



## Detailed Conference Programme

### Day 1: Tuesday 15 April 2008

- 08:00-09:30 Registration and Breakfast
- 08:30 One-to-one Partnering commences
- 08:50 **Welcome**  
Dr Jon Rees, Network Director, **OBN**
- 09:00 Harriet Fear, Team Leader-BioTech and Pharma Team, **UKTI**
- 09:05 **Strategic development of a sustainable medium-sized biopharmaceutical company: Commercialisation of TroVax and ProSavin.**  
Peter Nolan, SVP Commercial Development, **Oxford BioMedica**
- 09:25 **Building a leading European Biotechnology Company**  
David Phillips, SVP, Sales and Marketing, **BioFocus DPI**
- 09:45 Panel Discussion:  
**How to Realise Value in Biotech Partnering & Financing**  
Chair: Charles Macfarlane, Non-Executive Director  
**PharmaVentures Ltd**  
Shaun Grady, Vice President Deal Management, Strategic Planning and Business Development, **AstraZeneca UK**  
Charlie Alexander, Senior Business Development Manager, **Shire Pharmaceuticals**  
Dr Edwin Moses, Chairman & CEO, **Ablynx** (Belgium)  
Dr Kevin J. Scanlon, Founder & CEO, **International Bioscience (US)**
- 10:30 Refreshments, Networking and Exhibition Viewing**
- 11:00 Panel Discussion:  
**Financing Alternatives in a Challenging Economy: IPO, M&A and Other Non-dilutive Financing**  
Introduced by Ted Agne, President, **Communication Strategy Group**  
Chair: Dr Karl Keegan, Managing Director, Life Sciences  
**Canaccord Capital**  
Tim Haines, Partner, Life Sciences, **Abingworth**  
Patrick Baddeley, Corporate Finance Partner, **Manches LLP**  
Michael H Bison, Partner, Life Sciences and Securities & Corporate Finance, **Godwin Proctor LLP** (Boston, USA)  
Michael Wort, MD and Head of Investor Relations, **De Facto Communications**
- Track I**
- 11:45–16:00 Company Showcase (Oxford Suite)**  
Sponsored by Stimutran SME

### **Drug Discovery and Development (Therapeutics)**

- 11:45 A UK Contribution to the success of a NASDAQ-listed US Biotech. Dr Anker Lundemose, President (**OSI**) **Prosidion**
- 12:00 Lunch, Networking and Exhibition Viewing**
- 13:00 Clinical Stage Developments in Oncology  
Dr Elizabeth Roper, Senior Business Development Manager, **Chroma Therapeutics**
- 13:15 Botanical Drugs: A New Pharmaceutical Paradigm  
Dr John Efthimiou, Chief Medical Officer, **Phynova**
- 13:30 OncoVEX – To Phase III and Beyond  
Dr Colin Love, SVP Product Development, **BioVex Ltd**
- 13:45 Celleron Therapeutics: Targeted Cancer Medicines  
Prof. Nick La Thangue, Founding Director, **Celleron Therapeutics**
- 14:00 Polymer coated 'Stealth' viruses for vaccine and therapeutic applications. Dr Kerry Fisher, Research Director, **Hybrid Systems**
- 14:15 Clinical Development of a Novel Class of Oncology Drug  
Chris Martin, CEO, **Spirogen Ltd**
- 14:30 Refreshments, Networking and Exhibition Viewing**
- 15:00 An Integrated Approach to the Development of Novel Antibody Therapeutics in Cancer. Dr Christian Rohlf, CEO, **Oxford Genome Sciences**

### **Drug Delivery (Therapeutics)**

- 15:15 Glide SDITM - The injection of drugs and vaccines in a solid dosage form. Dr Charles Potter, CEO, **Glide Pharma**
- 15:30 CellBeads: Using stem cells in drug delivery - a novel clinical-stage, long-term delivery product. Donald Coppen, Business Development Manager  
**Biocompatibles International Plc**

### **Drug Discovery and Development cont.**

- 15:45 Assessment and delivery of compounds across the blood-brain barrier. Alistair Dixon, Business Development Manager, **Pharmidex Pharmaceutical Services**
- 16:00 Stem Cell Science to control Life Long Tissue Renewal  
Mark Bryant, Business Development Manager, **Epistem**
- 16:00 (Oxford Suite)  
Key Notes on the Growth and Development of the Sector  
OBN BioCluster Report - A Review of Key Findings and Launch  
Kurt Laskow-Pooley MBA, Cluster Analyst and Business Development Manager, **OBN**
- 16:30-19:00 OBN Cluster Report 2008 Launch and Reception**  
Sponsored by UKTI

