
**INTERNATIONAL MEMBERSHIP:
UNDERSTANDING
THE UK MARKET**



WHO WE ARE

The Association of British HealthTech Industries (ABHI) supports the HealthTech community to provide products and services that help people live healthier lives.

ABHI is the UK's leading industry association for health technology (HealthTech).

ABHI supports the HealthTech community to save and enhance lives. Members, including both multinationals and small and medium sized enterprises (SMEs), supply products from syringes and wound dressings to surgical robots and digitally enhanced technologies. We represent the industry to stakeholders, such as the government, NHS and regulators. HealthTech plays a key role in supporting delivery of healthcare and is a significant contributor to the UK's economic growth. HealthTech is the largest employer in the broader Life Sciences sector, employing 138,100 people in 4,140 companies, with a combined turnover of £27.6bn. The industry has enjoyed growth of around 5% in recent years. ABHI's 320 members account for approximately 80% of the sector by value.

ALL OUR WORK IS UNDERPINNED BY A ROBUST CODE OF BUSINESS PRACTICE, ACCEPTED BY EACH MEMBER ORGANISATION, WHICH DRIVES A COMMITMENT TO HIGH ETHICAL PRACTICES BY ALL.

THE UK OPPORTUNITY

The NHS deals with over **4.7 million** patients every week. It is the world's largest single payer healthsystem



and has an **annual budget** of **£120bn** of which **£5bn** is spent on medical supplies



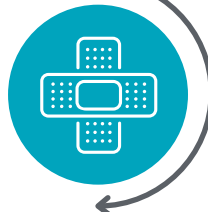
In **2018** the UK Government announced the NHS budget would increase by **£20.5bn by 2023**



Over **600,000** patients take part in **clinical trials** each year



The UK market for private healthcare services is projected to reach **£10.5bn by 2023**



A GOVERNMENT BACKED INDUSTRIAL STRATEGY PRIORITISING LIFE SCIENCES

"My vision is to have a vibrant post-Brexit economy, fuelled by science and technology. The life sciences is a key component of this and we must continue to implement the life sciences industrial strategy."

Prime Minister, **Boris Johnson**

HOW MEMBERS BENEFIT

Members will benefit from our:

Extensive relationships

- › Signposting and introductions to a highly-developed network within the UK health system
- › Introductions to critical collaborators and potential partners for joint-ventures and distribution arrangements.

Expert leadership

- › Access to an experienced and knowledgeable leadership team providing market intelligence and input into current policy development
- › In-depth knowledge and understanding of business opportunities and government initiatives.

Insight and intelligence

- › Access to a variety of written briefings, webinars and conferences providing up to date intelligence and market analysis.

**ABHI INTERNATIONAL MEMBERSHIP IS AVAILABLE FOR \$2,000 USD A YEAR.
FOR MORE INFORMATION ON HOW TO JOIN, CONTACT:
angela.jeffery@abhi.org.uk OR VISIT www.abhi.org.uk**

OUR WORK

“The industry needs a strong, clear and co-ordinated voice. ABHI is without doubt well placed to be this voice and I am hopeful for the UK HealthTech industry as a result.”

Professor Sir John Bell

*Regius Professor of Medicine,
University of Oxford & Chair, Life Sciences
Industrial Strategy Implementation Board*

“An organisation like ABHI offers access to a forum of 30-years expertise, in which challenges and experiences can be worked through collaboratively, in a non-partisan fashion, to ensure better healthcare for patients and professionals alike.”

Neil Mesher

CEO, Philips UK and Ireland

“Forte Medical recently accompanied ABHI’s international trade mission to Texas. Quite simply, the level of access to such a market would not have been achievable without the leadership, support, network of contacts and expertise of ABHI. In fact, it delivered such tangible promise that we are going again to crystallise the relationships from the introductions forged by the ABHI team.”

Giovanna Forte

CEO, Forte Medical

“Healthcare is a hugely innovative industry. The advances in my lifetime for example, joint replacements or interventional radiology, have been extraordinary. Looking ahead, genomic medicine and robotic surgery show that healthcare is still pushing at the frontiers of technology and science. The work of ABHI is critical to this and by working closely with the NHS, together we can ensure that clinical care and outcomes in England remain amongst the best in the world.”

Lord David Prior

Chair, NHS England

“ABHI plays a vital role in helping us navigate the complex landscape faced by the HealthTech sector and smaller companies in particular. We would strongly recommend membership to others.”

Simon Talbot

*Managing Director, P3
Medical Ltd*

“We have to commend the pivotal role of ABHI in representing the interests of health technology manufacturers with UK Government stakeholders. As we look to the challenges ahead, the UK HealthTech industry is in safe hands.”

Antoine Valterio

*Country Manager UK/Ireland,
ResMed*

EXPERIENCED LEADERSHIP

With direct and relevant experience in the HealthTech sector, ABHI's staff boast a highly developed network, allowing for engagements with key players across healthcare and industry.



Peter Ellingworth
Chief Executive Officer

35 years' experience in sales, marketing and general management in the UK and Europe and as a non-executive director of early stage companies

Peter leads senior cross-government and NHS management engagement.



Jane Lewis Chief Operating Officer & Finance Director

22 years' experience in the healthcare industry and is a fellow of the Institute of Management Accountants.

Jane is responsible for management of ABHI's financial processes and risk management procedures.



Nishan Sunthares
Managing Director, Diagnostics

20 years' experience, with roles in finance, market access and sales.

