

COMMERCIALISING CANCER RESEARCH FROM THE UK



CANCER RESEARCH UK (CRUK) IS LARGEST CHARITABLE FUNDER OF CANCER RESEARCH IN THE UK



Our research spend
per year is circa

£400m



We support
research in over

130

institutions



We support
Around

170

clinical trials



Since the early 1980s,
we have taken

170

new drugs into
early clinical trials



We support
over

950

Principal Investigators



We support
more than

4000

researchers,
doctors and nurses



We support
nearly

500

PhD Students



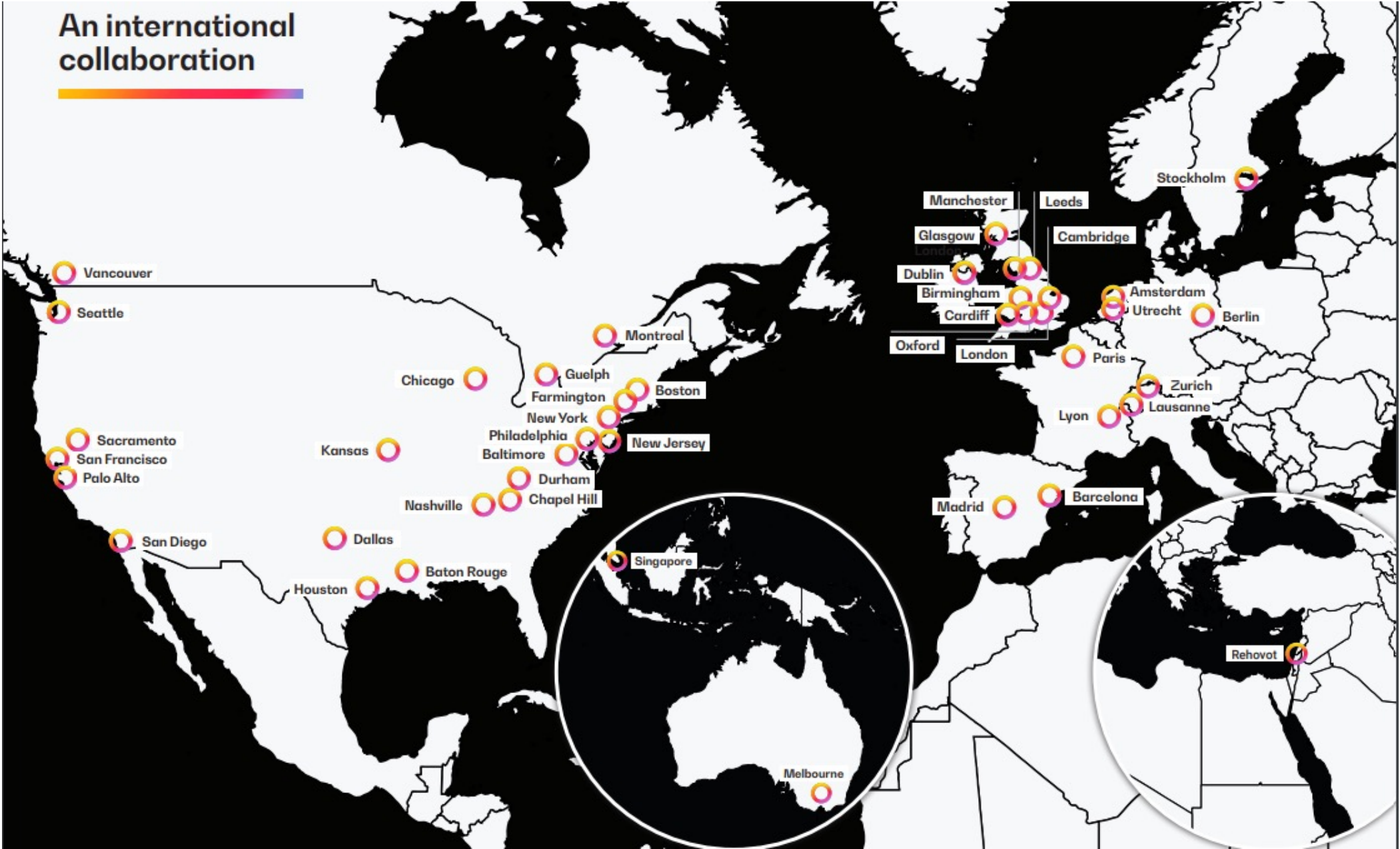
Each year our researchers
publish an average of

