







The Pirbright Institute









The Pirbright Institute

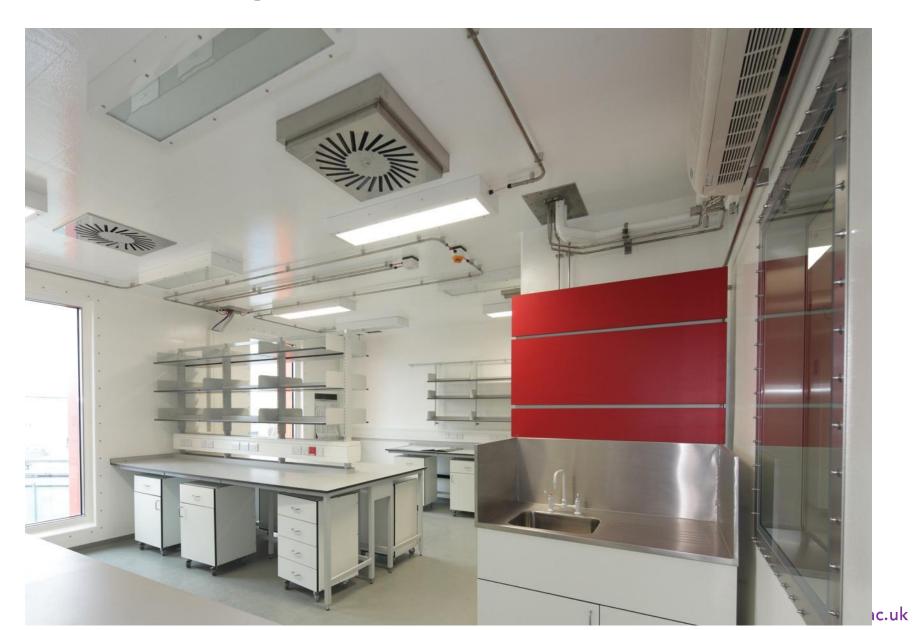


Inside the high-containment building



www.pirbright.ac.uk

Inside the high-containment laboratories



New low-containment building



Our science

Research at the Institute is a synergistic combination of fundamental and applied science, based upon a wide range of expertise, and unique biological and physical resources. The science strategy is delivered through three strategic programmes:

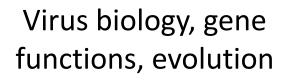
- Avian Viral Diseases
- Livestock Viral Diseases
- Vector-borne Viral Diseases

Each programme comprises a platform of fundamental science projects that provide the new knowledge that is then translated, within the programmes, into applied science.



Interactions between disciplines

Diagnostics, disease surveillance, mathematical modelling



Virus-host interactions in infection models in natural hosts

responses to virus infections & vaccines

Role of arthropod vectors in virus transmission

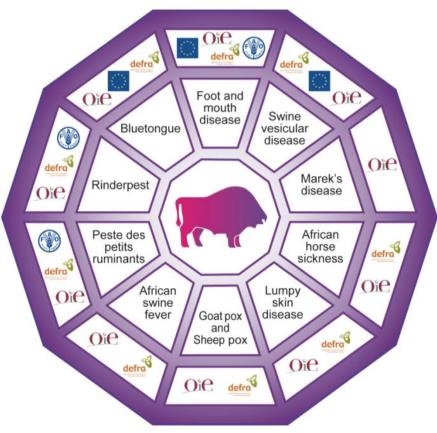
Impact of foot-and-mouth disease



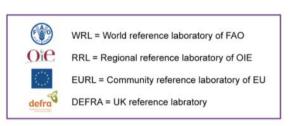
BBSRC National Virology Centre:

The Plowright Building

- 2015: Occupied new high containment laboratory
- Houses all our work with "live" FMD and International Reference Laboratories for FMD, BT, PPR, ASF, AHS, Capripox







Key reference laboratory activities at Pirbright



FMD diagnostics training course - April 2013

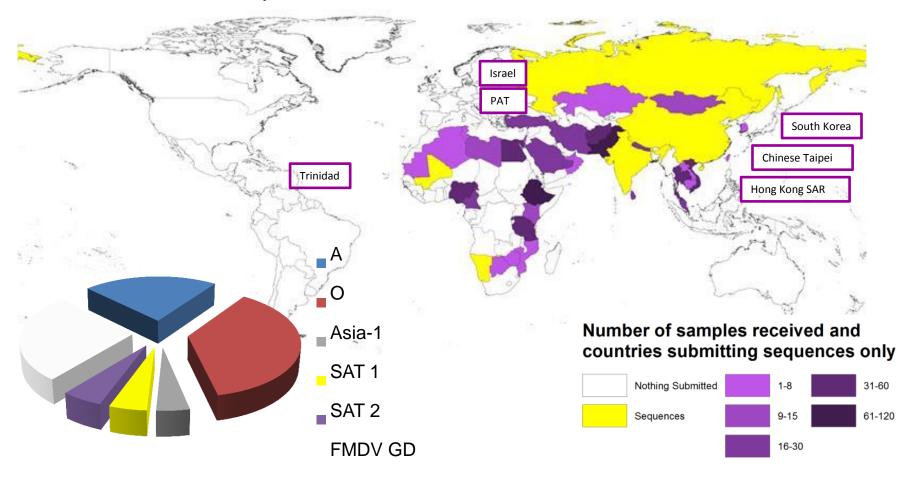


Vaccine matching training course – Sept 2013

- Contingency planning and emergency response
- Referral diagnosis, international surveillance, vaccine selection
 - 50 FMDV samples/year tested FoC
- Test harmonisation and quality control
- Training
- Virus and sample collections
- Applied research new diagnostics and virus characterisation methods
- Links to strong research base

Submissions to WRLFMD Pirbright

October 2013 – September 2015



- Sequence exchange with China, Russia, India and BVI
- Reports for these samples can be found at: www.wrlfmd.org

Coordinating Global Networks OIE/FAO FMD Laboratory Network

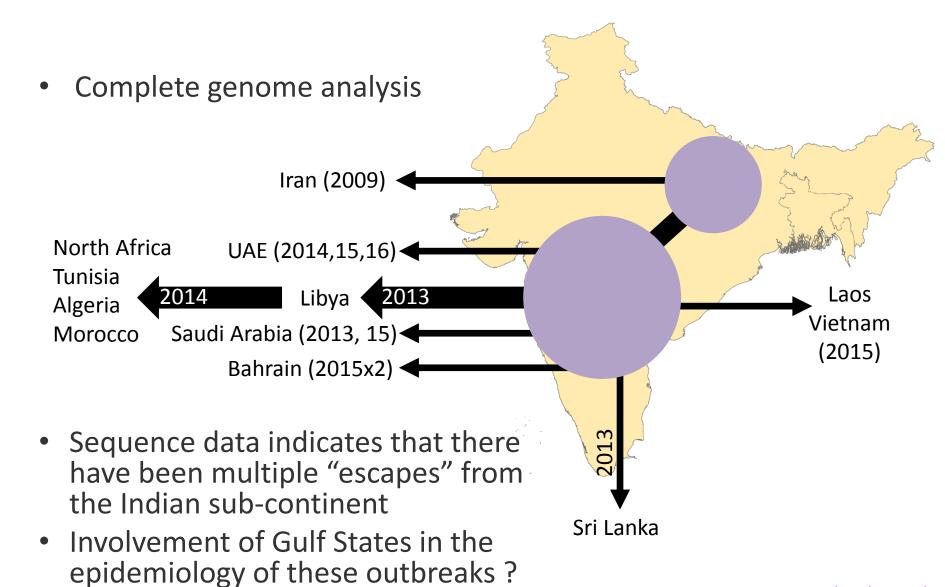


- OIE and FAO Reference Centres (+ affiliates)
- Annual meeting and report
- Global surveillance and changing patterns in risk pathways
- Harmonised and improved lab capacity

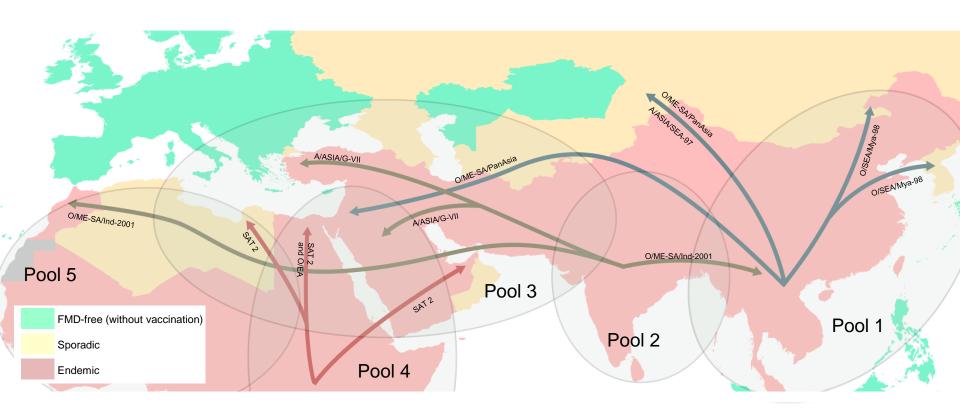


O/ME-SA/Ind 2001

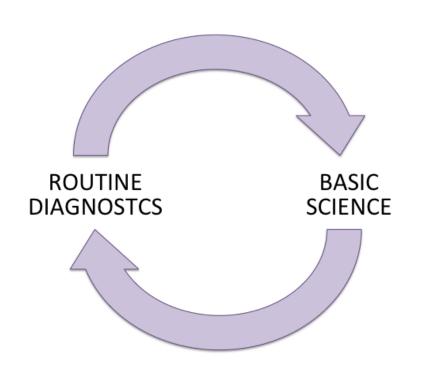
New full genome analysis



- The epidemiology of FMD in the regions is very dynamic and recent trans-boundary movements of the virus require close monitoring
 - Opportunities for collaborative work with Taiwanese Scientists



Relationship with research programmes



Reference Laboratory

- Routine testing
- Molecular epidemiology
- Emergence of new strains
- Performance of vaccines

Applied Research

- Assay development and validation
- New assay formats

Fundamental science

- Mechanics of viral evolution
- Viral replication
- Vaccine immunology
- Drivers of antigenic change

Acknowledgements

- Support for the WRLFMD and research projects
- Collaborating FMD
 Reference Laboratories
 and field teams
- Partners within the OIE/FAO FMD Lab Network









Welcome to the University of Surrey



Proud to be University of the Year – The Times & Sunday Times Good University Guide 2016

90% STUDENT SATISFACTION IN NSS 4th GUARDIAN UNIVERSITY GUIDE 2016 & 2017

95% AVERAGE GRADUATE EMPLOYABILITY OVER 5 YEARS

A TOP UNIVERSITY FOR SPORT



Research & Teaching







£400m+
INVESTMENT
TO IMPROVE
CAMPUS
FACILITIES



£45M NEW VET SCHOOL (1 OF 8 IN THE UK)





80%
OF STUDENTS
LEAVE WITH A
2:1 OR FIRST



89%
STUDENT
SATISFACTION
WITH TEACHING
IN NSS 2016



ONLY
UNIVERSITY WITH

3
QUEENS
ANNIVERSARY





LIFE-SAVING WATER QUALITY RESEARCH



NEW
DRUG
DETECTION
TECHNOLOGY
RESEARCH



A new vet school; a fresh approach to veterinary education



Background:

UK's eighth vet school

Second to be opened in last 50 years

7 student applications for every place

International demand for vets in the areas of livestock, research & pathology

Timeline:

First cohort of 48 students 2014

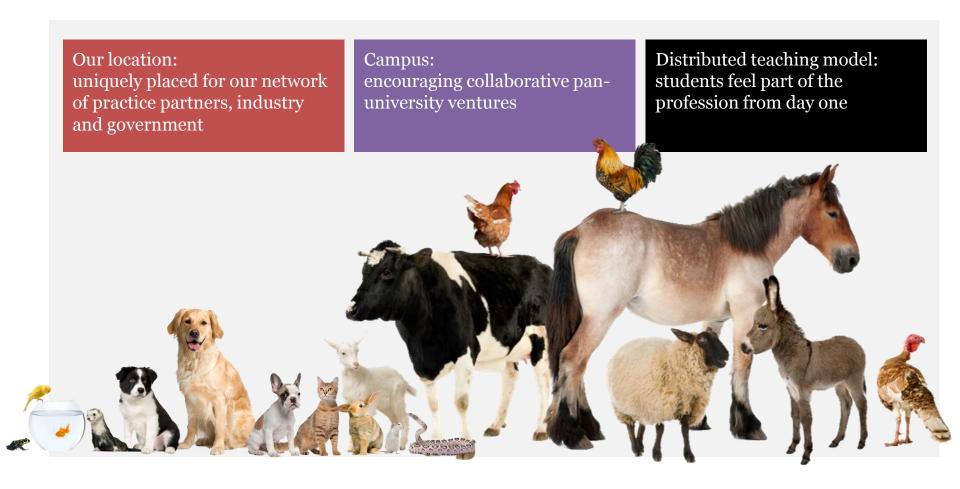
students per year from 2015

RCVS Accreditation 2019



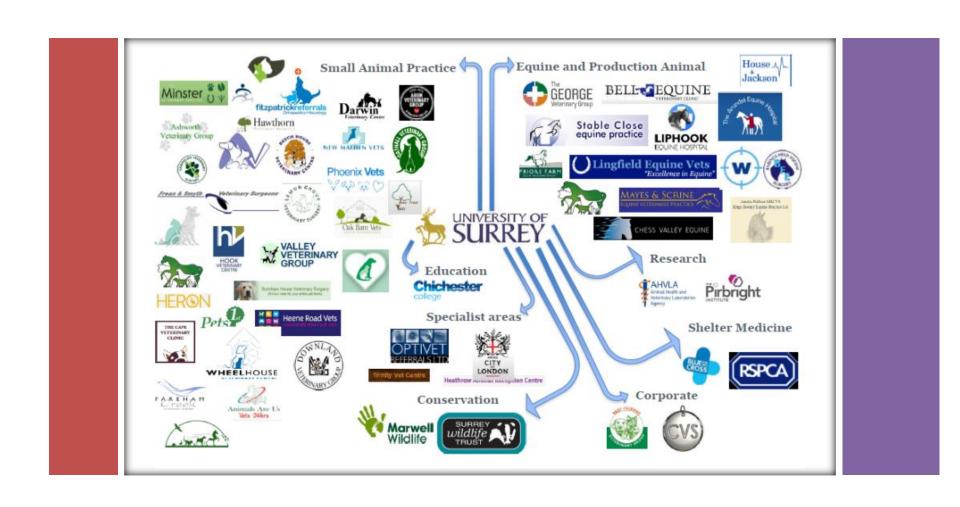
What makes us different?





School of Veterinary Medicine Practice Partners





State-of-the-art facilities







Conference-standard lecture theatres

Clinical skills suite teaching technical and examination skills Mock practice consulting rooms - communications training

One of Europe's largest and most sophisticated pathology facilities

World-class Veterinary Pathology Centre



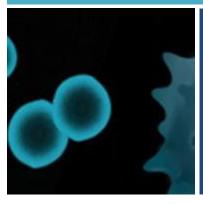




Research in Health & Medical Sciences

93%

of our biosciences, health and veterinary research was rated world-leading or internationally excellent in the latest UK research excellence framework (REF 2014)



Our staff publish in the top impact factor journals in their field, as well as in the very best interdisciplinary journals e.g. Nature

Extensive, wellestablished
collaborations with
industry and the
NHS continue to
provide knowledge
transfer to the
commercial sector,
clinical practice and
the wider community



vHive: A Partnership for Innovation





Global Challenges for Animal Health

- Food security:
 - By 2050 we will have to feed 9 billion people
 - As wealth increases, demand for animal protein increases
- Disease emergence:
 - A new disease emerges every 3 months
 - 70% of these diseases are zoonoses
- Antimicrobial Resistance:
 - No new antimicrobials have been available since the 1980's
 - New strains of bacteria are resistant to all antibiotics
- Epidemics:
 - A smaller world with more people and animals enables epidemics to rage across countries,
 continents and the world
 - Accidental or deliberate release of epidemic pathogens



vHive:

veterinary Health InnoVation Engine











Driving prosperity in the M3 corridor



vHive: the veterinary Health innovation engine

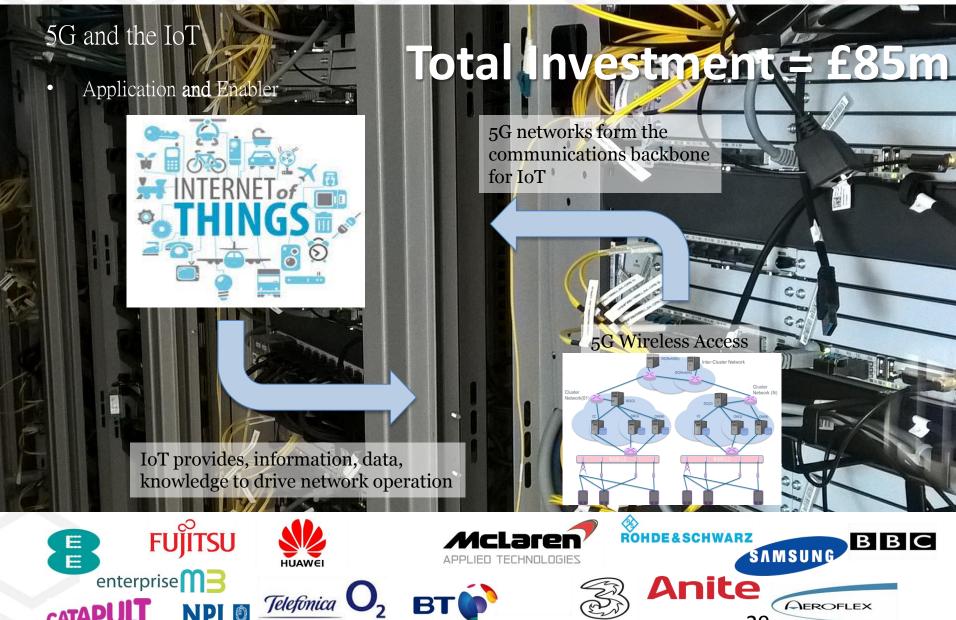
An Open Innovation Initiative launched by the University of Surrey & Zoetis in April 2016

AIMS

- To promote digital innovation and use of "big data"
 - Data capture (apps, wearables, sensors etc)
 - Data integration and delivery of new information
 - Creation of new research, education and commercial opportunities









mycomosi

















PEROFLEX





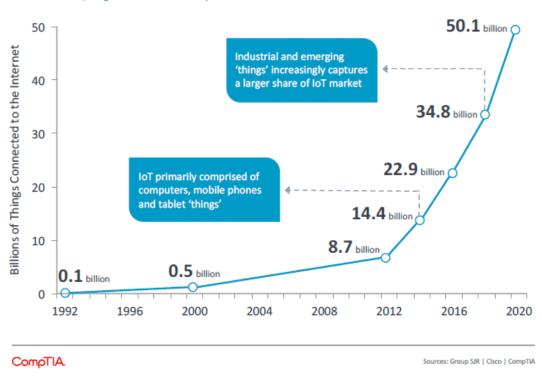


5G for IoT

Massive connectivity

Projecting the 'Things' Behind the Internet of Things

From 2014-2020, IoT grows at an annual compound rate of 23.1% CAGR



By 2020 there will be ~50 bn devices connected to the IoT



Why 5G on the farm?

• It is about connectivity rather than data rate!









Dairy Workshop

What can Big Data do for you?

