

Review of 2013





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An excellent first year for Healthcare UK with significant contributions from many quarters.

Twelve months which started with the launch at Arab Health in January when over 250 companies exhibited and 20 organisations participated in a mission led by Earl Howe and Lord Darzi ended with the Prime Minister's Special Trade Envoy for Healthcare, the Rt Hon Kenneth Clarke QC MP, heading a delegation of 50 representatives of healthcare organisations to five cities in China.

In 2012, the UK Government signalled its ambition to foster strong partnerships between British organisations and healthcare providers around the world by establishing Healthcare UK, a joint initiative between the Department of Health, NHS England and UK Trade & Investment.

In the summer, the potent image of the NHS logo at the London 2012 Olympic Games Opening Ceremony had attracted attention around the world and stimulated considerable interest in what the UK might have to offer.

With increasing healthcare demands and the need to meet the aspirations of their citizens, many overseas countries have bold programmes of healthcare reform and development. This has created a strong appetite for collaborations with British healthcare institutions and industries.

What the UK has to offer is unique in terms of both its quality and breadth, drawing on 65 years' experience of running the world's largest integrated national health system.

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Over the past year, Healthcare UK has established itself as the bridge between British healthcare organisations, governments and providers around the world who are planning significant healthcare developments. The range of activities highlighted in this report illustrates the progress which has been made to create a clear route into UK capabilities for overseas partners and to promote all the components – the NHS, commercial companies and academic institutions – which constitute the world-renowned UK health service.

The UK healthcare sector can contribute widely to the development of healthcare systems which span:

developing and delivering primary, secondary and tertiary care and public health programmes

designing, building, commissioning and operating healthcare facilities and infrastructure

training and education of doctors, nurses, managers, allied health professionals and support workers

digital health, including telehealth, mobile health, e-health, informatics and information technology

health system development across whole systems or within large healthcare institutions

During 2013, Healthcare UK supported 24 major events across the Middle East, China, India, Brazil and several other countries. Already, UK organisations have signed contracts to collaborate internationally, sharing expertise to enable partners to achieve their objectives for their own healthcare system. Examples include:

King's College Hospital has an agreement with Saudi Arabia to train nurses bridging from diploma to graduate level.

The Oxford Fertility Unit and NMC Healthcare of the UAE have established a joint venture to provide medical care and training across the UAE.

In China, BT Health is implementing its IT platform for managing electronic care records, electronic prescription processing, and support for online appointment booking.

Also, Healthcare UK has signed a range of Memoranda of Understanding with overseas institutions, including China's International Health Exchange & Cooperation Centre (IHECC) in Beijing and the Jawaharlal Institute of Postgraduate Medical Education and Research (JIPMER) in India, which cement the commitment to collaborate for mutual benefit.

This report highlights the many events, partnerships and collaborations which have developed during 2013 and I hope you will find it a stimulating insight into how Healthcare UK can assist your organisation, whether you are based in the UK or overseas.

Howard Lyons
Managing Director, Healthcare UK

Review of 2013: Middle East



TPP sign a Memorandum of Understanding with the GCC Health Council

TPP founder & CEO Frank Hester with Professor Tawfik Khoja, GCC Health Council Chair.

January

UAE

Healthcare UK is launched during Arab Health in Dubai by:

Earl Howe, Parliamentary Under Secretary of State for Health

Lord Darzi, Hamlyn Professor of Surgery at Imperial College London and UK Business Ambassador for Healthcare

Howard Lyons, Managing Director of Healthcare UK

120 guests, representing 10 countries, participate in the seminar **“New perspectives for international partnerships – collaborations through Healthcare UK”** and had the opportunity to discuss healthcare issues with a panel of distinguished speakers.

Saudi Arabia

2nd meeting of the Joint Ministerial Committee for Healthcare Cooperation is held in Riyadh. Dr Mohammed Al Yemeni Deputy Minister for Planning and Health Economics chaired with Anna Soubry MP, Parliamentary Under Secretary of State for Public Health representing the UK.