2500

academic papers

CRUK ALSO HAS A TRACK RECORD OF PARTNERING INTERNATIONALLY

An international collaboration



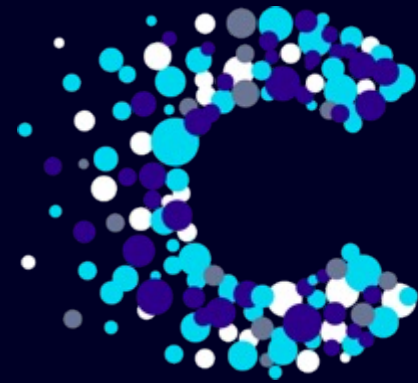
10 challenges

11 global teams

10 countries

700+ researchers

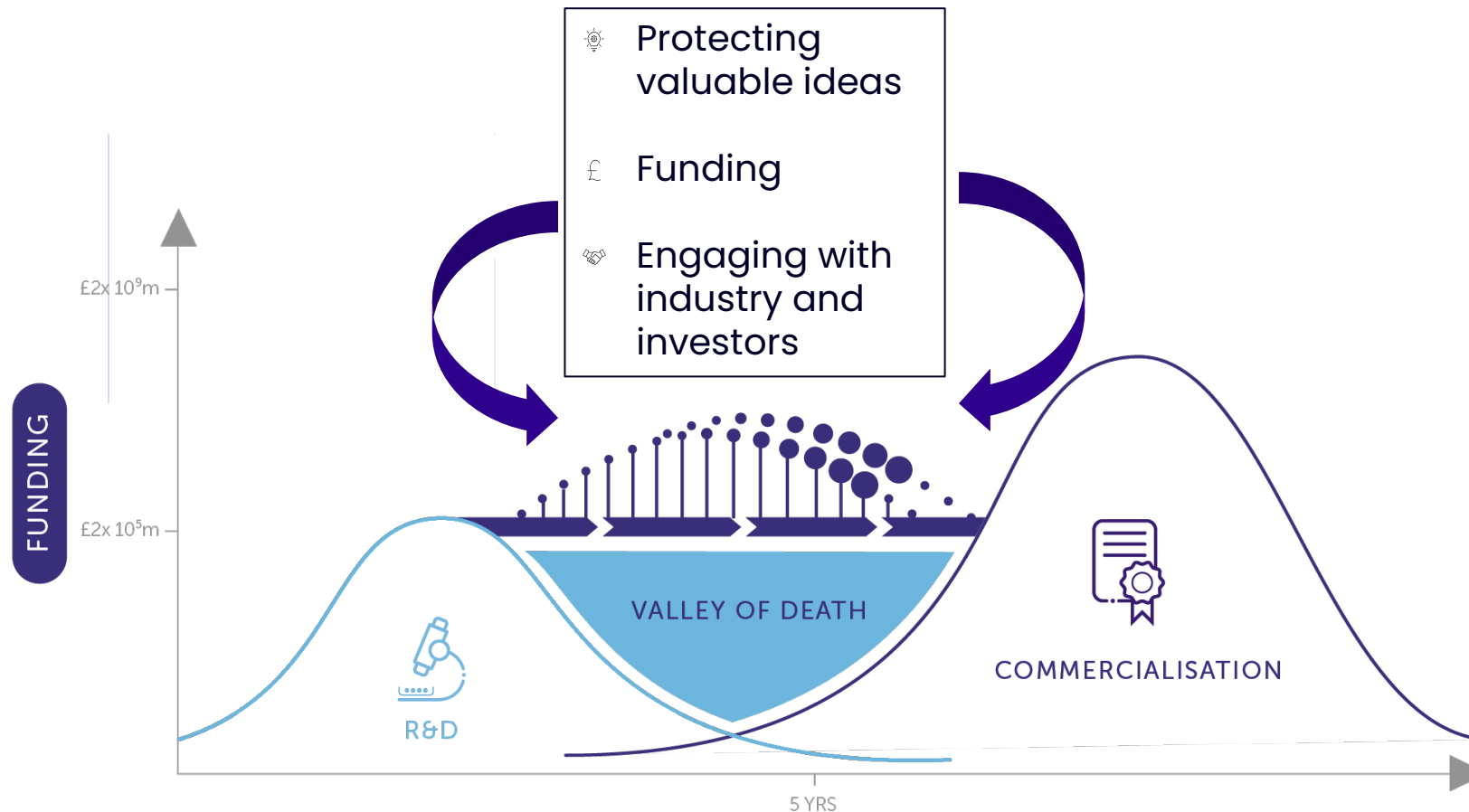
£200+ to be invested



CANCER
RESEARCH
HORIZONS

THE INNOVATION ENGINE OF
CANCER RESEARCH UK

Bridging the Commercial Gap



TRANSLATING BIOLOGICAL DISCOVERIES INTO HEALTH BENEFITS

Commercial Gap Funding:

- **PROJECT DEVELOPMENT FUND** (typically 'Fast50' £50k awards)
- **PATENT COSTS*** (as required)
- **VENTURE SEED FUND** (£15-30m Fund – equity investments or convertible loans from £50k pre-seed to £1m seed/series A)

*where patent protection is appropriate

OUR BUSINESS IS BREAKTHROUGHS

We take cutting edge innovations from the lab bench to the bedside, translating them into effective treatments and diagnostics for cancer patients.

