



**(** 





### The UK Life Science Sector

In December 2011 a firm commitment was made by the Prime Minister to re-establish the UK's global leadership in the life science sector, announcing the Government's tenyear Strategy for UK Life Sciences.

The UK life science industry includes pharmaceutical, medical technology and medical biotechnology companies. It is the third largest contributor to economic growth in the UK with more than 4,000 companies, accounting for 165,000 UK jobs and with a total annual turnover of over  $\pounds 50$ bn, it is a major contributor to both patient benefit and the UK economy.

The commitments made in the Strategy for UK Life Sciences document, and the progress made to date, focus on improving the efficiency of the translation of scientific discoveries into innovative technologies, products, and services, making that process smarter, better, and faster, and leading to bigger returns for patients, businesses, and investors. The commitments made will continuously be refreshed and improved to create the right business environment for investment, and ensure that the UK becomes the global location of choice for life science innovation.

#### Life Science Investment Organisation:

To help achieve the commitment outlined above and to signal the importance of the life science sector to the UK economy, UK Trade and Investment (UKTI) has established a dedicated unit to support overseas investment into the UK from the earliest R&D collaborations through to clinical trials, commercial operations and partnerships. The team in the UKTI Life Science Investment Organisation is here to support you to navigate the UK investment environment and to help your business invest and expand in the UK.





•



•





### **Key Stats: Oncology**



The UK has a single **National Cancer** Registry, a powerful tool for research and clinical trials

For every **100** patients diagnosed with cancer in the UK. 21 enter clinical studies including 7 in randomised controlled trials

**85,000** patients per year recruited to cancer research studies - more than in the USA

Cancer Research UK (CRUK) is the world's largest independent cancer research charity, supporting research directed by CRUK employees and grant-funded researchers, or in partnership with industry, and promoting cancer awareness. Along with its development and commercialisation company, Cancer Research Technology (CRT), CRUK also:

- Runs a Drug Development Office (DDO) with a track record of taking more than 100 novel agents into first-in-man studies, five of which have since been launched on the market.
- · Offers scale-up production and manufacture of agents for clinical trials and non-clinical safety studies.
- · Sponsors Phase I and II clinical trials for new oncology medicines.
- Runs the Clinical Development Partnership (CDP) initiative targeting leading biotechnology and pharmaceutical companies with large pipelines to bring life to de-prioritised cancer agents. CDP offers early clinical development with no upfront cost to the company and projects are undertaken on a shared-risk basis.

Across the UK, 18 Experimental Cancer Medicine Centres (ECMCs), jointly supported by CRUK and the health departments for England, Scotland, Wales and Northern Ireland, drive the development of new therapies and bring benefits to patients faster. Each ECMC brings

together experts in cancer biology with clinical researchers to speed up the flow of ideas from the lab bench to the patient's bedside and enable Phase I and II trials. The ECMCs are also supporting the Cancer Research UK Stratified Medicine Programme.

The NIHR Cancer Research Network (NCRN), funded by NIHR, has a strong track record of clinical trial delivery. NCRN also has an Industry Alliance programme, working with companies to optimise early Phase Ib-III testing of new anticancer therapies. NCRN comprises 32 local research networks covering the whole of the NHS in England to co-ordinate and facilitate cancer clinical research and support study set-up and delivery, including more than 600 open studies.

In the 12 years since it was established, NCRN has increased patient participation in cancer research studies by more than five-fold and had a direct impact on the number and scale of studies in the UK. As an example, since 2006 the number of networks actively supporting Head and Neck Cancer research studies and the number of patients recruited to these studies have increased rapidly, with recruitment at around 25 per cent of new incident cancer cases for this disease.

Similar networks cover Scotland (Scottish Cancer Research Network), Wales (Wales Cancer Trials Network), and Northern Ireland (Northern Ireland Cancer Trials Network).







# UK Stratified Medicine in Action

### Illumina builds on Solexa heritage in the UK

In 1998, UK company Solexa was spun out of technology developed at the University of Cambridge, on the basis of a breakthrough in sequencing DNA. In 2006, Illumina acquired Solexa for US\$600 million. Now scientists worldwide read billions of bases and decode human genomes every few days, and Solexa Sequencing has decreased the time it takes to read a genome by up to 10,000 times compared to previous technologies.

In 2010, Illumina launched the company's European Headquarters on the old Solexa site at Chesterford Research Park near Cambridge. The site is now home to Illumina's sequencing research, powered by a pioneering team of over 150 staff. The research group focuses on sequencing chemistry, enzymology, recombinant DNA technology, computational data analysis, and genomic applications. The manufacturing group makes Illumina's reversible terminators, while the commercial team supports a workforce across Europe, the Middle East, and Africa.

# Novel targets and drugging the undruggable: The SyntheTx technology partnership with Horizon Discovery and H3 Biomedicine

UK-based Horizon Discovery and USA-based H3
Biomedicine (a subsidiary of Eisai), recently launched
SyntheTx, a technology partnership to screen up to 50
currently "undruggable" but key cancer-driving genotypes
to identify a range of novel targets. The programme
capitalises on Horizon's precise genome editing
technology (GENESIS) to validate targets. By revealing the
genetic dependencies of cancer cells in vitro, SyntheTx
aims to uncover points of vulnerability in the genomes
of the cancer cell lines screened, and then confirm these
vulnerabilities in wider cell panels. SyntheTx is looking for
additional industry partners.

### Medical Research Council funds three new stratified medicine disease consortia in rheumatoid arthritis, hepatitis C, and Gaucher disease with multiple UK and international industry partners

In December 2012, MRC announced that it would fund three disease consortia in rheumatoid arthritis, hepatitis C, and Gaucher disease. The three consortia combine 34 academic groups and 20 industry partners with charities and patients to; 1) determine why many patients don't respond to hepatitis C treatment; 2) look for biological and genetic markers in rheumatoid arthritis; and 3) stratify Gaucher patients by the nature of their disease to better target therapeutic intervention.

There are a large number of international industry partners for these three consortia, including: Amgen, United Therapeutics, Janssen Diagnostics, Gilead, Complete Genomics, Genentech, Pfizer, Qiagen, UCB Pharma, Actelion, and Shire. MRC previously funded pilot disease consortia in rheumatoid arthritis, chronic obstructive pulmonary disease, and diabetes.

### Biomedical Catalyst awards £1.4 million to QuantumDx and partners to develop the first sub-20 minute tumour profiler

In 2012, a collaborative project led by QuantumDx was awarded £1.4 million by the Biomedical Catalyst to develop the first sub-20 minute tumour profiler. When commercialised in the next three years, the device will enable rapid and accurate diagnosis and staging of cancer as well as help oncologists choose the right treatment regime for the patient. The low-cost, benchtop device will perform multiplex genotypic and tumour staging and profiling within minutes.