- Retailers
- **Processors**
- Producer voice (NFU)
- Agrimetrics Centre
- Vet practices
- **APHA**
- Socio-economists
- Researchers

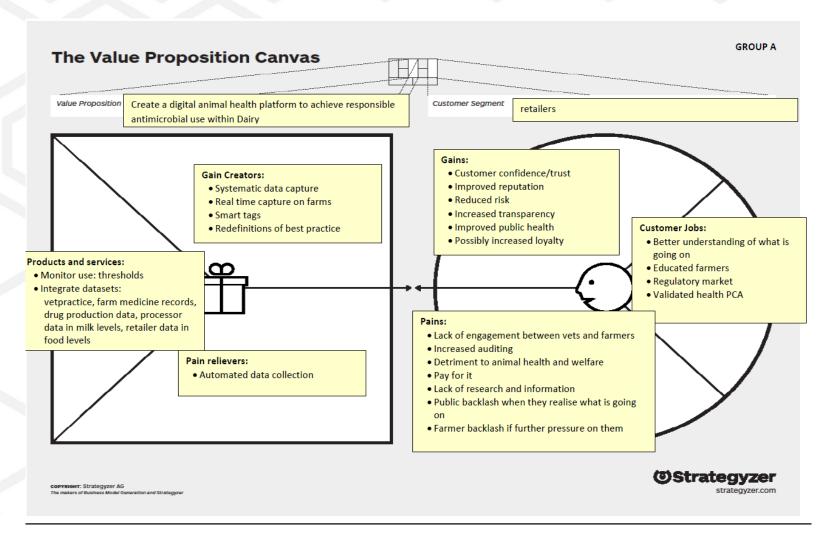






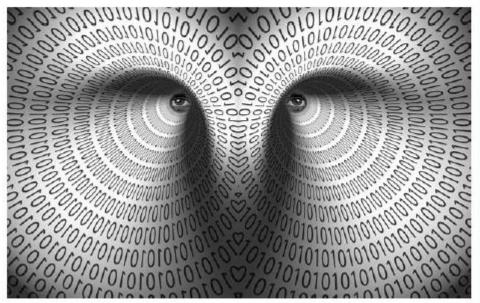


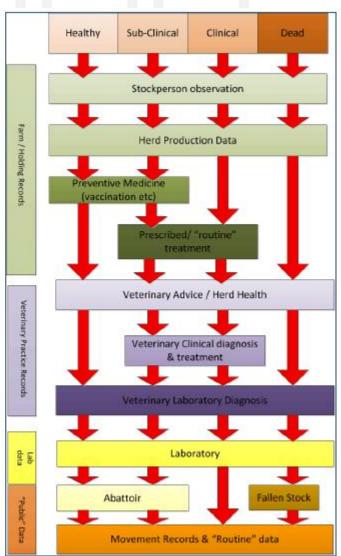
Output





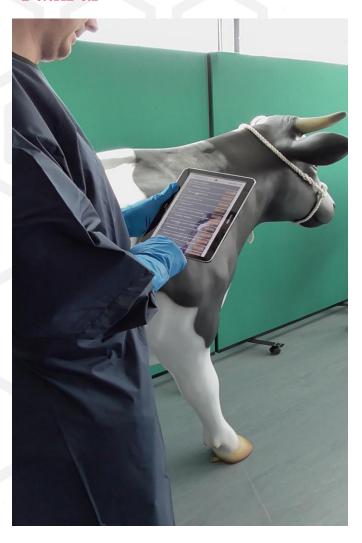
Surveillance: Intelligence for Action

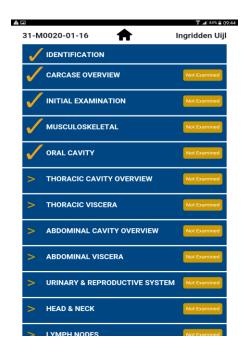


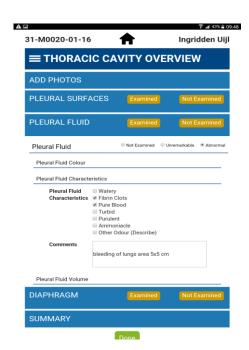




PathPalTM

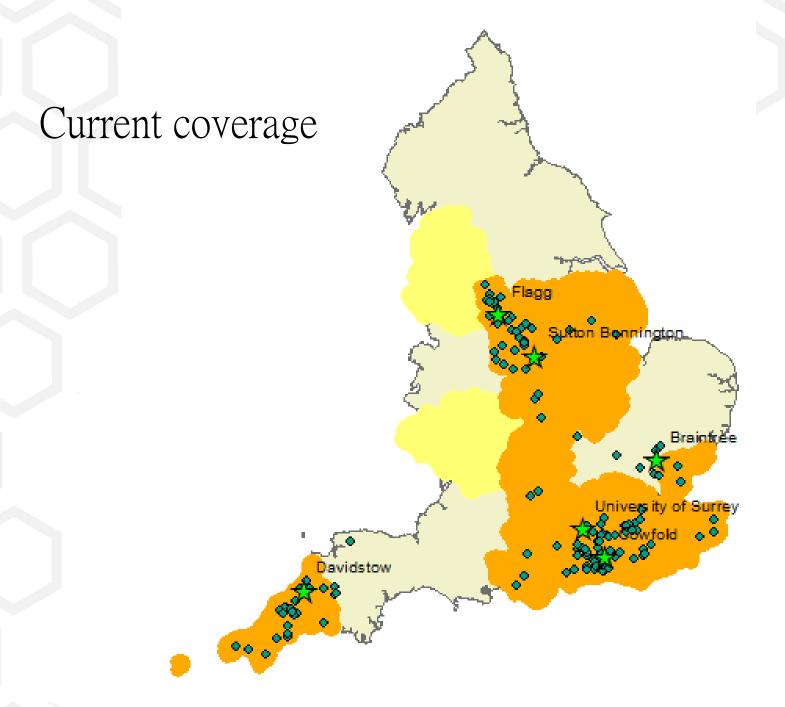






- PathPalTM is an integrated app and database for recording, analysing and reporting findings from veterinary *Post Mortem* examinations
- PathPalTM was designed by the University of Surrey and implemented in collaboration with Methods Digital

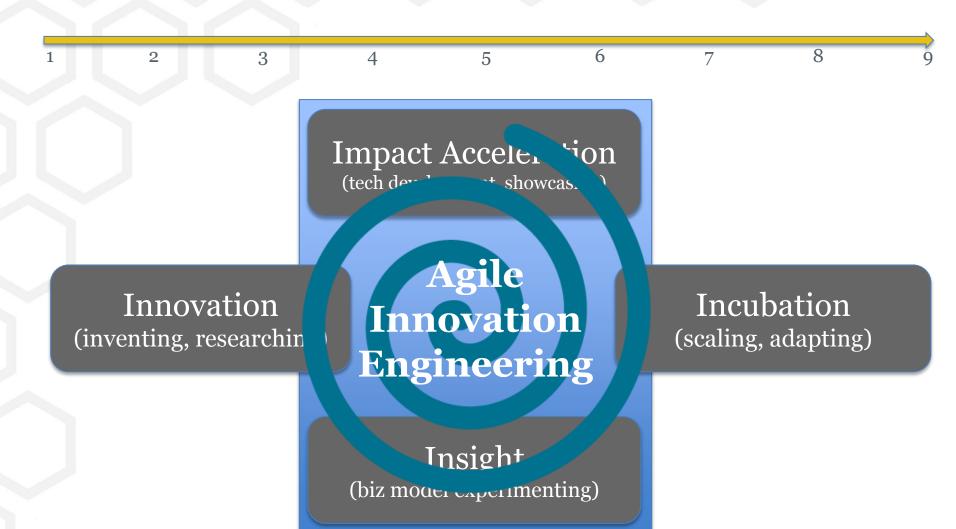






Bridging Invention & Innovation

Technology Readiness Levels



Focus for Digital Transformation: The 4E's Framework

Expectations

People, Communities, and Clients

Execution

Organization and Delivery

Environment

Data, Capabilities and Interfaces

Enablement

Infrastructure and Technology



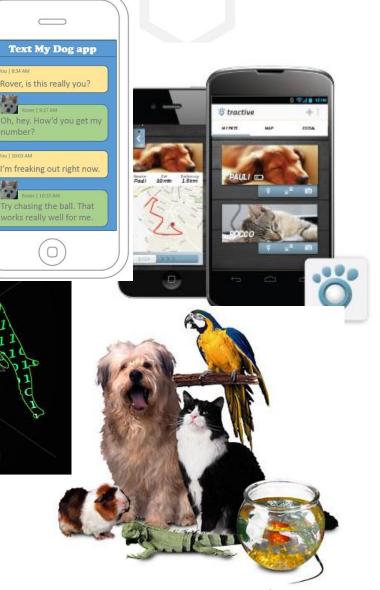
All Data Great & Small













Experiences around setting up a production site to EU GMP & USDA 9CFR status in Taiwan

Romney Jackson



Structures in the Pingtung Agricultural Biotechnology Park (PABP)

Lohmann Project Yushan 禺山



Mission

Lohmann Taiwan Co Ltd was to be located in the Pingtung Agricultural Biotechnology Park, Pingtung, Taiwan. The aim was to be licensed as a biological manufacturing plant in Taiwan and to operate as under local cGMP as well as EU GMP regulations.

The purpose of the company was to capitalize on technology produced via agreements with two Taiwan-based research institutes: Animal Health Research Institute (AHRI) and Animal Technology Institute Taiwan (ATIT - now ATRI).

Commercialisation of the technologies included technical transfer to local manufacturing in the PABP site (once completed) and possibly to both the US and German vaccine sites (if/when capacities were exceeded in Taiwan).

The scope was global and included technologies for swine, poultry and waterfowl.

My Role

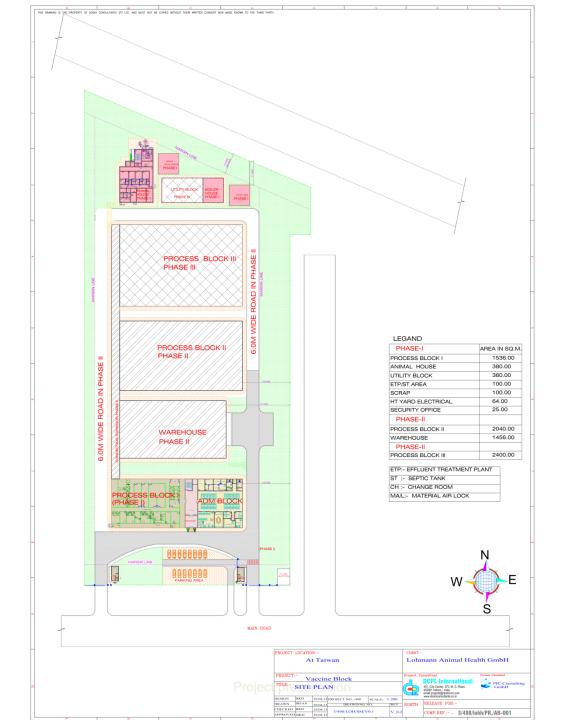
1. To project manage the following:

- a) The acquisition of Taiwanese research products from AHRI and ATIT (ATRI)
- b) The design and construction of a pilot facility and production unit in Pingtung
- c) To set up Lohmann Taiwan and along with a US colleague, find and employ key personnel.

2. Resources:

- a) Research acquisition was managed utilising external legal counsel and internal R&D and Regulatory input.
- b) Design and construction teams proved the hardest to select. Out of five international companies specialising in this, I selected a combination of two to manage different aspects. One based in Germany (PIC) whose expertise was in design and manufacturing equipment and one based in India (Doshi) whose expertise was in engineering design and project management of pharma and vaccine utilities.

Both were very experienced in European GMP requirements. PIC were also very experienced in 9CFR (USDA) requirements.



Pilot Plant



Animal House



Site Plan



Core Issues for the site

Design, work flow etc (including HVAC systems etc)

These were managed by an engineering team based in India who took all design instructions from the work flow/design team based in Germany.

Equipment sourcing

- URSs and agreed amendments (including documentation and validation)
- Validation Master Plan Protocols, schedule, training for qualification activity. SAT.

The design team were also responsible for equipment sourcing/URSs and training and validations through to at least FAT stage.

Sourcing Manufacturing Equipment

- Sources looked at:
 - Europe (Italy, Sweden and Germany)
 - India
 - China (European companies)
 - Taiwan

URSs issued &negotiated and Sites inspected

- As we all know URSs are long detailed documents that are rarely able to be satisfied in every detail – differences have to be negotiated. Some manufacturers will manufacture to your P&IDs or at least to negotiated modifications, others will not.
- On the whole we found reasonable examples of P&IDs from Taiwanese companies but only in one company's vessels and autoclaves was there sufficient manufacturing quality to pass European GMP requirements. We found no fermenters that could meet European GMP requirements – mainly due to weld quality and the presence of double welds.
- We finally narrowed the choice down to two suppliers for each item of equipment.
 None of these were Taiwan-based.

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Welding URSs largely failed by Taiwanese Manufacturers

UR-	Function	Specification	To be verified at					
No.	runction	Specification		FAT	сом	IQ	oq	
	System design	Welding of the piping has to be carried out by orbital welding in inert gas shield.	X.	X.				
	Piping	Pipes have to be orbital welded. Welding seams by hand must be approved in advance by the customer (manual welding shall be the exception). Only qualified and certified welders with at least 3 years' experience shall be employed.	X.	X.				
	мос	All components in contact with the product are made of 1.4435 / 1.4404. Surface finish: Ra < 0.8 μm, at welding positions < 1.6 μm.	x	x				

Welding:

Systems, which will be welded as part of the manufacturing and/or installation process, require the following documentation, at minimum:

IID No	Formation	Specification	To be verified at						
UR-No.	Function		FS	DS	DQ	FAT	сом	IQ	OQ
		Welding procedure (manual, automatic): Defining techniques and test results of all vendor-proposed weld procedures for compliance with the requirements of the purchase order. Use code forms as required.		X					
		Welding machine data print out				Х	X		
		Weld inspection records. Hydro Test, Spot Radiography with Category A, B and C. Liquid penetration test					X		
		Welders qualification. Qualification of all welders / welding operators using approved welding procedures and by weld position in compliance with the buyer's requirements. Code forms or sellers standard forms to be used as appropriate.				X	X		
5.10.6.1.		Welding map. Drawing showing all welds identifying applicable weld procedure.				Х	Х		

Equipment Choice - Examples

Fermenters: 1: Geometric Vol. 30L & Working Vol. 20L 2. Geometric Vol. 150L & Working Vol. 100L

		Sartorius India	Scigenics India
No.		Unit Price [EUR]	Unit Price [EUR]
1	Equipment Costs	398,000.00 €	166,000.00 €
2	Installation Costs (not included, local)	5,000.00 €	5,000.00 €
3	Qualification Costs (which can not be finalized during the FAT, done internally)	19,000.00 €	25,000.00 €
4	Support. Documents (done internally)	0.00 €	42,000.00 €
5	Support. Engineering	0.00 €	15,000.00 €
6	Risks	10,000.00 €	15,000.00 €
	Total	432,000.00 €	268,000.00 €

Pros	well establishedwell knownall European equipmentgood supported from Germany	- Costs & Flexibility
Cons		- needs continuous support and control - poor documentation

Recommendation

We highly recommend Sartorius. Reason: in the past very good experience, best software, full European quality, minimal risks. We have reduced the costs of Sartorius taking out the qualification in Taiwan, these costs are too high. With the local internal team this could be done cheaper.

Additional Information

We have also good experience with Scigenics the quality is acceptable with a lot of additional efforts (costs), which have been included to the total amount. If Scigenics would be chosen, PAD Germany would overtake the responsibility for design and quality insured by our PAD insurance for the design.

Report Summary

Fermenters

- Technical wise both are the same, Sartorius and Scigenics.
- Sartorius has everything delivered as components from Europe and are assembling it together in India. For example: Gemü valves produced in India is used by Scigenics. Gemü walves produced in Germany is used by Sartorius. Reason the quality assurance department from Sartorius does not accept the Indian Gemü valves. Reason inside polish quality, steel quality. (price difference, half price India-Germany)
- Same for the agitator, both PRG, made in India used by Scigenics, made in Germany used by Sartorius. Reason quality assurance department of Sartorius. Small quality differences mainly in steel.
- Both are using our suggested P&ID, both are using similar components and instruments.
- Technical wise except the same.
- The software is technical different and much better by Sartorius and our experience shows that we need some efforts to reach a similar quality. Therefore the additional costs of work.
 Both are using Siemens S7.
- Quality wise and quality assurance wise some differences. (Scigenics has no good quality assurance department)

Filling Line: depyrogenation, filling, capping and decontamination machine - 100 x 10mL vials/min

		Snowbell India	Bosch
No.		Unit Price [EUR]	Unit Price [EUR]
1	Equipment Costs	443,846.00 €	950,000.00€
2	Installation Costs (not included, local)	10,000.00 €	10,000.00€
3	Qualification Costs (which can not be finalized during the FAT, done internal)	32,000.00 €	25,000.00 €
4	Support. Documents (done internal)	20,000.00 €	0.00 €
5	Support. Engineering	20,000.00 €	0.00 €
6	Risks	40,000.00 €	0.00 €
7	Additional Equipment (closed RABS/Isolator, VHP generator, LF)	285,000.00 €	285,000.00 €
	Total	850,846.00 €	1,270,000.00€
		- price	- v experienced and well
	Pros	- flexibility	known company

		- v experienced and well known company
Cons	 poor documentation not perfect standard design simple installations low experience with peristaltic pump systems 	- delivery time - costs - flexibility

Recommendation

Snowbell India.

Reason is the price difference of 400.000€, although we have much more risks with Snowbell and support work. These costs have been included. We see a higher flexibility with Snowbell, the performance is not so good, but we need this line not very frequently and only with very little hours per year. We see also with Snowbell a much easier possibility to integrate an simple isolator on the machine.

Bosch was asking over 1.000.000€ for an isolator, but also for a closed RABS a huge amount of money. We still need on the 6th of December a final clarification meeting in India with Snowbell.

Additional Information

The filling line from Bosch is also coming from India and China. The quality will be better than Snowbell, but with the additional engineering support, we believe to come to an acceptable quality of Snowbell. We would not normally recommend Snowbell for a high performance filling line, but the requirements are low in performance and batches. The RABS/Isolator from Bosch would also be supplied by a local Indian.

Report Summary

Filling Line

- Technical wise exact the same, Bosch and Snowbell.
- In some details huge differences. Format pieces are normally much more précised by Bosch. Transport systems are much easier to clean by Bosch. Bosch has a huge amount of Servo motors, Snowbell has mainly one central motor for the different machines.
- The time pressure system of Bosch is very pre sized and works excellently.
- The Snowbell system is very simple but for our requirements it does its job.
- The filter systems in the tunnel of Bosch is much better, but with Snowbell we will also fulfill general requirements.
- **In summary**: expect with Snowbell a much higher rejection rate to 4%, with Bosch (our experience) 1%. But on a pilot plant machine the rejection rates has no major influence to the production costs.
- With Snowbell you can assume at least 2 hours more to change from one format to the other format (100 batches = 200hours = 4000€ per year)
- Bosch has some features by the needles at the vial washing, that Snowbell does not have. But do we really need it?

Freeze Dryer (x 2: 0.6/0.7SqM and 1.8SqM)

		Martin Christ	LSI
No.		Unit Price [EUR]	Unit Price [EUR]
1	Equipment Costs	700,000.00€	519,000.00 €
2	Installation Costs (not included, local)	10,000.00€	10,000.00 €
3	Qualification Costs (which can not be finalized during the FAT, done internal)	25,000.00 €	25,000.00 €
4	Support. Documents (done internal)	0.00€	15,000.00 €
5	Support. Engineering	0.00€	15,000.00 €
6	Risks	20,000.00 €	40,000.00 €
	Total	755,000.00 €	624,000.00€

Pros	7 0	- costs - flexibility
Cons		needs additional engineering support and controlpoor documentationmaintenance?

Recommendation

Martin Christ.

Reason: well known German equipment. We see much greater risk with LSI India. The price difference is not so huge.

Additional Information

Martin Christ has a very compact system with a low integrated condenser, belongs not to the top world suppliers but acceptable in quality and performance.

Report Summary

Freeze Dryer

- With the Freeze Dryers we see the highest difference of technical points.
- Christ has a patented condenser system. The condenser is under the chamber, a huge plate opens between chamber and condenser.
- LSI or Tofflon have a simple condenser connected with a mushroom valve. The advantage of
 the Christ systems is less air speed from chamber to condenser, less maintenance from the
 closing system between condenser and chamber for Christ. Christ has a very nice designed
 Pizza door system. The software system has several advantages to LSI, but in general
 technical wise both are fulfilling our URSs therefore have similar technical solutions.
- Christ needs much less technical space.

THANK YOU



EU centralised authorisation procedures - regulatory tools to assist innovation in the EU

Dr. Faye Ioannou, European Medicines Agency, Veterinary Medicines Department

University of Surrey, School of Veterinary Medicine, 6 September 2016





Overview of presentation

EU authorisation of veterinary medicines

Centralised procedures

Tools to assist authorisation of novel products

Vaccines



Authorisation of Veterinary Medicinal Products in the EU

3 Routes to Authorisation

Centralised Authorisation Procedure

European Commission through the EMA/CVMP

National Authorisation Procedure

National Authorities

Mutual Recognition/De-centralised Procedure

 National Authorities coordinated by the Coordination Group for Mutual Recognition and Decentralised Procedures (CMDv)





Legal basis for authorisation procedures

Directive 2001/82/EC as amended by 2004/28/EC

Procedures for MRP/DCP/National authorisations

Annex of Directive 2009/9 EC lays down the technical requirements for authorisation of veterinary medicinal products, which are the same for all routes to authorisation in the EU

Regulation 726/2004

Procedure for Centralised Authorisation

The Directive, annex and regulation all require compliance with GMP for any product produced for the EU market.

Clinical studies must be relevant to EU epidemiological situation & EU animal husbandry practices.



European Medicines Agency

- Created in 1995, established in London, UK
- Main legislation Regulation (EC) No 726/2004
- Responsibility for human and veterinary medicinal products
 - Centralised marketing authorisations
 - Guidelines for assessments
 - Scientific coordination
- In total 7 scientific Committees
- Scientific/advisory role



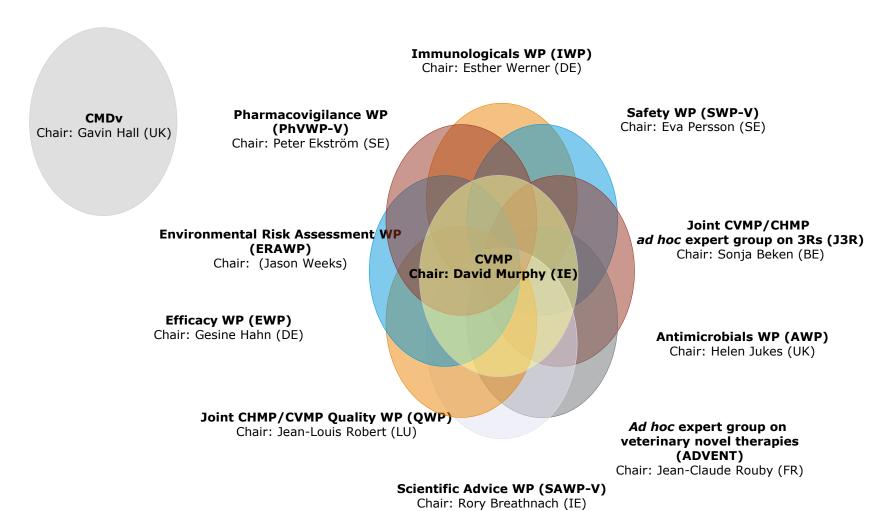


EMA Scientific Committees





Committee for Medicinal Products for Veterinary use (CVMP)





Eligibility for centralised procedure (scope)

Defined in EU legislation Regulation (EC) 726/2004

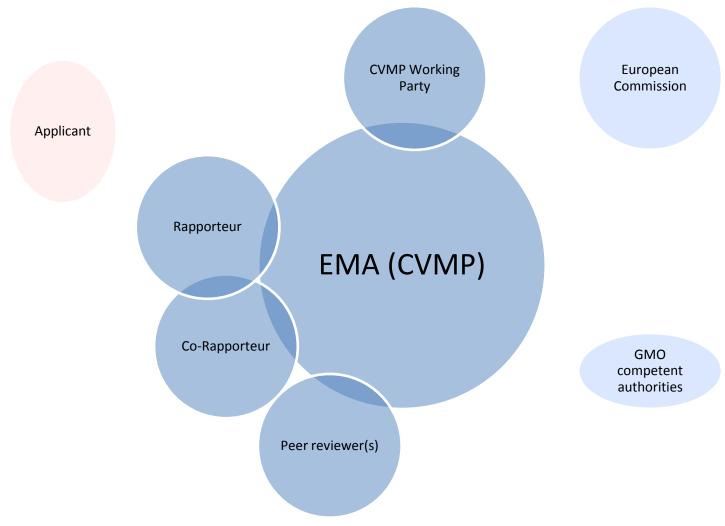
Mandatory scope: Veterinary medicinal products developed by means of a biotechnological process

- Recombinant DNA technology
- Controlled expression of genes coding for biologically active proteins in prokaryotes and eukaryotes including transformed mammalian cells
- Hybridoma and monoclonal antibody methods
- Veterinary medicinal products intended primarily for use as performance enhancers in order to promote the growth of treated animals or to increase yields from treated animals
- Generics of centrally authorised products

Optional scope: New substances, animal health interest, immunologicals for communicable disease



Roles and responsibilities during centralised procedure





Centralised procedure in a nutshell

Pre-submission & Application:

