



# Trade Mission to BIO-Europe 2016

Biotechnology Sector

6 - 9 November 2016



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**European Union**

European Regional  
Development Fund



Department for  
International Trade



## Welcome



Welcome,

I am delighted to be leading this Trade Mission to Bio-Europe 2016 in Cologne on behalf of the Department for International Trade, London Region International Trade Team. This Mission is part-funded by the European Regional Development Fund's (ERDF) Global Growth Project.

BIO-Europe® is Europe's largest partnering conference, serving the global biotechnology industry. The conference annually attracts leading dealmakers from biotech, pharmaceutical and finance, along with the most exciting

emerging companies.

The London Trade Mission comprises 15 delegates from early stage biotechnology companies, CRO's (contract research organisations), and various service providers to the biotech/pharmaceutical industry. They represent the strengths of London's life sciences sector.

I hope you will all benefit from the three intensive days of partnering meetings, conference sessions and networking which comprise Bio-Europe 2016.

Best wishes for a great conference!

**Chris Parsons**

**International Trade Adviser**

Department for International Trade - London Region

[gov.uk/dit](http://gov.uk/dit)

[@tradegovuk\\_LSE](https://twitter.com/tradegovuk_LSE)

[linkedin.com \(International Trade with the UK - London\)](https://www.linkedin.com/company/international-trade-with-the-uk-london/)



## ERDF's 'Global Growth' Project

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As part of the European Regional Development Fund (ERDF), 'Global Growth' aims to enhance the competitiveness of London SMEs in international markets. The project targets the Local Enterprise Partnership's (LEP) priority sectors: Tech, Digital, Creative, MedTech and Smart Cities.

The Global Growth Project will achieve this by providing SMEs with the expertise and support needed to break into high growth and emerging markets:

- London SMEs have the opportunity to receive expert support from an International Trade Adviser (ITA), helping them along their export journey by providing one-to-one advice for entering and establishing in new markets
- Introduction to International Trade workshops for companies new to exporting
- Emerging Market Awareness events
- Master Classes
- Sector specific Trade Shows
- Sector specific and/or emerging markets Trade Missions
- Meet the International Buyer events

By 2019, the project aims to have supported 910 SMEs, created 400 Jobs and delivered an additional £36m of new sales, ultimately helping 1,600 SMEs export with confidence.



**European Union**

European Regional  
Development Fund





## Company Contacts

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### Image Analysis Group

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## The Department for International Trade (DIT)



### **Chris Parsons**

#### **Mission Leader and International Trade Adviser**

DIT - London Region

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T: +44 (0) 2072 343025

Chris has over 20 years export experience including 5 years managing distributors across the Middle East and the Mediterranean basin, and 15 years working intensively with Russia and Eastern Europe.

He started in business selling laboratory instrumentation in the UK, then doing International Sales & Marketing for a US multinational for nine years based in Paris and Vienna. He then started his own export business selling instrumentation & supplies to laboratories and processing equipment to biotechnology companies.

With the fall of the Soviet Union and the growing dependence on Aid/Loan programs & Foreign Direct Investment, Chris also focused on winning business from this foreign funded activity.

Chris joined DIT London Region in 2002 where he is the lead International Trade Adviser for Life Sciences and the Russia Champion.



Department for  
International Trade



## The Department for International Trade (DIT)

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### **Rory Smith**

#### **International Business Adviser**

DIT - London Region

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Rory has experience managing stakeholder relations, events and marketing in the private, charitable and public sectors.

Rory's career started as a reporter for one of India's largest national newspapers before he moved back to the UK to gain a degree in International Politics & History from the University of Newcastle. After graduating, he moved to China to study Mandarin & Marketing in a Chinese Culture at Shanghai Normal University.

Moving back to the UK, he managed global events and stakeholder relations for a charity before moving to the Department for International Trade. Here he manages the DIT's relationship with large corporates in London while assisting companies in the technology sector with international trade.



**Department for  
International Trade**









# Company Profiles



## Profile:

### Biotech and Money



**Matt Pullan**  
Senior Vice President

Biotech and Money is a growing influential community of senior life science decision makers. We are a catalyst for dialogue, debate and deal making to help lead growth in healthcare investment and the building of billion dollar healthcare businesses.

We are determined to forge a fundamentally better way to promote and facilitate investment, financing, partnerships and deal making in healthcare.

### Objective for the visit:

Seeking partnership and business development opportunities for Biotech and Money and our members.

### Contact details

#### Biotech and Money

matt@biotechandmoney.com

+44 (0) 78650 82767

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



## Profile:

### Ctrl Group Limited

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New technologies have the potential to transform healthcare and medical research by increasing efficiency and creating more personalised medicine.

Ctrl Group is a team of designers, researchers, software developers and healthcare experts who work internationally with healthcare companies and providers who want to use new technology to improve people's health. We create products and services that are effective, engaging and safe.



**Ben Fehnert**  
Founder

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### Objective for the visit:

Looking for partners and clients who would like to work with Ctrl Group to use technology to transform clinical research and healthcare.

