

## How UKTI Can Help Your Business

### UKTI Life Science Investment Organisation (LSIO)

UKTI has established a dedicated unit focused on UK life science, the Life Science Investment Organisation (LSIO) is your partner acting as a simple interface to the UK life science sector. The LSIO is your guide to identifying research, development and delivery partners and will support you through every step of investing in and working in the UK. Dr Mark Treherne, CEO of the UKTI LSIO and his team work closely with you to understand your needs and requirements, partnering you with the right people in the UK.

#### For further information please contact UK Trade & Investment at

enquiries@ukti-invest.com or visit us at:  
[www.ukti.gov.uk/lifesciences](http://www.ukti.gov.uk/lifesciences)



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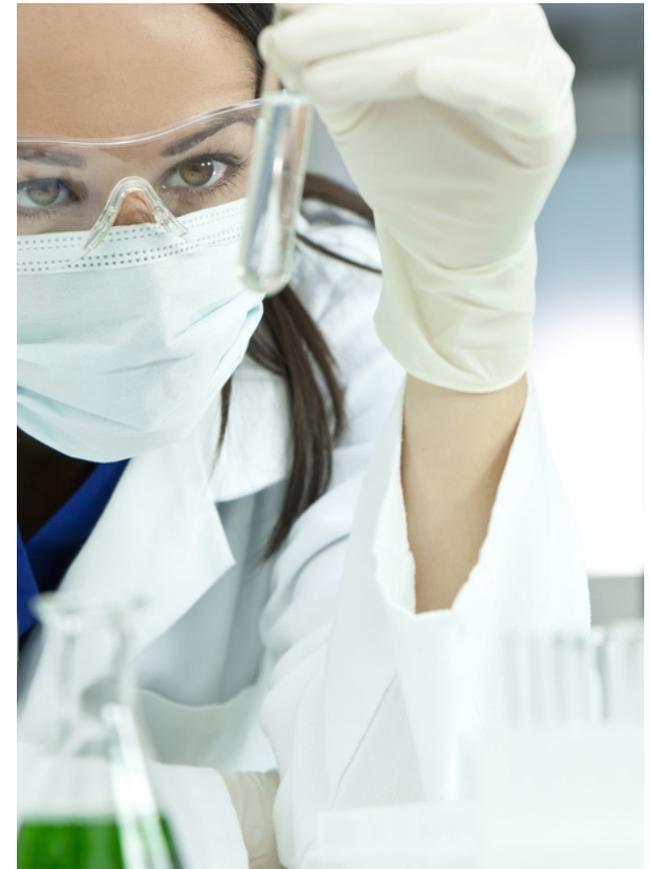
UK Trade & Investment is the Government Department that helps UK-based companies succeed in the global economy. We also help overseas companies bring their high-quality investment to the UK's dynamic economy acknowledged as Europe's best place from which to succeed in global business. UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

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## Unlock your Global Business Potential: Stratified Medicine

UKTI Life Science Investment Organisation

[www.ukti.gov.uk/lifesciences](http://www.ukti.gov.uk/lifesciences)

# Unlock Your Global Business Potential

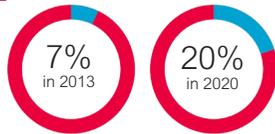
Advances in knowledge of the underlying mechanisms of disease as well as ways to predict and measure drug response are paving the way for more tailored treatments for patients.

The UK Government is committed to creating a supportive business environment for life sciences in the UK, and for the advancement of stratified medicine.

The UK offers a fully-integrated and collaborative life sciences and healthcare ecosystem supported by long-term government commitment.

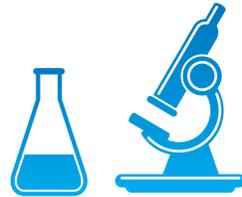
The UK has a strong track record in helping your business achieve research, development, commercial and export success.

Today: 7% of industry R&D budget is spent on the integration of genomics research (\$6 billion) into R&D.



(Source: PriceWaterhouseCooper)

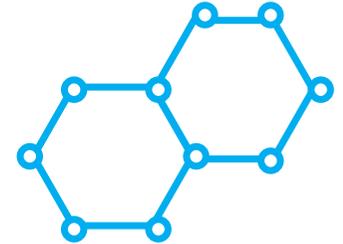
By 2020: 20% of industry R&D budget will be spent on genomics research to discover and develop new tailored drugs.



Commitment to being a global leader in stratified medicine.