A powerful innovation engine built to complement Cancer Research UK's network of 4000 exceptional researchers, and £400+ million of annual research spend



TRANSLATIONAL
FUNDING AND SUPPORT



SPIN OUT
CREATION



LICENSING AND
COLLABORATION



THERAPEUTIC
INNOVATION & CLINICAL
DEVELOPMENT



EXCLUSIVE ACCESS TO
INTELLECTUAL PROPERTY
DERIVING FROM CRUK
FUNDED RESEARCH

WE ARE A WHOLLY OWNED
SUBSIDIARY OF CRUK

ANY SURPLUS PROFIT IS
RETURNED TO CRUK &
REINVESTED IN RESEARCH

Our partners

We provide unparalleled access to CRUK's innovative science portfolio & are the gateway for partners to connect with our cancer expertise, R&D capabilities, & enabling infrastructure across the CRUK Network.

Licences & collaborations

Spin-out formation & investment

Therapeutic discovery alliances

Clinical development partnerships

Strategic R&D initiatives



Our impact

13

marketed drugs

£640M

revenue from royalties & IP

6M+

courses of treatment for cancers through
drugs that we have directly helped to market

170

new drugs into early-phase clinical trials



>£3bn

raised by our spinout and start-up portfolio

79

spinouts & start-ups

#2

largest oncology out-licensor globally

150

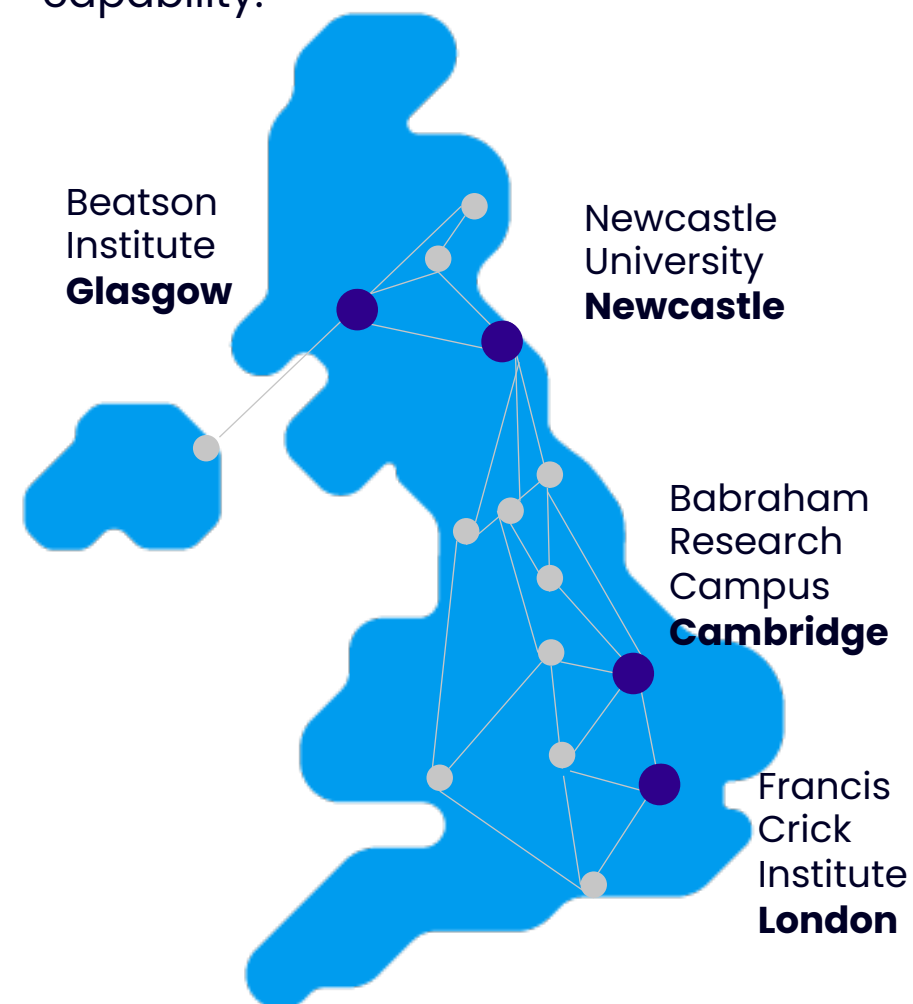
active Licences

Therapeutic Innovation (drug discovery)

- ✂ Bringing together >200 translational scientists
- 💡 Focusing on the tougher, more profound ideas that can lead to true innovation
- ✍ Offering full spectrum of drug discovery and clinical capabilities
- ⌚ Fast-tracking scientific breakthroughs into patient benefit.