### Predicting patient response and stratifying treatment

Abiraterone is a prostate cancer drug designed and developed at the Institute for Cancer Research (ICR) and The Royal Marsden, a specialist cancer treatment hospital in London. The ICR collaborated with specialist healthcare company BTG on abiraterone's discovery through a programme of research into drugs blocking the synthesis of sex hormones. BTG then licensed abiraterone to Janssen Pharmaceutical. Phase I and II trials revealed that the majority of patients whose tumours shrank significantly had an abnormality of the ERG gene likely to be driving the cancer. ICR scientists have developed a test for the ERG gene and are now conducting additional studies to determine which men are most likely to benefit from treatment with abiraterone.

### GlaxoSmithKline is testing the effectiveness of a pre-licence medicine

GlaxoSmithKline is testing the effectiveness of a prelicense medicine using real world data in Manchester. The study is a collaboration between GlaxoSmithKline, North West e-Health (NWeH), the University of Manchester, Salford Royal NHS Foundation Trust, NHS Salford's local general practitioners, and local community pharmacists. Collectively these organisations' involvement in the project has been unique and is a recognised world first for the use of such data. The purpose of the Salford Lung Study is to test the safety and effectiveness of a new treatment for asthma and COPD, compared with standard medications used for these conditions. The study is sponsored by GlaxoSmithKline (GSK). The initiative draws on Salford's e-Health records infrastructure, a clinical information system that provides a single, integrated electronic patient record across primary and secondary care. This will ensure patients are closely monitored over the course of the study, yet with minimal intrusion into their everyday lives.



This study is a first in the world, testing a pre-license medicine in a real world setting and is a tribute to the partnerships we've created together, our collaborators and the health care professionals and people of Salford."

**Dr. David Leather,** Medical Director, GlaxoSmithKline Respiratory Centre of Excellence







# How UK Trade & Investment Can Help Your Business

UK Trade & Investment (UKTI) can advise you on how to set up a new business in the UK, expand an existing business, and choose the best route to market success. UKTI can also provide further information in a range of areas such as market opportunities, local skills and expertise, industry clusters, universities, incentives and funding support.

#### **Our Network**

UKTI combines the expertise of professional trade and industry advisers in the UK alongside a global network of experts based in British diplomatic offices overseas, giving your business access to a well-connected presence on the ground at home and in the UK.

Your business' journey is important to us, from when your business is first considering making an investment in the UK to when it is well established - we are here to support your business' ongoing and future activities.

### UKTI Life Science Investment Organisation

UKTI has established a dedicated unit focused on UK life science. The UKTI Life Science Investment Organisation (LSIO) is your partner acting as a simple interface to the UK life science sector. The LSIO is your guide to identifying research, development and delivery partners and will support you through every step of investing in and working in the UK.

Dr. Mark Treherne, Chief Executive of the UKTI LSIO and his team work closely with you to understand your needs and requirements, partnering you with the right people in the UK, to further develop your business.

#### **Our Services**

Our practical help and advice for inward investment is free and confidential. We work closely with other government departments and the wider UK Life Science community to provide excellent service and present the best UK offer.

Once your business has a presence in the UK, we consider it a UK company and open up UKTI's global trade services to help your business to launch in other international markets.

For further information please contact UK Trade & Investment at

T +44 (0)20 7333 5442 enquiries@ukti-invest.com www.ukti.gov.uk/lifesciences

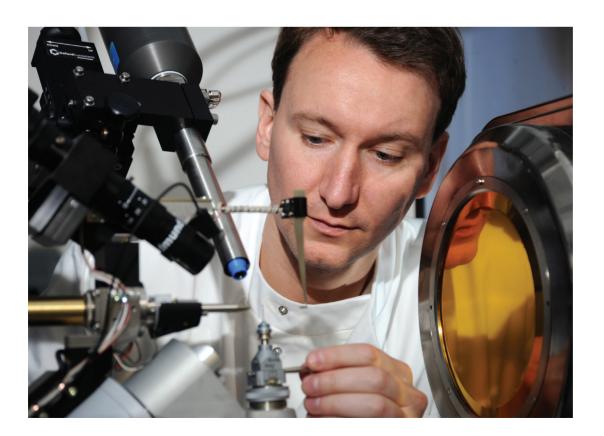






Having worked in a multi-national pharmaceutical company and SMEs around the world, I have found the UK to be a prime location to commercialise Life Sciences. The UK's supportive business environment thrives on the appetite for researchers and charities to partner with industry and the National Health Service (NHS). One of the most exciting developments is the access the NHS provides to anonymised patient data."

Dr. Mark Treherne, Chief Executive, Life Science Investment Organisation, UKTI





### **Delegation Lead**

### Lord Kakkar, Professor of Surgery, University College London

Ajay Kumar Kakkar, Baron Kakkar is Professor of Surgery, University College London, Chair of the Clinical Quality Directorate of University College London Partners Academic Health Science Partnership, Director of the Thrombosis Research Institute, London, and lectures and publishes widely on his specialism. He has worked with the NHS on its strategy to prevent venous thromboembolism (VTE). Kakkar was created a life peer on 22 March 2010 as Baron Kakkar, of Loxbeare in the County of Devon, and introduced in the House of Lords the same day. He sits on the crossbenches.

Among the awards Kakkar has received are Hunterian Professor, Royal College of Surgeons of England 1996, the David Patey Prize, Surgical Research Society of Great Britain and Ireland 1996, the Knoll William Harvey Prize, International Society on Thrombosis and Haemostasis 1997.

Lord Kakkar's research interests include the prevention and treatment of venous and arterial thromboembolic disease and cancer associated thrombosis and, in particular, the role of antithrombotic therapy in prolonging survival in cancer and the role of coagulation serine proteases in tumour biology.







**Thanos Mitrelias** 

### Cavendish NanoTherapeutics Thanos Mitrelias, PhD

Thanos Mitrelias, Interim CEO, Tarabios
Founding Chief Executive Officer, Cavendish NanoTherapeutics
Founding President and Director, Cambridge BioMagnetics
Founding Managing Partner, Academy Capital Partners
T +44 7747793441 E dr.t.mitrelias@gmail.com
Nationalities: British, Greek.

#### **About the Delegate**

Dr Mitrelias is a director with 14 years of entrepreneurial and scientific activity. He has been the Founding CEO of two spin offs the University of Cambridge: Cavendish NanoTherapeutics aimed at offering advanced medical systems for the targeted eradication of cancer tumours and Cambridge BioMagnetics established to commercialise a platform and disruptive technology to address needs in clinical diagnostics and the oil and gas industries. He is a frequent speaker and panellist in international business and scientific fora, such as the Horasis Global Business Conferences, where he usually speaks on knowledge based economy and entrepreneurship. He has been at the University of Cambridge since 1994, has several patent applications, has raised more than \$5.5 million for numerous projects and has wide scientific and commercial expertise in biotechnology and nanoscience. Dr Mitrelias has also set up Academy Capital Partners, a management company that aims to raise a substantial venture capital fund aimed mainly at investments in early stage technology companies with proven market traction and innovative products. He is also actively engaged in activities in the Middle East aimed at transforming the region's economy to a knowledge based economy. Dr Mitrelias is also currently involved in setting up various multi-million collaborative international projects with academic institutions in Peru and Brazil. He holds a PhD in Natural Sciences from the University of Cambridge, an MSc (Eng) in Materials Science awarded with Distinction from the University of Liverpool and a BSc in Physics from the University of Ioannina, Greece.







