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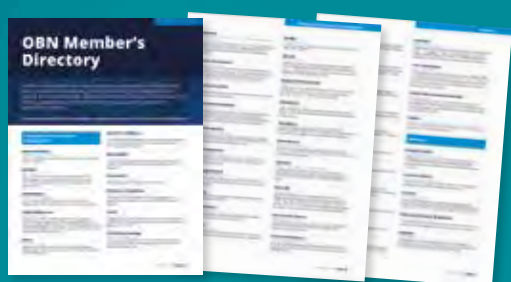
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Welcome to CONNECT

My name is John Harris, the CEO of OBN and I'd like to personally welcome each of you to this inaugural edition of CONNECT, our new, bi-annual magazine.

OBN communicates with its Members, Supporters, Sponsors, and the wider life sciences community by a variety of mechanisms including our monthly newsletters, direct emails, Twitter, web, LinkedIn, and of course our 40+ annual networking events and major conferences (BioTrinity®, BioForward®, BioSeed®, and the OBN Awards®).

However, we felt our friends would benefit from a more substantive written vehicle, hence **CONNECT** was born! Going forwards, we aim to include high quality news items from within the industry in areas such as regulation, recruitment, finance and big pharma with the intention of always generating an informative, interesting, and stimulating read.

We very much welcome feedback and indeed suggested items for inclusion, so do let us know your thoughts as **CONNECT** inevitably evolves and grows over the coming editions.

It's an exciting time for OBN as our Membership further expands, and we will continue to innovate and remain at the forefront of our industry's development.

We are all fortunate to work in a sector that brings genuine benefit to patients and society as a whole and continuing to reach out to bring inspired people together will ensure our sector operates at the cutting edge of innovation, achievement, and value generation.

WELCOME TO CONNECT!

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CONNECT is OBN'S Membership Magazine produced twice a year. It is designed and printed by Incorporate Design. The main purpose of CONNECT is to provide updates on current sector issues and a listing of OBN Members and supporters. Our readers are from companies and organisations who operate within the life sciences industry in sectors such as Therapeutic Discovery and Development, Medtech, CXO/Consultancy, Academia, R&D Support and Supply, Investment, Charity and Government. The Members Directory was up-to-date at the time when this magazine was collated and will always be subject to change. Any opinions expressed by those quoted in this magazine are their own and do not necessarily represent or reflect those of OBN (UK) Ltd. No part of this publication may be reproduced or used in any form of advertising or promotion without permission of OBN (UK) Ltd.

OBN NETWORK NEWS

Here at OBN, Autumn is the Awards season where we gather together the industry's finest at our annual awards event to celebrate outstanding achievement across the life sciences industry. Before we recognise the new winners from 2019 we thought we'd revisit some of our winners over the last year or so.

IGEM

IGEM won the Best Start-up Biotech Award in 2018 recognised for their impressively fast progress in the intensely competitive oncology arena.

IGEM is a UK Immuno-Oncology company developing novel IgE antibodies to treat cancer. Unlike IgG, IgE has evolved to kill tissue-dwelling multicellular parasites endowing it with several key features that make it ideal for the treatment of solid tumours. IgE antibodies bind to their cognate receptors around 10,000 times tighter than IgG's and this makes them an anticipatory receptor ideal for allowing macrophages, monocytes, basophils, mast cells and other immune effector cells to seek and destroy cancer cells.

Pre-clinical in vivo Proof of Concept has been obtained with two different IgE antibodies

showing significantly greater efficacy versus IgG comparators in a variety of rodent cancer models. IGEM's pipeline comprises of IgE antibodies against folate receptor alpha, HER2 and CSPG-4. IGEM has an exclusive option to in-license IGEM-F, an anti-folate receptor alpha IgE currently in a phase I trial in ovarian cancer patients. This trial is being conducted by Cancer Research UK who co-own the asset with King's College London. This is the world's first IgE antibody to enter the clinic.

On the financing front, the company has raised £5M in a Series A financing and secured a further £2.3M in net grant financing.



IGEM
Therapeutics

For further information please contact: Tim Wilson CEO tim@igemtherapeutics.com • www.igemtherapeutics.com

DNAe

DNAe was awarded Best Diagnostic Medtech Company Award in 2018 for demonstrating functionality for all key modules of the system including end-to-end runs from whole blood samples through detection of resistant bacteria.



DNAe's vision is to bring rapid DNA sequencing into routine healthcare to address urgent patient needs, save lives, and revolutionise healthcare in sepsis and beyond. Due to antibiotics' overuse, human and hospital costs of treating conditions like sepsis are increasing across the globe and antimicrobial resistance is rising.

To address this, DNAe is developing a novel, rapid, user-friendly, direct-from-sample diagnostic sequencing platform^{1,2}, based on its semiconductor sequencing technology. It is being developed for use in hospitals, much closer to the 'frontline-of-care' than sequencing is used today, for a range of urgent clinical applications.

Since their award last year DNAe have continued to make great technological leaps while adhering to aggressive timelines in the process of integration.

Professor Toumazou, DNAe's Founder and Executive Chairman, and Regius Professor of Engineering at Imperial College London commented, "This will help to address the increase in antimicrobial resistance by fundamentally changing the way antibiotics are prescribed."

DNAe is developing additional products for its infectious disease pipeline, as well as for liquid biopsy/sequencing-based cancer testing on the platform.

1. For Research Use only. Not for use in Diagnostic Procedures.
2. The project is funded in part by the Biomedical Advanced Research and Development Authority (BARDA) a division of the ASPR, HHS, in a contract worth up to \$51.9m.

For further information please contact: DNAe, contact@dnae.com • www.dnae.com

CRiL



Winners of the 2018 BioTrinity Perfect Pitch Competition – for their innovative respiratory selfcare monitor

Over 400 million people globally have chronic cardiorespiratory conditions (asthma, COPD and CHF), and although there are methods to diagnose and monitor these conditions, the equipment is crude, expensive, sizeable and requires specialists to calibrate, operate and interpret.

CRiL has developed a world first hand held device that is simple to use and, thanks to their intelligent software service, easy to interpret. With more data being collected from every breath, CRiL is delivering new insights into many conditions. For the first time specialist and non-specialist teams have critical and actionable patient information at the point of care.

Through bringing new insights to cardiorespiratory medicine and empowering professionals and patients, CRiL is redefining how care is delivered, bringing improved outcomes whilst reducing costs, a challenge healthcare globally is trying to address.

2020 will see the international launch of CRiL's first commercial offering to the Pharma sector, their products and services are helping companies address the key challenges of cardiorespiratory drug trials:

- Identification – accurate initial diagnosis
- Longitudinal data collection – remote and automated data collection for home monitoring
- Compliance monitoring – automated detection of drug administration
- Drug effect – recording of drug responses/impact, including side effects
- 48 hour early warning of exacerbations
- Their clinical service products will soon follow this launch enabling the delivery of safer and superior care for less.

For further information please contact: James Whitticase, CEO james.whitticase@criltd.co.uk • www.criltd.co.uk

INSIGHT INTO REGULATION

"The regulatory considerations for any product should be a principle consideration in all pharmaceutical development plans"



Diamond Pharma Services provide the answers to the questions which are frequently asked in the life sciences industry and some useful Top Tips!

How important is it that R&D companies keep informed on all regulations associated with the development of their product from early stage, to clinical trial and post-marketing?

By considering the regulatory landscape, a company can position their product towards an optimal development path, de-risk clinical programmes, take appropriate incentives (Orphan designation, SME status etc.) and

take advantage of a number of accelerated routes to market. Constant consideration of the regulatory aspects can save time and money and reduce the chance of costly missteps as their development programmes are advanced.



Are there any regulatory changes of which R&D companies should be particularly aware?

The regulatory landscape is always evolving, and engagement with authorities throughout development is essential to ensure that a programme continues to meet regulatory expectations. Of note, the new Medical Devices Regulation is a significant update for the registration and development of devices. The new Clinical Trials Directive will come into force soon (its implementation has been delayed by technical and workload issues at the EMA) which will update procedures for the approval and conduct of clinical trials in the EU, bringing a centralised aspect to what is currently a national procedure.

The new Clinical Trials Directive will come into force soon.

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Consultancies like Diamond are usually flexible and offer precisely the level of support required, whether that be 'ad hoc' advice or the preparation of a dossier
.....

What do UK based companies need to be mindful of in the run up to Brexit in October?

The EMA and European Commission have been working on the assumption of a 'Hard' Brexit since the result of the referendum, and telling all market authorisation holders to prepare for the UK to become a third country. While the considerations are far too numerous and varied to sum up here, it is important for companies to look at their portfolio at all

stages in the lifecycle to ensure that action is taken to ensure compliance. Authorities have been providing updates over the last two years, and consultancies such as Diamond can help to carry out gap analyses and implement Brexit plans as needed.



