



2021 Annual Conference

LICENSING IN CHALLENGING TIMES

16 November 2021 - Glasgow

Preliminary Programme

09.00 – 09.25	Registration with Tea/Coffee
09.25 – 09.30	LES Britain & Ireland President's Welcome <i>Patrick Cantrill, Senior Counsel, Womble Bond Dickinson (UK) LLP</i>
09.30 – 10.45	Panel: Deal Making Trends and Outlook for the Life Sciences Industry – The industry has faced a very challenging but interesting time over the last couple of years – how has the industry reacted as a whole and what next for our deal making? <i>Moderator: Hayley French, Chief Executive Officer, Apitope</i> <i>Panellists: Michael Murray, Head of Business Development, Enterobiotex</i> <i>Craig Johnston, Chief Technology Officer, ENOUGH</i> <i>Scott Johnstone, Chief Executive Officer, Benenox</i>
10.45 – 11.30	Public Support for Start-up Ventures <i>Speaker: Nicola McMillan, Team Leader - High Growth Spin Out Programme, Scottish Enterprise</i>
11.30 – 11.45	Tea/Coffee Break
11.45 – 13.00	Panel: Commercialisation of the Academic Research Base <i>Moderator: Samantha Williams, Licensing Manager, Trinity College Dublin</i> <i>Panellists: David Pritchard, Technology Transfer Manager, Edinburgh Innovations</i> <i>Neil Gordon, Start-up Development Manager, Trinity College Dublin</i> <i>Catherine Breslin, Head of IP & Commercialisation, University of Strathclyde</i>
13.00 – 14.00	Lunch
14.00 – 14.45	Keynote: Irn-Bru: Protecting a Heritage Brand <i>Speaker: Stephen Taylor, Legal Counsel, AG Barr</i>
14.45 – 15.30	Keynote: No one is safe until everyone is safe - the story behind CEPI's R&D partnerships and supporting the COVAX Mission <i>Speaker: Emma Wheatley, Deputy General Counsel & Head of Business Development, Coalition for Epidemic Preparedness Innovations (CEPI)</i>
15.30 – 15.45	Tea/Coffee Break
15.45 – 16.30	Agreements to Supply Products in a Time of Shortage <i>Speaker: Dai Davis, Solicitor, Percy Crow Davis & Co</i>
16.30 – 16.45	Closing Address

Sessions and Speaker Biographies

LES Britain & Ireland President's Welcome



Patrick Cantrill – Senior Counsel, Womble Bond Dickinson (UK) LLP

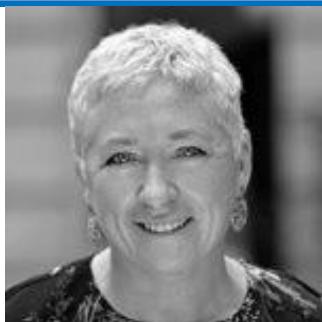
Patrick has practised both in the UK and overseas in contentious and non-contentious intellectual property law for 30 years and is recognised by the Legal 500 and Chambers as an expert and leading individual. Actively engaged in the sector, he sits as the current President for the Britain & Ireland Chapter of the Licensing Executives Society International, the global technology transfer forum and is also a past chairman of the Parallel Imports Committee of the International Trademarks Association.

Following the Vote Leave result, he sits on a working group of the Intellectual Property Lawyers Association reviewing the impact on domestic law, if the UK were to cease to be a member state of the European Union.

He has managed many high-profile, substantial IP disputes in the UK and overseas and has been involved in some of the largest spin outs from UK universities. He has also been instrumental in formulating from scratch IP strategies and worldwide anti infringement campaigns for some leading corporations.

Deal Making Trends and Outlook for the Life Sciences Industry

The industry has faced a very challenging but interesting time over the last couple of years – how has the industry reacted as a whole and what next for our deal making?



Hayley French - Chief Executive Officer, Apitope (Moderator)

Hayley French is the former Chief Executive Officer of Apitope which was acquired by Worg Pharmaceuticals in September 2021. Dr French brings with her over twenty five years' experience of negotiating licences and collaborations and managing alliances in the life sciences sector.