Dr Tselepi

### **Cavendish Nanotherapeutics**

Dr Tselepi, Founding Director, Cavendish NanoTherapeutics Assistant Professor at the University of Ioannina, Greece T +44 7789951594 E marina@cnt.uk.com

### **About the Company**

Cavendish NanoTherapeutics (CNT) offers advanced medical systems aimed at increasing the efficacy of chemotherapy or radiotherapy by targeting solid cancer tumours. CNT's protocols enable a totally non-invasive approach that is given as an adjunct treatment to standard cancer therapies and is easily integrated with current clinical practices. CNT's "go-to-market" MagTherm™ system is based on magnetic nanotechnology and utilizes mild, non-ionising electromagnetic irradiation. CNT was set up in 2011 in Cambridge and its directors are affiliated with the University of Cambridge.

Clinical tests have demonstrated a significant reduction of tumour size and/or an increase in the survival rates of patients with various types of cancers, such as liver, breast, colorectal, endometrial soft tissue sarcoma and trophoblastic. The range of tumours that can be attacked, demonstrates the wide applicability of CNT's platform and disruptive technology.







### About the Delegate

Dr Tselepi is an experienced academic with a track record in project management. Her work in solid state physics and biomagnetism is internationally recognized and she has an extensive publications record of more than 35 peer reviewed articles including a patent and a very high citations index. She is a Founder and Director of Cavendish NanoTherapeutics, a spin off the University of Cambridge, aimed at developing and marketing advanced medical systems for the treatment of cancer. Dr Tselepi has been a pioneer in the development of technologies for targeted drug delivery and in particular in investigating the physico-chemical mechanisms of cellular interactions between electromagnetic irradiation and nanoparticles and cancer cells, which could lead to cancer cell apoptosis (programmed cell death). She is a frequently invited participant to business events and high level international fora. Throughout her career she has co-supervised numerous PhD students and she has also been successful in attracting substantial funding for various research projects. For the last 15 years she has been at the Cavendish Laboratory, University of Cambridge from where she obtained her PhD in Physics.

### Objectives for joining the Oncology Delegation to India

The two overarching and key objectives for participating in the mission to India are: Marketing of our products AND of our business proposition aimed at fundraising.









Gautam Sehgal

### **London and Partners**

Gautam Sehgal, London & Partners Mumbai office T 91-22-4077 9234 E business@londonandpartners.com W londonandpartners.com/business

### **About the Company**

Headquartered in London, London & Partners' business team has nine offices worldwide, including in Mumbai.

London & Partners promotes London to international businesses, students and visitors. To fulfil this aim, we have built a team of specialists to advice on a range of bespoke services:

Foreign direct investment - Helping your international business set up or expand in London. We offer a comprehensive, confidential and free service to assist overseas companies set up or expand business in London.

We open up direct access to expert and experienced professionals, who advices and guide overseas companies through every aspect of locating and doing business in London.







### About the Delegate

Gautam leads the Indian Operations of London & Partners, the Mayor's official promotional organisation showcasing London as the best city to visit, invest and study in. Funded by the Mayor of London and the private sector, London & Partners works with other organisations in the capital and across the world to ensure that London is globally recognised as the best big city on earth. The company is responsible for attracting tourism, inward investment and international students to the capital and delivering a single strategy for promoting London. On the FDI side, London & Partners has assisted over 1800 global companies and over 225 Indian companies in globalising and setting up their operations in London.

Gautam has an extensive experience working with Indian Multinationals in their global strategy and business development function. Before joining London & Partners, he worked in International Business division of ICICI Bank doing business development in UK ,Switzerland and South African markets. He also worked with Tata Motors Limited as Country Manager, Nepal & Bhutan and helped create their biggest market outside of India. Gautam has a keen interest in history of global economic development and within that specifically on how governments and private sector can create a enabling environment in order to create sustainable wealth and prosperity for the nation.

Gautam is a B.Tech in Computer Science and an MBA from the prestigious Indian Institute of Foreign Trade (IIFT), New Delhi.

### Objectives for joining the Oncology Delegation to India

To meet Indian organisations who may be keen to know more about London and make use of the eco-system there.









**Brian Payne** 

### Skills for Health

Brian Payne, Director,
International Development Skills for Health,
Goldsmiths House, 1st floor, Broad Plain, Bristol. BS2 OJP
T Switchboard O117 922 1155 T Mobile O787 940 5171
E brian.payne@skillsforhealth.org.uk
W www.skillsforhealth.org.uk

### **About the Company**

Skills for Health is the UK's leading authority on strategic skills development for all 2 million healthcare workers. It is a not-for-profit organisation, licensed by government as the Skills Council for the healthcare sector. Its mission is to develop better skills and staffing structures for the entire healthcare workforce, leading to better jobs and delivering better healthcare. Skills for Health is nationally recognised as a source of expert advice and practical solutions to improve the skills and utilisation of the workforce. This includes developing occupational standards, workforce planning, role redesign, training frameworks, qualifications design and staff scheduling systems.

Over the past decade Skills for Health has demonstrated the value of looking beyond traditional staffing structures to deliver healthcare initiatives more effectively and economically. It has worked with the UK government and employers to identify the skills, staffing structures and training standards required to deliver innovative health programmes. This has included designing and introducing new roles such as assistant and advanced practitioners to improve the productivity, quality and efficiency of healthcare in many primary and secondary care specialities including cancer care, coronary heart disease, diabetes, care of elderly and public health services. Recently Skills for Health has identified the core competences and developed the national minimum training standards for healthcare support workers. Skills for Health uses a unique, systematic and proven approach based on a database of over 1500 competences focused on the needs of patients/clients. This objective, evidence based methodology enables better skilled staff to be deployed in innovative, more efficient staffing structures to improve the quality of healthcare and increase productivity. Skills for Health works in close cooperation and has a Memorandum of Understanding with the Indian Healthcare Sector Skills Council.









Brian Payne B.A. (Econ), M.B.A (Hons), M.I.H.S.M., F.I.H.S.M. Brian Payne is a highly experienced senior manager with over 40 years' experience in healthcare management. He has been a Director of Skills for Health for 10 years from the formation of the company, through substantial growth, including relicensing by the UK government and transition from an NHS hosted body to a not-for-profit social enterprise. Currently he leads the development and delivery of Skills for Health's international business.

His career in healthcare management began in 1972 when he joined the NHS and after managing hospitals in the West Midlands he spent 6 years as Chief Executive of a Health Authority in East London. From there he moved to the National Audit Office as National Director of Health reporting on the NHS to the UK Parliament, before accepting the position of Managing Director of ATM Consulting, a management consultancy company specialising in healthcare management. During this period he was also a Non-Executive Director of a NHS Trust and a Housing Association.