Overcoming gaps in team knowledge can be an invaluable service from consultancies.

Why is it so important to use a consultancy like Diamond Pharma Services?

Consultancies like Diamond are usually flexible and offer precisely the level of support required, whether that be advice or the preparation of a dossier, all the way to fully outsourced service provision where we act like an integrated part of the client's team.

Working with consultancies allows companies to overcome gaps in their own

knowledge, especially where teams are small. Consultancies can also have specific and unique experience in new and emerging fields. For instance, Diamond have a leading position in helping companies developing cell and gene therapies. Drawing on the wealth of such experience can give companies a competitive advantage.

Top Tips from Diamond Pharma Services:

- The most successful companies are not afraid to plan ahead, take advice and build a solid development plan, testing those plans as more data is generated.
- Engage with the regulators early and regularly. Take advice prior to clinical trial applications to de-risk clinical development and gain insights into the future needs of the programme.
- It is a myth that talking to regulators early will lead to the company being asked to do more than might otherwise be expected. Companies should justify an approach and engage in discussion – sometimes the regulators have seen analogous situations and suggest approaches that will accelerate development.
- We often find ourselves saying “start with the end in mind”, then work the programme backwards to ensure that all elements are considered and a sound road map towards success.
- A well-considered regulatory strategy will add value to your programme in the eyes of potential licence partners.



DIAMOND PHARMA SERVICES

REGULATORY

- Strategy
- Development & post-marketing support
- CTA/MAA support
- Orphans/Scientific advice/PIPs
- PRIME/PIM/EAMS
- eCTD services
- PIL testing

PHARMACOVIGILANCE

- PV database management
- Case processing
- EU QPPV services
- PSUR/DSUR writing
- Signal detection

COMPLIANCE

- QP services
- GxP auditing
- Effective QMS
- GMP/GCP compliance





BIG PHARMA SPOTLIGHT

After the landmark research collaboration between the world's leading diabetes therapeutics company, Novo Nordisk and the University of Oxford, we meet Bill Haynes, Site Head of the NNRCO to find out more.

In January 2017, Novo Nordisk and the University of Oxford announced a research collaboration focused on type 2 diabetes. As part of the collaboration, Novo Nordisk has invested in a new Research Centre within the University of Oxford.

The goal is to collaborate to innovate and spearhead the translation of data, knowledge and new innovative technologies towards new therapeutic opportunities for the treatment of type 2 diabetes and the serious chronic complications associated with the disease.

Rebecca Wilkes from OBN went along to meet with Bill Haynes, Site Head & VP of Novo Nordisk Research Centre to find out more.

Why did Novo Nordisk choose Oxford in the UK as a location for the Research Centre?

Novo Nordisk wanted to find somewhere outside Denmark in order to drive more innovation in biology and discover novel therapeutic targets. They recognised that perhaps they would be able to make different discoveries with a more diverse talent pool in a new location.

There is a wealth of scientific expertise and talent in the Golden Triangle of the UK, resulting in a concentration of excellence which you don't find in many places. Novo also has a long history of links with the University of Oxford, which made the decision easier. In addition, the University of Oxford is recognised as being particularly strong in the disease areas in which Novo are interested in. The breadth and depth of biotechnology companies in the UK was also an attraction.

Are there any clinical benefits of being based on this site? Is the positioning of a hospital near the site important?

The whole spectrum of what happens at the University of Oxford and its associated institutions and hospitals, is an attraction to us. These areas include molecular biology, genetics, chemistry and statistics, through to clinical trials. One clinical resource of great interest is the UK Biobank (a collection of human data from half a million British volunteers), which is headquartered in Oxford. Though investigators worldwide can apply for access to the data, being co-located with the main investigators will help to build productive collaborations that could lead to new

discoveries in cardiometabolic disease.

Our location on the University medical campus also enables the free flow of ideas, with easy face to face interactions with some of the best scientists in the world, especially in cardiometabolic disease, big data, genetics, immunology and cell biology.

Are there benefits to being in Oxford for recruitment?

Yes. We have many highly talented applicants for almost all of the positions we advertise. This is particularly helpful for recruiting in competitive areas like genetics, big data and artificial intelligence. Our applicants come from the University of Oxford but also from other UK universities as well, and over half are from other countries. The robust academic/biotech employment market in the area also helps attract people who may be thinking of longer-term career opportunities or jobs for spouses.

What is the focus of the work now?

In terms of disease focus, we plan to cover the whole of the cardiometabolic disease space, but our early focus has been type 2 diabetes, obesity and NASH. In regard to the type of research we do, the focus is to build a human-centric biological expertise and couple that with big data approaches. By doing drug discovery with a human-centric approach we can be more confident of success in clinical trials. Many companies have been moving in this direction as they recognise that preclinical models are not predictive of successful application in humans.

For example, we have established a new human genetics department and we have just hired a very accomplished geneticist, Dr Joanna Howson from the University of Cambridge. She will build a group to do statistical genetics to identify targets with robust human validation across all the disease areas we are interested in. We are also expanding our existing computational biology department which applies bioinformatic and machine learning approaches to huge data

sets such as the UK Biobank. These dry biology groups complement our genomics and disease biology teams who are using transcriptomics, proteomics, cell state imaging, single cell sequencing coupled with phenotypic screens.

What are your goals for improving patient outcomes through your work at the Research Centre?

We want to discover targets and then develop drugs which are game changing for patients. For example, we don't want something that just lowers blood glucose, but instead a therapy that may prevent the need for insulin, or drugs that will both treat diabetes and prevent kidney or heart disease.

What are the plans? Where do you see the Centre in five years?

Currently we have about 35 staff and the aspiration is that we will grow to somewhere between 80 and 100 depending on skill mix. We will certainly want to recruit expertise in cardiometabolic disease, so we will be looking for scientists who understand atherosclerosis, kidney, liver disease as well as diabetes. We will also expand in terms of technological expertise, such as in genetics, computational biology, gene editing and high content imaging.

Our location on the University medical campus also enables the free flow of ideas, with easy face to face interactions with some of the best scientists in the world

In 5 years' time I would also like to expand the deep links we already have with the University of Oxford, such as by having our own PhD students based at the centre.

What is your background?

I trained as a physician in the UK, and then after my postgraduate training I did research in vascular biology at the University of Edinburgh, and then got funding to go to the States. I spent almost 20 years at the University of Iowa, ultimately as a professor in the divisions of endocrinology and cardiovascular disease. I focused on translational research, looking at why metabolic disease leads to cardiovascular complications, with work on leptin, GLP1 and other hormones. In 2013 I went to the Novartis Institute for Biomedical Research in Cambridge, Massachusetts, working in translational medicine focused on obesity, diabetes, dyslipidemia and liver disease. In 2015, I moved to AstraZeneca heading metabolism early discovery research at their campus in Gothenburg, Sweden before joining Novo Nordisk in late 2018. I was particularly excited by the opportunity to set the strategy and drive the success of a new Research Centre focused on target discovery.

Did you need to relocate here for this project? If so, how are you finding it?

Yes, I needed to relocate from Sweden. It wasn't too difficult for me because I grew up in the UK, but when you have been out of a country for more than 20 years there is still some adaptation to make. Fortunately, there is a lot of rented accommodation in Oxford and we found somewhere nice within easy walking distance of the Research Centre. Getting visas for family members was the hardest thing, but fortunately this is something Novo Nordisk help with.

Did your team need to relocate? If so, how are they finding the relocation?

A lot of our people have relocated from other countries (we currently have 16 nationalities). We have supported relocating in terms of cost and legal support. The location in Oxford being convenient for both London and Heathrow is a big advantage, as is the language. I think relocation may get more complicated with Brexit coming up, for instance our EU staff don't currently need visas. My biggest concern is making sure we can readily and rapidly get visas for any highly talented recruits who come from outside the UK.





LARS-OLE GERLACH
Director
Global Drug Discovery, R&D
Novo Nordisk Denmark

Research & Development at Novo Nordisk

Joining Novo Nordisk R&D

From molecule to market, our focus is always on the patient when developing best-in-class treatments. Long-term thinking drives all our activities and we continuously demonstrate our commitment to environmental and social responsibility. This sets us apart from other pharmaceutical companies.

Millions rely on us

At Novo Nordisk Research & Development, we focus on what we do best: developing life-saving treatments. More than 90 years of experience of working with innovative biological medicines and understanding patients' lives has given us the core competences and scientific expertise to concentrate on selected therapy areas where we know we can make a real difference.

Expertise with ambition

Our ambitious teams strive to perfect existing drugs, devices and processes and work toward developing the next generation of care. As a growing organisation, we offer unique possibilities for personal and professional development, as well as a chance to work alongside the best in the field.

Working here, you'll be part of a team of the best and brightest in your field, where scientific integrity is standard and shared responsibility taken for granted.

