



UK Trade & Investment

***SUPPORT FOR COMPANIES IN THE
HEALTHCARE SECTOR***

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February 2016

UK Trade & Investment (UKTI) is the Government Department that helps UK-based companies succeed globally and assists overseas companies to bring investment to the UK.

The UK Government's ambitions



Reach £1 trillion
in exports by 2020



Get 100,000 more companies
exporting by 2020



Double the UK's stock of
foreign investment by 2020



Maintain the UK's position as
the most favoured location for
inward investment in the EU



Become the number one
location in Europe for investment
from high growth markets

UKTI's global presence

UKTI's internationally-based experts help UK businesses access new markets and assist foreign companies in bringing their investments to the UK



We operate in over 100 markets throughout the world



We have 400 International Trade Advisers and support staff based in the regions



We have more than 1,200 staff based overseas



We have 40 offices located throughout the UK



UKTI's mission

1. Support UK companies to grow their business through international trade;
2. connect UK business to the world's top commercial opportunities;
3. attract high quality inward investment to the UK; and
4. establish whole-of-government relationships with major wealth creators to increase exports and investment.





Inward Investment – UKTI's role

For potential investors, knowing where to locate their international business is often a long and involved process. UKTI:

- knows the UK's strengths and where investment opportunities exist, in a diverse range of sectors, activities and locations;
- helps businesses de-risk investment decisions through the provision of expert and objective information and advice;
- supports businesses coming to the UK to get up and running with speed and confidence;
- continues working with investors once they have set up in the UK.





UK Trade & Investment

Government commitment to the Life Sciences and Healthcare

“In December 2011 I made a firm commitment to re-establish the UK's global leadership in the life science sector, announcing the Government's ten-year Strategy for UK Life Sciences.”

“By more closely integrating the UK's unique strengths, I believe that we can improve healthcare for patients, attract new investment to the UK, and create new jobs and business opportunities in an increasingly competitive and international industry.”

The Strategy makes the most of the UK's core strengths:

- Basic science in universities
- Translational and clinical research excellence
- Industry and supply chain
- The National Health Service (NHS)

Life Science Strategy and Innovation Health and Wealth are the UK government's response to a global sector under pressure



**David
Cameron
Prime Minister**





The UK life science and healthcare opportunity: Globally Competitive

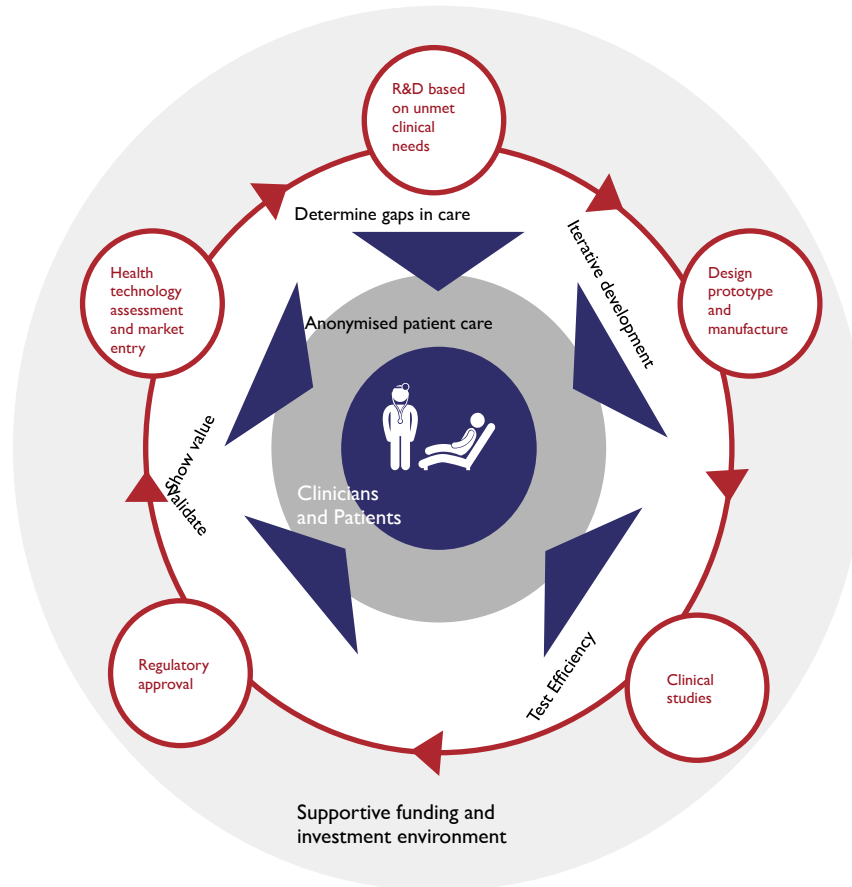
The UK is committed to building an integrated health economy and offers a powerful combination of:

1. **World-class** science, universities, facilities, and principal investigators
2. **Established** industrial R&D, manufacturing and supply chain
3. **Translational research** infrastructure and **clinical networks** supported by KOLs
4. **Quality, efficient** R&D and product validation
5. **A firm commitment** to partner with industry
6. **A National Health Service** with more than 60 million patients
7. **Unrivalled**, clinically-coded health **data and bioresources**
8. **Globally renowned** research charities
9. **A supportive business environment and incentives** for R&D and business growth
10. **A platform for global growth** – with excellent connectivity to the rest of the world



The UK medical technology opportunity

The UK offers your medical technology business:



- A nationalised health service providing unrivalled access to a single healthcare market of over 60 million people
- World-class resources, academic institutions and research to prove concepts for innovative medical technology
- Manufacturing capabilities to design, prototype and engineer medical technologies
- A national clinical research infrastructure to translate research, access patients and validate and design, utility and effectiveness of your medical technology
- A fast and supportive regulatory system for CE Marking
- Health economic assessment to build evidence towards early adoption and market entry
- Access to anonymised patient data
- Access to government incentives and tax breaks
- A supportive investment environment for your business' growth
- Support available from UK Trade & Investment (UKTI) to help launch your business into the UK and then into international territories.



UK Trade & Investment



UKTI SERVICES FOR HEALTHCARE

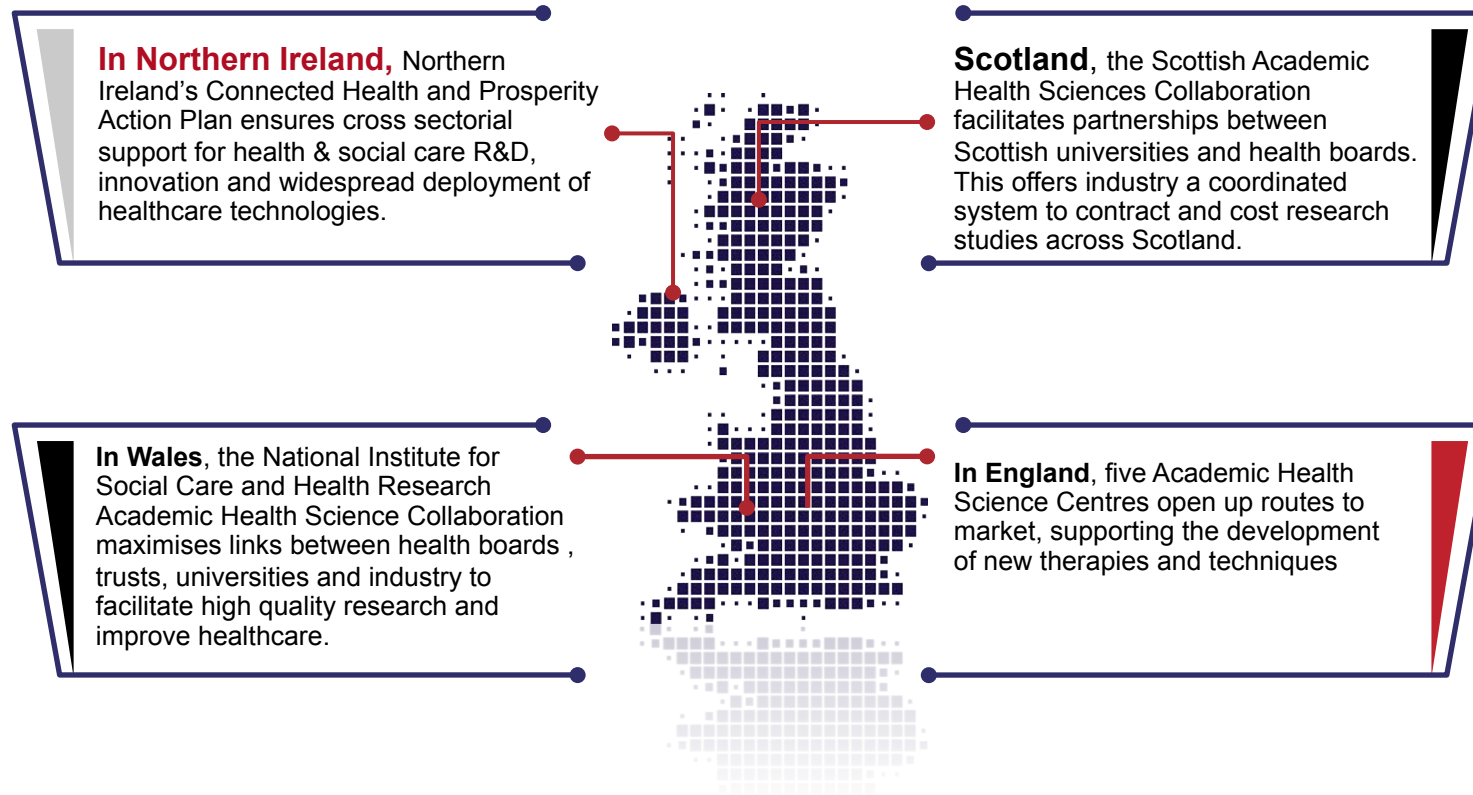
Delivered through:

- Life Science Organisation
- Healthcare UK
- Office for Life Sciences



Building a Collaborative Research Ecosystem: Active Partnership

•The UK actively encourages research partnerships between academia, industry, and the NHS:





Why invest in the UK?



