

BIOCITY

Enabling entrepreneurs to meet the world's healthcare needs

## Life Sciences in the East Midlands

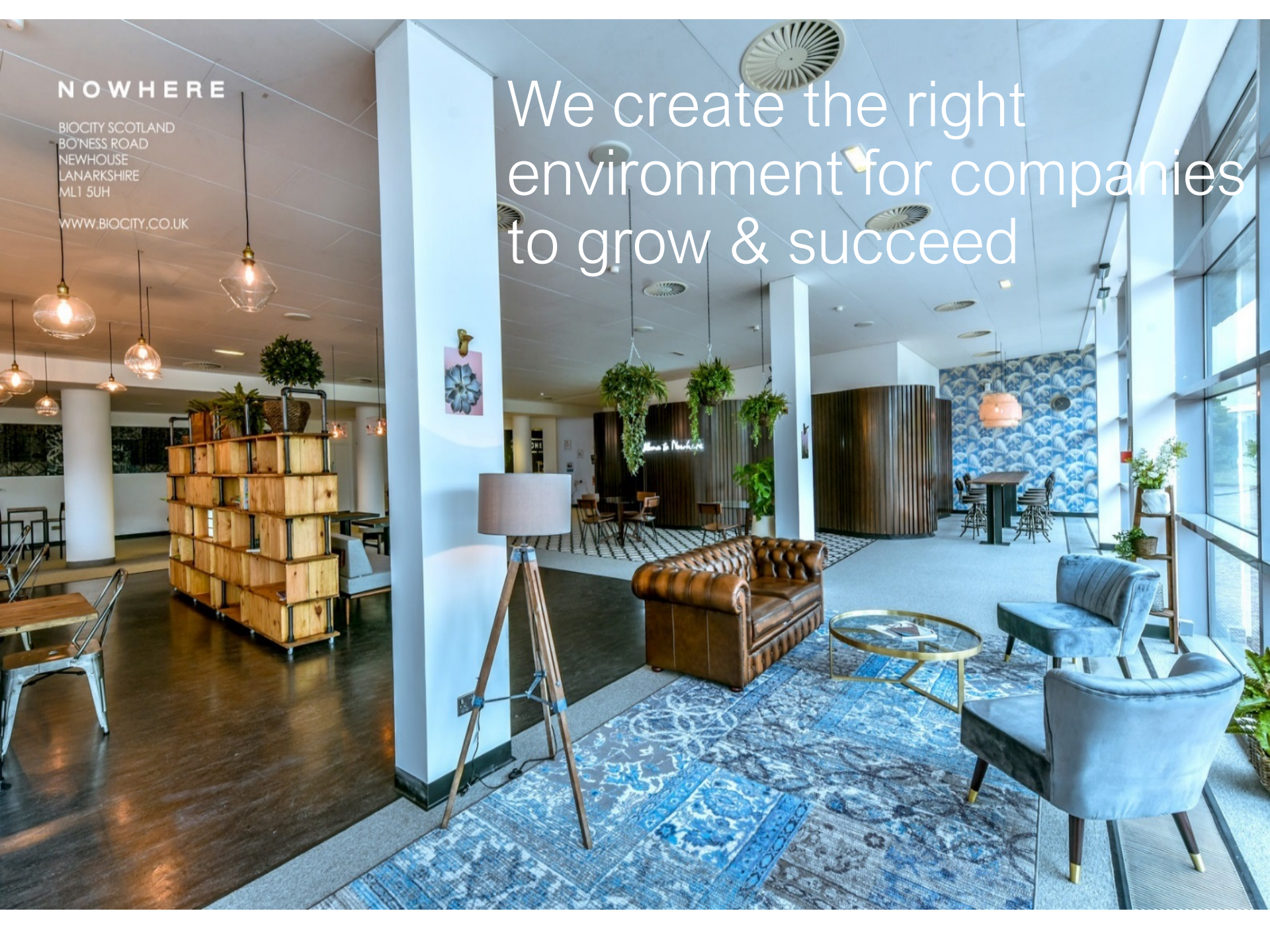
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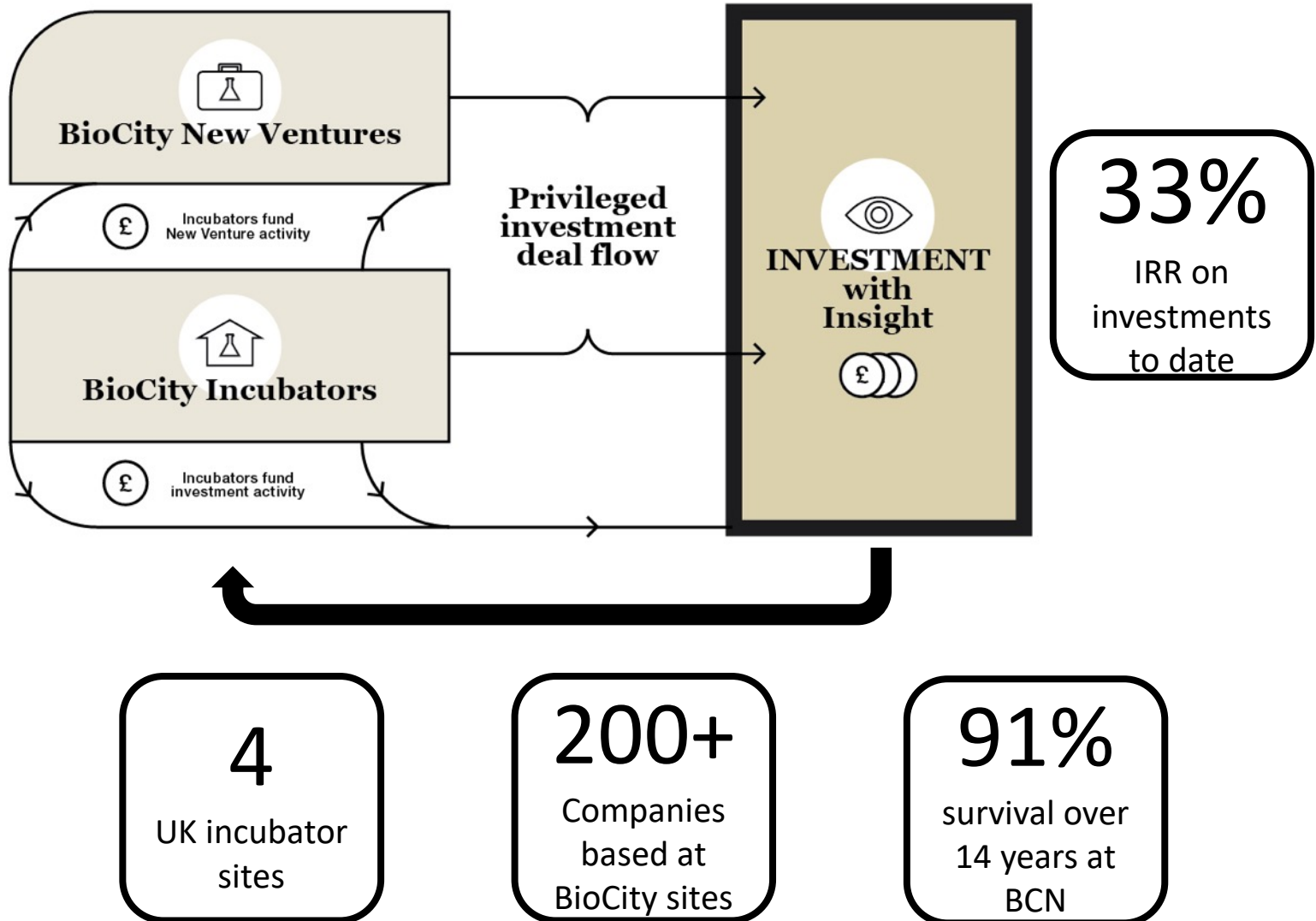
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We create the right  
environment for companies  
to grow & succeed