Our four drug discovery sites offer partners access to the full spectrum of drug discovery capability.



CancerTools.org



Existing partnerships
with **>175**
research institutes

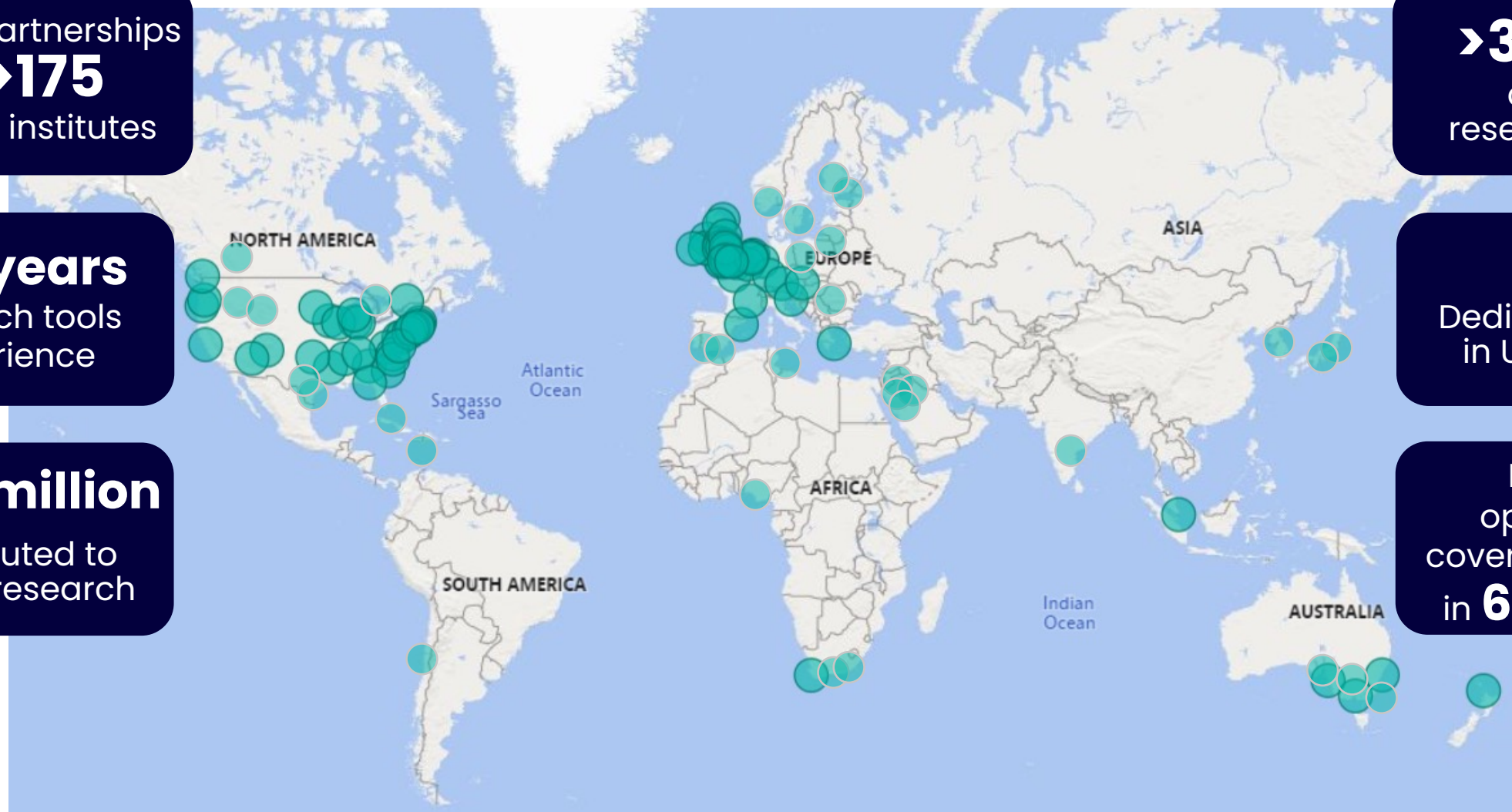
>40 years