While he was at ATM Consulting he was commissioned to facilitate the development of the newly established Sector Skills Council, Skills for Health. This led to a permanent move into Skills for Health where he has managed at various times the development of national occupation standards, labour market intelligence and research services, marketing, national and regional networks, liaison with the Scottish, Welsh and Northern Ireland Governments, strategy, planning, organizational development, human resources, corporate services and most recently the transition to a social enterprise.

### Objectives for joining the Oncology Delegation to India

Skills for Health's aim is to develop better skills and staffing structures for the entire healthcare workforce, leading to better jobs and delivering better healthcare.

Our aim on this trade mission is meet with visionary doctors, managers and officials in public and private healthcare institutions to explore opportunities to draw on Skills for Health's experience and expertise and develop innovative solutions to issues of skills development and staffing structures in the Indian healthcare system.









Dr Balaii Ganeshan

#### TexRAD Ltd

Dr Balaji Ganeshan, Scientific Director, TexRAD Ltd The Barn Manor Farm Church Lane Chilcompton Somerset BA3 4HP E balaji@texrad.co.uk T +44(0)772 722 8107 W www.texrad.co.uk

### **About the Company**

TexRAD Ltd (www.texrad.co.uk) is a UK based company developing and marketing novel medical imaging software.

#### **About Us**

Commercialisation of TexRAD software began in 2011 with the forming of TexRAD Ltd. Key people comprise of Mr Nick Stevens, Managing Director, Imaging Equipment Ltd; Mr Jeevan Virk, Business Development Manager, Imaging Equipment Ltd; Dr. Balaji Ganeshan, Scientific Director and Imaging Scientist at the University College London Hospitals (UCLH); Mr Mike Hayball, Technical Director, Cambridge Computing Imaging Ltd; Professor Ken Miles, Clinical Director, Miles Medical Pty Ltd and Professor of Medical Imaging (UCLH); and Dr Ian Carter, Director, University of Sussex. The initial research and development was undertaken by researchers at the Brighton and Sussex Medical School and the School of Engineering at the University of Sussex, UK. Current academic base for TexRAD is at one of UK's premier Institute of Nuclear Medicine, UCLH, London.

TexRAD can stratify cancer patients independent of stage and/ or treatment and validated in non-small cell lung cancer (NSCLC) (commonest cause of cancer death), colorectal (2nd commonest cause of cancer death), oesophageal, breast, prostate, renal and head & neck cancer. TexRAD can potentially influence management of these cancer patients.







### **About the Delegate**

Dr. Balaji Ganeshan graduated from the University of Sussex and is currently the Scientific and Quality Director of TexRAD Ltd (www. texrad.co.uk), University of Sussex Spin-off Company and a Senior Imaging Scientist at the Institute of Nuclear Medicine, University College London, UK. He is the principal developer (Inventor) of a novel medical image analysis technique 'TexRAD' (Texture analysis of Radiological Images for Medical (Cancer) Risk Stratification), which resulted from his PhD research. Right from the beginning of his research career, he was one of the very few candidates to receive a comprehensive studentship award, which funded his PhD research. He was instrumental in starting the first collaboration between the Clinical Imaging Sciences Centre, Brighton & Sussex Medical School and the School of Engineering & Design at the University of Sussex and the forefront in the spinning out TexRAD Ltd. He has also held the positions of TexRAD Project Manager and Research Fellow.

### Objectives for joining the Oncology Delegation to India

End-users/Customers

To fortify existing and establish new contacts with prominent clinical and research institutions in India in the field of Imaging (Radiology/ Nuclear-Medicine - CT, PET, MRI, mammography) and Oncology and market novel medical imaging technologies (software).

#### Collaborators/Partners

To establish links with pharmaceuticals and life-science companies for long-term research-collaboration (Imaging-Genomic based studies), clinical-trials and commercial-arrangement.

Government Health Ministry/Regulators/Healthcare-education & Private-investors

To establish links with state government officials in healthcare and life-science to promote novel imaging technologies in the clinic & academia (research) and private investors & venture-capitalists keen to invest in the company to scale up the commercial activities.









Jachain

### Wig-O-Mania

Hasnain, CEO, Wig-O-Mania www.wigomania.com http://wigomania.wordpress.com T (uk office) +44 207 096 8995 T (uk mobile) +44 7885 205 786

### **About the Company**

WIG-O-MANIA Brand of Hair Products is a UK based company that offers a one-stop solution for an exclusive range of Extensions & Wigs. It is capable of catering to a very wide segment of the industry as its products are made in Remy Human Hair, Japanese High Heat Fibre and European Synthetic Fibre. The quality of all its products befits the European Standards.

Our wigs are worn worldwide as a makeover from the routine, for fashion or by those who are suffering from Alopecia and after effects of Chemo treatment.

We are specialized in making wigs for ladies who need them for their sheer necessity - either due to the effects of Alopecia or the after effects of treatments such as chemotherapy.

### **About the Delegate**

He is the driving force behind the branding and expansion of the markets and products in all areas. Hasnain brings with him 25 years of Business, Banking & Finance Experience having extensively travelled and worked in Dubai, Hong Kong and United Kingdom over the past 2 decades. He shares the vision of the Company MD - Ms Tasneem and wants to add a new dimension to the End User experience along with a competitive price for their products. He has the unique ability to bring people together to work towards a common vision and goal.







### Objectives for joining the Oncology Delegation to India

Hair is considered the 'Crowning Glory' for every woman and a sudden loss of it may affect one psychologically too. While in the West, it is normal to walk down to the nearest store or salon and buy one as easily as one purchases clothes, but it is not quite as easy or practical to do so in the East. Wig-O-Mania is geared up to work hand-in-glove with exclusive corporate companies that shares the same vision, passion and a sustained enthusiasm willing to use its potential to create awareness of the products in the following ways:

- Create a Supply Chain of its wide range of wigs to the Medical Sector to cater to Necessity Wearers i.e. ladies suffering from temporary Hair Loss, being the after effects of Chemo, Alopecia etc.
- Supply of Hair Pieces directly to End Users through Department Stores







Mr. Inbarai Baskara

### Mirada Medical Limited

OCFI, New Road, Oxford OX1 1BY, United Kingdom Mr. Inbaraj Baskara Mirada Product Specialist E inbaraj.baskara@mirada-medical.com T +44(0)1865262411

### **About the Company**

Mirada Medical is a leading international brand in medical imaging. We develop advanced software applications which help healthcare professionals use medical images more effectively and efficiently to improve cancer care.

Mirada's products are used across diagnostic radiology, molecular imaging, radiation oncology, medical oncology, tumor board and elsewhere. We specialize in simplifying technically complex image quantification allowing clinicians to confidently diagnose disease, assess response to treatment and plan radiation therapy or surgical intervention. Our high value clinical software applications are used in prestigious cancer centers and hospitals worldwide. Originally spun out of the University of Oxford, our team of dedicated engineers and world-renowned scientists is based in Oxford, England. For more information visit www.mirada-medical.com.

