



CANCER
RESEARCH
UK

COMMERCIAL
PARTNERSHIPS
Annual Review 2020/21

Together we will beat cancer



This year has demonstrated the power of bringing researchers from academia and industry together in partnerships that can change society for the better. This is what we do every day in the Commercial Partnerships team, and despite the challenges of the past year, our work over the past twelve months demonstrates that we are more committed than ever to translating science from lab bench, to business, to bedside.



DR IAIN FOULKES
Executive Director, Research & Innovation

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INTRODUCTION FROM CANCER RESEARCH UK'S CHIEF BUSINESS OFFICER

The past 12 months represented a year like no other. During this period, the labs we fund were closed or only partially open, there was almost a complete cessation of our clinical trials, our income from public fundraising and retail was severely impacted and many researchers returned to front-line NHS duties.

Nonetheless, as with our colleagues in the rest of the charity, the Cancer Research UK Commercial Partnerships (CP) team responded with fortitude, rising to the challenge. We showed continued determination to keep on partnering the best ideas from cancer researchers with industry and investors. Our ability to rapidly adapt to working from home and continue to engage with researchers, protecting their intellectual property and negotiating with industry partners, is testament to the team's passion and agility.

Cancer Research UK staff and researchers also played a key part in the national response to the pandemic, quickly ensuring PCR machines were made available for COVID-19 testing. We also negotiated a deal to allow our Centre for Drug Development to start a clinical study repurposing camostat mesylate as a potential drug against

COVID-19. Crucially, we never lost sight of our core purpose –fighting cancer– as demonstrated by the continual stream of translational outputs and successes highlighted in this annual review.

I have no doubt that the Commercial Partnerships team has emerged from the pandemic's early stages a more nimble, agile and even more focused team. We recognise the world continues to change radically and we are reconfiguring ourselves for a future where scientific disciplines increasingly blur and converge. In this review, we describe how we are completely rethinking our approaches to generating and commercialising research data, along with a fundamental reorganisation of the way we do drug discovery.

Our mission is clear. Cancer may be relentless. But so are we.

TONY HICKSON
Chief Business Officer



OUR YEAR IN NUMBERS



We spoke to
>900
researchers



including
>380
Principal
Investigators



72
invention
disclosures



40
patents filed (21 priorities
& 19 PCT*)



81
Commercial deals signed
(Commercial Partnerships + Ximbio)



4
Spin-outs
created



>60
Spin-outs created
to date



£822m
Investment raised by
portfolio in year



£2.3bn
Total raised by
spin-outs to date



£36.4m
Reinvested in
cancer research



12
Entrepreneurial
Programme Partners

*Patent Cooperation Treaty

2020/21 Highlights

>541,000
patients

benefiting from our marketed
drug portfolio



To date, we have now supported

10 drugs
to market



£52m

of new finance in the year
raised by [Achilles Therapeutics](#),
developing personalised T Cell
therapies

17
spin-out

exits to date

\$191m

raised by [Monte Rosa Therapeutics](#)
developing molecular glues



Our spin-out portfolio has now raised over

£2.3bn

in total, with

£822m

raised in the last year



Partnerships with

4 accelerator

programmes advanced the
development of over

75 oncology
focused
businesses.

RESEARCHER SUPPORT AND ENGAGEMENT

It is not enough to simply fund good research into cancer. We need to make sure our researchers are equipped with the resources they need to progress their ideas towards patient benefit. The Commercial Partnerships team help our funded researchers with support and expert advice on translation and commercialisation.



A YEAR IMPACTED BY COVID-19

Despite the difficult operating conditions of the last year, our team remained on hand to support researchers in their translational endeavours. Nonetheless, with COVID-19 leading to lab closures and reduced operating capacity, fewer invention disclosures were seen compared to the previous year and the onward development of some projects were impacted. However, meetings with over 380 Principal Investigators still occurred, often in a virtual setting, where researchers shared their discoveries and discussed how to translate them into patient benefit.



A RENEWED FOCUS ON PROVIDING HIGH-QUALITY CUSTOMER SERVICE TO OUR RESEARCHERS

This year saw the full launch of the Commercial Partnerships' Customer Commitment. This underpins our commitment to providing a transparent and customer-centric service to our researchers and details the pledges we will adhere to. We have committed to publishing our statistics on an annual basis, and in 2020/21 our performance is captured below.

Average time from disclosure to formal decision was 55 days, with 65% of disclosures receiving a decision within our committed timeframe of 3 calendar months.



>380

Principal Investigators engaged



40

Patents filed



72

Invention disclosures

TRANSLATIONAL FUNDING AWARDS

funding to progress novel research ideas towards the market



CRUK provide a number of translational awards to support our researchers and move their research ideas towards patient benefit. Our Project Development Fund provides translational awards to answer key questions that are inhibiting further commercial development. In 2020/21 we supported eight projects, financing activities ranging from *in vivo* proof of concept studies to key reagent or product generation.