research tools
experience

>£36 million
contributed to
cancer research

>3,600
cancer
research tools

>25
Dedicated staff
in UK and US

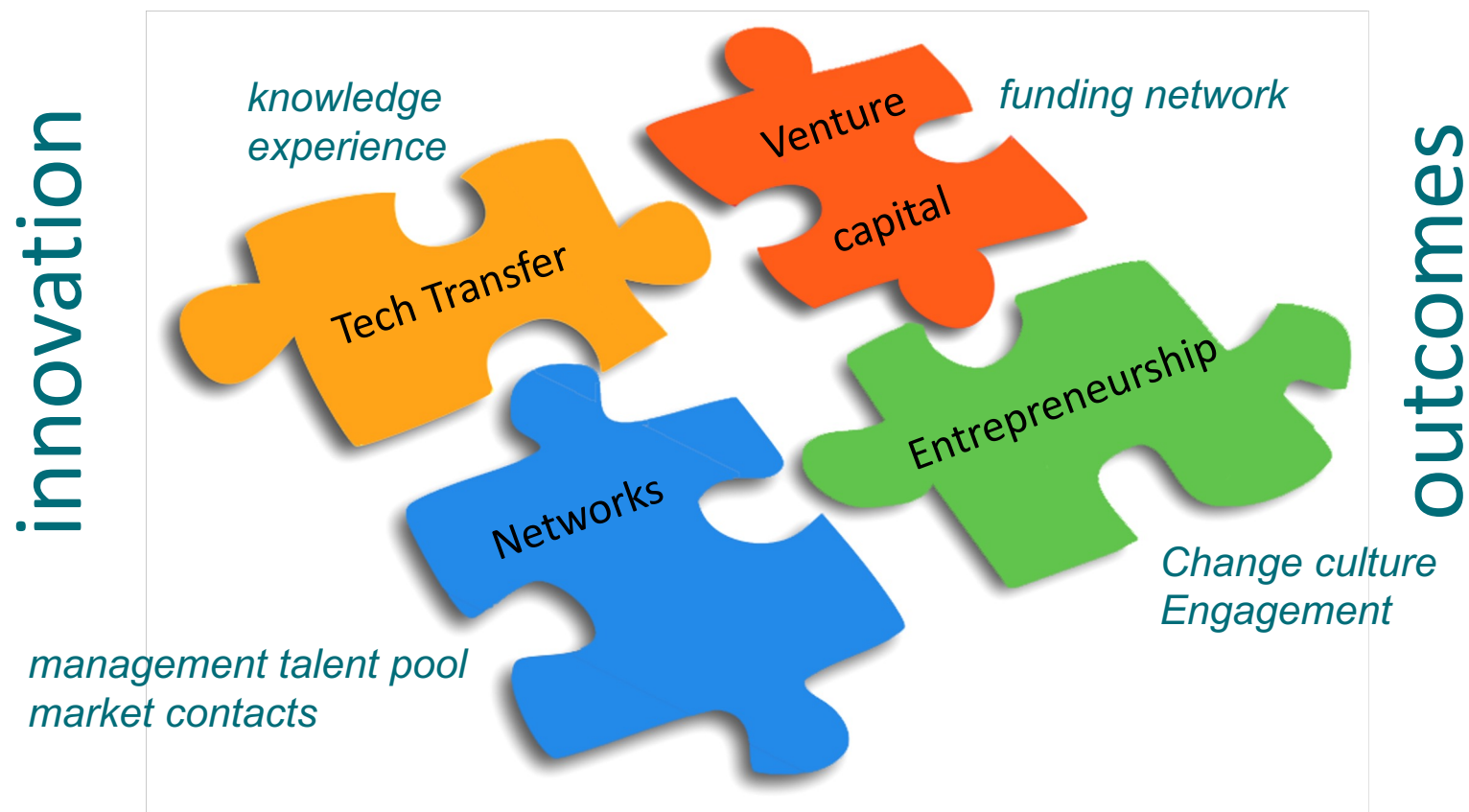
Existing
operations
covering logistics
in **6** continents