### About the Delegate

Inbaraj is a Mirada Product Specialist. He has over 9 years of NHS clinical experience working as a Clinical Technologist at various levels in hospitals around UK. He started his career as a radiotherapy dosimetrist in 2004 and then worked as a Senior Clinical Technologist in Gamma knife radiosurgery in 2007 and finished his clinical experience as Chief Technologist in 2012. He attended International conferences in Seoul and Istanbul in the field of Stereotactic radiosurgery.

Inbaraj grew up and went to school in a small town near Madurai, India. He holds an electronic engineering degree from India and pursued a post graduate program in Medical Physics from Aberdeen University in 2002. His Master's thesis was in Monte Carlo works in radiotherapy field.







### Objectives for joining the Oncology Delegation to India

Part of Mirada's core strategy is to extend its footprint in to new regional territories outside its current core markets of the USA and Europe. As one of the largest global markets and a growing market we are keen to understand the opportunities for both research collaborations and supplying our technology to cancer hospitals in India. The objective of this mission is to better understand the Indian Oncology market and the opportunities for Mirada within the region and to start to build a network of contacts within the clinical and business community.









### ID Business Solutions Ltd. (IDBS)

Mr. Sivakumar, Senior Consultant, IDBS 2 Occam Court, Surrey Research Park Guildford, Surrey, GU2 7QB, UK

Delegate operations in India: 303-H, Nandi Woods Apartment, 67/1 & 67/2, Yelenahalli, Begur Hobli, SOS Village Post, Off Bannerghatta road, Bangalore-560076, Karnataka, India E skumar@idbs.com M (+91) 9900064922

#### **About the Company**

IDBS is a global provider of innovative enterprise data management, analytics and modelling solutions. The company's uniquely sophisticated platform technologies are used by more than 200 pharmaceutical companies, major healthcare providers, global leaders in academic study, and high tech companies in order to increase efficiency, reduce costs and improve the productivity of industrial R&D and clinical research. Our solutions allow users to capture, compute and store organisational data, maximising the value of increasingly large volumes of information to facilitate collaborative knowledge sharing and IP management, process modelling, execution and insight.

IDBS' solutions help scientists, hospitals and R&D businesses produce the world's newest therapeutics, diagnostics and personalized treatments, high-tech materials and consumer products, faster, cleaner engines and fuels, breakthroughs in productive agriculture, healthy, safer food products, and high tech materials and products.

In the area of pharmaceutical R&D, IDBS solutions are used by 18 of the top 20 pharmaceutical companies. The software allows these organisations to make better use of their R&D data, improving decision-making, driving innovation and securing more defendable IP. As data volumes rise, and the industry is seeking leaner approaches to R&D, IDBS systems are being increasingly used as tools of business change and process improvement, where we are seeing 30-60% measurable benefits in key bottleneck areas of pre-clinical and manufacturing development.

Founded in 1989 and privately held, IDBS is headquartered in Guildford, UK with a direct sales and support presence worldwide.









IDBS is the recipient of multiple awards including the Queen's Award for International Trade 2011 and the Frost and Sullivan 'Enabling Technology' Award in R&D data management for 2010.

### About the Delegate

Sivakumar received his Bachelors and Masters Degree in Chemistry from The University of Madras. He worked as a scientist in the Chemoinformatics division of Jubilant Biosciences, and then worked as Technical Support Leader and Consultant for a Global Electronic Laboratory Notebook company - deploying ELNs for customers, training users, gathering requirements, managing projects and configuring applications according to customer requirements. Presently, Sivakumar works as a Senior Solutions Consultant for IDBS providing expert data management advice to customers and solving complex business problems with IDBS solutions.

#### Objectives for joining the Oncology Delegation to India

IDBS has a strong presence in North America and Europe and has spent the last few years moving seriously into Asia. IDBS now have personnel and partners in India, China and Japan. IDBS is seeking to deepen our understanding of the rapidly growing Indian pharmaceutical market and forge new relationships with scientific organizations in India doing Oncology research. IDBS have compelling solutions for chemistry, screening, DMPK, bio-analysis, bioprocess and many other domains relevant to Oncology research and we are seeking to introduce these solutions and their benefits to those organizations we encounter on the mission. Organizations who are struggling with data management issues, have concerns about compliance in GxP environments, are introducing paperless initiatives or are seeking a platform to simplify collaborative research would be ideal candidates for IDBS to engage.





Dr S.S. Vasan

### Public Health England (PHE)

Dr S.S. Vasan, Senior Business Development Manager (Research & Innovation), Public Health England Porton Down, Salisbury, SP4 OJG, United Kingdom E vasan@phe.gov.uk / business@phe.gov.uk T +441980616709 / +447917895982

### **About the Company**

Public Health England (PHE) is a new Executive Agency of the UK Department of Health that is responsible for protecting and improving the nation's health and wellbeing and reducing inequalities. With  $\sim\!6000$  staff and £1 billion operational budget, we provide a nationwide, integrated public health service supporting people to make healthier choices and providing expertise, information and intelligence.

PHE has diverse interests in oncology – from our Cancer Registries, National Cancer Intelligence Network, National End of Life Care Intelligence Network, NHS Cancer Screening Programme, Quality Assurance Reference Centres, and Public Health Observatories – to being the sole manufacturer of the FDA-approved ERWINAZE® for the treatment of Acute Lymphoblastic Leukaemia that particularly affects children.

PHE is setting up the world's largest single database of cancer patients containing detailed and near real-time clinical information on all 350,000 cancers diagnosed each year in England, as well as more than 11 million historical cancer records going back 30 years. It follows the completion of a 5-year project to merge the eight cancer registries in England into a centrally managed network to harness the power of data and fundamentally revolutionise the way we diagnose and treat cancer.







### **About the Delegate**

A former McKinsey Consultant, Rhodes Scholar and Professor, Dr Vasan is Senior Business Development Manager leading on Research & Innovation for Public Health England (PHE), and prior to that for PHE's predecessor body Health Protection Agency. Before joining public service, he worked for Oxford University's spin-out company Oxitec as Head of Public Health and CEO Asia. Dr Vasan has played a key role in numerous initiatives sponsored by international organisations, and acted as expert reviewer/member to various governmental committees, regulatory and consultation exercises. An alumnus of Indian universities (BITS Pilani and IISc Bangalore), he obtained his doctorate from Trinity College, Oxford, and is a Fellow of Royal Society of Medicine, Royal Society for Public Health, Institute for Health Promotion and Education, etc.









Mr. Kam Dhaliwal

### **Horizon Discovery Ltd**

Mr. Kam Dhaliwal, Vice President, Global Sales
7100 Cambridge Research Park, Waterbeach, Cambridge,
CB25 9TL, United Kingdom
E R.Chan@horizondiscovery.com
Kam.Dhaliwal@horizondiscovery.com
T +44 (0) 1223 655 580

#### **About the Company**

Horizon discovery is a UK Biotechnology company combining a long scientific heritage in translational research with a precision gene-editing platform based upon homologous recombination. The company is a trusted supplier of cell line generation services, genetically-defined cell-lines, reporter gene assay kits, assay development and compound screening services (RNAi, small molecule & biologics) to hundreds of organisations engaged in bio-pharmaceutical process optimization; drug discovery & development, and clinical diagnostic development. Horizon aspires to provide science-driven research solutions that lead to the advancement in the understanding of the genetic basis of disease and better healthcare outcomes for patients.