8 translational grants provided in 2020/21

NUCLEAR TARGETING OF GENES USING TSRNA DERIVED NUCLEOTIDES – UNIVERSITY OF OXFORD:

SPOTLIGHT ON A NOVEL GENE SILENCING TECHNOLOGY

Dr Monika Gullerova, CRUK Senior Research Fellow at the University of Oxford, has discovered an entirely novel gene silencing mechanism that can target key cancer drivers. It employs alternatively folded transfer RNA (tRNA) and has several fundamental differences over current RNAi technologies, namely immediate, cotranscriptional intronic specific RNA degradation and nuclear localisation. All other forms of gene silencing, such as siRNA, act on gene exon regions in the cytoplasm. Over 1200 disease associated genes are regulated by this pathway including 80 oncogenes and 10 panoncogenes, making it a highly attractive platform technology, with the possibility to develop novel therapeutic agents based on respective small tRNA derived (tsRNA) molecules.

CP filed a priority patent application filed in May 2019 followed by a “top up” priority application in November 2020. The original priority filing has now entered the PCT phase and CP is supporting onwards development towards the most appropriate commercial route for the technology. In order to enable this, we have secured a significant translational support package from CRT to enable further validation studies. The next steps for this project include:

- Completing current technology validation studies using the already secured translational support package
- CP continuing to work with Dr Gullerova to develop the most appropriate commercialisation strategy for her technology.



Right from the start I felt fully supported on this journey. Initially by James Ritchie, who guided me through the patent application and later by Alina Rakhimova who further helped me to secure additional support from CRUK Commercial Partnerships. This project wouldn't be where it is today, without their help.”



DR MONIKA GULLEROVA
*Senior Research Fellow,
The University of Oxford*



Dr Dale
Waterhouse



Prof Sarah
Bohndiek



We realised this technology would allow developers to design spectral filters tailored to probe specific aspects of physiology, pathology or anatomy. This will enable systematic development of bespoke disease-specific imaging tools. We approached the Commercial Partnerships team because we recognised this technology would find wide application amongst developers in the biomedical imaging community and beyond.



DR DALE WATERHOUSE
Research Associate, Vision Laboratory

HIGH-CONTRAST IMAGING FOR EARLY
CANCER DETECTION
UNIVERSITY OF CAMBRIDGE
CASE STUDY OF A TRANSLATIONAL AWARD

Barrett's oesophagus is an acquired condition that predisposes patients to the development of oesophageal adenocarcinoma (EAC) and is becoming more common as a result of a rapid rise in obesity and acid reflux. People with Barrett's frequently develop pre-cursor lesions (dysplasia), the presence of which elevates the risk of developing EAC. However, these lesions can be very hard to detect using standard techniques.

Prof Bohndiek and her team at the CRUK Cambridge Institute have developed a novel filter sets that can be incorporated into existing endoscopes used in routine healthcare with no change to current clinical practice.

To support the translation and commercial development of the technology, CRUK has filed a priority patent application to protect the method and its uses, and awarded the team Project Development Funding to further develop the idea.

STIMULATING ENTREPRENEURSHIP

We continued to grow the entrepreneurship programme throughout the year, launching a new partnership with Alderley Park, Manchester and a Cancer Tech Accelerator to progress exciting new ideas in diagnostics, devices, AI and data.

START CODON

Our partnership with Start Codon, one of the UK's leading Life-Science accelerators, has provided bespoke entrepreneurial training from leading industry experts. Our webinars have benefited researchers from around the UK, with almost 2,000 registering to attend to date. These online events have covered the basics of new venture creation, from IP and product design to how to build a team and pitch. We have more webinars planned for the future in order to help researchers looking to translate their research into patient benefit.

ICURE CUSTOMER DISCOVERY JOURNEY

Our partnership with Innovate UK on the ICURE programme has enabled oncology researchers from all over the UK to benefit from this world-renowned training programme whilst also receiving expert advice from CRUK. The four-month long programme enabled researchers to commit full-time to advancing their technology and conduct detailed market research to advance their business plan and route to market. 75% of participants successfully applied for follow-on funding of £300,000 to allow them to transform their projects into start-ups.

PANACEA ONCOSTARS ACCELERATOR

Our OncoStars programme (a partnership with Panacea) delivered bespoke entrepreneurial training and mentorship to 33 start-up companies. The programme's Action Phase provided training on fundamental entrepreneurial skills needed for the formation of new ventures before the subsequent Develop Phase focused on enabling aspiring companies to de-risk and build for the future.





ALDERLEY PARK ONCOLOGY DEVELOPMENT PROGRAMME

This year saw the launch of the Oncology Development Programme, a partnership between CRUK, Innovate UK and Alderley Park in collaboration with international pharmaceutical companies. The oncology-specific accelerator programme provides bespoke training, mentorship and networking opportunities from industry leaders including Johnson & Johnson Innovations, Roche, AstraZeneca and GSK.