## Track II

### 13:00–15:45: **Technology Showcase** (*Spires Suite*)

- 13:00 Magic Tag Immobilisation Technology for chemical genomics approaches to therapeutic switching. Suzanne Dilly, COO, **a2sp Ltd**
- 13:15 Pan-IDD - a single platform for infectious disease testing  
Bill Mullen, CEO, **Momentum Bioscience**
- 13:30 **Organox** Potential spin-out - Isis Innovation, University of Oxford
- 13:45 **Oxford Neotest** Potential spin-out  
Isis Innovation, University of Oxford
- 14:00 **Oxford Medistress** Potential spin-out  
Isis Innovation, University of Oxford
- 14:15 Imaging agents for the central nervous system Licensing Opportunity 2468 -  
**Isis Innovation**, University of Oxford
- 14:30 Refreshments, Networking and Exhibition Viewing**
- 15:00 Meningitis B vaccine Licensing Opportunity 1538  
**Isis Innovation**, University of Oxford
- 15:15 Prognostic test for breast cancer Licensing Opportunity 3203  
**Isis Innovation**, University of Oxford

# Workshops

**Tuesday, 15 April**

**11:00–12:00**

## **Exploring Sources of Business Intelligence for Biotech Deal Making**

Host: Rob Swan, Territory Account Manager, **Thomson Scientific**

Vision and luck aren't enough to guarantee a healthy business. Successful companies grow because they've given themselves an advantage — the market knowledge and strategic intelligence on which to make fast, clever decisions.

In-depth competitive intelligence, drawn from 12 million basic inventions and 23 million patents and with detailed pipeline, financial and marketing profiles of more than 7,500 companies is Thomson Scientific.

Join us to discover how, when and why in our BioTrinity 2008 workshop.

**11:00–12:00**

## **Navigating the Funding Landscape**

Host: Dr Cheryl Scott, Programme Manager, **Finance South East**

Identifying appropriate sources of funding to help grow your business is not easy. Especially if you are a Bio-or Health Technology business. You may have longer timescales to product launch, regulatory hurdles to overcome and a requirement for larger amounts of finance at an earlier stage of company development. This workshop provides an overview of the different types of funding (grants/debt/equity) available to Bio- and health technology companies within the South East region, and then goes on to explain their positioning/relevance within the financial design and funding strategy for a growing business in this sector.

**12:00-13:00**

**Lunch, Networking and Exhibition Viewing**

**13:00-14:00**

## **Preparing for Investment**

Hosts: Patrick Baddeley - Corporate Finance Partner, Catherine Rohll - Solicitor and William Downing - Solicitor, **Manches LLP**

This workshop will consider the situation of an early stage biotechnology company which has received an offer of investment (or partnering deal) from a pharmaceutical company subject to due diligence. We will take participants through a fictional case study that will identify a number of problem areas that are commonly encountered during due diligence and suggest strategies for dealing with them. Areas covered will include: share structures, employment problems, IP and commercial issues.

**13:00-14:00**

**Physical form, polymorphism and salt selection: a regulatory need, an IP and drug delivery opportunity**

Host: Graham Buckton, Pharmaterials Ltd

In order to get an active pharmaceutical ingredient into clinical trials it is necessary to carry out preformulation and formulation studies. This workshop aims to address the following:

- What physico-chemical information is needed in order to develop an API into a drug product?
- Polymorphism and salts – why are these important and what opportunities do they present?
- How and when to test for polymorphs and how to understand amorphous forms
- What data are vital to generate for a company looking to license a compound to big pharma
- What will the regulator (FDA/EMA) want to see?

**14:15-15:15**

**When It Hits The Fan, Can I Be Held Personally Responsible?**

Host: Andrew Tamworth, Business Development Director,  
**Giles Insurance Brokers Ltd**

Part 1: Patrick Baddeley Corporate Finance Partner, Manches LLP

Topics to be covered will include:

- An overview of the personal responsibility of company directors and officers
- Corporate Manslaughter
- An overview of the changes imposed by the Companies Act
- Shareholder Derivative Actions: the latest US import?