### **About the Delegate**

Kam has a proven track record in business generation in areas of high value contract services, research and technology solutions for discovery research. He has an established network of key contacts up to VP level and above in business development, out-sourcing, licensing and technology procurement within large multinational pharmaceutical companies and with key decision makers at the level of chief scientific officer and research director within many of Europe's leading biotechnology companies.

### Objectives for joining the Oncology Delegation to India

- Scope regional market opportunity
- Meet local key opinion leaders in the Oncology space in each of the cities
- Identify significant leads and opportunities











Mr David Saldanha

Mr David Saldanha, Group Marketing Director, JALTEK GROUP Unit 13, Dencora Way, Sundon Business Park, Luton, Bedfordshire LU3 3HP T +44 (0)1582 578174 E davids@jaltek-group.com W www.jaltek-group.com

#### **About the Company**

Equivital is a brand developed to harness the power & value of mobile human data, that is data from real people in real environments. Equivital is a market leading brand for mobile human monitoring solutions and services for military, clinical, and hazardous worker applications. Equivital's real-time physiological monitoring and human data intelligence technologies are developed by a world class team of engineers, doctors and physiologists. The company's ongoing collaboration with international elite military forces and renowned healthcare institutions has enabled validation of Equivital products in delivering high quality mobile clinical data from real people in real environments. In the next 5 years the Equivital brand aims to deliver the value of real world human data to the masses.

### **About the Delegate**

Mr David Saldanha (Group Marketing Director and Head of Consumer Products) - A professional with over 23 years of experience (15 in the UK) launching brands and establishing profitable commercial operations across the globe, primarily in the Consumer durables sector. David has a successful record of leading, developing and implementing innovative technical & commercial solutions to reach company objectives.

### Objectives for joining the Oncology Delegation to India

To meet Indian companies and healthcare providers to look for areas of collaborative opportunity.









Ms. Gurmeet

### **Bird & Bird LLP**

Ms. Gurmeet Kaur Sidhu, Partner
Bird & Bird LLP
15 Fetter Lane, London, EC4A 1JP, United Kingdom
E gurmeet.sidhu@twobirds.com
T +44 (0)20 7982 6469 / +44 (0)20 7415 6000

#### **About the Company**

Bird & Bird's International Life Sciences and Healthcare sector groups have an unrivalled history and track record. Boasting a team of over 200 multi-specialist practitioners, it includes lawyers recognised by the major directories as experts in the Indian market who are based abroad, and lawyers who are dual qualified in India and the UK.

The group has recognised specialists in key areas including: corporate, commercial, intellectual property and brand management, regulatory, licensing, dispute resolution, competition and information technology across their 25 offices in key business centres across Europe, the Middle East and Asia.

They have a diverse client mix from start-ups and SMEs to leading global pharmaceutical companies, technology companies, financial institutions, universities, clinical research organisations and government bodies, along with many healthcare providers including several leading London hospitals.

#### About the Delegate

Gurmeet is a Partner in our Intellectual Property Group, based in London.







Gurmeet specialises in the full range of intellectual property disputes (which include patents, trademarks, copyright, design rights, passing off, trade secrets and confidential information). She joined us from the Novartis Group, where she held the position of Senior IP/Patent Litigation Counsel within its subsidiary, Sandoz International's Global IP/Patents Team. Gurmeet's in house experience gives her a unique understanding of how multinational organisations manage their IP litigation strategies and the accompanying commercial risks.

Gurmeet's contentious experience also includes media/defamation matters, competition and cartel litigation (including related business crime aspects) and commercial litigation. Her cases often involve cross border elements which require devising and managing a successful litigation strategy and liaising with lawyers across several jurisdictions.

Gurmeet qualified and trained as a Barrister in England & Wales and has been called to the Malaysian Bar. She is a Solicitor Advocate and in addition to her LLB (Hons) qualification, Gurmeet also holds a specialist LLM in Intellectual Property (University of London, LSE).

### Objectives for joining the Oncology Delegation to India

India is a key region for Bird & Bird. We have a dedicated "India Group" comprised of UK and India dual qualified lawyers and partners who understand the Indian market and who have a track record of representing India based corporations. It is our key objective to further build upon this success and to further strengthen our profile in the Indian market. Bird & Bird is in an excellent position to provide a high quality service to Indian clients with regard to their legal needs in the UK & Europe, the Middle East and wider Asia. We are unique and different from other law firms in that our lawyers have an indepth knowledge of the Life Sciences and Healthcare sectors.









Dr. John A Green

### **University of Liverpool**

Dr. John A Green, Senior Lecturer in Cancer Medicine,
University of Liverpool
Institute of Learning and Teaching,
Liverpool,
L69 3BX, United Kingdom
E j.a.green@liverpool.ac.uk
T +44 141 482 7793
M +44 (0) 7768 474887

### **About the Company**

Higher Education Institute (University) based in Liverpool UK. Largest European provider of online postgraduate education.

Cancer is a major interest in the University and research is based in the Institute of Translational Medicine alongside pharmacology and reproductive medicine, within a broader Faculty of Health and Life Sciences. On campus and online education for Life Sciences is based in the Institute of Learning and Teaching. Core learning support is also provided by the centre for Lifelong learning which has its own e learning Unit.

The lead applicant is also a Council member of the European Society for Gynaecological Oncology (www.esgo.org )







### **About the Delegate**

John Green is an academic medical oncologist based in the Institute of Translational Medicine, University of Liverpool, UK. He has been involved in late phase trials of anticancer therapy for many years and played a major role in the development of G-CSF in the prevention of neutropenic sepsis after cytotoxic chemotherapy. Currently he has interests in gynaecological cancer trials from phase 1-3 and translational research, particularly the integration of prognostic and predictive biomarkers in clinical trials. Currently he is principal investigator on a Phase I/II trial targeting the p53 molecule in ovarian cancer. He has been a member of NCRI, EORTC and Gynaecological Cancer Intergroup committees on gynaecological cancers and translational research.

In addition he has a major interest in postgraduate education and e-learning. He has run an on-campus MSc on Oncology and developed online modules in Acute Cancer Medicine and Gynaecological cancers. Since 2011 he has been a member of the European Society for Gynaecological Oncology (ESGO) Council and established the patient advocacy network ENGAGe. He is organising the next biennial congress in Liverpool for 3000 international delegates in October 2013 (www.esgo.org ).

