



London BioScience
Innovation Centre

LBIC news

from the London BioScience Innovation Centre

In this issue...

LBIC News

Celebrating
10 years
of success

LBIC Head 2
Head

UK HIFU
sets up base

Business
Support
Network

Focus on
Venner
Shipley

Contract
Research
Services

Support
for biotech
and pharma
companies

WELCOME

In our last issue we highlighted the celebrations for our 10th anniversary in 2010. More than 250 academic and industry delegates joined us in Camden last June to celebrate the occasion, details of which appear on the back page.

In this issue we also introduce Venner Shipley, one of the firms within our business support network; as well as outlining ways in which the Royal Veterinary College's Contract Research Unit is helping companies within the sector.

We interview Omar Cheema, CEO of Solar Press, about the challenges of setting up a cleantech company in the UK, and highlight the various funding schemes on offer for small and medium-sized companies; one European and one a little closer to home.

Enjoy the issue!

Paula Burton

Paula Burton
Editor

LBIC's CEO, Professor Colin Howard, reflects upon the years leading to the creation of an Innovation Centre at the Royal Veterinary College's Camden Campus, recalling early challenges and giving us his valued thoughts on the future for life sciences in London.

Looking back, LBIC was borne out of frustration! In the late 1990s, as the Royal Veterinary College's (RVC) Vice-Principal for Research, I was searching for a way to bring sufficient numbers of practising scientists into Camden, in order to meet the ever-increasing costs of maintaining a research capability as well as increasing the diversity of research activity.

At that time, the vision of more and more scientists seeking commercial value from their research was beginning to feature on everyone's horizon. An opportunity soon presented itself in the form of a building which was rundown and hardly fit for the 21st century.

Our first attempt at filling this space with an Imperial College spin-out fell flat, primarily because investors could not believe RVC was capable of providing the environment for a young and thrusting spin-out company.

Nor were they prepared to invest in a refurbishment project.

Our focus subsequently moved to the college's McFadyean Building, named after John McFadyean, the UK's first modern veterinary scientist.

The idea was simple: to carry out the refurbishment work ourselves, to a sufficiently high standard to meet the needs of small biotech companies emerging from London's universities and medical schools. Stuart Wilson, a former colleague at LSHTM, was a scientist with a burning desire to form a company, and, together with a company being created out of the Finance Department of Imperial College, LBIC was borne!

The big question was: who would finance the project? We discussed the idea with the then newly-created London Development Agency. The idea was to develop the project in a

Cont'd on page 3

Creating strong patents in Europe: How much data is needed & when by?

Wednesday, 27th October 2010

An interactive web conference with advice on strengthening your biotechnology & pharmaceutical patents.

Venner Shipley

EUROPEAN PATENT & TRADE MARK ATTORNEYS

Places are limited so register now at: www.vennershipley.co.uk/register

ERBI and London Biotechnology Network Announce Merger

ERBI, the not-for-profit membership company for international life science and healthcare companies, and the London Biotechnology Network (LBN), the business network for London-based life science organisations, have merged to become One Nucleus, the UK's largest life sciences network.

The new organisation combines ERBI's 350+ members with LBN's network of over 400 organisations across a wide range of life science industry sectors. The network represents a powerhouse of commercial, clinical and academic interests with at least 60 per cent of the UK's life science industry base, four of the UK's five Academic Health Science Centres and three of the world's top six universities. The merger recognises that the Cambridge-London network is an international life science "super cluster".

The newly-merged organisation continues to have offices in both Cambridge and London, with Harriet Fear as CEO. Tony Jones becomes Director, Business Development and a member of the senior management team. Meetings and events will continue in both London and Cambridge.



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step-wise fashion, using each stage to prove the feasibility of the business model to progress to the next.

The project faced a number of challenges as the building had been badly damaged during World War II, most areas being plastered over with copious amounts of concrete. In 2000 we opened for business with our anchor tenant, Inpharmatica. Other companies soon followed, encouraging the second, and eventually the third phases to be developed. The third phase was completed in 2005, bringing the total lab space to that predicted as essential for the project to remain financially viable.

But it is not only income that has driven the viability of LBIC: it has also brought a large number of indirect benefits, such as new business for our Contract Research Unit, collaborations between clients and RVC academic staff and has allowed the college to recruit a business development team that has become the envy of other specialist institutions in London.