Part 2: Andrew Tamworth

The session will explain the fundamentals of Directors & Officers Liability insurance, including:

- Who will a policy protect?
- In what scenarios will a policy provide protection?
- Typical policy exclusions
- Key issues in getting the cover right
- Protection for key events and fundraising, IPO, M&A, etc

**14:15-15:15**

**Do's and Don'ts of Licensing to Big Pharma**

Host: Dr Tim Sparey, Associate Director, Scientific Liaison, **Merck Sharp & Dohme**

Licensing to big Pharma has increased dramatically in recent years. Competition to attract big Pharma has also increased. This presentation will inform of what companies are looking for in a licensing partner and also give an overview of what Merck Sharp & Dohme is looking to license in.

## Day 2: Wednesday 16 April 2008

- 08:00-09:30 Registration and Breakfast.
- 08.30 One-to-one Partnering commences
- 08.50 **Welcome and Announcement of Winner of OBN Preferred Lab Supplier Tender**  
Dr. Jon Rees, Network Director, **OBN**  
Chris Locke, Purchasing Manager, **OBN**
- 09.00 VC Panel Discussion  
**Creating Opportunities to Exit a Biotech Business Earlier**  
Chair: David Mott, Investment Director, **Oxford Capital Partners**  
Panelists:  
Zina Affas, Principal (Life Sciences), **Atlas Venture**  
Graziano Seghezzi, Partner (Life Sciences), **Sofinnova Partners**  
Dr Richard Seabrook, Head of Business Development, Technology Transfer, **Wellcome Trust**  
Dr Jeffrey B. Moore, Vice President, **MP Healthcare Venture Management**
- 09.45 **Key Note: Sponsored by Stimutran SME**  
**The Deal Making Dance – Licensing, Partnering and Strategic Alliances**  
Dr Lubor Gaal, Director, Licensing Europe, External Science Technology & Licensing, **Bristol-Myers Squibb**
- 10.00 **Key Developments: Reaching Critical Mass**  
**The Next Wave of Affordable Grow-On Space for Biotech Companies in the Oxford BioCluster**  
Sponsored by MEPC  
James Dipple, Managing Director, Milton Park **MEPC**

### Track I

- 10:10–12:00: Company Showcase (Oxford Suite)**  
Sponsored by Stimutran SME

### Drug Discovery and Development

- 10.15 Evotec: the partner of choice  
Mark Ashton, EVP Business Development, **Evotec**
- 10:30 Refreshments, Networking and Exhibition Viewing**
- 11.00 Zebrafish models in drug discovery  
Dr Steven Lee, CEO, **Summit Plc**
- 11:15 Capsant; Developing high throughput human tissue testing  
Prof Lars Sundstrom, Director, CSO, **Capsant Neurotechnologies**

- 11:30 Novel drug discovery platform yields new drugs for chronic inflammatory disorders such as Crohn's disease  
Dr Thomas Schall, CEO, **ChemoCentryx**
- 11.45 Engineering and developing novel drugs controlling cell secretion. Phil Boyd, CFO, **Syntaxin**
- 12:00 Lunch, Networking and Exhibition Viewing**  
Sponsored by Stimutran SME
- 13.00 Panel Discussion  
**European GMP Biomanufacturing: Is Bigger More Beautiful?**  
Chair: Dr Susan Dana Jones, Vice President and Senior Consultant, **BioProcess Technology Consultants Inc (USA)**  
Panelists:  
Dr Crawford Brown, CEO, **Eden BioDesign**  
Rob Sprenkels, Director of Quality Affairs, **SynCo BioPartners**  
David Thatcher, Non-Executive Director, **Cobra BioManufacturing**  
Dr Mark Carver, Chief Scientific Officer, **Avecia**
- 14:00-16:00:** (Track I continues...)
- Company Showcase, Drug Discovery and Developments**  
Sponsored by Stimutran SME
- Clinical Stage Developments - Inflammatory Disease**
- 14.00 New Approaches to Pain  
Dr Eliot Forster, CEO, **Solace Pharma**
- 14.15 Desensitisation to Autoimmune Diseases  
Simon McEwen, CEO, **Epidyme**
- 14.30 New medicines to treat inflammatory disease by modifying gene function  
Dr Simon Kerry, CEO, **Karus Therapeutics**
- Diagnostics and Medical Technology**
- 14.45 Improving The Quality of Care at the Point of Care with Personalised Treatment. Mark Tucker, CEO, **G-Nostics**
- 15.00 Is the eye a window to your health?  
Dr Graeme Clark, Director, **Lein Applied Diagnostics**
- 15.15 Tissue Regenerative Devices: A New Spin on Silk  
Dr Nick Skaer, CEO, **Oxford BioMaterials**
- 15.30 The Preservation of Skin Integrity  
George Sampson, CEO, **APA Parafricta**
- 15.45 Immunotargeting – Pioneering the Possibilities  
Alistair Hurst, CEO, **Biotech-IgG**
- 16:00-17:00 Conference Close Drinks**, Sponsored by Merck Sharp & Dohme