### Objectives for joining the Oncology Delegation to India

- Indian University with Cancer Interest as well as educational network
- Training or subcontracting some University's operations would be considered
- Identify significant leads and opportunities









### **UKTI Team**



John Lownds

John Lownds
UKTI Life Sciences
1 Victoria St London SW1H OET
T 00 44 20 7215 8086 M 00 44 7876 546036
E john.lownds@ukti.gsi.gov.uk

John Lownds is currently Acting Head of UK Trade & Investment's Strategic Trade Life Sciences Team. He joined the team in January 2010 from the Department of Energy & Climate Change but had previously worked in a number of roles in UKTI including a two year spell on the India Desk. John has represented UKTI at a number of international events including BIO, Medica, Arab Health and Hospitalar and was actively involved in the launch of Healthcare UK earlier this year.



Mike Nithavrianakis

Mike Nithavrianakis
British Deputy High Commissioner Chennai
T + 91 4219 2174 E mike.nithavrianakis@fco.gov.uk
W www.ukinindia.com

Mike was born in Dumfries, Scotland in 1967 to a Greek father and Scottish mother. He joined the Foreign and Commonwealth Office (FCO) in the 1980s and has had diplomatic postings to Malaysia, Russia, Ghana, Saudi Arabia and Greece. He was most recently Deputy Head of Mission and Consul-General in the British Embassy in Athens. Before that he worked in crisis management in the FCO's Counter-Terrorism Department in London, during which he deployed to the scenes of many major incidents involving British nationals, including after the bombing of the British Consulate-General in Istanbul in 2003 and the Asian Tsunami in 2004.

Most of Mike's recent career has been spent dealing with policy, economic and commercial issues. A major part of his portfolio in Chennai is focused on enhancing the trade and investment relationship between the UK and Tamil Nadu and Kerala. He is also passionately interested in healthcare issues in India. Married with two children, he is a sports fanatic and enjoys reading, music and seeing new parts of India.









**Ashish Mehta** 

# Ashish Mehta First Secretary - UK Trade & Investment T + 91 22 6650 2222 M + 91 9769989656 E ashish.mehta@fco.gov.uk W www.ukinindia.com

Ashish is the First Secretary, Trade & Investment at British Deputy High Commission in Mumbai and Cluster Manager for Life Sciences, Healthcare and Creative industries for all India. Ashish has been with UK Trade & Investment for 3.5 years and manages a team of 13 Trade & Investment Advisers across India.

Ashish is an Engineering graduate from the Indian Institute of Technology (IIT), Bombay and has completed management certifications. His academic knowledge is coupled with over 9 years of consulting experience, which includes working for a large British Technology Company in India.

Ashish is keen to assist UK companies interested in doing business in India and would be pleased to provide necessary support. He is a member of TiE (a non-profit global network of entrepreneurs and professionals) and Pan IIT (umbrella organisation covering alumni of all Indian Institutes of Technology).



Maju Jacob

Maju Jacob
Senior Trade & Investment Advisor - UK Trade & Investment
T + 91 22 6650 2222 M + 91 9920154925
E maju.jacob@fco.gov.uk W www.ukinindia.com

UKTI-Healthcare sector Lead India. Leads on India wide team for healthcare sector activities to promote British business in India, Has 14 years of healthcare industry experience and worked in India and Middle east Asia. Managed a professional team in all phases of setting up a private health facility.







### **UKTI Team**



Priya Varadarajan

Priya Varadarajan
Senior Trade & Investment Advisor - UK Trade & Investment
T + 91 22 100 200 M + 91 9845133896
E priya.varadarajan@fco.gov.uk W www.ukinindia.com

Priya leads on the Life Science sector for UK Trade and Investment (UKTI) in the Indian market. In her over 5 years of experience in this role with the organisation Priya has worked on several UK delegations to India and assisted scores of UK SMEs, explore, understand and access the Indian market through general as well as bespoke services. She also facilitates on strategy and business planning issues for UK organisations as a regular part of her role with UKTI. Though Priya has a national role, she is placed in the Biotechnology hub of India, Bangalore.

A Chartered Accountant by profession, Priya has worked in audit, consultancy, financial analysis and equity research across various industry segments including corporate and 2 of the Big Four Global Consultancy firms.



Namrata Devalla

Namrata Devalla
Trade & Investment Advisor - UK Trade & Investment+
T + 91 2210 0200 E namrata.devalla@fco.gov.uk
W www.ukinindia.com

Namrata Devalla is a Trade & Investment Adviser with UK Trade & Investment Bangalore for over 2 years contributing to key sectors like Lifesciences and Healthcare. Her scope of work covers researching, market analysis leading to generation of specific business leads in both the Indian and UK markets. Her remit of work is India wide for Lifesciences and specifically Karnataka state related for Healthcare. For any further information on either sector for Karnataka, please contact her on the details mentioned above.







Ashwin Ravindran

## Ashwin Ravindran Trade & Investment Advisor - UK Trade & Investment T + 91 4219 2174 E ashwin.ravindran@fco.gov.uk W www.ukinindia.com

Ashwin Ravindran has been a Trade & Investment Adviser with UK Trade & Investment Chennai for 2 years primarily covering the Healthcare, Lifesciences and Energy sectors with some experience in consulting and market research in South India. His scope of work covers information on both the Indian and UK markets, product specific market reports, market analysis, establishing useful business contacts and support UK companies to help them access the market potential for their products and services in South India covering Tamil Nadu, Kerala, and Pondicherry. He will assist with market information specific to your business, which would help your company to enter the Indian market.



**Ms Kimberly Francis** 

# Ms Kimberly Francis Trade & Investment Advisor - UK Trade & Investment T + 91 4219 2174 E kimberley.francis@fco.gov.uk W www.ukinindia.com

Kim has been a Trade & Investment Adviser with UK Trade & Investment Chennai for 5 years primarily covering the Healthcare, Education and Infrastructure sectors with some experience in Creative & Media, Water and Fire & Security in South India. Her scope of work covers information on both the Indian and UK markets, product specific market reports, market analysis, establishing useful business contacts and supports UK companies to help them access the market potential for their products and services in South India covering Tamil Nadu, Kerala, Andhra Pradesh, Karnataka and Pondicherry. She will assist with market information specific to your business, which would help your company to enter the Indian market.









The Indo British Health Initiative aims to promote scientific collaboration between healthcare personnel in the United Kingdom and India. It also seeks to facilitate more UK higher education partnerships and business opportunities for UK commercial firms in the healthcare sector in India. The IBHI foundation was mainly formed to facilitate and channelize these initiatives in December 2012.

#### Recent events:

The IBHI held events focusing on Orthopaedics (Jan, 2012) and Gastroenterology (April, 2012) last year, followed by a hugely successful Indo-UK Diabetes Summit in January 2013, which was the largest ever bilateral healthcare event the UK has ever hosted with India. This event was attended by leading faculty from both countries, two large UK trade delegations, comprising healthcare universities and private sector companies and about 600 delegates from across India.

The Indo British Health Initiative (IBHI) and the British Deputy High Commission will jointly organise the biggest ever Indo-UK Oncology Summit in Chennai on 6 & 7 September 2013.