May

UAE

Healthcare event is held during the state visit to the UK by the President of the UAE. The event, attended by HH Sheikh Abdullah Minister for Foreign Affairs, was hosted by Lord Darzi at the Hamlyn Centre for Robotics at Imperial College London.

UK/UAE Business Council establish a healthcare working group, which will report to the Business Council, jointly chaired by Lord Darzi and H.E. Raja Easa Al Gurg, Managing Director, Al Gurg Group.

June

Oman

Dr Ahmed Al Saidi, the Omani Minister of Health, visits the UK.

Kuwait

Second meeting of the Kuwait – UK Joint Steering Group takes place, attended by Dr Qais Al Duwairi Under Secretary for Health and Dr Ahmed Al Saleh from the Ministry of Health, Kuwait and Professor Andrew Morris, Chief Scientific Officer for Scotland.

Dr Mohammad Al-Haifi, Minister of Health, Kuwait visits London.

July

UAE

Abu Dhabi Health Services Company (SEHA) visit the UK to discuss medical education and training.

August

UAE

Visit to the UK by the Health Authority of Abu Dhabi and Mubadala to discuss genomics and personalised medicine.

September

Health ministers from the Gulf Cooperation Council visit the UK and sign a Memorandum of Understanding with TPP Ltd to explore the development and implementation of a world class electronic patient record system across the Gulf States.

Saudi Arabia

3rd meeting of the Joint Ministerial Committee for Healthcare Cooperation, held in London. Anna Soubry MP was joined by:

Dr Mohammed Al Yemeni, Deputy Minister for Planning and Health Economics

Dr. Mohammed Zamakhshary, Assistant Deputy Minister for Planning and Training

Dr. Mohammed Basulaiman, Assistant Deputy Minister for Primary Healthcare

HE Sheikh Nasser Al Mutawa, Co-Chair of the Saudi British Joint Business Council

UAE, Oman, Kuwait

Visit by NHS Trusts and UK companies to Kuwait, Abu Dhabi and Oman, led by Earl Howe.

October

Jordan

Leeds Teaching Hospitals NHS Trust and the King Hussein Cancer Center, Amman, Jordan signed a formal Memorandum of Understanding on 31 October 2013, having been first introduced by the UKTI team in Jordan in November 2012.

This sealed a partnership which will see some of Leeds' pioneering expertise and innovations in cancer treatment shared and developed in the Middle East.

Linda Pollard, Chair of the Leeds Teaching Hospitals NHS Trust (LTH), which includes Leeds Cancer Centre, signed the Memorandum of Understanding with HRH Princess Ghida of Jordan, the Chair of the King Hussein Cancer Center (KHCC). This signing was part of the British Business Pavilion activities during the 9th World Islamic Economic Forum, held in London on 30-31 October.

December

Saudi Arabia

11 companies participate in seminars in Riyadh and Jeddah covering hospital development from pre-design planning to delivering total patient care.

Memorandum of Understanding between Leeds Teaching Hospitals NHS Trust (LTH) and King Hussein Cancer Center (KHCC)

The signing ceremony. Seated (L to R): Linda Pollard, HRH Princess Ghida Talal of Jordan. Standing (L to R): Howard Lyons (Healthcare UK), Dr Geoff Hall (LTH), Baroness Morris (UK Business Ambassador for Jordan), David Berridge (LTH), Peter Millet, (HM Ambassador to Jordan), Dr Asem Mansour (KHCC), Zaid Bitar (KHCC), Foluke Ajayi, (LTH)



Review of 2013: China

March

Mission to Zhejiang Province with 15 companies led by Howard Lyons, Managing Director, Healthcare UK and Dr Andrew Vallance-Owen, Specialist Medical Advisor, Healthcare UK.

April

Senior delegates from Zhejiang Provincial Health Bureau, hospitals in the region and other healthcare organisations visit healthcare facilities during their week-long stay in the UK.

May

12 British companies participate in the Hospital Build Infrastructure China Expo, Nanjing. Sinophi and Huai'an First People's Hospital sign a cooperation agreement.