So what of the future? The biotech world is changing and changing quickly. Many companies now outsource their work, particularly chemistry, to places such as India and, as we all know, China is becoming a major force on the international biotech scene. The challenge over the next decade will be to ensure that LBIC has a truly international dimension, bringing in companies from overseas to work with the rich and diverse life and medical science academics of London. And we are well on the way to achieving that vision.

LBIC will benefit as the much-anticipated UK Centre for Medical Research and Innovation takes shape and hopefully nucleates a science park around the King's Cross development. Inevitably, RVC will rely more and more on contacts with industry to maintain its research competitiveness: the vision for the next 10 years is to make LBIC the centre of the London biotech cluster; maximising opportunities for RVC researchers to forge links with the commercial world.



LBIC opened its doors for business ten years ago. Our vision was always one of providing a professional image to impress investors and others seeking to support those within the industry.

LBIC HEAD 2 HEAD

UK HIFU Sets up a Base at LBIC



UK HIFU, a subsidiary of USHIFU, LLC (US HIFU), has established a base at LBIC, from which it will conduct operations to distribute its Sonablate® 500 (Sonablate) medical devices to centres throughout the UK and further afield. The Sonablate device is designed for treatment of localised prostate cancer with high-intensity focused ultrasound (HIFU) technology, a minimally-invasive procedure.

HIFU with the Sonablate 500 (Sonablate HIFU) is a targeted approach to treating the disease with precision-focused ultrasound energy that raises the temperature of the prostatic tissue in a matter of seconds, resulting in its destruction. The tissue throughout the prostate is destroyed while structures outside the gland remain unharmed.

"We want to convey our commitment to increase patient access to the technology by increasing the number of machines, patient education, physician training and technical support," said US HIFU CEO Steve Puckett Jr. "While the treatment may not be for every prostate cancer patient, it is our objective that every man who could benefit from the technology will find he has easier access to it than in the past."

Prostate cancer is the most common cancer among men in the UK. According to Cancer Research UK, a quarter of all new cases of cancer diagnosed in men are prostate cancers.

For more information about UK HIFU, please contact: **Brianne (Bri) Yaroch Keenan**, Manager of Operations, UK HIFU

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Focus on Venner Shipley LLP

Dr Anton Hutter introduces Venner Shipley; one of Europe's leading patent and trade mark attorneys and a member of the LBIC Business Support Network; a service designed to provide help for companies needing to grow and avoid the risks of setting up in a new and challenging market.

Venner Shipley represents a wide range of clients including domestic and international corporations, SMEs, universities and individual inventors.

Since our foundation in 1947, we have grown to provide a full range of services covering patents, trademarks, designs and copyright, domain names and all other aspects of intellectual property, across all areas of science, technology and design. Services extend beyond rights protection, to involvement in enforcement and licensing activities.

Biotechnology is one of our core disciplines and our attorneys have considerable experience in dealing with all aspects of IP protection in this area, having worked with numerous biotech companies based, both in the UK and overseas. Our Chemical & Life Sciences team has gained a deserved reputation for providing clients with a high-quality service, combining technical expertise with special legal knowledge. The team also has substantial expertise with regard to inventions in the fields of biotechnology, chemistry and pharmaceuticals and specialises in diverse fields, including:

- Molecular biology
- Cell biology
- Diagnostics & therapeutics
- Genomics & proteomics
- Immuno-therapeutics
- Viral vectors & gene delivery
- Drug delivery
- Formulation chemistry
- Chiral chemistry
- Catalytic and process chemistry
- Cell culturing technology & equipment
- Medical devices
- Polymer chemistry
- Protein & peptide chemistry
- Synthetic organic chemistry
- Nanotechnology

Additionally, the team is experienced in drafting and prosecuting patent applications at the UK Intellectual Property Office and the European Patent Office, and overseas through a network of associates. In addition to assisting clients in obtaining patent protection in the field of biotechnology, we provide advice on potential infringement and prepare freedom-to-operate and due diligence reports, especially for use in connection with company acquisitions and raising funding. If required, we can attend meetings with potential investors to advise on the value of our clients' patent portfolios.

Contentious proceedings regularly arise in this highly-competitive field and we are able to handle oppositions and appeals before the European Patent Office.

Many of our attorneys are recognised as experts in their respective fields by, among others, the Legal 500, where we are consistently ranked within the top 10 patent and trademark firms. Our aim has always been to provide the highest standards of service, while recognising that responsiveness and reasonable fees are just as important as technical and legal expertise.