Prior to joining Apitope, Dr French spent three years at Novartis, based at the Basel headquarters, where she worked closely on all global deals and collaborations in the respiratory division. Prior to Novartis, Dr French worked in the Life Sciences Group of Bird & Bird, London, specialising in advising pharmaceutical and biotech companies. Prior to joining Bird & Bird, she was Head of Commercial Legal Affairs at the Centre for Applied Microbiology and Research (CAMR) in Salisbury, UK. Dr French started her career at University College London Ventures where she was responsible for the development, management and commercialisation of technologies in the life sciences sector. She is past president of the Licensing Executives Society Britain & Ireland, and a board member of Licensing Executives Society International (LESI).

Dr French also teaches on the LESI Intellectual Asset Management courses and is a regular speaker on IP licensing and negotiation. She has a B.Sc. in Microbiology from the University of Liverpool, as well as a PhD in Microbiology and a M.Sc. in intellectual property from the University of London and is a certified licensing professional (CLP).



Michael Murray - Head of Business Development, Enterobiotex

Dr Michael Murray is Principal at MURRAY INTERNATIONAL PARTNERS LIMITED. He has been deal-making in IP since the mid 1990s. He has led, closed, and advised on numerous deals in the biopharmaceuticals industry ranging in value from the hundred thousands up to billions of dollars.

Dr Murray leads and delivers the majority of client projects.



Craig Johnston - Chief Technology Officer, ENOUGH

Craig is co-founder and CTO of ENOUGH, a food tech helping to tackle the combined issues of feeding a growing global population and the unsustainable impact of traditional protein farming. In 2021 ENOUGH completed a €42m Series B funding round. His 30 year career spans manufacturing, new product introduction and technology development across a range of industries.

In 2011 he helped establish a global industry / academic collaboration looking at new ways to develop and manufacture medicines. He is non-exec chair of Swedish Biomimetics 3000 AB which develops and commercialises green technologies.



Scott Johnstone - Chief Executive Officer, Benenox

Scott has been CEO of the Scottish Lifesciences Association since 2011. He started his career with a large pharmaceutical company where he gained technology transfer, quality and R&D experience with a broad range of companies including Fisons (UK), Kevex based in California and Applied Research Laboratories based in Switzerland. From 1998 to April 2004 he was co-founder and MD of YAbA Ltd and secured venture capital to develop and manufacture highly regulated human and veterinary diagnostic products. Since 2004 Scott has been involved with 15 startup and spin out companies. He was a member of the Scottish Government's Life Sciences Advisory Board where he chaired its Technology Workstream from 2009-2011. Scott is a Founder and CEO of Benenox Ltd. A company formed in 2014 to commercialise technology to improve sleep. Technology is currently licensed to Stada in Germany.

Scott is a Chartered Engineer and holds an Honours Degree in Engineering from Edinburgh Napier University and a MBA from Edinburgh University. He is a Fellow of the Institute of Engineering and Technology and a Fellow of the Institute of Mechanical Engineers. He is a former Scientific Member and Vice-Chair of Medical Research Scotland and current advisory board member with Promedim Ltd. Scott also forms the Health Innovation Partnership Industry Liaison Team in partnership with NHS Scotland. He is a member of the Industry Advisory Group at Robert Gordon University and member of the Advisory Board of the Scottish LifeSciences Association.

Public Support for Start-up Ventures

- *What public support and grant / equity funding is available to start-up and spin-out early-stage enterprises?*
- *How has COVID affected the situation over the past few months?*
- *From the perspective of a start-up CEO or a university technology transfer office, how can these schemes best be used and what are the key constraints?*



Nicola McMillan - Team Leader for High Growth Spin Out Programme, Scottish Enterprise

Nicola McMillan is the Team Leader of the High Growth Spin Out Programme at Scottish Enterprise, supporting the commercialisation of world class research from Scotland's Universities, Research Institutions, and the NHS. The programme supports academics to develop their commercial proposition, spin out and raise investment with the ambition to become internationally competitive scaling businesses. Previously Nicola managed a portfolio of Scottish Enterprise's High growth Venture's clients, supporting Scotland's ambitious start-ups and early-stage scale ups raise significant equity investment.

