

PULSE: Programme for Up-and-coming Life Science Entrepreneurs
March 2019



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DAY 1 - MONDAY 18 MARCH

9.00 – 9.15 Welcome and introduction	Setting out the aims and structure of the program <i>Barbara Domayne-Hayman, Entrepreneur in Residence, Francis Crick Institute</i>
9.15 – 9.45 Scene setting in UK	Lie of the landscape, including introduction to UK ecosystem and health economics <i>Steve Bates, BIA</i>
9.45 -10.30	Break – ice breaker – 1 min intro of partner to rest of the group
10.30 – 11.30 Idea generation and evaluation	What ‘is’ transformative? Evaluating the potential of ideas Hypothesis validation and idea generation <i>WORKSHOP</i> <i>Dominic Falcao, Director, Deep Science Ventures</i> <i>Charlotte Casebourne, CEO, Theolytics</i>
11.30 – 12.30 IP	Jargon, types of protection, strategies and their consequence, protecting ideas and legal framework to support the business. Overview then in-depth discussion depending on product – patents or IP etc <i>Nicola Baker-Munton, CEO, Stratagem IPM</i>
12.30 – 13.30	LUNCH
13.30 – 14.30 Business models	Overview of Biotech Business Models: options and long-term consequences <i>Barbara Domayne-Hayman, Entrepreneur-in-residence, Francis Crick Institute</i>
14.30 – 15.30 Grant funding	Grant funding landscape in UK – what options are there and where to look. <i>Nick Medcalf, Head of Advanced Therapies and Enabling Programmes, Innovate UK</i> <i>Terry O’Neil, Head of Health, Knowledge Transfer Network</i> <i>Richard Turner, Senior Director, FTI Consulting</i>
15.30 – 15.45	Break
15.45 – 16.45 VC terms and jargon	Foundations for investment – demystifying the VC landscape <i>Charles Waddell, Partner, Pinsent Masons</i>
16.45 – 17.45 Entrepreneur talk My pivotal moments	Transition to industry leader <i>Andy Sandham, Chairman, 14M Genomics</i> <i>Harren Jhoti, CEO, Astex</i>
17.45 – 19.00	Networking evening – <i>The Somers Town Coffee House, 60 Chalton St, NW1 1HS</i>

DAY 2 – TUESDAY 19 MARCH

9.00 – 9.45 Personal development	Leadership development, self-awareness, building interdisciplinary teams and working with differences in disciplinary cultures <i>WORKSHOP</i> <i>Heather Hayes, Global VP HR, Horizon Discovery</i>
9.45 – 10.45 Building a team	Team building beyond initial founding/managing team <i>Heather Hayes, Global VP HR, Horizon Discovery</i> <i>Claire Button, Founder, Fusion Biomed</i> <i>Sarah Shackleton, Partner Marketing & Talent, Abingworth</i>
10.45 – 11.00	Break
11.00 – 13.00 Funding	Equity funding landscape in UK – 5 min presentation overview from each <i>WORKSHOP</i> <i>Barbara Domayne-Hayman (Chair panel discussion)</i> <i>Pam Garside, Partner, Newhealth</i> <i>Kate Bingham, Managing Partner, SV Health Investors</i> <i>Oliver Sexton, Investment Director, UK Innovation & Science Seed Fund</i> <i>Dominic Schmidt, Partner, Syncona Partners</i> <i>Oli Pumfrey, Senior Director, FTI Consulting</i> <i>Jeanne Bolger, VP Venture Investments, Johnson & Johnson</i>
13.00 – 14.00	LUNCH
14.00– 15.30 Pitching planning	Do's and don'ts of business plan pitching; relevant approaches to pitching. What are investors looking for? <i>WORKSHOP</i> <i>Houman Ashrafian, Managing Partner, SV Health Investors</i> <i>Ayokunmi Ajetunmobi, Accelerator Manager, BioCity</i> <i>Rick Davis, Senior Director, J&J Innovation</i> <i>Kate Rowley, Investment Director, BioScience Managers</i> <i>Ned Wakeman, Director, BioHub Alderley Park</i> <i>Min Hu, Investment Manager, NCL Technology Ventures</i>
15.30 - 16.00	Break
16.00 – 17.00 Entrepreneur pivotal moments	Experiences from young founding entrepreneurs. The ups and downs of creating a start-up <i>Noor Shaker, CEO, GTN</i> <i>Fiona Neilsen, CEO, Repositive</i> <i>James McIlroy, CEO, EnteroBiotix</i>
17.30 – 20.00 Networking	'Future Industry Leaders' - panel discussion Drinks – networking evening with wider BIA membership and start-ups Location – Francis Crick Institute

DAY 3 - WEDNESDAY 20 MARCH

9.00 – 10.00 Looking to the future; customer and markets	Market access and payers; considerations internationally <i>Emma Stanton, CEO, Four Eyes Insight Ltd</i> <i>Thalita Marinho, Principal, Strategy&, PWC</i>
10.00 – 10.15	Break
10.15 – 12.30	Personal time to prepare pitches (hand presentations in by 12.30)
12.30 – 13.00	LUNCH
13.00 – 16.00 'Safe space' pitches to two investor panels	10 minute pitching session for each delegate – constructive feedback and advice. <i>Andy Richards, Angel Investor</i> <i>Hitesh Thakrar, Newable</i> <i>Dan Mahoney, Polar Capital</i> <i>David Holbrook, LifeArc</i> <i>Ed Hodgkin, Syncona Partners</i> <i>Rebecca Todd, Longwall Ventures</i>
13.00 – 16.00 Parallel roundtable workshops	Leaders host informal roundtable discussions with participants who have self-identified as needing advice at the relevant stage. <i>Laura Ferguson, Associate Director, MedImmune</i> <i>Emma Sceats, CEO, Isogenica</i> <i>Anthony Finbow, CEO, Eagle Genomics</i> <i>Ned Wakeman, Director, BioHub Alderley Park</i> <i>Companies: Maucher Jenkins</i> <i>Dr Fiona Kellas and Dr Edward Rainsford</i>
16.00 – 16.45 Feedback and insights	Consolidate and share feedback and insights from investors <i>Barbara Domayne-Hayman, Entrepreneur-in-residence,</i> <i>Francis Crick</i>
Conclude and wrap up	
17.00 onwards END OF COURSE	