The programme received exceptional interest with a record number of applications (>85) being

received from around the UK. 35 of the most promising ventures were selected for a 3-day virtual bootcamp to help the companies develop and advance their pitching techniques. The teams will then pitch their ventures to an expert panel for the opportunity to be one of eight teams to successfully progress through to the Development Stage of the accelerator.

The six-month long Development Stage will see each company receive £60,000 in funding to help them to bring their business to the next level.



It's been fantastic to partner with Cancer Research UK and Innovate UK on our inaugural Oncology Development Programme. I feel very proud of the programme's success so far and how this will ultimately improve the way that cancer patients are diagnosed and treated.



DR KATH MACKAY,
Managing Director,
Bruntwood SciTech - Alderley Park

SUPPORTING THE RESEARCH COMMUNITY WITH ACCESS TO RESEARCH TOOLS

To do good research, cancer scientists around the world in academia and industry needs access to the latest research reagents and tools to run their experiments. Our Ximbio team provide an extensive catalogue of such research tools providing easy access to industry, researchers and intermediaries. This area continues to grow, despite the closure of labs during the pandemic.



7%

Revenue growth
from £4.5m to £4.8m
gross revenue



525

New technologies sourced



24

New revenue share
agreements

A NEW PHYSIOLOGICALLY RELEVANT CELL CULTURE MEDIUM TO STUDY CANCER BIOLOGY.

PLASMAX™ CASE STUDY

This year, our Ximbio research tools team partnered with Dr Saverio Tardito, an oncometabolism expert from the Beatson Institute for Cancer Research, to commercialise Plasmax™ - a new physiologically relevant cell-culture medium.

Tardito studies the effect of glutamine metabolism on the biology of brain tumours. This involves the generation of *in vitro* cell models that require careful regulation of amino acids within the base cell culture growth media. Traditional media have been primarily growth focused and consist of excessive concentrations of nutrients and metabolites that accelerate cell growth, but this can skew the

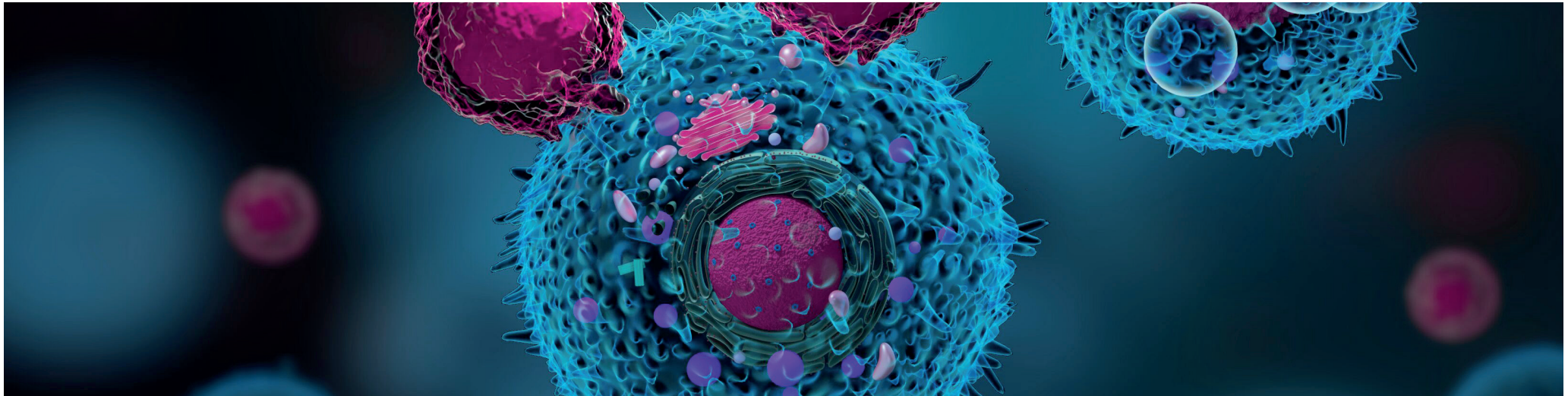
metabolic profile of cells. Tardito, developed Plasmax™ to improve the metabolic fidelity and biological relevance of *in vitro* cancer models, optimising the concentrations of over 80 components to reflect their natural concentrations found in human plasma.

By partnering with Ximbio, Tardito was able to take advantage of Ximbio's 25+ years' experience of commercialising research tools. Plasmax™ is now available, at scale with batch-to-batch quality assured, to researchers

worldwide.

Since its launch in November 2020, Plasmax™ has benefited over 50 research groups worldwide.





