



# Life Sciences - The UK Advantage

*In the UK, partners work together to support a research and innovation culture that spans sectors and geographies, and supports the creation of a fully integrated life science and healthcare ecosystem that places the patient at the heart of the system. The UK provides the advantage on a global perspective in the following key areas:*

## **Dementia**

An estimated 35 million people globally are living with dementia and this figure is set to double by 2030. With world-class research on disease mechanisms and early diagnosis, as well as specialist clinical networks to support translation and access to patients, the UK offer is compelling.

## **Digital Health and Care**

The global digital health and care market is expanding rapidly and the UK will continue to dominate the EU telehealth market with the largest market revenue in Europe. The UK is a world-leader in open data and the global market for Big Data is expected to soar to £30 billion by 2015. Research partnerships are growing across the UK.

## **Experimental Medicine and Clinical Trials**

The UK offers a fast, cost-effective and high quality location for experimental medicine and clinical research. This is supported by translational research expertise, unrivalled access to data and leading research facilities. Clinical Research Networks are embedded in the NHS supporting the delivery of multicentre clinical studies with more than 3 million patients recruited over the last 6 years.

## **Medical Technology**

There are now over 3,000 UK based MedTech companies employing over 71,000 individuals. With a thriving ecosystem of researchers, scientists, engineers, designers and NHS clinicians, coupled with a proven route to market for innovative technologies, the UK offer in this space is competitive.

## **Medicines Manufacturing**

Tomorrow's medicines will demand an ever closer integration of development science and technology with manufacturing. The UK is the place to make them. The UK has a long track record of cost-effective and compliant medicines manufacturing from leading global companies and has specialised national networks run by Innovate UK in High Value Manufacturing (including centres of excellence in process innovation, biologics, and formulation), Cell Therapy, Digital Economy, and Precision Medicine. Operating as a consortium of centres they make world-leading technical capability available to businesses, and facilitate process development, prototyping, and scale-up.

## **Regenerative Medicine and Stem Cells**

Regenerative medicine is one of the most exciting and promising areas of science and UK scientists have been involved since the outset. Europe has the second largest regenerative medicine ecosystem in the world with 400+ companies related to regenerative medicine. Nearly one in three of SMEs active in Europe's Advanced Therapy Medicinal Product (ATMP) market are based in the UK.

## **Stratified Medicine**

Globally, there is a growing demand for stratified medicines and companion diagnostics. With first class research and expertise, world leading data & translational infrastructure and an established value chain, the UK has a great deal to offer in this space.

## **Case Study**

UKTI LSO has provided key support to Elekta for their £45m investment expansion of their current operations in the UK. Elekta, a world-leading manufacturer of treatment solutions for cancer and brain disorders has their existing site in Crawley, where the world's first commercially-produced linear accelerator (linac) was invented and the current version is produced. Elekta has now begun work on their new Cornerstone facility next to this site where they will house their multi-million pound radiotherapy centre of excellence, scheduled to open in 2017. It will become a local, regional and global community resource, hosting events and workshops for students and experts alike. The campus will celebrate radiotherapy excellence, inspire healthcare engineering ingenuity and maintain the momentum of British innovation.

