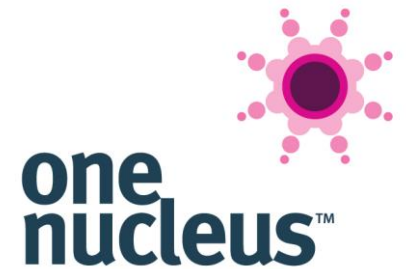




3 November 2015  
*Supporting members in  
accessing North America*



# Overview

- Introduction to One Nucleus
- Why are our members interested in North America?
- Building relationships with peer membership groups
- Some examples
- Summary

# What is One Nucleus today?

## **A membership organisation**

- Funded by sponsorship, membership fees, events and projects
- Based in Cambridge and London but with global members
- Formed by merger of ERBI and LBN

## **With more than 450 members**

- Biotech, pharma, medical device, diagnostics
- Technical and commercial service providers
- 30% Gold, 70% Silver

## **The wider network provides comprehensive coverage**

## **Focused on member competitiveness, learning and collaboration**

### **Vision**

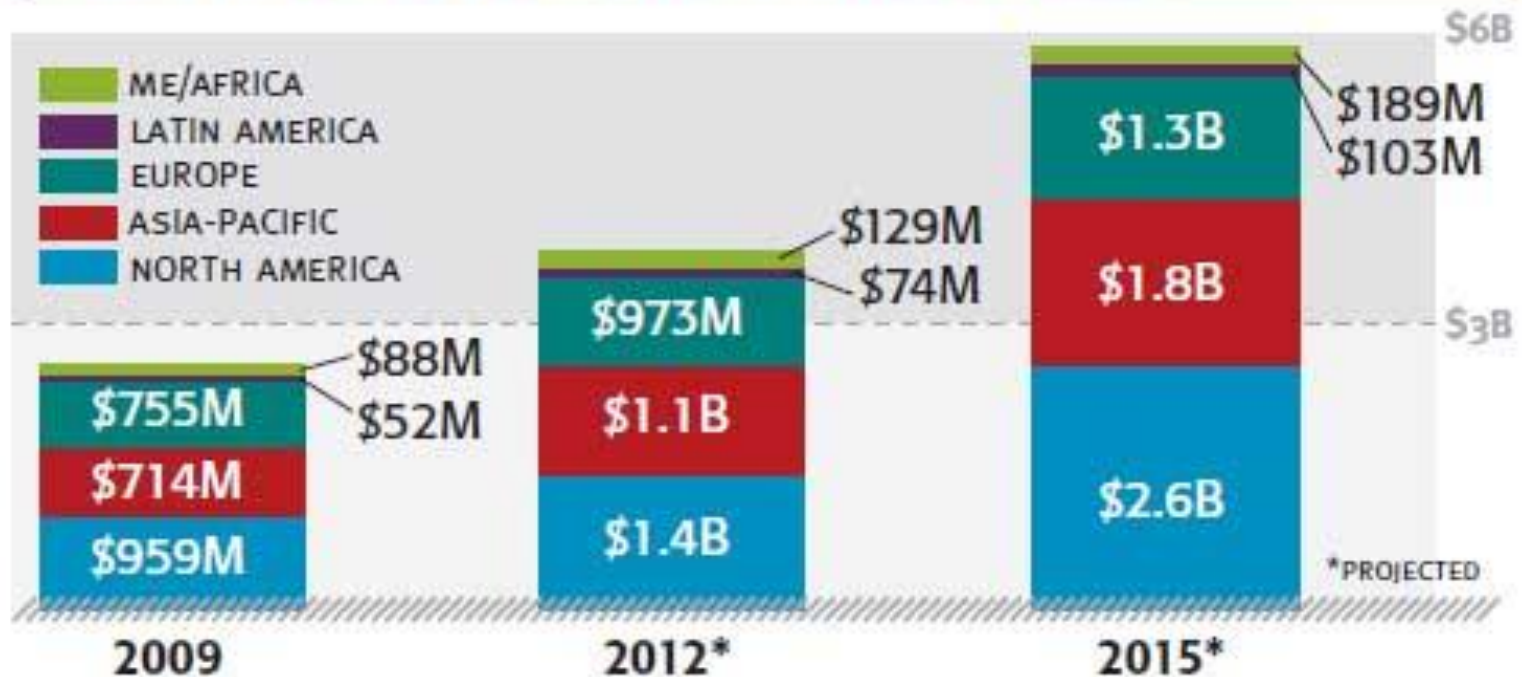
For One Nucleus and our members to be the top European life science and healthcare network

### **Mission**

To maximise the global competitiveness of our members

# Why North America?

## GLOBAL HEALTH CARE MARKET SIZE



And other strategic reasons .....

# Why North America?

- **Investment** – Private and Public Markets
- **Clinical Trials** - KOL access, visibility to partners
- **Scale** – R&D, manufacturing and market
- **Exit** – where are your most likely acquirers?

# One Nucleus Partners in North America



# Partner Activities

- **Member introductions**
- **Information Exchange**
- **Speakers e.g.: MLSC; visits: VIP**
- **Joint Events: e.g.: One Nucleus BIO Dinner**

# Examples



- Technology uses magnetic fields in cancer Dx and Rx
- Jan 2015 clinical trial of lead product started in US
- Feb 2015 opened a US office in Austin, Texas



# Examples



- Technologies to enhance antibody and related bio-therapeutics
- Long standing collaboration with Baylor College, Houston
- Sept 2015 acquired PacificGMP of San Diego

# Examples



- Immunotherapy drug development
- Sept 2014 announces \$104M Series A financing (mainly from US investors)
- May 2015 closed IPO on Nasdaq

# Examples



- Developer of drugs for pain
- Oct 2010 spun out of GSK
- Oct 2014 announce collaboration with KOL at Yale University
- Jan 2015 acquired by Biogen Idec

# Summary

- North America has many attractions for One Nucleus members
- Most look for R&D collaborations, finance or exit
- One Nucleus partnerships can enable members to evaluate the opportunity through 'soft landing'
- Cluster-Cluster Collaboration can make the process more efficient for members