MAKING OMOMYC ANTIBODIES AVAILABLE GLOBALLY FOR RESEARCHERS TO ACCESS

The deregulation of the Myc oncoprotein is implicated in almost all human cancer types. Dr Laura Soucek, from Vall d'Hebron Institute of Oncology designed Omomyc, a disruptive mini-protein that inhibits MYC transcriptional activity, and a corresponding antibody to Omomyc. Both the protein and its associated antibody have generated considerable interest, and Omomyc entered phase I/II clinical trials in March 2021. As these innovative treatments could enhance the therapeutic options against a majority of human cancers, Soucek partnered with Ximbio to make the Anti-Omomyc antibody available worldwide. To date, multiple requests have been received from researchers from locations including Europe, US and Japan to use Anti-Omomyc in their research.

BRAINBOW ANTIBODIES – AN INDELIBLE, MULTICOLOUR, LABELLING STRATEGY

Dr Dawan Cai, from the University of Michigan, partnered with Ximbio to commercialise Brainbow antibodies developed by his laboratory. Brainbow antibodies are research tools that let researchers distinguish between individual neurons in the brain and have been used in brain cancer research. These latest iterations of the antibodies overcome the limitations of the earlier Brainbow lines such as the tendency to cluster together through aggregation and the lack of stability particularly photostability.

By commercialising his antibodies with Ximbio, Cai was able to spend more time focused on his research, instead of responding to Material Transfer Agreement requests. Since these antibodies were added to the Ximbio portfolio, over 55 requests from researchers worldwide have been received and processed by Ximbio.

DETECTING LOWER CONCENTRATIONS OF ESTRADIOL

Many competitive immunoassays are unable to detect low circulatory levels of the hormone estradiol in blood samples. The risk of developing certain cancers rises depending on circulating estradiol levels. New antibodies developed by Professor Urpo Lamminmäki, from the University of Turku in Finland can be used concurrently to detect these lower estradiol levels. This may have applications within the *in vitro* diagnostics space in research areas such endocrinology and gerontology. Since Lamminmäki commercialised these antibodies with Ximbio, requests have been received from researchers worldwide. Ximbio has been managing these requests and the associated production and logistics.

BUSINESS COLLABORATIONS, PARTNERSHIPS AND ALLIANCES

The Commercial Partnerships, teams help move the best ideas from the bench to business and ultimately to the bedside. Our expertise is in facilitating partnerships with industry to help make that happen, which we do via intellectual property licensing, collaborations, longer term strategic alliances and clinical partnerships. This year saw significant progress in all of these areas.



>900

Researchers
we interacted with



72

Invention
disclosures



40

Patents filed
(21 priorities & 19 PCTs)



81

Commercial deals
signed

DETECTING OESOPHAGEAL CANCER SOONER



Cyted, a novel medtech start-up backed by Morningside Venture Capital, are developing new tools to speed up diagnostic pathways through the automation of sample analysis. Working with Medtronic they are supporting the implementation of the Cytosponge™, a novel screening device for Oesophageal cancer. Part of their novel analytical approach involves the development of AI-based models to analyse the pathology samples generated by the Cytosponge™. To support this work, CRUK entered into a licence agreement with Cyted to enable them to access the pathology images generated under the CRUK funded BEST II and BEST III trials, in which the Cytosponge™ had been first tested in a clinical setting. Through this licence, CRUK took an equity stake in the company.

BUSINESS COLLABORATIONS, PARTNERSHIPS AND ALLIANCES

Over the last few years, the portfolio and complexity of our industry alliances has grown significantly, with pharmaceutical company partners working closely with our principle investigators to help tackle challenging areas of biology and develop potential new drugs. Examples of existing industry alliances are shown below:



iOnctura was founded in 2017 as a spin-out from Merck Healthcare KGaA, with molecules licensed from Merck KGaA and CRUK. In the first quarter of 2020, its lead compound IOA-244 (PI3 kinase inhibitor), supported by CRUK's Therapeutic Discovery Labs (TDL), entered the clinic and in July 2020 iOnctura raised an additional €5.1m taking its series A funding round to €20.1m. This will also enable the company to develop its ATX inhibitor through the clinic. CRUK TDL continues to collaborate to co-develop the ATX inhibitor and anti-CD73 antibodies towards the clinic, both of which originated from CRUK TDL's portfolio and were licensed to iOnctura in 2019.



Artios is a DNA damage response company formed by CRUK and SV Health Investors in 2016. Artios collaborates with CRUK TDL to help develop its lead programmes. A significant milestone for the company is the entry of its ATR inhibitor (ART0380), entering Ph1/2a in patients with advanced or metastatic solid tumours.



The AstraZeneca-Cancer Research UK Functional Genomics Centre was launched in 2019. It is a joint initiative combining experience and expertise of CRUK and AstraZeneca scientists in cancer biology and functional genomics. Over the last year, the team has continued to grow, engaging with many academic scientists to support discovery projects and technology development.