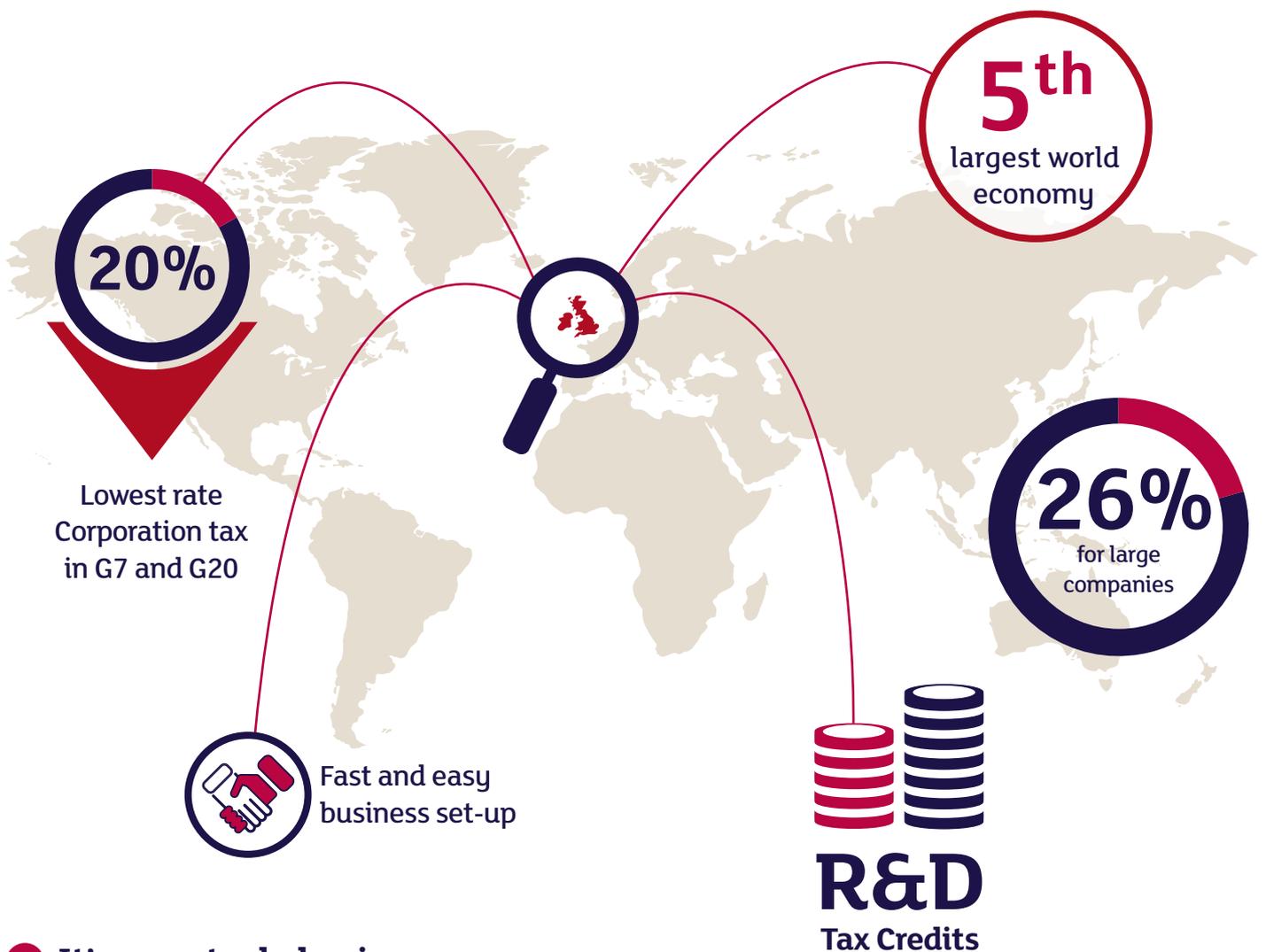
## **Case Study**

UKTI LSO has introduced US mechanical equipment specialist Remetronix to new customers in the UK, bringing in initially over £100,000 in new business and enabling the company to open two new offices. Remetronix installs high tech equipment such as MRI, CT and PET scanners. In 2013 LSO connected Remetronix to the NHS Supply Chain which provides the NHS with procurement, logistics, e-Commerce, and customer and supplier support services. Having won crucial contracts this business relationship continues and now Remetronix plans to further develop its disaster recovery unit in the UK with LSO's guidance.



# UK Life Sciences - Top 5 Reasons to do Business

The UK has one of the most vibrant and productive life science sectors in the world. With nearly 5,000 companies, a proven track record of scientific achievement, and strong government commitment, the UK leads Europe in life science financing and is the number one choice for European HQs.



## 1 It's easy to do business

- **5<sup>th</sup>** largest world economy
- Leading European destination for VC and international HQs with **43%** of companies choosing to locate their EHQs in the UK
- Fast and easy business set-up
- Sensible regulation and labour law
- Corporation tax at **20%**...lowest rate in G7 and G20
- The Patent Box: A lower corporation tax of **10%** on qualifying profits
- R&D Tax Credits: up to **46%** back on spending for SME's and up to **26%** for large companies
- National and local funding for business growth and R&D.



## 2 World-class talent and 'human capital'

- A powerhouse with leading academic institutions
- 4 of the world's top 10 universities for clinical and health sciences
- 78 Nobel Prizes for contributions to biomedical science
- A highly skilled and flexible workforce of more than 180,000 people
- Research Councils invest £3bn (US\$4.6bn) in research each year
- Research Charities fund over £1bn (US\$1.5bn) of health research each year.

## 3 Networked for success

- The UK Government's two major initiatives, the 10 year Strategy for Life Sciences and Innovation Health and Wealth - creating an environment of collaboration
- A Life Sciences Minister and a dedicated Office for Life Sciences
- UKTI Life Sciences Organisation (LSO) to help you invest in, and expand from, the UK
- Catapults - specialised national networks - in areas such as Precision Medicine, Cell Therapy and High Value Manufacturing
- 15 Academic Health Science Networks (AHSNs) in England, with streamlined NHS entry points for Scotland, Northern Ireland and Wales
- Research funders and charities committed to partnering with industry
- Full range of R&D, service and supply chain partners.

## 4 Infrastructure platform worth billions

- National health research infrastructure funded at more than £1bn (US\$1.5bn) per year
- Clinical research network
- 35 first global patients last year in commercial contract studies
- More than 3 million patients recruited over the last 6 years
- 500% increase in industry-sponsored trials in last 5 years
- Unparalleled data - 100,000 Genomes Project - leading the world in whole genome sequencing and enabling genomic medicine
- UK Biobank with 500,000 participants
- Home to globally-respected regulators - MHRA and EMA
- A fast and supportive system for CE Marking
- Home to NICE - the world leader in health technology assessment.