#### Healthcare UK

The UK is a recognised world leader in healthcare with unrivalled experience and expertise in meeting the complex health demands of diverse populations. With an international reputation for excellence, the National Health Service (NHS) is at the forefront of healthcare delivery, research and training. It works in collaboration with commercial healthcare companies and academia to develop innovative, integrated, high-quality and cost-effective systems of care. Uniquely, the UK's commercial healthcare sector has in-depth experience of working in partnership with the NHS in planning and delivering facilities, clinical services and deploying new technologies



Healthcare UK has been established to provide a focal point for healthcare partnerships between UK organisations and healthcare providers around the world. As a joint initiative between the Department of Health, the NHS and UK Trade and Investment, Healthcare UK has in-depth knowledge of the expertise available in the UK in both the commercial sector and the NHS. It is strategically placed to bring together consortia of UK organisations to deliver comprehensive solutions to healthcare requirements, however complex. It keeps the UK healthcare sector appraised of the evolving requirements of health services across the world, enabling compelling and culturally appropriate propositions to be formulated. Drawing on UKTI's network of professional advisors in more than 100 countries, Healthcare UK works with governments and healthcare providers around the globe to co-develop healthcare solutions reflecting specific needs and priorities.

#### **Healthcare UK facilitates:**

Major government-to-government engagement on behalf of the UK health industry, bringing together the NHS and commercial sector to work in collaboration to deliver substantial programmes of healthcare provision, implementation and improvement partnerships between individual healthcare organisations around the world and NHS providers, commercial companies and national agencies to create tailored programmes for healthcare services professional exchange programmes and the delivery of education and training for healthcare professionals since 1948. The UK has invested billions of pounds in constantly improving the quality of healthcare available to the people of Great Britain. Through Healthcare UK, overseas clients can now access the significant benefits of that investment and acquire the know-how to extend their own healthcare provision

For further information and to discuss how HealthcareUK could assist you, contact:

T +44 (0)207 215 5000 E healthcare.uk@ukti.gsi.gov.uk W www.ukti.gov.uk/healthcareuk









### **Programme**

### Oncology Delegation to India 1st September to 7th September 2013

**(** 

### Sunday 1st September 2013

TBC Arrive in Mumbai Transfer Free day to Hotel Taj Lands End

### Monday 2nd September 2013

0830	Meet at Lobby for the briefing at the British Deputy High Commission office followed by company visit	Objectives and follow-ups will be discussed.
0900-0945	Briefing at the British Deputy High Commission, Mumba	Mission Briefing, Objectives and follow-ups will be discussed.
1030-1230	Company visit to Cipla/ Lupin/Pirama	For Life Science and Healthcare companies - TBC
1230-1330	Lunch	
1330- 1415	India briefing: UKTI – Deputy Director/ Cluster Manager Life sciences	To give an overview of how to do business in India and opportunities in Life sciences Industry
1430-1630	Opening of Panel discussion on "Need of advanced Drug Delivery system in Oncology medicine in India for improving Cancer care beyond metro cities" (1430-1600) followed by High Tea: Venue Taj Lands End	Panellist: Head of clinical Pharmacy of Tata cancer, Cipla , GSK, Nano therapeutics UK, Royal college rep Guest :- Medical directors , Oncology specialists from leading Hospitals in Mumbai, CEO and directors leading Pharmaceutical manufacturers from India Moderator : BMJ Editor
1730-1930	Free for delegates to have one to one sessions with Indian participants	









1930-2200 Networking reception:
50-60 Top Business people
from leading pharmaceutical
companies, Life science
industry Inward investors to U

industry Inward investors to UK, Hospital CEO's, Leading cancer specialists, and Association of doctors like IMA, Physicians of India etc Cocktail Dinner, Taj

Lands End

### Tuesday 3rd September 2013

Approx 1000	Depart from Mumbai	Timing will depend on the flights selected
1130	Arrive in Bangalore Stay at Vivanta by Taj MG Road Bangalore	Airport transfers arranged by Taj (coach). Approximate travel time to hotel is 1:30
1830-2000	Round Table Discussion on the discovery research happening in cancer, IP and its effects, the opportunities for licensing out to Indian companies, Diagnostics research, new biomarkers - Vivanta by Taj AND Round Table on the healthcare side, medical technologies companies, access to large hospitals and distributors in India- specific opportunities	The two round tables will be at the hotel and the appropriate parts of the delegation will attend each of these. Key attendees will include Biocon, Strand Lifesciences, Biospectrum, Anthem, Mitra, C-CAM, Cellworks key companies like Shasun and others  On the healthcare side Mazumdar Shaw Cancer Centre, HCG, BGS, I2India, Kidwai

1634\_GTi\_Oncology\_v15.indd 39 23/08/2013 18:12







### **Programme**

2000

Networking Dinner Reception with closed group of roundtable participants. (both UK and India) Vivanta by Taj

### Wednesday 4th September 2013

1000-1600	Company visit to Mazumdar Shaw Cancer Centre and Mitra Biotech Pvt Ltd.	Coach will be arranged
1900	Provide brochures and Marketing Material to be displayed at the Networking Venue	Vivanta by Taj MG Road
1930	Seminar and Interactive Networking Dinner with local Lifescience industry Hosted by the BDHC Bangalore	Vivanta by Taj MG Road

**(1)** 

### Thursday 5th September 2013

1100	Arrive in Chennai	Travel time to the hotel is approximately 1hr
1200	Check in at Taj Coromandel	30 minutes down time before lunch
1230	Lunch briefing by Mike Nithavrianakis- Deputy High Commissioner to Southern India, with local healthcare experts	Venue - Taj Coromandel To understand the Missions objective in areas that they are keen to do business in and provide information on researchers and academia who are working on this who could give key facts, statistics and potential opportunities in the field especially in Tamil Nadu and Kerala.





**(** 



1350	Leave for Apollo Hospital	Travel time to Apollo Hospital is approximately 10 minutes
1400	Arrive at Apollo Hospital to meet the Group CEO - Mr. Premkumar and his senior team	
1600	Depart Apollo hospital to Taj Coromandel	Down time
1730	All India Launch of Healthcare UK at Taj Coromandel Ballroom Official invite, programme to be shared in the information pack	The chief guest for the event would be Lord Kakkar, British Business Ambassador. The special address would be from Dr Prathap Reddy, Chairman Apollo Group of Hospitals and Introduction to Healthcare UK by Howard Lyons followed by a possible HUK, JIPMER MoU signing up. Mike Nithavrianakis will be the session's chair
2000	Cocktail dinner and networking  The networking dinner would have the who's who of the healthcare sector in Tamilnadu, Pondicherry and Kerala.	Around 250 of the top Healthcare professionals, CEOs, Chairman's, Vice Chancellors and decision makers of all the leading Hospitals, Universities, institutions and research parks would be available for networking and to discuss of any possible business opportunities
Friday 6th & S	Saturday 7th September 2013	
1000- 1800	IBHI - Indo - UK oncology Summit, Hilton Hotel	Programme schedule to follow shortly. The coach facility for the same would be arranged by UKTI between Taj Hotel and Hilton

**(** 

1634\_GTi\_Oncology\_v15.indd 41 23/08/2013 18:12





•