- 1 Application to EMA

Assessment by CVMP against legal and guidance requirements:

- 1 Scientific assessment
- 1 EU scientific opinion

Decision: Transparency: European Commission European Pub

Transparency: European Public Assessment Rep

210 days of assessment

67 days to Decision

Years of

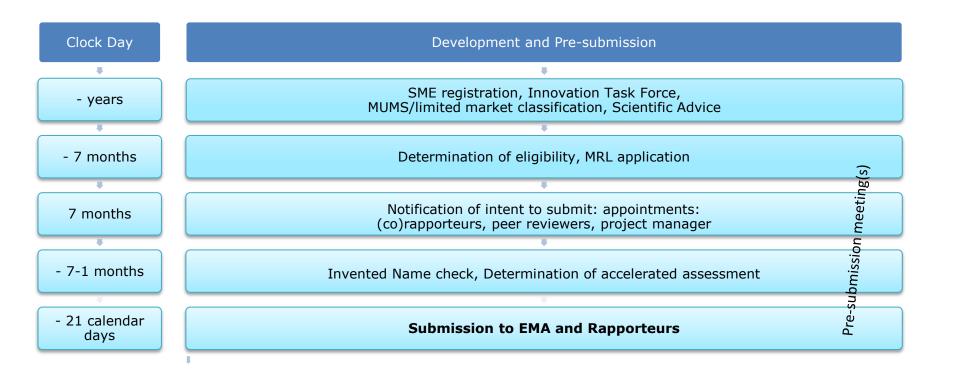
development and pre-submission

Marketing authorisation:

- 1 EU-wide marketing authorisation
- applicable n all Member States + IS, NO

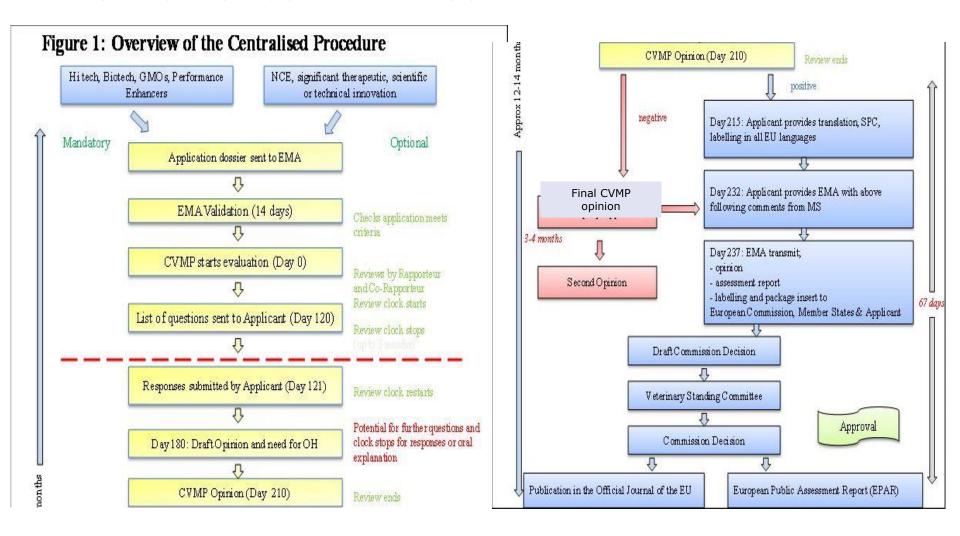


Centralised Procedure – Development and Pre-submission phase





Centralised Procedure – Timetable





Post-authorisation Procedures

- Extensions
- Changes to the marketing authorisation on:
 - a) active substance,
 - b) strength, pharmaceutical form, administration route,
 - c) addition of target species when farm producing animals
- Follow same procedure as initial applications
- Variations
 - Type I minor
 - Type II major
- Renewals
- Annual reports
- Safety surveillance, including signal detection and Periodic Safety update Report (PSUR)

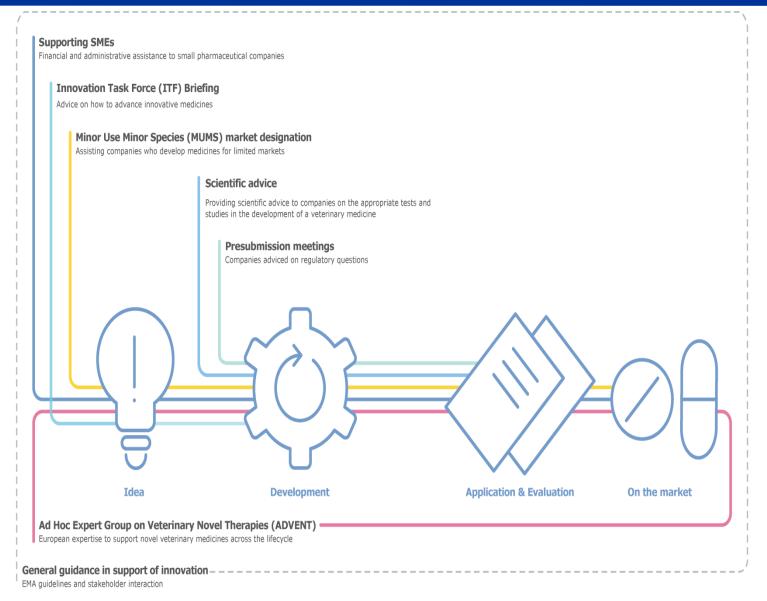




Regulatory tools to assist the authorisation of innovative products

- Innovation Task Force
- Scientific advice
- MUMS/limited market classification
- SME
- Other
 - Decision on accelerated assessment
 - Exceptional circumstances
 - Fee incentives for certain epizootic diseases (i.e. BT)





Innovation Task Force (ITF)

- Multidisciplinary group for preparatory dialogue and orientation with applicants on innovative medicines, technologies and methods
- Scope of the ITF activities encompasses:
 - Emerging therapies (i.e. gene therapy, cell therapy and engineered tissues),
 - Emerging technologies (i.e. new development strategies, new manufacturing approaches),
 - Borderline therapeutics (i.e. combination of pharmaceuticals and devices) for which there
 is no established EMA scientific, legal and regulatory experience, and
 - Biomarkers and new technology platforms

Minor use minor species (MUMS)/limited market classification

- Reduced requirements, Financial incentives food producing species only
- Definitions provided: Minor species, Minor use, Limited market

Scientific advice

- Advice to companies on questions for product-sepcific application dossier
- Companies ask questions as to whether their approach is acceptable
- Questions on all parts of application: MA & MRL
- CVMP Scientific Advice Working Party to give advice, adoption by CVMP
 - Advice not binding, but in general followed
- 60 day procedure, can be extended to 90 days

SME

- Fees incentives for scientific advice
- Fees deferral
- Assistance with translations during authorisation



Other regulatory provisions for promoting availability of needed vaccines in EU

Accelerated Assessment

 To accelerate the authorisation of veterinary medicinal products of major interest to 150d, particularly from the animal and/or public health perspective

Exceptional circumstances

- In exceptional circumstances an authorisation may be granted subject to specific measures, in particular concerning product safety,
- Limited data set for which a positive benefit-risk can be demonstrated with the data gaps highlighted on the SPC
- Continuation of the authorisation shall be linked to the annual reassessment

Fee reductions for certain epizootic diseases

Bluetongue vaccines



Thank you for your attention

Dr. Faye Ioannou

European Medicines Agency

30 Churchill Place • Canary Wharf • London E14 5EU • United Kingdom Telephone +44 (0)20 3660 6000 Facsimile +44 (0)20 3660 5555 Send a question via our website www.ema.europa.eu/contact



AUTHORISATION OF VETERINARY MEDICINES IN THE UK

Anna-Maria Brady B.Sc., Ph.D. (ambbrady@btinternet .com)

- Background and history
- How the competent authorities/regulation system is arranged in the UK
- GMP/Manufacturing standards and maintenance
- What is a Marketing Authorisation?
- Control of Experimental Trials
- ▶ Import
- Batch control and batch release UK way
- Adverse reactions, environmental and quality post marketing surveillance
- Where is UK regulation now and where is it going?

INTRODUCTION

- A framework to ensure that every batch of veterinary medicine is safe for the target animal, the user, the consumer and the environment and that it works
- Consistent Quality, Safety and Efficacy
- Pre and post authorisation controls and monitoring

THE BASIS OF REGULATION

- sets quality standards
- > 1950s veterinary quality standards set by BP
- 1968 Medicines Act applies to both human and veterinary medicines
- ► 1995 EU harmonised Vet. Medicines Directive
- ► 2001/ 2009 EU Vet. Medicines
 HONOVERINOWS
 WE ARE NOWS

Established

- a licensing authority and an independent commission/review body
- a licensing system requiring scientific data
 to demonstrate Q,S, & E
- * minimum manufacturing standards
- * **regulation** of clinical trials
- * Post authorisation monitoring of batches of products and reporting of adverse reactions
- * Controlled sale of medicines by establishing categories of medicines suitable for sale over the counter or by prescription
- Controls on import of medicines

1968 MEDICINES ACT

Giving

- regulatory advice to companies at early development stages
- advice to government on medicines legislation
- technical input to groups establishing medicines standards
- permission for field trials of experimental medicines

Authorising

- the marketing of medicines
- Release of batches to the market place

Post marketing surveillance of quality issues, adverse reactions and environmental incidents

Monitoring manufacturing standards and licensing manufacturing premises

Managing import of medicines

INVOLVED ACROSS THE LIFETIME OF A MÉDICINE COMPETENT AUTHORITY ACTIVITIES

- Medicines Directorate (VMD) part of the Department of environmental and rural affairs, DEFRA.
- UK human medicines: Medicines and Health products regulatory agency, MHRA part of the Department of Health.
- In some EU countries one medicines agency covers both human and vet. products e.g. Denmark, Spain,
- In Germany human and veterinary biologicals are handled by one agency and human and veterinary pharmaceuticals by a separate

HOW IS THIS ORGANISED IN THE UK?



THE VMD

150 people

Vets, scientists, administrators and IT specialists

Pre authorisation and Post authorisation divisions

Two Assessment teams:
Pharmaceuticals and Biologicals

Toxicologists, environmental// scientists, virologists, microbiologists, pharmacists, analytical chemists, biochemists

- Current EU legislation (2009/9) is enacted into UK legislation by the Veterinary Medicines Regulations.
 These also lay down the rules governing areas outwith the EU Directives.
- The EU Directive does not lay down rules for control of clinical trials, import of medicines, unlicensed special medicines.
- The EU Directive allows a member state to issue exceptional authorisations for emergency situations. These are handled in different ways by EU states.

VET MED LEGISLATION IN THE UK

- GMP is a minimum manufacturing standard implemented for all medicines authorised to be marketed
- It is a harmonised standard across vet and human medicines and it is an EU standard
- The VMD has a veterinary medicine inspection team which inspects vet pharmaceutical and bio plants across the world
- USA, Canada and Australia/NZ GMP standards are recognised for veterinary pharmaceuticals (AUS/NZ also for vet biologicals)
- Appropriate GMP is enacted for unlicensed specials and autogenous vaccines

GOOD MANUFACTURING PRACTICE (GMP)

- with a Manufacturing certificate
 (MANA) which is renewed on re
 inspection every 5 years
- Approved Wholesale dealers are issued with a certificate (MANSA) subject to re inspection and renewal
- GMP also covers labelling and packaging sites
- Good Distribution Practice (GDP) is also covered and inspected
- VMD inspectors also look at storage of medicines within veterinary practices

GOOD MANUFACTURING PRACTICE

To sell a medicine in the UK a company must have a MA for the product

There are different procedures for different forms of MA:

- ▶ For sale in the UK only: National MA
- For sale in the UK and chosen EU states:
 Decentralised MA
- Converting a UK MA to UK plus chosen EU states: mutual recognition
- Certain types of medicines have to be authorised through the EMA for sale in all the EU.

WHAT IS A MARKETING AUTHORISATION (MA)?

- Q,S and E package submitted electronically in a defined format
- Within 210 days the Licensing authority and company agree a Summary of Product Characteristics (SPC), labels, a specification for the final product and final product test portfolio
- Sales category is assigned: all new actives are Prescription only medicines (POM)
- Licensing authority publishes SPC, labels and a public assessment report
- Authorised vet. Medicines have an allocated Vm/EU number published on the product literature

WHAT IS A MA?

Validation

Validated within 10 days of receipt.

Initial Assessment

Approved, refused, or questions asked within 90* days of validation passed

Company Response

If questions asked, a full company response within set deadline

Sign-off

Approved or refused by 180**
days from receipt. The timescales
may be suspended during this
time if further information is
required

Mock-ups

Mock-ups approved within 20 days from receipt of correct versions

UK TIMETABLE FOR NETWING approval, authorisation lissue DECENTRALISED AND ithin ROMASS

- Some application types may qualify for reduced data packages: Abridged, Generics, Biosimilars, Minor Use Minor Species (MUMS) Informed consent, parallel import authorisations
- Informed consent, Parallel Import applications have shorter timetables
- Exceptional MAs: to fill a therapeutic gap or emergency situation: can be accelerated timetable

OTHER MA TYPES

Provisional MA

- Where there is no available medicine
- Where there is an urgent need: new disease or changing disease profile
- Allows products in last phase of development to be marketed (reduced efficacy package)
- Must be upgraded within 2 years to a full MA
- Cannot be mutually recognised
- Examples: Bluetongue vaccines, Avian Fluvaccines, Schmallenberg vaccines
 HOW THE UK OPERATES
 EXCEPTIONAL MAS AND MINOR
 USE MINOR SPECIES
 DEROGATIONS

Limited MA

- To fill a therapeutic gap where there is a niche market and small sales
- Often limited efficacy data
- Not compulsory to upgrade to MA
- Cannot be mutually recognised
- Examples: Badger BCG vaccine (M bovis), Gudair vaccine for sheep and Goats (M. paratuberculosis), Sulfratrim Oral Drops for pigeons, rabbits and bearded dragons for coccidial infection treatment (coccidian sensitive to Sulfamethoxazole, Trimethoprim

HOW THE UK OPERATES
EXCEPTIONAL MAS AND MINOR
USE MINOR SPECIES
DEROGATIONS

and specific committees

UK national procedures are

- > Peer reviewed at initial assessment
- Decision after company responses is reviewed by a VMD committee which includes input from ad hoc external experts & experts from other agencies (Food standards, environment, health, devolved authorities of Scotland, Wales and NI)
- Veterinary Products Committee composed of independent scientists, vets, medics and lay persons gives advice on national and EU scientific issues

ASSURING BALANCE
/IMPARTIALITY WITHIN
NATIONAL PROCEDURES

- Any clinical trial involving a veterinary medicinal product (VMP) must conducted under a valid Animal Test Certificate (ATC)
- Trials are usually in the field in client owned animals
- An ATC lays down the conditions of conduct and ensures animal welfare standards, appropriate intervention in the case of lack of safety and efficacy and user /environment/food safety
- To obtain an ATC, the trial protocol and data demonstrating safety in the target species and environment, user & consumer if appropriate plus sufficient efficacy data to show it has a benefit plus sufficient manufacturing data to demonstrate a batch can be made

ANIMAL TEST CERTIFICATES (ATCS)

- Only national authorised products
- Apply for release of products which deviate from specification

Specific batch release of immunologicals

- Is a mutual recognition system through the network of Official Medicine Control Labs (OMCLs)
- Applies to every batch
- Review of batch protocol against agreed final product test portfolio
- UK does not re test routinely(some EU states do routinely)
- BAILCHIF CIONTROLARIE HAS CONDITIONS are BAILCHIF CONTROLARIES ELEASE HER

a range of animals and / or diseases.

In these cases, the veterinary surgeon may:

- •use other products when no authorised VMP is available (the cascade)
- •import authorised VMPs from other member states (SIC Scheme)
- •import authorised VMPs from third countries, or human medicines authorised in other member states or third countries (STC Scheme)
- When a UK product exists, factors such as the cost of the products and the withdrawal period are not acceptable reasons to import alternatives.
- A product in a member state or third country that is not fully authorised as a veterinary medicine is subject to certain requirements to ensure it meets minimum safety

The VMD operates an on line application and issue system IMPORT

- MA holder must report all adverse reactions to a VMP and environmental issues to the licensing authority
- Vets and owners can also report
- MA holders must report all batch product defects to the licensing authority
- The licensing authority can withdraw or suspend a MA based on adverse reactions and batch defects
- The licensing authority can demand withdrawal of specific batches from the marked POST AUTHORISATION
 CONTROLS

1968

- Inspection of all manufacturing sites every 2 years
- All applications for novel combinations, new actives, new species exceptional Mas referred to the VPC automatically
- Routine testing of batches before release to the market
- MA subject to 5 year renewal

NOW

- Risk based inspection: sites with minor issues inspected less frequently
- MA applications only referred to VPC when specific scientific advice sought
- Risk based assessment: Limited review of "also ran" products through Decentralised/MR procedures
- Administrative batch release of vaccines routinely & specific batch control of pharmaceuticals
- No assessment of EU imported medicines
- Limited renewal assessments

WHERE ARE WE NOW?

EU legislation review:

More harmonisation through one regulation, increased EMA control

Reduced regulatory burden through pragmatic quality standards, more flexible technical requirements, fewer post authorisation obligations and monitoring?

Risk based assessment and inspection

WHERE WE ARE GOING?

Challenges to the traditional pharm/immuno product split

- Cell based products/therapies
- Biologicals: biological source materials and manufacture/pharmadynamic mode of actions
- Phage therapy (against multi drug resistant bacteria)
- Gene therapies –personalised medicines

Control of Anti Microbial Resistance

Harmonised EU control?

Global markets/harmonised global requirements

WHERE ARE WE GOING?
CHALLENGES TECHNICAL AND
OTHERS

THANK YOU FOR LISTENING!

ANY QUESTIONS?

- Head of Immunologicals and Inspections VMD 2008-9
- Head of Biologicals and Administration VMD 2009-2016 (May)
- UK Alternate to CVMP 2008-2016 (May)
- Member of CVMP Scientific Advice Working Party (2008-2016 (may)
- UK member of European Pharmacopoeia Group 15V (vet vaccines) 2007-current
- Chair British Pharmacopoeia Veterinary Vaccine Panel 2010-current
- Member of British Pharmacopoeia Biologicals group 2016 Current
- Member of the British Pharmacopoeia Commission Current

SUMMARY BACKGROUND INFORMATION ON THE SPEAKER



2 billion more people

The world's population is expected to rise from 7 to 9 billion by 2050... and could reach 11 billion by 2100







Agriculture is competing for resources







The key to feeding and fuelling the planet





UK Context

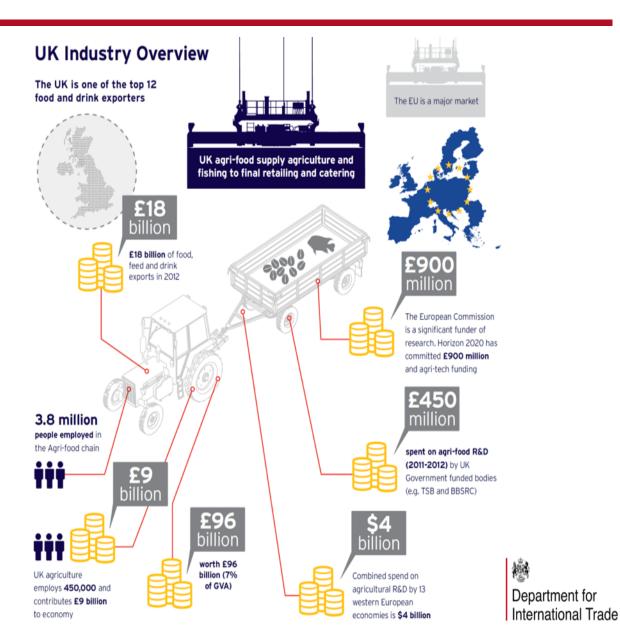


Agriculture employs 450,000 people.



Agriculture contributes £9 billion to the UK economy and underpins the UK's £26 billion food and drink manufacturing sector.



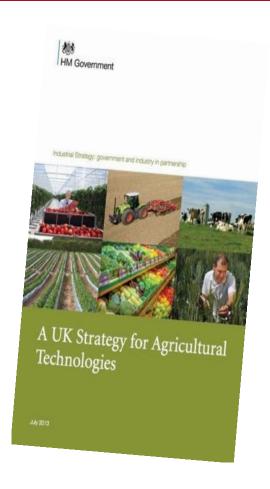


UK Context

The UK boasts three specific strengths

The Government's UK Strategy for Agricultural Technologies will ensure these elements work together to enhance the UK's world-leading position.

- 1 World-class science
- Progressive food and farming supply chain
- 3 Dynamic business environment







UK Industry Sectors

The UK Agri-Tech industry comprises four key sectors:

- -Plant Science
- -Precision Agriculture
- -Animal Science
- -Aquaculture







UK Strategy for Agricultural Technologies

UK Government is working with science base, and food and farming industry so the UK can:

- become a world leader in agricultural technology, innovation and sustainability;
- •exploit opportunities to develop and adopt new and existing technologies, products and services to increase productivity; and thereby
- •contribute to global food security and international development by ensuring safe, healthy, nutritious food is affordable and accessible to all.







UK Strategy for Agricultural Technologies

- Built on existing £450 million
 Government research funds
- Established an Agri-Tech Organisation
 - To promote foreign trade & investment in R&D and Agri-Tech Companies
- Pledged £90 million for worldclass Centres for Agricultural Innovation
 - To support the wide-scale adoption of innovation, technologies & skills

- Created a £70 million Agri-Tech Catalyst
 - To translate research into business
 - Includes £10m for developing countries

Agri-Tech Catalyst
Helping to commercialise
UK agricultural innovation







Animal Health Developments







Focus on Animal Sciences

Development of products and services relating to animal health & welfare; including those related to the prevention, detection, characterisation, management and treatment of animal diseases and animal health.



- UK Veterinary Science ranks worldwide at No2, with 67% increase in funding
- More international animal disease reference centres than any other country
- Edinburgh has largest concentration of animal health researchers in Europe



publication output at 6% is twice that

of the US.

£601 million

The market for animal

medicines in UK was

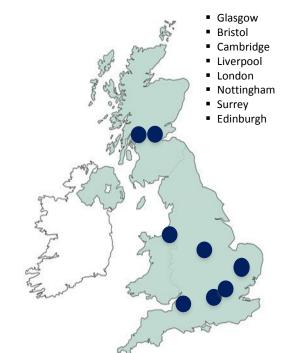
2014, an increase of

approx. £601m in











The UK boasts investment from major global animal health companies.

