds that can put their heads together to help us solve the challenges facing this emerging global industry.

As a growing startup of now 50 people, with high-tech state-of-the-art HQ in Oxford, the atmosphere at Ivy Farm is buzzing. We are at an exciting time in our growth and the cultivated meat and alternative proteins sector is rapidly expanding. Our scientists who are involved in this early stage are growing with us, seeing the sector and the product progress and becoming experts in the field. Ivy Farm plans to become the first commercial producer of guilt-free, cultivated meat serving up our delicious sausages to consumers by 2023 and putting Britain on the map as a leader in the sector.

Ivy Farm is always looking for talented and driven people eager to join our herd helping to reduce the impact of meat consumption on the planet. A list of our current vacancies can be found here: [www.ivy.farm/careers/](http://www.ivy.farm/careers/) ■



  
Supporting The Life Sciences Industry

# Join Today

Membership of the OBN Network provides:

- Access to high quality networking opportunities
- Discounted rates to high profile industry events
- The opportunity to use our purchasing consortium offering the best available discounts
- Tailored advice and professional support
- Targeted professional training courses
- Representation of your organisations' interests to a national and international audience

For more information contact  
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# EDI- PROGRESS, BARRIERS & OPPORTUNITIES



*Leaders, entrepreneurs and business owners have much to make sense of right now. In our rapidly changing workpace environment sustaining pre COVID-19 initiatives and improvements can be hard to maintain, but as our research indicates, the need for effective and measurable Equality, Diversity and Inclusion (EDI) strategies is increasingly vital for every organisation.*

*Article by Angela Hobbs, Chair, OBN HRSIG*

*The devastating global impacts of COVID-19 have yet to be fully understood and at OBN, our responsibility as a membership organisation is to identify how and where we can provide exceptional support for our members.*

OBN has two Special Interest Groups, ITSIG which represents members in matters relating to Investment and Tax and the Human Resources Special Interest Group (HRSIG) which was formed to support members in championing work and people. Following my appointment as a Non-Executive Director for OBN in March 2020, in 2021 I was invited to Chair the HRSIG in 2021. My key question for the group was what do our members need, in order to develop and implement effective EDI strategies with measurable outcomes?

An assessment of research and data since 2019 shows a disappointingly slow pace of change in EDI. In 2021 The World Economic Forum reported that the pandemic shed a spotlight on inequalities - with women of colour being impacted the most. Marian Croak, Google's Vice-President of Engineering, reported that COVID-19 has in her view, 'gifted' the world with increased awareness of inequities - and the chance to do something about them.

In 2019, Oxford Brookes University published a report on Gender and University Spinouts in the UK, as an overview of the UK spinouts landscape from a gender perspective, part of a wider project funded by the EPSRC's Inclusion Matters programme. Conclusions highlighted that addressing women's underrepresentation in spinout companies could address a critical element of the UK's industrial strategy, which aims to increase business and growth through research and innovation.

In 2019, the Systemic inequalities for LGBTQ professionals in STEM report, highlighted that nearly 30% of the LGBTQ+ members considered leaving the sector due to a hostile environment and in 2021, a study of 25,324 scientists in the US reported that LGBTQ STEM professionals were more likely to experience career limitations, harassment, and professional devaluation than their non-LGBTQ peers.

Elsewhere, Harvard Business Review reported in December 2020 that research indicated that one of the reasons for slow progress, was that managers acknowledge that bias exists in general but fail to recognise it in their daily workplace interactions. In this instance "gender fatigue" means that people aren't motivated to make changes in their own organisations.

The qualitative research on barriers to progression of disabled scientists report for the Royal Society by the Careers Research & Advisory Centre (CRAC) reported that institutions and funders could be more proactive in developing measures which would better support disabled scientists, including the need for better awareness and understanding of reasonable adjustments amongst line managers and heads of department.

**In 2021 The World Economic Forum reported that the pandemic shed a spotlight on inequalities - with women of colour being impacted the most.**

This month, Nature, a weekly international journal announced that more than 50 publishers, representing over 15,000 journals globally, are preparing to ask scientists about their race or ethnicity — as well as their gender — in an initiative that's part of a growing effort to analyse researcher diversity around the world.

In 2021 the Science Industry Partnership published their Equality, Diversity & Inclusion Report - putting workforce diversity at the heart of the Life Sciences sector. The report highlighted that the UK Life Sciences industry is forecast to require 133,000 new and replacement jobs by 2030, a growing sector with a recognised need to ensure a diverse workforce in order to meet its substantial skills

demands and support future growth. In his introduction to the report Karl Treacy, Pfizer summarised the challenges ahead:

**“Our industry is forward thinking in nature, continually living at the very frontier of human advancement. This should be mirrored in the way that we recruit and develop our workforce, opening up access to ensure a diverse pipeline of new talent. Through strong leadership, transparency and by making ourselves accountable, we can work to remove any barriers to inclusion and promote the sector as a place of equal opportunity for all.”**

As a result of our research enquiry, we worked with the OBN events team to create a series of interactive sessions and workshops and on 7th December we launched the series with ‘Accelerating Innovation Through Diversity in Life



Sciences’ with three outstanding panel guests, Nicola McConville, Partner, Taylor Vinters; Ann Kramer, CEO, Electrospinning Company and Catherine Spence, Deputy Head of Licensing & Ventures, Oxford University Innovation.

This was the first of a series of digital events designed to showcase the groups’ latest research, observations and thought leadership reviews. The group aim to shine a light and stimulate discussion and action on equality, diversity and inclusivity within organisations in the life sciences industry.

This was followed by a workshop during BioSeed, when HRSIG members Hsin Loke, VP Head of Finance and Operations, OMass Therapeutics, Catrin Gaston-Penny, Group Head of HR at Cell Therapy Catapult Ltd and Rod Cook, Partner and Founder at Biotech Personnel, explored the importance for seed stage businesses to get their EDI Strategy on track and well-established from the outset.

OBN has always been at the forefront of innovation and our commitment is to support all our members, by creating an environment where we can discover where barriers exist and what we can do to overcome them.

In 2022, HRSIG will finalise and publish our values and objectives and host a series of events to address the critical issues for our members. Our priorities include establishing EDI criteria for the 2022 Annual OBN Awards and developing a comprehensive support package for members. We welcome feedback and participation, so do please share your views and experiences. ■

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# ARE YOU SITTING COMFORTABLY?

How to tell a compelling story about your life sciences venture



Dr Kat Arney, Founder and Creative Director, First Create The Media.



We hear a lot about the importance of telling stories, whether it's about scientific research or more broadly about an organisation. But it can be hard to figure out exactly what good storytelling looks like or how to do it effectively.

We see the same story challenges coming up again and again when we work with life sciences ventures of all sizes, from start-ups and scale-ups to international companies and research organisations. Here's what we've learned about how to take your scientific and corporate storytelling to the next level.

## FLICK THE SWITCH

There's one thing that lies at the heart of every compelling story, whether it's a fairy tale or a company presentation: change. We start in one situation and end up in another (or maybe end back where we started, but older and wiser for it...). Digging deeper, the thing that's changing is an underlying value, technically known as a 'value binary switch'.

'Value' refers to the fundamental state of the situation, which can change in either a negative or positive way. This change can be found in something as simple as a fairy tale like Rapunzel (incarceration to freedom), or a complex organisational story. This sounds a little esoteric, but it's something we instinctively understand when we engage with good stories – just think how boring a TV show is where nothing really changes. Importantly, it's also something that you can train yourself to identify and use.

As an example, we've been running storytelling workshops with a major conservation organisation to help them think about the stories underpinning the major strands of their corporate strategy. We realised that each of these strands has a slightly different value change at its heart, such as 'struggling to thriving', 'imbalance to balance' or 'scarcity to abundance'. In turn, this meant that we needed to create different stories to talk about each aspect of their work.

It's an incredibly powerful exercise to sit down with your team and think of a pair of words

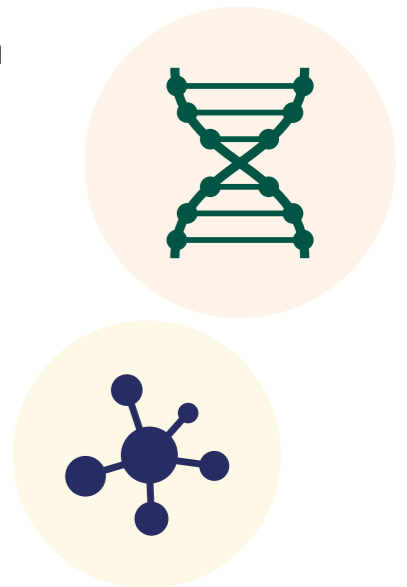
(just two!) that sum up the value binary change in your organisational or scientific story. To get you started, here are some value binaries that we've found are useful to consider when it comes to telling stories about research and organisations in the life sciences:

- **Darkness to Light**
- **Suspicion to Trust**
- **Despair to Hope**
- **Scarcity to Abundance**
- **Incarceration to Freedom**
- **Confusion to Clarity**
- **Doubt to Certainty**
- **Fear to Confidence**
- **Danger to Safety**
- **Pain to Comfort**
- **Anxiety to Calm**
- **Frustration to Relief**

Once you've decided on your value binary, then it's time to consider the other elements of your story and how they can be used to take your audience on a journey from one side to the other.

## TELLING YOUR STORY

A good story has a beginning, middle and end. At the start, you need to set the scene and establish the first value in your binary. Where are we (e.g. in terms of time, space, geography, technology, understanding...)? Who's here (e.g. patients, customers, investors, regulators, you and your team...)?



Above image: Dr Kat Arney. Photo by Paul Clarke.



And why should we care about them (e.g. patients are in pain, customers are frustrated by poor solutions...)? Note that the characters in your story and their situation will depend on the audience you're trying to reach and what you want them to do.

Next comes the action. Things need to happen to these characters to bring about the value change, with enough relevant details so that your audience can understand what's happening but not so much that they become confused about what's going on or what they should focus on. Finally, you can craft the ending, painting a picture of what the world is now like - or could be like - after this change has occurred.

### FOCUS ON THE 'DIAMOND DETAILS'

Science is all about details but trying to cram too many in is a great way to create narrative clutter and confusion for your audience.

Instead of trying to include every piece of data, focus on the specific 'diamond details' that move your story forward, and take out anything that isn't directly relevant to your narrative.

As an example, we worked with the founder of a biotech start-up seeking investment for a new type of cancer treatment that was as effective as existing therapies but had far fewer side effects. We suggested that she focus on the mechanism of action and toxicity data in her pitch presentation, rather than getting side-tracked by presenting all the other details and data that could be brought in afterwards if necessary. Within a year she'd raised £1 million and went on to list her company on the London Stock Exchange.

Applying these three tips to your storytelling - whether you're preparing a pitch, creating a communications strategy, or simply writing a post on LinkedIn - will help you create compelling, engaging stories that get your message across to the audiences that matter. ■



First Create The Media is an award-winning expert communications strategy and content agency for the life sciences and a finalist in the 2021 OBN Awards Most Impactful Business Support Organisation.



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Get in touch [info@firstcreate.me](mailto:info@firstcreate.me)





# EFFECTIVE INVESTOR RELATIONS IN THE BADLANDS

*An interview with Michael Rice, co-founder of LifeSci Advisors.*



*Michael Rice has been round the block in healthcare finances. Before co-founding LifeSci Advisors and LifeSci Capital, Rice was in investment banking at Canaccord Adams, structured and executed capital markets transactions at ThinkEquity, served hedge funds and private equity clients at Bank of America and time at JPMorgan/Hambrecht & Quist.*

## **YOU HAVE A BROAD VIEW OF LIFE SCIENCES AND HEALTHCARE. WHAT'S YOUR CURRENT VIEW OF THE MARKET, AND CAN INVESTOR RELATIONS FIRMS HELP MOVE THINGS ALONG?**

Biotech today may not be 'flavor of the month' with the investment community, but it will come back. The Nasdaq Biotechnology Index (NBI) was hovering close to a 7-year low in mid-February and most of the biotech stocks that IPO'ed in 2020 or 2021 are trading below their issue price. Investors are finding it difficult to work out how to make money in the sector. But remember two things: one, this is an exceptional period and two, investor relations is not just for the good times. In fact, I'd argue that investor relations is even more critical during a challenging market as companies need to highlight true valuation gaps in an environment where there are so many biotech stocks that are simply "cheap."

## **WHY EXCEPTIONAL?**

Firstly, there has been unprecedented expansion in biotech/life science sector - the global number of public companies has doubled in the past few years, partly fueled by the realization that disease-fueled economic shutdown is a real threat and that the solution had to come from biology. With COVID-19 fading, non-specialist investors see opportunities in other sectors, hence the temporary downturn for biotech. But now is also a time of irrepressible biology: practical ways of switching and modulating the body's natural mechanisms are no longer theoretical, they are being tested in the clinic, coming to a hospital or a pharmacy near you, or even to your own home. And this is happening in

cancer, neuroscience, respiratory disease, aging. Everyone is agreeing that the fundamentals are better than ever.

## **WHAT DID YOU MEAN WHEN YOU SAID "INVESTOR RELATIONS IS NOT JUST FOR THE GOOD TIMES."**

A changing market doesn't diminish the need for IR services, but it might shift the emphasis of what we do. Investor Relations is not about 'spinning' or shining up a company's story to sparkle in front of naïve investors. However, while messaging is always critical to investor engagement, its importance is heightened when the competition for capital is increased, as it is now, during a down market. Small- and mid-cap biotech companies with depressed stock prices must effectively differentiate themselves from other similar companies and communicate a compelling investment thesis. Another key role for external IR advisors is to reflect the outside view of a company and its markets back to those inside. For us at LifeSci, investor relations is really about ensuring a structured two-way relationship of information flow between biotech companies and potential investors.

In addition, a good corporate access team needs deep and long-term relationships with specialist investors built up over careers in healthcare finance. At the moment, the number one challenge for biotech companies is exactly the same as it was in 2020 or 2021 - trying to attract capital. Without a rising tide of market momentum, specialist investors may be more risk averse. But the specialists are watchful, keen not to miss the bottom of the market.

In any case, and under any market conditions, it is important for Investor Relations firms to

**Image: Michael Rice,  
Co-founder LifeSci**

*A wise CEO once told me "I often agree with myself. I don't hire other people to do that."*

build long-term credibility with the investment community – specialists, retail investors and high-net worth individuals. Our global corporate access team of 30 people talks to investors all day, every day, constantly keeping their finger on the pulse.

**ISN'T IT THE JOB OF INVESTMENT BANKS TO CONNECT BIOTECH COMPANIES TO INVESTORS? DO BIOTECHS NEED IR FIRMS, TOO?**

There is a clear distinction. Raising money on public markets is a highly regulated process and investment banks must handle the financial transaction itself. They get rewarded through deal-related commissions. IR firms are retained to provide longer-term and continuous support to prepare the market, create opportunities for companies to present to investment groups or individuals, differentiate the company from competitors, or hone messaging so that investors understand the opportunity. Where investment banks are almost exclusively transaction focused, our IR advisory work does all the blocking and tackling in between transactions to ensure our clients retain mind share with the investment community. I believe it's an absolute prerequisite to get in front of investors to share your progress and review upcoming catalysts, even when you're not actively raising capital.

**IF A COMPANY ALREADY HAS IN-HOUSE IR, DOES AN EXTERNAL ADVISORY FIRM ADD ANYTHING?**

A wise CEO once told me "I often agree with myself. I don't hire other people to do that." A good external IR program will bring a variety of outside perspectives in a constructive manner. In addition, we have more than 2,500 active institutional investor relationships, so we can facilitate introductions for our clients to leading or anchor life science-oriented funds, as well as gather significant intelligence regarding what investment theses those institutions are interested in. Providing anonymized feedback from investors that may be difficult to express directly is another key role for external advisors. We can also connect clients to LifeSci's own analysts and investment team, advise on partnering opportunities, C-suite hiring, and many other value-added functions across the platform of LifeSci Partners.