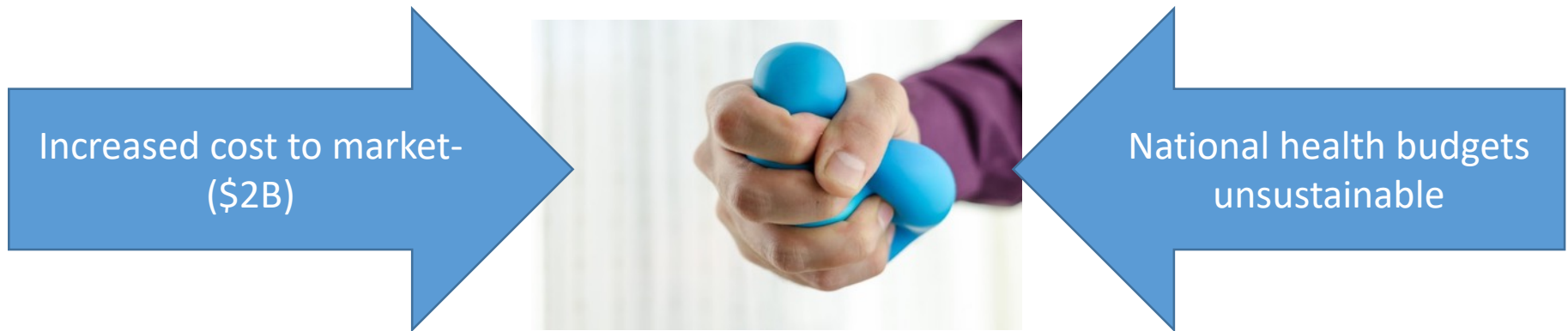


# BioCity model

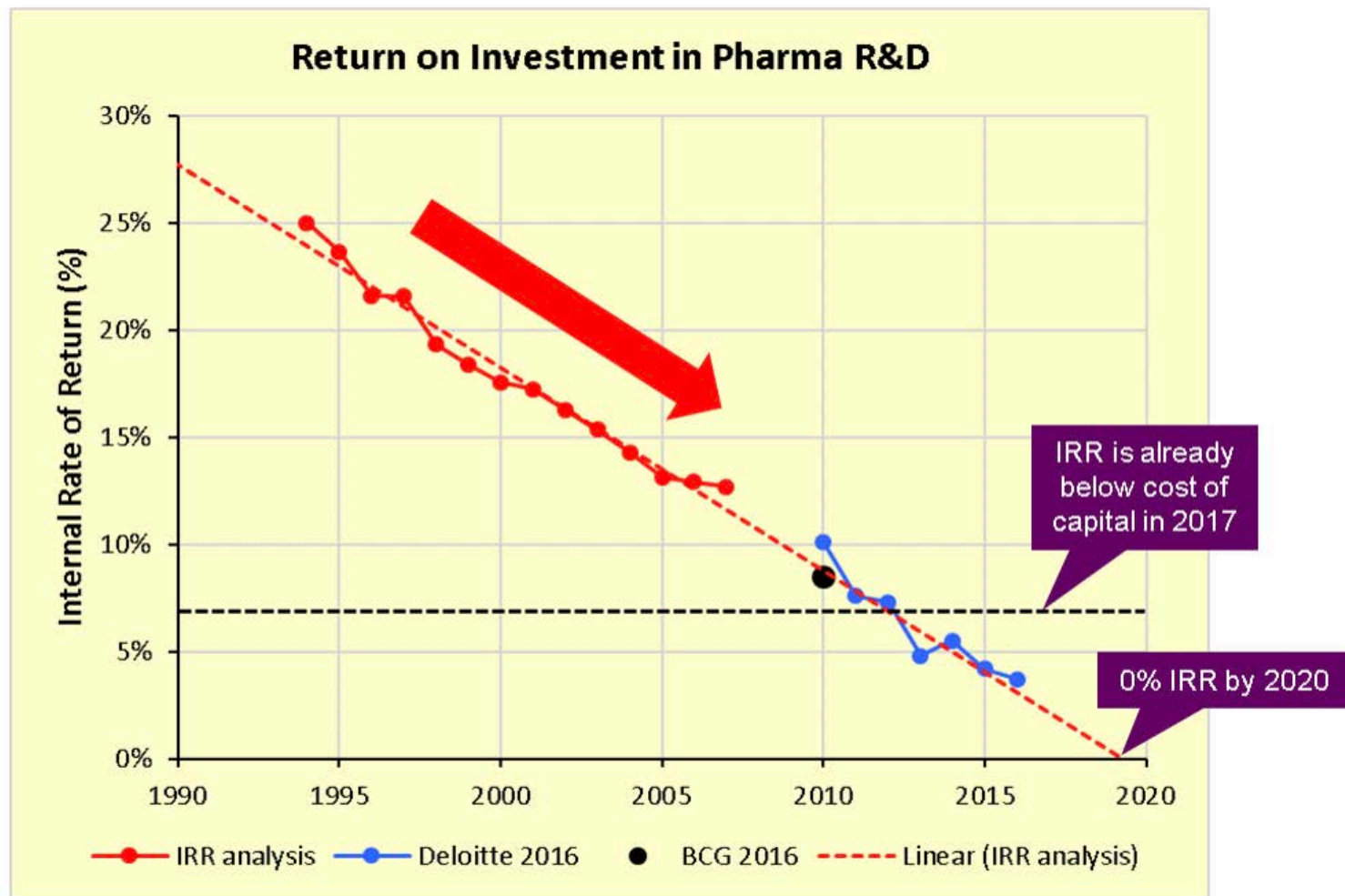


The wider context....

# The challenge for the pharmaceutical sector



# The challenge for the pharmaceutical sector



Source: EvaluatePharma, IRR analysis

# What might the future look like?

- Focus on early diagnosis

- Big data
- Wearable technologies

- Increase productivity

- Outsourcing- continued march of the CRO
- Innovation from academia and small bio

- Increased non-pharmacological intervention

- Increased importance of medical devices and surgical- based intervention
- Wellness- personal responsibility

- Reversal of big pharma agglomeration

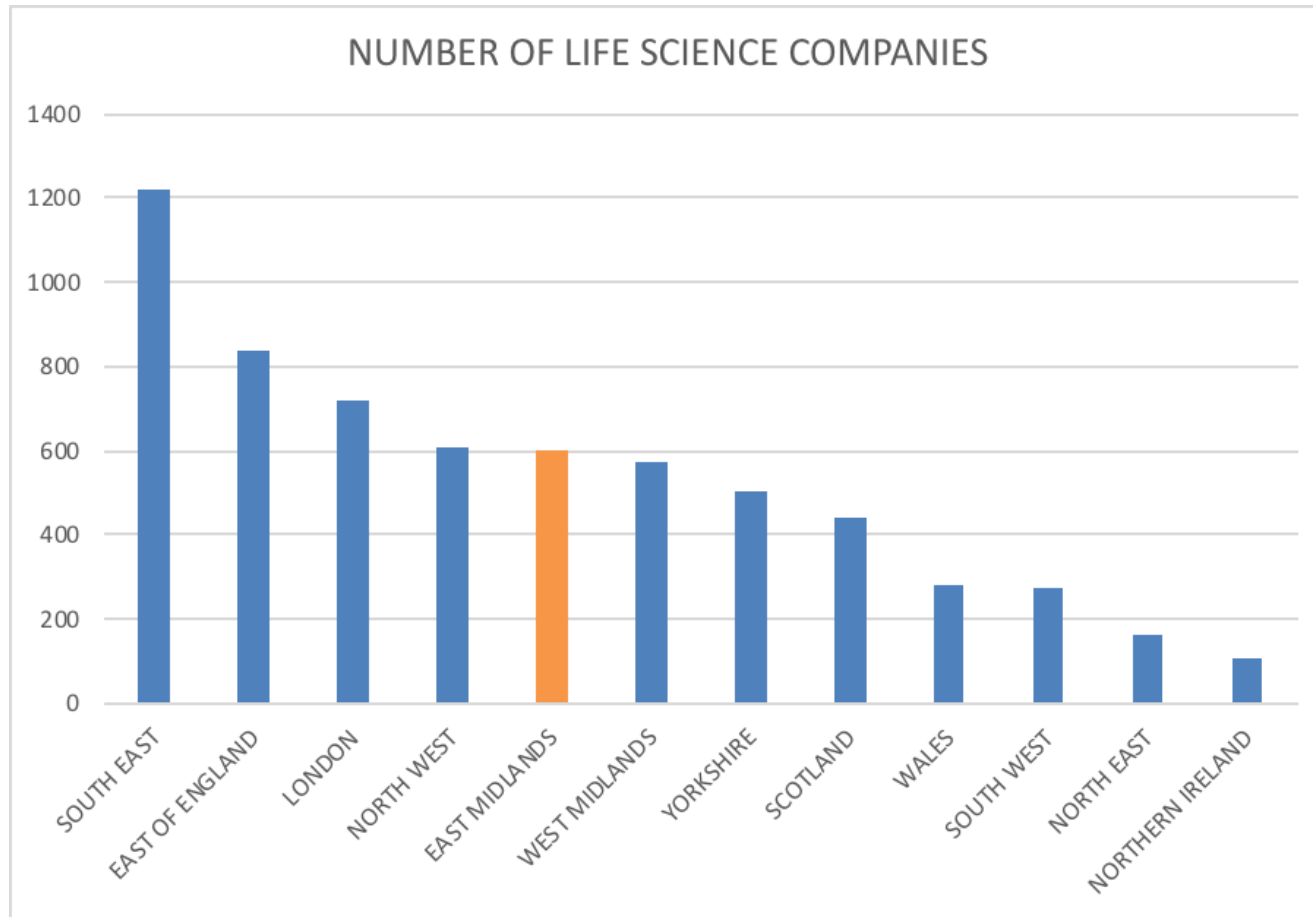
- More pharma spin outs
- More licensing partners

Where does the East Midlands Life science sector fit?