SV Health Investors enjoys a productive relationship with CRUK, with portfolio companies such as Artios showing substantial progress in the last year.



KATE BINGHAM
Managing Partner, SV Health Investors



In 2020, we won two Association of Strategic Alliance Professionals excellence awards: Individual Alliance Excellence for an emerging alliance and Alliance Program Excellence. The former recognised the CRUK alliance with Bristol-Myers Squibb (formerly Celgene) and focused on mRNA translation. The latter recognised the advances that the alliance team has made over the past few years.

ABCAM – A NEW INDUSTRY ALLIANCE

A new partnership with the global life science company, Abcam plc was launched in July 2020. Abcam is an innovator in life science reagents and tools and this partnership focuses on the development and commercialisation of novel custom antibodies to support the acceleration of cancer research. Abcam offers an array of antibody platforms including RabMAbs and next generation sequencing, and through the partnership collaborates with CRUK-funded scientists to develop antibodies.

This collaboration expands CRUK's access to biological reagents for early stage R&D.



PROGRESSING A NOVEL IMMUNO-ONCOLOGY TARGET VIA AN INDUSTRY ALLIANCE – UNIVERSITY OF SHEFFIELD

Claire Lewis, Professor of Molecular & Cellular Pathology and Research Director of the Weston Park Cancer Centre at the University of Sheffield, research is focused mainly on the role of macrophages in tumour progression and responses to conventional anti-cancer treatments such as chemotherapy and irradiation. In the course of this work, she has highlighted the important role of perivascular macrophages in tumour progression and resistance to therapy and has

identified an exciting and novel therapeutic target.

The project will progress by combining the expertise of the research team at LifeArc, CRUK Therapeutic Discovery Laboratories (TDL) and Ono Pharma to further validate the target and generate novel therapeutic antibodies. Under this alliance, Ono Pharma has the first option to clinically develop any potential therapeutics arising from the collaboration.



We were introduced to CRUK's exciting alliance model by Dr Stuart Farrow, Director of Biology at TDL, and are very pleased to have the opportunity to work in partnership with the alliance team to translate our research into clinical benefit.



PROFESSOR CLAIRE LEWIS

Professor of Molecular & Cellular Pathology, University of Sheffield

TEON THERAPEUTICS PARTNERS WITH CRUK'S CENTRE FOR DRUG DEVELOPMENT

This year we partnered with Teon Therapeutics, a US-based biopharmaceutical company, to progress the early clinical development of a first-in-class small molecule adenosine A_{2B} receptor antagonist, TT-702.

TT-702 is the first clinical candidate from Teon's portfolio of small molecules that modulate signalling pathways in the tumour microenvironment. It is hoped that TT-702 could be used to treat patients with hard-to-treat solid tumours, including metastatic castrate-resistant prostate cancer and triple negative breast cancer.

Working together with Teon and a team of clinical investigators led by Professor Johann de Bono at The Institute of Cancer Research / The Royal Marsden NHS Foundation Trust, our Centre for Drug Development will sponsor the first-in-human clinical trial of TT-702 to assess its safety and anti-tumour activity.



Prof
Johann de Bono



We are excited to begin the first-in-human trial of TT-702 in several types of cancer and in combination with other treatments. This new agent targets the evasive strategies cancer takes against the human immune response, exposing cancer cells to the immune system for destruction.



PROFESSOR JOHANN DE BONO
Professor of Experimental Cancer Medicine at The Institute of Cancer Research, London, and Consultant Medical Oncologist at The Royal Marsden NHS Foundation Trust

SPIN-OUTS AND INVESTMENTS

During the year and despite the pandemic, spin-out activity held up and capital raises in the biotech market showed another record year. Four new spin-outs in which CRUK holds founding equity were formed along with the portfolio of existing spin-outs raising £822m, bringing the total capital raised by our portfolio to date to over £2.3bn. There were two company exits during the year totalling £15m from which CRUK derived a revenue share and bringing the cumulative total of exits to date to 17.

SINGULA BIO, UNIVERSITY OF OXFORD

A new seed-stage biotechnology company spun out of the University of Oxford. Singula aims to become a world-leader in developing neoantigen-based individualised cell therapies to use against difficult-to-treat solid malignancies such as ovarian cancer.

This patient-centred approach will pioneer immunological, medical, surgical and computational technologies to generate selective therapies that eliminate cancer, and the ultimate hope is to achieve long-term, high-quality disease-free survival for cancer patients.

DEEP SCIENCE VENTURE (DSV)

The DSV-CRUK Venture Creation programme aims to promote the development of new business ventures within academia by providing researchers with the guidance and tools to translate their research. Under the programme, CRUK co-funded a one-year programme where researchers were invited to explore areas of oncology in need of translational progress.

Three areas were ultimately targeted as part of the first iteration of this programme and three proto-ventures have been built and provided with proof-of-concept funding.