- Abbott Animal Health
- Bayer
- Benchmark Vaccines Ltd
- Bimeda
- Boehringer Ingelheim
- Ceva
- Chanelle
- Dechra
- Elanco

- Idexx Laboratories
- Merial
 - MSD Animal Health
 - Neogen
 - Neptune
 - Norbrook
 - Vetoquinol
 - Virbac
 - Zoetis

Animal Science Specialist: Simon Doherty **BVMS MRCVS FRSB**





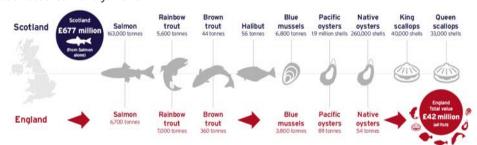
Around 55% of animal medicines are used for companion animals

Focus on Aquaculture

World class research

The UK is world renowned not just for world class agri-tech R&D, but its proven ability to develop and bring, with commercial partners, new products and solutions to market for improving the efficiency of aquaculture production.

- The Centre for Environment Fisheries and Aquaculture Science (CEFAS) is the UK's
 largest and most diverse applied marine science centre, with capability covering shelf
 sea dynamics, climate effects on the marine environment, ecosystems and food security.
 Through CEFAS Technology Ltd, a number of innovations including the CEFAS Mooring
 Locator and Data Storage tags have been developed for the industry.
- The Scottish Aquaculture innovation Centre (SAIC), based at the University of Stirling
 combines cross-disciplinary research on environments, reproduction, genetics, aquatic
 health, nutrition and feed supplies on production systems and markets, as well as social
 and economic impacts on the wide range of challenges faced as aquaculture grows to
 meet global demands. It also develops platforms for testing fish health and veterinary
 products, including challenge models.
- The Centre for Sustainable Aquatic Research based at Swansea University, Wales, is equipped with modern, fully programmable recirculating aquaculture systems, designed for applied research on a diverse range of aquatic organisms, from temperate to tropical and marine to freshwater environments.
- Hull International Fisheries Institute is a specialist unit at the University of Hull
 that undertakes a range of research, education, training and consultancy in fisheries,
 conservation and aquatic-resource management.







The UK has the world's largest algal bio-fuel project (£26 million) to develop transport fuels from algae by 2020





Every new fish farm contributes an average of £10.5 million per annum to the UK economy





8 GREAT Technologies

The 'Innovation is GREAT' campaign seeks to:

- highlight UK technology & innovation
- promote UK as a partner of choice
- •build and commercialise new technologies and products
- •unlock trade and investment opportunities







Thank you

Simon Doherty BVMS CertAqV MRCVS CBiol FRSB

Specialist, Animal Sciences & Aquaculture

Agri-Tech Organisation

Department for International Trade

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E: simon.doherty@trade.gsi.gov.uk







The source of animal insight

Poultry disease control

Keith Warner BVM&S Bsc(Vet sc) Hons MRCVS Monogastric Livestock Director

Origin is an evidence-based animal health business, able to serve the demands of our customers, whilst developing our people to fulfil their potential.

We deliver a range of veterinary, laboratory, research, consultancy and training services to production animal producers, livestock farmers, government and corporate clients.

Our vision is to ensure the optimal health, welfare and production of all the animals under our care, by offering our clients access to world class knowledge, information, services and products.































RETFORD POULTRY PARTNERSHIP LTD





UK Poultry Industry

- Over 930 million meat birds in 2015.
- Based on sales of £6.9 billion in 2014, the poultry meat industry made a £3.6 billion gross value added contribution to UK GDP.
- The industry supports 79,300 jobs in the UK 34,800 direct, 29,400 in the supply chain.
- By weight, poultry makes up around half of all meat purchased in the UK.

UK Poultry Industry

- 900M Broilers
- 35M Layers
- 40M Game
- 17M turkeys
- Origin We look after around 220 million Broilers and 1M Broiler parents, 4 million turkeys (hatchery and rearing) + the 90K breeders that produce them, 3 - 4 million layers in lay, 18M commercial layers in hatchery, 1.7M layers in rear. Game is very difficult to know, but 10 million may not be a silly guess.



Broilers

- Cargill Meats Europe 100m broiler chickens p.a.
- Faccenda 100m chickens, turkeys and ducks
- Hook 2 Sisters / 2 Agriculture 300M broiler chicken pa
- Moy Park 120m in GB (+120m in NI)
- Rest is Crown / Banham / Independents



Layers

- Parents through EW group
 - Aviagen
 - Lohmann GB
 - Hyline
- And Tom Barron
- Major egg packers will be Noble, Stonegate and John Bowler



Turkeys

- Bernard Matthews
- Faccenda Turkeys



Traditional Veterinary Role

- "Fire Brigade" response to problem
- Autopsy and further sampling to reach diagnosis
- Treat affected birds
- Create health plan for future prevention
 - Vaccination
 - Prophylactic medication



Diseases

- No notifiable disease
- Endemic diseases IBD / IBV / AmPV all very well controlled with vaccination strategies
- Enteric disorders
- Nutritional / metabolic disturbances
- Stress related secondary E. coli



Progression of Veterinary Role

- Advise on management
 - Ventilation
 - Hygiene and biosecurity
 - Water hygiene
 - Stress avoidance



Changing environment

- AMR no prophylaxis
- Renewable energy RHI broilers
- Welfare public perception vs science vs production
- Food safety real and perceived



Opportunities - data

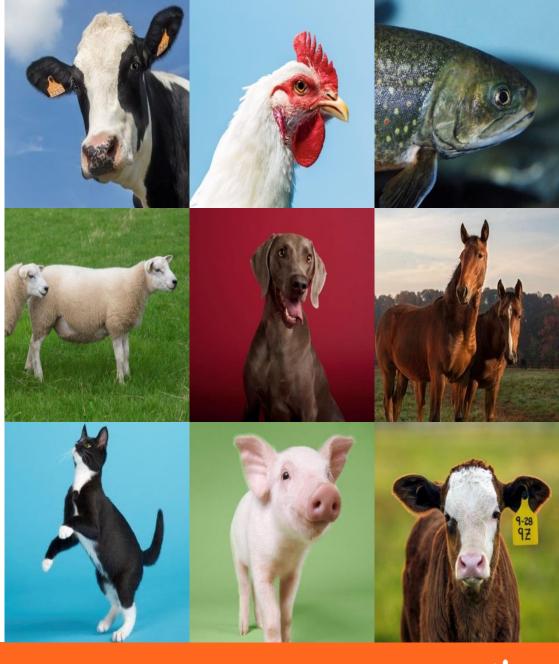
- Develop systems to collect and analyse data
- Clinical and production
- Marry the two
- Targeted approach to improvement based on benchmarking





CORPORATE OVERVIEW

September 2016





TODAY'S AGENDA

- Introduction to Zoetis
- Industry Overview
- Company Overview
- How We Deliver Value



Zoetis

Our name has its root in zo, familiar in words such as zoo and zoology and derived from zoetic, meaning "pertaining to life."



Building on more than 60 years of experience, Zoetis discovers, develops, manufactures and markets veterinary vaccines and medicines, complemented by diagnostic products and genetic tests and supported by a range of services.



OUR HISTORY AND HERITAGE

 Pfizer researchers discovered Terramycin, marking our entry into animal health



Launched Liquamycin LA 200 Acquired
SmithKline
Beecham's
animal health
division

Launched Draxxin, Convenia, Cerenia, Palladia and Improvest





Cerenia narupitan cirate
Palladia



Pfizer sold minority stake in Zoetis. Zoetis became a standalone company.

2013

Established vaccine manufacturing capabilities in China

2012

1950 1952 1980 1990s

Animal Agriculture division formed; renamed Pfizer Animal Health in 1988

Launched
Dectomax,
Rimadyl,
Clavamox and
Revolution









revolution (selamectin)

2000s

Acquired Pharmacia Corporation and CSL Animal Health

Established dedicated R&D headquarters in Kalamazoo, Mich.



Acquired Embrex Inc., Catapult Genetics, Bovigen LLC, Wyeth and Fort Dodge Animal Health, Vetnex Animal Health Ltd., Microtek International Inc., Synbiotics Corporation, King Pharmaceuticals Inc. and Alpharma Pfizer announced that its Animal Health business will become a standalone company called Zoetis

zoetis



OUR HISTORY AND HERITAGE (CONT'D)

Launched Apoquel® in the U.S. and Europe



Received full license for first vaccine for Georgia 2008 type infectious bronchitis virus in poultry. Named a top 10 company on *Working Mother* magazine's "100 Best Companies for Working Mothers" list in 2014 and 2015.



Acquired the animal health assets of Abbott

Granted USDA conditional license for Canine Atopic Dermatitis Immunotherapeutic



Acquired PHARMAQ, the global leader in vaccines and innovation for health products in aquaculture.









2014 - 2015

Held first Annual Meeting of Shareholders in Short Hills, N.J.



Granted USDA conditional license for porcine epidemic diarrhea virus (PEDv) vaccine.

Held inaugural Investor Day at the New York Stock Exchange



Embarked on 18-month operational efficiency plan to simplify operations, improve cost structure and better allocate resources to key growth opportunities.

Received European Commission approval for Simparica™.





Acquired KL Products, Inc., a leader in automation systems for the poultry industry



CORE ANIMAL SPECIES







PRODUCT LINES

BILLION

ANNUAL REVENUE

WE PROVIDE

MEDICINES VACCINES DIAGNOSTICS GENETIC TESTS SERVICES

YEARS EXPERIENCE

MAJOR PRODUCT CATEGORIES

MARKET PRESENCE IN

COUNTRIES

APPROXIMATE COLLEAGUES WORLDWIDE

OUR FOCUS

37%1

COMPANION ANIMAL HEALTH

LIVESTOCK **HEALTH**

62%1

2,800

APPROXIMATE FIELD FORCE MEMBERS



INDUSTRY OVERVIEW

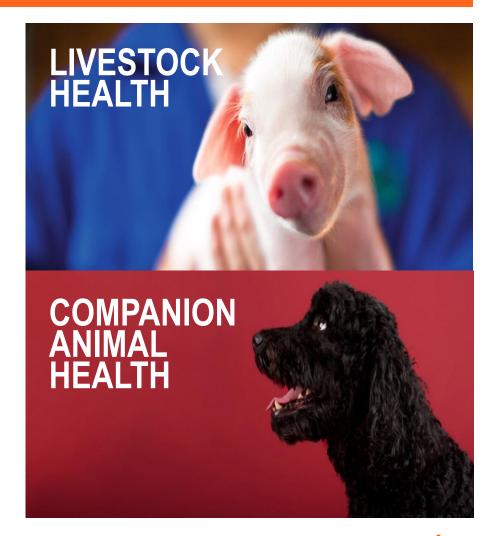


THE ANIMAL HEALTH INDUSTRY

The animal health industry works with two important segments: livestock health and companion animal health.

- LIVESTOCK HEALTH focuses on the production of high-quality food for an expanding population in a world of finite resources.
- COMPANION ANIMAL HEALTH focuses on the treatment and care of pets so they can live longer, healthier lives.

Products, services and complementary businesses within our industry help customers keep the animals in their care healthy and their operations successful.





AT THE CORE OF A \$100+ BILLION INDUSTRY

~\$30B GLOBAL ANIMAL HEALTH MARKET



ANIMAL

- Pet Supplies
- Vet Services
- Diagnostics
- OTC Health

ANIMAL **HEALTH**

~\$30 Billion¹

- Medicines
- Vaccines
- Medicated Feed Additives
- Parasiticides

LIVESTOCK

- Nutrition
- Genetics
- Food Safety
- Herd Health Management
- Diagnostics

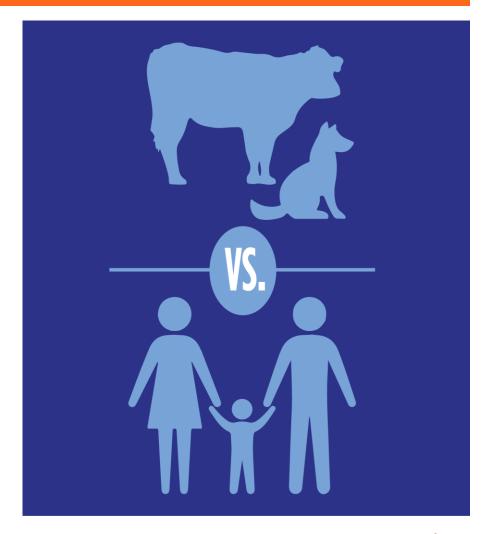


¹ Vetnosis Review 2015

A DISTINCT INDUSTRY

ANIMAL HEALTH DIFFERS FROM HUMAN HEALTH

- Limited third-party payers; direct selling relationships
- Less generic competition; greater brand loyalty
- Innovation combined with focus on product lifecycle development
- More predictable and less costly R&D model
- Complexity of 8 different species and distinct regional needs





POWERFUL TRENDS CREATING DEMAND

PREDICTABLE, SUSTAINABLE AND FUNDAMENTAL ECONOMIC DRIVERS



POPULATION GROWTH

A GROWING MIDDLE CLASS

INCREASING URBANIZATION



KEY DRIVERS OF GROWTH

LIVESTOCK

COMPANION ANIMALS



















Global population growth

30% from 1990-2010 ¹

Economic development, particularly in emerging markets

Increased demand for animal protein

Productivity improvements

Increased ownership and medicalization

Unmet medical needs



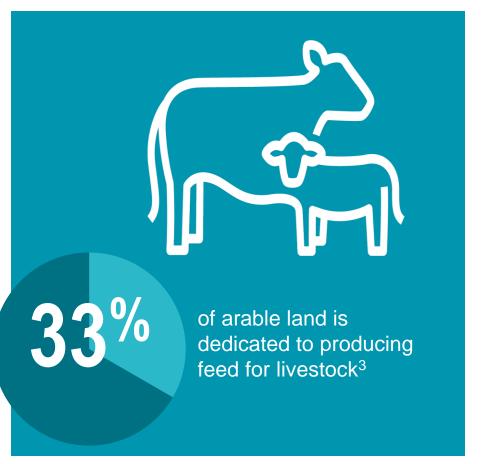
¹ Source: United Nations

THE WORLD DEPENDS ON ANIMALS

RELYING ON LIVESTOCK FOR NOURISHMENT

people consume animal protein as milk, meat, poultry, fish and eggs¹

of the global value of agricultural output² is from the livestock sector



¹ Euromonitor International ² SOFA Report 2009 ³ FAO-Agriculture and Consumer Protection Department: Livestock's Long Shadow, Environmental Issues and Options, 2007



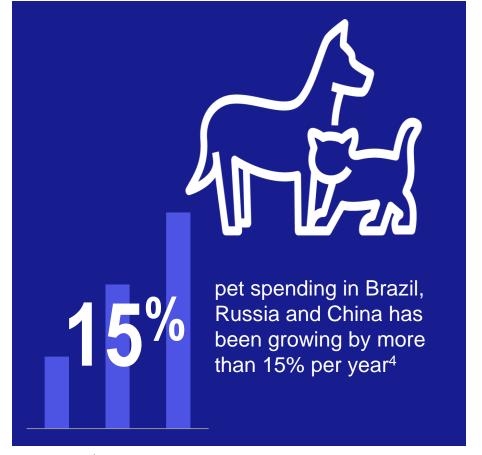
THE WORLD DEPENDS ON ANIMALS

COMPANION ANIMALS ENRICH PEOPLE'S LIVES

350
MILLION

there are more than 225¹ million dogs² and 125¹ million cats² living in homes worldwide

of American households own at least one dog or cat³

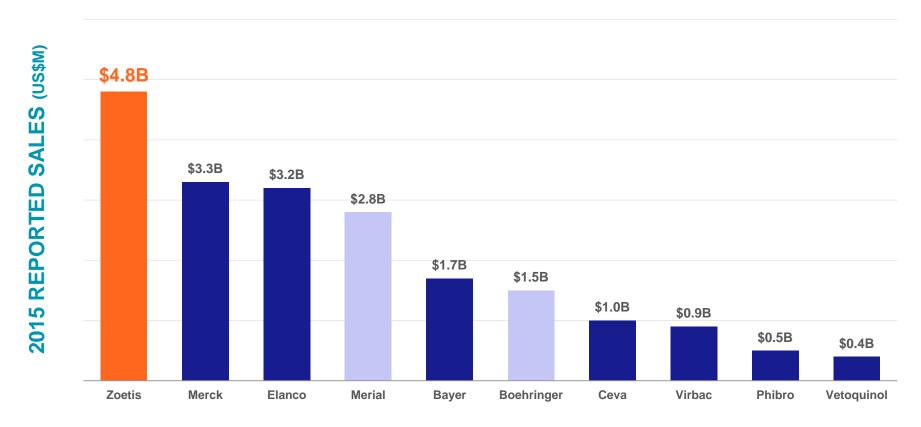






ZOETIS LEADS THE ANIMAL HEALTH INDUSTRY

2015 AH REPORTED SALES (INCLUDING NON-AH SALES)



Source: Vetnosis Executive's Guide 2016 and public filings for certain companies.

On December 15th, 2015 Sanofi (Merial) and Boehringer announced they had entered exclusive negotiations on a business swap that would make Boehringer the second largest animal health company.



COMPANY OVERVIEW



THE ANIMAL HEALTH INDUSTRY

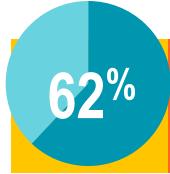
We support our livestock customers in achieving two key imperatives:

Productivity: By the year 2050, the world will need to double food production to feed our global population.

Food safety: A wholesome and sustainable global food supply keeps the world's population well-nourished.







Our livestock health portfolio represents **62%** of our business revenue with products and services for dairy cattle, beef cattle, sheep, pigs, poultry and fish.¹



¹Based on 2015 revenue. Excludes revenue associated with Client Supply Services (CSS), which represented 1% of total 2015 revenue.

LIVESTOCK HEALTH PORTFOLIO

SELECT PRODUCTS AND SERVICES



Swine



Poultry



Dairy Cattle





Sheep









Improvest°

Lincomix.

SUVAXYN





<u>BMD</u>

Deccox

EMBREX

POULVAC® Bursaplex®

POULVAC®

ROTECC COCCIDIOSIS MANAGEMENT

Zoamix^a













Lutalyse

















INFORCE"3















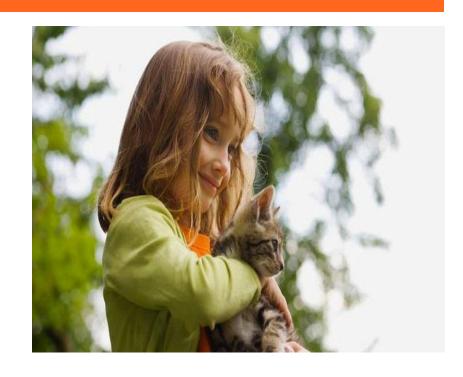
VINBAZEN"



COMPANION ANIMAL HEALTH PORTFOLIO

Our companion animal health business strives to provide veterinarians with the resources they need to provide the highest quality of care and support so that companion animals can stay active and well.

Our products can help improve the quality and extend the life of dogs, cats and horses, while also making it easier for owners to guarantee the health and wellness of their companion animals.



37%

Our companion animal health portfolio represents 37% of our business revenue with products and services for dogs, cats and horses.¹



¹Based on 2015 revenue. Excludes revenue associated with Client Supply Services (CSS), which represented 1% of total 2015 revenue.

COMPANION ANIMAL HEALTH PORTFOLIO

SELECT PRODUCTS AND SERVICES



Doas



Cats



DORMOSEDAN®

Horses



























































CLAVA MOX®

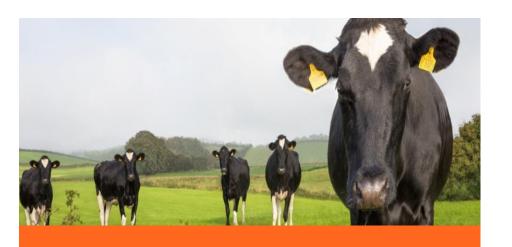






Not all products or services shown are approved for use in all regions. Contact Zoetis Legal and Regulatory for additional information





We also serve our customers and their businesses with diagnostic and genetic products and services.



OUR COMPLEMENTARY BUSINESSES

Our **diagnostic** products help monitor and safeguard the health of animals.



- Rapid Immuno Migration (RIM™)
- Agar gel immuno-diffusion (AGID)

Our **genetic** solutions are designed to provide accurate genetic predictions.

- HD 50K for Angus
- CLARIFIDE® Plus for Dairy
- Sheep 50K
- CLARIFIDE® for Nelore







ESTABLISHED PRESENCE IN BOTH DEVELOPED AND EMERGING MARKETS



Countries where our products are sold

2,800

Member field force in approximately 45 countries

TOTAL REVENUE SPLIT¹



Developed markets



Emerging markets









LEADERSHIP IN PRODUCT DEVELOPMENT

Zoetis is committed to continuously innovating to develop animal health solutions that meet the needs of those who raise and care for animals.

We apply our research to a broad and diverse range of species, therapeutic areas and geographic regions.

OUR AREAS OF FOCUS ARE:

- Medicines
- Vaccines
- Diagnostic Tests
- Genetics
- Biodevices









LEADERSHIP IN PRODUCT LIFECYCLE INNOVATION

R&D is at the core of our efforts to provide innovation outcomes that anticipate the future needs of veterinarians and livestock producers in their local markets around the globe.

NEW PRODUCT DEVELOPMENT

- New chemical entities
- New antigen targets
- New biopharmaceutical approaches to prevent or treat disease
- Integrating research programs for genetics, diagnostics and core product offerings

PRODUCT LIFECYCLE INNOVATION

- Adapting existing approved products for use in new species
- New claims on existing products
- Major reformulations
- New combinations
- Approvals of existing products in new countries
- Market support
- Generic agents







LEADERSHIP IN ALLIANCES

STRATEGIC PARTNERSHIPS

STRATEGIC PARTNERSHIPS

Our team is comprised of animal health, scientific and business experts who collaborate with external R&D partners and institutions.

Together, we explore new market opportunities, technology and product acquisitions.