We seek to understand and involve ourselves in your business, to help you match your protection requirements to your business needs. With prudent management of your intellectual property, we believe that we can achieve positive commercial benefits. By exploiting new developments, avoiding conflicts with the rights of others or determining a commercial value for the intellectual assets of a venture, our team has the relevant knowledge and experience to deliver the right result.

Contact Us

Contact **Dr Anton Hutter** for an informal discussion about your patent or trademark requirements
 Email: ahutter@vennershipley.co.uk
 Tel: +44 (0) 207 600 4212

Venner Shipley LLP, 20 Little Britain, London, EC1A 7DH, United Kingdom

**Join Anton for our next webinar event:
 Creating strong patents in Europe:
 How much data is needed & when by?**

Wednesday, 27 October 2010
 – 15:00 (BST) or 10:00 (EDT)

Anton will be joined by Dr Allie Elend of Venner Shipley in the webinar, to discuss the amount of supporting data required in biotech and pharmaceutical patent specifications.

To sign up for this event visit:
www.vennershipley.co.uk/register

RVC Contract Research Services

The Royal Veterinary College's Contract Research Unit offers support for biotechnology and pharmaceutical companies, ranging from routine animal husbandry and laboratory services to full study and design management. Preferential rates are available for LBIC Clients.

Here, the unit's Director, Dr Mark Fox answers questions about how companies can benefit from services on offer:

How long has the College been offering Contract Research Services?

We set up in 1995 and have worked with a number of companies over the past five years. Demand for our services has increased steadily across both large and small animal work and over a third of our business now comes from companies based outside the UK.

What are the benefits of using RVC Contract Research Services, as opposed to those of other organisations?

The main difference is the access to scientific expertise of national and international standing that most other contract research organisations are unable to offer.

How many people are involved in any one piece of commissioned study?

This can vary from study to study. We have access

to a wide range of experts across RVC and are able to call on experts in the field for advice or technical help at short notice. For example, abattoir sampling may involve bringing on board 20-30 staff, whereas other studies may involve only two people.

A typical example:

- Single study manager (one-stop shop)
- A member of the College's Business Development Unit if a confidentiality agreement is required between the research worker and the sponsor
- One or two staff involved in routine husbandry
- Staff providing experimental expertise depending on the nature of the work involved
- Named veterinary surgeon to ensure the welfare of the animals in our care

What can I expect by way of interaction with RVC staff during the course of any project?

Regular contact with the study director, either running a study that has already been designed or sitting down and planning one, followed by regular updates on progress during the course of the project.

How do I get in touch?
For further information, or to request a quote, please contact cru@rvc.ac.uk or telephone +44 (0) 1707 666 241.



Mike Simonds, JP and Business Manager at RVC talks about the College's latest spin-out, PrioCam and ways in which an EU-funded project, Innovation Central, provided grant support to assist on the road to success.



PrioCam Ltd. (PrioCam) is an RVC spin-out, incorporated in 2009 and based within LBIC. Our unique technologies are directed at improving

drug delivery into the brain by overcoming the blood-brain barrier. There is a clear, unmet need to improve drug delivery to the brain. Indeed, a failure to treat most neurodegenerative diseases is due to ineffective CNS drug delivery and not to a lack of effective CNS drug discovery. Our platform and products have a large potential market niche within therapeutics for numerous and common neurodegenerative and psychiatric diseases. Such brain diseases represent a major global, economic and social burden and affect a significant proportion of the global population, with a

large therapeutic market as a result.

To achieve our goals, PrioCam is actively looking to secure funding from investors for our proof of concept research and development. To date we have negotiated interest from major pharmaceutical companies and we have had investment meetings and established interest now with over five key potential long-term investors. In all cases they require PrioCam to complete some further proof of concept research and development needed for their investment.

In order to present our business to London Business Angels and the Finance South East we needed to cover costs of £1,200 plus VAT. As a university spin-out we did not have the funding available for this critical step. A grant from Innovation Central covered these costs and has helped us to move forward.



About Innovation Central London

The Innovation Central London (ICL) programme targets individuals with ideas for innovative new businesses or micro-businesses that face a significant barrier to getting started or growing. The project awards small grants, typically £3,500, where applicants can show that such an award will enable them to overcome one of those barriers. ICL is led by UCL Advancing and part-funded by the London Borough of Camden. ICL is open to any business based in the Camden area and recipients are selected by a panel that include representatives of UCL, London Borough of Camden, the Royal Veterinary College, the University of the Arts, KX Create, the British Library, Birkbeck College and a number of other business support organisations.