4

Spin-outs created



50

Spin-outs created to date

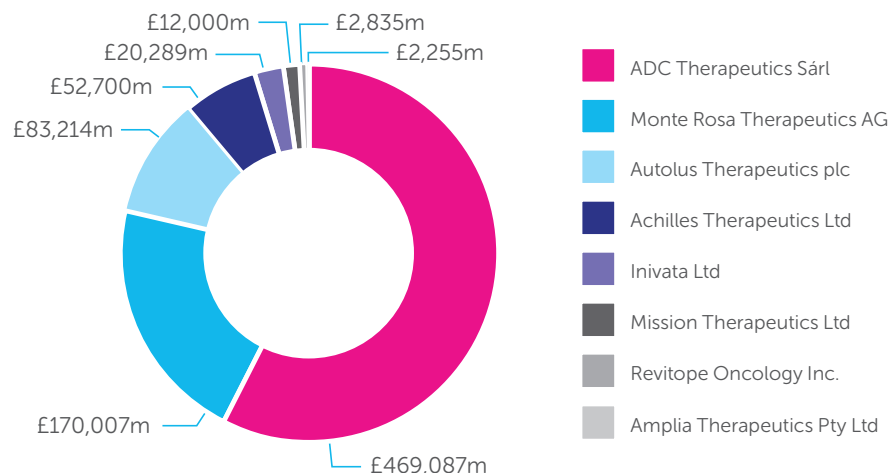
PRE-SEED FUNDING

We funded eight exciting new projects via our Project Development Fund. This fund provides early-stage validation and pre-seed capital to help bridge the gap between a new idea and some validating data.

SEED INVESTMENTS

During the year we assessed 17 new opportunities, eight at a detailed level. One of these went to our independent seed investment committee for review and was approved for seed funding.

Capital raised by CRUK associated spin-outs
FY2020-21 – total £822m.
Total raised to date is £2.3bn.



ACCESSING SCALE-UP FUNDING

Our partnership with SV Health Investors has had a sizeable impact on the amount of funding available to new cancer therapeutics companies emerging from the CRUK research base. The SV Impact Medicines Fund reached a final close at £265M in Q2 2020. We have collaborated closely with SV over the last year to identify promising, novel research from within the charity's network that could be rapidly developed and scaled by securing external investment. We reviewed numerous opportunities, 15 of which were assessed in detail during the year. SV invested in one new company.

In addition, our portfolio of spin-outs continues to attract significant capital, with notable fund raises throughout the year being seen by ADC Therapeutics, Achilles Therapeutics, Monte Rosa Therapeutics, iOnctura, PsiOxus, Mission Therapeutics, Autolus Therapeutics and Inivata.



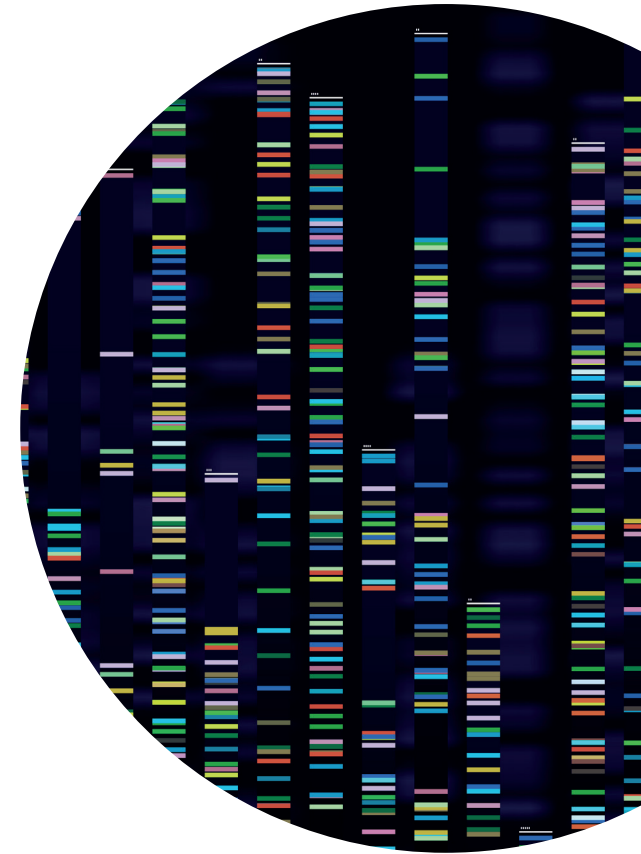
LOOKING FORWARD TO FUTURE & EMERGING TECHNOLOGY AREAS

As the world changes, we expect to see more convergence between the traditional disciplines of digital, data and life sciences. The COVID-19 pandemic has opened the world's eyes to the vital role of early detection and diagnosis in disease and , going forward, we expect renewed interest in this area from investors and industry. We will also be refocusing our research tools business on cancer, reconfiguring and optimising the way we support CRUK's drug discovery operations –unveiling an entirely new approach to research data including a new policy governing how we commercialise data. We look forward to an exciting new chapter in our development ahead.

