

# UK TRADE & INVESTMENT (UKTI)



# International Trade (Life Sciences)

Presented by Ajay Desai

**International Trade Advisor**

**UKTI - Coventry & Warwickshire**

**Chamber of Commerce**

UK is the 11<sup>th</sup> largest  
exporter of goods and the  
2<sup>nd</sup> largest exporter of  
services in the world

# DELIVERING FOR THE UK ECONOMY



UK Trade & Investment is the government organisation that helps UK based companies to succeed in international markets and supports overseas companies bringing high quality investment to the UK

# UKTI Resources

- budget: £310M
- A presence in 160 locations across 96 markets...  
(representing 98% of global GDP)
- 2,400 staff, of which:
  - 1,400 overseas
  - 1,000 in the UK

# UKTI network



# HOW WE SUPPORT BUSINESS





# In an ideal world....



# How UKTI can help!

- Individual company review of readiness for international business
- Access to an experienced International Trade Adviser
- Access to our “unique” overseas network
- Support for companies to attend new exhibitions overseas (TAP)
- Organisation of inward missions to bring overseas buyers to the UK

# How UKTI can help!

- Trade missions and exploratory visits to new markets (MVS Grant)
- Introductions to major buyers and Government contacts from overseas
- Free direct and matched trade alerts for business opportunities from the UKTI website
- Provision of bespoke chargeable market research services (OMIS)
- Access to programme of trade forum events
- Access to sector, market and other specialists



# UKTI Products to remember

# Overseas Market Introduction service (OMIS)

- The Overseas Market Introduction service (OMIS) is a chargeable service aimed at helping UK companies to successfully enter a new market
- Tailored research and in-market support
- Helping businesses prepare for a successful market visit, find contacts, agents, distributors etc.
- Press release service or Product launch

# Export Marketing Research Scheme (EMRS)

- Provides financial support and advice to UK companies on export market research.
- One to one free professional advice on any aspect of planning and carrying out a research project

# Passport to Export

## ■ Passport to Export

- Structured support aimed at helping new or less experienced exporters take their first step into international trade.
- Help in developing an export plan.

# Gateway to Global Growth

- Gateway to Global Growth
  - Aimed at assisting more experienced exporters (2-10 years experience) who want to develop international trade further.
  - Help in developing an export plan.



# Export Communications Review

- A specially trained professional consultant provides an impartial objective assessment of your systems for handling foreign languages and cultures
- The consultant makes practical recommendations to improve your communication strategies

- Grant assistance to SME's seeking to enter overseas markets by taking part in trade fairs.
- £1,250 - £2,500.

# Market Visit Support

- Visit support that provides assistance to new and inexperienced SME's visiting overseas markets as part of an organised group funded via UKTI regionally.
- Sector focused missions available and organised by trade associations

## Life Sciences

### Australian software company iCareHealth expands into the UK

iCareHealth was set up in Australia in 2002 to help organise the many aspects of social and domiciliary care and cut down on the amount of time carers spend doing paperwork.

[Full Article](#)



10  results per page  or [show all results](#)

Sort by:

### 05.06.13 [Healthy overseas sales for potentially life-saving diabetes product](#)

A groundbreaking UK health product, Timesulin, is benefitting people living with diabetes in more than 45 countries, with help from UKTI.

### More on Life Sciences

> [Sector briefings](#)

> [Success stories](#)

> [Feature articles](#)

> [Publications](#)

> [Innovations](#)

> [Biotechnology & Pharmaceuticals](#)

> [Healthcare & Medical](#)

# LIFE SCIENCE OPPORTUNITIES

- **15/07/2013** India - Webinar: Opportunities in Regenerative Medicine in India
- A webinar to assist UK companies considering entering the Indian regenerative medicine market with opportunities for collaboration.
- **16/07/2013** India - Webinar: Transforming IT in the Healthcare Technology Industry (Multi-Sector)
- The Indian healthcare market is currently estimated at £47 billion, growing at 12% annually and its e-healthcare industry is expected to grow to 400m by 2017. This creates significant opportunities for British companies.
- **24/07/2013** Chile – ExpoHospital 2013 (life Sciences)
- Chile has a portfolio of 11 new hospitals worth USD 1.2 billion. We are calling all UK companies involved in this growing sector to participate of the 3rd version of this international exhibition.