INGA DEAKIN INTERVIEWS OMAR CHEEMA, CEO OF SOLAR PRESS AND LBIC CLIENT



Welcome to LBIC, how are you settling in? LBIC feels like an ideal home for our start-up. We moved in around

Christmas last year, since then we have made rapid progress and are now producing scores of photovoltaic devices each week out of the product development laboratory we have established here.

Solar Press is the first cleantech company in LBIC, can you tell us how the company was founded?

The founders of the company are myself the founding CEO, Carbon Trust Enterprises Ltd strategic seed investors who invested £1.5m in Solar Press, and a group of multidisciplinary scientists based in various universities who have committed technology development services to support us. The company was founded in May 2010. In October that year, I was joined by the CTO and soon after we made the decision to move into LBIC.

What are the key benefits of your solar panel technology?

Although photovoltaics, the direct conversion of light into electricity using semiconductor materials between electrodes, is the only renewable energy source with the potential to fulfil our long-term needs, it is still only a fraction of the world's energy production facilities and is even lagging behind the development of other renewable energy sources such as wind and bio-fuels. The main bottlenecks have been the high production costs of photovoltaic solar panels and the high capital costs of installing and scaling photovoltaic production capacity.

Our technology and business model solves these two main issues. We can deliver photovoltaic panels at an unbeatable price. Secondly we can make our panel designs compatible with well-established printing and coating systems, so that we can cheaply and flexibly scale production outputs

to dwarf the production capacities of existing photovoltaic technologies.

What are the current key challenges in starting up a cleantech company in the UK?

The UK has a great talent pool of scientists and engineers from high-quality universities and research institutions, but it is not easy to set up a cleantech start-up here. The risk capital of Silicon Valley or the long-term, low-cost capital financial backing committed to solar technology in China is not available here - not to a competitive extent. There is also a tendency to follow trends elsewhere rather than to become a trendsetter. There needs to be a greater backing of and investment in entrepreneurs taking the risk of developing products which will revolutionise the global energy markets. We have to back daring new entrepreneurs rather than older risk-averse institutions to make a big impact in cleantech.

Which features of LBIC made you choose it as your base?

LBIC had the best ready-to-go laboratory facilities out of all the sites in the greater London area that we visited. The location is also fantastic, being right next to St Pancras International, not to mention the lively surroundings of Camden Town. The considerate attitude and customer responsiveness of the LBIC management team, sealed our decision to choose LBIC.

Where do you see Solar Press in the coming years?

We expect Solar Press to become a global household name, supplying solar panels to countries all over the world, especially where they need electricity the most. Our business model will change the way in which photovoltaic companies are being created and developed, with our focus on product innovation and speedy market development. In time, Solar Press will greatly expand the production capacity of photovoltaics to be the leader in renewable energies and a major component of the world's electric power industry.

Howdy Partner: Successful Industry-Academia Studentship Partnering Event; Drs Inga Deakin and Jim Gazzard, RVC Enterprise



LBIC and the Royal Veterinary College (RVC) collaborate on a number of fronts to mutual benefit. To further develop these relationships, RVC Enterprise (RVCE) hosted its

inaugural industry-academia partnering event at the Hawkshead Campus on July 8.

BBSRC Industrial CASE-funded PhD studentships offer an effective route to industry-academia research collaboration. With the unusually short call deadline approaching, RVC Enterprise invited RVC faculty and LBIC and BioPark (Welwyn Garden City) company representatives to meet and exploit this opportunity.

The focus of the event was speed dating. Each company representative and RVC academic had 10 minutes to identify areas of mutual interest, spanning human and veterinary, basic, translational and clinical science. There was evidently plenty to discuss - an alarm was needed to move people on, as many dates seemed to be going very well!

The event commenced with an informative talk about CASE funding from BBSRC's Dr Dan Godfrey. Dr Brian Catchpole, a seasoned industry collaborator from the RVC, gave helpful insights and Andrew Clempson, a current RVC CASE PhD student, shared his experiences.

Other industry-relevant funding sources were noted, e.g. SPARK awards from the Biosciences Knowledge Transfer Network (KTN; <£5k, deadline Sept 3) and RVC's BRIO internship programme.