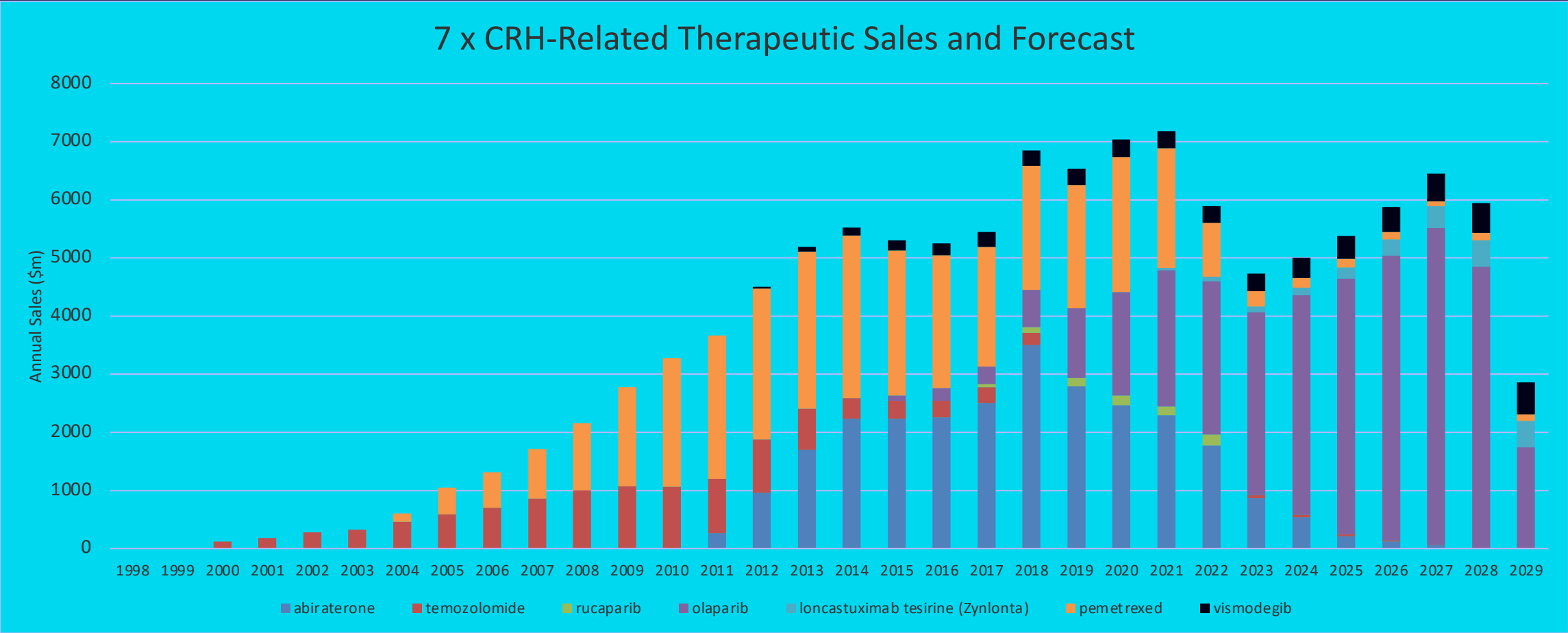


LESSONS LEARNED

Cover all bases – complete ‘support ecosystem’



Be REALISTIC with regards to income from tech transfer.....
c\$5bn p.a. for last 10 years – significant patient impact



LICENSING DATA AND AI ALGORITHMS IS NEW



[About](#) [Researchers](#) [Partners](#) [Investors](#) [Translational science](#) [Portfolio](#) [News and events](#)

Our guiding principles for data partnerships

Commercial data partnerships are essential to maximising the impact of patient-derived data but must be established in a safe, secure and transparent manner. To ensure this we have developed, in close consultation with patients, a set of guiding principles for commercial data partnerships that protect patients, our partners and our data.

