

PRESS RELEASE



California Deals See ABHI Forge Deeper U.S Relations

The Association of British Healthcare Industries (ABHI) has partnered with Southern California's leading business accelerator OCTANe and the Greater Irvine Chamber of Commerce in a strategic three-way collaboration, to provide trade support for HealthTech companies.

The partnership will see UK companies connect with one of the US's most diversified technology communities in Irvine and the wider Orange County area, to develop their market entry and growth strategies.

ABHI CEO Peter Ellingworth said: *"This particular district of Southern California is a real Health Technology hub and we are actively exploring opportunities for British businesses in the area. By creating these sustainable two-way trading bridges, HealthTech companies can bring significant benefits to patients on both sides of the Atlantic."*

Through its International Membership scheme, ABHI will also support California-based companies navigate the UK's healthcare market, to help drive growth and investment in the UK.

OCTANe's business expansion programmes provide advice and guidance as well as access to capital for growth stage companies. Commenting on the news, OCTANe's President & CEO, Bill Carpou added: *"By connecting ideas and people with resources and capital, OCTANe has created one of the nation's most dynamic ecosystems for driving technology growth. We are uniquely positioned to link UK companies to this environment and to help guide them as they explore this world-class marketplace."*

The announcement follows a recent business tour to the UK by OCTANe and the Greater Irvine Chamber. Linda DiMario, Greater Irvine Chamber's Executive Vice President, charged with Economic Development & Tourism added: *Following our second visit to the U.K. in February, we are excited to more concretely establish a working relationship with ABHI, its membership and the UK's HealthTech community. Irvine/Orange County is at the core of Southern California's world-renowned life science industry and the epicentre for medical device and health care innovation. We hope that this agreement will encourage UK-based companies to explore, connect and engage with the region as they consider expansion into the U.S."*

These two strategic relationships add to ABHI's comprehensive US market entry programme, which has seen the association develop partnerships with key business groups in America's most important centres for commerce. In November 2017 the association announced its Innovation Hub at Austin's Dell Medical School and 2018 sees a series of trade missions to Texas, California and Pennsylvania.

ENDS

Association of British Healthcare Industries Limited

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About ABHI

The Association of British Healthcare Industries (ABHI) is the industry association for the medical technology sector in the UK. ABHI's mission is to champion the benefits and use of safe and effective medical technologies to deliver high quality patient outcomes. With 270 members, ABHI leads the advocacy of the industry in order to advance access to medical technology. Our membership includes some of the leading multinational businesses in the sector in the UK right the way through to small and medium sized enterprises (SMEs).

For further information, visit the ABHI website: www.abhi.org.uk

About OCTANe

OCTANe is committed to building the SoCal of Tomorrow by driving innovation and growth by connecting people, resources and capital. The organization has helped more than 800 companies via the LaunchPad™ SBDC accelerator. LaunchPad™-certified companies have received more than \$2.2 billion in investment and equity exits. OCTANe annually welcomes more than 7,000 people to its programs and events. More than 2,000 business leaders throughout the region are OCTANe members.

For further information, visit the OCTANe website: www.octaneoc.org

About the Greater Irvine Chamber

The Greater Irvine Chamber is the largest, most productive and forward-looking business organization in Southern California. Our 1,000 members and community partners are engaged in sustaining the master-planned vision that underpins Irvine's prosperous economy, high quality of life and 21st century industry sectors – life sciences, information technology and advanced manufacturing. Actively engaged in leading business growth, the Chamber is dedicated to improving and growing the economic vitality of Irvine and Orange County and helping businesses grow and thrive. The Chamber leads the area's economic development activities including highly impactful legislative business advocacy, destination sales and promotion, business attraction and business retention initiatives, 21st century workforce development programs and international outreach embracing export assistance and foreign direct investment work.

For further information, visit the Greater Irvine website: www.greaterirvinechamber.com

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