Our growth is your opportunity

Our growth ensures your development opportunities, and your results foster our continued success. It is our ambition to continuously deliver best-in-class life-saving treatments. Therefore, we invite you to bring your own personal ambition and passion to every project.

You can join the R&D team at Novo Nordisk in many ways, depending on where you currently are in your career. Once onboard, you can follow one of three career paths that matches your professional ambition: line management, project management or specialist.

You can learn more about Novo Nordisk R&D careers here:

www.novonordisk.com/rd-careers

About Novo Nordisk

Novo Nordisk is a dedicated healthcare company and a world leader in diabetes care. In addition to diabetes, Novo Nordisk also holds a leading position within areas such as haemostasis management, growth hormone therapy and hormone replacement therapy and is in search of new treatments in areas such as cardiovascular diseases and liver diseases. Novo Nordisk has its headquarters in Denmark and employs more than 42,000 employees in 80 countries while marketing its products in more than 170 countries. Novo Nordisk manufactures and markets pharmaceutical products and services that make a significant difference to patients, the medical profession and society. The company has pioneered diabetes research and treatment development for over 90 years, establishing long-term experience and expertise in the science of protein-based therapeutics.



R&D TAX CREDITS



*What about the cap on R&D Tax Credits?
Here's all you need to know...*

Mike Shearan, Senior Manager, James Cowper Kreston and a Member of the OBN Investment & Tax Special Interest Group (ITSIG)* provides expert insight into changes in tax credits.

The cash given out by HMRC through R&D tax credits has been an invaluable lifeline for many technology-based companies over the last few years. Potentially, this is set to change with the introduction from 1 April 2020 of a cap on the amount that will be refunded in any year. The cap (calculated as three times a company's total NIC and PAYE for that year) will affect loss-making companies who surrender their tax losses for a cash refund.



HMRC has introduced this measure because of various fraudulent or abusive attempts to claim R&D tax credits.

Companies who may be affected

There are in fact two types of R&D relief, the one which SME companies can claim and the R&D Expenditure Credit 'RDEC' for larger companies or those which don't otherwise qualify for the SME type. And of the SME category, it is only loss-making companies which can claim the well-known repayable tax credit

(profitable companies simply benefit from a lower tax charge).

For companies where there are substantial UK employees with most R&D conducted in house, there will be probably no overall effect. Most likely to be affected are those with low headcount and who outsource the R&D such as:

- **Smaller family-owned businesses where the R&D element is subcontracted and the majority of payments to the owners are through dividends rather than salaries**
- **University spin outs, which, in their early stages, often subcontract work back to the University**
- **Early stage drug-development companies, which often subcontract clinical trials to hospitals or Contract Research Organisations (CROs).**



Government Consultation Document

Aware of how important R&D tax credits can be to these innovative businesses, HMRC recently undertook a consultation, inviting comments on how to minimise the impact of

the cap on genuine businesses.

The consultation, which closed on 24 May 2019, included the following suggestions:

- **Bringing in a threshold below which the cap does not apply, so the smallest claims are unaffected**
- **In a Group situation allowing the whole Group of companies' PAYE/ NIC liability to be counted (thereby increasing the size of the cap)**
- **Allowing qualifying amounts in excess of the cap to be carried forward for use in a subsequent period when the situation reverses.**



Members contributed to this HMRC consultation with their own experiences and concerns. This included other suggestions for mitigating the effects of the cap for *bona fide* research companies.



What happens next?

The cap is definitely going to come in on 1 April 2020, but the Government is also listening so is prepared to introduce mitigating features depending on the feedback from the consultation. OBN will aim to keep you informed as soon as specific guidance is issued, which may be around the time of this year's Autumn Budget statement. It will be interesting to see how this is affected by the political timetable.

In the meantime, companies will need to work through scenarios of how they may be affected by the cap and if they are, what this means for their cash flows over the next few years.

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**The OBN Investment & Tax Special Interest Group (ITSIG) works to get the voice of OBN Members heard in the local and national political arenas in an effort to create a more favourable fiscal environment for emerging, small and medium sized enterprises in the life sciences industry.*

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Meeting the needs of today's rapidly developing technology sector

From early stage bookkeeping and payroll to R&D tax credits and advice on funding, structuring and exit, our specialist group provides help for technology businesses at all stages of their development, throughout the UK.

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...please contact the Head of our Technology Team, **Sue Staunton** on **+44 (0)1865 861166** or email **sstaunton@jamescowper.co.uk**

www.jamescowperkreston.co.uk

THE BIOTECH BULLDOG



Tangled webs, easy money and a 'patient' approach – should we be surprised?



How times have changed. It was all so easy. It was only a few years ago that many life sciences companies seeking funding turned to the well-known “quadrumvirate” of Woodford, Imperial Innovations, Lansdowne and IP Group. These four were stalwarts of the industry. But the investor world has proven to be just as volatile as the fortune of many of the companies in which they invested. These four companies arguably led what one observer has termed ‘a UK Cabal’ of Life Science investment, and, just these four alone constituted the majority of net capital deployed across the UK’s life sciences sector. Syndicated investments between them were common, and whilst they significantly increased the size of fundraisings, they also had the potential to propagate an understanding that there was a sufficient collective pot of ‘likeminded’ sector expertise, such that syndicate latecomers could be reassured in terms of diligence.

It was not only sector deals that were syndicated. 2015 saw the launch of Oxford University-backed investment outfit OSI. Initial co-investors in OSI included IP Group, Woodford, Lansdowne, Woodford’s former employer Invesco and the Wellcome Trust. We note that the founder of OSI, Dave Norwood had originally founded IP Group (as IP2IPO) after purchasing 50% of Oxford Chemistry Department’s IP for £20m in 2000. Although OSI was proposed as a ‘different kind of investor’ some industry observers suggested that OSI would essentially enable investors to ‘double dip’ in future fundraisings. However, from an overall sector perspective things couldn’t have been better, and the champagne literally flowed freely, given the levels of interest now shown by these, and several other, ‘specialist’ investors in the sector, helped along by an increasingly buoyant life sciences performance on NASDAQ. Bullish valuations amongst privately held, unlisted, companies were de rigeur, whilst the popularity of ‘Patient Capital’ reassured many companies that the prospect of ‘hard deadlines’ for delivery of meaningful data were no longer an immediate challenge – several companies at least settled down for a protracted period of intensive and broad ranging (expensive) research, designed to ‘add real value’ when ‘the science was for commercialisation. The market was reassured that the growing number of UK specialist investors (now numbering at least nine) were supported by an increasing number of ‘big hitters’ poached from Industry and the City who knew what they were about and would be able to ensure that value was delivered. Along the side-lines a few parties, dubbed naysayers by the ‘Good Times Crowd’, muttered about over-reliance on a structurally questionable ‘expert’ investor base, and the danger of managements

that were not being subject to a sufficient level of scrutiny.

Over 2016-2017 the sector continued to roar, and consolidation amongst investors was perhaps to be expected, and even if such marriages were believed to be consummated under the auspices of a shotgun, as in the case of IP Group and Imperial Innovations (branded Touchstone since 2016) the impact of such deals on the (‘healthy and maturing’) sector overall was assumed by most to be negligible. The view of Touchstone’s Chairman in expressing his frustration that its three largest investors, Invesco, Lansdowne and Woodford (together representing over 70% of Touchstone equity) had supported the IP Group takeover was largely viewed as accepted collateral, more than overshadowed

2015 saw an increasingly buoyant life sciences performance on the NASDAQ.





In 2018 the UK sector became increasingly popular to investors.

by the success of, for instance, the Woodford portfolio. However, for relatively non-liquid investments it was difficult to trade on this perceived 'value-based success'. Unlike the listed equity market investors remained dependent on, in most cases, a single transaction in order to make a return. The good news was that several new names were joining the pack, such as Arix, although whilst UK companies continued to queue for funding, some observers noted that funds were being increasingly deployed away from the UK. Besides, 2018 demonstrated that the UK sector was increasingly irresistible to investors across the board, spurred on by the portfolio value of some specialists investors that appeared to be ratcheting upwards at a heady rate.