### Contact details

**Ctrl Group Limited**

bf@ctrl-group.com

+44 (0) 78255 72206

[www.ctrl-group.com](http://www.ctrl-group.com)

Ctrl Group



## Profile:

### ERA Consulting (UK) Limited



**Adam Levy**  
Group Manager,  
Business Development

ERA Consulting has served the biopharmaceutical industry for over 28 years, providing regulatory, strategic and technical guidance for the development of medicinal agents (>450 to date), including gene and cell therapies, recombinant protein/antibody therapeutics, vaccines and small molecules.

Our specialised international team of 32 full-time professionals includes consultants from biotech, pharma, biomanufacturing, regulatory and academic scientific backgrounds to provide experienced support from product inception through development to commercialisation.

## Objective for the visit:

We will be attending partnering meetings with pharmaceutical companies to explain how we can assist them in their development programmes, whilst providing information pertaining to regulatory and product development questions.



## Contact details

### ERA Consulting (UK) Limited

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## Profile:

### Formuli

Formuli is a Business Development and Licensing Agency that helps companies find partners for their technologies and products. At Bio Europe, Formuli is presenting the following opportunities for partnering:

1. A Potent Novel Anti-Inflammatory agent with an excellent efficacy/safety profile for use alone, or in combination with Steroids.
2. An Invisible Transdermal Spray-On patch technology focussing on ADHD, Alzheimers, Parkinsons and Pain, but with the potential for broad utility.
3. A Once Weekly Oral Tablet formulation of Aripiprazole for Bipolar Disorder, Schizophrenia and MDD.
4. A Blood Brain Barrier Transport Mechanism with excellent early results in NeuroOncology but with the potential for broad utility.



**Russ Pendleton**  
Chief Executive Officer

### Objective for the visit:

Formuli would be very happy to discuss these products and technologies in more detail with any companies who are looking to in-license.

We are also keen to meet new clients who are looking to initiate licensing activities, or to turn National or Regional products into Global players.

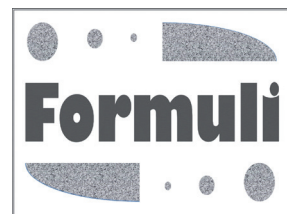
### Contact details

#### Formuli

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[www.formuli.net](http://www.formuli.net)







## Profile:

### Image Analysis Group



**Olga Kubassova**  
Chief Executive Officer

Image Analysis Group is global group of companies with expertise in clinical R&D, clinical trial design, regulatory and financial strategy for biotechnology companies involved in clinical research of immuno-oncology, inflammatory and degenerative diseases.

### Objective for the visit:

Explore clinical research and partnering opportunities with clinical stage life-science companies raising finance or seeking partnering opportunities



### Contact details

#### Image Analysis Group

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+ 44 (0) 79859 39915 / +1 617 7523561

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





## Profile:

### Nanomerics Limited

Nanomerics is a speciality pharmaceutical company which was spun out from University College London. Nanomerics creates differentiated medicines based on its patented Molecular Envelope Technology (MET).



**Professor Ijeoma F. Uchegbu**  
Chief Scientific Officer

### Objective for the visit:

Nanomerics aims to recruit clinical development partners for its three clinic-ready MET enabled assets: NM0127 for neuropathic pain, NM0133 for dry eye disease and NM0147 its oral amphotericin B product.

### Contact details

#### Nanomerics Limited

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## Profile:

### Pharmidex



**Martin Barrett**  
Business Development  
Manager

Pharmidex is a CRO founded in 2002 specialising in providing cost effective, high quality experimental ADMET/PK data. Focusing on bioanalysis, CNS drug discovery, in vitro ADMET, in vivo pharmacokinetics, metabolite identification and toxicology we have been able to deliver high levels of customer satisfaction.

Pharmidex operates with a “part of your team” mentality and understands the importance of making time to discuss studies with clients.

### Objective for the visit:

To interact with companies interested in the services we can provide to them.



### Contact details

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## Profile:

### PHASTAR

PHASTAR is a specialist CRO offering statistical consultancy, clinical trial reporting (including data management) and medical writing services, by providing expert consultants and delivering in-house projects.

Every project PHASTAR undertakes is supervised on methodology and utilises internal processes designed to ensure optimal quality. We are headquartered in London with 7 offices globally across four continents, and the largest statistical CRO group in Europe.



**Kevin Kane**  
Chief Executive Officer

## Objective for the visit:

Engage with more potential customers, especially biotech. Use the partnering system to identify potential and actual business opportunities.

## Contact details

### PHASTAR

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



## Profile:

### Richmond Pharmacology Limited



**Dr Jörg Täubel MD  
FFPM**  
Chief Executive Officer

Based at St Georges University of London, Richmond Pharmacology Limited is one of 14 MHRA accredited UK phase one units specialising in early phase Adaptive Studies (including First-In-Human), Cardiac Safety/Intensive ECG/Thorough QT studies, Ethnic Bridging studies and Patient Studies.