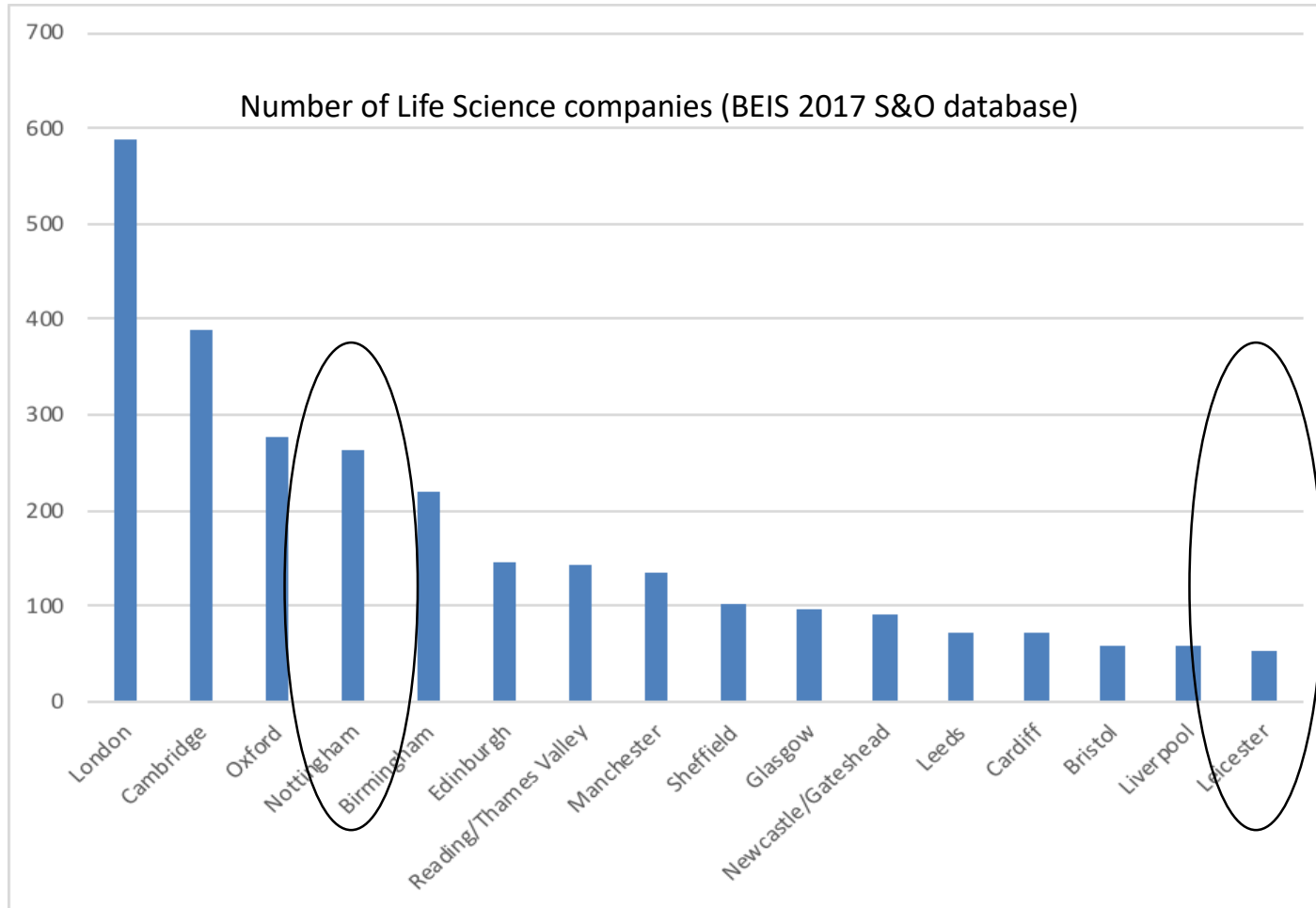
# Distribution of Life Science activity across the UK

(according to BEIS- 2017)



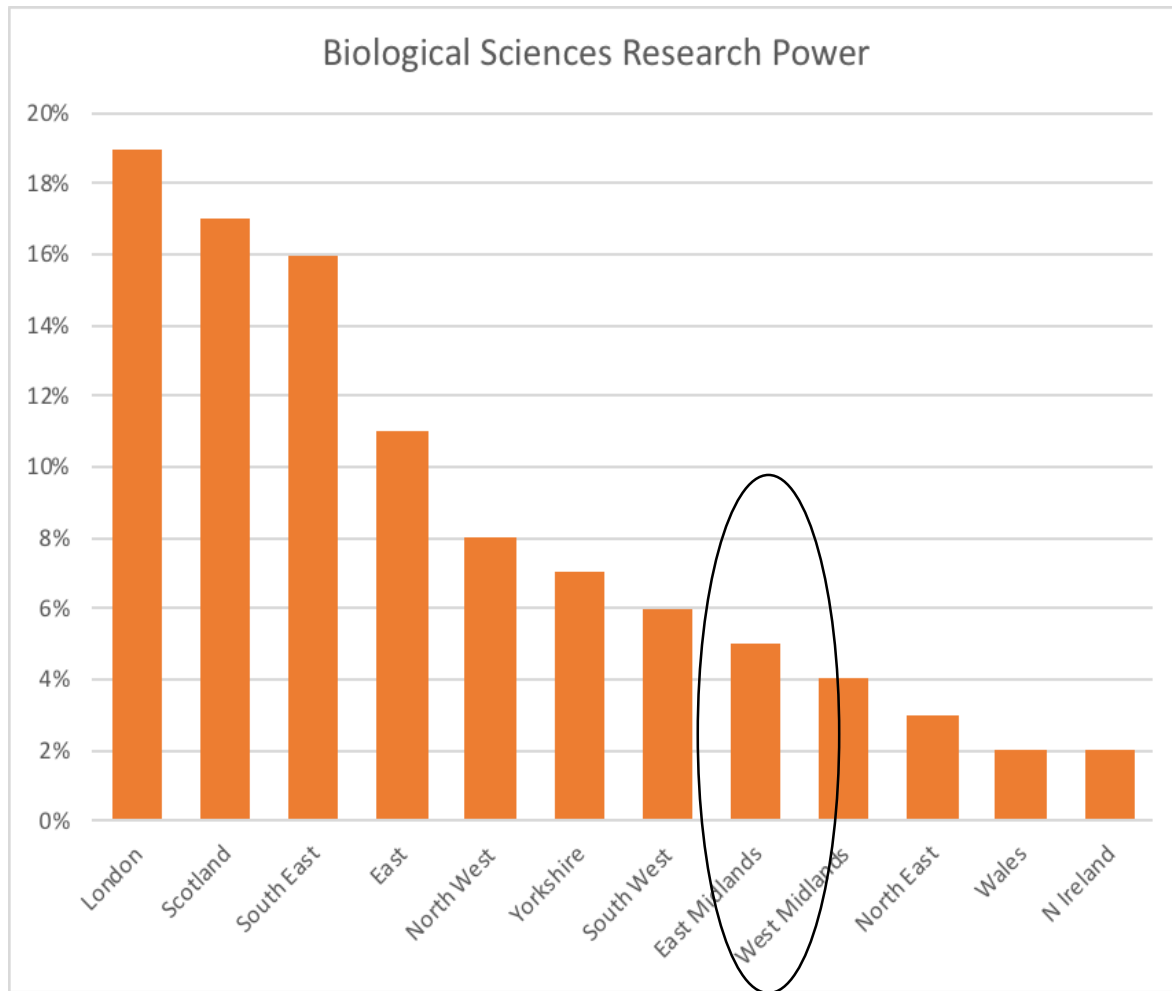
# Main clusters of Life Science activity across the UK

(according to BEIS- 2017)



- Cities only, not surrounding areas with different post codes
- Company numbers only- company size, funds raised, growth etc etc need to be looked at