A gateway to the world
Invest in the UK as the springboard for exporting and global growth



Centre for global trading
Invest in the UK as the number one location for European headquarters and holding companies



Magnet for talent Invest in the UK to access global talent and high-level skills



Hub of innovation Invest in the UK to bring innovative products and services to global markets



Talent

The UK ranks first among the powerhouse economies for growing, retaining and attracting talent



The UK has the highest proportion of adults with tertiary education in Western Europe



The UK is home to four of the top six best universities in the world



More employed people moved to the UK in 2012 and 2013 than any other EU Member state



The UK has 250,000 active researchers working in either higher education or business



Half of Europe's graduates willing to relocate to find work would choose the UK



5.8 million people work in science-based roles, one in five of the labour force



Competitiveness and tax

A low tax burden, together with flexible, competitive rules and generous tax reliefs make the UK a great location for international businesses

Lowest tax in 2015

Corporation tax rate of 20 per cent in 2015 is the lowest in the G7 and joint lowest in the G20

Business-friendly tax

A tax system rated as the most business-friendly of the world's major economies

Generous tax reductions

Generous tax reductions available for research and development and commercialisation

Lowest employer social security

Lowest employer social security contributions among the EU's five largest economies

Flexible pension system

New private pension system that is simple and flexible for employers and employees alike



Innovation

The UK's innovation ecosystem ensures that cutting edge ideas are transformed into commercial success



The highest rated major economy in the Global Innovation Index



Collaboration between universities and business rated as the most effective among Europe's major economies



Over half of business R&D expenditure in the UK is by foreign-owned business



Ranked ahead of all of our major competitors for the quality and security of our IP system



UK Science: A Rich Heritage, Vibrant Research Base, and Investments for the Future

The UK has a rich heritage of life science discovery that has transformed scientific knowledge and continues to unlock clinical and commercial opportunities



PAST

77 Nobel Prizes and counting for contributions to biomedical science: from the building blocks of the new genomic age to the secrets of cells, to the physics that underpin magnetic resonance imaging (MRI)

PRESENT

World-class science + protected science budget
Major research funding from the Medical Research Council and research charities like the Wellcome Trust and Cancer Research UK

FUTURE

In 2012, significant investment were made in next-gen science including genomics, synthetic biology, bioinformatics, and stem cells and regenerative medicine
Support from the Innovate UK and the Biomedical Catalyst to translate science into new products and services



UKTI investment services

Our tailored service supports you with every aspect of starting and expanding a business

Accessing market opportunities

We can help you assess and quantify market opportunities in the UK through our skilled teams

Relationship building

We can introduce you to the people who can take your business forward

Setting up in the UK

We can help you to register your company

Finding/expanding your UK base

We can help you to identify the right location for your business



UKTI investment services

Our tailored service supports you with every aspect of starting and expanding a business

Tax support

Our tax specialists can advise on the various incentives and allowances on offer

Visa applications

We offer practical support throughout the application process

Recruiting skilled staff

We can advise on the most effective recruitment routes and government programmes and funding to support training

Accessing finance

We will guide you through the many options for raising finance in the UK



UKTI exporting services

Whether just starting out, or experienced in exporting, UKTI's services can help make doing business overseas as easy as possible

Passport to Export

Provides new and inexperienced exporters with the tools to succeed overseas

Export Communications Review

Assesses the way companies communicate with overseas customers

Market Visits and Trade Missions

Helps UK companies visit the markets they're interested in

Tradeshaw Access Programme

Grant support for eligible businesses to attend overseas exhibitions



UKTI exporting services

Whether just starting out, or experienced in exporting, UKTI's services can help make doing business overseas as easy as possible

Events and Seminars

UK-wide business/networking opportunities

Overseas Business Risk

Key information to help companies manage the risks of doing business overseas

Gateway to Global Growth

Strategic advice and support to experienced exporters

Overseas Market Introduction Services

Access to tailored market and industry information

Export Marketing Research Scheme

Support, advice and funding to eligible companies researching potential markets



Support for small businesses

Small businesses are the bedrock of economic growth, making up 99.2% of businesses in the UK and employing 11.4 million people; to support small businesses, Government is providing



Up to 100 percent tax relief over 5 years if you invest in new products and services



Up to £3,000 to connect your business to super-fast broadband



International trade advisers at UKTI to help you reach customers overseas



Employment Allowance, which gives smaller employers £2,000 off their national insurance contributions.



UKTI IS HERE TO HELP

Here to support UK plc to:

- Attract inward investment
- Encourage trade

Our services are free and confidential



Thank you – any questions?

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