And it is also true that internal IR departments are being asked to get involved in a broader range of issues. According to a Q4 2021 Nasdaq survey\*, only 2% of 700 in-house IR professionals said IR was their only responsibility. The rest – nearly all – were being stretched into areas such as public relations, employee relations or ESG – a major current growth area that covers non-financial corporate behaviors in Environmental, Social, and Governance fields. An IR firm with a narrow investor remit may not be able to help service those needs.

**DO YOUNG LIFE SCIENCES COMPANIES REALLY NEED TO THINK ABOUT ESG? SURELY BEING IN THE LIFE SCIENCES IS ALREADY AN ETHICAL POSITION?**

From an external perspective, life sciences companies will not get a free pass on ESG. Corporate governance is a critical area for all publicly-traded companies. Board construct and diversity are key corporate issues that, based on our unique understanding of both the biotech industry and capital markets overall, we are uniquely positioned to advise on.

Moreover, conducting clinical trials and sharing data, which are essential parts of most life science stories, are not neutral territory for corporate ethical and social positions. There are entrenched views out there, too, on the sanctity of life, embryo research, animal testing, and so forth that companies need to take a position on. We can help them think through those issues.

**Q. DURING THE PANDEMIC, VIRTUAL MEETINGS WERE THE ONLY OPTION FOR BIOTECH EXECs TO MEET INVESTORS? DO YOU SEE THIS CONTINUING?**

Virtual meetings have changed the dynamics of IR for life sciences companies, and I think they will continue. They are convenient and easy to manage. However, there is an element of Zoom-fatigue, with both management teams and investors being less selective about meetings. As COVID rules relax, I think video meetings will become a screening mechanism that leads to more focused and more productive in-person meetings. ■

\*<https://www.nasdaq.com/nasdaq-ir-intelligence/IR-Global-Issuer-Pulse-2021>

Interviewer: John Hodgson, Managing Director, Communications at LifeSci

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# THE CONVERGENCE OF TECH AND LIFE SCIENCES



*Throughout our Bruntwood SciTech campuses, we see first-hand how technology is continuing to transform the life sciences sector, most predominantly in healthcare where it has the potential to solve many of the challenges faced by the industry's systems.*

*As someone deeply embedded in the sector, Our Director of Life Sciences Dr Kath Mackay is able to share a unique insight into how new technologies are continuously influencing the life sciences landscape in areas such as drug discovery, disease prevention and early detection, and personalised medicine.*

Drug discovery and development is renowned for being an intensive, long and expensive process. However, developments in artificial intelligence (AI) and machine learning (ML) over the past 10 years have allowed us to use bioinformatic tools to discover new targets. In 2021 for example, methods to diagnose tuberculosis from X-rays using software were deployed, and some of the world's largest tech and healthcare powerhouses made huge investments into pursuing new medicines using AI applications.

Genomics, 3D printing, robotics and advanced communication solutions also have the potential to help clinicians rise to the challenges of 21st century healthcare.

We see examples of this within our network, such as Aptus Clinical, who's clinical collection and curation infrastructure built to support exploratory research into COVID-19 is now being expanded to assess the utility of patient wearables in a clinical trial recently launched in Greater Manchester: EMBRaCE. Based at our Alderley Park campus, Aptus Clinical is collaborating with Manchester University NHS Foundation Trust, The Christie NHS Foundation Trust and The University of Manchester in the trial, which has been created to test cutting-edge wearable technologies involving patients who have received cancer treatment.

**Opposite page: Alderley Park laboratory space**  
**Below: Alderley Park offices**





## A PROMISING PARTNERSHIP

Despite the incredible advancements we've seen in the healthcare industry over the past year as a result of the pandemic, we will only see their real potential if we get to a point where these tools become commonplace.

Through true collaboration between universities, hospitals and tech companies, as well as private and public bodies, we'll see these developments grow at pace and scale and be adopted more rapidly than they otherwise would be, which will result in better healthcare outcomes for the population.

.....  
**Ultimately, it's about bringing people with different skills and backgrounds together to realise the potential of medicine's technological revolution - and create the healthcare system of the future.**  
.....

Our campuses across Manchester, Leeds, Cheshire, Birmingham, Liverpool and Cambridge are home to over 500 life science and tech companies of all sizes and - as the two continue to converge - we know that the key to realising the potential of the medtech revolution is collaboration. That's why facilitating these partnerships and connecting our customers with the relevant specialist partners and networks is a priority. The future of life sciences and tech is an exciting one, and we can't wait to see what happens next. ■

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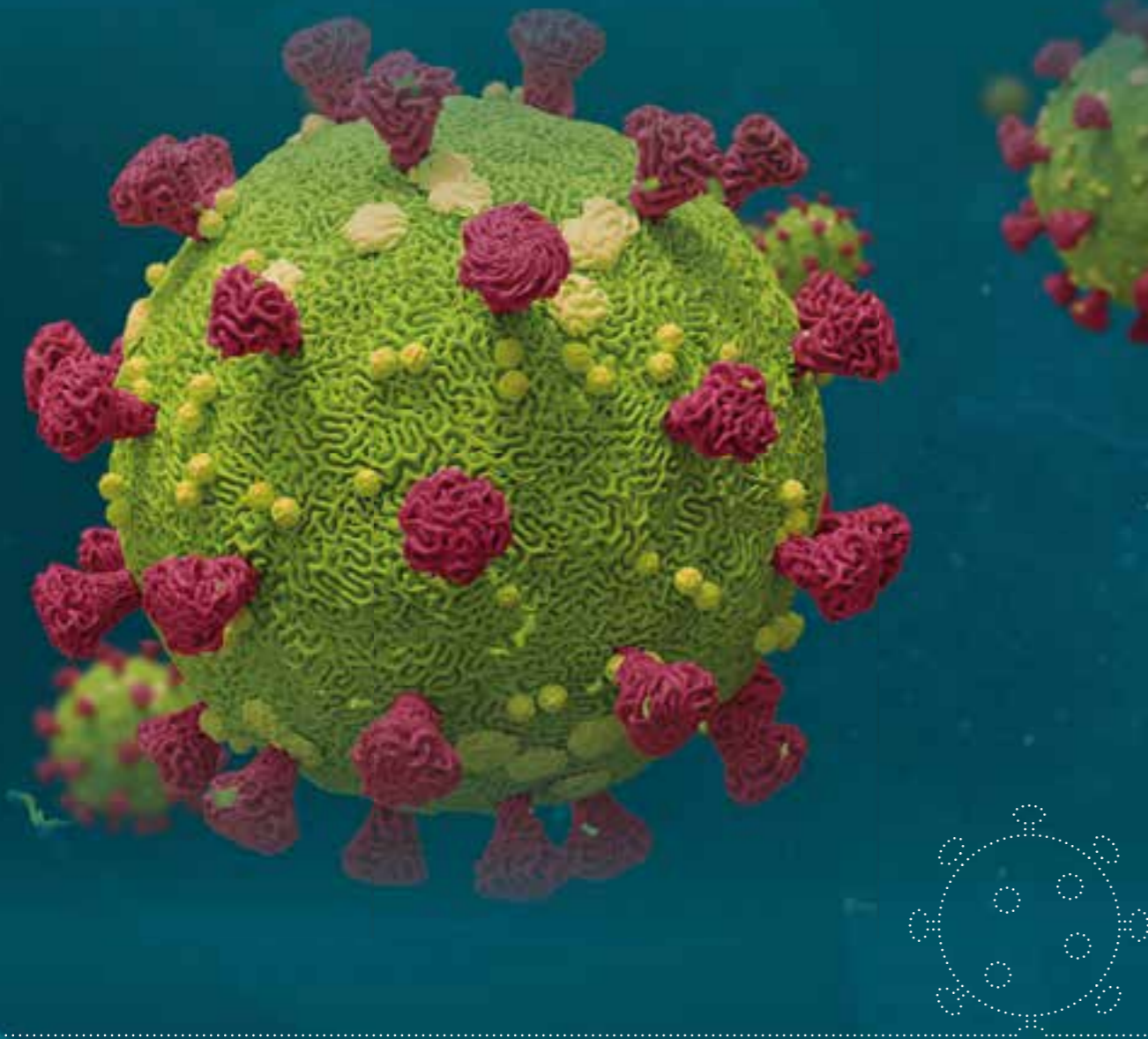
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# THE FUTURE OF mRNA VACCINE DEVELOPMENT



Scientific innovation and cross-industry collaboration has the potential to speed the development of high-quality mRNA-based products in many therapeutic areas

*Moving mRNA vaccines from the laboratory to the clinic requires unique solutions to complex and often evolving challenges. The mRNA production and the vaccine manufacturing world grappled with the pressure to solve these novel challenges under severe time constraints during the COVID-19 pandemic, resulting in rapid and unprecedented innovation in vaccine formulation, development planning, and supply chain logistics.*

The rapid progression of mRNA-based COVID-19 vaccines validated the mRNA platform and stimulated substantial interest in its application for a wide range of indications. The unprecedented scientific innovation and cross-industry collaboration required to bring the vaccine to market signalled a paradigm shift in planning and execution that has the potential to speed the development of safe, high-quality mRNA-based products in the future.

## The paradigm shift to accelerate vaccine development

The paradigm shift in planning and execution of mRNA vaccine development and production relies on performing previously sequential workstream processes in parallel, and deprioritising steps when needed (such as formulation optimization) to secure faster market access. This shift entails eliminating non-essential steps, limiting non-GMP batch production, adopting new supply chain strategies, performing several planning steps concurrently.

**Lessons learned during COVID-19 about the unique operational, technological, and scientific considerations needed to ensure a successful development program are integral to planning future programs and building a reliable, robust supply chain to support them**

Once plasmid production and the delivery system are optimized, mRNA vaccine production has a major perk: the encoded antigen can be swapped out during synthesis and the remainder of the production process can remain the same. This opens the opportunity for numerous vaccines to be produced using a single delivery system and manufacturing process.

Although there is some added risk, the benefits include streamlined development, early identification of challenges requiring manufacturing solutions, and the opportunity to address those challenges prior to full scale manufacturing.



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**Collaboration is key to success**

During the pandemic, the demand for deep expertise and immediate capacity required the experience of industry leaders with tried-and-true supplier network and established facilities to be able to coordinate a swift and successful scale-up. The critical support and functionality included mRNA manufacturing capabilities spanning raw material supply for nucleotides and enzymes, plasmid manufacturing, mRNA synthesis, lipid nanoparticle formulation, fill and finish and even packaging and transportation services.

mRNA vaccine manufacturing has required significant investment, integration, innovation, and collaboration from key industry players, as well as the expertise and commitment of thousands of talented and experienced individuals contributing across all sectors. Companies that can facilitate mRNA vaccine development with full services solutions offer pharmaceutical partners the assurance of in-house scientific, manufacturing, and logistics expertise, and the reliability of tightly controlled processes, coordinated networks of facilities and high-level quality oversight.

**The future**

The future will tell us whether the successful development and mass production of mRNA vaccines for COVID-19 will fundamentally alter vaccine science over the long term. Promising research in other infectious disease programs are now underway around the world, as well as opportunities in oncology vaccines and, eventually, therapeutics for chronic conditions. As we apply the lessons learned from the pandemic to help streamline and simplify the experience for a wide range of future mRNA vaccines and therapeutics, the future looks bright. As science and clinical research advance the potential of mRNA-based therapeutics, collaboration among key stakeholders and an established network of support systems will help turn these development goals into reality. ■



Image supplied by:  
Thermo Fisher

**Download White Paper - mRNA vaccine development: key insights for planning, workflow, and supply chain**

<https://bit.ly/mRNAwhitepaper>

In this white paper, we review key insights derived from the development of mRNA-based COVID-19 vaccines, and how they can be applied to accelerate progress in the manufacture of mRNA vaccines and therapeutics moving forward, focusing on:

- Unique attributes of mRNA vaccine development
- Planning paradigm shift to address major process challenges and streamline workflow
- Global supply chain implications and the investments and innovations needed to manage them

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Medium company (21-50)	£172,977	£51,277	£121,750	70.4%
Large company (51-100)	£461,822	£327,388	£134,434	29.1%



For more information about Purchasing please contact the Head of Purchasing and Membership, Lee Pratley on [Lee.pratley@obn.org.uk](mailto:Lee.pratley@obn.org.uk) or call +44 (0)1235 420 876. Please contact [leepratley@ProcEurope.com](mailto:leepratley@ProcEurope.com) for more information about ProcEurope.

# DIAGNOSING DISEASE:

*Artificial Intelligence brings new brilliance*



*Nicole Robb, Founder, OxDX Ltd and Virology professor at University of Warwick*

*The COVID-19 pandemic has highlighted the need for infectious disease diagnostics that can out-pace a virus spreading across the world with potentially devastating effects. The impact of lead time in the development and deployment of widely available diagnostic tests able to generate high quality results in non-laboratory environments, has been worryingly clear.*

Such a problem is not new. Technologies able to detect viruses and bacteria with specificity, sensitivity, and speed at the point-of-need have long been the holy grail in the field of infectious diseases diagnostics. The current pandemic has seen governments worldwide spending billions on testing infrastructure for a single new pathogen. RT-PCR (the current gold standard for diagnosing SARS-CoV-2 infection) is highly accurate, but requires expensive equipment operated by skilled technicians in a laboratory to process samples leading to extended time to result. Lateral flow tests are able to detect infection more quickly and are more accessible and affordable, but come at the cost of overall performance.

Currently, the majority of diagnostic tests are designed to detect a single known pathogen or multiple known pathogens in parallel. With the exception of microbial culture, they are all conceptually similar – binding of a specific probe to a pathogen of interest confirmed by chemical reaction-based visualisation. Multiplex tests that detect multiple pathogens take longer to develop and use complex mixtures containing multiple probes and reagents. Typically, this means multiplex tests have to be run in a lab, ruling out their application at point-of-need.

The focus on detecting known pathogens, singleplex or multiplex, raises an important question – what about unknown pathogens? The early detection of novel pathogens, or new variants of known agents, could be missed due to lack of sample interrogation or absence of a specific probe. A diagnostic test capable of identifying all pathogen variants present within a sample could thereby aid surveillance as pathogens mutate over the course of an outbreak.

Time-to-result further compounds the challenge of pathogen detection. Many infections

progress quickly and establishing the cause and appropriate treatment early-on is critical. This is of particular significance in situations where specific pathogen tests may not be available on site or symptoms could be caused by multiple pathogens; for example, a neutropenic patient presenting with a sudden temperature spike. As sepsis could be a possibility, the patient would likely be admitted for treatment with broad-spectrum antibiotics and accompanying microbial culture before physicians can confirm the specific cause of the infection. Waiting for results often means a delay in targeted treatment resulting in overall less favourable patient outcomes and drives antimicrobial resistance.

Point-of-need diagnostic testing is a significant area of focus for diagnostics developers. However, simply moving tests from a laboratory





*This ability to scale the platform to include new pathogens through software updates has wide reaching implications for equitable access to infectious disease diagnostics*

to the point-of-need, such as intensive care or A&E, isn't enough. In addition, non-laboratory-trained personnel must be able to effectively perform the test and the results need to be immediately available to be truly beneficial.

Technology capable of rapid and accurate detection of infectious disease that can be easily deployed to the point-of need is desperately needed. OxDX, a University of Oxford spin out, is developing an AI-powered diagnostic technology that can recognise and identify multiple specific species and strains of viruses, bacteria or other pathogens within a single sample. The technology combines a novel

universal labelling technology, high-resolution microscopy, and a machine learning neural network to identify the specific pathogens causing infection in just a few seconds. The technology has been shown to identify respiratory viruses<sup>1,2</sup> in clinical samples and, in the case of COVID-19 and influenza viruses, directly differentiate between variants. To expand the library of pathogens detected, the neural network is trained on a new pathogen – a process that is completed in just a few hours – and deployment is via a simple software upgrade which is made available immediately throughout the world.