Nicola has worked in Economic Development for the last 13 years in a range of positions including the European Lead for Life Science Inward Investment at Scottish Development International, Account Managing a portfolio of Scotland's global life science companies and funding early-stage opportunities through the SMART: Scotland programme. Nicola also serves on the Board of Directors of Young Enterprise Scotland supporting Scotland's young people develop their enterprise and commercial skills.

Commercialisation of the Academic Research Base

Panel members will represent different perspectives and institutions across Britain and Ireland.

Topics covered will include challenges, learnings, and initiatives in academic research IP licensing through the pandemic and the potential future impacts, as well as general trends in IP licensing and policy from the academic sector based on the experience of the Panel.



Samantha Williams - Licensing Manager, Trinity College Dublin (Moderator)

Dr Samantha Williams completed a D.Phil. in Biochemistry at the University of Oxford in 1993 and then worked as a research scientist for Unilever Research in the United Kingdom. She joined the Medical Research Council's Technology Transfer Group in the UK, in 1998, and has since then pursued a career in technology transfer, with over 20 years' experience in both the UK and Ireland in the successful commercialisation of intellectual property arising in the academic sector.

She is currently Licensing Manager at Trinity College Dublin, and is responsible for negotiating Trinity's intellectual property licence agreements to established companies and to new Trinity spin-out companies. She is also currently Chair of the Irish Chapter of LES Britain & Ireland and a Director of LES Britain & Ireland Ltd.



David Pritchard - Technology Transfer Manager, Edinburgh Innovations

Dave is responsible for protecting and commercialising technologies related to human medicine at the University of Edinburgh. He has a Ph.D. from the University of Glasgow and has worked in the National Health Service, academia and industry.

The bulk of Dave's career has been spent working in the commercial sector (particularly *in-vitro* diagnostics) where he headed R&D groups and had leadership responsibility for identifying, evaluating, protecting and commercialising technologies. As part of this role, he worked with Universities from around the globe as well as commercial organisations ranging from one man start-ups through to some of the biggest multi-national companies. For a number of years Dave co-chaired the Scottish Life Science Innovation Group and has provided advice on Technology Transfer to Scottish and UK government.



Neil Gordon - Start-up Development Manager, Trinity College Dublin

As one of the larger universities, Trinity College has a number of dedicated functions within the TTO team. The Start-up Development Manager role brings an enhanced focus to the creation of new companies and high potential start-ups from within Trinity's research community.

Neil's role is front-of-house and includes interfacing with staff and students who are establishing new companies, with entrepreneurs, business partners, angel investors, venture capital companies and with enterprise agencies. He works closely with other Trinity entrepreneurship functions such as the Innovation Academy, Launchbox and LaunchPad.

Neil previously worked for 10 years at Cork Business & Innovation Centre where he provided strategic consultancy, investor-readiness and business planning services for high-tech start-ups across a wide range of sectors. Prior to that, he worked in a variety of technology management and business development roles within GME, an encryption software start-up, and several multinationals including Snap-On and Alps Electric. Neil has a BEng in Electronic Engineering and an MBA from the University of Limerick.



Catherine Breslin - Head of IP & Commercialisation, University of Strathclyde

Catherine leads the team at Strathclyde that has responsibility for identifying and protecting University-owned IP; supporting individuals and teams through the University's stage-gated process for supporting commercialisation and delivering a pipeline of high-impact companies and revenue-generating licences.

Catherine joined the University in 2005 as a Business Development Manager and is now part of the new Innovation & Industry Engagement Directorate which aims to deliver a step change in Strathclyde's already intensive programme of innovation and entrepreneurship. Catherine has a PhD in Neuroscience and worked in a pharmaceutical start-up company before moving into technology transfer.