Nishan leads ABHI's diagnostics strategy, to make high quality diagnostic technologies accessible to all who need them.



Andrew Davies
Digital Health Lead

25 years' experience in sales, marketing, market access and business development with household names such as Philips and Bristol-Myers Squibb.

Andrew is responsible for ABHI's digital health agenda, including data, regulation and market access work streams, as well as links to the investment community.



Richard Phillips
Director of Strategy

25 years' experience in sales, government affairs and healthcare policy.

Richard is responsible for ABHI's strategy, communications, and policy development on healthcare, trade and parliamentary activity.



Phil Brown
Director, Technical & Regulatory

30 years' experience in regulatory affairs, with an education in chemistry.

Phil is responsible for present and future medical device regulatory policy, legal, compliance, ethics and credentialing.



Paul Benton
Managing Director, International

10 years' experience in a variety of marketing and commercial roles having previously set up, managed and sold on a UK SME.

Paul's work is designed to support UK businesses to grow in international markets.



Luella Trickett
Director, Value & Access

25 years' experience in the pharmaceutical and HealthTech industries.

Luella leads on embedding value-based procurement, the adoption and spread of technologies across innovation pathways, and the sustainability agenda.



Steve Lee
Director, Diagnostics Regulation

20+ years of government experience from the MHRA.

Steve leads ABHI's engagements on diagnostics and digital health regulatory strategy.

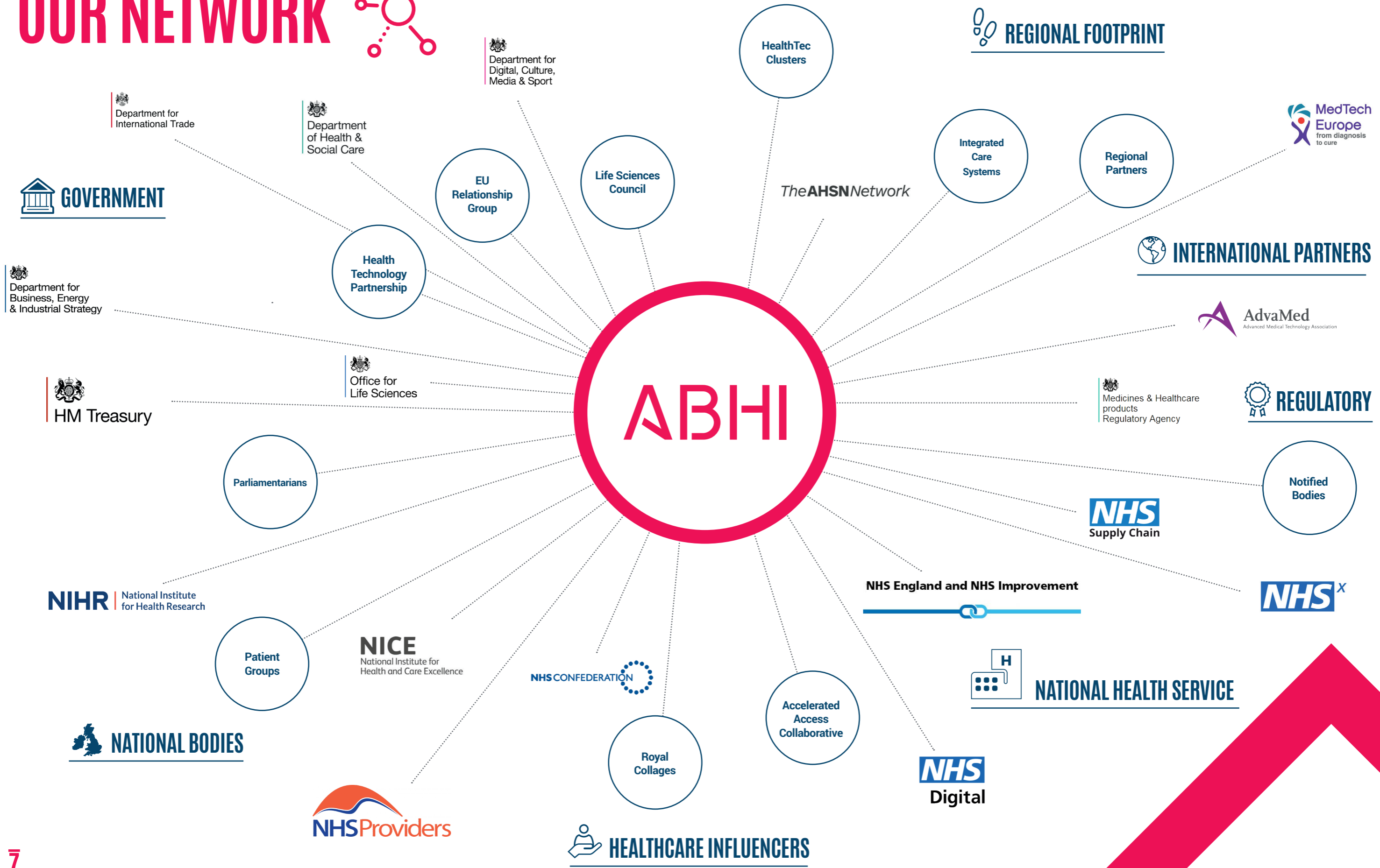


Eleanor Charsley
Director, Government Affairs

8 years' experience working in HealthTech Government Affairs.

Eleanor leads the Association's interactions with parliamentarians and governments across the UK.

OUR NETWORK



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