# The research base



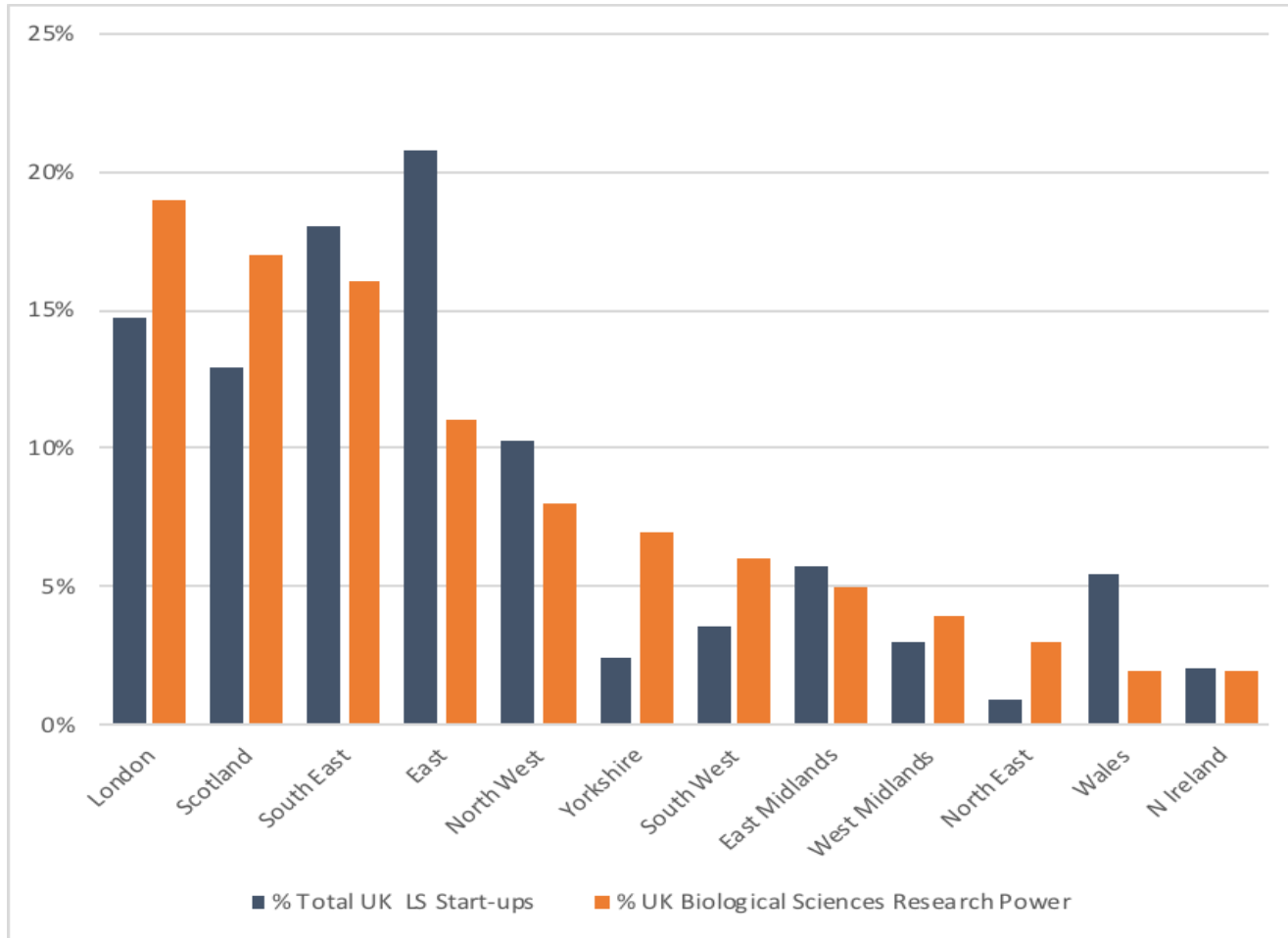
REF 2014

- Biol. sciences- 8<sup>th</sup> & 24<sup>th</sup>
- Clinical Med- 13<sup>th</sup> & 17<sup>th</sup>
- Chemistry- 10<sup>th</sup>