KEYNOTE: Irn-Bru: Protecting a Heritage Brand

Stephen Taylor will review the interesting history of the iconic Scottish brand, Irn-Bru, and give some insights on their approach to brand protection and licensing. Stephen will also discuss how they have adapted their strategy over the years, particularly in recent times, to deal with modern challenges



Stephen Taylor - Legal Counsel, AG Barr

Stephen has been part of the legal team at A.G. BARR p.l.c since 2012. As a soft drinks company producing some of the UK's best loved products (including IRN-BRU, Rubicon and Strathmore), brands are its lifeblood and IP represents a significant part of its value.

A critical part of Stephen's day-to-day role is advising the company on the protection and exploitation of its IP, in all its forms. Stephen would be rubbish in the army but, as a Glaswegian, he feels that protecting the IRN-BRU brand is his own form of national service. He apologises to anyone who doesn't like the reformulated IRN-BRU.

KEYNOTE: No one is safe until everyone is safe - the story behind CEPI's R&D partnerships and supporting the COVAX Mission

CEPI funded academia and industry work from the creation of constructs to the approval of vaccines for emergency use within a year. The opportunities and challenges of the work taken on in partnership by CEPI, Gavi, WHO and UNICEF for the development, procurement, allocation and deployment of vaccines to the World through COVAX against a background of increasing national concerns, the validation of new technologies and supply shortages.



Emma Wheatley - Deputy General Counsel & Head of Business Development, Coalition for Epidemic Preparedness Innovations (CEPI)

Emma champions transformational change through action; she brings unique perspective to enabling rapid vaccine development in a way that enables access. Emma leads a team of business development experts and lawyers in the implementation of CEPI's Equitable Access Policy and the establishment and growth of sustainable partnerships and systematic systems in service of CEPI's mission.

Emma has significant life science industry experience, having both advised and partnered with global life sciences and biopharmaceuticals, research institutions, funders and investors over 2 decades. After a decade as a transactional attorney in UK law firms with a specialism in strategic alliances and transactions, she joined the University of Oxford. Her interest in public health accelerated during her time at Oxford where as Lead Counsel, Emma advised on the MVA85A Tuberculosis vaccine candidate translational research and joint venture with industry, supported by both the Wellcome Trust and working with Aeras. Following that interest took her initially to Emergent Biosolutions Inc first to establish the ex-USA legal team and then for 6 years as VP Legal Affairs and Deputy General Counsel, where she led legal strategy, teams and resources across operations in North America, Europe and Asia. During this time, Emergent Biosolutions expanded and diversified its business significantly including by becoming a key participant in BARDA's CIADM programme. Emma has a BA in Law and Russian from Durham University, England and has been admitted to both the New York State Bar, USA and as a Solicitor in England and Wales.

Agreements to Supply Products in a Time of Shortage

You can't make something out of nothing. If you are a supplier of a product and you can't make enough of that product, keeping all your customers happy is always going to be an issue. But compounding the problem by not dealing with that potential situation in a contract, especially when a shortage can easily be envisaged, is certainly going to be unhelpful. As we have recently seen in the topical Belgian case of European Commission -v- AstraZeneca. Dai's talk is not however an analysis of that case nor is the talk focused on vaccines. Rather, Dai will discuss what you should generally do to avoid litigation.



Dai Davis - Solicitor, Percy Crow Davis & Co

Dai Davis is a technology lawyer. He holds Masters degrees in both Physics and Computer Science. He is a Chartered Engineer and Member of the Institution of Engineering and Technology. Dai has consistently been recommended in the Legal 500 and Chambers Guides to the Legal Profession for over 25 years. Having been national head of Intellectual Property Law and later national head of Information Technology law at Eversheds, Dai is now a partner in his own solicitor's practice, Percy Crow Davis & Co.

Dai advises clients on non-contentious Intellectual Property and Information Technology matters. Dai is a non-executive director of FAST (Federation Against Software Theft) and a Liveryman of the City of London through WCIT (Worshipful Company of Information Technologists).

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