LAUNCH OF THE CANCER TECH ACCELERATOR

A central tenet of Commercial Partnerships' strategy is to diversify our portfolio into emerging technology spaces. As part of this, we were excited to have launched the Cancer Tech Accelerator during the year with our delivery partner Capital Enterprise, a London-based entrepreneur and start-up network, and Roche UK (both pharma and diagnostics arms). The initiative focuses on training researchers with a MedTech, diagnostics or data/ AI-driven technology in the skills required to build, grow and scale a successful health-technology company.

Participants attend a three-day bootcamp and benefit from three months of entrepreneur and business training, enabling them to pressure test their ideas with domain experts from across the technology and oncology sectors. Teams create business and development plans and pitch to a panel of MedTech and diagnostic experts. The best five teams receive £50k of nondilutive funding and intensive mentoring to develop and experimentally validate their concepts full time for six months. CRUK then support the top teams form companies primed for onward development, further investment and growth.



*Photo credit:
Tetiana Lazunova*



OUR FOCUS ON EARLY DETECTION AND DIAGNOSIS (ED&D)

The early detection of cancer is perhaps one of the largest areas where CRUK can make a difference to the future incidence of cancer – only 55% of cancers are currently detected in England

During the year, CRUK launched the ED&D Roadmap aiming to unite academia, industry, regulators, investors and the healthcare system around a clear set of 'Actions' to move ED&D towards a routine reality. The consultation includes recommendations around incentivising translation and enabling successful commercialisation of novel diagnostic technologies.

Several of these themes closely synergise with the emerging technologies initiatives of Commercial Partnerships, and we look forward to developing future strategic partnerships to realise CRUK's ambitions for ED&D over the coming year.

THE FOUR KEY THEMES OF OUR NEW ED&D ROADMAP



Building longitudinal cohorts and flexible risk-adapted screening programmes to identify risk factors and better stratify the population



Development of novel AI tools integrated with wearables and e-health records to create 'Digital Health Twins'



Incentivising and supporting commercialisation through health economic modelling, creation of incubators and new platforms for diagnostic evaluation



Development of cancer site-specific roadmaps to accelerate adoption of new tests



AI AND BIG DATA

With both traditional pharma companies and novel insurgent tech companies increasing their emphasis on the value of high-quality data in drug and diagnostic development and treatment delivery, we realise that CRUK is uniquely placed to maximise the commercial value of cancer data that is being generated within the CRUK research network. As such, data is a growing area of focus for Commercial Partnerships and the initiation of CRUK's new Research Data Strategy will enable our work in this area will increase dramatically over the next year.

We will be rolling out a new programme to support researchers with projects that may generate data of significant societal and/or commercial value, providing them with better management, storage, curation and sharing of their data, so that the data is best positioned to have an impact through partnerships and licences.

This initiative will run in conjunction with another new CRUK programme that aims to provide research groups with high quality secure data infrastructure where there exists no viable or existing alternative. In combination we hope that these two functions will allow us to support research to generate high quality, well linked and curated data that can then form the basis of novel partnerships, licenses and spinouts acting to increase the chances of novel research data and AI based products benefitting cancer patients.

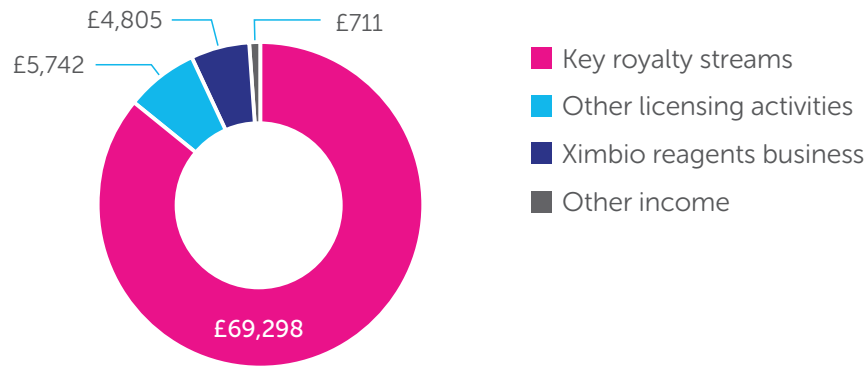
This is a relatively new area and hence Commercial Partnerships will soon publish a set of draft guiding principles for data partnerships. We will seek consultation as to how we plan to approach data partnerships going forward and provide assurances to patients, the public and researchers that their interests and privacy are being protected as our commercial activity in this area grows.