OUR GUIDING PRINCIPLES

Commercial Data Partnerships



CANCER RESEARCH HORIZONS

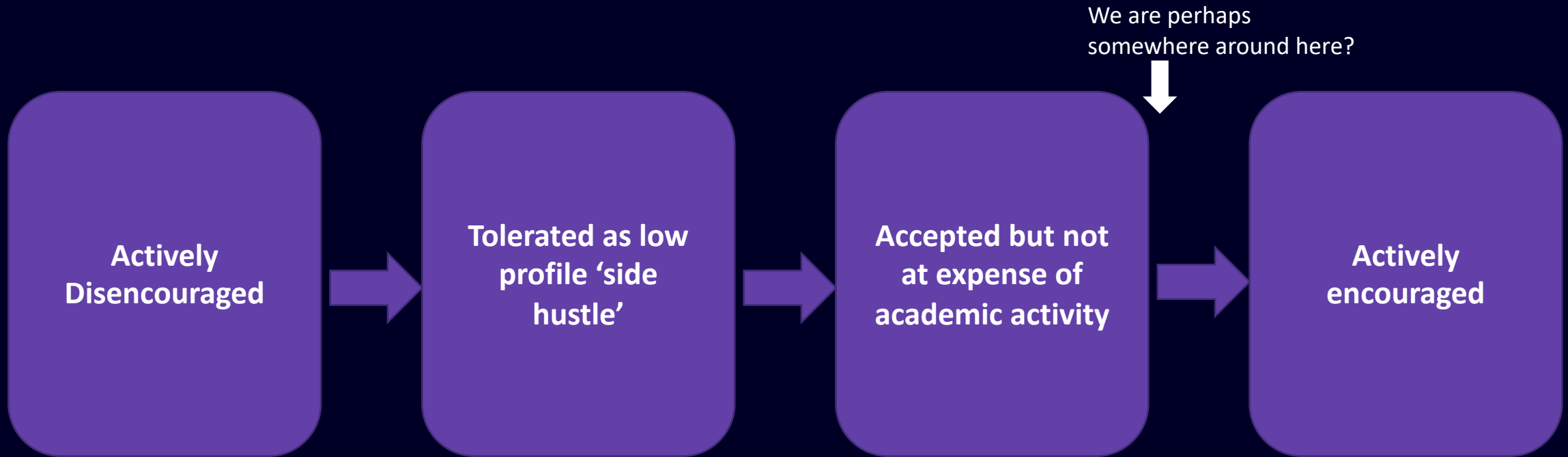
FURTHER FASTER TOGETHER

7 July 2022
Applies prospectively from date of document

Current dataset portfolio

Name	Cancer indication	Data type	Number of patients	Cohort description
<u>OPTIMAM</u> mammography dataset	Breast	- Mammography images (2D and 3D) - Annotated regions of interest - Associated clinical information	More than 175,000	Mammograms collected from the national breast screening programme
<u>S:CORT</u>	Colorectal	- Genomics - Transcriptomics - Digital pathology images - Epigenetics - Clinical outcomes	More than 1,700	Mostly late-stage CRC patients recruited to 8 clinical trials testing radiotherapy, chemotherapy and targeted drugs
<u>Digital pathology images from the BEST 2/3 trials</u>	Oesophageal cancer and pre-cancerous states	- Digital pathology images - Associated ground truth clinical information	More than 3,300	Digital pathology images collated from the BEST 2 and 3 trials that looked to test the clinical suitability of the EndoSign clinical sampling technique

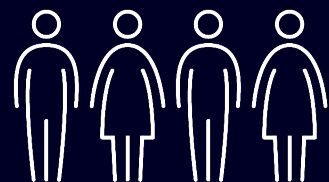
Changing **CULTURE** in academia takes time



- Positive signs in UK academia: REF Impact and rise of student entrepreneurship
- Large UK regional disparity – but UK equivalent of 'flyover states' often work harder and are more innovative

THE CANCER RESEARCH HORIZONS ENTREPRENEURIAL PROGRAMMES

Currently, we have 12 partners and have engaged over 800 researchers in 2022/23 and over 3000 since we began



INNOVATION COMPETITIONS

Innovation competitions providing bespoke Oncology-specific entrepreneurial training and the opportunity to pitch to, and receive feedback from, expert judges for cash prizes. New partnerships and deadline will be announced in due course



INNOVATION EVENTS

Cancer Research Horizons Innovation and Entrepreneurship Awards ceremony and annual Innovation Summits to inform researchers on how to engage in entrepreneurship and network with the local entrepreneurial ecosystem.



BUSINESS ACCELERATORS

Established partnerships with leading accelerators, ODP2, Panacea, KQ labs & Capital Enterprise. Each partnership operates a different model, allowing researchers to opt for the approach that will best serve them.



TRAINING & CUSTOMER DISCOVERY

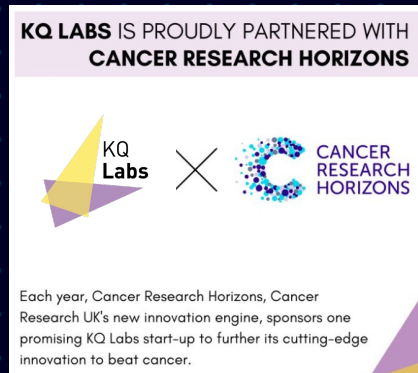
Training-focused programmes provide the skills needed to develop ideas to meet a clear market need. We have partnerships with NxNW lean launch programme, ICURe light, Eureka Institute's translational school, the University of Edinburgh's Venture Builder Incubator and University of Cambridge's Biosparks, Impulse and EnterpriseTech Programmes



MENTORSHIP PROGRAMME

We launched a nationwide mentorship network, Broadening Horizons, providing researchers with one-to-one guidance from research translation experts to enable them to engage in translation of research into patient benefit

ENTREPRENEURIAL PROGRAMME HIGHLIGHTS





Celebrating cancer innovators and entrepreneurs

We are recognising the UK's most innovative and enterprising efforts to translate discoveries into benefit for cancer patients.