RVC Enterprise is delighted to report that at least one additional CASE studentship application was submitted as a direct consequence of the event, and that post-event feedback was excellent. RVCE will be running further partnering events to promote funding schemes and foster industrial collaborations across London's bio-pharma cluster, which is the biggest in Europe.

The deadline for Industrial CASE studentships has now closed, but the annual competition is usually open between June and October. If you would like more information about CASE studentships, SPARK awards, EEDA Innovation Vouchers, internships or working with the RVC, please contact us (ideakin@rvc.ac.uk) and we will be happy to help. We have set up a LinkedIn group, RVC Industrial Research Group.

SECTOR FUNDING OPPORTUNITIES

European Framework Programme 7 - Opportunities for Participation

The EU has published latest calls for the FP7 Programme. This includes the 2011 Work Programme for Health, covering a range of topics including medical devices, new technologies for diabetes, brain disorders, regenerative medicine, immunisation and several other health areas. Euram Ltd is an active member of LBIC's Business Support Network.

Within the programme there is a strong emphasis for stimulating greater SME participation with some calls requiring that at least 35 percent of the funding is for SME research activities. Furthermore, several of the calls are now two-stage applications

with the first stage being six pages in length. This is to encourage SMEs to consider the opportunity for their projects without investing significant time and effort in generating a full proposal at the first stage. The 2011 health call is probably one of the best opportunities for SMEs to consider making an application for EU research funding.

Funding available from the EU FP7 programme is at 75 percent for SME research activities and many of the calls can provide £3 – 6m per project. Furthermore, funding is available to support most research and development activities, overheads can be included and it is possible to

include a management company to help you with project administration.

Interested in finding out more?

Euram Ltd can provide support and guidance in the form of a detailed discussion about your project and the EU FP7 calls that might be suitable. If you decide to proceed with a proposal we can provide guidance and mentoring support or a more comprehensive support programme.

For further information contact Dr Chris Barnett at Euram (chris.barnett@euram.ltd.uk).

CONTACT US

LBIC has been supporting Life Sciences Companies since 2001. Today we host over 30 companies ranging from entrepreneurial start-ups to more established UK companies and overseas subsidiaries from the US, Japan, Germany, France, Italy, Denmark and Finland.

The Centre is a 10-minute walk from St Pancras International, for Eurostar services to mainland Europe. For further information, or to enquire about availability of laboratory or office space, contact:

Dr Ken Larkin tel: + 44 (0) 207 691 2076

The London BioScience Innovation Centre, 2 Royal College Street, London NW1 ONH

www.lbic.com

Our Management Team is based in LBIC and comprises:

PROFESSOR COLIN HOWARD:
Chief Executive

DR KEN LARKIN:
Deputy CEO

PATRICIA LATTER:
Deputy Director

JANETTE RICHARDSON:
Operations Manager

PAULA BURTON:
Marketing Manager

HAYLEY SEMPRINI, LUCY GARNSWORTHY, JOANNA SKARVIKEN:
Client Services Team

LBIC CELEBRATES 10 YEARS OF SUCCESS



Some 250 academic and industry delegates came to RVC on June 9 for two events to mark LBIC's 10th anniversary.

LBIC clients and key influencers discussed models of entrepreneurship and success stories around academic/industry collaboration. The afternoon - sponsored by BBSRC - was chaired by Colette Henry, Norbrook Professor of Business and Enterprise at the RVC with presentations from Dr Jim Gazzard, Business Manager RVC, Peter Reid, CEO of the London Technology Network and LBIC entrepreneur - Dr Anthony Walker, CEO of Alacrita LLP.

The monthly BioWednesday highlighted the success of LBIC, its growth over the last 10 years, notable clients, market responsiveness and lessons learned along the way.

Keynote speakers were: Anthony Browne, Policy Director of Economic Development at the Greater London Authority (GLA), Omar Cheema, CEO of Solar Press - one of LBIC's newest cleantech clients and Professor Colin Howard.



Winner of LBIC Award

Dr Tony Jones, Director of Business Development at the newly-formed One Nucleus, has been awarded the first LBIC Annual Award for Outstanding Contribution to London Life Sciences. On receiving the award at the June 9 anniversary event, Tony said: "To be recognised as playing a part in the success of London's life science cluster by LBIC, who have themselves proved to be such a catalyst for the sector over the past 10 years, is a very flattering privilege."