This ability to scale the platform to include new pathogens through software updates has wide reaching implications for equitable access to infectious disease diagnostics and our future preparedness for pandemics. This is particularly true for low-to-middle income countries given the simplicity, adaptability and low cost of the technology. ■



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2. 'Rapid functionalisation and detection of viruses via a novel Ca<sup>2+</sup>-mediated virus-DNA interaction', Scientific Reports Nature Research <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6838052/>

# RAPID PATHOGEN DETECTION POWERED BY AI

**Technology capable of rapid and accurate detection of infectious disease that can be easily deployed to the point-of need is desperately needed. OxDX, a University of Oxford spin out, is developing an AI-powered diagnostic technology that can recognise and identify multiple specific species and strains of viruses, bacteria or other pathogens within a single sample.**

**The technology combines a novel universal labelling technology, high-resolution microscopy and a machine learning neural network, and has been shown to identify respiratory viruses in clinical samples and, in the case of COVID-19 and influenza viruses, directly differentiate between variants.**

- NEURAL NETWORK ABLE TO IDENTIFY SPECIFIC PATHOGENS OF INTEREST IN JUST A FEW SECONDS
- MENU OF AVAILABLE DIAGNOSTIC TESTS CAN BE EXPANDED VIA SOFTWARE UPDATES AND MADE IMMEDIATELY AVAILABLE
- RAPID, ADAPTABLE MULTIPLEX PATHOGEN DETECTION AT POINT-OF-NEED WILL HAVE WIDE REACHING IMPLICATIONS FOR EQUITABLE ACCESS TO INFECTIOUS DISEASE DIAGNOSTICS AND PANDEMIC PREPAREDNESS

**OXX IS LOOKING FOR DEVELOPMENT PARTNERS TO FURTHER VALIDATE THE TECHNOLOGY FOR MORE DETAILS, EMAIL [INFO@OXDX.COM](mailto:info@oxdx.com)**

**FIND OUT MORE [WWW.OXX.COM](http://WWW.OXX.COM)**

# GROWING AND DEVELOPING YOUR BIOTECH SPIN-OUT

Key commercial areas you need to get right. Introducing Dr. Lisa Page, Associate Director, Penningtons Manches Cooper



*After completing a PhD in molecular microbiology and almost 15 years in the pharmaceutical industry including project managing Phase II and Phase III global clinical trials for pharmaceutical clients at IQVIA, I re-trained and became an IP lawyer.*

**Image above:**  
**Dr. Lisa Page Associate**  
**Director, Penningtons**  
**Manches Cooper**

My career change occurred after a conversation with an IP lawyer. They told me that an understanding of scientific principles alongside clinical development was really important to enable effective translation of the underlying science into legal agreements. With my scientific and clinical research experience I would be ideally placed to advise life sciences and biotech clients, if I changed my career. It was a tough transition from project manager and scientist to lawyer, but the career change has definitely been worth it.

## **The challenges for founders of biotech spin-out and start-up companies**

For founders of spin-out or start-up companies the career change is of an even greater magnitude than mine. Founders will probably have spent at least 10 to 15 years working in academia and then suddenly, rather than focusing on the science, when the spin-out completes and the initial investment has landed, they are catapulted into running a company and the career change begins.

There are a myriad of different aspects to setting up and running a new company particularly in the biotech sector. All have to be managed for the company to be successful and in most start-ups, there are only a handful of people to do the work.

As an IP and commercial lawyer, I will flag the most important issues to look out for when a new biotech company is entering into legal agreements that relate to IP.

## **Protecting your most valuable asset**

The IP owned by a new biotech company will be its most valuable asset and needs to be protected. New biotechs are likely to embark on collaboration or co-development projects

either with industry or academia or both. In these projects, it is vital for the company to ensure that it has the right to own IP that it generates or that arises from the collaboration that is related to its technology and that it has full rights to commercialise that IP, including access to any background IP of other parties. These collaborations can be incredibly complex legal agreements and the IP position is crucial to ensure that the IP in the company's technology is not in any way diluted or contaminated by the project and the company remains free to commercialise.

*It is surprising that many CRO standard terms and conditions do not, as an automatic position, assign all IP generated to a biotech company that is paying for this work.*

## **Managing your research agreements**

The other common agreements for a new biotech are contract research agreements to assist with the development of the company's technology. Agreements with CROs for research support such as preclinical studies or assay development must ensure that the IP that arises, and data and results generated related to the technology, are always owned by the company. It is surprising that many CRO standard terms and conditions do not, as an automatic position, assign all IP generated to a biotech company that is paying for this work. However, these companies do not often resist a change in that position when the issue is flagged, if it is identified at the time.

## **Preparing for future funding and due diligence**

A consistent position on ownership and access to IP is important as all of these contracts will

form the basis of due diligence for any future fund raising which is a crucial part of a biotech company's development. Investors will want assurance that IP ownership is clear and well defined, and all of the legal agreements are consistent in that regard. Simple practical steps such as setting up an internal file management system to ensure that all contracts are in one easy to access system will help immensely with due diligence on future funding rounds.

This brief overview of the contractual IP issues important for a start-up company represents only a small, but important, aspect of running a new biotech company. It is clear for success in this IP heavy area, that external assistance is needed to build a team with specific expertise to support the growth of the company and that includes a requirement for legal support. Mistakes in this area can be costly and wholly avoidable with the right advice.

### Secure the right legal advice early in your journey

A founder's career change will include a lot of new skills, but it does not have to include becoming a legal expert, as long as you work with ones that have expertise in the sector.

At Penningtons Manches Cooper, we have a dedicated Life Sciences sector group across our Oxford, Cambridge, London and Birmingham offices specialising in supporting innovative biotech clients with IP, commercial, corporate and real estate advice. My appointment to the newly opened Birmingham office for the firm strengthens and extends the capacity of the life sciences sector team to support biotech clients with the specialist support that they need by understanding their business, their technology at all stages of their development journey. ■



If you'd like to speak to Lisa about any of the issues raised in this article, or would like to chat about your own journey as a founder of a start-up or spin-out you can contact Lisa on [lisa.page@penningtonslaw.com](mailto:lisa.page@penningtonslaw.com). Alternatively please visit our web page at <https://www.penningtonslaw.com/expertise/sectors-solicitors-life-sciences>



# HELPING INNOVATORS DELIVER REAL-WORLD OUTCOMES

Our life sciences lawyers ensure their individual and collective knowledge delivers the most insightful and comprehensive service across all areas of your business, so you can focus on what matters most - delivering your innovation to shape a better world. That's why Chambers UK describes us as "one of the go-to law firms for the biomedical community in the Oxford-Cambridge-London 'golden triangle'".

#### Services include:

- Commercial and IP agreements
- Company establishment
- Spin-outs
- Investment funding rounds
- Acquisitions and disposals
- IP litigation
- Dispute resolution

- Employment
- Immigration
- Real estate
- Regulatory and competition
- IP strategy
- Tax advice and incentives

[www.penningtonslaw.com](http://www.penningtonslaw.com) | [info@penningtonslaw.com](mailto:info@penningtonslaw.com) | 01865 722106

# PREDICTING, PREVENTING, AND TREATING AUTOIMMUNE DISEASES

Restoring a healthy regulatory T-cell balance to prevent and treat autoimmune diseases such as diabetes

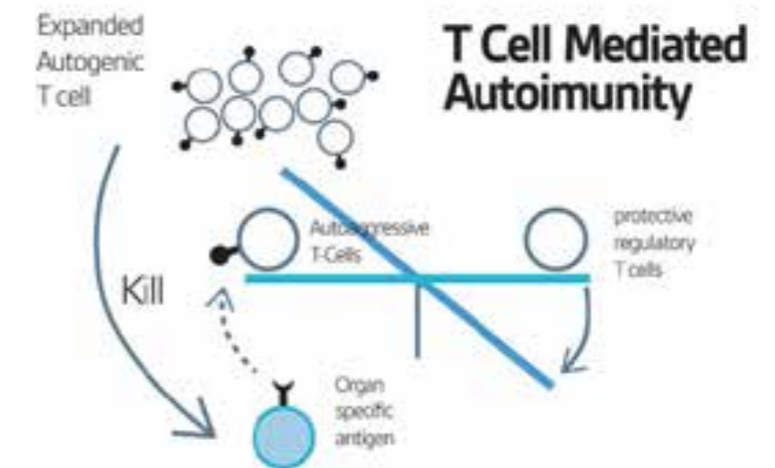
*Phaim Pharma is an early-stage biotech focused on developing therapeutics and diagnostics for autoimmune disease via Antigenic Immune Modulation (AIM). Its flagship product is in Type 1 Diabetes Mellitus (T1DM) and has the potential to arrest the disease process and be preventative. Using AIM therapy, they are looking to recapitulate the healthy regulatory T cell balance of the immune response such that we prevent and treat the autoimmune process.*

You may have seen the recent reports\* on cellular replacement and cell therapy for T1D, in particular the announcement by Vertex of extremely promising early clinical results with technology that they acquired from Semma Therapeutics in 2019. While this is certainly a great step forward, patients receiving the therapy will need to be on life-long immunosuppression which can cause complications. So there is still work to do.

Phaim's therapy is not cell or gene therapy based. Instead, it is in the field of autoimmunity and complements such therapies beautifully, removing the need for immune suppression. Although a huge amount of money has gone into cellular replacement therapies for Type 1 Diabetes, such funding has yet to be repeated in the field of immune modulation, which is essential if these cellular therapies are to work to their full extent.

You may also have heard about encapsulation as a potential solution to the problems of immune destruction of islet transplants. ViaCyte has been the leader in encapsulation and in 2021 reported impressive clinical results showing that encapsulated pancreatic islets become vascularised and can provide improved control of blood glucose. However, it is important to note that immunosuppression was still required.

This is where Phaim and AIM therapy comes in. We have a platform approach to autoimmunity, which in the case of T1DM will recapitulate the normal regulatory immune response, preventing the onset of T1DM in the prediabetics, and allowing the benefit of cellular therapies as viable treatment in the established T1DM patient population. The platform can also be used to identify target antigens in other autoimmune diseases too, such as psoriasis



and we are looking to producing a number of other therapies after our successful T1DM trial.

Furthermore, with our proprietary diagnostic kit, we will be able to predict who is likely to get T1DM and in what time frame. By doing so, we will be able to potentially treat patients before the disease develops and look to ameliorate the need for insulin, and with it the huge personal and health-economic costs of managing T1DM.

In short, our AIM (Antigenic Immune Modulation) means we can predict, prevent and potentially treat those type 1 diabetes and other autoimmune conditions. ■



\*<https://www.clinicaltrialsarena.com/analysis/vertex-stem-cell-therapy-diabetes-cure/>

# OBN Members Directory

OBN's Corporate Membership of 400-plus organisations includes many R&D companies (therapeutic, medical technology and diagnostics) as well as an extensive range of contract research (CRO) and manufacturing (CMO) organisations, companies in the associated industries and specialist suppliers.

The listing below shows our Member companies arranged by sector.

## Actimed Therapeutics [www.actimedtherapeutics.com](http://www.actimedtherapeutics.com)

Bringing innovation to the treatment of cachexia in cancer and other serious chronic illnesses

## Activatec [www.activatec-bi.com](http://www.activatec-bi.com)

Evaluating processes for the manufacture of active biobased compounds and ingredients for nutraceutical and cosmetics products

## Adaptate Biotherapeutics [www.adaptate.com](http://www.adaptate.com)

An immunotherapy company developing an innovative portfolio of therapeutic antibodies designed to modulate the activity of a patient's own cytotoxic gamma delta T cells in situ.

## Adaptimmune [www.adaptimmune.com](http://www.adaptimmune.com)

A clinical-stage biopharmaceutical company focused on the development of novel cell-based cancer immunotherapy products

## Antikor Biopharma [www.antikor.co.uk](http://www.antikor.co.uk)

Developing innovative antibody fragment-drug conjugates for improved tumours treatments. The company's proprietary lysine-based conjugation platform, OptiLink™, enables high payload loading of the antibody fragment, more effective penetration of tumours and rapid clearance from normal tissue

## Antiverse [www.antiverse.io](http://www.antiverse.io)

Developing an AI driven antibody discovery platform to predict antibody-antigen binding and provide antibody drug candidate selection

## Arecor [www.arecor.com](http://www.arecor.com)

Developing a portfolio of proprietary products that will enable improved treatments for diabetes via the reformulation of approved proteins and peptides

## Argonaute RNA [www.argonauterna.com](http://www.argonauterna.com)

Developing safe and reliable methods or temporarily silencing target genes in different tissue or cells

## Bayer AG [www.pharma.bayer.com](http://www.pharma.bayer.com)

A long-established global pharmaceutical company with diverse interests including pharmaceuticals, consumer health and crop sciences

## BenevolentAI [www.benevolent.ai](http://www.benevolent.ai)

Bringing together artificial intelligence technology and scientific research to enable more rapid creation of better medicines

## Bioarchitech [www.bioarchitech.com](http://www.bioarchitech.com)

Developing oncolytic viruses for cancer treatment

## Biotix [www.biotix.bio](http://www.biotix.bio)

Creating natural, sustainable, yet effective ingredients to make skin healthier

## Black Swan Pharmaceuticals [blackswan-pharma.com](http://blackswan-pharma.com)

Developing therapies for treating Parkinson's Disease and ALS

## Blueberry Therapeutics [www.blueberrytherapeutics.com](http://www.blueberrytherapeutics.com)

A drug discovery and development company, engaged in the development of therapies to treat infectious and inflammatory diseases

## Carocell Bio [www.carocellbio.com](http://www.carocellbio.com)

Carocell Bio is developing novel combination medicines for serious inflammatory conditions, including atopic dermatitis, inflammatory bowel disease and burns

## CHAIN Biotechnology [www.chainbiotech.com](http://www.chainbiotech.com)

Focused on the development of its Clostridia-based proprietary CADD™ platform for delivery of therapeutics and vaccines to the lower gastrointestinal tract

## CN Bio Innovations [www.cn-bio.com](http://www.cn-bio.com)

Develops human organ-on-a-chip technologies and devices that enable the formation of miniature models of human organs which can be used in the drug discovery and development process

## ConserV Bioscience [www.conservbio.com](http://www.conservbio.com)

A late-stage vaccine development company focused on advancing safe and effective vaccines that protect against endemic and emergent infectious diseases

## Creoptix AG [www.creoptix.com](http://www.creoptix.com)

Provides technologies and expertise for gathering data on a wide range of biological interactions including to detect and quantify biological interactions in real-time, providing both binding affinity and kinetics

## Crescendo Biologics [www.crescendobiologics.com](http://www.crescendobiologics.com)

An oncology-focused drug discovery and development company using its proprietary Humabody™ VH technology to develop novel targeted T-cell engaging therapeutics

## CytoSeek [www.cytoseek.uk/](http://www.cytoseek.uk/)

Using cell membrane augmentation technology to unlock the potential of next generation advanced therapies for cancer, heart disease, osteoarthritis and diabetic wound healing

## DJS Antibodies [www.djsantibodies.com](http://www.djsantibodies.com)

Discovery and development of functional antibodies to GPCRs

## Eli Lilly & Company [www.lilly.co.uk](http://www.lilly.co.uk)

A research based global pharmaceutical company with diverse interests including oncology, neuroscience and diabetes and related complications

## Enara Bio [www.enarabio.com](http://www.enarabio.com)

Exploiting novel insights into the expression of human endogenous retroviruses in different cancers to develop a pipeline of first-in-class cancer vaccines

## Enesi Pharma [www.enesipharma.com](http://www.enesipharma.com)

A clinical-stage pharmaceutical company focusing on the development of solid dose vaccines and other in dose drug-device combination products

## e-Therapeutics [www.etherapeutics.co.uk](http://www.etherapeutics.co.uk)

A drug discovery company with a proprietary computational drug discovery platform based on advances in network pharmacology and chemical biology

## Evgen Pharma Plc [www.evgen.com](http://www.evgen.com)

A clinical stage drug development company focussed on the development of sulforaphane-based compounds, a new class of pharmaceuticals which are synthesised in a proprietary, well-tolerated, stable formulation

## Exogene [www.exogene.co.uk](http://www.exogene.co.uk)

Applying AI to discovery of T-Cell-Receptor-based cancer immunotherapies

## Exonate [www.exonate.com](http://www.exonate.com)

Developing drugs that modulate alternative mRNA splicing to address diseases of high unmet medical need with an immediate focus on alternative splicing of VEGF to treat wet Age-Related Macular Degeneration (wAMD) and Diabetic Macular Oedema (DME)

## Fast Biopharma [www.fastbiopharma.com](http://www.fastbiopharma.com)

Established to address new targets in immuno-oncology. The company's lead product is an optimised antibody against a key oncology target

## Ferryx [www.ferryx.com](http://www.ferryx.com)

Live biotherapeutic products for the treatment of gut inflammation

## Grey Wolf Therapeutics [www.greywolftherapeutics.com](http://www.greywolftherapeutics.com)

Develops immunotherapies that illuminate non-responsive tumors for destruction by the immune system. The company is developing small molecules to target ERAP1 and 2, targets of growing academic interest for multiple cancers

**GyreOx Ltd**[www.gyreox.com](http://www.gyreox.com)

GyreOx's proprietary discovery platform creates unique 'Gyrocycle' highly modified macrocyclic peptides, which combine the target-engagement power of biologics with the cell-entry ability of small molecules

**Haemostatix**[www.haemostatix.com](http://www.haemostatix.com)

Developing and commercialising active clotting agents/haemostats for the control of bleeding

**Hairclone**[www.hairclone.me](http://www.hairclone.me)

Working to development hair rejuvenation and regeneration treatments

**Healome Therapeutics**

Improving the quality of healing and function of damaged tissues by engineering and locally delivering 'pro-healing' micro-environments. Currently focusing on ocular surface diseases where its therapies come in the form of clear degradable ocular bandages that can be applied like a normal eye drop.