Our award categories:

- Early Career Entrepreneur of the Year
- Entrepreneurial Group Leader of the Year
- Woman Entrepreneur of the Year
- New Startup of the Year
- Further, Faster, Together (Industry-Academia Collaboration)

Discover our winners below:

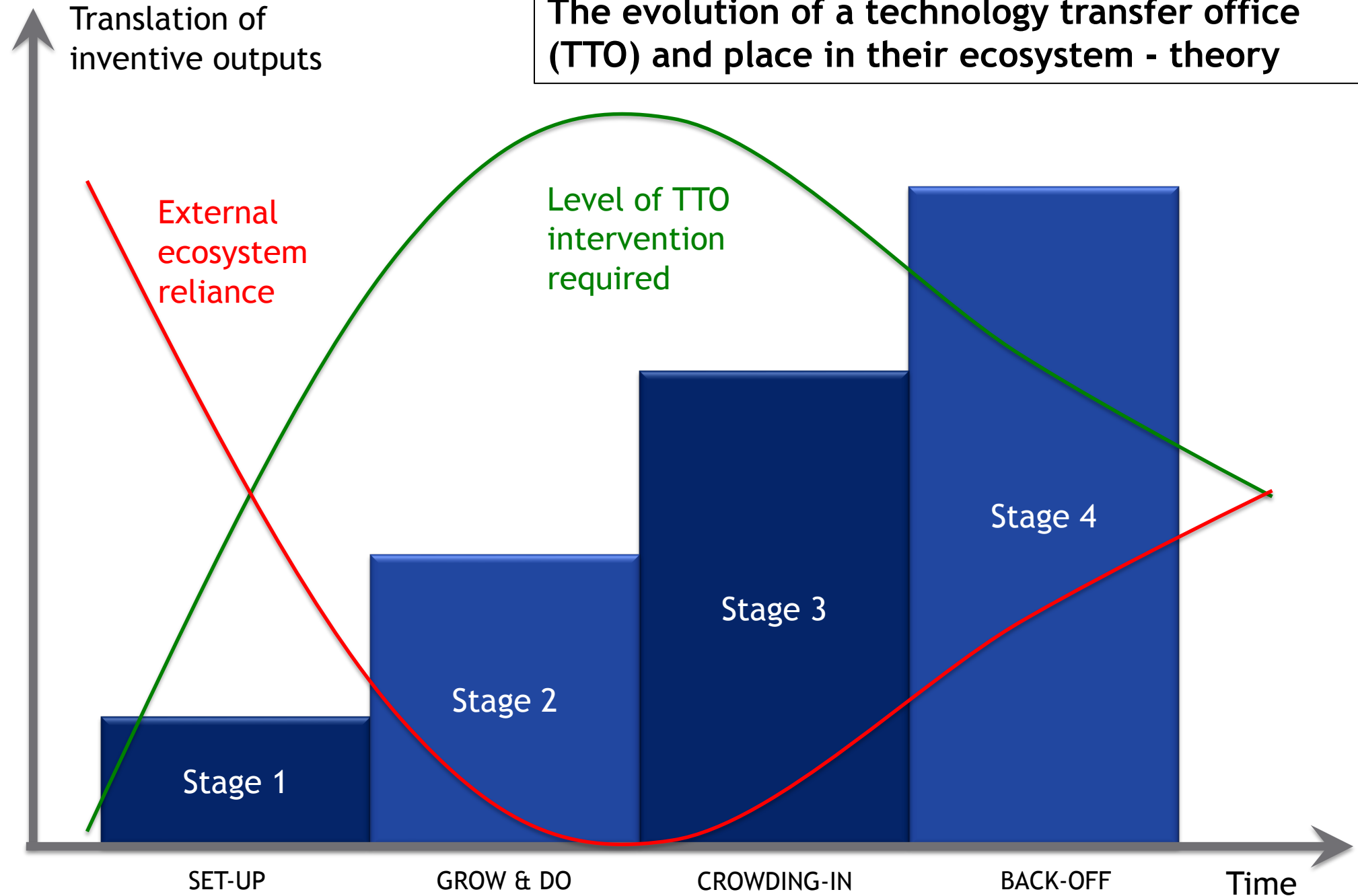
We are on a **LONG TERM** mission to encourage more researchers to be translational. We do not see being a successful researcher and being entrepreneurial as mutually exclusive.

What does success look like?



- Governments tend to measure spin-outs started and jobs created
- Accelerators tend to measure capital raised, exit numbers & valuations
- Investors tend to measure return on investment
- We are measuring **experience** as a proxy for culture change
- We are measuring **engagement** across our entire portfolio
- We are measuring **diversity** to help increase widespread engagement
 - Knock-on benefits are also seen of course (feedstock for our Seed Fund, pathway to impact for patients etc. - but not main purpose of this programme)

The evolution of a technology transfer office (TTO) and place in their ecosystem - theory



FURTHER
FASTER
TOGETHER
WE WILL BEAT CANCER