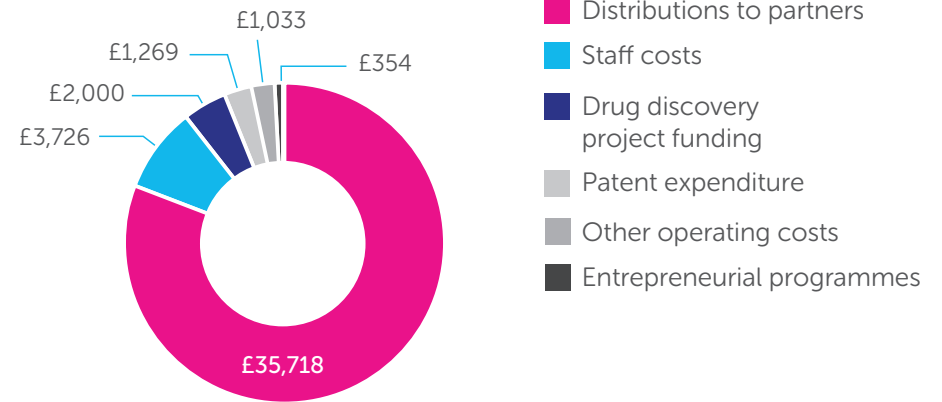
FINANCIAL SUMMARY

Revenue from commercialisation activities held up strongly over the year, generating over £80m in gross income and a contribution of £36m back to CRUK to reinvest in cancer research.

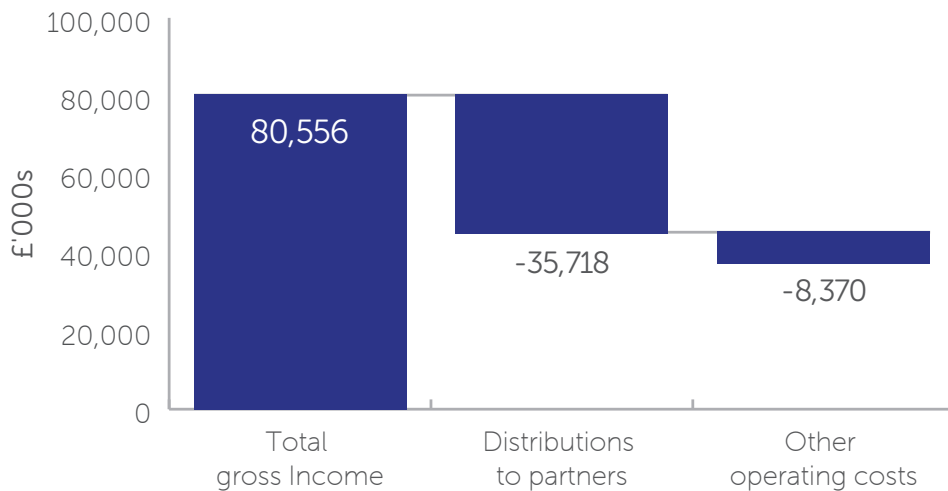
Where Commercial Partnerships income came from in 2020/21
£'000s



Where Commercial Partnerships income went in 2020/21
£'000s



£36.4m Net contribution to CRUK generated in 2020/21



COMMERCIAL PARTNERSHIPS INCOME	£'000s
Key royalty streams	69,298
Other licensing activities	5,742
Ximbio reagents business	4,805
Other income	711
Total commercial partnership income	80,556

COMMERCIAL PARTNERSHIPS EXPENDITURE	£'000s
Distributions to partners	35,718
Staff costs	3,726
Patent expenditure	1,269
Drug discovery project funding	2,000
Entrepreneurial programmes	354
Other operating costs	1,033
Total expenditure	44,098
Net contribution to CRUK	36,458

OUR TEAM AND HOW TO CONTACT US

We can't fit all the profiles of our wonderful team on one page, but if you would like to contact us to discuss any matter, please feel free to use the contact details on this page and ask to speak to the relevant team member listed below so we can help direct you to the right person:

IAIN FOULKES

Executive Director,
Research & Innovation

TONY HICKSON

Chief Business Officer

STEPHEN SHAW

Associate Director of Opportunity
Sourcing & Translational Support

ROBERT BONDARYK

Global Head Ximbio

JULIE LITTLE

Associate Director of Strategic Alliances

PHILIP MASTERSON

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GEORGE TZIRCOTIS

Clinical Partnership Lead - Business
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General enquiries

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<http://commercial.cruk.org>

LinkedIn

[CRUK Translation & Commercialisation](#)

Twitter

<https://twitter.com/CRUKResearch>

Looking to commercialise your ideas?

Tell us about your exciting projects and we can help you develop new products.

Let's beat cancer together.
commercial@cancer.org.uk



Registered with
**FUNDRAISING
REGULATOR**

Registered charity in England and
Wales (1089464), Scotland (SC041666),
the Isle of Man (1103) and Jersey (247).



**CANCER
RESEARCH
UK**