**Ikarovec**[www.ikarovec.com](http://www.ikarovec.com)

Ikarovec is a pre-clinical phase gene therapy company with programmes aimed at treating common eye diseases

**ILC Therapeutics (formerly Alfacyte)**[www.ilctherapeutics.com/](http://www.ilctherapeutics.com/)

Focused on developing new treatments for cancer, atopic dermatitis and psoriasis using novel peptides that modulate the innate immune system

**Imophoron**[www.unitdx.com/novel-vaccine-technology-interview-fred-garzoni-imophoron](http://www.unitdx.com/novel-vaccine-technology-interview-fred-garzoni-imophoron)

Developing a novel vaccine platform for use on emerging infectious diseases. The platform is based on a single component of the human Adenovirus that spontaneously forms a superparticle, the ADDomer

**InfiniTopes**[infiniTopes.com](http://infiniTopes.com)

Developing cancer vaccines

**Innaxon Therapeutics**[www.innaxon.com](http://www.innaxon.com)

Working in the area of innate immunity and has lead products in cancer and inflammatory disease. These are the Toll-like Receptor 4 (TLR4) agonists (Dendrophilin® and Novo-Pyrexal®) and an in-licensed small molecule inhibitor (an IAXOTM compound)

**Ipsen Bioinnovation**[www.ipsen.com/uk/](http://www.ipsen.com/uk/)

A global pharma company with three main areas of focus: oncology, neurosciences and rare diseases

**Kalvista Pharmaceuticals**[www.kalvista.com](http://www.kalvista.com)

Focused on the discovery, development and commercialisation of small molecule protease inhibitors as new treatments for hereditary angioedema (HAE), diabetic macular edema (DME), and other plasma kallikrein-associated diseases

**Kyttaro**[kyttaro.com](http://kyttaro.com)

Pioneering cardiovascular therapeutics

**Locate Bio**[www.locatetherapeutics.com](http://www.locatetherapeutics.com)

A specialist regenerative medicine and device company which has developed TAOS™, a patented platform polymer technology with multiple medical applications

**LUNAC Therapeutics**[www.lunactherapeutics.com](http://www.lunactherapeutics.com)

Developing advanced life-saving anticoagulants with minimal risk of bleeding

**Macrophage Pharma**[www.macrophagepharma.com](http://www.macrophagepharma.com)

an immuno-oncology company focused on the discovery and development of novel therapies designed to enhance anti-tumour immune responses

**MediMab Biotherapeutics**[www.mediMabbio.com](http://www.mediMabbio.com)

Using systems biology to identify significantly improved first-in-class immuno-oncology drugs that can actively target a range of advanced and solid tumours

**Merck**[www.merckgroup.com/en](http://www.merckgroup.com/en)

A long-established major pharmaceutical giant with diverse interests spanning from healthcare/medicine development, diagnostics, support of biotech, pharma and biopharma manufacturing, through to cosmetics

**metaLinear**[www.metaLinear.co.uk](http://www.metaLinear.co.uk)

Active in discovering novel targets for anti-bacterial drugs and antibiotic re-sensitisers through proteome engineering

**MiroBio**<http://www.mirobio.com/>

A 2019 OUI spinout working on treatments for autoimmune and inflammatory disorders

**Mironid**[www.mironid.com/](http://www.mironid.com/)

Developing new medicines for degenerative kidney diseases, chronic inflammatory diseases and cancer

**Nanomerics**[www.nanomerics.com](http://www.nanomerics.com)

Mainly develops drug delivery solutions for poorly water soluble drugs, nucleic acids and peptides using proprietary pharmaceutical nanotechnology

**NanOptima**

A biotechnology startup based in Alderley Park BioHub developing novel formulations that include peptidic hydrogel and/or nanoparticle technologies to improve ophthalmic drug delivery

**NanoSyrinx**[www.nanosyrinx.com](http://www.nanosyrinx.com)

A discovery stage biotechnology company using synthetic biology approaches to develop a completely novel method for targeted drug delivery of therapeutic proteins and peptides

**NestTeck**[www.biocity.co.uk/company/nestteck/](http://www.biocity.co.uk/company/nestteck/)

Developing environmentally responsible antimicrobial and insecticide technologies for a range of industrial and consumer applications, including the veterinary, industrial and healthcare sectors

**Neuro-Bio**[www.neuro-bio.com](http://www.neuro-bio.com)

Involved in drug discovery and development in the area of degenerative brain disease. Their unique strategy has produced a novel 14 amino acid bioactive peptide (T14), a potential key driver of neurodegeneration

**Novai**[www.novai.co.uk](http://www.novai.co.uk)

Developing their proprietary DARC technology to identify cellular level disease activity initially in both Glaucoma and Age-Related Macular Degeneration (AMD)

**Novo Nordisk**[www.novonordisk.com](http://www.novonordisk.com)

A global pharma with diverse interests particularly in the area of diabetes and associated diseases

**Nucleome**[www.nucleome.com](http://www.nucleome.com)

Developing therapeutics based on a proprietary 3D nuclear architecture and AI powered computational genomics drug discovery platform

**NuVision Biotherapies**[www.nu-vision.co.uk](http://www.nu-vision.co.uk)

Established to commercialise biotherapies for treating 'front of the eye' disease and trauma

**Ochre Bio**[www.ochre-bio.com](http://www.ochre-bio.com)

Developing genomic medicines to reprogram liver metabolism

**OMass Therapeutics**[www.omass.com](http://www.omass.com)

Focused on structural mass spectrometry to discover novel medicines

**Orbit Discovery**[www.orbitdiscovery.com](http://www.orbitdiscovery.com)

Utilises its proprietary display platform to identify robust peptide drug candidates for internal industry drug discovery programs and via collaborative research

**Ossianix**[www.ossianix.co.uk](http://www.ossianix.co.uk)

Developing biotherapeutic products based on the single domain VNAR antibody from the shark. Current programs focus on autoimmunity, neurodegeneration, ALS, pain and botulism

**Oxford BioMedica**[www.oxb.com](http://www.oxb.com)

A gene and cell therapy company focused on developing life changing treatments in the areas of oncology, ophthalmology and CNS disorders

**Oxford Stemtech**[www.oxfordstemtech.com/](http://www.oxfordstemtech.com/)

Developing innovative approach to produce induced pluripotent stem cells for research

**Oxford Vacmedix**[www.oxfordvacmedix.com](http://www.oxfordvacmedix.com)

Developing therapeutic agents for the treatment of cancer based on Recombinant Overlapping Peptides (ROPs)

**Oxgene**[www.oxgene.com/](http://www.oxgene.com/)

Developing a range of technologies to enable precise and robust mammalian cell engineering to enable more rapid development of gene therapies, antibody-based therapeutics and CRISPR / gene editing

**OxSonics Therapeutics**[www.oxsonics.com](http://www.oxsonics.com)

Developing an ultrasound based platform to enhance the delivery of anti-cancer agents to tumours by disrupting the structure of the tumour

**OxStem**[www.oxstem.co.uk](http://www.oxstem.co.uk)

A drug discovery company with the vision of developing in-situ cell re-programming therapies to treat dementia, heart failure, macular, diabetes and oncology

**Oxular**[www.oxular.com](http://www.oxular.com)

Developing novel retinal treatments engineered to access specific small spaces in the eye and to provide unique drug distribution to tissues specifically involved in retinal diseases

**OxVax**[www.oxvax.uk](http://www.oxvax.uk)

Developing an advanced next generation dendritic cell vaccine platform for the treatment of solid tumour cancers

**Pathios Therapeutics**[www.pathios.com](http://www.pathios.com)

Pathios Therapeutics is an early-stage drug discovery company pursuing novel small-molecule drugs that target acid-sensing GPCRs on cells of the adaptive and innate immune systems

**Pedanius Therapeutics**[www.pedaniustherapeutics.com](http://www.pedaniustherapeutics.com)

Developing RNAi therapies for Gram-negative bacterial infections

**PepGen**

Developing cell-penetrating peptides for treatment of muscular dystrophies

**Phaim Pharma**

[www.phaim.co.uk](http://www.phaim.co.uk)

Developing curative treatments for auto-immune diseases such as diabetes

**Phylo Bioscience**

[www.phylos.bio](http://www.phylos.bio)

A plant biotech company aiming to apply genomics and statistics to revolution the future of cannabis

**Platelet Services**

[www.plateletservices.com](http://www.plateletservices.com)

Provides products and services for platelet function testing which us useful for diagnosis of abnormal bleeding and to monitor platelet function in those who are at-risk of cardiovascular events

**Polymaths AI**

[twitter.com/polymathsai](https://twitter.com/polymathsai)

An Oxford University spinout developing and providing AI augmented model-informed drug discovery and development services

**Precision Medicines**

[www.precimed.com](http://www.precimed.com)

Focuses on in-licensing innovative drug candidates which are undergoing or have already completed initial clinical testing for the treatment of various forms of cancer and then seek to further develop these drug candidates for commercial use

**Precision NanoSystems**

[www.precisionnanosystems.com](http://www.precisionnanosystems.com)

Working on the discovery, development, and manufacture of novel nanoparticle medicines

**ProFactor Pharma**

[www.profactorpharma.com](http://www.profactorpharma.com)

Develops, commercialises, and supplies recombinant blood factors for the treatment of haemophilia

**PsiOxus Therapeutics**

[www.psioxus.com](http://www.psioxus.com)

Focused on discovering and developing gene-based immuno-oncology treatments for solid tumors using its proprietary intravenously administered T-SiGN virus platform

**Redx Pharma**

[www.redxpharma.com](http://www.redxpharma.com)

Focuses on the development of small molecule therapeutics in particular for cancer and fibrosis

**Replimune**

[www.replimune.com](http://www.replimune.com)

Develop novel, proprietary oncolytic immunotherapies intended to improve both the direct anti-tumor effects of selective virus replication and the potency of the immune response to the tumor antigens released

**Rexgenero**

[www.rexgenero.com](http://www.rexgenero.com)

Developing autologous cells therapies with a focus on peripheral vascular disease

**Samsara Therapeutics**

[www.samsaratherapeutics.com](http://www.samsaratherapeutics.com)

Developing therapeutics for diseases of aging, neurodegeneration and rare genetic disease

**Scancell**

[www.scancell.co.uk](http://www.scancell.co.uk)

Developing a pipeline of DNA-based cancer immunotherapies that encode a human antibody or fusion protein engineered to express helper cell and CTL epitopes from tumour antigens over-expressed by cancer cells

**Senisca**

[www.senisca.com](http://www.senisca.com)

Developing a new generation of senotherapeutic interventions to target the diseases and aesthetic signs of ageing

**Sigma Aldrich/Merck**

[www.sigmaaldrich.com](http://www.sigmaaldrich.com)

A leading global life science and high technology company with their products being used worldwide to enable science that improves the quality of life

**Silence Therapeutics**

[www.silence-therapeutics.com](http://www.silence-therapeutics.com)

An siRNA company with interests in diverse areas including beta thalassemia, myelodysplastic syndrome and cardiovascular disease

**Sitryx Therapeutics**

[www.sitryx.com](http://www.sitryx.com)

A biopharmaceutical company focused on regulating cell metabolism to develop disease modifying therapeutics in immuno-oncology and immuno-inflammation

**Sporegen**

<http://sporegen.com/>

Sporegen is working on a number of products including the development of vaccines based on Bacillus subtilis

**SpyBiotech**

[www.spybiotech.com](http://www.spybiotech.com)

Utilising unique protein superglue technology to develop vaccines against infectious disease and cancer worldwide

**Theolytics**

[www.theolytics.com](http://www.theolytics.com)

A start-up biotech company focused on development of oncolytic viral therapies

**TopiVert Pharma**

[www.topivert.com](http://www.topivert.com)

Developing next-generation, Non-Systemic Kinase Inhibitors (NSKIs) as novel medicines for the treatment of chronic inflammatory diseases of the gastrointestinal (GI) tract and the eye

**UCB Pharma**

[www.ucbpharma.co.uk](http://www.ucbpharma.co.uk)

Dedicated to the research, development and commercialisation of medicines with a focus on the diseases of the central nervous system (CNS) and immunology disorders



# Partner4Pharma®

Partner4Pharma® events are tailored to meet the demands of mid-to-large size pharmaceutical organisations, who are seeking early stage assets in the UK life sciences sector.

The Partner4Pharma® platform allows access to OBN's network and sector knowledge to reach companies, organisations and academics in your target areas. The expertly delivered event will be organised to your specifications, bringing together your company's key personnel and your target organisations.