SO, it was all good. And we know what happened next. There is perhaps a degree of irony in the observation that IP Group attributed its poor H1 performance to Woodford - its second largest shareholder. For IP Group the possession of key Woodford assets, i.e. Oxford Nanopore, Cell Medica, Mission Therapeutics and PsiOxus) was a

Unlike the public market the yardsticks are relatively subjective. It is likely that there will be further downgrades across the sector, as a wide range of Life Science portfolios are subject to similarly bearish inspection.

problem. They were revalued and the news wasn't good. Luckily, Woodford is believed to have already disposed of its holdings in IP Group. Whether or not revaluation of these relatively high-profile companies (at least in our sector) has been sufficient, is hard to say. We shall see. Unlike the public market the yardsticks are relatively subjective. It is likely that there will be further downgrades across the sector, as a wide range of life sciences portfolios are subject to similarly bearish inspection. However, this isn't just a 'Woodford' problem - to make such a claim is to seek a scapegoat for an intrinsic structural issue amongst the UK investment industry (and the life sciences companies in which it invested) that commenced over five years ago. Indeed, despite its subsequent travails, Woodford clearly tried it's best to be a keen supporter of the sector. Rather, it was at least in part to compete with the US biotech sector, that the UK started to focus less on its publicly traded assets (e.g. the LSE and particularly AiM) and turned its (arguably less objective) gaze towards unlisted, privately held, assets. But whilst listed (US) companies were subject to market and analyst scrutiny, many of these private (UK) companies operated below the horizon. Added to this was the byzantine nature of syndication, whereby investors invested not just in the sector, but in other investors also investing in the sector and indeed the same assets.

Nor, perhaps, should the industry view the current potential valuation crisis purely as an investor issue. Valuation is driven by corporate progress. Clearly there has not been enough progress, and even when there has been, in many cases it has been assigned an unrealistic premia. In truth, there was perhaps a greater demand for 'impatient', rather than 'patient' capital.

How will we go forward? There is probably more bad news to come, but the 'shakedown' in valuations could well be extremely positive over the mid- to long-term. UK investors need to be more stringent in their approach to valuation, be less dependent on the so-called 'experts' (and outside advice with vested interest), and a little less inclined to rely on unsubstantiated, or potentially cognitively biased, internal perspective. Importantly, the 'Emperor's New Clothes' should not be allowed to be defined by a small, tightly interwoven, group of interdependent 'expert' investors. A corporate valuation is hard to rebalance if one of such a syndicate faces a portfolio write down. Sometimes 'more Chiefs' is a good thing, and it is in the interest of life

sciences companies, and indeed any 'brokers' or 'advisers' to cast a wider net, rather than rely on what at the time is viewed as a 'go to' or 'star' investor. We need a wider perspective, which may even involve reviewing existing shareholders and if necessary, seeking to 'dilute out' those that may prove problematic at some point.

There is a worrying number of relatively incestuous syndicates at play in the UK market. However, the timing could be good given that there are currently several funds looking to scale up their life science investments. In addition, UK Boards need shaking up and to become a little more focused regarding the production of timely, value enhancing clinical data. It should also be a matter of concern if a substantial investment is made in a company without an accompanying demand, at the very least, for a Board observer. Diligent investors keep a close eye on their investments. Similarly, there is still considerable work to be done with management teams. It's probably about time that UK life sciences capital became a little more impatient, and there's nothing like a hard lesson to concentrate the mind. 🐾

Look out for the Biotech Bulldog's next report in our Spring issue of CONNECT



Valuation is driven by corporate progress.



TRENDS IN RECRUITMENT

2019 has brought some uncertainties to the life sciences sector including in the employment market.



Paul Edwards, Managing Partner at Horton International UK, takes a look at the current trends.

Back in January, **Horton International UK**, published its 2019 report on the European Life Sciences market. The report stated, “There was a belief that investment into the sector is likely to remain healthy and potentially grow, over the coming 12 months”. The optimism was, however, tempered by the uncertainties of the UK’s withdrawal from the EU, with major concerns coming from both the academic research community and talent managers who were worried about the movement of people.

With that as a backdrop, it has been interesting to observe some of the trends in the recruitment market across Europe since the beginning of the year. Here are some of the key issues that we have witnessed:

Continued appetite for Biotech

We have certainly seen a number of companies successfully attracting new investment, resulting in increased recruitment activity as these companies accelerate and broaden their development activities. For someone who comes from a biomanufacturing background, it has been reassuring to see manufacturing roles playing a part and, as companies become more focussed on product development, a number of CDMOs have been active in the marketplace.

Therapeutic focus and specialist skills

As investors continue to be attracted to immuno-oncology companies, this area remains very active with regards to recruitment. We also see quite a lot of activity in medtech and point-of-care diagnostics, though some of the recent clinical failures of Alzheimer’s drugs has subdued recruitment in the CNS field, particularly for companies with neurodegeneration programmes.

The undoubted “hot” area currently is for people with skills in machine learning and the use of AI in the drug discovery/development process.

The challenge of recruiting the best people

A VC recently confided to me, that one of their greatest concerns was their ability to attract high quality teams into their portfolio companies. It is very clear that for a venture backed company to succeed, there are three minimum requirements:

- 1. An excellent and differentiable science or technology platform that offers a commercial opportunity**
- 2. A source of funding that enables the organisation to reach its commercial goal**
- 3. The management team to deliver that goal**

The ‘one-stop shop’

We are increasingly meeting fraught HR Directors of rapidly growing companies who have the responsibility to build teams right across the organisation; senior level roles as well as project managers, data scientists and bench chemists, biologists. The one thing they seem to be looking for is a single organisation which can deliver those resourcing solutions via a single point of contact – the ‘one-stop shop’. As obvious as it sounds, an organisation is only as good as the people it employs. That’s why I spend so much time discussing the importance of investing the time and money into the process of building out those high performing teams.

Horton International UK – a global executive search consultancy is now part of the Entrust Resource Solutions group of resourcing companies. This allows us to increase the services we offer our clients, now providing resourcing solutions from scientific / mid-management levels, through to the most senior level appointments.

www.hortoninternational.com • www.entrustpeople.co.uk





Horton International (UK) is a retained executive search firm offering senior level resourcing in the life sciences and technology industries.

With our in-house knowledge of the life sciences industry, we have developed a consultative, proactive & creative recruitment solution for our clients across the UK, Europe & US.

Horton International (UK) is part of the **Entrust Resource Solutions** group, offering a one-stop shop solution for roles from **Bench to Board**.

contactus@horton-intl.co.uk
+44 (0)207 630 0200
hortoninternational.com





Supporting the Life Sciences Industry

DATE	EVENT	LOCATION
7 November 2019	OBN Awards	Oxford
19 November 2019	BioTuesday	Bristol
19 November 2019	BioLearn	Oxford
3 December 2019	Christmas Lecture	Oxford
14 January 2020	BioLearn	London
20 January 2020	BioSeed	London
30 January 2020	BioThirstday	Oxford
6 February 2020	SEBC	Oxford
11 February 2020	BioTuesday	Guildford
19 February 2020	BioLearn	Oxford



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W: www.proceurope.com

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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.

Therapeutics Discovery and Development

Absynth Biologics

www.absynthbiologics.co.uk

Discover and develop vaccines and antibodies to prevent and treat bacterial infections

Activatec

www.activatec-bi.com

Develop biobased ingredients from renewable sources. Specialise in the evaluation, scale-up and commercialisation of processes to produce biotechnological and plant-based ingredients for cosmetics, nutraceutical and pharma and from currently unused and low-value organic sources

Adaptimmune

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

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

Areacor

www.areacor.com

Using its innovative formulation technology platform to develop a portfolio of proprietary products for diabetes care and for partners' proprietary products

Ascension Healthcare

www.ascension.co.uk

A clinical-stage biopharmaceutical company focused on developing and commercialising innovative therapies for the treatment of haemophilia and osteoarthritis

BenevolentAI

www.benevolent.ai

Using their leading computational and experimental discovery Benevolent Platform™ to accelerate target identification, molecular design and the development of precision medicines

Bioarchitech

www.bioarchitech.com

Developing oncolytic viruses for cancer treatment

Blueberry Therapeutics

www.blueberrytherapeutics.com

Using a unique nanopolymer drug delivery technology to accelerate development of new nanomedicines, in particular in dermatology

Celixir

www.celixir.com

A regenerative medicine company developing cell-based therapies for a diverse range of serious medical conditions, especially in the area of heart disease

CHAIN Biotechnology

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

Chronos Therapeutics

www.chronostherapeutics.com

A CNS specialist company developing therapeutics for degenerative and behavioural diseases of the brain and nervous system

CIMYM BioSciences

Provide consultancy services for development of drugs and diagnostics

CN Bio Innovations

www.cn-bio.com

Develops human organ-on-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

Crescendo Biologics

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

DJS Antibodies

www.djsantibodies.com

Discovery and development of functional antibodies to GPCRs

Eli Lilly & Company

www.lilly.co.uk

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

Emergex Vaccines Holdings

www.emergexvaccines.com

Developing a new approach to vaccine development in order to address some of the immediate health threats, such as Zika, Ebola, pandemic flu and antibiotic resistant bacteria

Enesi Pharma

www.enesipharma.com

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

Ervaxx

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

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

e-Therapeutics

www.etherapeutics.co.uk

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

Evox Therapeutics

www.evoxtherapeutics.com

A biotechnology company focused on harnessing and engineering the natural delivery capabilities of extracellular vesicles, known as exosomes, to develop an entirely new class of therapeutics