THREE KEY AREAS OF FOCUS

- Developing research collaborations and networks around the world
- New research models through participation in consortia with experts
- Identification and rapid response to emerging infectious diseases and collaborative food safety initiatives

GLOBAL ALLIANCE INITIATIVES

























HIGH-QUALITY PRODUCTS, DELIVERED BY OUR WORLD-CLASS MANUFACTURING OPERATIONS





IMPROVEMENTS

HOW WE DELIVER VALUE



COMPETITIVE ADVANTAGE

THREE INTERCONNECTED CAPABILITIES UNDERPIN BUSINESS MODEL







INNOVATION



HIGH-QUALITY PRODUCTS



ENHANCING OUR LONG-TERM VALUE PROPOSITION WITH BUSINESS DEVELOPMENT

APPLYING DISCIPLINED PORTFOLIO MANAGEMENT FOR GROWTH

BUSINESS DEVELOPMENT STRENGTHS AND EXPERIENCE

Position of Strength: Core Capabilities and Scale Experienced in Licensing, Acquisitions, Integrations & Divestitures Partner of Choice for Animal Health Community

AREAS OF FOCUS

- Support for R&D Portfolio
 - New chemical entities, biological substrates and technologies
- Complementary Areas
 - BioDevices, Diagnostics, Food Safety
- Portfolio Gaps & Geographical Opportunities

ASSESSMENT CRITERIA

- Strategic Fit
- Clear Synergies
- Financial Value
- Anti-trust Considerations



ZOELIS

www.zoetis.com



One Health Research at the School of Veterinary Medicine

Dan Horton & Martha Betson

Friday, 02 December 2016





Food security

 By 2050 we will have to feed 9 billion people, increasing demand for animal protein

Disease emergence

A new disease emerges every 3 months, 70% zoonoses

Antimicrobial resistance

 No new antimicrobials since the 1980's, new multi-drug resistant bacterial strains

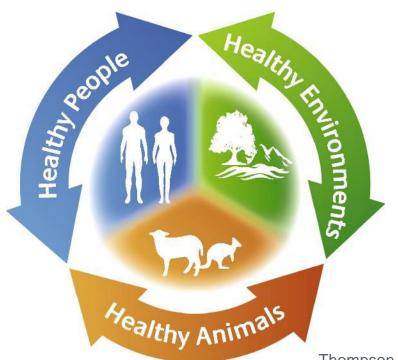
Epidemics

A more connected with higher densities of people & animals, accidental
or deliberate release of epidemic pathogens

Friday, 02 December 2016



The One Health Triad



Thompson (2014) Int J Parasitol 43:1079

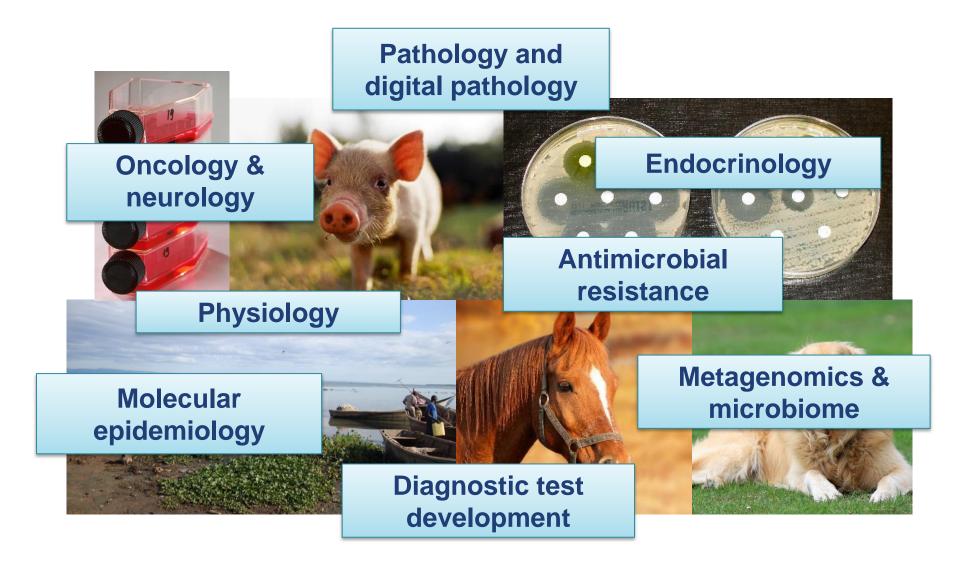
William Karesh, DVM

"Human or livestock or wildlife health can't be discussed in isolation anymore. There is just one health."

Friday, 02 December 2016 175

One Health research at the Vet School



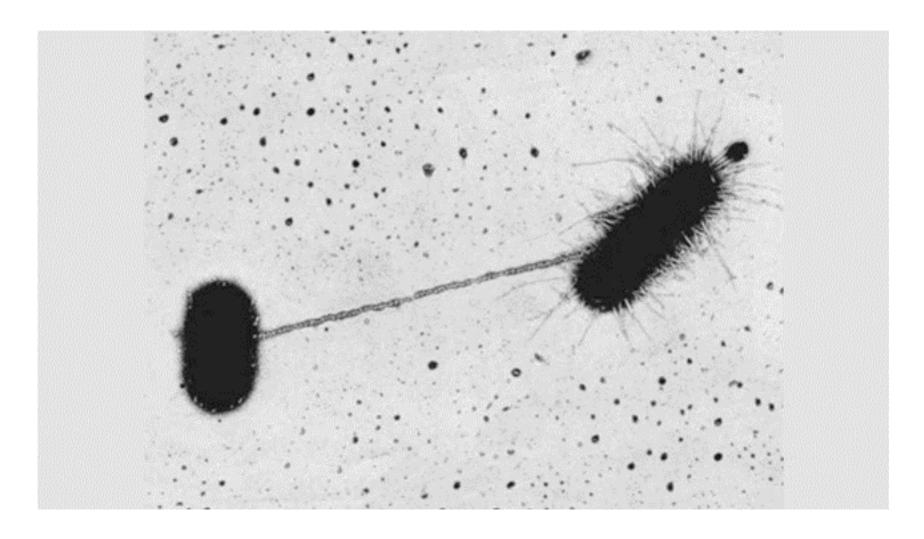


Friday, 02 December 2016

Antimicrobial resistance



Mobile Genetic Elements



Friday, 02 December 2016

Antimicrobial resistance



Research at the School of Veterinary Medicine



 Understanding how antibiotic resistance is spread from one bacterium to another in hosts or in the environment



 Investigating how antibiotic resistance can contribute to how bacteria cause disease in animals and humans



 Understanding how bacteria develop antimicrobial resistance



- Developing alternatives to antibiotics for use in animals and humans
- Developing rapid diagnostics to detect antibiotic resistance

Freire Martin et al 2014, Szych et al 2014, Mappley et al 2013



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Antimicrobial resistance



Cross disciplinary working:



COLLABORATIVE HUB FOR ADVANCING INTERDISCIPLINARY RESEARCH

The aim of the Collaborative Hub for Advancing Interdisciplinary Research (CHAIR) is to create and support networks of researchers who together will develop a strong collaborative community. The focus is on developing novel strategies to detect and mitigate the emergence of antimicrobial resistance (AMR) in zoonotic pathogens. This should lead to exciting funding opportunities for engineering and physical scientists.

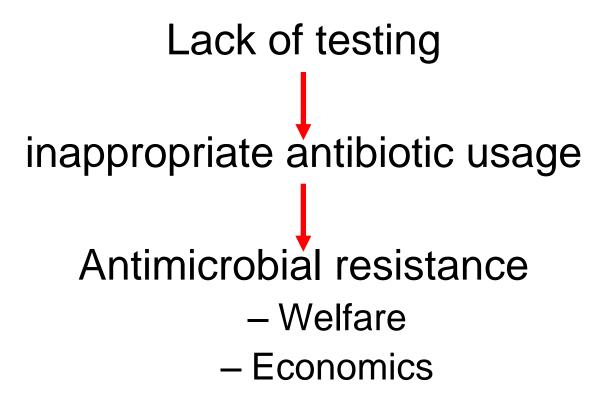




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- Culture and sensitivity tests can take up to 5 days
- Samples have to be sent off to private laboratories
- Expensive



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New rapid diagnostics



- Based on LAMP (loop-mediated isothermal amplification) technology
- Allows rapid pen-side or point-of-care testing
- Already developed: Staphylococcus pseudintermedius

Diribe et al 2014, Diribe et al 2015







Friday, 02 December 2016

New rapid diagnostics



Food borne diseases (*Hepatitis E virus*)



Parasitic diseases (Ascaris)



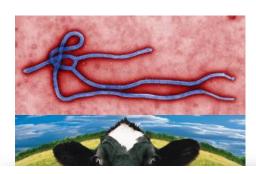
Neglected zoonoses (*Rabies*)



Friday, 02 December 2016

Identifying novel viruses





- Rapid detection of emerging pathogens is essential to mitigate their impact
- Technology for virus detection using next generation sequencing is available
- Not adequately optimised

OPEN & ACCESS Freely available online



Pearls

A Roadmap to the Human Virome

Eric Delwart 1,2*

1 Blood Systems Research Institute, San Francisco, California, United States of America, 2 Department of Laboratory Medicine, University of California at San Francisco, San Francisco, California, United States of America



VIROME in bushmeat and domestic animal samples

Lumley et al 2016

Friday, 02 December 2016 183

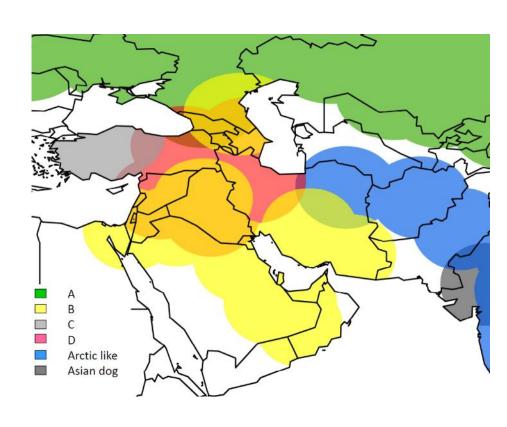
Investigating pathogen emergence and spread



What is the reservoir?

Where is the reservoir?





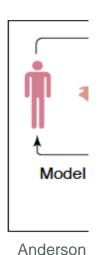
Horton et al 2015

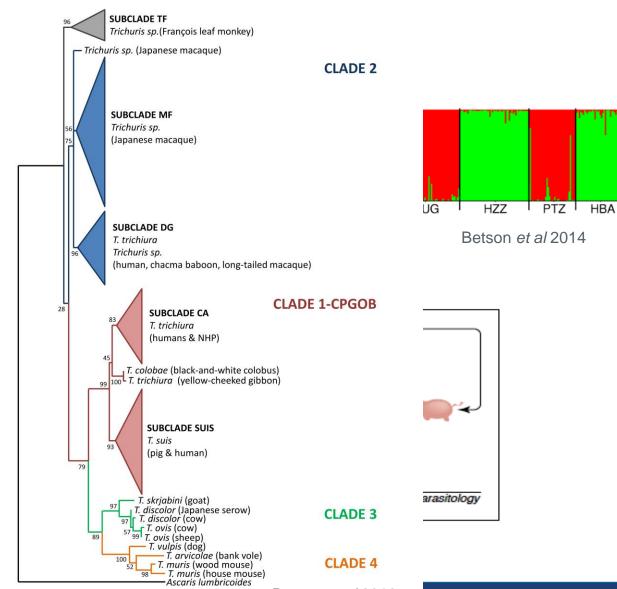
Friday, 02 December 2016

Tracking parasite transmission









Friday, 02 December 2016 Betson *et al* 2016



productivity technology human virus international opportunity interdisciplinary parasites livestock health innovation collaboration antimicrobial big-data emergence animal pathogen environment food-security

Friday, 02 December 2016 186

Acknowledgments



Roberto La Ragione

Alasdair Cook

Chris Stevens

Clare Rusbridge

Javier Salguero Bodes

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The Royal Veterinary College

More than just a school of veterinary medicine

Mandy Nevel BSc BVetMed PhD FHEA MRCVS

Bevan McWilliam – Business Relationship Manager bmcwilliam@rvc.ac.uk +44 (0)20 3214 8127 www.rvc.com

The Royal Veterinary College

- > First English-speaking vet school
 - 1792, first students
 - Today, 1600 students
 - 47 Nationalities
 - High retention rates
 - High standards



- Campuses in Camden and Potters Bar, Hertfordshire
- Working farm
- > Veterinary & Biomedical focus



Learning at the RVC

- > 12 undergraduate and Masters programmes
 - Veterinary Medicine, Science & Nursing (1,800 students)
 - Veterinary Continuing Professional Development
 - Epidemiology, Wild Animal Biology, Pathology

 130 PhD studentships in basic, translational and clinical research



World leading Hospitals

- The College's small and large animal hospitals treat over 20,000 patients each year.
- > Queen Mother Hospital for Animals (referral)
 - Europe's leading small animal hospital
 - Centre of excellence for a large veterinary pharmaceutical company
- Beaumont Hospital (1st opinion)
- Equine Referral Hospital
- Farm Animal Practice
- Diagnostic Laboratory



Translational Medicine

- Queen Mother Hospital is centre of excellence for a large veterinary pharmaceutical company
- Interest in expediting the drug discovery process to phase IIb
- Large cross over between animal and human diseases e.g. type II diabetes, obesity, chronic pain
- Growing strengths in cell therapy



Research at the RVC

- Comparative Biomedical Sciences
 - biomechanics, musculoskeletal biology, cardiovascular biology, reproduction, development and pharmacology
- Clinical Sciences and Services
 - clinical cervices division, centre for veterinary nursing, clinical investigations centre, CPD
- Pathogen and Pathogen Biology
 - viruses (BVDV, canine respiratory), bacteriology (mycoplasmas), parasite biology and vaccine development
- Production and Population Health
 - veterinary epidemiology, economics and public health group; centre for animal welfare, farm health & production



Centre for Emerging, Endemic and Exotic Diseases (CEEED)

Through the VEEPH the RVC was recognised in 2012 as a United Nations Food and Agriculture Organisation Reference Centre for Veterinary Epidemiology.

RVC Business

- Support for any bioveterinary or biomedical company looking to develop innovative products and services
 - Provides a quality contract research service
 - Pre-clinical services for drug and médical device development
 - Access to academic expertise of international standing

Small Animal Facilities

- Rats, mice, ferrets
- Companion animals

Large Animal Facilities

- Production animals
- Surgery
- Imaging
 - CT Scanning, Radiography,
 Scintigraphy, MRI

Our Capabilities

 Our study manager will help you devise and run your study or service, and report on the outcome

STUDIES INCLUDE	SERVICES INCLUDE
Pre-clinical Safety Studies	Medical device testing
Residue Studies	Antisera production
Efficacy Studies	Biological products
PK-PD Modelling	Research services
Models of infectious, cancer,	Bespoke model development
cardiology and orthopaedic disease	
Parasitology studies	
Animal behaviour, nutrition studies	

 Highest standards of animal care. All projects are reviewed by the Animal Welfare and Ethical Review Board

Facilities

Animal Facilities are located at both our campuses

HAWKSHEAD	CAMDEN
Small animal facilities	Small animal facilities
Companion animals	Surgery
Large animal facilities	Quarantine
Surgery	Isolator suite
- CT Scanning	Transgenic breeding
- Radiography	
- Scintigraphy	
- MRI	

Established contacts with a number of farms for on-farm studies







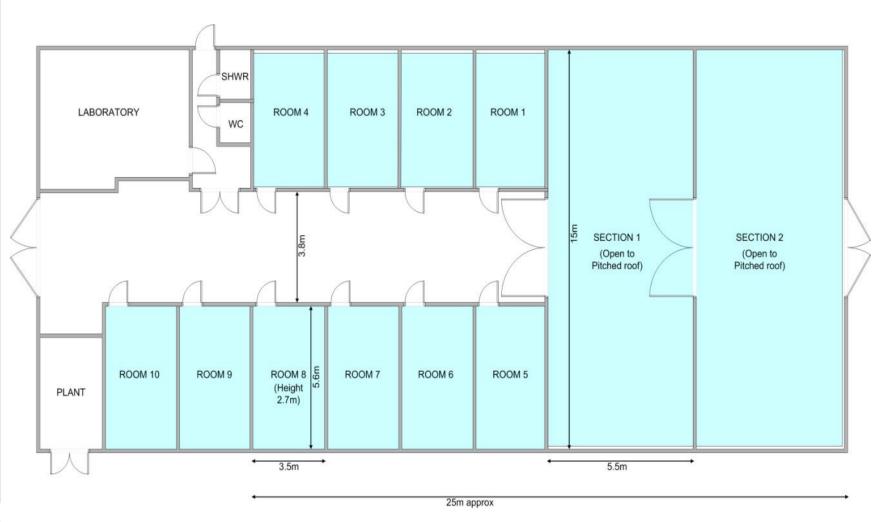








Animal Welfare Barn



Contract Research

- A quality service to biotechnology, nutrition and pharmaceutical companies
- Work to Good Clinical Practice (Veterinary) (GCP(V))
 - We have experience of running GCP(V) studies on farms and are in contact with a number of farms which are suitable for running a variety of studies

What we do

- Support for Working with Industry
- Intellectual Property Protection
- Contracts / Agreements Negotiation
- Staff and Student Enterprise Training
- Managing and Marketing the LBIC

More than Just Veterinary Medicine

- Leading veterinary educational provider
- > Research intensive with animal, translational and human health interests

Highly collaborative – aim to be a great partner









The UK Pig Industry – Opportunities and Issues

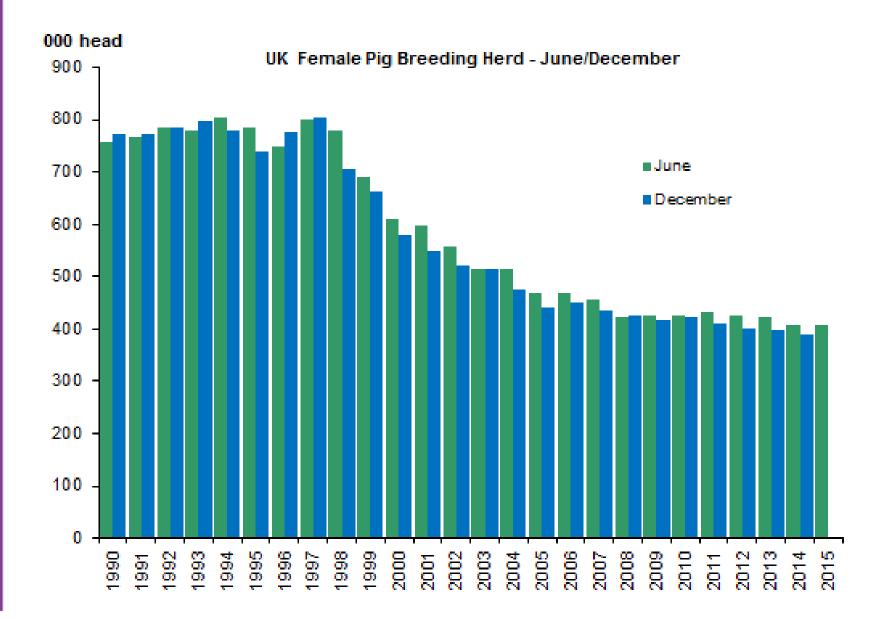
Mandy Nevel

Outline

- 1. Industry structure
- 2. Opportunities
- 3. Issues
- 4. The future

1. The UK industry

- Small, unique industry
 - 410,000 sows, 50% housed outdoors
 - Producing about 28p/s/y
 - Loose housed and later weaning (28 days)
 - Do not castrate (93%)
 - Slaughter at 90kg

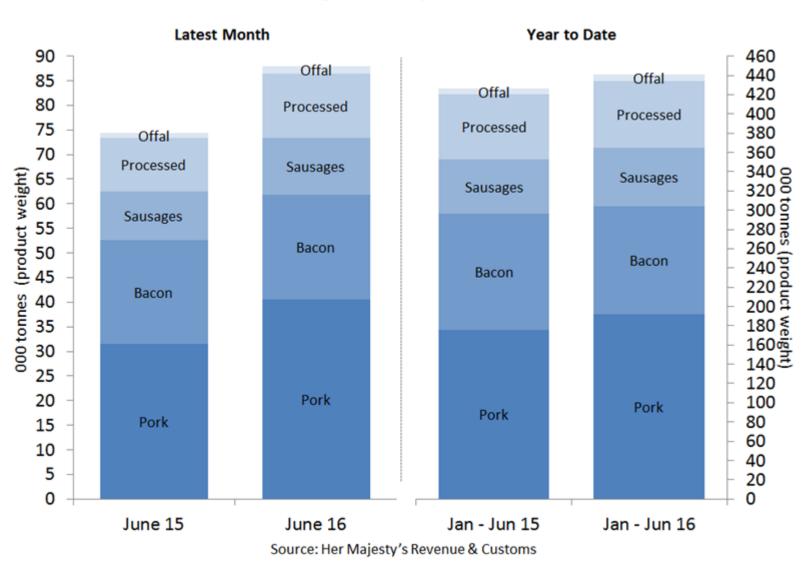




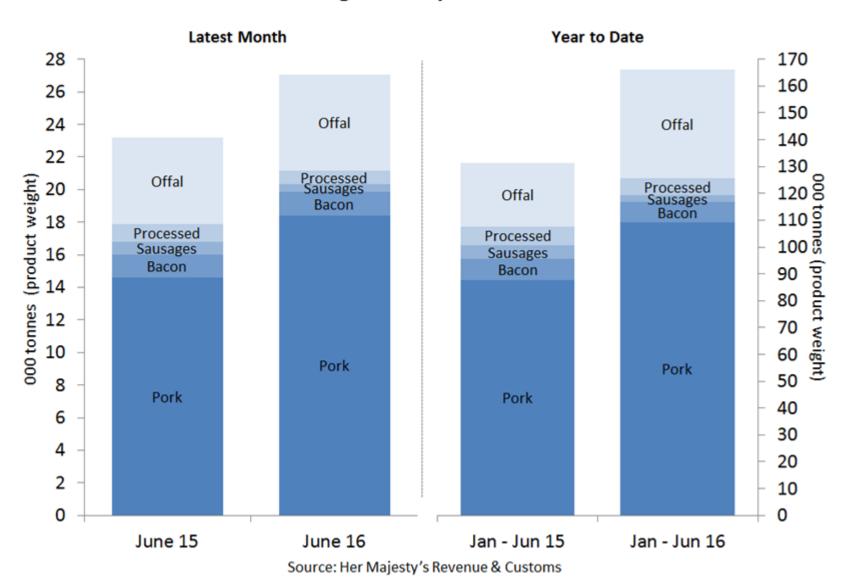




UK Pig Meat Imports



UK Pig Meat Exports



Small but significant smallholder



And wild boar

2. Opportunities

- To keep disease out
- To develop better/bespoke vaccines
- Education
- Genetics
- Nutrition
- Welfare)

3. Issues

- AMR
- Advancing ASF
- PEDv
- Endemic Disease
- HP PRRS
- Lack of investment in buildings
- (Welfare)

Endemic disease

- Mycoplasma hyopneumonia
- > Actinobacillus pleuropneumoniae
- > PRRS
- > PCV2

Abattoir surveillance



Oral Fluids



4. The Future

- Better vaccines
- > Better genetics
- Improved health
- Better nutrition
- Improved diagnostics

Questions





Gaithersburg – London – Strasbourg

Immunotherapeutic vaccines for respiratory infections, chronic viral infections and cancer

September 2016

Katie Anderson PhD
Pre-clinical and Analytical Project Manager
Altimmune UK

Proprietary Platform Technologies



Two distinct, complementary vaccine platform technologies activate the immune system in different ways to traditional vaccines

RespirVec

- Replication-deficient adenovirus delivered intranasally to upper respiratory tract
- Inserted transgenes encode infectious disease viral proteins
 - Broad activation of the immune system
 - Bypasses pre-existing and anti-vector immunity
 - Self-adjuvanting with the potential to improve immunogenicity
 - Rapid production cycle



Densigen

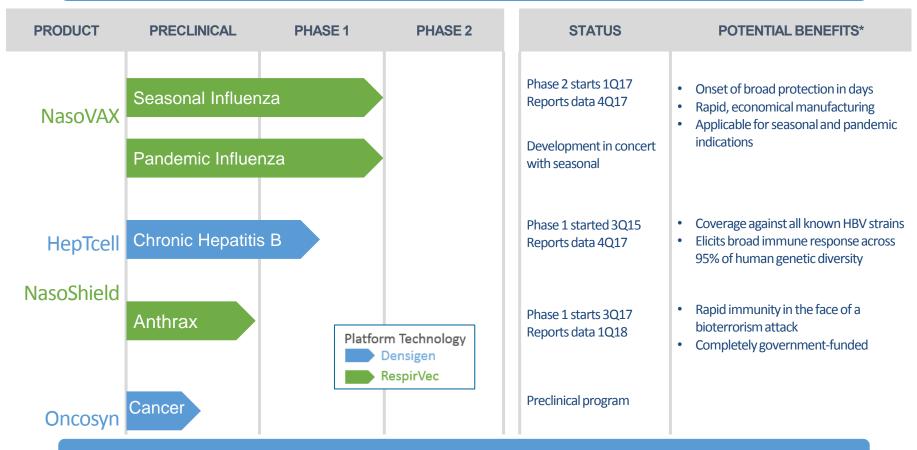
- Stable, synthetic peptide immunotherapeutic platform:
 - T cell-directed approach, without HLA restriction
 - Innovative peptide modification improves immunogenicity
 - Targets multiple pathogens simultaneously
 - Activation of diseased cell killing by T cells



Product Pipeline



Novel product candidates utilizing a new approach to engage the immune system, offering fundamental advantages over competing therapies



Multiple near-term clinical milestones

*Based on observations in preclinical and early clinical trials. Preclinical and clinical results are not necessarily predictive of the final results of ongoing or future clinical trials.