**£100 million** to pump-prime whole genome sequencing of up to 100,000 UK patients

**£130 million** to support R&D and commercialisation of Stratified Medicine

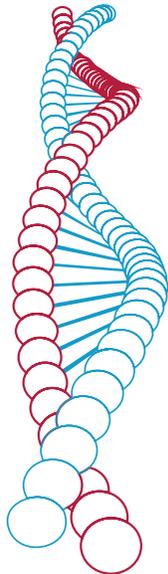


## Market Opportunity

## Ease of Doing Business

## Rich Diverse Ecosystem

## Market Success



As a result, a **\$20 billion** market for biomarkers used in drug development has developed. (Source: BCC Research 2010)

In this sector, Stratified medicine approaches to oncology are some of the most advanced:

**\$40 billion** global market and growing for oncology products with a companion diagnostic is now emerging.

In addition, a **\$1 billion market** for biomarkers for cancer drug discovery and clinical trials is showing strong growth. (Source: BCC Research 2010)

What the UK can offer your business:

- World-class research and expertise – The Medical Research Council, Wellcome Trust, and Cancer Research UK combined spend close to

**£2 billion** a year on research institutes and activities – making them a key research partner and a major consumer of research tools, platform technologies, and informatics solutions.

- 60+ million people and a national health system backing research studies and development with data and translational infrastructure.

Value chain – more than **167,000** employed in the life sector, 4,500 companies, generating a turnover of over **£50 billion**. Support for your business in everything from research services to enabling technologies to clinical development to manufacturing.

Commercial opportunities

- A test-bed for your product or service
- Global excellence in health technology assessment and health economics
- Innovation in business and regulatory models

### Incentives for innovation

**10%** Patent Box reduces corporation tax on profits from UK Patents.

**Up to 27p back per £1** spent with the R&D tax credits.

**£180 million** Biomedical Catalyst to fund translation and commercialisation of up to 90 life sciences projects.

Funding you can access for Stratified R&D once in the UK.

**£60 million** to fund industry-led stratified medicine projects in the UK through the Technology Strategy Board.

**£60 million** from the Medical Research Council to fund non-oncology applications of stratified medicine.

The Stratified Medicine Innovation Platform has been established to accelerate the rate of development and uptake of stratified medicines in the UK. Seven partner organisations are investing around **£200 million** over 5 years. The partners include:

- Technology Strategy Board
- Medical Research Council
- Department of Health England
- Scottish Executive Health Directorate
- Cancer Research UK
- Arthritis Research UK
- National Institute for Health and Clinical Excellence (NICE)

The impact of this initiative will include:

- Improvement in patient outcomes
- More efficient healthcare provision
- Accelerated development of new diagnostics, medicines and treatment pathways

### World-class research and expertise

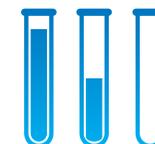
- World-renowned expertise in cell and molecular biology, genetics, drug discovery, imaging and other enabling technologies funded by the Medical Research Council and the Wellcome Trust.
- Cancer Research UK funds five key research institutes.

### Smarter, better, faster clinical trials

- £500 million** spent annually on infrastructure to support experimental medicine and clinical trials in the NHS in England.
- In oncology: dedicated networks include 18 Experimental Cancer Medicine Centres and 32 National Cancer Research Networks supporting 600 open studies.

### Data and infrastructure

- The new Clinical Practice Research Datalink, already being used by industry, is maximising the way anonymised NHS clinical data can be linked to support research, clinical trial feasibility and protocol optimisation.
- UK Biobank is a unique resource of data and samples linked to health records from 500,000 participants. This powerful dataset is being used by researchers in academia and industry anywhere in the world to serve health related research in the public interest.
- The NIHR BioResource is being scaled into a national cohort of healthy volunteers and patients willing to provide clinical information and samples that enable recall to studies by genotype and phenotype.



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### Predicting patient response to therapy:

Abiraterone, initially designed and developed at the Institute of Cancer Research (ICR) and The Royal Marsden Hospital, was approved for men with castration-resistant prostate cancer in 2011, and is now marketed by Johnson & Johnson as ZYTIGA®. Unfortunately not all men respond to abiraterone. ICR scientists have developed a test for a gene that predicts which patients are most likely to respond to abiraterone.

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### Initiating smarter and faster clinical research:

The Trials Acceleration Programme (TAP) led by Leukaemia & Lymphoma Research gives haematological oncology patients accelerated and wider access to early stage trials. Working within the existing NIHR Cancer Clinical Research Network, TAP's dedicated centralised management at the University of Birmingham minimises the 'red tape' to establish trials and deliver accelerated results via disseminated patient recruitment across 13 UK centres. Early results from Novartis Pharmaceuticals UK Ltd show a 50 per cent reduction in set-up time and significant reduction in costs per patient. In its initial year of operation, TAP has ratified nine new trials in the UK including collaborations with eight pharmaceutical companies.

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### Approval of stratified therapies by NICE:

Roche's targeted cancer drug vemurafenib was recently recommended by NICE as a treatment for metastatic melanoma. The drug has a clear effect in a well-defined patient population. Roche is also currently working with Cancer Research UK to run a further clinical trial of vemurafenib in other indications, selecting patients for the trial based on a specific mutation in the BRAF gene. The trial is linked to the Cancer Research UK Stratified Medicine Programme, which is testing tumour samples from 9,000 UK.