## 5 The NHS as your platform for global success

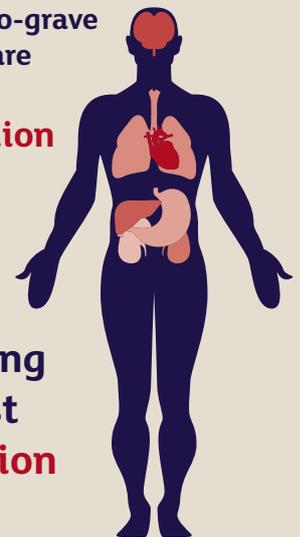
- The world's largest healthcare system - the National Health Service (NHS)
- Free at point of use
- Cradle-to-grave healthcare for over 60 million people
- Treating almost 1 million daily
- Collecting real world data to improve care and fuel research
- Build a world-class and globally portable evidence base.

The UK offers a healthcare ecosystem to enable partnering between industry, NHS, and the research base placing the patient at the heart of the system.

 4 of the world's top 10 universities

500%   
increase in industry-sponsored trials in last 5 years

Cradle-to-grave healthcare for over 60 million people



Treating almost 1 million daily



## Linking you to UK Life Sciences - [www.lifesciences.ukti.gov.uk](http://www.lifesciences.ukti.gov.uk)

A UK Life Sciences website has been launched to provide a single access point to the UK Life Sciences landscape. It provides an online platform to allow UK and international companies, associations, academia and R&D organisations to connect.

One of the key features of the site is access to a database of over 4,500 UK life science companies that are developing, producing and marketing products and services in the pharmaceutical, medical technology and medical biotechnology markets. You can gain access to company information by sector, specialism, business activity and location and connect to the UK landscape.

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

## Global access

UKTI's Life Sciences Organisation (LSO) can help you work with and establish new connections in the UK. Our combined network of government and private-sector specialists in the UK and in our British Embassies and Consulates in Europe and throughout the world offer practical advice and free and confidential support in connecting businesses to:

- Access to government incentives, tax breaks, regulatory and business planning issues
- Site and property search assistance and information on staff recruitment
- Key contacts and links with centres of excellence and leading organisations
- Relationship management and aftercare through on-going support

Once established in the UK, we can help companies take advantage of new business opportunities and branch out to new locations, both in the UK and overseas. The UK's excellent reputation in research, clinical development, health regulation, and health economics combined with UKTI's own global connectivity mean that the UK can help businesses maximise the export potential of their health technologies, products or services.

[www.gov.uk/ukti/iso](http://www.gov.uk/ukti/iso) | [Twitter: @UKTI\\_LSO](https://twitter.com/UKTI_LSO) | [Email: lifescience@ukti.gsi.gov.uk](mailto:lifescience@ukti.gsi.gov.uk)

### Case Study

UKTI LSO was a key partner helping Pfizer to establish their London-based Genetic Medicine Institute and the Pfizer Rare Disease Consortium. The consortium is a novel and innovative framework agreement between Pfizer and over 18 UK universities, which enables collaboration in the area of rare diseases with the overarching intent to develop new therapies for these currently poorly served patient groups. UKTI LSO worked with ministers and Pfizer's senior leadership in the UK and USA to secure high-level support for the investment. Practical help was also provided to identify suitable laboratory space for Pfizer's Genetic Medicine Institute at the London Bioscience Innovation Centre, and in the high profile launch of the Pfizer Rare Disease Consortium in September 2014, accessing a suitable venue and identifying high level delegates and speakers.

### Investing in the UK

LSO delivers on key investment projects and targets and focuses on bringing value adding investment to the UK and enhancing Export Orientated FDI. There has been a consistent increase in inward investment over the past three years with £3.7bn investment and over 11,000 new jobs recorded.

#### Key results for 2014/15:

- UK confirmed as the #1 destination for FDI in Europe
- LSO and our partners helped more than 180 businesses invest in the UK, creating more than 5,500 new jobs and more than £2.2bn in new investment
- 20% of projects linked to European, international or global headquarters functions
- 25% of projects linked to manufacturing
- Nearly 50% of projects involved R&D

### Case Study

UKTI LSO worked with Tokyo Electron and the Local Enterprise Partnership to establish an open innovation centre for Smart Cell Processing Technologies, based at the Stevenage Bioscience Catalyst. The new centre will enable the company to work with ecosystem partners from academia and industry to develop standardised technologies for cell culture and inspection. Tokyo Electron has unique experience in automation and quality management frameworks from decades of innovation and development in the semiconductor industry, so is well placed to lead on the transfer of these techniques into life sciences. The LSO team now looks forward to supporting Tokyo Electron's international plans, leveraging their base in Stevenage.



## UK Trade & Investment

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.