Human Immune System



Innate Immune Response

- Initiates immediately to recognise invading viruses, bacteria, and fungi
- Protects against infection while adaptive immune response develops

Adaptive Immune Response

- Highly specific, developed over extended period of time
 - Antibody-Mediated Humoral Immunity: neutralisation of extracellular pathogens, such as viruses
 - T cell-Mediated Cellular Immunity: recognises cancer cells and cells harboring pathogens that need to be destroyed
 - Mucosal Immunity: localised to mucosal tissues and utilizes IgA (specialized antibody) to destroy pathogens at site of entry

HepTcell for Chronic Hepatitis B



Market

- 350 million people chronically infected worldwide with >1 million HBVrelated deaths/year⁶
- ~\$3 billion global chronic hepatitis B market⁷

Key Differentiators

- Uses Densigen technology
- T cell activating approach: potential for disease cure
- Viral targets chosen to elicit broad HLA type-independent immune responses
- Targets all known strains of HBV: increased efficacy

Upcoming Milestones

Phase 1 started 2Q15, data expected 4Q17

HepTcell: therapeutic vaccine to treat chronic HBV

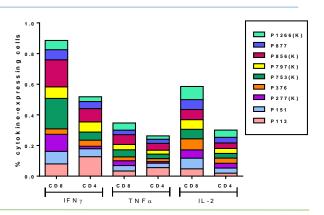


- Nine 32-40mer synthetic peptides, each conjugated to a fluorocarbon moiety which provides self-adjuvanting properties.
- Sequences derived from conserved regions of HBV proteome: polymerase, core, surface proteins.
- Contains multiple CD4+ and CD8+ T cell epitopes; bypasses HLA restriction providing broad population coverage.
- Targets multiple HBV genotypes, elicits immune responses across subject ethnicities.



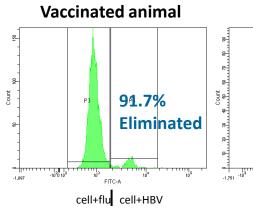
HepTcell: Pre-clinical Data

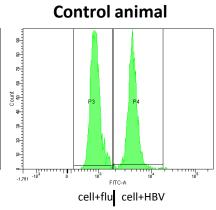
Elicits CD4+ and CD8+ polyfunctional T cell responses (anti-viral cytokines) in PBMC from chronic HBV subjects.



Induces expansion of functional killer T cells in vivo.

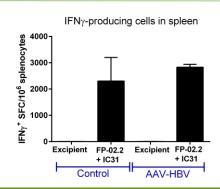
- Mouse 'target' cells loaded with HBV proteins or unrelated viral proteins injected into mice vaccinated with HepTcell (1:1 ratio)
- Within 1 day, 92% of HBV-loaded cells were eliminated

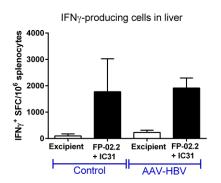




Surmounts HBV-induced immune tolerance

Immunised mice generated robust T cell response in presence of HBV infection





IMMUNOTHERAPEUTICS FOR A BETTER TOMORROW

HepTcell: Clinical Development



	Double-blinded, placebo-controlled trial in 72 patients
	Chronic Hepatitis B disease population controlled with nucleos(t)ide therapy
	• 3 cohorts (n = 18, 36, 18); receive HepTcell at days 1, 29, and 57
	Low vs high dose HepTcell ± IC31 adjuvant
PHASE 1	Controlled for placebo and IC31 effects
	Study Objectives
	Primary: Assess safety and tolerability
	Secondary: T cell response, HBsAg and HBsAg-antibody levels, assess phenotype of cell-mediated immune response
	Data available 4Q2017
	Expanded study in Asia/Pacific and US in 1H2018
PHASE 2	Schedule may be re-evaluated based on Phase 1 data

• Anticipate 120 – 200 patients

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NasoVAX Advantage



Single-dose intranasal influenza vaccine delivered using the RespirVec platform

- Potential significant advantages over traditional flu vaccines:
 - Cross-protection against changing virus strains
 - Rapid protection (days rather than weeks)
 - Indicated in young children, adults >65, pregnant women and people with underlying medical conditions
 - Mucosal immunity at site of infection
 - Immune activation at very low doses
 - >50% reduction in production time and at anticipated lower costs compared to traditional egg-based manufacture

CONFIDENTIAL

NasoVAX: Phase 2 Clinical Development



PART 1: CHALLENGE STUDY

Expected to commence in 1Q17

- 2 treatment arms of 24 patients, each with own placebo control group
- Both arms will receive monovalent NasoVAX vaccine matched to challenge strain
- Arm A: challenged within a few days to assess rapidity of immunity onset
- Arm B: challenged after one month to assess efficacy

Data expected in 4Q17

PART 2: DOSE RANGING TRIAL

Expected to commence in 1H18

- 3 cohorts of 50 healthy adults 18-64 yrs will receive quadrivalent NasoVAX
- Antibody response and other measures of immunogenicity assessed one month post-vaccination

Immunogenicity data 6 months following first enrollment

PART 3: DOSE CONFIRMATION STUDY

Expected to commence in 2018

- 540 subjects, including a small cohort of elderly patients
- Assess potential added benefit in sub-population with poor immune response

NasoShield Vaccine for Anthrax



The U.S. Government seeks a faster-acting, safer and more convenient anthrax vaccine

Opportunity

- BioThrax® (Anthrax Vaccine Adsorbed) is only anthrax vaccine with FDA approval
 - \$250 million in sales in 20148
- Important limitations include
 - Protection requires 6 months and 3 injections9
 - Injection site local adverse reactions in 60-80% of subjects⁹

NasoShield is a well-differentiated anthrax vaccine

- Uses RespirVec technology
- Intranasal administration and faster onset of protection
- Well-tolerated
- Program entirely funded by BARDA

Oncosyn Immunotherapeutic for Cancer



Market

\$139 billion global market for immuno-oncology by 2021¹⁰

Key Differentiators

- Direct activation of cytotoxic T cells to recognize and kill cancer cells
- Proprietary peptide modification boosts immunogenicity
- Synthetic, off-the-shelf therapy bypasses patient-specific approach
- Potential for use with checkpoint inhibitors and other immunomodulators
- T cell immunotherapy offers potential for disease cure

Upcoming Milestones

Preclinical proof-of-concept expected in 4Q16

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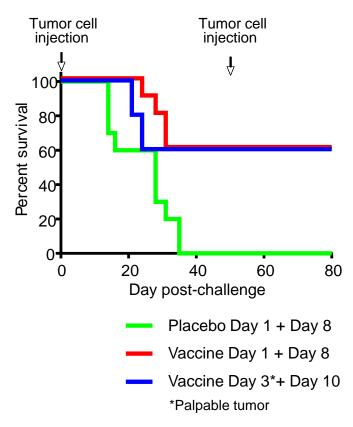
Oncosyn



Immunotherapy targeting solid tumors

- Densigen platform technology activates immune response against a tumor
- Activity in mouse model tumor system
 - 60% of treated mice survived vs. none of untreated mice
 - Blocked subsequent tumor formation
- Ongoing preclinical studies focusing on:
 - Tumor-associated antigens
 - Ability of immunomodulators to boost
 Oncosyn's antitumor efficacy

Antitumor activity of tumor-targeted Densigen-based vaccine

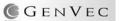


Leadership Team





Bill Enright, MA, MS **President & CEO**





Bertrand Georges, PhD Chief Technology Officer







Elizabeth Czerepak, MBA **Chief Financial Officer**







Jeff Carey Sr. Director Regulatory







Scot Roberts, PhD Chief Scientific Officer





Sybil Tasker, M.D. Sr. VP, Clinical R&D









Vaccines for Animal Health



BVL Overview and capabilities'
Bob Long
Date April 2016





Contents

- Brief history
- o Locations
- Introduction to Business
- o Flexible manufacturing technology
- o Manufacturing network developments
- Technology
- o Quality
- o People
- o Conclusion
- o Back up slides







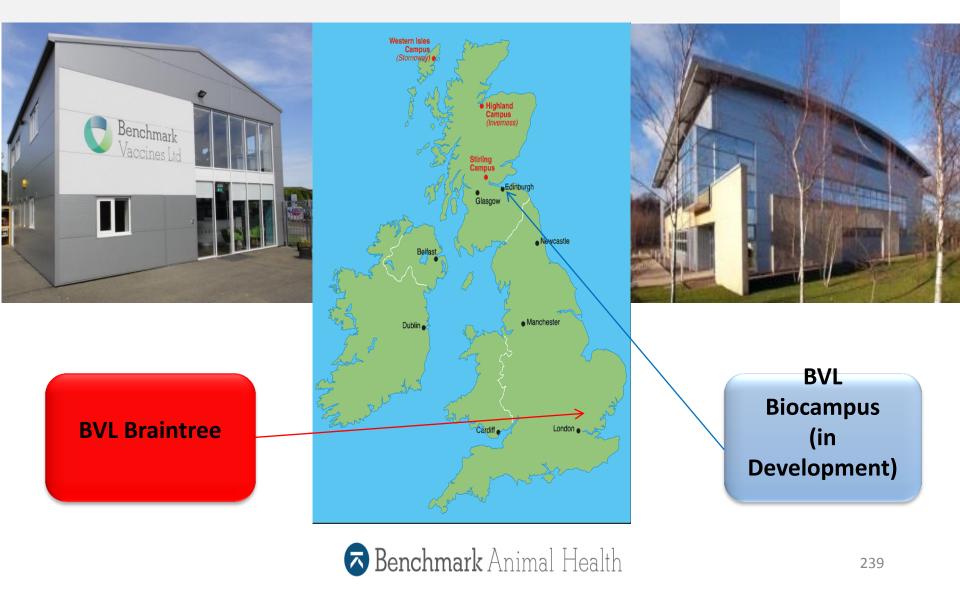
Brief History

- ❖ The business been situated in Braintree since 1977- focussing mainly on poultry diagnostic testing.
- ❖ It grew into a GMP contract vaccine manufacturing company as Mycofarm Ltd and later as part of Grampian Pharmaceuticals.
- ❖ Moved to Warner Drive site in 1988.
- ❖ Acquired by 3i group in 1997 (called Vericore Ltd).
- ❖ Acquired by Novartis Animal Health in 2000.
- ❖ Acquired by Benchmark September 2012 with all staff retained as part of Benchmark Vaccines Ltd.





BVL locations





BVL Introduction

Business key facts

 What is BVL -BVL is a UK based animal health vaccine manufacturing business

Core expertise - manufacturing vaccines for a broad range of species and process development

Capabilities – most technology platforms for bacterial, viral, fungal and

recombinant antigens

People- over 50% of staff are life sciences graduates of

huge experience in vaccines technology.

Benchmark Animal Health



Business key facts



- Specialisms *Aqua vaccines technology*
- Manufacturing base *Braintree*, *Essex*
- Current customers Animal health divisions of major global pharma companies and Internally BAHL
- New customers -Currently negotiating new contracts with a numb Pharma customers
- Quality- operates to EU GMP and ICH Q10 guidelines





Flexible manufacturing techno



Key front end services

- Technical transfer of production from donor site or customer R&D
- Process development and validation.
- Test development and validation
- Process problem resolution

Antigen production platforms

- Roller bottle monolayers –virus production
- Cell Factories monolayer-virus production
- Cell Bioreactors –virus production
- Bacterial fermentation

Eungal cultura

> Recombinant production

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.



Benchmark Flexible manufacturing technol



Final Product presentations

- Inactivated aqueous formulations
- Inactivated oil emulsions
- Live freeze dried formulations
- Multiple vial size fills
- ➤ High volume infusion bags fills
- Plastics multidose pack fills

Finishing

- > Full QC testing
- Product labelling and packaging
- QP Release to market
- Global logistics cold chain
- Post marketing stability testing
- Non EU product import and release



Manufacturing Network Development Proj

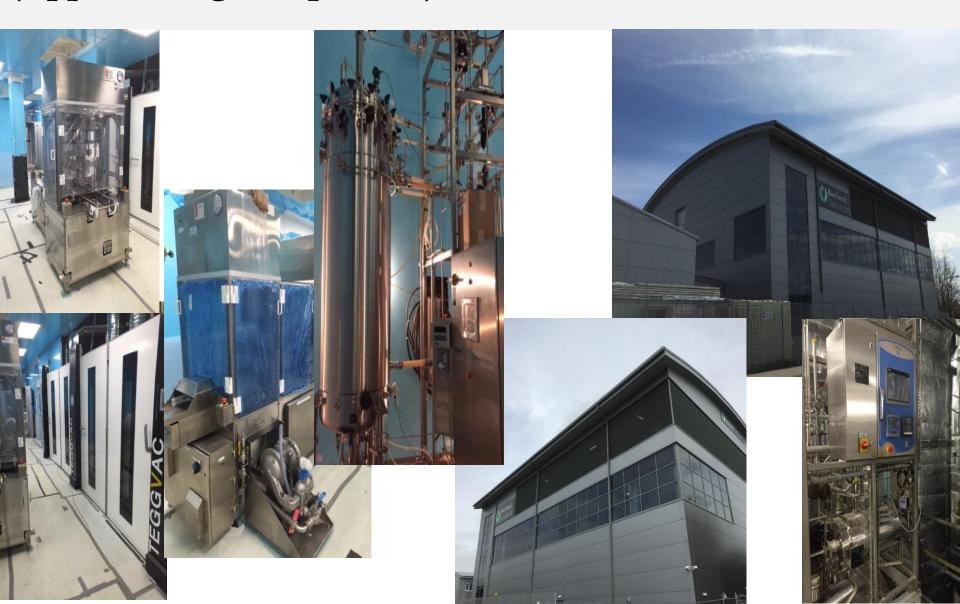




BVL Braintree facility Biotechnology Building (under development - computer rendering pictures)

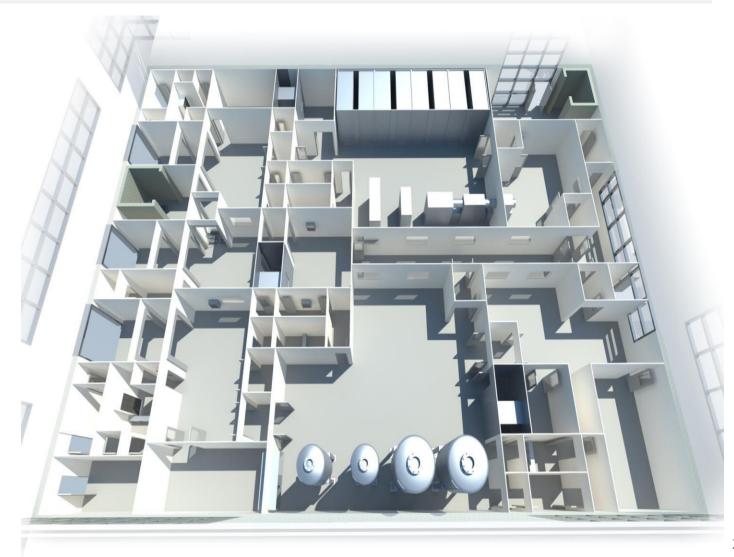


BVL Braintree Biotechnology Building pletion due September 2016 (Approaching completion)





BVL Braintree facility Biotechnology Building (under development)





BVL Braintree facility capabilities

Braintree Biotechnology Building – under development completion due January 2016

Automated Egg processing/Monolayers- 5 Million eggs per annum.

Recombinant microbial fermentation - 100, 400, 1200lts Fermenter train.

Down stream processing – Alfa Laval disc stack centrifuge and

chromatography.

New quality control laboratory.

Warner Drive facility

Roller Bottle monolayer

Cell Factories monolayer

Manual egg processing

Cell Bioreactors

Blending Fill and Freeze drying

Process development

Support function- Q.C., warehouse, cold store, packing....





BVL Biocampus facility (under development)



- BVL acquired freehold on the BioCampus 03/13
- Superb biotechnology development site
- Situated 8 miles from Edinburgh City Centre within a complex that includes, Moredun,
 Pentlands Science Park, Edinburgh Vet School & Edinburgh Technopole
- BioCampus building will provides 50,000 sq ft of under roof.
- Benchmark will develop a new state of the art vaccine facility specifically for high volume products and bulk antigens to help supply the growth of the company going forward.



BVL Biocampus – building concept



BVL – Building concept







Biocampus Manufacturing Floor approx 25,000 sq f





Biocampus Facility planned capabilities

Manufacturing

High volume filling and freeze drying line – 120,000 single dose freeze dried vial batch size.

Flexible filling suite – 3000lt blend volume for 500ml or 1000ml packs, oily or aqueous types.

Flexible antigen production suite, automated egg or monolayers.

Support function- quality control, warehouse, cold store, packing....

Animal health Division Head Quarter Functions

Sales and marketing

Administration and HR

Finance

R&D

IT

Development laboratory







Technology



Virus Like Particle Development projects

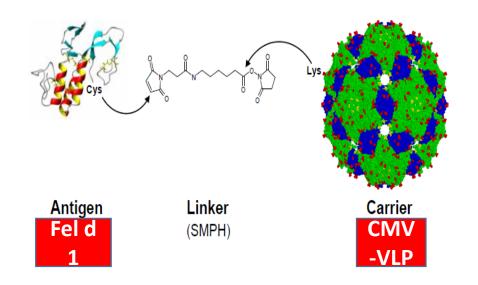
- Hypocat- Neutralises major cat produced human allergen (Fel d 1), 10% of people are allergic to cats. The development is a recombinant Cucumber Mosaic Virus linked to recombinant Fel d 1. It is a unique development with no competitor product in cats. Sales are forecast to be in the region of £250M pa.
- Canine Atopic Dermatitis (CAD) for treatment of dogs 10% of whom suffer from this condition. The Development is recombinant Cucumber Mosaic Virus linked to a number of recombinant interlukins. The CAD market is in excess of £1Billion pa and is the biggest veterinary problem in dogs mainly treated by immunosuppressive drugs which have to be taken for life. (e.g. Zoetis Apoquel)
- **Sweetitch-** For prevention and treatment of an allergy to insect bite, 10% of Horese are affected by the disease. The allergy is caused by the insect Culicoides (midge) and causes severe pruritus (itching) then lesions. The estimate market size is around £100M, currently there is no effective



Virus Like Particles Vaccines-Hypocat

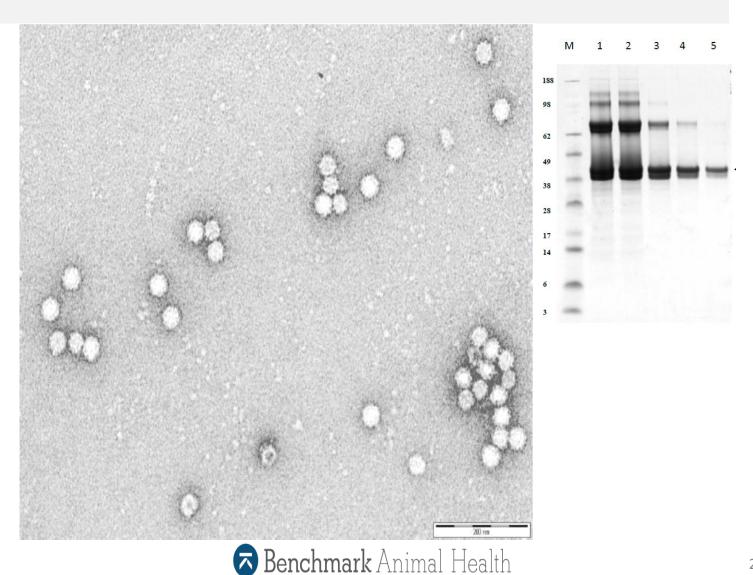
The Production Process

Antigen Coupling





Electron micrograph of a BMK VLP vaccin



VLP vaccines



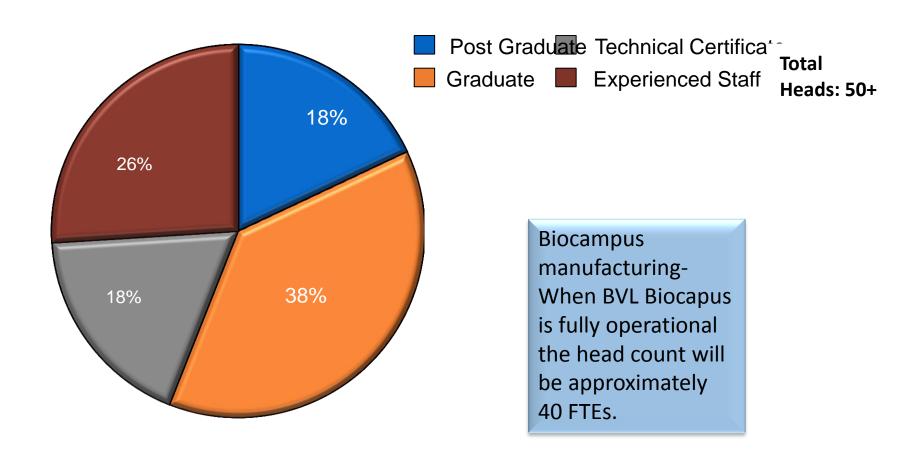
- Safe non infectious
- Low cost of good expressed in yeast and E.coli via bulk fermentation
- Powerful immunes response T cell and B cell.
- Adjuvant effect -contains host RNA which acts as a self adjuvant (via TLR 7)
- Low dose required
- Able to induce auto immunity to modulate immune system (CAD and Hypocat)
- Tried and tested in Human market
- Renewed interest for human flu and HIV
- Can be used carriers for other antigens or use own surface antigens



People



BVL Staff Qualifications



BVL Site Management Team



Bob Long MSc,C.Biol,MRSB,QP Managing Director

35+ years experience in manufacture and development of human and veterinary biologicals.



