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# INTERNATIONAL MEMBERSHIP: UNDERSTANDING THE UK MARKET

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## 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 now the largest employer in the broader Life Sciences sector, employing 131,800 people in 4,060 companies, with a combined turnover of £25.6bn. The industry has enjoyed growth of around 5% in recent years. ABHI's 300 members account for approximately 80% of the sector by value.

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**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.**

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# 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



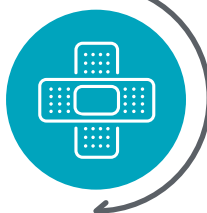
In **2018** the UK Government announced the NHS budget would increase by **£20.5bn by 2023**



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**

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# 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.

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

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# 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 crystalise 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*

“The great thing about ABHI is their ability to represent the interests of the full spectrum of health technology companies from the small businesses to the multi-nationals.”

**Jackie Fielding**

*Vice President UK and Ireland,  
Medtronic Ltd*

# THE ABHI LEADERSHIP TEAM



**Peter Ellingworth**  
Chief Executive

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



**Nishan Sunthares**  
Chief Operating Officer

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

Nishan is responsible for operational leadership of ABHI. He leads ABHI's work on SME growth, access to funding, diagnostics and links with the research community



**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 leads ABHI's international work, which focusses on trade policy, trade promotional activity and business intelligence



**Luella Trickett**  
Director, Value & Access

25 years' experience in the pharmaceutical and HealthTech industries

Luella leads on embedding value based practices across patient pathways



**Richard Phillips**  
Director, Policy & Communications

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

Richard leads ABHI's healthcare policy development, stakeholder engagement and the industry's response to Brexit



**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 leading ABHI's digital health agenda, working to ensure health systems can maximise the impact of new technologies



**Phil Brown**  
Director, Technical & Regulatory

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

Phil leads ABHI's engagement with both national and international competent authorities, trade bodies and EU-wide conformity assessment bodies



**Steve Lee**  
Director, Diagnostics Regulation

20+ years of government experience from the MHRA

Steve leads ABHI's engagements on diagnostics regulations

**Alison Cassells**, Manager, International

**Eleanor Charsley**, Associate Director, External Affairs

**Jonathan Evans**, Associate Director, Communications

**Angela Jeffery**, Senior Manager, Operations

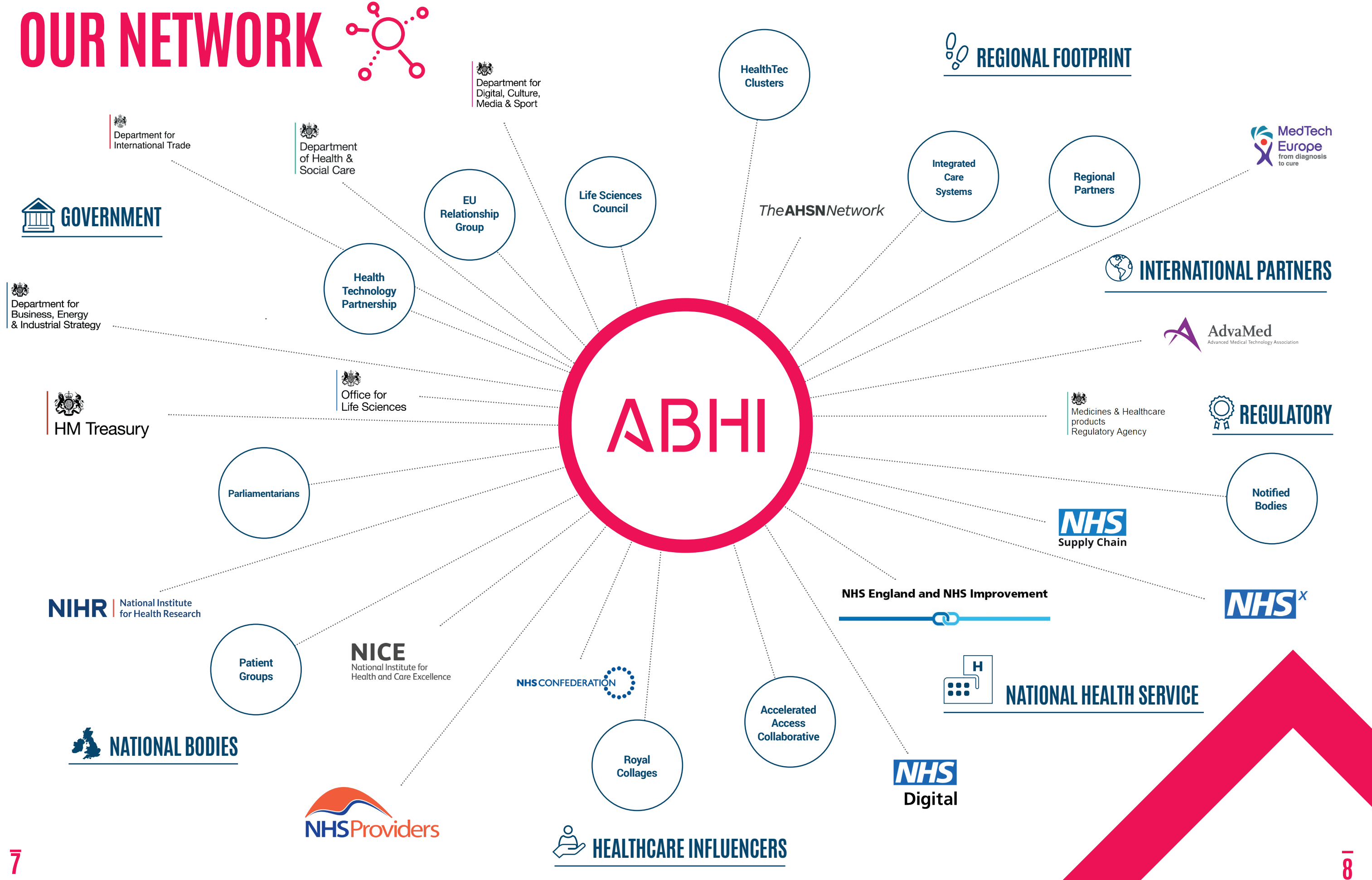
**Mike Kreuzer OBE**, Advisor

**Judith Mellis**, Senior Manager, UK Market Affairs

**Lottie McMahon**, International Executive

**Andy Taylor**, Advisor, Public Policy

# OUR NETWORK



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