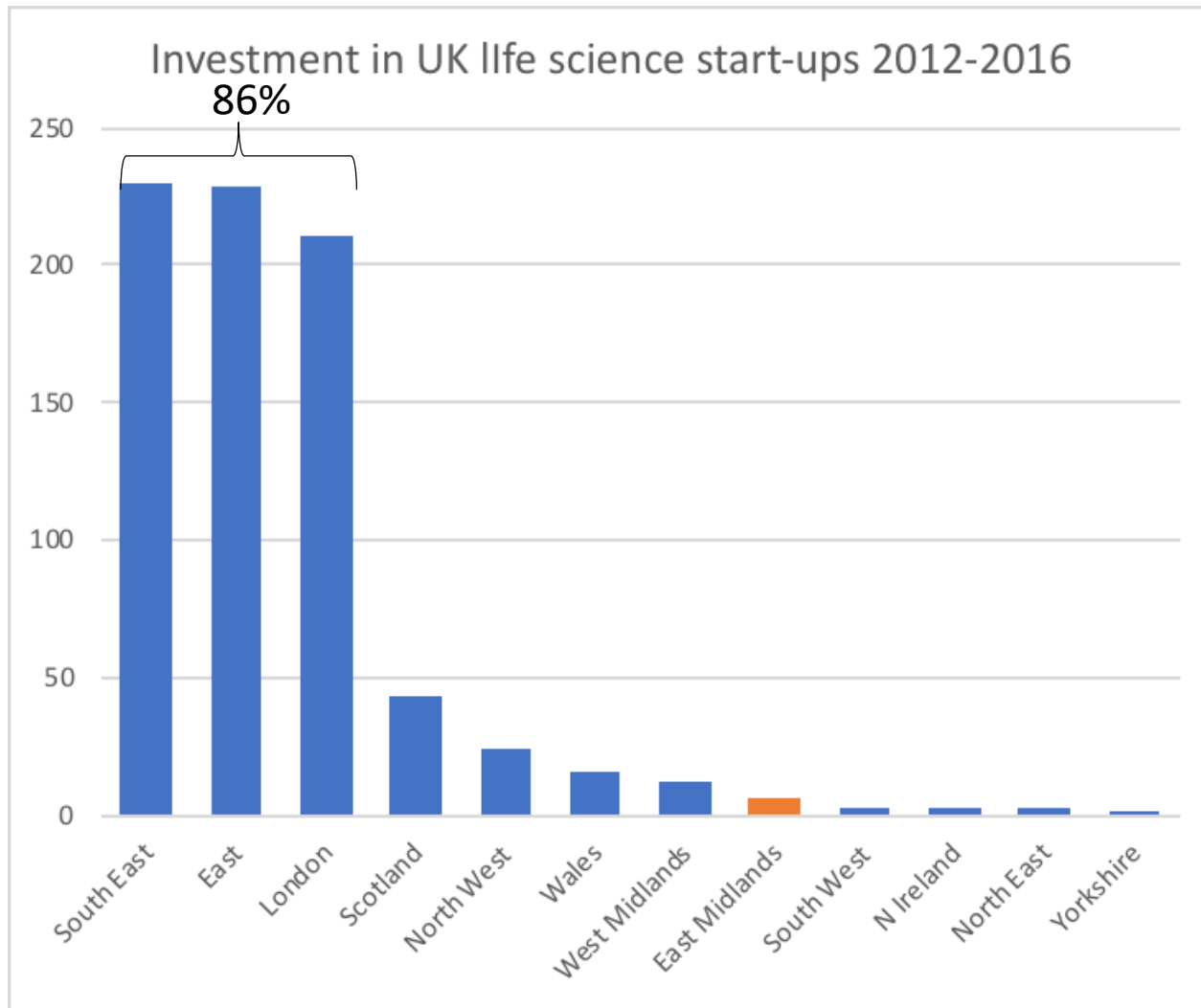
STRENGTHS

- Pharmacological sciences
- Genetics
- Wearable technologies

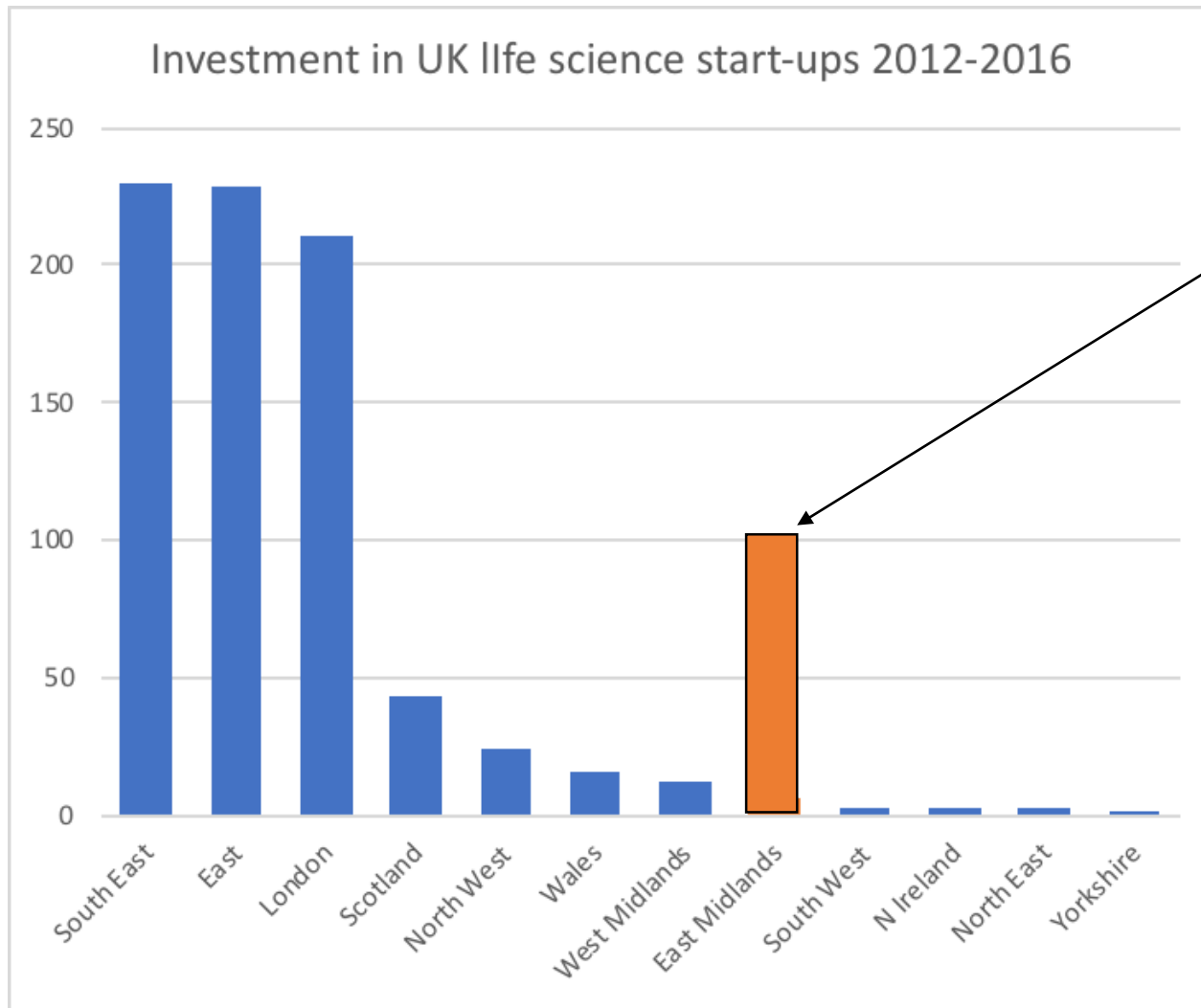
# Research base vs life science start-ups



# Major issues with investment

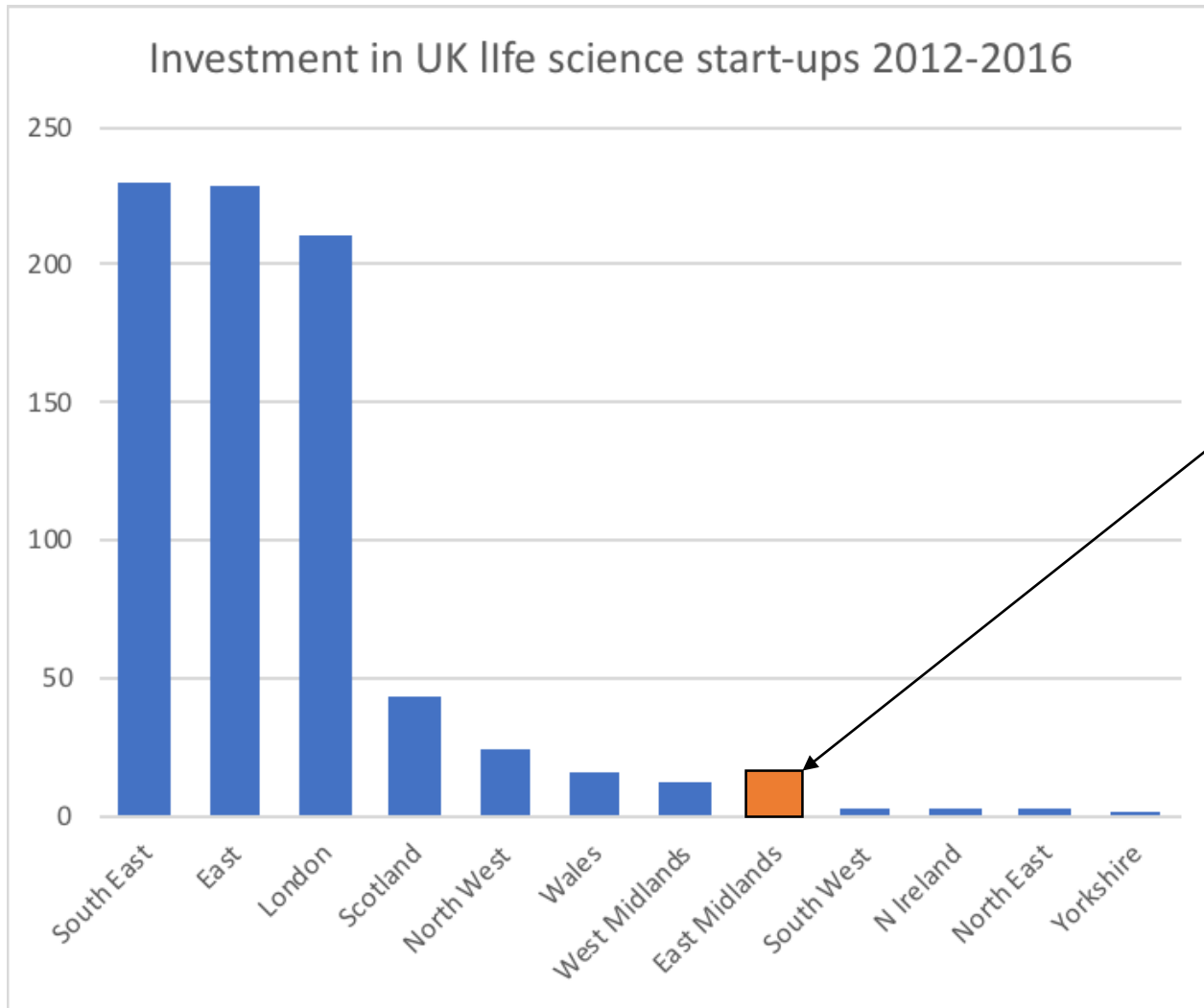


# Major issues with investment



If every penny of the new Midlands Engine equity fund went into life science start-ups

