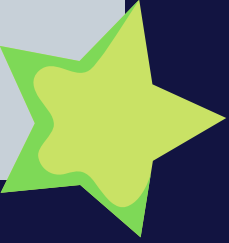


2019 distilled

“Work out if there is a market for what you want to sell and have the courage to just go for it!”

Greg Jackson, CEO & Founder, Octopus Energy, at our first [‘My Entrepreneurial Journey’](#) event



Three E’s of effective leadership: “Nurture and sustain energy. Focus on empathy. Edit effectively to give clarity to what really matters.”

Sophie Devonshire, CEO, The Caffeine Partnership, author of [“Superfast: Lead at Speed”](#) speaking at our event in December. Podcast to come!

“Never rush to share the features, advantages and benefits of your product or service.”

Chris Ginnelly, Sandler Training who ran a [Sales Masterclass](#) for Upstream in February.



[The Fundraising Field Guide](#)

Carlos Eduardo Espinal, Managing Director, Seedcamp, featured in the launch of Upstream’s ‘Money Talks’ series in February which was hugely insightful. His guide is seen as the fundraising bible so please consider donating to one of his nominated charities (details in link).

“We can regulate gene expression in disease but how do we get the therapy into the right cell in the body? That’s what we’re working on, a targeting molecule.”

Anna Perdrix Rosell, Co-founder, Sixfold Bioscience, who blew our minds talking drug delivery at the launch of our [Deep Tech Network event](#).



Niall Dunne, CEO, Polymateria

Spoke at our [Deep Tech Network event](#) about what Polymateria is doing to “solve the global fugitive plastic problem.” We were even able to see one of their new fully degradable plastic cups!

(Insert impressed oo’s and ahh’s)

“Culture and community doesn’t happen by accident, you’ve got to work on it - and the thing about Prema and Upstream is that they’re bringing us together and creating a positive cycle.”

Grace Boswood, COO, BBC Design & Engineering speaking at our [Future Of Tech](#) talk & social at London Tech Week.



“You need to be thinking about how you are creating a pipeline of talent in your business. Open your doors to people who would not otherwise see you.”

Emmanuel Ayoola, Director, Generating Genius who spoke at our Deep Tech Network event and starred on our [podcast](#) sharing how GG helps under-represented students into STEM.

“Turns out the history of our solar system contains enough drama to rival Line of Duty.”

Andrew Cohen's favourite line in the reviews for his brilliant series '[The Planets](#)'. Andrew is Head of BBC Studios Science Unit and spoke at the launch of Upstream's Deep Tech Network.



“The ‘outer puzzle piece’ border is like the material that we use. We add chemicals to that material so it has the capacity to capture substances that are harmful in the environment”

Michelle (Mimi) Moyo, Engineer at Puraffinity starring in our [podcast](#) talking about Puraffinity's work engineering targeted materials to remove micro-pollutants from water sources.

“If you walk around Imperial today, it’s a completely different university in terms of their support for student entrepreneurship.”

Graham Hewson, Head of Incubation, Imperial College London, starring in our [podcast](#) focused on the Imperial White City Incubator and how it supports startups and Imperial spin-outs to grow.



[Shola Karachi Kitchen, White City](#)

Our favourite eatery of 2019 - thanks for the comfort and warmth we gained from your exquisitely spiced black lentils and dal. You fuelled team Upstream throughout 2019!