Exonate

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)

Exscientia

www.exscientia.co.uk

Applying its proprietary AI platform to big data to accelerate the drug discovery and design process

Fast Biopharma

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

Grey Wolf Therapeutics

www.greywolfftherapeutics.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

Haemostatix

www.haemostatix.com

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

HOX Therapeutics

www.hoxtherapeutics.com

Developing novel treatments for cancer through targeting HOX family proteins which frequently have aberrant biological activity in tumours

IGEM Therapeutics

igemtherapeutics.com

An immuno-oncology company focused on developing immunoglobulin E (IgE) antibodies to treat cancer. The lead product for ovarian cancer is in Phase 1/2

ILC Therapeutics (formerly Alfacyte)

www.ilctherapeutics.com

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

Immunocore

www.immunocore.com

Focused on delivering first-in-class biological therapies for cancer based on their ImmTac platform which provides bi-specific biologics combining a T cell receptor (TCR)-targeting system with an anti-CD3 effector function to activate a potent and specific T cell response to cancer cells

Imophoron

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

Innaxon Therapeuticswww.innaxon.com

Developing cancer and inflammatory disease products by exploiting their understanding of innate immunity

Ipsen Bioinnovationwww.ipsen.com/uk

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

Kalvista Pharmaceuticalswww.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

Karus Therapeuticswww.karustherapeutics.com

Designs and develops small-molecule drugs that combine targeted therapy and immunotherapy activity for the effective treatment of a diverse range of solid and hematological cancers

Locate Therapeuticswww.locatetherapeutics.com

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

Macrophage Pharmawww.macrophagepharma.com

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

Macrophox

Developing macrophage based treatments for cancer

Mereo BioPharmawww.mereobiopharma.com

An established small pharmaceutical company that focuses on the acquisition and rapid development of innovative medicines that could transform patient outcomes

metaLinearwww.metaLinear.co.uk

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

MiroBiowww.mirobio.com

A new Oxford University spinout working on treatments for autoimmune and inflammatory disorders

Mironidwww.mironid.com

Building a pipeline of early stage drug discovery programmes that are initially targeted at cAMP degrading phosphodiesterase enzymes. Target diseases include chronic inflammatory diseases, degenerative kidney diseases and cancer

Nanomericswww.nanomerics.com

Using using proprietary pharmaceutical nanotechnology to develop drug delivery solutions for poorly water soluble drugs, nucleic acids and peptides

NanOptima

Developing improved ophthalmic drugs using its proprietary peptidic hydrogel and/or nanoparticle technologies

Neem Biotechwww.neembiochem.com

A preclinical drug development biotechnology company that is focused on antimicrobial research for therapeutic purposes in areas of high unmet medical needs

NestTeckwww.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-Biowww.neuro-bio.com

Involved in drug discovery and development in the area of degenerative brain disease

NeurocentRx Pharmawww.neurocentrx.com

Aims to provide existing approved drugs for neurological conditions in new and improved formats through reformulation, reindication, clinical development and product in-licensing

Novo Nordiskwww.novonordisk.com

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

Nucleomewww.nucleome.com

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

NuVision Biotherapieswww.nu-vision.co.uk

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

OMass Therapeuticswww.omass.com

Focused on structural mass spectrometry to discover novel medicines

Orbit Discoverywww.orbitdiscovery.com

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

Ossianix

www.ossianix.co.uk

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

Oxford BioMedica

www.oxb.com

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

Oxford BioTherapeutics

www.oxfordbiotherapeutics.com

A clinical stage biotechnology company developing a range of antibody based therapeutics for the treatment of cancer

Oxford Vacmedix

www.oxfordvacmedix.com

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

OxSonics Therapeutics

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

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

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

Pedanius Therapeutics

www.pedaniustherapeutics.com

Developing RNAi therapies for Gram-negative bacterial infections

PepGen

www.pepgen.com

Developing cell-penetrating peptides for treatment of muscular dystrophies

Phylo Bioscience

www.phylos.bio

A plant biotech company aiming to apply genomics and statistics to revolutionise the future development of cannabis in agriculture and for therapeutic purposes

Platelet Services

www.plateletsolutions.co.uk

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

Precision Medicines

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 to further develop these drug candidates for commercial use

Precision NanoSystems

www.precisionnanosystems.com

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

ProFactor Pharma

www.profactorpharma.com

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

PsiOxus Therapeutics

www.psioxus.com

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

Redx Pharma

www.redxpharma.com

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

Replimune

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

Sanofi UK

www.sanofi.com

A global pharma with focus areas of oncology, immunology and inflammation, rare blood disorders, rare and neurologic diseases, diabetes and cardiovascular disease

Scancell

www.scancell.co.uk

Focus on 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

Silence Therapeutics

www.silence-therapeutics.com

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

Sitryx Therapeutics

www.sitryx.com

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

Summit Therapeuticswww.summitplc.com

Focused on the discovery, development and commercialisation of novel medicines for bacterial diseases

Theolyticswww.theolytics.com

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

TopiVert Pharmawww.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

TYG Oncologywww.tyg-oncology.com

Developing novel therapeutic vaccines to treat gastric cancers such as pancreatic, stomach and colon cancer

UCB Pharmawww.ucbpharma.co.uk

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

Vaccitechwww.vaccitech.co.uk

Developing leading T cell-inducing vaccine products to improve global health. It is engaged in 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 Therapeuticswww.valotx.com

Developing cancer therapies using the PeptiCRAd (Peptide-coated Conditionally Replicating Adenovirus) 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

A biotechnology company committed to 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

Viatemwww.birminghamresearchpark.co.uk/tenants/viatem-ltd

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

Medtech**4T2 Sensors**www.4t2sensors.com

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

Abingdon Healthwww.abingdonhealth.com

A diagnostics group, developing, manufacturing and commercialising lateral flow immunoassay tests and reader system internally and for contract customers

Accentus Medicalwww.accentus-medical.com

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

Accuneawww.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 Diagnosticswww.am-diagnostics.co.uk

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

Aliksirwww.aliksir.co.uk

Develop sensor systems to drive improvements in water quality testing

Anaphitewww.anaphite.com

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

APA Parafrictawww.parafricta.com

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

Blue Earth Diagnosticswww.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

Develop innovative medical devices to diagnose and manage respiratory conditions

Carbometricswww.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)

Cernotaswww.cernotas.com

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

Cytox Groupwww.cytoxgroup.com

Developing transformational prognostic technology that may contribute to the assessment of an individual's risk of developing dementias such as Alzheimer's disease and which can also be used to identify patients suitable for inclusion in clinical trials

DynamX Medicalwww.dynamxmedical.com

Developing a diagnostic system that distinguishes between cancerous and pre-cancerous tissues biopsies. The system combines commercially-available hardware with a patent-pending data analysis method to provide a rapid system for screening biopsies at the point-of-care

Edinburgh Molecular Imagingwww.edinimage.com

A clinical phase 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

Endomagwww.endomag.com

Produce diagnostic technology for more effective breast cancer localisation within breast tissue and sentinel lymph nodes thereby help women with breast cancer avoid surgery when it isn't needed, and experience better outcomes when it is

Enlight Medicalwww.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 communicate the science behind your brand to broader audiences

FluoretiQwww.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 Geneticswww.futuregenetics.co.uk

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

Genomics plcwww.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 Scientificwww.linkedin.com/company/gm-scientific/about

Specialises in the distribution and marketing of innovative healthcare products

Hutano Diagnosticswww.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

Inivatawww.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

Iota Scienceswww.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 Lifecarewww.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 BIOGELwww.manchesterbiogel.com

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

Medherantwww.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

MediSievewww.medisieve.com

Developing a magnetic particles based technology to remove unwanted substances from a patient's blood stream. Key projects are malaria, leukemia and sepsis

MiRNA Diagnosticswww.mirnadiagnostics.eu

A startup developing microRNA biomarkers for use in molecular neuroscience

Momentum BioSciencewww.momentumbio.co.uk

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

Nonacuswww.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

NuNanowww.nunano.com

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

Onca XTwww.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

Orthoxwww.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

Oxford Biomaterialswww.oxfordbiomaterials.com

Focused on the development and modification of spider silk-like fibres and scaffolds for the medical device industry

Oxford Cancer Biomarkerswww.oxfordbio.com

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

Oxford Endovascularwww.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 Technologywww.ogt.co.uk

Provides genetics research solutions to clinical and academic research institutions

Oxford Immunotecwww.oxfordimmunotec.com

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

Oxford Nanopore Technologieswww.nanoporetech.com

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

Renovos Biologicswww.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 Biotechnologywww.rosabio.tech

Developing new sensing devices that mimic the properties of the olfactory systems of mammals. The key components are self-assembling peptide barrels capable of binding a huge range of analytes and these are linked to a colorimetric measurement system