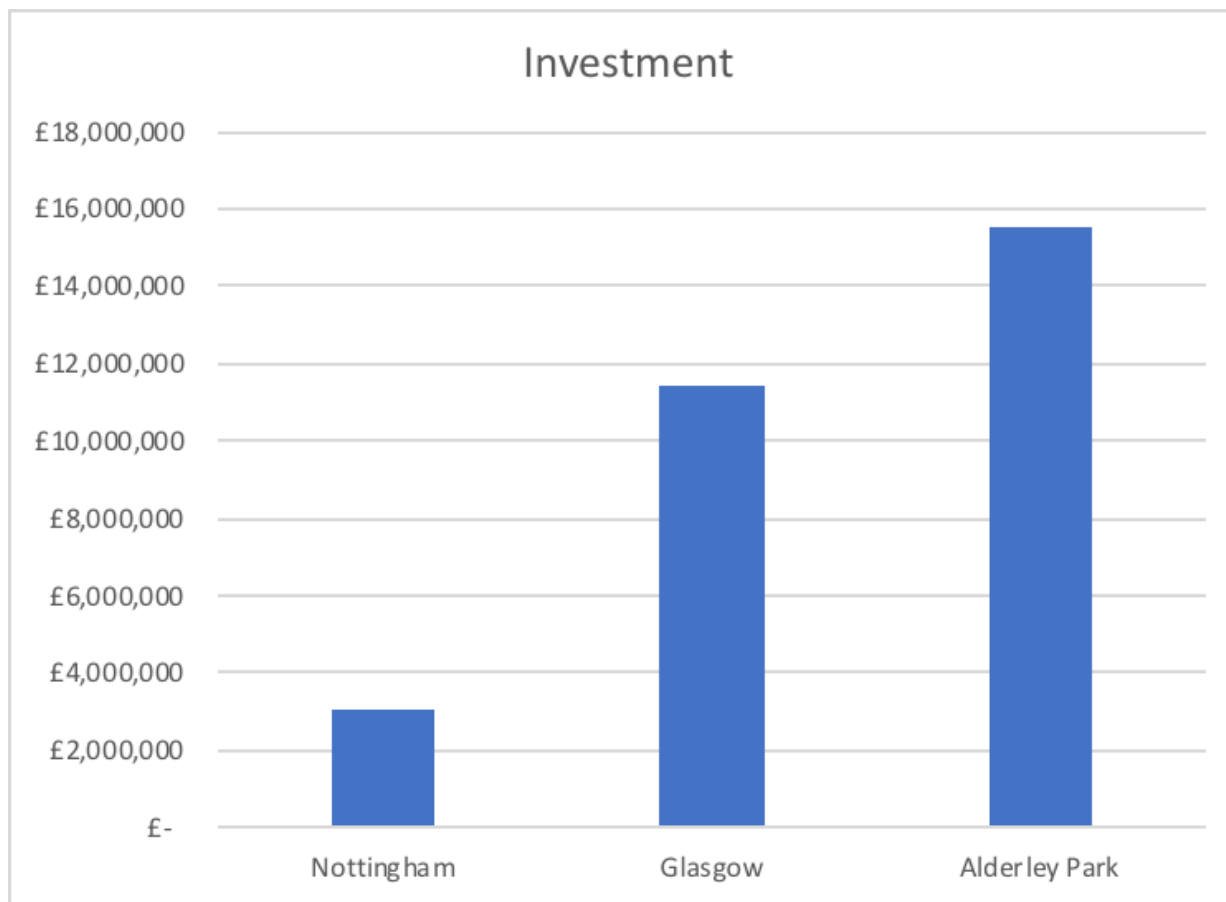
# Major issues with investment



If MEIF split  
proportionately:  
-50:50 East vs West  
-50-50 start-up vs Growth  
-1/3 life sciences  
= +£8M

# Investment in companies at BioCity sites since 01/01/2017

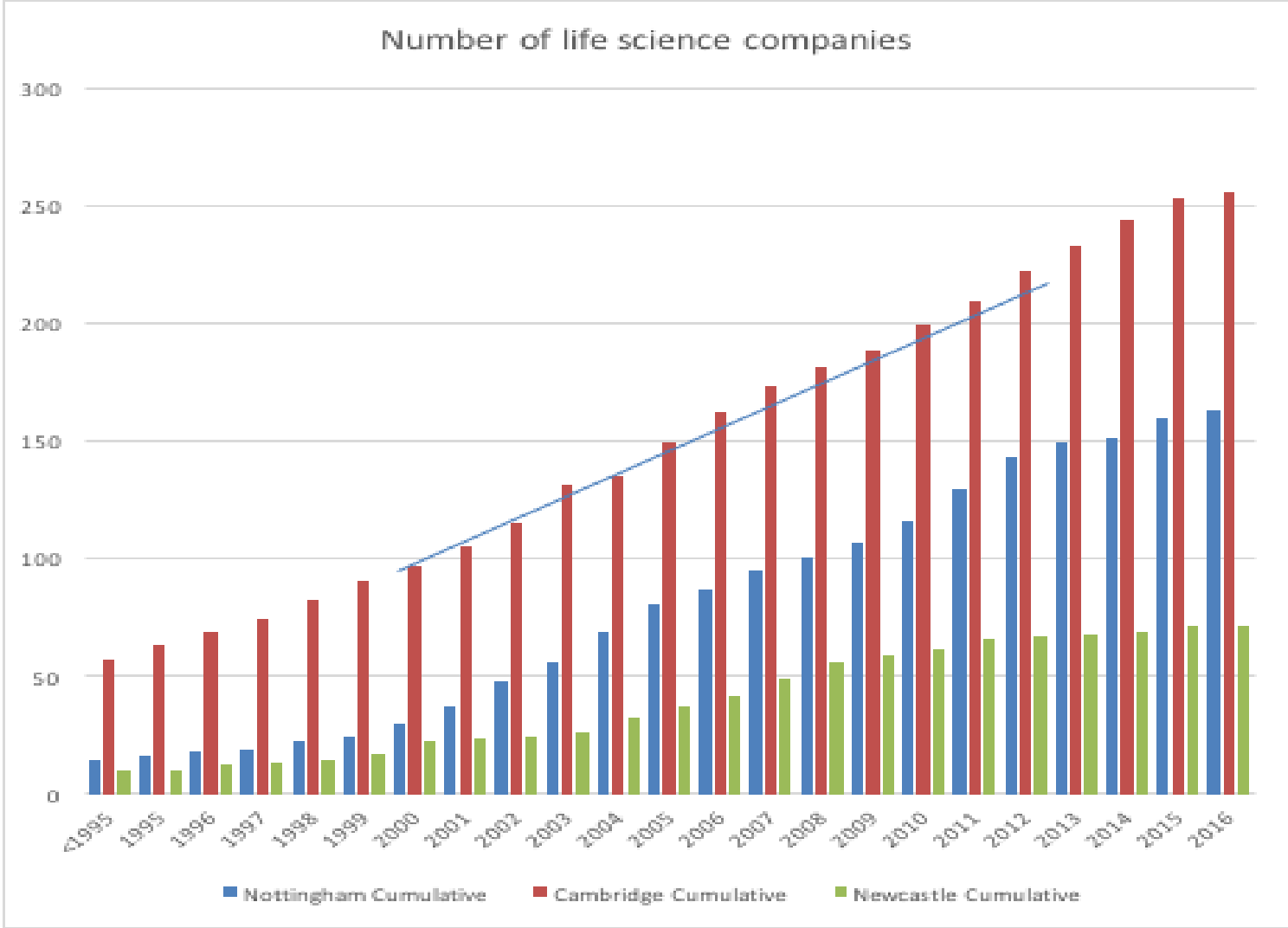
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Excludes Sygnature PE deal