Our Principal Investigators offer peer-to-peer advice, intelligent protocol design and development and expert know-how for global regulatory requirements. Our streamlined methods ensure we deliver each milestone right on cue, with no extensions and no extra cost.

## Objective for the visit:

Our objective is to increase our market position within Europe.



## Contact details

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## Profile:

### SCIAD Communications

Sciad Communications is a leading marketing and PR consultancy working in Health, Science and Tech. Our aim is to make our clients more successful. By integrating Brand, PR and Digital Marketing we build reputations, accelerate growth and attract investment. We have an excellent track record in developing communications programmes for our clients, helping them to stay ahead of their competitors and become market leaders.



**Deborah Cockerill**  
Managing Partner and  
co-founder

### Objective for the visit:

Meet contacts at companies that use science and technology as the basis for world changing ideas and help with the communications challenges that they face.

### Contact details

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## Profile:

### Seven Bridges Genomics UK



**Julia Fan Li**  
Commercial  
Operations Europe

Seven Bridges is the biomedical data analysis company accelerating breakthroughs in genomics research for cancer, drug development and precision medicine. The scalable, cloud-based Seven Bridges Platform empowers rapid, collaborative analysis of millions of genomes in concert with other forms of biomedical data. Thousands of researchers in government, biotech, pharmaceutical and academic labs use Seven Bridges, including three of the largest genomics projects in the world: U.S. National Cancer Institute's Cancer Genomics Cloud pilot, the Million Veteran Program and Genomics England's 100,000 Genomes Project. As the NIH's only commercial Trusted Partner, Seven Bridges authenticates and authorizes access to one of the world's largest cancer genomics dataset. The company has offices in Cambridge, Mass.; Belgrade; London and San Francisco.

## Objective for the visit:

Purpose of trip is to expand commercial operations to European customers interested in biomedical data analysis.



## Contact details

### Seven Bridges Genomics UK

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



## Profile:

### Strategy in Life Sciences

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Strategy in Life Sciences (SiLS) is a strategy consulting firm focussed on the needs of the life sciences sector. We work with organisations to improve their performance, drive high quality decision making and develop winning strategies.

We work on issues from R&D portfolio management to commercial strategy, underpinned by our knowledge of the industry, strategy development and underlying science. Our experience includes working with companies and organisations across the world.



**Andrew Bell**  
Managing Director

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### Objective for the visit:

Meet people working in a range of life sciences organisations so as to better understand their issues and perspectives with a view to building our insight and long-term business relationships.

### Contact details

#### Strategy in Life Sciences

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**SILS** | STRATEGY  
IN LIFE SCIENCES



## Profile:

### Tecrea Limited



**John Ridden**  
Director

Tecrea Ltd is a UK based Biotechnology Company focused on nanotechnology as a means of creating novel drug formulations to treat serious medical conditions in human and animal health. Our Nanocin™ nanotechnology platform has already been partnered in both human and animal health. Commercial traction has been achieved with sales and out-licensing to bioprocessing and pharmaceutical companies, with one of our partners entering phase II clinical development early in 2017.

### Objective for the visit:

We seek relevant investors and partners to help us accelerate our reagent sales and clinical drug development partnering activities.



### Contact details

#### Tecrea Limited

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## Profile:

### Therakind Limited

Therakind, a, private pharmaceutical company, is focused on developing safe, effective, authorised speciality medicines. To date, two paediatric products have been successfully developed and commercialised and a portfolio of further products are under development in late stage development

Therakind is developing a portfolio of further products. We have an earlier stage diabetic nasal product for treatment of hypoglycaemia and a pipeline of further products.

Therakind operates with several business models to generate a platform of products generating royalties and also provides consultancy in pharmaceutical development.



**Dr Susan Conroy**  
Chief Executive Officer

### Objective for the visit:

Therakind are looking for partners to market our late stage (EU marketing authorisation application submitted) oral liquid cytotoxic oncological/ immunosuppressant drug formulation (patent applied – UK grant expected Q3 2016) for EU, US and ROW, as well as partners for our novel dry powder nasal device.

### Contact details

#### Therakind Limited

admin@therakind.com

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## Profile:

### Touchlight Genetics Limited



**Tommy Duncan**  
Group Business  
Development Officer

Touchlight's in vitro enzymatic DNA amplification platform addresses every major limitation of pDNA fermentation. Touchlight's platform has improved yield, speed & fidelity, no antibiotic resistance & the ability to amplify complex secondary structures.

## Objective for the visit:

To develop relationships with major industry players in the biopharmaceuticals and industrial markets, with the ultimate goal of collaborating on specific product applications for our technology that can be commercialised.



## Contact details

### Touchlight Genetics Limited

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Notes:

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Notes:

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gov.uk/dit

#### DIT

The Department for International Trade (DIT) is the Government Department that helps UK-based companies succeed in the global economy. We also help overseas companies bring their high-quality investment to the UK's dynamic economy acknowledged as Europe's best place from which to succeed in global business.

#### Disclaimer

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