Simon Knight BSc (Hons)

Quality Manager

12 years experience in Human Pharmaceuticals and 9 years in Quality Assurance.



James Northfield BSc (Hons)

Production Manager 25+ years experience in

manufacturing human pharmaceuticals and veterinary biologicals, in **QA** and Production



Chris Shaw BSc (Hons)

Development Manager

10+ years of experience in veterinary biologicals and human pharmaceutical manufacture.



James Mumford BSc (Hons) ACMA, CGMA. Finance Manager

10 years experience in Brewing, electronics, logistics and building industries.



Neil Goodman BSc (Hons)

C.Biol.MRSB Technical Supply Chain Manager

25+ years of experience in veterinary biologicals manufacture and supply chain.



Mo Mohammed MSc, C.Biol, MRSB **Project and Facilities** Manager

20 years experience in biological manufacture and process engineering management



BVL Quality EU GMP + BVL is developing ICH Q10

Braintree Quality Metric Dashboard



100 % of systems in compliance



Quality Management System Status Colour Key

Controlled (Site in adequate control if 11-14 systems are in a state of "Control" or "Attention needed" and no system in a state of "Inadequate control for 3 or more consecutive months)

Attention needed - improving trend (Site in "Attention needed" state if 3-4 systems are in a state of "Inadequate Control" or any system is in a state of "Inadequate control for 3 or 4 consecutive months)

Attention needed - worsening trend (Site in "Attention needed" state if 3-4 systems are in a state of "Inadequate Control" or any system is in a state if "Inadequate control for 3 or 4 consecutive months)

Inadequate control. Action required (Site in "Inadequate control" state if 5 or more systems are in a state of "inadequate control" or any system is in an a state of "inadequate control" for 5 or more consecutive months)

Summary

Timely completion of change control actions still continues to present a challenge to the site due the significant amount of change occuring. The limits for change control actions have been changed from Alert limit = 20 to Alert limit = 50 and from Action limit 20 to Action limit 50 to account for the expected increase in change actions due to the commencment of the BBB project. Although the site is in control, HA/customer audit actions and change control actions are still significant in number and being monitored (see Quality Management Review meeting minutes for resource discussions)

Breakdown of System Compliance



System is within the Alert limits

System is ouside Alert limit but within Action limits and is a worsening or static trend from the previous month System is ouside Alert limit but within Action limits and is an improving trend from the previous month

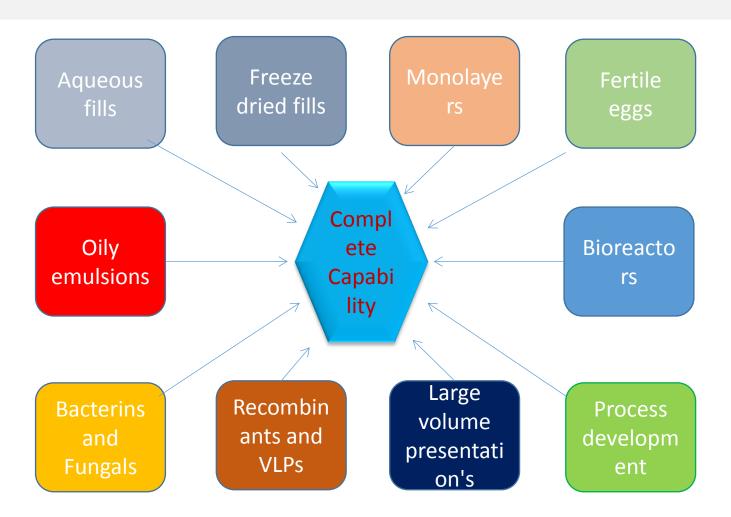
System is outside the Action Imits

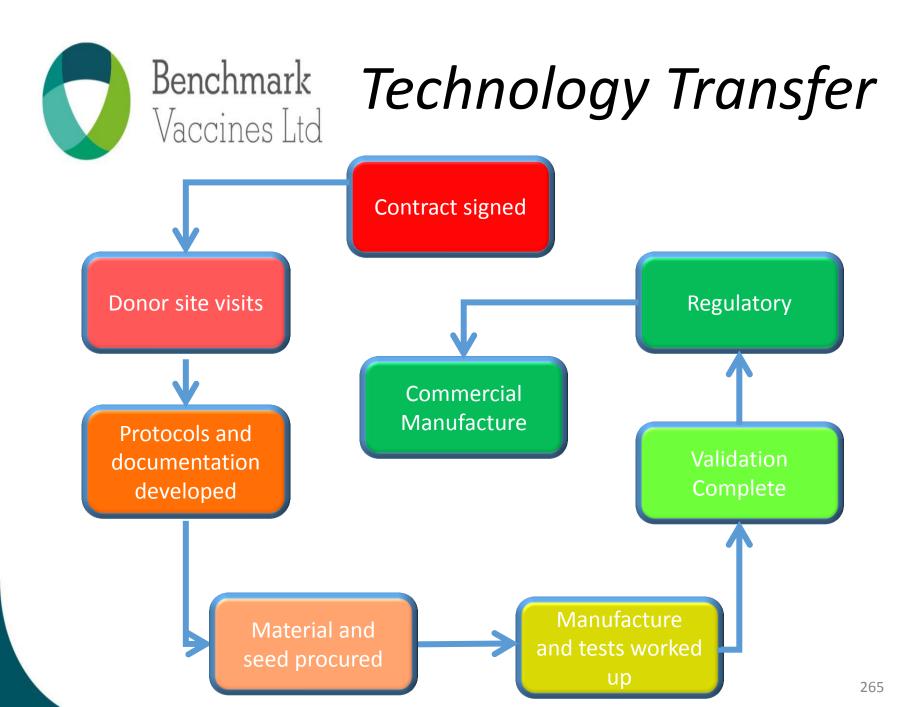
End Slide





Conclusion



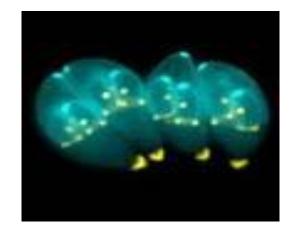


Vaccine development at Moredun



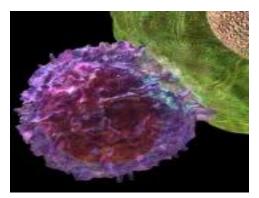
Moredun Research Institute

Vaccines Pillar

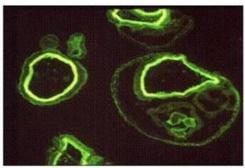


Viruses, Bacteria and Parasites

Host-pathogen interaction



protective immuno-pathology pathogen evasion



Vaccination
live
killed
recombinant



Outputs

Vaccines



- Diagnostics
- Disease control strategies
- Epidemiology and Surveillance

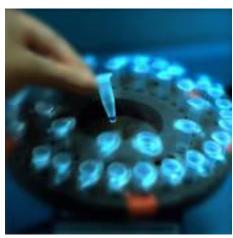
Knowledge exchange

Spin Out Companies

Contract research

Education and training







Some Moredun Vaccine Successes





Ruminant nematode vaccines

research > 50 years

- practical outcomes
 - cf. other pathogens: disappointing

- few successes
 - irradiated vaccine
 - bovine lungworm

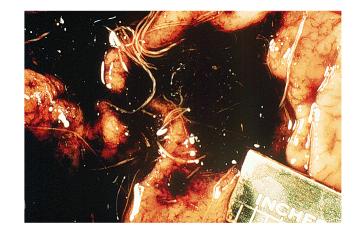


Haemonchus contortus - most important gastrointestinal nematode of sheep in tropical/subtropical regions

- Acute disease can be fatal
- High FEC (2000 to 20000 EPG) difficult to control

 Anthelmintic resistance widespread









Haemonchus vaccine development at Moredun





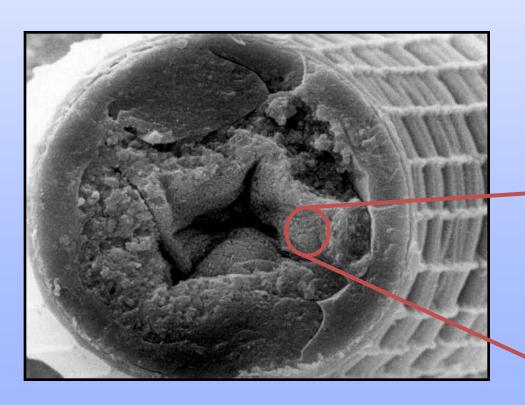
and Department of Food and Agriculture, WA



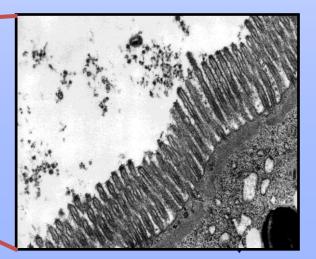


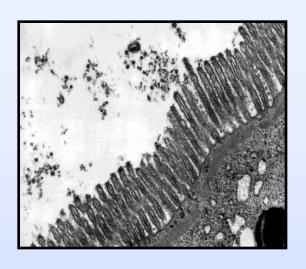


Haemonchus vaccine - gut antigen approach



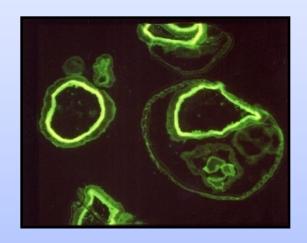
Because *Haemonchus* feeds on blood, molecules on the surface of the worm's gut are appropriate vaccine targets





When surface proteins from the worm gut are injected into a sheep.....

it responds and makes antibodies which circulate. in the blood. If a vaccinated sheep gets infected, the parasites ingest blood so that antibodies bind to the worms intestines ...

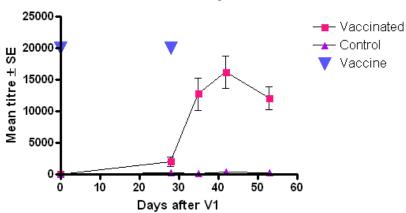


....leading to greatly reduced egg output and worm numbers.



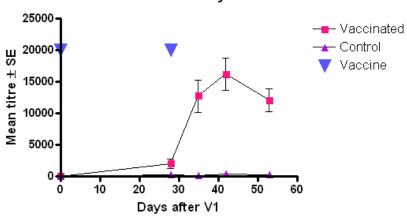
Pen trial example



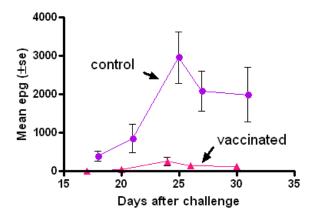


Pen trial example

Pen trial 1: antibody titres

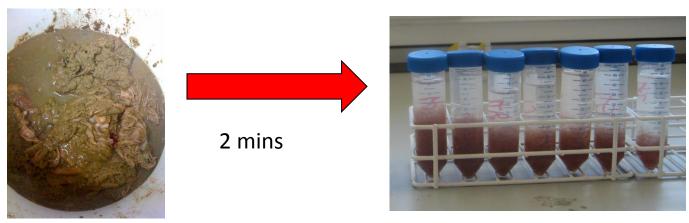


Pen Trial 1: Faecal egg counts of vaccinated and control sheep



Machine for rapid recovery of adult Haemonchus from infected abomasa





Good Manufacturing Licence granted by APVMA in 2010

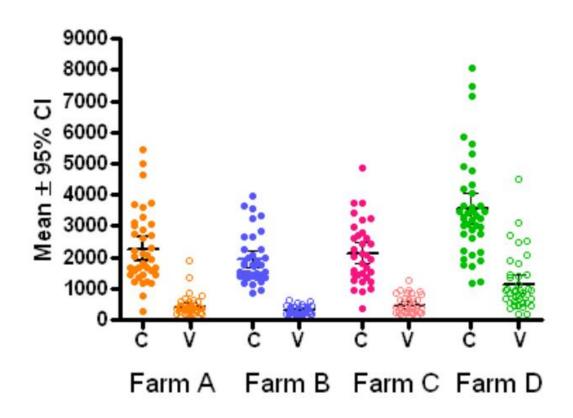
Whole process from sourcing sheep to bottling vaccine







Effect of vaccine on Haemonchus egg output on four NSW farms from early Nov 2011 to late April 2012



>80% protection on each property





APVMA Registered October 1st, 2014

All 300,000 doses of vaccine sold by word of mouth within 10 days

> No large pharma involved

Conclusions and future directions

- Historically, Vaccine development from identifying cause of disease right through to manufacture
- Commercial success of vaccines against viruses, bacteria and nematodes
- Current projects to develop vaccines against major endemic, production limiting diseases in sheep, cattle, poultry and farmed fish





Visit by Taiwanese delegation

September 2016



Moredun Research Institute

"To lead in livestock health solutions for global food security"







The Moredun Group

Moredun Foundation

Moredun Research Institute







Moredun Scientific Ltd





History and ethos



Membership, history and ethos

Set up by farmers in 1920 and still governed by farmers

Focus on useful outputs that impact farming communities

Vaccines

Diagnostics

Disease control Programs

Public-Private Partnership - charity
Academic endeavour
National and regional economy
Financial returns to support further research



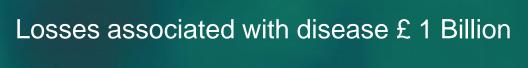


Moredun Research Institute

Infectious endemic livestock diseases of relevance to Scotland, UK, EU and worldwide







Livestock sector in UK contributes £ 8 Billion





Food security: Demand for food expected to increase by 40% in 2030 and by 70% in 2050

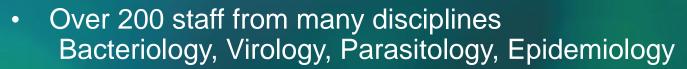


Dietary shifts: Emerging economies

Increase sustainable efficiency of livestock production, improve welfare and reduce waste

Group Resources







Category II and III containment for animal and lab work

Ability to work in large and small animal systems - real disease state
Surgical and Gnotobiotic facilities
Can run to quality standards GMP / GLP / vGCP



Strong international connections

Strong national and local connections
 Farming community
 Academic and commercial collaborations



Achievements at Moredun

- Identification of the cause of 18 diseases
- Characterisation of the pathogenesis of 23 diseases
- Development of vaccines for 11 diseases
- Development of treatment strategies for 12 diseases
- Surveillance service for 36 diseases









Collaborations

- Knowledgescotland partnership
- EBRC
- Roslin Institute
- University of Edinburgh
- University of Glasgow
- Heriot Watt University
- University of Stirling
- SPASE
- EPIC
- CoZEE

AgResearch / Hopkirk NZ

Vaccine and Infectious Disease Organisation Canada

USDA

National Veterinary Institute
Sweden



Moredun Scientific

A contract research organisation providing research and testing services to the **Animal Health** Industry and **BioPharmaceutical** Industries







Animal Health Industry

Client base:

Pharmaceutical companies developing & marketing new veterinary medicines (e.g. vaccines and therapeutic drugs) for livestock.

Example clients: Zoetis, Elanco, MSD-Animal Health

Portfolio of services:

Efficacy studies – clinical trials in livestock experimentally infected with a specific pathogen (bacteria/virus/parasite)

Safety studies - trials to test that the potential new veterinary medicinal product is safe in the target animal.









Biopharmaceutical Industry

Client base:

Companies developing & manufacturing human or veterinary biopharmaceuticals.



Portfolio of services:

Biosafety testing services to ensure that the biopharmaceuticals (and cell lines and raw materials used in their manufacture) are free from biological contaminants such as bacteria, viruses, fungi.

Regulatory compliant tests.

Tests conducted to Good Manufacturing Practice (GMP) or Good Laboratory Practice (GLP) as appropriate.







www.moredun.org.uk





Kim D. Thompson Aquaculture Research Group

Moredun Research Institute









Partnership

- 18 years of diagnostic expertise in fish diseases.
- Knowledge of global fish vaccine markets.
- Established customers.
- Collaboration within fish health research industry

http://bmkanimalhealth.com/

- Est. 1923. Expertise in vaccine development.
- Knowledge in broad range of bacterial species.
- Infrastructure in place
- Proteomic suite, molecular laboratories available

http://www.moredun.org.uk/

A R G

The Aquaculture Research Group established April 2013

INTRODUCTION TO BENCHMARK

Founded in 2000 to build a company that progresses...

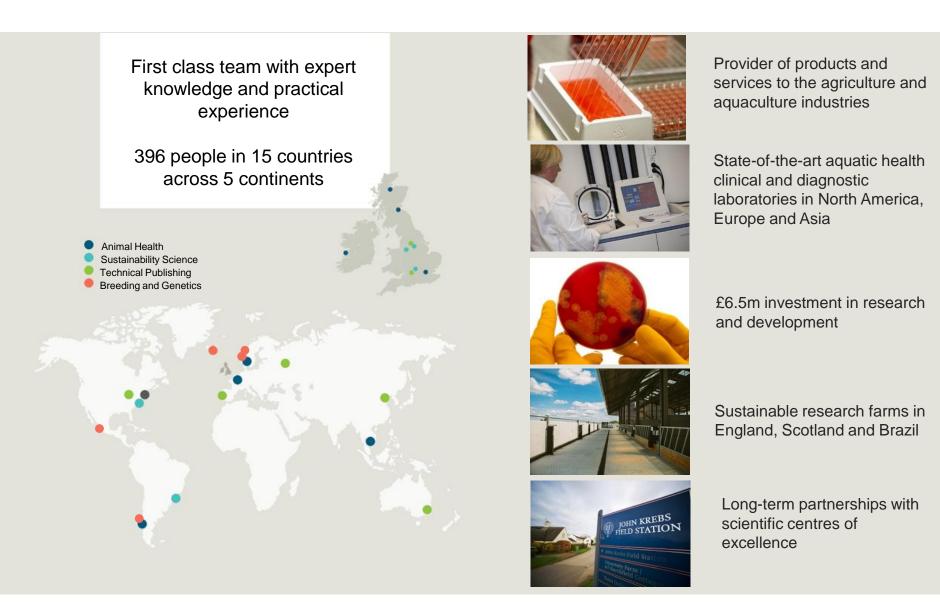
- Good health and welfare of animals
- Sustainable business
- Knowledge transfer
- Robust animal breeding and genetics

by building...