# Still an impressive growth story...

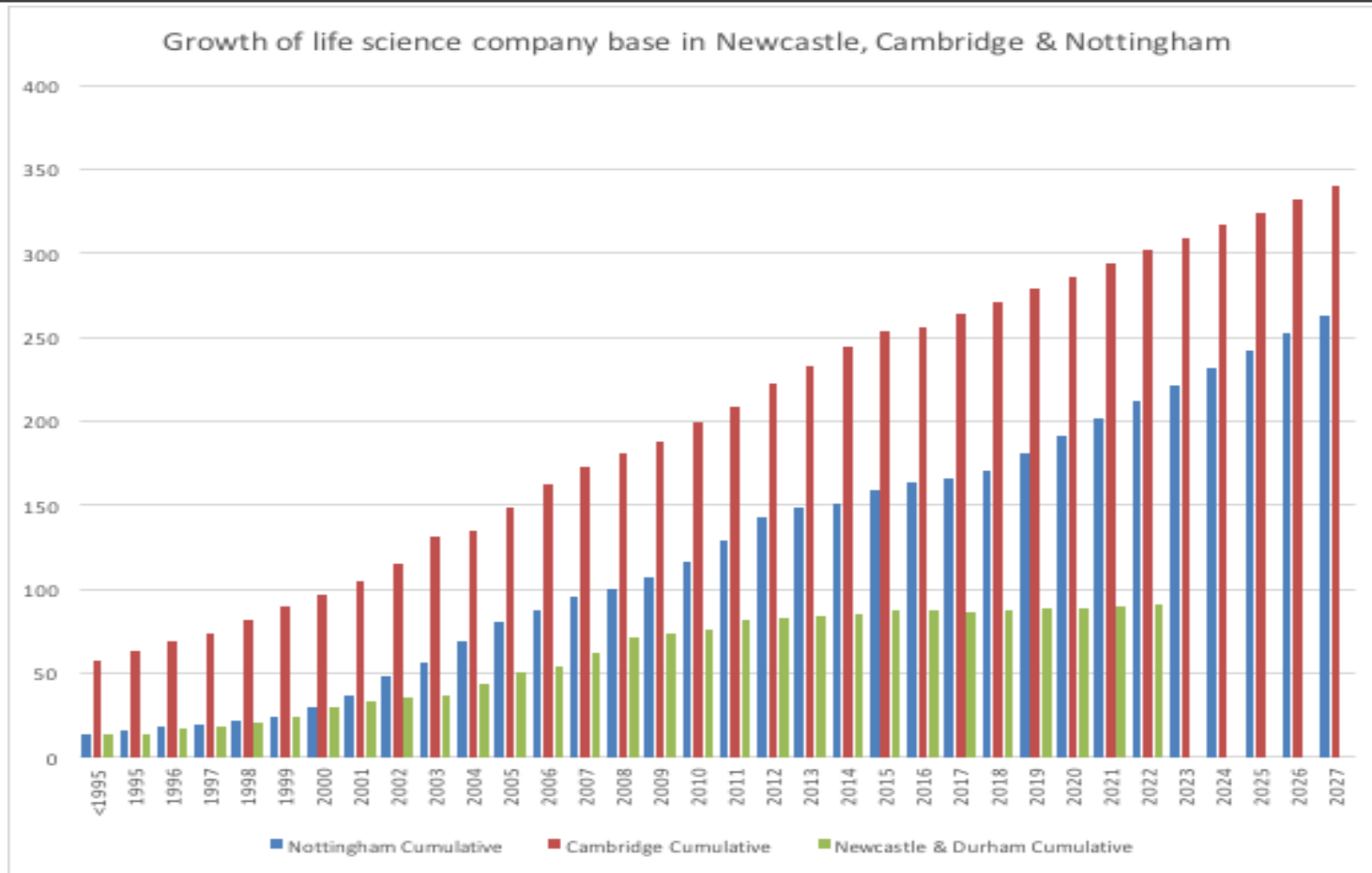


## ...and some great success stories

- Sygnature Discovery- PE deal with Phoenix Equity Partners
- Monica acquisition by GE Healthcare
- Haemostatix acquired by Ergomed plc- now £108M market cap
- Onclmmune plc – fundraise- now £80M market cap
- Scancel plc – fundraise- £57M market cap
- Molecular Profiles- merged with Juniper Pharma- now \$103M market cap
- Xenogenesis- doubling size
- Locate Therapeutics- £2M fundraise
- MIP Diagnostics- £1.5M fundraise
- etc etc.

# The Future?

# Potential growth- if just 10% faster than before...



Extrapolating average Nottingham Growth rate over 10 years- 2004-2013 +10%.

- >260 companies
  - Assume average 10-20 per company= 2,600-5,200 jobs
- Extend across whole East Midlands

# Potential growth...

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- Considered Nottingham only
- Even greater growth potential in Leicester/Loughborough; Lincoln; Derby

# What might the future look like?

- Focus on early diagnosis
- Increase productivity
- Increased non-pharmacological intervention
- Reversal of big pharma agglomeration

## EAST MIDLANDS STRENGTHS

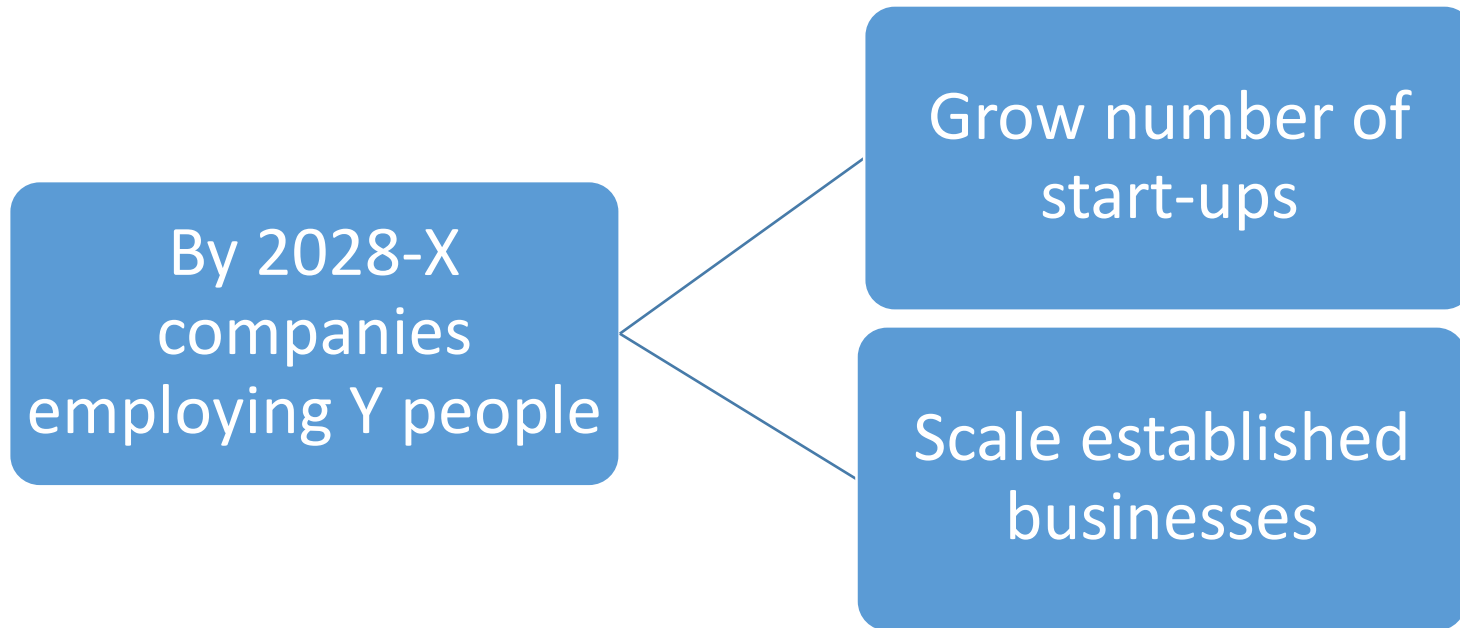
- Diagnostics
- Wearable technologies

- Leading CRO base in country
- Strong academic base

- Strong med tech sector
- Large NHS base
- Boots- Wellness

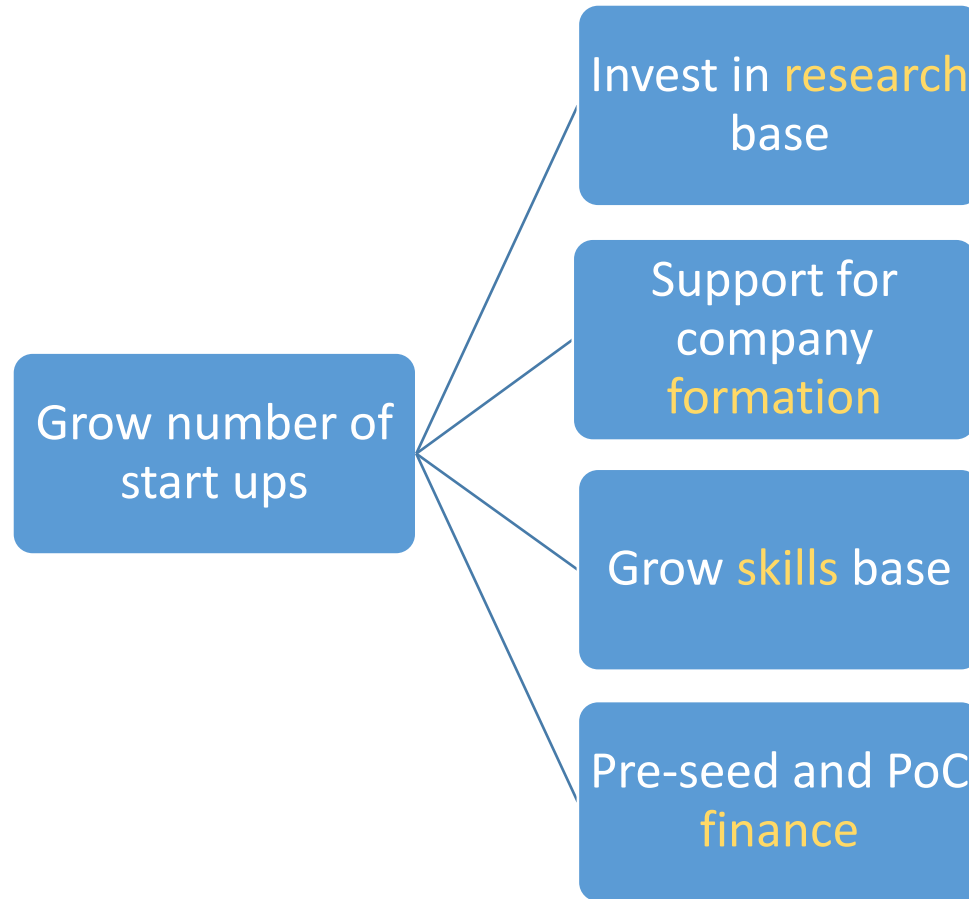
# How will we grow our sector?