Safeguard Biosystems Holdingswww.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

Sharp Life Science (EU)www.aqdrop.com

A medical device company that is developing the aQdrop lab-on-a-chip microfluidic technology platform lab-on-a-chip which offers advances in accuracy, quality and reliability in genomics, proteomics and other areas

The Electrospinning Companywww.electrospinning.co.uk

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

Ultromicswww.ultromics.com

Developing an AI-driven software platform that provides increased diagnostic capabilities to echocardiography equipment to improve the diagnosis of coronary heart disease

VivoPlex Medicalwww.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

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

Crysalinwww.crysalin.com

Developing a protein lattice nanotechnology to assist in formation of crystals of macromolecules for use in X-ray and EM structure determination studies

Folium Food Sciencewww.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

Green Biologics

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

Jellagen

www.jellagen.co.uk

Offer high grade native collagen sourced from jellyfish. This has applications in tissue engineering, regenerative medicine, stem cell research and a wide variety of cell culture applications

MOA Technology

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

Naturally Scientific Energy

www.naturally-scientific.com

Produces natural oils for the nutritional and personal care end markets

Worn Again Technologies

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 and turn them back into new textile raw materials as part of a continual cycle

CXO/Consultant

A4Pbio

www.a4pbio.com

Delivers expertise in the selection, use, interpretation and bioanalysis of clinical biomarkers and pharmacokinetics across multiple therapeutic areas by engagement and management of CRO suppliers for pre-clinical and clinical studies

Absolute Antibody

www.absoluteantibody.com

Develop engineered antibodies for the research and diagnostics markets

Abzena

www.abzena.com

Offer a range of complementary services and technologies for the selection, development and manufacture of biopharmaceuticals products based on antibodies or other proteins

Aigenpulse

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

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

Alderley Analytical

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

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

ApconiX

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

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

Apex Molecular

www.apexmolecular.com

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

Aptus Clinical

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

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

Arcinova

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

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

Athena Market Access Solutions

www.athenamarketaccesssolutions.co.uk

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

Aurelia Biosciencewww.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

AvantiCell Sciencewww.avanticell.com

Develops and provides cell-based products and services to clients in the pharmaceutical, agri-biotechnology, and healthcare industries

Ayva Clinical Serviceswww.ayvaclinicaltrials.com

Offer a global comparator service for drug procurement and supply

BioAscent Discoverywww.bioascent.com

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

BioConnectionwww.bioconnection.eu

A contract services and manufacturing organisation for the development and manufacture (filling and freeze drying) of injectable (bio)pharmaceutical products

BioDividewww.biodivide.com

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

Biomedhawww.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

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

BioPharmaLogicwww.biopharmalogic.com

Offer services to facilitate all aspects of nonclinical drug development

Biorelatewww.biorelate.com

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

C4X Discoverywww.c4xdiscovery.com

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

CatSciwww.catsci.com

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

Celentyxwww.celentyx.com

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

Cello Health Consultingwww.cellohealthconsulting.com

Focuses on the Healthcare industry (RX / OTC & Animal Health) helping companies unlock the potential of organisations, people, assets and brands

Cellomatics Biosciences Ltdwww.cellomaticsbio.com

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

CEM Analytical Services (CEMAS)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

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

Charnwood Molecularwww.charnwood-molecular.com

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

Cobra Biologicswww.cobrabio.com

A CDMO providing biologics and pharmaceuticals for clinical and commercial supply

Covance Laboratorieswww.covance.com

Provide nonclinical, clinical, and commercialisation services to pharmaceutical and biotechnology companies to help reduce the time and costs associated with drug development

CRA Internationalwww.crai.co.uk/industry/life-sciences

A global consultancy serving diverse sectors including the life sciences

Cripps Clinical Consultingwww.crippsclinical.com

Specialise in selection and oversight of European service providers to support client's clinical development programmes

Cytera CellWorkswww.cytera.bio

Developing technology for automation of cell culture

Data Magikwww.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 Serviceswww.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

Diligent Business Consultingwww.diligentglobal.com

Assist clients with various industry related projects, including outward and inward licensing, and supporting early/mid-stage companies wishing to become investor ready

Drug Discovery and Development Consultantswww.3dconsultants.org.uk

Drug discovery and development consultants provide support and advice across all aspects of drug discovery and development, in-licensing or out-licensing of assets or technologies, as well as preparation of business plans and identifying/presenting to potential investors

ERA Consulting UKwww.eraconsulting.com

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

e-Science Solutionswww.e-sciencesolutions.com

Offer strategic consulting services to deliver business transformation for biopharmaceutical and technology companies with experience spanning the entire pharma value chain

EUDRACwww.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

Eurofins Pharma Discovery Services UKwww.eurofins.com

A contract research organisation that provides drug discovery services to pharma and biotech companies worldwide

Excellerate Biosciencewww.excelleratebio.com

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

Food and Drug Analytical Services (FDAS)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 Europewww.genewiz.com

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

Gentronixwww.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 Biosciencewww.giffordbioscience.com

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

HC Pharma Consultancywww.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 Serviceswww.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

HistologiXwww.histologix.co.uk

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

Horizon Discoverywww.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 Therapeuticswww.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.

InClinicawww.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

Invicrowww.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 Bionomicswww.invivoclinical.co.uk

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

IXICOwww.ixico.com

Provide neuroscience expertise and global operations to deliver imaging and digital biomarker analytical services for clinical development

Jon Rees Associateswww.jonreesassociates.com

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

Kaleidoscope Consultantswww.kaleidoscopeconsultants.com

Data privacy consultants

Kelyonwww.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

Leaf Expression Systemswww.leafexpressionsystems.co.uk

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

Lonza Biologicswww.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.

Ludgerwww.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

Manentiawww.manentia.co.uk

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

Menarini Biotech UKwww.menarini-biotech.com

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

Mologicwww.mologic.co.uk

A CRO working in the diagnostics space. It offers services in the research, development and manufacture of lateral flow based in vitro diagnostic devices

myClin Europewww.myclin.com

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

Oxford Expression Technologieswww.oetltd.com

A contract organisation with expertise in baculovirus protein expression

Patheon, part of ThermoFisherwww.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 Proteinswww.peakproteins.com

Provides protein supply and structure based drug discovery services to clients

Pharmaronwww.pharmaron.com

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

Pharmidex Pharmaceutical Serviceswww.pharmidex.com

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

PhosphonicSwww.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

Physiomicswww.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

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

ProImmune

www.proimmune.com

A life science company providing solutions for preclinical and clinical immunology research

Q3 Analytical

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

Reach Separations

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

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

Provides genomics and AI consultancy services

Roylance Pharma

www.roylancepharma.com

Are stability storage specialists offering outsourced sample storage facilities, equipment and validation services

RSSL

www.rssl.com

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

Rubus Scientific

www.rubusscientific.com

A consulting company dedicated to supporting the development of industrial and pharmaceutical biotech SMEs in bioprocess design, optimisation and scale up

S-cubed

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

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

Sharp Clinical Services

www.sharpservices.com

Offers a complete range of packaging solutions, including design and serialisation, for blisters, bottles, specialty and injectables

SynteractHCR

www.synteracthcr.com

A full-service CRO that supports pharmaceutical, biotechnology and medical device companies in all phases of clinical development, across multiple therapeutic areas

Tetrad Discovery

www.t4bio.com

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

Theradex (Europe)

www.theradex.com

Offer regulatory and clinical trial management, clinical trials monitoring services, and QA/auditing

TranScrip Partners

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

Triteq

www.triteq.com

A product design consultancy specialising in the medical device market

University of Oxford - Clinical BioManufacturing Facility (CBF)

www.cbf.ox.ac.uk

Produce biological investigational medicinal products (IMPs) according to the principles of GMP for early phase clinical trials

Upperton Pharma Solutions

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

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

Williamson Biotech Solutions

www.williamsonbiotechsolutions.com

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

Wuxi AppTecwww.wuxiapptec.com

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

XenoGesiswww.xenogenesis.com

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

Syneos Healthwww.syneoshealth.com

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

Academic Institution**King's College London/King's Health Partners**www.kcl.ac.uk/index.aspx

The Academic Health Science Centre associated with King's College London

Oxford Brookes Universitywww.brookes.ac.uk

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

Oxford Institute of Biomedical Engineeringwww.ibme.ox.ac.uk

Offer a multidisciplinary environment where engineers and clinicians work together on addressing unmet needs in the prevention, early diagnosis and treatment of major diseases and conditions.

Oxford University Innovation (OUI)www.innovation.ox.ac.uk

Is a wholly-owned subsidiary of the University of Oxford and focuses on managing the University's technology transfer and consulting activities.