The OBN Partner4Pharma® service is developed to meet your core objectives and includes:

- The design of a bespoke search process that reaches new potential assets as identified in the project brief
- Driving the search process utilising the support of our in-house resources and experienced analyst
- Delivering results via the delivery of a digital or in-person event solution



Get in touch to find out how we can tailor an event for you  
[events@obn.org.uk](mailto:events@obn.org.uk)

**Vaccines Manufacturing & Innovation Centre**[www.vmicuk.com](http://www.vmicuk.com)

VMIC is a not for profit research company within the national scientific infrastructure providing strategic vaccine development and manufacturing capability

**Vaccitech**[www.vaccitech.co.uk](http://www.vaccitech.co.uk)

Develops leading T cell-inducing vaccine products to improve global health, with Phase 2 clinical programs for universal influenza and prostate cancer, Phase 1 for MERS, and preclinical programs for 3 other therapeutic infectious diseases indications

**Valo Therapeutics**[www.valotx.com](http://www.valotx.com)

Developing cancer therapies using the PeptiCRAd platform which combines two clinically proven cancer immunotherapy approaches: an oncolytic Adenovirus and a peptide vaccine, to take advantage of the best features of both technologies

**Vertex Pharmaceuticals (Europe)**[www.vrtx.com](http://www.vrtx.com)

Focused on the discovery and development of small molecule drugs for serious diseases. Has a very strong pipeline in cystic fibrosis but also has interests in pain and haemoglobinopathies

**Viatem**[www.birminghamresearchpark.co.uk/tenants/viatem-ltd](http://www.birminghamresearchpark.co.uk/tenants/viatem-ltd)

Aiming to develop the potential of peptimem, a short peptide, that plays a role in controlling inflammation

**Medtech****Abingdon Health**[www.abingdonhealth.com](http://www.abingdonhealth.com)

A diagnostics group, working across multiple industry sectors, developing, manufacturing and commercialising lateral flow immunoassay tests and reader system internally and for contract customers

**AccendoLab Limited**[www.accendolab.co.uk](http://www.accendolab.co.uk)

A diagnostics company operating an approved Covid-19 testing laboratory

**Accentus Medical**[www.accentus-medical.com](http://www.accentus-medical.com)

Develop novel surface technologies to address the challenges of implantable medical device design and performance

**Accunea**[www.accunea.com](http://www.accunea.com)

A point-of-care diagnostics company which combines a small bedside bioanalytical system with artificial intelligence to enable the continuous and real-time monitoring of a patient's kidney function

**Advanced Molecular Diagnostics**[www.am-diagnostics.co.uk](http://www.am-diagnostics.co.uk)

A molecular diagnostics company that develops, manufactures and supplies molecular diagnostic instruments, kits and consumables

**Anaphite**[www.anaphite.com](http://www.anaphite.com)

Developing a nanomaterial ('Anaphite') that is a combination of graphene and anastase. The nanocomposite is a photocatalyst that can be used for air purification and battery technology

**APA Parafricta**[www.parafricta.com](http://www.parafricta.com)

A wound care company which markets a range of skincare products made from its proprietary, low-friction fabric, Parafricta®

**Base Genomics Limited**[www.basegenomics.com](http://www.basegenomics.com)

Developing the proprietary TAPS platform that generates both genetic and epigenetic information at base resolution. Multiple applications in diagnostics, patient monitoring and many other areas.

**Blue Earth Diagnostics**[www.blueearthdiagnostics.com](http://www.blueearthdiagnostics.com)

A molecular imaging diagnostics company focused on the development and commercialisation of novel PET imaging agents to inform clinical management and guide care for cancer patients

**Cambridge Respiratory Innovations (CRiL)**[www.criltd.co.uk](http://www.criltd.co.uk)

Develop innovative medical devices to diagnose and manage respiratory conditions

**Carbometrics**[www.carbometrics.com](http://www.carbometrics.com)

Using proprietary Biomimetic Glucose Binding Molecules (GBM) to develop a new glucose sensor chemistry that will enable market-leading Continuous Glucose Monitors (CGM)

**Cernotas**[www.cernotas.com](http://www.cernotas.com)

Developing a new microbiology testing platform capable of determining the presence of microorganisms

**DynamX Medical**[www.dynamxmedical.com](http://www.dynamxmedical.com)

Developing a diagnostic system that distinguishes between cancerous and pre-cancerous tissues biopsies to provide a rapid system for screening biopsies at the point-of-care

**Edinburgh Molecular Imaging**[www.edinimage.com](http://www.edinimage.com)

A clinical phase biotechnology company focused developing imaging agents that can be used to detect diseased tissue in real-time with the potential for use during interventional procedures including surgery

**Endomag**[www.endomag.com](http://www.endomag.com)

Produce diagnostic technology for more effective breast cancer localisation within breast tissue and sentinel lymph nodes, helping women with breast cancer avoid unneeded surgery and experience better outcomes

**Enlight Medical**[www.enlightmedical.com](http://www.enlightmedical.com)

Translate complex scientific ideas into eye-catching, easy-to-understand 3D animations, using state-of-the-art computer-generated imagery and virtual reality tools, to help you communicate the science behind your brand to broader audiences

**FluoretiQ**[www.fluoretiq.com](http://www.fluoretiq.com)

Developing a rapid diagnostic platform for detection of bacteria at the PoC. Their platform is based on advances in glycan chemistry and quantum optics

**Future Genetics**[www.futuregenetics.co.uk](http://www.futuregenetics.co.uk)

A non-profit focused on the discovery and development of disease biomarkers in areas of unmet clinical need

**Gendius**[www.gendius.co.uk](http://www.gendius.co.uk)

An AI solution for measuring and improving outcomes for patients with diabetes

**Genomics plc**[www.genomicsplc.com](http://www.genomicsplc.com)

A genome analysis company building analytical platforms for optimising genome sequencing and integrating DNA data with diverse biological information to enable better discovery of new drug targets and to deliver precision health

**GM Scientific**[www.linkedin.com/company/gm-scientific/about/](http://www.linkedin.com/company/gm-scientific/about/)

Specialises in the distribution and marketing of innovative healthcare products

**Hutano Diagnostics**[www.linkedin.com/company/hutano-diagnostics/](http://www.linkedin.com/company/hutano-diagnostics/)

A start-up developing a diagnostic and surveillance platform for diseases caused by emerging and dangerous pathogens which cause recurring epidemics in Africa

**Inivata**[www.inivata.com/](http://www.inivata.com/)

A global clinical cancer genomics company. Its InVision® platform unlocks essential genomic information from a simple blood test to help realise personalised care for cancer patients

**Intelligent OMICS**<http://www.intellomx.com/>

Using an in house data analysis algorithm to identify patterns in healthcare datasets to find new disease markers and drivers of disease pathways that will lead to new diagnostic tools and targeted therapies

**Invizius**[www.invizius.com/](http://www.invizius.com/)

Developing a coating for kidney dialysis membranes that prevents activation of the immune system and its undesirable effects on the patient

**Iota Sciences**[www.iotasciences.com](http://www.iotasciences.com)

Pioneering the development of technologies that facilitates the rapid shaping of liquids on surfaces used to maintain and analyse cells, i.e. polystyrene and glass

**Isansys Lifecare**[www.isansys.com](http://www.isansys.com)

Developing and commercialising wireless monitoring devices and systems for real time and predictive indications of patient status in the hospital and home setting

**Manchester BIOGEL**[www.manchesterbiogel.com](http://www.manchesterbiogel.com)

Developing biocompatible and biodegradable graft materials that provide the ideal matrix for implanted cells to carry out tissue repair and regeneration

**Marker Diagnostics**

A biotech startup developing microRNA biomarkers for use in molecular neuroscience

**Medherant**[www.medherant.co.uk](http://www.medherant.co.uk)

A clinical-stage company developing drug-in-adhesive patch products for pain and CNS diseases based on their TEPI® technology in combination with already approved drugs

**Milbotix**[www.milbotix.com](http://www.milbotix.com)

Developing wearable technologies for use in the care of older adults and people with dementia

**Momentum BioScience**[www.momentumbio.co.uk](http://www.momentumbio.co.uk)

Develops rapid tests for critically-important clinical specimens within the hospital microbiology laboratory

**NuNano**[www.nunano.com](http://www.nunano.com)

A UK-based company specialising in the design and manufacture of probes for atomic force microscopy and cantilever-based sensor devices

**Onca XT**[www.oncaxt.com](http://www.oncaxt.com)

Developing a unique type of blood test for cancer which, used in conjunction with existing methods of screening and diagnosis, could improve their accuracy of diagnosis

**Oncimmune**[oncimmune.com/](http://www.oncimmune.com/)

Oncimmune is developing early cancer detection technologies for more effective disease management



**Orthox**[www.orthox.co.uk](http://www.orthox.co.uk)

Developing a range of novel orthopaedic products for the repair of knee cartilage formed from FibroFix™, a patented, biomaterial with a molecular structure, strength and resilience that emulates human knee cartilage

**OVO Biomanufacturing**[www.ovobiomanufacturing.com](http://www.ovobiomanufacturing.com)

Providing technical solutions to solve the effects of defective interfering particles for viral vaccine manufacturers

**Owen Mumford**[www.owenmumford.com](http://www.owenmumford.com)

Developing pioneering medical devices and drug delivery products

**Oxford Cancer Biomarkers**[www.oxfordbio.com](http://www.oxfordbio.com)

Developing a suite of drug-specific companion diagnostic tests using its predictive biomarker technologies CancerNav®

**Oxford Endovascular**[www.oxfordendovascular.com](http://www.oxfordendovascular.com)

A medical device company developing a next generation flow-diverter for the minimally invasive treatment of intracranial aneurysms which cause death or disability due to brain haemorrhage

**Oxford Gene Technology**[www.ogt.co.uk](http://www.ogt.co.uk)

Provides genetics research solutions to clinical and academic research institutions

**Oxford Immunotec**[www.oxfordimmunotec.com](http://www.oxfordimmunotec.com)

A global, commercial-stage diagnostics company committed to improving patient care by providing advanced, innovative tests in the field of immunology

**Oxford MediStress**[www.oxford-medistress.com](http://www.oxford-medistress.com)

Commercialising a novel in vitro blood test device which provides the first objective, rapid, quantitative measurement of stress

**Oxford Nanopore Technologies**[www.nanoporetech.com](http://www.nanoporetech.com)

Developing a new generation of nanopore-based electronic systems for analysis of single molecules, including DNA, RNA and proteins

**Oxford Silk Phage Technologies**[www.oxfordsilkphages.co.uk](http://www.oxfordsilkphages.co.uk)

Pioneering a unique antibacterial biomaterial technology combining silk and bacteriophages, offering solutions for the growing problem of surgical implant/wound infections

**Pangaea Data**[www.pangaeadata.ai](http://www.pangaeadata.ai)

Provide technology and services for unsupervised AI extraction of meaning from both structured and unstructured textual data to provide doctors and researchers with a full picture of an individual's health

**Presymptom Health Limited**[www.presymptom.com/](http://www.presymptom.com/)

Developing life-saving diagnostic technology to detect sepsis earlier than current technologies and which will be able to significantly improve outcomes

**Psyros Diagnostics**[www.psyros.com](http://www.psyros.com)

Developing an ultra-sensitive point-of-care diagnostic technology platform

**Renovos Biologics**[www.renovos.co.uk](http://www.renovos.co.uk)

Commercialising the research undertaken at the University of Southampton on skeletal stem cells, translational orthopaedic research and materials for tissue repair

**Rosa Biotech**[www.rosabio.tech](http://www.rosabio.tech)

Developing new sensing devices that mimic the properties of the olfactory systems of mammals, based on self-assembling peptide barrels capable of binding a huge range of analytes, linked to a colorimetric measurement system

**Safeguard Biosystems Holdings**[www.sgbio.com](http://www.sgbio.com)

Commercialising molecular diagnostic technologies and tests for mass surveillance and selective screening for pathogens and other agents for agriculture, food safety, genetic screening and human health applications

**Sense Biodetection**[www.sense-bio.com](http://www.sense-bio.com)

Developing a range of point of care diagnostics

**SeraScience Limited**[www.abingdonhealth.com/medical-diagnostics/seralite/](http://www.abingdonhealth.com/medical-diagnostics/seralite/)

SeraScience operates as a part of Abingdon Health. They work in the diagnostic space and have a lead product 'Seralite' for detection of multiple myeloma

**Service Robotics**[www.serviceroboticsltd.co.uk](http://www.serviceroboticsltd.co.uk)

Provide technology to enable the delivery of more flexible and better quality care to combat loneliness within older adults whilst reducing demand on our health and social care providers

**Spintex Engineering**[www.spintex.co.uk](http://www.spintex.co.uk)

A spin-out from the University of Oxford, manufacturing pure and tough silk fibres and materials for medical devices and regenerative medicine

**The Electrospinning Company**[www.electrospinning.co.uk](http://www.electrospinning.co.uk)

Design, develop and manufacture materials for use in regenerative devices and in 3D cell culture

**VivoPlex Medical**[www.vivoplex.com](http://www.vivoplex.com)

Developing an innovative monitoring device to measure dissolved oxygen (DO), pH and temperature in the uterus of women seeking medical help to improve their fertility

**Other biotechnology****Azotic Technologies**[www.azotictechnologies.com](http://www.azotictechnologies.com)

Their natural nitrogen fixing technology, which is based on a food grade bacteria, provides a sustainable solution to fertiliser overuse and nitrogen pollution

**Fixed Phage Ltd**[www.fixed-phage.com](http://www.fixed-phage.com)

To design, development and commercialise applications which use stabilised phage to solve bacterial challenges

**Folium Food Science**[www.foliumscience.com](http://www.foliumscience.com)

Developing 'Guided Biotics' to alter the composition of complex microbiomes. Applications envisaged include removal of undesirable bacteria from animals and plants and from the environment and food

**Glaia Limited**[www.glaia.co.uk](http://www.glaia.co.uk)

Aiming to enhance agricultural productivity and reduce pressure on natural resources by optimising the performance of plants

**Green Biologics**[www.greenbiologics.com](http://www.greenbiologics.com)

A renewable chemicals company focused on developing and delivering new green alternatives for everyday products providing clients with more sustainable products compared to petroleum-based alternatives

**Ivy Farm**[www.ivy.farm](http://www.ivy.farm)

Making cultivated meat products

**Jellagen**[www.jellagen.co.uk](http://www.jellagen.co.uk)

Offer high grade native collagen sourced from jellyfish. This is applicable for tissue engineering, regenerative medicine, stem cell research and a wide variety of cell culture application

**MOA Technology**[www.moa-technology.com](http://www.moa-technology.com)

Aim to discover the next generation of sustainable herbicide chemistries with new modes of action from both natural and synthetic sources

**Myconeos**[www.myconeos.com](http://www.myconeos.com)

Production of fungal spores for use in the food industry

**Quest Meat**

Making cultivated meat products

**Wild Bioscience**[www.wildbioscience.com](http://www.wildbioscience.com)

Creating radically enhanced crops for a wilder future

**Worn Again Technologies**[www.wornagain.co.uk](http://www.wornagain.co.uk)

Pioneering polymer recycling technology that can separate, decontaminate and extract polyester polymers, and cellulose from cotton, from non-reusable textiles and PET bottles and packaging

**Zentraxa**[zentraxa.com/](http://zentraxa.com/)

Developing a range of new peptides products based on a detailed knowledge of marine mussels adhesion protein and a novel production that enables their exploitation. Applications include in medicine, personal care product ingredients and nutraceuticals

**CXO/Consultant****3D Consultants**[www.3dconsultants.org.uk](http://www.3dconsultants.org.uk)

Scientific consultancy, due diligence services and project management

**AELLEBIO**

Biotech advisory services

**Agxio**[agxio.com](http://agxio.com)

A data science and machine learning company specialising in the biotech, life sciences and agricultural science industries

**Aigenpulse**[www.aigenpulse.com](http://www.aigenpulse.com)

A data management and analytics platform for scientific data generated within the field of life sciences

**Alan Boyd Consultants**[www.boydconsultants.com](http://www.boydconsultants.com)

Provide specialist consulting services for pharma and biotech companies to support their research activities and drug development

**Alderley Analytical**[www.alderleyanalytical.com](http://www.alderleyanalytical.com)

Offer specialist bioanalytical services to support drug development programmes, from discovery through to late stage clinical development, focusing on small or large molecules, peptides and biomarkers

**Antibody Analytics**[www.antibodyanalytics.com](http://www.antibodyanalytics.com)

Provide innovative solutions for the effector function characterisation of therapeutic antibodies with a specific focus on biosimilars

**ApconiX**[www.apconix.com](http://www.apconix.com)

An integrated toxicology and ion channel company at the forefront of nonclinical toxicology and safety science related to ion channels in particular

**Apex Healthcare Consulting**[www.apex-consulting.co.uk](http://www.apex-consulting.co.uk)

An analytical healthcare consultancy which provides strategic business evaluations and analysis the healthcare sector in Europe and the US

**Apex Molecular**[www.apexmolecular.com](http://www.apexmolecular.com)

A synthetic chemistry company providing specialist services for the pharmaceutical, biotechnology and applied chemical sectors