- A world-class team
- Next-generation scientific research & production capacity



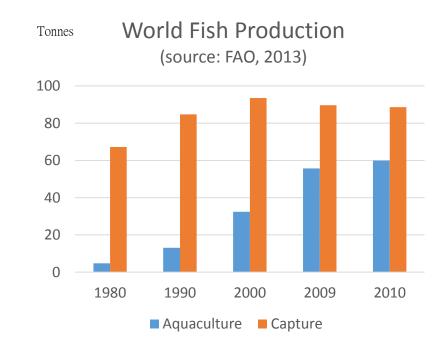
BENCHMARK AT A GLANCE



Global Aquaculture

- Aquaculture is most rapidly growing animal food production sector
- Cultured fish production increased from 34.6 to 59.9 m tonnes from 2001 to 2010
- Total capture production remained around 90 million tonnes since 2001





- Aquaculture produce is a valuable traded food commodities
- In 2010, the value of aquaculture production was estimated at £74.3 billion
- Over 220 species of finfish and shellfish cultured globally

Scottish Aquaculture



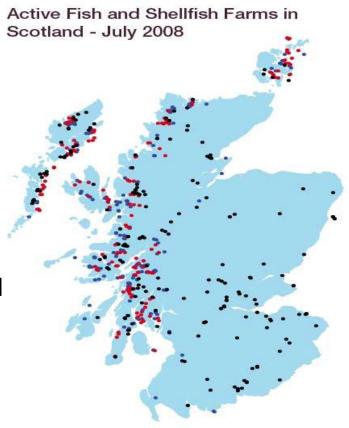


Atlantic salmon

- Main cultured species
- The largest salmon producer in the EU and the third largest globally
- Production 162,223 tonnes worth £ 537 million (2012)

Other Species

- Rainbow trout 5,670 tonnes
- Brown trout 42 tonnes
- Halibut 73 tonnes
- Arctic charr 0.2 tonnes



•	Sea water farms
	Fresh water farms
	Shellfish farms

Aquaculture and Disease

- Pathogens and parasites are estimated to be responsible for 5-7% annual losses in finfish aquaculture
- Representing £3.7-5.2
 billion in losses

Health Management

- Good husbandry practises
- Rapid detection of pathogens
- Prevention of disease by vaccination and other immunotherapies
- Use of chemotherapeutants









Commercially Important Pathogens

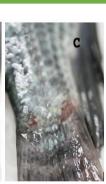
Bacteria

- R. salmoninarum
- M. viscosa
- P. salmonis
- V. ordalli
- V. angillarium
- V. salmonicida
- E. ictaluri
- P. damselae

- *S. iniae*
- S. agalactiae
- A. salmonicidea
- A. hydrophila
- F. psychrophilum
- L. garviae
- T. marinarum
- Y. ruckeri







RNA Virus

- IPNV
- SPDV
- IHNV
- VHS
- VNN
- ISAV
- SVC
- SDV

DNA Virus

- EHN
- KHV
- IRV

Parasites

(endoparasites)
• Myxosporean

(ectoparasites)

- Monogean
- Caligean



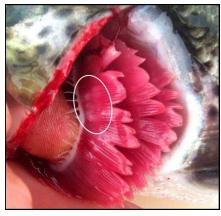


Amoebic gill disease (AGD)

- Gill disorder of marine fish,
- Greatest impacts in cultured Atlantic salmon. Disease endemic in Tasmania, Australia, costing A\$230m (£128m) a year.
- AGD is now a major disease to Scottish Atlantic salmon aquaculture industry



http://www.salmonfar msireland.com/search ?updated-max=2013-11-17T06:25:00-08:00&max-results=10





Atlantic salmon gills infected with Amoebic Gill Disease caused by *Paramoeba perurans*

²http://www.vetinst.no/Faktabank/Amoebegjel lesykdom-AGS-amoebic-gill-disease-AG





- Sea lice, parasitic copepods infecting salmon in the sea
- Costs the industry >£30M p.a. to control.
 Using various chemical treatments
- Alterative eco-friendly control methods being developed
 - Cleaner fish (wrasse and lumpsucker)
 - Vaccines

Vaccines for aquaculture

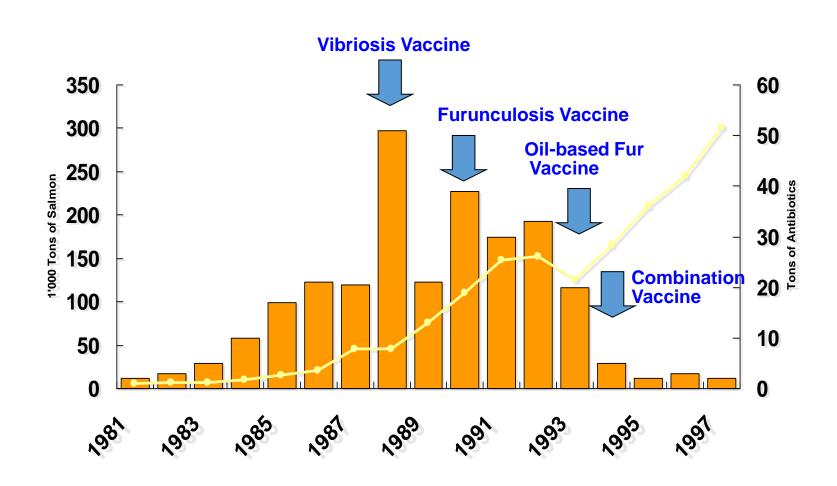
- Each year ≈418 million salmon and ≈90 million rainbow trout vaccinated globally
- Reduce the need for antibiotics and chemicals
 - Reduce problems with antibiotic resistance
 - Reduce environmental impacts
- Control significant diseases
- Increase productivity
- Save costs for farmer
- Improved animal welfare
- Major area for growth in aquaculture







Norwegian Salmon Production Consumption of Pure Antibiotics and Effect of Vaccines



Potential types of vaccines for aquaculture

- Formalin inactivated pathogen
- Live attenuated pathogen
- Tissue culture
- Purified macromolecules
- Recombinant
- Recombinant vector vaccines
- Synthetic vaccines
- DNA vaccines
- VLPs

their efficacies range from good to marginal



Methods of Vaccine Delivery

Injection

- Most effective but need to anaesthetise and handle the fish
- Labour intensive
- Stressful for the fish

Immersion

- Practical for mass vaccination of small fish only
- Does not work for all vaccines

Oral

- Most suitable for mass vaccination but dosage uncertain and sometimes poor potency
- Less stressful to the fish
- Most often used as a booster vaccine



Small 2 g rainbow trout

large scale in sea bass in Europe

Immersion Vaccination



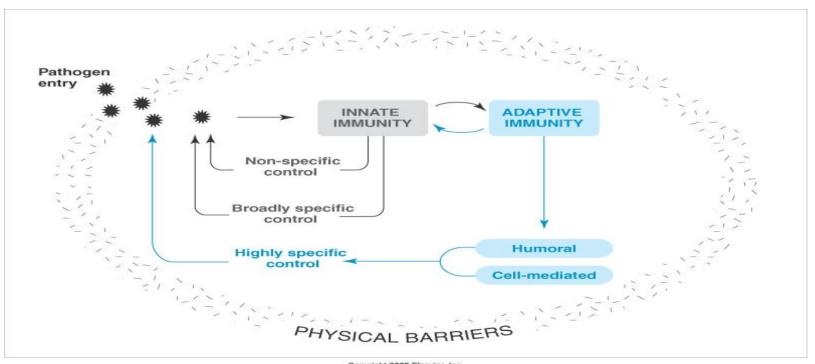
Oral Administration

Types of adjuvants

- Mineral oils
- Inorganic compounds e.g. alum
- Bacterial products
- Non-bacterial organics e.g. squalene
- Plant saponins
- Cytokines
- Pattern recognizing receptor (PRR) e.g. toll-like receptors (CpG oligonucleotides or poly I:C)
- Genetic adjuvants e.g. DNA plasmid vector expressing viral antigens (haemorrhagic septicaemia virus glycoprotein - DNA vaccine)
- Delivery systems

Fish's defence system against pathogens

- Physical barriers
- Innate immune system (non-specific)
- Adaptive immune system (specific)

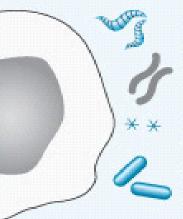


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TYPE OF ANTIGEN

RESPONDING LYMPHOCYTES

Extracellular



Parasites and worms

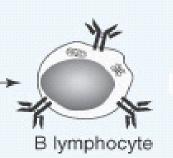
Fungi

Bacterial toxins

Extracellular bacteria

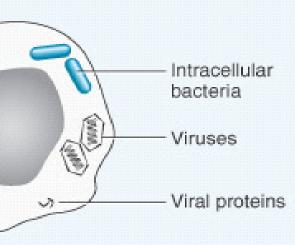


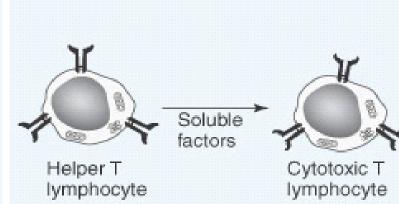
Helper T lymphocyte



Matures to make antibodies against extracellular pathogens or their products

Intracellular



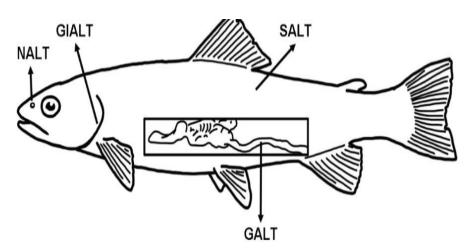


Soluble

factors

Matures to lyse cells infected with intracellular pathogens

Mucosal Tissues



Schematic representation of the four teleost main mucosa-associated lymphoid tissues (MALT) described so far and their anatomical localization. GALT: gut-associated lymphoid tissue; SALT: skin-associated lymphoid tissue; GIALT: gill-associated lymphoid tissue; NALT: nasopharynx-associated lymphoid tissue.

Mucus very important defence mechanism in fish helps to prevent infections

- complement
- lysozyme,
- IgT/IgZ
- alpha precipitins,
- natural agglutinins,
- lysins,
- lectins
- C-reactive protein (CRP)

Irene Salinas et al 2015

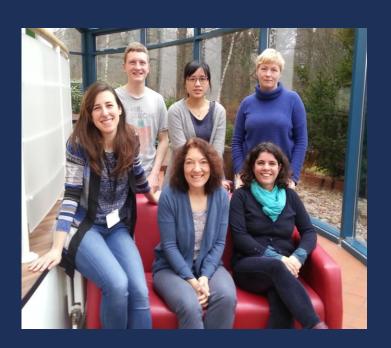




kim.thompson@moredun.ac.uk

Our Progress since 2013

- Upgrade and Adapt Research Laboratories
- * Expansion of Internal Scientific Expertise
- * Establishment of a BioBank
- Initiate Research Activities
- * Expend our Collaborations (National & International)



"Barbervax", the first vaccine in the world for a worm parasite of sheep

Invented, owned, commercialised and manufactured by Moredun

Barbers Pole worm

Globally, the most important roundworm parasite of sheep and goats

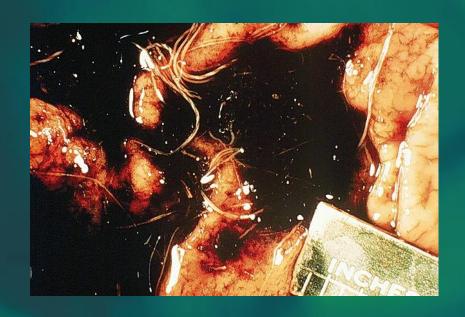
Blood sucker

Prefers warm climates

Resistance to drugs a serious problem

No vaccine available for this or any other species of gut worm of any host — until Barbervax was launched 18 months ago!





The biggest market is Australia

New England, North Eastern New South Wales.





New England – fine wool Merinos.

Flock size 3,000 to 50,000 in mobs of about 500

Barber's Pole Worm - their single most important cause of disease

Farmers treat 5 or 6 times a year, but drug resistant worms common



Armidale, New South Wales, Australia





Registered October 1st, 2014, lambs only

2m doses sold in first two seasons.

Now registered for adult sheep

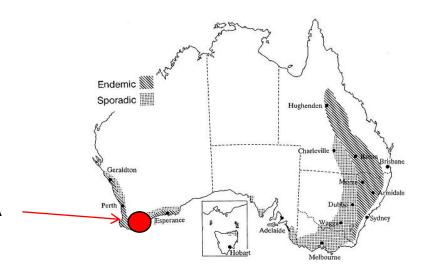
No large pharma involved

Manufacture of Barbervax in Australia?

Where?

(must be from Australian worms)

Dept of Agriculture and Food, Albany, W.A



How?

Vaccine culture system and bio-fermenter?

Ours is unusual, it can walk and is edible!



Advantages

- 1. Cost effective
- 2. Readily scaled-up!

Commercial Scale Barbervax Manufacture

(Albany, Western Australia)









Commercial Scale Vaccine Manufacture



300g Haemonchus



Homogenisation



Antigen Extraction



Antigen Purification



Formulation, filter sterilising



1,000L Barbervax

Commercial Scale Vaccine Manufacture

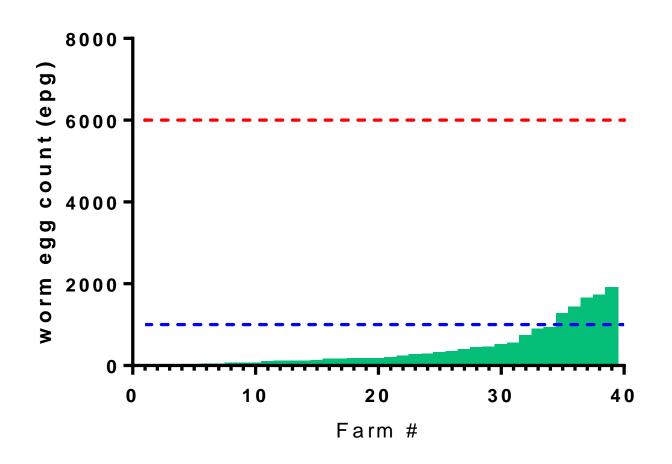


Sterile filling and finishing inside isolator

Expect to have 4 million doses available in time for 2016/17 season

Good Manufacturing Practice Licence 2011

Barbervax performance in lambs Jan to May



Testimonials

- "We were very pleased with the action of Barbervax on our young sheep in this year".
- "We are delighted with the first year results and will most certainly be using it again in Spring 2016".
- "We have been using it in ewes and rams as you know to great results. Tell the scientists if they could just come up with a once year booster for all worms and fly strike....and make it rain".
- "Just awesome results. We are very happy with your vaccine and have been telling anyone who will listen to us about it."

Where next?

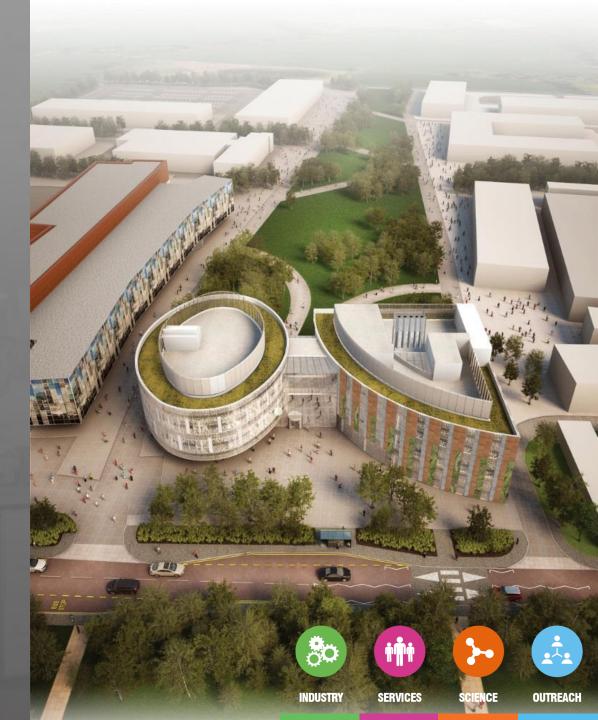
On track to make 4m doses for 2016 /2017

Start exporting to South Africa?

Start registration process in Uruguay / Brazil?



The business location of choice for companies undertaking strategic, commercial and collaborative research in the Animal and Veterinary Sciences; Agri Tech and One Health industries

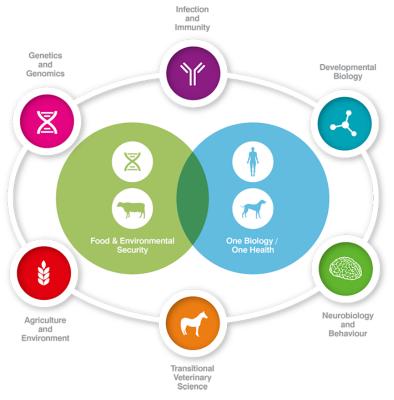






Easter Bush Campus Vision

☐ European Centre of Excellence in Animal Sciences and Food Security



☐ Edinburgh recognised globally as

"... a world capital for livestock health and genetics ..." - Bill Gates, Nov 14





INDUSTRY



SERVICES





OUTREACH



Stakeholders

- £30 million flagship Roslin Innovation Centre and Campus Hub (Centre Building)
- Construction commenced Mar 2015 and due to complete Aug 2017
- ☐ University of Edinburgh (UofE)
- ☐ Biotechnology Biological Science Research Council (BBSRC)
- ☐ Scottish Government



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- ☐ An urgent window of time with:
 - Growing middle classes
 - > Increasing demand for meat, milk and eggs
 - > The need to feed more with less













Triple Helix + Model

- An environment for innovation
- Enlightening culture
- Strong and visionary leadership
- Translation and convergent opportunities
- Business, academics, clinicians, students, government agencies and public all under the one roof
- Impact economic, cultural, environmental, health, public policy and societal on a local, national and international stage
- Ring-fenced business model with profits reinvested













Strategic Collaboration

- ☐ Focus on Livestock Improvement, Food Security and One Biology
- ☐ Dynamic environment with an industrial collaboration culture
- ☐ Co location with synergetic businesses and service companies
- ☐ Boost and significantly accelerate the innovation process from:
 - idea to product and service
 - > student and researcher to entrepreneur
 - ► lab to market
 - > trough to table
 - > start up to growth company













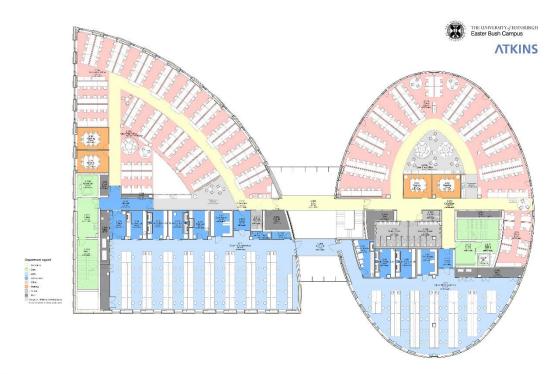






1st and 2nd Floor Plan

41,000 sq. ft. of flexible lab (40%) and office (60%) space available for let















Tenant Value Proposition

□ Largest concentration of animal sciences in Europe
 □ Commercial and collaborative research opportunities
 □ Part of a co-locating, co-creating community at Easter Bush Campus
 □ Follow on space availability for growing companies
 □ Caters for different tenant types and different organisation types
 □ 'All-in' stepped rental accommodation cost:
 ▶ inclusive of services and utilities
 □ Support from Central Services Unit (CSU) on PAYG basis
 □ Business development, acceleration and service opportunities

Campus Hub - for staff, students, public, tenants and visitors



Good transport links











Tenant Types

- □ Established companies; multi nationals; new and existing R&D strategic partners or Roslin/RDSVS/SRUC spin outs, spin ins, start-ups and scale ups categorised into different tenant types of:
- Incubate' company or organisation within its 1st three years of operation and on a short term, 'easy in easy out' occupancy
- ☐ 'Anchor' established company on a longer 5 year fixed term occupancy
- Partner/project' strategic collaborative partnership, joint venture or commercial research programme (non-entity) on either a short, medium or longer term basis
- \square No dominant tenant/tenant types i.e. neither to be occupying > 33% of the 41,000 square feet of lettable space















- ☐ Flexible office and laboratory space
- Open plan accommodation with quick, easy and secure sub-division
- ☐ Equipped to high standard providing bright and airy workstations
- ☐ Full height glazing with countryside views for 380 people (office) & 285 people (lab)
- ☐ Common access to meeting rooms, kitchen areas, showers, changing facilities and toilets plus local amenities
- ☐ Break-out space for collaborative working



INDUSTRY













Open plan and/or glass partitioning









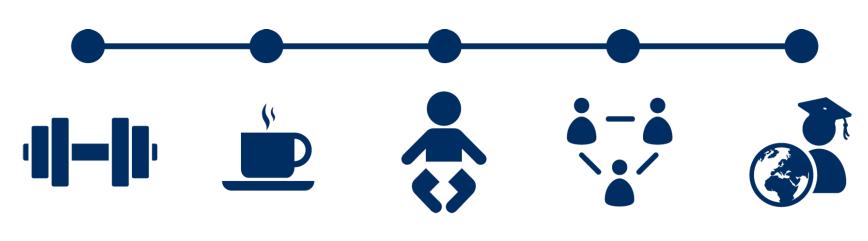








Amenities include gym, shop, cycle changing & showers, Science Outreach Centre for public engagement, contemplation room and on site campus nursery





OUTREACH





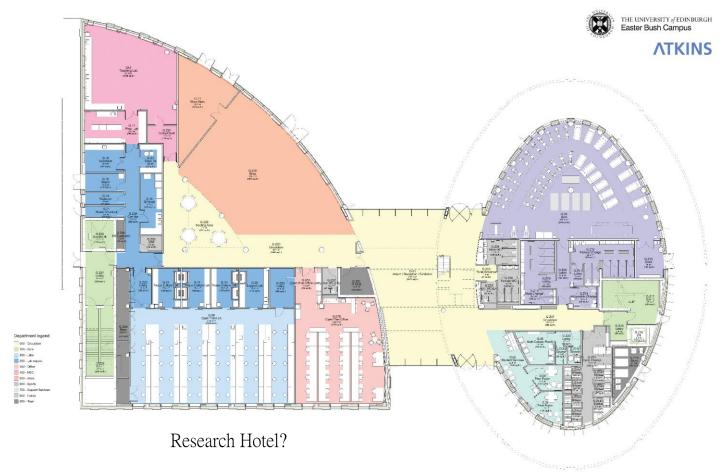








Random Collisions - "Exchange Street"



Ground Floor Plan













'All-in' accommodation cost

- ☐ Competitive and affordable 'all-in' cost
- Easy in, easy out 12 month occupancy agreement (incubate) or 5 year lease (anchor)
- ☐ Stepped rentals, £psf basis and/or 'rent a desk, rent a bench' [POA]
- ☐ Basic utility costs included heat, light, power & water service charges
- Cleaning plus ample car parking included
- ☐ Additional charge for Internet Connection to the University's high speed, high bandwidth JANET data network over dedicated fibre-optic cable via secure and reliable remote servers



SERVICES













Central Support Unit

- ☐ Ready set up laboratory space with a wide range of shared facilities
- ☐ Fully serviced suites in a supported environment and full integration within the wider Campus infrastructure and access to scientific equipment and specialist facilities
- ☐ Secure building with swipe card access system and Bio Security
- ☐ Health & Safety with UofE Biological & Laboratory Safety compliance
- □ Pay As You Go Central Support Unit (CSU) for:
 - > cold room, wash up/autoclave room, specialist waste handling
 - distribution of solutions and glassware to central storage areas
 - ➤ lab consumable service and communal weigh room
 - > freezer management service



SERVICES











Business development and acceleration

Facilitated access to:

- ☐ Heads of the science divisions and academic group leaders
- Edinburgh BioQuarter for academic scientists, clinicians and patients
- ☐ UofE's College of Science and Engineering enabling collaborative development of new drugs, diagnostic tools and medical devices
- ☐ Wide network of business professionals; mentors; NEDs and investors
- Company growth opportunities incl. adjacent brown-field development



SCIENCE





INDUSTRY



SERVICES



SCIENCE





Business services

Facilitated access to:

- Bio imaging/Cell sorting & Flow Cytometry Facility
- Proteomics Facility and Mass Spectrometry service
- Biological Research Facility
- The Centre for Comparative Pathology
- Edinburgh Genomics
- The Wellcome Trust Clinical Care Facility for Large Animals
- The National Avian Research Facility



SCIENCE













Time lapse: Thursday 16th June 2016







INDUSTRY







OUTREACH



Open for business



- ☐ Open August 2017
- ☐ Roslin BioCentre currently full
- 'Pop-up incubator' next door at the Sir Alexander Robertson Building
- Already hosts Greengage Lighting Ltd, recently relocated from London and Kajeka Ltd, the Roslin Institute's latest spin out company
- ☐ Strong evidence of demand with Heat Map of 100+ potential tenants

··· if you think this is a place for your business now or in the future













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