Queen Mary Innovationwww.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 Directoratewww.qub.ac.uk/Research/Research-contacts/

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

The Royal Veterinary College Businesswww.rvc.ac.uk/business

The Royal Veterinary College's interface with business and industry

University of Birmingham Enterprisewww.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.

University of Oxford Medical Sciences Divisionwww.medsci.ox.ac.uk

Offer support to industry partners in developing relationships with individual researchers at Oxford and Strategic Research Alliances with the University

Warwick Ventureswww.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 and Suppliers**BMG Labtech**www.bmglabtech.com

A leading manufacturer of high-quality, innovative microplate reader instrumentation

ACE Cells Labwww.ace-cells.co.uk

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

Air Liquide UKwww.uk.airliquide.com

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

Air Productswww.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

AMS Biotechnology (Europe)www.amsbio.com

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

ATG Scientificwww.atgscientific.co.uk

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

Aver Decommissioning & Environmentalwww.averdecom.com

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

Biogelxwww.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

Bioline Reagentswww.bioline.com

Develop, manufacture, and market molecular biology reagents

Bio-Rad AbD Serotecwww.bio-rad-antibodies.com

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

Carbosynthwww.carbosynth.com

Offers a comprehensive product range in the fields of carbohydrates and nucleosides for the international life sciences R&D communities

Fisher Scientific UKwww.fishersci.co.uk

Manufactures and supplies laboratory chemicals and laboratory equipment.

Nexeonwww.nexeon.co.uk

Nexeon® is a battery materials development and licensing company, developing silicon anodes for the next generation of lithium-ion battery

NgaChi

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

Oxford Geneticswww.oxfordgenetics.com

Develops novel technologies to overcome the challenges associated with the discovery, development and production of biologics, gene therapies, cell therapies and vaccines

Oxford Nanoimaging (ONI)www.oni.bio

Bring fluorescence imaging with the greatest level of detail to a new community of researchers, by removing the complications associated with instrumentation, analysis and cost

PeproTech ECwww.peprotech.co.uk

Focus on the development and manufacturing of cytokine products for the life-science and cell therapy markets.

RS Componentswww.uk.rs-online.com/web/

Provides a vast range of products, in particular electronic, electrical and industrial components

Sensor Drivenwww.sensordriven.com

Formed to commercialise a new, patent pending, self-energising detector technology, developed at the University of Bristol

Thermo Fisherwww.corporate.thermofisher.com

Provide a vast range of consumables, reagents and equipment to the life sciences industry

Tissue Solutionswww.tissue-solutions.com

An ISO 9001:2015 accredited provider of high quality human biomaterials for pre-clinical and discovery biomarker research

Twist Biosciencewww.twistbioscience.com

A synthetic biology company that manufactures and sells synthetic DNA-based products

Tracer Measurement Systemswww.birminghamresearchpark.co.uk/tenants/tracer-measurement-systems-ltd

Provide applications R&D, sales & marketing of mobile chemical ionisation mass spectrometers

Sigma Aldrich/Merckwww.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

Charities**The Kirkhouse Trust**www.kirkhousetrust.org

Is a small charity which aspires to improve the food security and livelihood of the rural poor in sub-Saharan Africa and India

The Oxford Trustwww.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

Provides financial strategy, representation and commercial development advice to life sciences companies.

Cambridge Innovation Capitalwww.cambridgeinnovationcapital.com

An investment fund that invests in high-growth technology companies in diverse sectors

Downing LLP (Ventures)www.downing.co.uk/ventures

The VC arm of Downing LLP, investing in ambitious technology companies at Seed to Series A and beyond, with investments typically ranging from £500,000 to £5 million

G. Knight Consulting

Provides an independent life sciences strategy and mergers/acquisitions consulting services for private equity and corporate companies

Longwall Venture Partnerswww.longwallventures.com

An Oxford based, venture capital fund management company that specialises in managing early stage investments in science, engineering and technology start-ups

Midvenwww.midven.co.uk

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 Managementwww.norgineventures.com

Provide debt and debt-like financing to companies in the fields of healthcare and life sciences, in Europe and the US

Results Healthcarewww.resultshealthcare.com

Provide corporate finance expertise and strategic business advice to the healthcare sector

Seroba Life Scienceswww.seroba-lifesciences.com

Seroba Life Sciences is a European fund manager that invests in the therapeutics and medical devices arena

Silicon Valley Bankwww.svb.com

Provide a full range of financial services to companies of all sizes in innovation centres around the world

SR Onewww.srone.com

Specialise in investing in seed, start up, early and mid venture; and emerging growth companies

SV Health Managerswww.svlsa.com

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

SyndicateRoomwww.syndicatoroom.com

A UK online equity investing platform, offering investment opportunities to a network of sophisticated and high net worth investors

Associated Industry**Activ Business Solutions**www.activ-business.co.uk

Specialise in supplying organisations with a single source solution for all business products, for example, purchasing office furniture, redeveloping a company website, or reviewing office stationery

AggioSergeantwww.aggiosergeant.com

Specialise in life sciences executive search and company culture change

Alderley Parkwww.alderleypark.co.uk

Offer bioscience facilities for R&D focused life science companies at every stage of their life-cycle, from start-up to global corporate.

Ardington Archiveswww.ardingtonarchives.co.uk

Provide a range of services in the field of document archiving

Barrington James Board & Executive Partnerswww.barringtonjames.com

A global staffing and resourcing organisation that specialises in placing niche consultants at all levels in the biotech and pharmaceutical industry

BDOwww.bdo.co.uk

Global accounting and financial consultancy

BioCity Groupwww.biocity.co.uk

A bioscience incubator, providing the conditions that sustain more than 80 fast-growing businesses. It has centres in Nottingham, Alderley and Glasgow

BioHub Birminghamwww.thebiohub.co.uk

A fully serviced biomedical research laboratory providing entrepreneurs and innovative start-ups with access to affordable laboratory facilities and equipment

Biotech Personnelwww.biopers.co.uk

An HR consultancy business which specialises in start-up assistance, recruitment, reward management, policy and procedures and culture change programmes

Biotechgatewww.biotechgate.com

Provide a business development database for the life sciences industry

Bulb Laboratories

www.bulblaboratories.com

Build and furnish commercial interiors from corporate offices to high-tech laboratories

Catalyst Advisors Europe

www.catalystadvisorslp.com

A recruiting firm specialising in finding board members, CEOs and senior functional, technical and commercial leaders for biopharmaceutical and other life sciences enterprises at all points of growth

Citigate Dewe Rogerson

www.citigatedewerogerson.com

An international public relations firm offering the full range of communications services to companies, both domestically and internationally

Cleveland Scott York

www.csy-ip.com

A global IP firm

Coulter Partners

www.coulterpartners.com

An executive search and management consulting firm assisting healthcare, pharmaceutical, biotechnology, and financial services sectors

Creative Places

www.creativeplaces.com

Specialise in creating and shaping business environments that enhance innovation and enterprise, such as Science Parks, Biomedical Campuses, urban areas or Business Innovation Centres

CY Partners

www.cypartners.co.uk

Provide recruitment services and advice across the chemical, pharmaceutical, biotech, life sciences and clinical industries

Dehns

www.dehns.com

A UK firm of Patent and Trade Mark Attorneys advising on all aspects of patenting innovative technology, registering words, logos and other marks and registering original designs

Destination Cloud

www.destinationcloud.co.uk

A next generation Cloud Managed Service Provider, active in the UK and Europe, offering specialist cloud business transformation solutions to businesses

DiagnOx

www.diagnox.co.uk

An incubator facility based at the Cherwell Innovation Centre in North Oxfordshire. Owned by Oxford Innovation

EBD Group

www.ebdgroup.com

EBD Group is an international life science consultancy providing business development and drug development services to pharmaceutical, biotechnology and medical device companies

EFR Travel

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

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

Elsevier

www.elsevier.com

Provide information and analytics that help institutions and professionals progress science, advance healthcare and improve performance

ESC POWER

www.escpower.co.uk

Specialise in UPS backup, power distribution systems and I.T. racks

Ethical Medicines Industry Group (EMIG)

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

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

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

Provide legal tax advice to UK based life sciences companies

Gallagher

www.ajginternational.com

An insurance brokerage and risk management firm providing insurance solutions for a wide range of different businesses including the life sciences

george james

www.georgejamesltd.co.uk

Provide European recruitment and global strategic consulting and training services covering the biotechnology, pharmaceuticals, medical devices, diagnostics, instrumentation, scientific software, fine chemicals and chemical technology markets

Greaves Brewsterwww.greavesbrewster.co.uk

Handles the preparation, filing, prosecution and maintenance of patent, trade mark and design applications

Harwell Campuswww.harwellcampus.com

A science, innovation, technology and business campus and hosts an array of over £1 billion of research infrastructure

Horton International UKwww.hortoninternational.com

An executive search firm specialising in the recruitment of senior talent across numerous disciplines

Horus Security Consultancywww.horus-security.co.uk

Provide information as well as an end to end security service capability to a number of sectors globally, including biomedical and pharmaceutical, construction, Governmental, energy, transport, entertainment, retail and charities

Instinctif Partnerswww.instinctif.com/uk

Instinctif Partners provides communications consultancy services for science-based sectors including corporate, healthcare, and marketing communications, as well as financial communications

Interea Internationalwww.interea.co.uk

A provider of middle to senior level interim management to UK and international life sciences and related companies (biotech, pharma, medical device, diagnostic, regenerative medicine etc.)