**Aptus Clinical**[www.aptusclinical.com](http://www.aptusclinical.com)

Provide a range of services including full clinical study design, oversight and delivery and individual consultancy projects

**Aquila BioMedical**[www.aquila-bm.com](http://www.aquila-bm.com)

Aquila BioMedical is a preclinical contract research organisation, offering clients world-leading research expertise in immunology, immunology and multiplex histology

**Arcinova**[www.arcinova.uk](http://www.arcinova.uk)

A CDMO that provides a comprehensive range of services including process, research, development, scale-up and small scale manufacturing

**Arctoris**[www.arctoris.com](http://www.arctoris.com)

Provides a range of automated/roboticised services to support drug discovery and development particularly within oncology

**Arex Advisor**[www.alexadvisor.com](http://www.alexadvisor.com)

Offer a combination of strategic advice and operational expertise to help clients from early development stages to commercialized product

**Athena Market Access Solutions**[www.athenamarketaccesssolutions.co.uk](http://www.athenamarketaccesssolutions.co.uk)

Specialise in providing pricing and reimbursement related solutions to organisations in the life sciences industry

**Aurelia Bioscience**[www.aureliabio.com](http://www.aureliabio.com)

Provide services in biological assay development, biological screening and laboratory equipment consultancy to SMEs, universities, medical charities, pharmaceutical companies and screening equipment manufacturers

**BioAscent Discovery**[www.bioascent.com](http://www.bioascent.com)

Has extensive capabilities encompassing medicinal chemistry, computational chemistry, in vitro biosciences, DMPK, compound management

**BioDivide**[www.biodivide.com](http://www.biodivide.com)

Aims to transform the regenerative medicine field by addressing challenges in the complete workflow from stem cell harvest, manufacture, cryostorage to clinical administration

**Biomedha**[www.biomedha.com](http://www.biomedha.com)

A CRO offering a range of pre-clinical drug development services to clients in biotech, pharma and virtual companies as well as spin-outs and academic institutions

**BioPharma Stability Testing (BSTL)**[www.biopharmastabilitytestinglaboratory.co.uk](http://www.biopharmastabilitytestinglaboratory.co.uk)

Perform analytical and biological testing services and provides access to high throughput analytical and bio-analytical testing equipment

**BioPharmaLogic**[www.biopharmalogic.com](http://www.biopharmalogic.com)

Offer services to facilitate all aspects of nonclinical drug development

**Biorelate**[www.biorelate.com](http://www.biorelate.com)

Provide biomedical research services based on their Galactic AI platform that unifies data processing, querying, deep learning and investigation

**Boyd's Consultants**[www.boydconsultants.com](http://www.boydconsultants.com)

Providing a wide range of expertise and skills central to the development of pharmaceutical and biotechnology medicinal products and medical devices

**C4X Discovery**[www.c4xdiscovery.com](http://www.c4xdiscovery.com)

Exploits cutting edge technologies to design and create small-molecule candidates in a range of therapeutic areas

**Catalent**[www.catalent.com](http://www.catalent.com)

A global CRO providing integrated services, delivery technologies and manufacturing solutions for the development of pharmaceuticals, biologics and consumer health products

**CatSci**[www.catsci.com](http://www.catsci.com)

A process research and development CRO working in the drug discovery and development area

**Celentyx**[www.celentyx.com](http://www.celentyx.com)

A CRO offering bespoke assay services in human immunology, including immuno-oncology, autoimmunity and inflammation, fibrosis and neuroinflammation

**Cellomatics Biosciences Ltd**[www.cellomaticsbio.com](http://www.cellomaticsbio.com)

Provides expert preclinical in vitro services within oncology/immunology, immunology/inflammation and respiratory therapeutic areas

**CEM Analytical Services (CEMAS)**[www.cemas.co.uk](http://www.cemas.co.uk)

A contract analytical company specialised in generating registration data on behalf of the pharmaceutical, agrochemical and biocides industries

**Centre for Process Innovation (CPI)**[www.uk-cpi.com](http://www.uk-cpi.com)

Helps companies to develop, prove, prototype and commercialise next generation products and processes

**Charnwood Molecular**[www.charnwood-molecular.com](http://www.charnwood-molecular.com)

Provide medicinal and synthetic chemistry services to the global pharmaceutical, biotechnology and chemical industries

**Cobra Biologics**[www.cobrabio.com](http://www.cobrabio.com)

A CDMO providing biologics and pharmaceuticals for clinical and commercial supply

**CRA International**[www.crai.co.uk/industry/life-sciences](http://www.crai.co.uk/industry/life-sciences)

A global consultancy serving diverse sectors including the life sciences

**Cytera CellWorks**[www.cytera.bio](http://www.cytera.bio)

Developing technology for automation of cell culture

**Data Magik**[www.datamagik.co.uk](http://www.datamagik.co.uk)

Offer a full clinical trial design and management service, including a complete range of statistical and data management support services

**Diamond Pharma Services**[www.diamondpharmaservices.com](http://www.diamondpharmaservices.com)

Diamond Pharma Services is a technical services and consulting group, providing expert support and advice to pharmaceutical and biotechnology companies with expertise in the cell and gene therapy space. Their three core areas are regulatory affairs, pharmacovigilance and compliance

**Domainex**[www.domainex.co.uk](http://www.domainex.co.uk)

Domainex offers a range of integrated approaches to medicinal chemistry, biochemistry and computational chemistry to assist rapid development of new therapeutics

**ERA Consulting UK**[www.eraconsulting.com](http://www.eraconsulting.com)

A regulatory affairs and product development consulting groups serving the biopharmaceutical industry. Their services covers quality, nonclinical and clinical aspects, both from the regulatory and development strategy perspective

**EUDRAC**[www.eudrac.com](http://www.eudrac.com)

A specialised regulatory affairs consultancy company providing support to drive products through development, registration, market launch and post-approval activities across all EU countries

**Evotec**[www.evotec.com](http://www.evotec.com)

Evotec is a well established CRO in the drug discovery and development space with European and US presence

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**Excellerate Bioscience**[www.excelleratebio.com](http://www.excelleratebio.com)

Provide molecular pharmacology services to drug discovery companies, specialising in kinetic assay design and ligand characterisation

**Fidiaux Limited**

Provide international technology and life sciences senior executive experience, with extensive PLC board level and Public Sector Service. In depth background in licensing, corporate financing, IPO's, M&A and managing strategic change with blue chip companies worldwide

**Flint Change**[flintchange.co.uk](http://flintchange.co.uk)

Supporting leadership teams to create the optimum environment to implement change

**Food and Drug Analytical Services (FDAS)**[www.fdas.org](http://www.fdas.org)

A contract testing laboratory, providing independent, GMP analytical services. The company's MHRA-accredited laboratories offer a full range of analytical methodologies, ICH stability storage, development and validation expertise

**GENEWIZ Europe**[www.genewiz.com](http://www.genewiz.com)

Specialises in DNA-based services, including DNA sequencing, gene synthesis, molecular biology, genomic, and GxP/CLIA regulatory-compliant services

**GenScript Biotech BV**[www.genscript.com/](http://www.genscript.com/)

Provide a range of services and products in the areas of synthesis of genes, proteins, antibodies and molecular biology

**Gentronix**[www.gentronix.co.uk](http://www.gentronix.co.uk)

A biotechnology service company offering early screening, mechanistic follow-up and regulatory genotoxicity assays for a range of industries including pharmaceuticals, chemicals, agrochemicals, personal care, consumer products, flavours, fragrances and taste enhancers

**Gifford Bioscience**[www.giffordbioscience.com](http://www.giffordbioscience.com)

A preclinical CRO providing receptor occupancy studies, radioligand binding assays and autoradiography

**HC Pharma Consultancy**[www.helencohen4.wixsite.com/hcpharma](http://www.helencohen4.wixsite.com/hcpharma)

Provides personal guidance and support to pharma and biotech for all partnering activities for pharma products; developing partnering strategies, leading out-license campaigns, in-license searches, due diligence, negotiation of contracts or management of alliances

**Hematogenix Laboratory Services**[www.pharma.hematogenix.com](http://www.pharma.hematogenix.com)

A GCP compliant and CAP and CLIA certified laboratory offering clinical trial biomarker services including flow cytometry, FISH, IHC, mRNA ISH, PCR, sequencing, and many more

**High Force Research**[highforceresearch.com/](http://highforceresearch.com/)

Provide bespoke chemical design and synthesis services

**HistologiX**[www.histologix.co.uk](http://www.histologix.co.uk)

A privately owned GLP/GCP accredited contract research organisation that provides pathology services for the pharmaceutical and biotechnology industry. They provide human tissue based solutions in support of regulatory preclinical programmes, clinical trials in addition to biomarker projects

**Horizon Discovery**[www.horizondiscovery.com](http://www.horizondiscovery.com)

Provide a range of services to support drug discovery including functional genomics and high throughput screening using sophisticated CRISPR generated lines, animal models and gene editing (using CRISPR technology)

**Imagen Therapeutics**[www.imagentherapeutics.com](http://www.imagentherapeutics.com)

Provide a complete high content screening service for large pharma and small biotech. The company offers a wide range of image-based assays including neuronal, angiogenic, cellular signalling, and other complex morphological assays.

**InClinica**[www.inclinica.com](http://www.inclinica.com)

A global clinical CRO that specialises in leading companies through clinical trials and applying their in-depth experience and expertise in clinical research and drug development

**Infinity BiologiX**[ibx.bio/](http://ibx.bio/)

IBX provides comprehensive services, from sample acquisition to data analysis, for researchers and organizations around the world

**Invicro**[www.invicro.com](http://www.invicro.com)

An imaging science company that provides advanced data analysis services and software in the growing field of pre-clinical imaging research

**Invivo Clinical T/A Bionomics**[www.invivoclinical.co.uk](http://www.invivoclinical.co.uk)

A healthcare company that offers the latest advancements in bioscience, diagnostics and therapeutics to healthcare practitioners and their patients

**JA Kemp**[jakemp.com/](http://jakemp.com/)

European and UK patent and trademark attorneys

**Jon Rees Associates**[www.jonreesassociates.com](http://www.jonreesassociates.com)

A specialist consultancy with a focus on the interface between investment and innovation.

**Kaleidoscope Consultants**[www.kaleidoscopeconsultants.com](http://www.kaleidoscopeconsultants.com)

Data privacy consultants

**Kelyon**[www.kelyon.com](http://www.kelyon.com)

An ICT company which specialises in the design and development of software medical devices, web and mobile applications based on open source technologies, for big pharmaceutical companies, medical-scientific associations, and healthcare facilities

**Kinomica**[www.kinomica.com](http://www.kinomica.com)

Kinomica is a proteomic-data science and diagnostics company specialising in cell signalling. They offer a suite of advanced proprietary bioinformatics and phosphoproteomics analytical methods that can provide direct activity measurements of multiple endogenous kinases and comprehensive cell signalling network coverage

**Lawrie IP**[www.lawrie-ip.com](http://www.lawrie-ip.com)

European patent and trademark attorneys

**Leaf Expression Systems**[www.leafexpressionsystems.co.uk](http://www.leafexpressionsystems.co.uk)

A CDMO specialising in plant-based expression systems and the production of custom proteins

**Lonza Biologics**[www.lonza.com](http://www.lonza.com)

Operates as a contract manufacturer of monoclonal antibodies and recombinant protein and engages in protein engineering, viral testing, toxicology studies, and clinical trials.

**Ludger**[www.ludger.com](http://www.ludger.com)

Specialises in analytical technology for medical applications of glycobiology and manufactures a comprehensive range of kits and reagents for ICH-compliant glycoprofiling of biopharmaceuticals throughout the drug development cycle

**Manentia**[www.manentia.co.uk](http://www.manentia.co.uk)

A full service CRO that delivers clinical development service for whole programmes or individual projects

**Menarini Biotech UK**[www.menarini-biotech.com](http://www.menarini-biotech.com)

A CDMO that provides expertise in production of biosimilars, innovative monoclonal antibodies and other recombinant proteins

**Mi3**[www.mi-3.co.uk](http://www.mi-3.co.uk)

Provide expert services in designing, developing and manufacturing end-to-end advanced medical and surgical solutions

**MicrobesNG**[microbesng.com](http://microbesng.com)

Provide a range of Illumina based genome sequencing services

**Molecule 2 Medicine**[molecule2medicine.com/](http://molecule2medicine.com/)

Professional consulting services for small biotech companies to help them develop robust drug discovery and development programmes

**myClin Europe**[www.myclin.com](http://www.myclin.com)

Offers a clinical oversight platform that allows users to share documents efficiently, improve engagement and stay audit-ready at all times

**NDA Regulatory Science**[www.ndareg.com/](http://www.ndareg.com/)

A leading regulatory and drug development consultancy with a dedicated team of over 150 consultants supported by an expert network and a specialist Advisory Board

**Oxford Expression Technologies**[www.oetltd.com](http://www.oetltd.com)

CRO with expertise in baculovirus protein expression

**Patheon, part of ThermoFisher**[www.patheon.com](http://www.patheon.com)

Patheon, now part of Thermofisher, provides drug development and manufacturing services to the Thermofisher group and works in close association with Fisher Clinical Services

**Peak Proteins**[www.peakproteins.com](http://www.peakproteins.com)

Provides protein supply and structure based drug discovery services to clients

**Pharmaron**[www.pharmaron.com](http://www.pharmaron.com)

An R&D service provider supporting a wide range of services, from early discovery to clinical development

**Pharmidex Pharmaceutical Services**[www.pharmidex.com](http://www.pharmidex.com)

Provide translational solutions using its expertise in CNS/oncology/respiratory, DMPK, drug discovery and ADMET/pharmacokinetics

**Phastar**[www.phastar.com](http://www.phastar.com)

A global CRO offering statistical consulting, clinical trial reporting, data management and data science services by providing expert consultants and managing and delivering in-house projects, FSP-style arrangements and preferred partnerships

**Phenotypeca**[www.phenotypeca.com](http://www.phenotypeca.com)

Provide novel biologics production strains of the regulatory friendly baker's yeast, *Saccharomyces cerevisiae* optimised for client recombinant products

**Phoenix IFD**[www.linkedin.com/in/james-robson-943ab41/?originalSubdomain=uk](http://www.linkedin.com/in/james-robson-943ab41/?originalSubdomain=uk)

A life sciences and healthcare consulting business that focuses on innovative start ups in the pharmaceutical, healthcare and medtech sectors

**PhosphonicS**[www.phosphonics.com](http://www.phosphonics.com)

Developing custom and off-the-shelf technologies for removal or recovery of traces of a wide range of metals in product, process or waste stream. Applications in pharmaceutical preparation and chemical production

**Physiomics**[www.physiomics-plc.com](http://www.physiomics-plc.com)

Provide outsourced systems and computational biology services to pharmaceutical companies including Virtual Tumour, Virtual Tumour Preclinical and services to predict cardiac toxicity

### Precision for Medicine, Oncology and Rare Disease [www.precisionmedicinegrp.com/pfmord/](http://www.precisionmedicinegrp.com/pfmord/)

An oncology specialty CRO that provides clinical research services and application of metrics-driven project management to optimise oncology drug development

### Prisma Limited [www.prisma.com](http://www.prisma.com)

Prisma is a biotech software development company with experience in research informatics, biology, software and mathematics and offering consulting services to solve one-off complex problems up to crafting efficient, everyday, elegant solutions

### Q3 Analytical [www.bioanalysisforresearch.com](http://www.bioanalysisforresearch.com)

Provide non-regulated bioanalytical support for small pharmaceutical companies carrying out drug discovery and research and also analyse in-vitro samples generated by the client's own in-house biological assays

### Quotient Sciences [www.quotientciences.com/](http://www.quotientciences.com/)

Provide CRO and CDMO services including formulation development, clinical pharmacology trials, and clinical and commercial manufacturing services to the pharmaceutical and biotech industry

### Reach Separations [www.reachseparations.com/](http://www.reachseparations.com/)

Specialise in chromatography techniques for the analysis and purification of small molecules, offering screening, method development and purification for chiral and achiral molecules

