

FINALISTS 2022

SCRIP AWARDS 2022

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Business Development Team of the Year

Scrip's Business Development Team of the Year Award will honor the achievements of business development teams whether they are from a pharma or biotech company or a cross-company team responsible for a specific deal or collaborative project.

Beam Therapeutics' Business Development Team

This team played a large role in a number of significant milestones over the qualifying 12 months across Beam's base editing portfolio, culminating in the first open IND for base editing technology, a next-generation form of CRISPR, for lead candidate BEAM-101. The technology caught Pfizer's eye in January with a four-year research collaboration, done in record time, including a \$300m upfront payment and potentially worth up to \$1.35bn.

Domainex's Business Development and Commercial Team

The team's combined efforts resulted in Domainex's revenues increasing by 24% in 2021 despite the pandemic, a record for the company that exceeded its original revenue target. Growth was purely organic and continues this year. The team signed a significant new contract with NRG Therapeutics, focused on developing small-molecule medicines for the treatment of Parkinson's and motor neuron disease, and also signed a deal with Parkinson's UK.

Healiva's Business Development Team

Healiva is a Swiss biotech, delivering precision medicine to improve patients' quality of life and revolutionizing chronic wound care treatment by offering end-to-end solutions that are personalized and affordable. This team enables Healiva to use a multi-pronged approach to address patient needs by combining enzyme technology, medical devices and cell therapy to deliver tailored solutions for chronic wounds.

Sanofi's Partnering Team

One of this team's greatest achievements was a strategic, risk-sharing collaboration with Blackstone Life Sciences, which will contribute up to €300m to accelerate the development of a subcutaneous formulation of Sarclisa (isatuximab) for multiple myeloma. This collaboration was so unique that executives from other big pharma companies reached out to understand the technicalities behind the deal. The team employs a "hub-and-spoke" model to ensure people working in different functions learn from each other, within a high-accountability environment.

Synaffix's Business Development Team

Synaffix's highly experienced C-suite executives have a successful track record in delivering high-value deals and world-class science in the highly sought-after antibody-drug conjugate (ADC) space. Technology out-licensing is the primary focus of the corporate strategy at Synaffix, leveraging its proprietary platform to deliver best-in-class targeted cancer therapeutics from partner antibodies. The company signed six licensing deals in the qualifying period – with deal values around \$500m-\$1bn – and three ADCs already are in clinical development.

Takeda's Center for External Innovation

This team has ensured that gene therapy has become an important cornerstone of Takeda's R&D ambitions. It has established collaborations securing the best possible technology for each component needed to bring best-in-class gene therapies to patients. In the qualifying period, Takeda signed several licensing agreements with a combined total potential deal value of more than \$9bn, which, combined with its internal research efforts, move gene therapy forwards at the firm.

Winners are announced at the Awards ceremony and dinner on Wednesday 30th November at the Royal Lancaster Hotel, London.