## Track II

### 09.55–12:00: **Technology Showcase** (*Spires Suite*)

10.00 ARID - Automatic retinal image distancing for diabetic retinopathy Licensing Opportunity 2158 - **Isis Innovation**, University of Oxford

10.15 Molecular shape recognition software Licensing Opportunity 2932  
**Isis Innovation**, University of Oxford

### 10:30 **Refreshments, Networking and Exhibition Viewing**

11.0 FMRIB software library Licensing Opportunity 3497  
**Isis Innovation**, University of Oxford

11.15 Swarm intelligence software Licensing Opportunity 2536  
**Isis Innovation**, University of Oxford

11.30 OPRA Software – Optimising Resource Allocation in Pharmaceutical Research Licensing Opportunity 3284. **Isis Innovation**, University of Oxford

11:45 Domainex – two steps forward. Dr Eddy Littler, **Domainex Ltd**

### 12:00 **Lunch, Networking and Exhibition Viewing**

## Track III

### 13:00-15:00 **Bio-IT Showcase** (*Spires Suite*)

13:00 Systems Biology for Cancer Drug Development  
Dr Adam Hardy, Business Development and Research, **Physiomics Plc**

13:15 Equinox Pharma Computationally-driven drug discovery  
Anthony Baxter, Non-executive Chairman, **Equinox Pharma**

13:30 IT & IP for Biotechs - The challenges and solutions  
Simon Coles, CTO & Co-founder, **Amphora Research Systems**

13:45 Searching and analyzing biological data and patented sequences  
Dr Colin Williams, Product Manager, **Thomson Scientific**

14:00 Adaptive Clinical Trials - Better Efficiency without Impairing Integrity  
Jon Tilbury, Director, **Tessella Support Services plc**

14:15 Next Generation Sequencing: Information Technology Challenges  
Marcel de Leeuw, Director of Bioinformatics, **Cogenics**

14:30 Semantic Based Information Retrieval in Life Sciences: Visual and Associative Decision Support from Basic Research to Clinics  
Dr Thomas Meyer, Sales Manager Life Sciences, **Semgene GmbH**

14:45 Cost-effective hit-finding: virtual screening with molecular fields  
Dr Sally Rose, Director-Business Development,  
**Cresset BioMolecular Discovery Ltd**

15:00 Are you making the most of your scientific information?  
Dr Stephen Gallagher, CEO, **Dotmatics**

16:00-17:00 **Conference Close Drinks Reception – Ground Floor**,  
Sponsored by Merck Sharp & Dohme

# Workshops

**Wednesday, 16 April**

**9.30 – 10.30**

**Bioscience Patents: When to file and Options in the first year**

Host: Dr Philip Webber, European Patent Attorney, **Frank B. Dehn & Co.**

The workshop will consider issues such as what can be patented in the bioscience field, what determines when to file your patent application, how broad to claim your invention and what options are available to you in the priority year.

The workshop will be presented by Dr. Philip Webber, a partner in the Life Sciences Group of Frank B. Dehn & Co. Dr. Webber is a member of the Biotechnology Committee of the Chartered Institute of Patent Attorneys (CIPA). He is a frequent speaker at conferences on the patenting of biotech inventions, as well as publishing a number of papers in this area.

**10:30 -11:00 Refreshments, Networking and Exhibition Viewing**

**11.00 – 12.00**

**Valuable Tax Breaks for Bioscience Companies and their Investors**

Hosts: Sam Vanags - Tax Partner and Mike Shearan, Senior Tax Manager,  
**Grant Thornton UK LLP**

The UK tax system can reduce the net proceeds due to bioscience companies and their investors, but there are a number of important tax reliefs which can radically improve the situation.