### RenaSci [www.renasci.co.uk](http://www.renasci.co.uk)

Provide highly specialised consultancy and preclinical experimental services to the global pharmaceutical industry in the areas of abuse and dependence, CNS, obesity, diabetes, NASH and kidney disease

### Rockpool Biosciences [www.rockpoolbio.com](http://www.rockpoolbio.com)

Provides genomics and AI consultancy services

### RSSL [www.rssl.com](http://www.rssl.com)

Provide analytical, investigational, consultancy and training services to clients in the global biopharmaceutical, pharmaceutical and healthcare industries

### SAL Scientific Limited [www.salscientific.com](http://www.salscientific.com)

Cell biology specialists providing contract research services and animal-component-free cell culture media supplements to a global client base

### S-cubed [www.s-cubed.co.uk](http://www.s-cubed.co.uk)

S-cubed provides consultancy and support services to pharmaceutical and healthcare clients across a comprehensive range of regulatory, quality assurance and biometrics activities

### Seda Pharmaceutical Development Services [www.sedapds.com](http://www.sedapds.com)

Seda Pharmaceutical Development Services provide pharmaceutical development and clinical pharmacology services and consultancy to the pharma and biotechnology industry

### Sekisui XenoTech [www.xenotech.com](http://www.xenotech.com)

Accelerate drug development by providing state-of-the-art drug metabolism and DDI testing programs to help drug developers understand as much as possible about their drug's metabolism and pharmacokinetics to properly evaluate related drug safety risks

### Shanghai Medicilon Inc [www.medicilon.com.cn](http://www.medicilon.com.cn)

Provide a wide range of contract services for development of new drugs

### SPG Innovation [www.SPGinnovation.co.uk](http://www.SPGinnovation.co.uk)

Commercialisation of Intellectual Property in food, life sciences and agritech providing wide range of services in this area

### Syneos Health [www.syneoshealth.com](http://www.syneoshealth.com)

Use their Biopharmaceutical Acceleration Model to assist clients with clinical and commercial development

### Tetrad Discovery [www.t4bio.com](http://www.t4bio.com)

A CRO providing bespoke bio-analysis solutions tailored and integrated to the sponsors requirements, using state-of-the-art technologies

### TranScrip Partners [www.transcrip-partners.com](http://www.transcrip-partners.com)

Provide support for the development and lifecycle management of biopharmaceutical products in the field of oncology, respiratory, internal medicine, and CNS

### Upperton Pharma Solutions [www.upperton.com](http://www.upperton.com)

A research and development company that specialises in the formulation and spray drying of pharmaceutical and biotechnology products

### Vivonics Preclinical [www.vivonics-preclinical.com](http://www.vivonics-preclinical.com)

A CRO providing preclinical services and consultancy to the biotech and pharmaceutical industry

### Williamson Biotech Solutions [www.williamsonbiotechsolutions.com](http://www.williamsonbiotechsolutions.com)

Offer facilitating services to biotech, medtech, pharma and academic institutions delivering communication, marketing and business development services

### Wuxi AppTec [www.wuxiapptec.com](http://www.wuxiapptec.com)

A pharmaceutical, biotechnology, and medical device R&D service provider with operations in China and the United States

### XenoGesis [www.xenogesis.com](http://www.xenogesis.com)

Specialises in preclinical drug metabolism and pharmacokinetics, quantitative bioanalysis, and data interpretation services

## Academic Institution

### Oxford Brookes University [www.brookes.ac.uk](http://www.brookes.ac.uk)

One of the UK's 'modern' universities and provides teaching and innovation as well as strong links with business and industry

### Queen Mary Innovation [www.qminnovation.co.uk](http://www.qminnovation.co.uk)

Queen Mary Innovation Ltd (QMI) is Queen Mary University of London's (QMUL) wholly-owned technology transfer company and responsible for the commercialisation and management of the University's intellectual property and portfolio of spinout companies

### Queen's University Belfast Research and Enterprise Directorate [www.qub.ac.uk/Research](http://www.qub.ac.uk/Research)

Help to deliver research and enterprise activities through the development of research strategy and policy.

### Rosalind Franklin Institute [www.rfi.ac.uk](http://www.rfi.ac.uk)

A new Research institute dedicated to transforming life science through interdisciplinary research and technology development

### Royal Veterinary College Business [www.rvc.ac.uk/business](http://www.rvc.ac.uk/business)

The Royal Veterinary College's interface with business and industry

### UCL Business [www.uclb.com](http://www.uclb.com)

UCLB is the commercialisation company of University College London

### University of Birmingham Enterprise [www.birmingham.ac.uk/enterprise](http://www.birmingham.ac.uk/enterprise)

Supports academics who want to innovate, take their ideas to market, work with businesses and social enterprises, or enrich their professional lives by doing academic consultancy projects.

### Warwick Ventures [www.warwickventures.com](http://www.warwickventures.com)

Is the technology transfer business unit of the University of Warwick and supports them throughout the process of generating impact and a commercial return from their research.

## R&D Support

### 2BScientific Ltd [www.2bscientific.com](http://www.2bscientific.com)

Europe's fastest growing distributor of life science reagents

### 4D Biomaterials [4dbiomaterials.co.uk](http://4dbiomaterials.co.uk)

Developing 3D printing materials to help people heal

### 4T2 Sensors [www.4t2sensors.com](http://www.4t2sensors.com)

Developing an in-line flow sensor system that can detect concentrations, contaminations and mixtures of fluids

### Absolute Antibody [www.absoluteantibody.com](http://www.absoluteantibody.com)

Develop engineered antibodies for the research and diagnostics markets

### ACE Cells Lab [www.ace-cells.co.uk](http://www.ace-cells.co.uk)

A biomolecular lab specialised in providing bioactive peptides and proteins from a range of different cells and tissues

### Air Liquide UK [www.uk.airliquide.com](http://www.uk.airliquide.com)

A producer and supplier of industrial and medical gases and related services

### Air Products [www.airproducts.co.uk](http://www.airproducts.co.uk)

Provides atmospheric and process gases and related equipment to manufacturing markets and is also a supplier of liquefied natural gas process technology and equipment

### Aliksir [www.aliksir.co.uk](http://www.aliksir.co.uk)

Develop sensor systems to drive improvements in water quality testing

### AMS Biotechnology (Europe) [www.amsbio.com](http://www.amsbio.com)

Specialise in genomics, proteomics, cell culture and stem cell sciences, providing products and custom services for life sciences research

### anvajo GmbH [www.anvajo.com](http://www.anvajo.com)

A technology company that develops, manufactures and sells innovative solutions for the analysis of liquid samples

### ATG Scientific [www.atgscientific.co.uk](http://www.atgscientific.co.uk)

A supplier of laboratory products and equipment solutions to support life sciences research

### Aver Decommissioning & Environmental [www.averdecom.com](http://www.averdecom.com)

A specialist decommissioning and environmental consultancy working across a wide range of industrial sectors in the UK and overseas

### Avidity IP [avidity-ip.com/](http://avidity-ip.com/)

Commercially focused European & UK patent attorneys specialising in Life Sciences and Medical Technologies with a growing Engineering initiative.

### Biogelx [www.biogelx.com](http://www.biogelx.com)

A biomaterials company which designs and supplies peptide hydrogels tuned to the requirements of cells to be used for 3D cell culture and bioprinting

### Bio-Rad AbD Serotec [www.bio-rad-antibodies.com](http://www.bio-rad-antibodies.com)

Provide a wide range of reagents, particularly antibodies, for life sciences research

### Bruntwood Scitech [bruntwood.co.uk/about-bruntwood/scitech](http://bruntwood.co.uk/about-bruntwood/scitech)

The UK's leading property provider dedicated to driving the growth of the science and technology sector

### Cryoniss [www.cryoniss.com](http://www.cryoniss.com)

Provides a comprehensive range of temperature-controlled biological sample storage and logistics services

### Digostics [www.digostics.com](http://www.digostics.com)

Offers an unique approach to detecting diabetes

### Enplas [www.enplasilifetech.com/](http://www.enplasilifetech.com/)

A global corporation with diverse interests. Enplas Life Tech is the leading single-source manufacturer of high-quality custom plastics parts for global OEMs in the medical, biotech, pharmaceutical, and life science industries

### Fisher Scientific UK [www.fishersci.co.uk](http://www.fishersci.co.uk)

Manufactures and supplies laboratory chemicals and laboratory equipment.

### Genetic Signatures [geneticsignatures.com/eu/](http://geneticsignatures.com/eu/)

A specialist molecular diagnostics company

### Linear Diagnostics [www.lineardiagnosics.com/](http://www.lineardiagnosics.com/)

Delivering enhanced diagnostic solutions through novel technology

### NeoVac [www.neovac.co.uk](http://www.neovac.co.uk)

Creating revolutionary, unique and proprietary next generation lipid nanoparticles to enable better RNA vaccines

### New England Biolabs (UK) Ltd [www.neb.uk.com/](http://www.neb.uk.com/)

Provide a wide range of lab reagents and kits to support R&D

### NgaChi

A biotech startup hosted in The Biohub Birmingham and is currently working on the development of a new laboratory consumable

### Nikalyste Ltd [www.nikalyste.com](http://www.nikalyste.com)

Nikalyste Ltd is a leading supplier of various nanoparticles coatings for R&D and commercialization in a wide variety of application areas including cell binding, cell separation, drug delivery, catalysis, metamaterials, nano-photonics, electrochemistry, and batteries

### Nonacus [www.nonacus.com](http://www.nonacus.com)

Focus on delivering technologies to the genomic healthcare sector through the use of cell free circulating DNA as a non-invasive diagnostic tool

### Northern Balance [www.northernbalance.co.uk](http://www.northernbalance.co.uk)

One of the UK's leading independent distributors of weighing equipment, supplying, servicing and calibrating some of the worlds most trusted brands

### PeptoTech EC [www.peprotech.co.uk](http://www.peprotech.co.uk)

Focus on the development and manufacturing of cytokine products for the life-science and cell therapy markets.

### RS Components [www.uk.rs-online.com/web/](http://www.uk.rs-online.com/web/)

Provides a vast range products, in particular electronic, electrical and industrial components

### Thermo Fisher [www.corporate.thermofisher.com](http://www.corporate.thermofisher.com)

Provide a vast range of consumables, reagents and equipment to the life sciences industry

### Touchlight Genetics [www.touchlight.com](http://www.touchlight.com)

Producing DNA at unprecedented speed, scale and purity using a novel, synthetic DNA vector and enzymatic manufacturing process

### York Glassware Services t/a YORLAB [www.yorlab.co.uk](http://www.yorlab.co.uk)

Specialise in the production of high quality scientific glassware, the design and build of lab and plant apparatus and rigs, and the supply of consumables, chemicals and laboratory equipment.

## Charity Organisation

### Kirkhouse Trust [www.kirkhoustrust.org](http://www.kirkhoustrust.org)

Is a small charity which aspires to improve the food security and livelihood of the rural poor in sub-Saharan Africa and India

### Oxford Trust [www.theoxfordtrust.co.uk](http://www.theoxfordtrust.co.uk)

Encourage and facilitates the study, application and communication of science, technology, engineering and mathematics

## Investors and Advisers

### Akesios Associates [www.akesiosassociates.com](http://www.akesiosassociates.com)

Provides financial strategy, representation and commercial development advice to life science companies.

### Cambridge Innovation Capital [www.cambridgeinnovationcapital.com](http://www.cambridgeinnovationcapital.com)

An investment fund that invests in high-growth technology companies in diverse sectors

### Downing [www.downing.co.uk](http://www.downing.co.uk)

Offer management of investment products for investors such as venture capital trusts, enterprise investment schemes, inheritance tax mitigation funds, business premises renovation allowance schemes, and an open ended investment company

### G. Knight Consulting

Provides an independent life science strategy and mergers/acquisitions consulting services for private equity and corporate companies

### Johnson & Johnson [www.jnjinnovation.com](http://www.jnjinnovation.com)

Helping entrepreneurs realize their dreams of creating healthcare solutions that improve people's lives around the world

### LifeSci Advisors [www.lifesciadvisors.com](http://www.lifesciadvisors.com)

LifeSci Advisors is a unique investor relations consultancy founded to provide companies in the life sciences a comprehensive solution to investor communications and outreach

### Longwall Venture Partners [www.longwallventures.com](http://www.longwallventures.com)

An Oxford based, venture capital fund management company that specialises in managing early stage investments in science, engineering and technology start-ups

### Midven [www.midven.co.uk](http://www.midven.co.uk)

Is a private equity and venture capital firm specialising in start-up, early stage, growth, management buy-outs, and management buy-ins investments in small and medium sized enterprises

### Norgine Ventures Management [www.norgineventures.com](http://www.norgineventures.com)

Provide debt and debt-like financing to companies in the fields of healthcare and life sciences, in Europe and the US

### Oxford Science Innovation [www.oxfordsciences.com](http://www.oxfordsciences.com)

An investor in science-based discoveries from the University of Oxford and other academic institutions

### Results Healthcare [www.resultshealthcare.com](http://www.resultshealthcare.com)

Provide corporate finance expertise and strategic business advice to the healthcare sector

### Silicon Valley Bank [www.svb.com](http://www.svb.com)

Provide a full range of financial services to companies of all sizes in innovation centers around the world

### SR One [www.srone.com](http://www.srone.com)

Specialise in investing in seed, start up, early and mid venture; and emerging growth companies

### SV Health Managers [www.svlisa.com](http://www.svlisa.com)

Is a healthcare and life sciences venture capital and growth equity firm managing over \$2 billion in capital in seven private healthcare funds in the US and Europe

## Associated Industry

### AggioSergeant [www.aggiosergeant.com](http://www.aggiosergeant.com)

Specialise in life sciences executive search and company culture change.

### Alderley Park [www.alderleypark.co.uk](http://www.alderleypark.co.uk)

Offer bioscience facilities for R&D focussed life science companies at every stage of their life-cycle, from start-up to global corporate.

### BDO [www.bdo.co.uk](http://www.bdo.co.uk)

Global accounting and financial consultancy

### BioCity Group [www.biocity.co.uk](http://www.biocity.co.uk)

A bioscience incubator providing the conditions that sustain more than 80 fast-growing businesses at centres in Nottingham, Alderley and Glasgow

### BioHub Birmingham [www.thebiohub.co.uk](http://www.thebiohub.co.uk)

A fully serviced biomedical research laboratory providing entrepreneurs and innovative start-ups with access to affordable laboratory facilities and equipment

### Biotech Personnel [www.biopers.co.uk](http://www.biopers.co.uk)

An HR consultancy business which specialises in start-up assistance, recruitment, reward management, policy and procedures and culture change programmes

### Biotechgate [www.biotechgate.com](http://www.biotechgate.com)

Provide a business development database for the life sciences industry

### British Columbia Trade and Investment [www.britishcolumbia.ca/global/trade-and-investment-representatives/](http://www.britishcolumbia.ca/global/trade-and-investment-representatives/)

Trade and Invest B.C. works with international enterprises to help them build strong links to the resources, skills and businesses that make British Columbia an attractive place to work and invest

### Bulb Laboratories [www.bulblaboratories.com](http://www.bulblaboratories.com)

Build and furnish commercial interiors from corporate offices to high-tech laboratories

### Cleveland Scott York [www.csy-ip.com](http://www.csy-ip.com)

A global IP firm

### Coulter Partners [www.coulterpartners.com](http://www.coulterpartners.com)

An executive search and management consulting firm assisting healthcare, pharmaceutical, biotechnology, and financial services sectors

### Cyanocapture [www.cyanocapture.com](http://www.cyanocapture.com)

Making scalable, affordable carbon capture a reality

### DiagnOx [www.diagnox.co.uk](http://www.diagnox.co.uk)

An incubator facility based at the Cherwell Innovation Centre in North Oxfordshire. Owned by Oxford Innovation

### Discovery Park Limited [www.discovery-park.co.uk](http://www.discovery-park.co.uk)

A science park based on the old Pfizer site at Sandwich and home to a growing number of life sciences companies

### EFR Travel [www.efrtravel.co.uk](http://www.efrtravel.co.uk)

Specialise in corporate travel as well as high end leisure and golfing holidays, private jet travel and a concierge division providing tickets for sold out events. EFR is a provider to the OBN Purchasing Consortium

### Elcom Systems [www.elcom.com](http://www.elcom.com)

The world's first cloud-based procurement technology company. They provide solutions for e-invoicing, e-procurement, and e-funding to optimise the clients' Supply Chain processes and are the providers of the OBN Purchasing Platform

### Elementa Consulting [www.elementaconsulting.com](http://www.elementaconsulting.com)

MEP building services and sustainability consultancy specialising in low energy building design

### Ethical Medicines Industry Group (EMIG) [www.emig.org.uk](http://www.emig.org.uk)

A multi-stakeholder network and trade industry association that represents the interests of the full span of life sciences companies in the UK

### Fieldfisher [www.fieldfisher.com](http://www.fieldfisher.com)

A multinational law firm which has practices in sectors including Real Estate, Energy, Financial Services, Government & Public Services, Hotels & Leisure, Life Sciences, Media, Telecoms and Technology.