Invest Newcastlewww.investnewcastle.com

Invest Newcastle provide a range of bespoke, client led support services for potential investors, occupiers and existing businesses making it easy to realise ambitions for growth in Newcastle. The company provides a range of services to potential and existing investors

JA Kempwww.jakemp.com

Patent and trade mark attorneys

James Cowper Krestonwww.jamescowper.co.uk

A firm of accountants and business advisors based in Henley, London, Newbury, Oxford, Reading and Southampton

KISS Communicationswww.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

Koi Consultingwww.koiconsultants.com

IT technology strategy consulting

KPMGwww.kpmg.com

Provides a full range of audit, tax and advisory services to manufacturing, retail, public sector, private equity, and business services

Lonestar Strategieswww.lonestarstrategies.co.uk

Provide a range of services to help organisations build sustainable competitive advantage and performance improvement through effective individuals and teams

Manchester Science Partnershipswww.mspl.co.uk

Focused on the development and management of fit-for-purpose office and laboratory accommodation and the provision of cost effective estate services

Mary Ann Liebert Publishers<https://www.liebertpub.com/>

A leading independent publisher known worldwide for its peer-reviewed journals, books, and trade publications

MediCity Nottinghamwww.biocity.co.uk/locations/medicity-nottingham/

Provide a stimulating and supportive business development environment for innovators in consumer healthcare, medical technology, diagnostics and beauty products

MEPC Milton Parkwww.miltonpark.co.uk

A premium business and science park located near Abingdon. Part of the MEPC group

Middle East Medical Portalwww.middleeastmedicalportal.com

The premier medical portal between the West and the Middle East

Mills & Reevewww.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

North 51www.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

Ogders Berndtsonwww.odgersberndtson.com/en-nl

Specialises in recruiting and assessing senior executives and board members in the private, public and not-for-profit sectors internationally

Osborne Clarkewww.osborneclarke.com

Provide 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

Provide flexible lab space near the centre of Oxford to early stage biomedical science companies

Oxford Science Park

www.oxfordsp.com

Is 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

Designs and manufactures seating and related furniture for companies in many different industries

Penningtons Manches Cooper

www.penningtonslaw.com

Wide range of clients but with a strong interest and expertise in the life sciences.

PharmaGuide

www.pharmaguide.co.uk

Offer drug discovery courses to a range of clients from professionals with no scientific background, up to PhD level scientists

Phoenix IFD

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

PIA Life Science Insurance Brokers

www.piacommercial.com

Provide a range of specialist insurance products for individuals and businesses, including those in the life sciences sectors

PiR

www.pir-intl.com

A specialist recruitment company serving the international life sciences industry through executive search, interim management and talent management/mapping

Premier Choice Group

pch.uk.com

Provides health insurance services to individuals and corporate clients

ProcEurope

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

PwC

www.pwc.co.uk

Provide clients with a wide range of financial services including assurance, tax and transactions

Release Life Sciences and Diagnostics

www.releaselifesciences.com

Help life sciences and diagnostics companies by providing commercial and marketing management services, interim management, training and development and career development and coaching

Richardsons Chartered Accountants

www.richardsons-group.co.uk

Provide accounting, audit and taxation advice (compliance and planning) to enterprises and individuals, along with payroll and financial services

Ridgefield Consulting

www.ridgefieldconsulting.co.uk

An independent firm of Chartered Accountants provides accounting, tax advice and planning to businesses and individuals

Scius Communications

www.sciuscommunications.com

Scius Communications is focused on providing strategic communications to life sciences companies at all stages of development

SJB Technical Recruitment

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

SRG

www.srg.co.uk

Is UK supplier of scientific, clinical and engineering recruitment solutions to the pharmaceutical, biotechnology, medical devices, FMCG, renewable energy, chemical and food processing industries

Sue Rees Associates

www.suerees.co.uk

An accountancy executive search specialist supporting board level executives within the biotech, pharma, life sciences, start up and spin out companies

SysMIC

www.sysmic.ac.uk

A web-based course available across the life sciences and medical research community providing modular training in the mathematical and computational components of quantitative biology and biomedicine

TBAT Innovation

www.tbat.co.uk

An independent consultancy that provides services and advice on grant funding, R&D taxation, and project management

The IP Asset Partnership

www.ipasset.com/

A specialist practice of patent attorneys that provide specific advice or assistance on all IP related matters

Unit DXwww.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 Teamwww.utilityteam.co.uk

One of the UK's leading utilities and energy consultants, providing a wide range of utilities options that saves time and money

VA Beach Biowww.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

Veeva Systemswww.veeva.com

Focus on cloud-based software for the global life sciences industry including multichannel customer relationship management, regulated content and information management, master data management and customer data

Venner Shipleywww.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

VirdisGroupwww.virdisgroup.com

An executive search firm specialising in the life sciences and healthcare sectors

Wallder Limitedwww.wallder.com

A UK-based executive search, interim management, and resourcing company that builds boards and senior management teams in the life sciences sector

Wessex Academic Health Science Networkwww.wessexahsn.org

Improve people's health, achieve excellence in healthcare and boost innovation and growth in region's life sciences and healthcare sector

World Courier (UK)www.worldcourier.com

A logistics company which distributes pharmaceuticals and biological samples under strict temperature controlled conditions to locations around the world

Governmental Organisation**AMR Centre UK**www.amrcentre.com

AMR Centre is 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

Embassy of Belgiumwww.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 Educationwww.eda.admin.ch

The Office serves as an interface between the science and technology communities in Switzerland and the UK by providing information and facilitating contacts. The office works with government, universities and business to organise bilateral networking, matchmaking events and joint projects

Innovate UKwww.innovateuk.org

Work with people, companies and partner organisations to find and drive the science and technology innovations that will grow the UK economy and provides invaluable support to the life sciences through its grants programmes

Medicines Discovery Catapultwww.md.catapult.org.uk

Is a national facility for collaborative R&D projects and developing new approaches to the discovery and proof of utility of medicines, diagnostics and biomarkers

Public Health Englandwww.gov.uk/government/organisations/public-health-england

Their mission is to protect and improve the nation's health and to address inequalities through working with national and local government, the NHS, industry and the voluntary and community sector

West Midlands Growth Companywww.wmgrowth.com

A regional investment promotion and economic development agency, unlocking potential for the West Midlands and the UK with the primary purpose is to attract investment, jobs, visitors and business to the West Midlands

SynbiCITEwww.synbicite.com

The UK's national centre for the commercialisation of synthetic biology, providing a bridge between academia and industry to increase the development of new technologies in synthetic biology

OBN Purchasing

Your money working smarter

One of the major services that we offer Members is our Purchasing Consortium. Read on to find out how it works and what kind of savings your company could be making.

Key points:

- Average savings up to 50% against list price (see table below)
- Big or small, office or laboratory – any type of business can save money
- Low cost of entry – all OBN Full Members are eligible to take part
- UK's most comprehensive and cost-effective group-purchasing solution for life sciences companies
- 100 plus Member companies together saved more than £10 million in the last two years

- Managed by a full-time, in-house Procurement Manager
- Capital expenditure support
- Negotiation service
- Guidance and support on e-Procurement
- New suppliers regularly added
- OBN now has a Purchasing Platform, a cloud-based procurement solution, which allows members to place orders directly with OBN's preferred suppliers and a host of others all in one place

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Over 100 Member companies together saved more than £10 million in the last two years

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Savings analysis

Company size	Spend without discount	Spend with discount	Savings	% Saved
Sole trader/Micro company (1-5)	£9,342	£3,134	£6,208	66.5%
Small company (6-20)	£131,673	£68,824	£67,849	47.7%
Medium company (21-50)	£172,977	£51,277	£121,750	70.4%
Large company (51-100)	£461,822	£327,388	£134,434	29.1%

Official Sponsors of the Purchasing Consortium



Find out more

Have an assessment of how your spend could be reduced!

For this and any other Purchasing Consortium information please contact: Lee Pratley, Head of Purchasing and Membership – lee.pratley@obn.org.uk or telephone **+44 (0) 1235 420 876**



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CONNECT issue 2 will be available
Spring 2020

Please contact Rebecca Wilkes,
Communications and
Marketing Coordinator,
rebecca.wilkes@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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