- **28/08/2013** Turkey – FDI Annual World Dental Congress (Healthcare & Medical)
- An event for suppliers to the dental sector. TAP support is available for this event.
- **06/09/2013** Turkmenistan – Main directions of improvement of veterinary services in Turkmenistan
- Export opportunity for British companies working in the veterinary sector. The International Scientific Conference “Main directions of improvement of veterinary services” will be organised in Ashgabat, Turkmenistan on 6-7 September 2013.
- **09/09/2013** Denmark - UK-Denmark Connected Health Forum
- A valuable and cost-effective business development, branding and partnering platform providing benefits for organisations looking to explore opportunities in the active Danish telehealth and telecare market.

- **11/09/2013** Sweden - Business development tour (Biotechnology & Pharmaceuticals)
- Want to develop your business in Sweden? Join UKTI Sweden's business development tour for Contract Research Organisations (CROs) involved in the life sciences sector.
- **17/09/2013** Tech Tour 2013: Opportunity to meet international investors and companies
- Opportunity for high-growth privately held companies in UK and Ireland to meet key European, US and Asian investors and professionals who can assist in their global expansion.

- **23/09/2013** USA – Advamed (Healthcare & Medical)
  - An event for businesses in the medical devices, diagnostic products and health information systems sectors. TAP support is available for this event.
- **24/09/2013** Brazil – ANALITICA LATIN AMERICA (Healthcare & Medical)
  - An event for the laboratory supply sector. TAP support is available for this event.
- **25/09/2013** Germany – Rehacare (Healthcare & Medical)
  - An event for suppliers to the health industry. TAP support is available for this event.




- **04/11/2013** Austria – Bio-Europe 2013 (Biotechnology & Pharmaceuticals)
- An event for biotechnology and partnering. TAP support is available for this event.
- **19/11/2013** Germany – Market visit to MEDICA trade fair in Dusseldorf (Healthcare & Medical)
- UKTI is leading a visit to the world's No.1 medical trade fair, MEDICA in Dusseldorf in November 2013.
- **03/12/2013** UK - 10th Annual bioProcess UK Conference (Life Sciences)
- Two day biopharmaceutical innovation conference occurring on the 3rd and 4th December 2013 at BMA House in London.

- **09/12/2013** Russia – Zdravo (Life Sciences)
- Zdravo is an important event for the healthcare & pharmaceuticals sector in Russia. TAP support is available for this event.
- **23/01/2014** UAE – ARAB HEALTH MEDLAB (Healthcare & Medical)
- Arab Health Medlab is an important event for suppliers to the health industry. TAP support is available for this event.

- **01/02/2014** Philippines – Inhagen (Multi Sector)
- An important event for businesses in the fields of animal health, genetics and nutrition. TAP support is available for this event.
- **06/02/2014** UAE – UAE International Dental Conference & Arab Dental Exhibition (Healthcare & Medical)
- Event for suppliers to the dental sector. TAP support is available for this event.
- **02/03/2014** USA – PITTCON (Life Sciences)
- An event for the life sciences instrumentation and lab sector. TAP support is available for this event.
- **24/03/2014** Austria – 26th DIA Euromeeting (Healthcare & Medical)
- An important event for companies in the medical pharmaceuticals sector. TAP support is available for this event.

# Final Thought

“If you are going to grow your business, go where business is growing”



# CONTACTING US

Coventry & Warwickshire international trade team first contact point:

Ajay Desai : 07889807476

Regional enquiry point: **0845 301 1495**

[www.chamberinternationaltrade.co.uk](http://www.chamberinternationaltrade.co.uk)

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



# ■ Questions