### First Create the Media [www.firstcreatethemedia.com](http://www.firstcreatethemedia.com)

Is a communications consultancy for people that work in science. The company provides consultancy, copywriting, podcast and video production, science communication training and one-to-one coaching

### FTI Consulting [www.fticonsulting-emea.com](http://www.fticonsulting-emea.com)

Provide legal tax advice to UK based life sciences companies

### Future Space [www.futurespacebristol.co.uk](http://www.futurespacebristol.co.uk)

Offers a range of facilities designed specifically for high-tech, science based entrepreneurs and innovators

### Gallagher [www.ajginternational.com](http://www.ajginternational.com)

Is active in insurance brokerage and risk management providing insurance solutions for a wide range of different businesses including the life sciences

### george james [www.georgejamesltd.co.uk](http://www.georgejamesltd.co.uk)

Provides European recruitment, global strategic consulting and training services covering the biotechnology, pharmaceuticals, medical devices, diagnostics, instrumentation, scientific software, fine chemicals and chemical technology markets

### Greaves Brewster [www.greavesbrewster.co.uk](http://www.greavesbrewster.co.uk)

Handles the preparation, filing, prosecution and maintenance of patent, trade mark and design applications

### Harwell Campus [www.harwellcampus.com/](http://www.harwellcampus.com/)

A science, innovation, technology and business campus hosting an array of over £1 billion of research infrastructure

### Hayes Parson Insurance Brokers [www.hayesparsons.co.uk](http://www.hayesparsons.co.uk)

Independent insurance brokers for the South West of England

### Hays Specialist Recruitment [www.hays.co.uk](http://www.hays.co.uk)

Specialist recruiters to the life sciences sector

### Helixr [www.helixr.com](http://www.helixr.com)

A business consulting firm offering services to life sciences companies across business restructuring, global tax technologies and ERP programs, including end-to-end project management solutions

### Heyford Park Innovation Centre [www.heyfordpark-ic.co.uk](http://www.heyfordpark-ic.co.uk)

Providing a space to innovate with hassle-free, tailored packages

### Impact IP [impactip.co.uk](http://impactip.co.uk)

Intellectual Property

### Instinctif Partners [www.instinctif.com/uk](http://www.instinctif.com/uk)

Provides communications consultancy services for science based sectors including corporate, healthcare, and marketing communications, as well as financial communications

### Interea International [www.interea.co.uk](http://www.interea.co.uk)

A provider of middle to senior level interim management to UK and international life science and related companies (biotech, pharma, medical device, diagnostic, regenerative medicine etc.)

### IP Asset Partnership, The [www.ipasset.com/](http://www.ipasset.com/)

A specialist practice of patent attorneys that provide specific advice or assistance on all IP related matters

### Jackson Hogg [www.jacksonhogg.com](http://www.jacksonhogg.com)

Recruitment and outsourced staffing, HR consultancy, training provider

### James Cowper Kreston [www.jamescowper.co.uk](http://www.jamescowper.co.uk)

A firm of accountants and business advisors based in Henley, London, Newbury, Oxford, Reading and Southampton

### KISS Communications [www.kisscom.co.uk](http://www.kisscom.co.uk)

A strategy-led agency that integrates advertising, branding, digital and public relations services, and works with companies in industries such as healthcare, science, technology, research and development

### LifeSci Search [lifescisearch.com/](http://lifescisearch.com/)

LifeSci Search transforms leadership teams within the pharmaceutical, biotech and med-tech sector

### Mary Ann Liebert Publishers [www.liebertpub.com/](http://www.liebertpub.com/)

A leading independent publisher known worldwide for its peer-reviewed journals, books, and trade publications

### MediCity Nottingham [www.biocity.co.uk/locations/medicity-nottingham/](http://www.biocity.co.uk/locations/medicity-nottingham/)

Provides a stimulating and supportive business development environment for innovators in consumer healthcare, medical technology, diagnostics and beauty products

### MEPC Milton Park [www.miltonpark.co.uk](http://www.miltonpark.co.uk)

A premium business and science park located near Abingdon. Part of the MEPC group

### Mills & Reeve [www.mills-reeve.com](http://www.mills-reeve.com)

A commercial law firm offering corporate, commercial, property, litigation and private client services to a mix of regional, national and international businesses

### MyData Trust [www.mydata-trust.com](http://www.mydata-trust.com)

Specialized in data protection for the life sciences sector

### North 51 [www.north-51.com](http://www.north-51.com)

Engages in building, managing, and motivating sales teams including contract sales teams, nurse adviser teams, NHS liaison teams and specialist hospital teams

### OEG Laboratories [www.oeglabs.co.uk](http://www.oeglabs.co.uk)

OEG Labs offers a full project-managed lab fit-out solution, from initial design through to custom manufacture and installation to customers in the UK

### Osborne Clarke [www.osborneclarke.com](http://www.osborneclarke.com)

Provides legal services to meet clients' advisory, litigation and transactional needs in an international business environment that is reshaping to meet new digital, economic, environmental and political challenges

### Oxford Bioescalator [www.bioescalator.ox.ac.uk](http://www.bioescalator.ox.ac.uk)

Provides flexible lab space near the centre of Oxford to early stage biomedical science companies

### Oxford Innovation Limited [oxin-centres.co.uk/](http://oxin-centres.co.uk/)

The UK's leading innovation and incubation centre operator. Also provides feasibility and consultancy services and design and financial modelling

### Oxford Science Park [www.oxfordsp.com](http://www.oxfordsp.com)

Designed for science, technology and business occupiers. Maintains links with the University of Oxford and currently contains just over 70 companies

### Oxford Seating Co [www.oxfordseating.co.uk](http://www.oxfordseating.co.uk)

Designs and manufactures seating and related furniture for companies in many different industries

### Oxford Technology Park [www.oxfordtechnologypark.com](http://www.oxfordtechnologypark.com)

New science and technology park in Oxford

### Partners& [www.partnersand.com/](http://www.partnersand.com/)

Provide bespoke insurance solutions for commercial, business and private clients

**Penningtons Manches Cooper**[www.penningtonslaw.com](http://www.penningtonslaw.com)

A law firm providing legal services to ultra high net worth individuals and growing mid-market companies

**PharmaGuide**[www.pharmaguide.co.uk](http://www.pharmaguide.co.uk)

Offers drug discovery courses to a range of clients from professionals with no scientific background, up to PhD level scientists

**PiR**[www.pir-intl.com](http://www.pir-intl.com)

A specialist recruitment company serving the international life sciences industry through executive search, interim management and talent management/mapping

**Precision BioSearch**[www.precisionbiosearch.com](http://www.precisionbiosearch.com)

Precision BioSearch is an executive search partner to the early-stage biotech sector

**ProcEurope**[www.proceurope.com/](http://www.proceurope.com/)

Providing the power of a purchasing consortium to the life sciences sector in Europe through providing negotiable rates and specially selected suppliers

**Release Life Sciences and Diagnostics**[www.releaselifesciences.com](http://www.releaselifesciences.com)

Helps life science and diagnostics companies by providing commercial and marketing management services, interim management, training and development and career development and coaching

**Restore Harrow Green**[www.harrowgreen.com](http://www.harrowgreen.com)

Laboratory relocation/storage and distribution

**Richardsons Chartered Accountants**[www.richardsons-group.co.uk](http://www.richardsons-group.co.uk)

Provides accounting, audit and taxation advice (compliance and planning) to enterprises and individuals, along with payroll and financial services

**Ridgefield Consulting**[www.ridgefieldconsulting.co.uk](http://www.ridgefieldconsulting.co.uk)

An independent firm of Chartered Accountants provides accounting, tax advice and planning to businesses and individuals

**SJB Technical Recruitment**[www.sjbtechnical.co.uk](http://www.sjbtechnical.co.uk)

Specialises in recruiting engineers and scientists to start-ups and SMEs with particular focus on medical engineering, engineering design consultancies, entrepreneurial firms and new technology

**Starleaf**[www.starleaf.com](http://www.starleaf.com)

Video conferencing

**Taylor Wessing**[www.taylorwessing.com/en](http://www.taylorwessing.com/en)

A global law firm providing services across many sectors including the life sciences

**TBAT Innovation**[www.tbat.co.uk](http://www.tbat.co.uk)

An independent consultancy that provides services and advice on grant funding, R&D taxation, and project management

**Thomas White Oxford**[www.oxfordnorth.com](http://www.oxfordnorth.com)

Managing the development of the Oxford North Project

**Unit DX**[www.unitdx.com](http://www.unitdx.com)

A Bristol-based scientific innovation centre, catering for start-ups, SMEs and industrial team providing lab space, equipment, analytical services, expert support and facilitates cooperation between companies

**Utility Team**[www.utilityteam.co.uk](http://www.utilityteam.co.uk)

One of the UK's leading utilities and energy consultants, providing a wide range of value added utility that saves time and money

**VA Beach Bio**[www.vabeachbio.com](http://www.vabeachbio.com)

A business organisation that aims to market the Virginia Beach area as a prime location for life sciences companies moving to the US

**Venner Shipley**[www.vennershipley.co.uk](http://www.vennershipley.co.uk)

A firm of European patent and trade mark attorneys, representing a broad range of clients including major domestic and international corporations, SMEs, universities and individual inventors

**ViridisGroup**[www.viridisgroup.com](http://www.viridisgroup.com)

An executive search firm specialising in the lifescience and healthcare sectors

**We Are Pioneer Group**[wearepioneer.com](http://wearepioneer.com)

Building and operating life science and technology campuses across the UK and beyond

**Wood Centre for Innovation**[www.wcfi.co.uk](http://www.wcfi.co.uk)

Offering a wide range of flexible workspaces for science or technology focused businesses

**Governmental Org****AMR Centre UK**[www.amrcentre.com](http://www.amrcentre.com)

A key part of the UK's response to the global threat from antimicrobial resistance to accelerate the development of new antimicrobial drugs and diagnostics

**Business France**[www.businessfrance.fr/en/home](http://www.businessfrance.fr/en/home)

Supporting the international development of the French economy

**Embassy of Belgium**[www.diplomatie.be](http://www.diplomatie.be)

The London embassy of the Belgian Government. Active in the area of life sciences and collaboration between the UK and Belgium

**Embassy of Switzerland, London - Office of Science, Technology and Higher Education**[www.eda.admin.ch](http://www.eda.admin.ch)

Serving as an interface between the science and technology communities in Switzerland and the UK by providing information and facilitating contacts. Works with government, universities and business to organise bilateral networking, matchmaking events and joint projects

**HR Dept**[www.hrdept.co.uk/newbury](http://www.hrdept.co.uk/newbury)

Provides HR services to support companies with employment contracts, managing disciplinaries or other employment issues

**Innovate UK**[www.innovateuk.org](http://www.innovateuk.org)

Works with people, companies and partner organisations to find and drive the science and technology innovations that will grow the UK economy. Provides invaluable support to the life sciences sector through its grants programmes

**Medicines Discovery Catapult**[www.md.catapult.org.uk](http://www.md.catapult.org.uk)

A national facility for collaborative R&D projects and developing new approaches to the discovery and proof of utility of medicines, diagnostics and biomarkers

**Netherlands Foreign Investment Agency**[www.investinholland.com](http://www.investinholland.com)

The inward investment agency for The Netherlands

**Public Health England**[www.gov.uk/government/organisations/public-health-england](http://www.gov.uk/government/organisations/public-health-england)

Protecting and improving the nation's health, and addressing inequalities by working with national and local government, the NHS, industry and the voluntary and community sector

# OBN Membership

JOIN OVER 400 MEMBER COMPANIES BENEFITING FROM OUR SERVICES

Membership to OBN gives you access to partnering, purchasing, training, advice and advocacy. Learn from your peers and grow your business.

## Membership criteria

OBN Membership is open to:

- UK and international companies
- Investors
- Academic and research institutions
- Independent consultants
- Contract research organisations
- Public bodies
- Government departments
- Associated service providers in the life sciences sector

## Membership Benefits

### Networking - Attend OBN events

- Connect with life sciences companies, their corporate partners and investors
- Expand your company's presentation opportunities
- BioTuesdays – evening meetings with a sector-relevant theme or a Company Showcase format
- BioThursdays – evening social events to meet informally
- Senior Executive Club – Breakfast, Lunches and Dinners: invitation events, high level focus materials

Plus many more..

## Advocacy

- Promoting Members' interests at local, regional and international level
- Attend exclusive events to connect with influencers and key decision makers

## Partnering

- £300 discounted registration at BioTrinity – OBN's flagship event and Europe's leading Biopartnering and Investment Conference. Engage with 1,000+ delegates from 30 countries
- Access conference discounts worth over £1,000 per person
- Request introductions to key personnel

## Purchasing

- Access average savings of 50% off list price through the OBN Purchasing Consortium
- Buy alongside 140+ eligible Member companies
- Process managed by an in-house Procurement Manager

## Training

- Use BioLearn® to access high level training tailored to the needs and requirements of life sciences staff at discounted prices

## Advice

- Find facilities, equipment, expertise within the OBN Membership and in other geographical areas
- Make contacts through our partner organisations
- Canvass opinion and consult on key issues for your company
- Commission OBN Intelligence to address key issues for your organisation



# Grow in the USA at the VABeachBio Accelerator

## Free Virtual Membership for OBN Members



The Virginia Beach Economic Development department is offering OBN members a free 6-month virtual membership at the VABeachBio Accelerator. Ideal for companies needing a US mailing address and/or presence, virtual members will also have access to virtual programming, networking and resources.

Well equipped labs and office space are also available at highly competitive rates.

To apply, please contact: [events@obn.org.uk](mailto:events@obn.org.uk)  
For more information, contact: [cmacdowe@vb.gov.com](mailto:cmacdowe@vb.gov.com)

[www.vabeachbio.com](http://www.vabeachbio.com)

The VABeachBio Accelerator is a 5,700 sq.ft. facility half way down the US East Coast that serves entrepreneurs and startup companies in the biotechnology and life sciences sector.

It is owned by The Virginia Beach Development Authority and managed by Facility Logix, which assists with the daily operation of the space and offers business development programming to tenant companies.



Meet us at



To find out more about OBN Membership benefits visit: [obn.org.uk](http://obn.org.uk) or contact Nicola Westgate, Membership Manager, [nicola.westgate@obn.org.uk](mailto:nicola.westgate@obn.org.uk) or call +44 (0)7795 233 883



# NEXT ISSUE

CONNECT issue 7 will be available Autumn 2022

Please contact the OBN team, [team@obn.org.uk](mailto:team@obn.org.uk) if you would like:

- to contribute to the next CONNECT
- place an advert
- provide feedback

We look forward to hearing from you!



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