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LSX Inv€\$tival Showcase: What to expect

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Compass Executives are one of the sponsors of the LSX Inv€\$tival Showcase in London on 13th November. Members of the Compass Executives Life Sciences Practice share their thoughts about this important event

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Can you tell us more about this event. Why the curious name?

Geoff Dobson: The LSX Inv€\$tival Showcase is part of Europe's biggest healthcare and life sciences investment week. It provides a really focussed opportunity for Biotech, HealthTech and MedTech companies to network with and pitch to investors and strategic advisors. LSX Inv€\$tival operates in exclusive partnership with global investment bank Jefferies and kicks off the Jefferies week.

How will Compass Executives be involved?

Louise Steer: Several members of the Compass Executives Life Sciences Practice will be present. We will be meeting with investors and C-suite leaders from across the BioTech, HealthTech and MedTech sectors. We are amongst several prestigious sponsors of this event. One of the attractions for us is that the LSX events operate one of the best, highest quality partnering systems that enables us to schedule face-to-face meetings with key stakeholders.



What are the trends and issues that will be on the minds of the attendees?

Andrea Litovszky: The Life Sciences sector is one of the most vibrant and important parts of the economy in the UK, and across different parts of Europe. We have a rich ecosystem of research, development, commercial operations and support businesses. There is no doubt that inflation, supply chain issues and other forms of instability have made for a more cautious investment environment, but patient needs are always evolving. Innovation and research continue to flourish across many therapeutic areas.

Matt Dixon: Yes, I focus on gene and cell therapies. In just one week recently I observed two notable announcements about lay-offs. Yet, in the same week I noted some major PE investments in cell and gene therapy, a pivotal study on a treatment for a protein disorder that can lead to heart failure, and the announcement of a strategic partnership on a retinal disease.

Geoff Dobson: Progress in clinical trials is essential. The UK has seen a notable slowdown in the volume of new trials in recent years. However, many steps are being taken to reverse that. A healthy clinical trials infrastructure and the supply of talent needed at every organisational level to manage clinical trials is central to the mission. Every firm at discovery and pre-clinical stage needs to be thinking ahead.





Are some therapeutic areas more attractive for investors? Where are you seeing most activity?

Andrea Litovszky: Oncology in general and immune oncology specifically remain a major area of focus. However, there is good quality research in many areas, neurology, cardiovascular disease, and more.

Louise Steer: There are also examples of significant progress in areas like women's health and certain rare diseases. However, while orphan disease designation can help for rare diseases, it's hard to justify why some widespread conditions do not attract so much attention.

Geoff Dobson: The therapeutic area and desired patient outcome are central to understanding. However, it's not just about a new drug for a disease. The Life Sciences sector has vibrant activity in Medical Devices and MedTech, Healthcare, Digital Health, Genomics and more.

Matt Dixon: There is constant evolution, and moments of great change. COVID meant that vaccines became extremely important after many years of seeming like a backwater. The pandemic also highlighted that the life sciences sector also needs a healthy supply chain and logistics infrastructure and leadership.



How do businesses best make themselves attractive to investors?

Geoff Dobson: The simple summary is to match world class science with great leadership and the right team, leading to life saving or life enhancing patient outcomes that will generate a commercial outcome. Easy to say of course, and hard to achieve!



How do Compass Executives help?

Geoff Dobson: Helping our clients to build their leadership teams is the obvious starting point. However, the journey from discovery through clinical trials to commercialisation is a long one. We engage with our clients to help them think through what challenges lie ahead, how their teams, talent mix and focus need to evolve as their business progresses.

Commercialisation is not the end of the journey. Organisations are always evolving, and the most successful businesses look for the opportunities from change, rather than simply responding to events. Larger, fully established organisations, service companies and other firms within the life sciences sector need to think about how their business environment is evolving.

Understanding career paths, diversity and inclusion, the engagement and motivation of staff, leadership team impact and effectiveness; all of these people issues need to be on the leadership agenda.



About Compass Executives' Life Sciences Practice

Compass Executives is an award-winning executive search and advisory services business, focussed on the private equity and venture capital communities who support the international life sciences industry.

The Life Sciences Practice partner with organisations in the delivery of business critical leadership and personnel who drive companies forward. The team use curated and established global networks to work across boundaries and disciplines to build outstanding leadership teams for clients in the Pharmaceutical, Biotech, MedTech and Vendor Services sector.



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