## Developing a strategy for life sciences



# Developing a strategy for life sciences

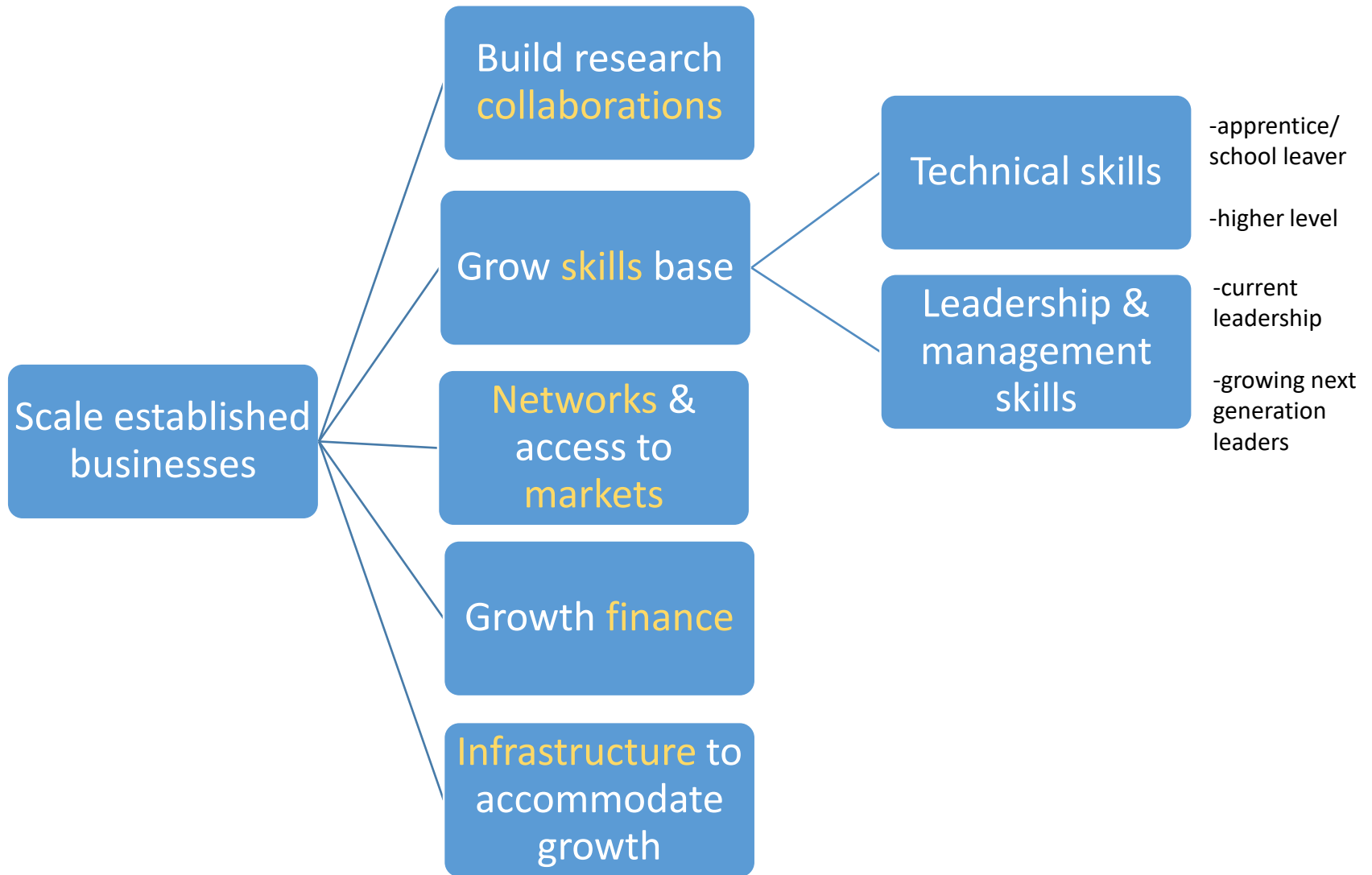
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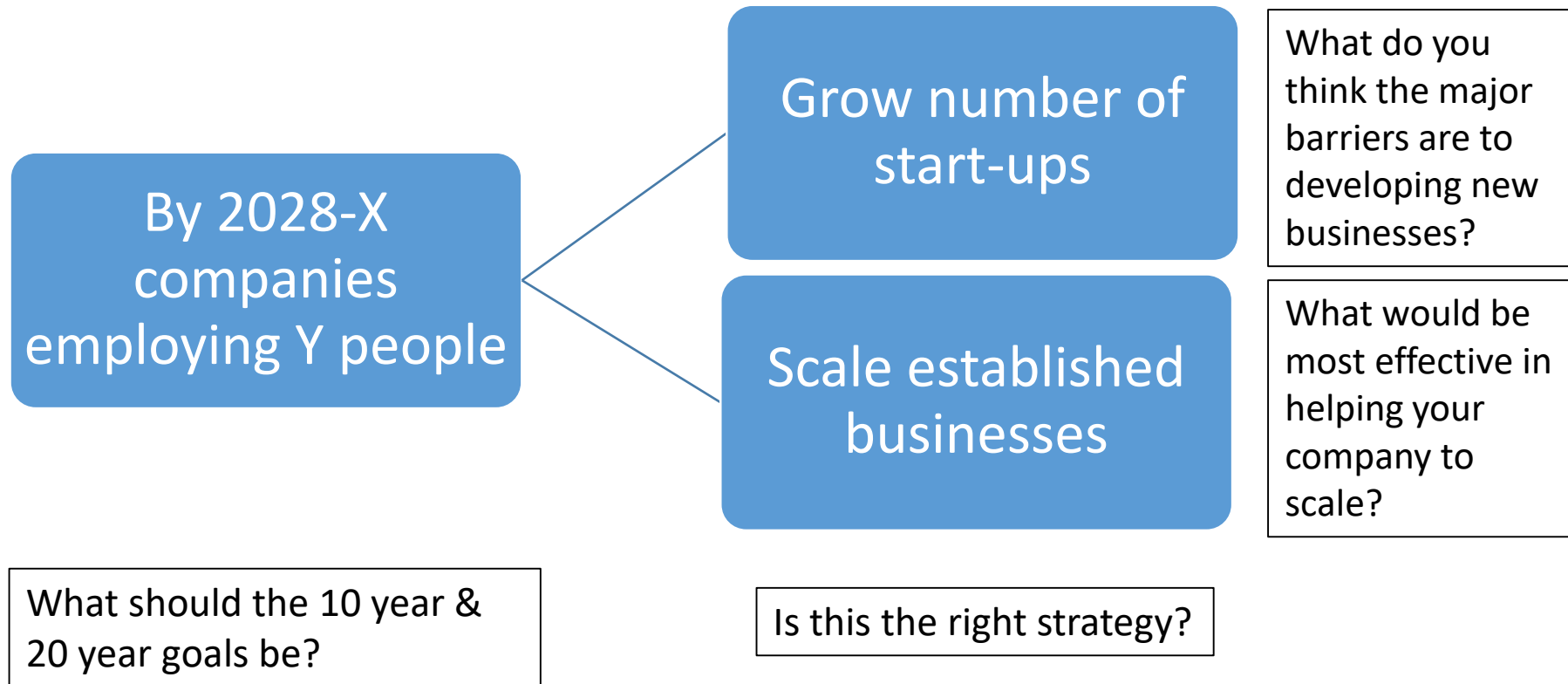


# Developing a strategy for life sciences

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# Your life science sector needs you...



# Making a start on finance

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- BioCity co-investment platform
- Launching late summer
- Offers HNW, Sophisticated investors and others opportunity to co-invest alongside BioCity
- EIS & SEIS
- BioCity invests minimum 25%
- Posts on platform and opens to investors
- Investments up to £1M
- Interested? [investment@biocity.co.uk](mailto:investment@biocity.co.uk)

- Exceptional growth to date;
- Massive opportunity;
- Everyone benefits!

Thank you

Get in touch if interested in co-investing alongside BioCity  
[investment@biocity.co.uk](mailto:investment@biocity.co.uk)