Sam Vanags and Mike Shearan from Grant Thornton provide an "insider's guide" to these constantly evolving tax breaks, including:

- Optimising R&D tax credits
- Tax reliefs for investors (EIS and VCTs), including complete CGT exemption
- The new "Entrepreneurs' Relief"
- Share schemes' added value for companies

**11.00 – 12.00**

**Achieving Optimal Oral Drug Delivery in Clinical Development**

Host: Dr. Andrew Rankin, **Pharmaceutical Profiles**

Poor oral absorption? Formulation issues? Need a modified release formulation? Addressing these issues in early development is commonly a matter of trial and error if you are relying on in vitro and preclinical animal data to guide your formulation development. We discuss common bioavailability issues and the approaches that we can use in clinical studies to address them in the most efficient way possible.

**12:00-13:00 Lunch, Networking and Exhibition Viewing**  
Sponsored by Stimutran SME

**13.00 – 14.00**

**How Biotechs Can Maximise R & D Tax Credit Claims**

Host: Simon McKeown, Consultant, **RDP Associates**

Topics to be covered include:

- What are the benefits of making an R&D claim?
- Identifying eligible R&D projects & qualifying expenditures?
- How to maximise your claim
- Examples of successful claims
- Topics to be covered include: • What are the benefits of making an R&D claim?
- Identifying eligible R&D projects & qualifying expenditures?
- How to maximise your claim
- Examples of successful claims
- Filing process and dealing with HMRC
- Common errors
- Where can you get help?

**Who should attend?**

The seminar is aimed at the Finance Director and CEO of any company that has a defined R&D spend or is making an investment in expanding the knowledge base of the company. Founders and Investors in SME's may also find the seminar useful for incorporating R&D Tax Credits into the financing strategy of a company. Any £1 returned is a £1 you do not have to raise from other sources. RDP, has been assisting a wide variety of companies obtain government assistance for over 25 years. RDP has been practicing exclusively in this area since 1987 and Brian Cookson RDP president has lectured and written extensively on a wide variety of subjects pertaining to R&D tax credits and relief, and has presented seminars to industry groups and tax conferences. RDP employs Chartered Accountants as well as Senior Technical Associates in their high-tech services group and currently process over 200 claims per year. Many legislative mechanisms exist, offering financial help to companies. However, the understanding and compiling of R&D tax claim may be labour intensive and may take several months.

**13.00 – 14.00**

**Accessing Global Market Opportunities: Emerging Markets**

Host: Dr David Parry, Chief Executive, **South East Health Technologies Alliance**

The emerging healthcare markets of India and United Arab Emirates (UAE) are growing at a phenomenal rate. The UK is now India's 4<sup>th</sup> largest trading partner, and needs to maintain its competitive position in this ever-changing market. Coupled with extensive infrastructure expansion, the UAE will be screening the entire population for early diagnosis of health-related illnesses.

Come and find out more about accessing these opportunities from experts in the field at this SEHTA event!

## 14.15 – 15.15

### **New Gateway to European Innovation Technology and Funding**

Host: Richard Hall, Stimutran SME, Managing Director, EISC Ltd

An exciting new EU initiative has been launched to provide companies in the South-East with expanded access to European markets, technology and funding opportunities.

The Enterprise Europe Network in the South East offers the companies in the SE:

- One-to-one assistance on breaking into new European markets
- Access to the latest technological innovations from across Europe
- Access to the latest information on funding opportunities available through the EU's key source of research grants: Framework Programme 7 (FP7)
- Find out about public procurement opportunities and how to bid for them

Enterprise Europe South East brings together the services of Business Support Kent, London Technology Network and the European Information Service Centre Ltd and is funded by the European Union, supported by South East England Development Agency (SEEDA) and Business Link South East. Come and hear how your business could benefit from the many FREE services offered.

## 14.15 – 16.15

### **Capture, Organise, analyse and Share Chemical and Biological Data More Effectively**

Host: Dr. Rob Scoffin, VP European Operations, **CambridgeSoft**

The main objective of this workshop is to provide a general overview of the ChemBioOffice Ultra Desktop suite. CambridgeSoft solutions allow scientists to efficiently keep track of their work, gain a deeper understanding of their data, correlate biological activity with chemical structures, and to produce scientific reports more professionally and efficiently than ever before.

In this workshop in addition to the desktop tools, we will also demonstrate, using real scientists' workflows, CambridgeSoft's Electronic Lab Notebook, Chemical Registration, Inventory management and Biological data analysis systems. We will also show the latest innovations on drawing tools including the new biology sketching functionalities in ChemBioDraw.