June

Shanghai Fudan University Support Services make a week-long visit to the UK.

July

CITIC Trust, a branch of 3rd biggest State Owned Enterprise, visits the UK.

August

The first major Healthcare UK event in China, **"Working in Partnership with the NHS – From UK to China"** is held at the China Health Forum.

Chaired by Brian Gallagher, Commercial Counsellor and Director of Trade & Investment for China, the seminar attracted over 100 senior Chinese decision makers. DG Gao Weizhong, Director General of the International Health Exchange & Cooperation Centre (IHECC), was the keynote speaker.

5 UK speakers contributed and Sylvia Pan of the Beijing United Family Hospital joined the panel discussion.

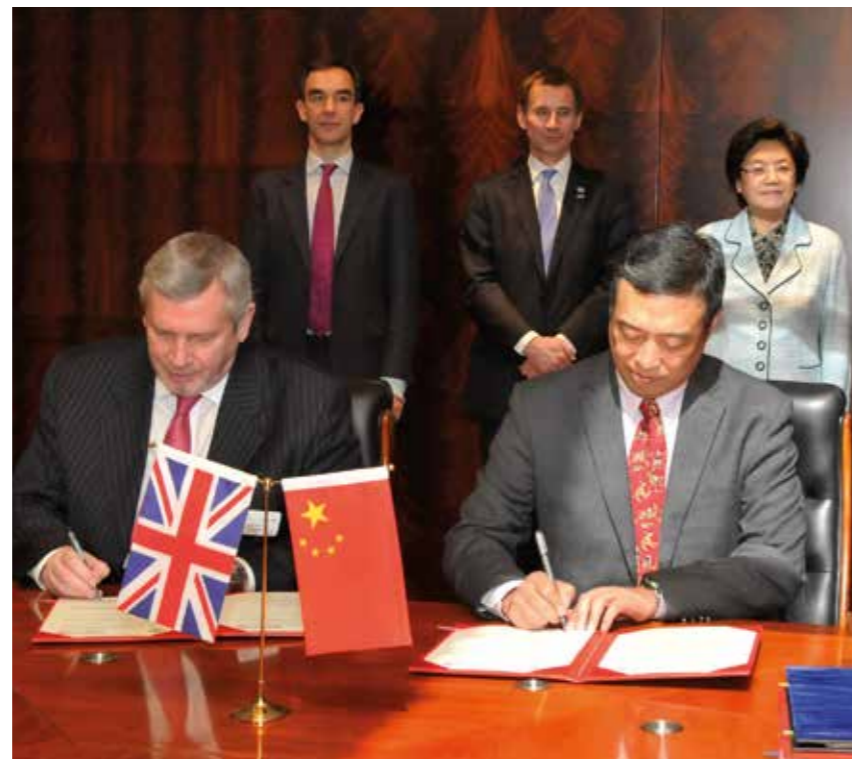
16 British companies exhibit in the UK pavilion under the Healthcare is GREAT banner.

December

A healthcare summit on the theme of **"UK-China Strategic Partners in Healthcare"** is hosted by the Rt Hon Jeremy Hunt MP, UK Secretary of State for Health.

Leaders and specialists from both Chinese and British healthcare sectors participate and share the latest information on healthcare policies, digital health, elderly care and delivering high quality services. Collaborative opportunities between the UK and China were explored.

Howard Lyons and DG Gao Weizhong sign the Memorandum of Understanding witnessed by (left to right) Andrew Key, Minister & Deputy Head of Mission, the British Embassy Beijing, the Rt Hon Jeremy Hunt MP, Secretary of State for Health, and Ms Li Bin, Minister of the National Health and Family Planning Commission (NHFPC).



Howard Lyons, Managing Director of Healthcare UK and DG Gao Weizhong, Director General of IHECC sign a Memorandum of Understanding between the two organisations.

The Prime Minister's visit to China

The Prime Minister and Health Secretary, Jeremy Hunt witness agreements being sealed in China, during the Prime Minister's three-day visit to the country in December.

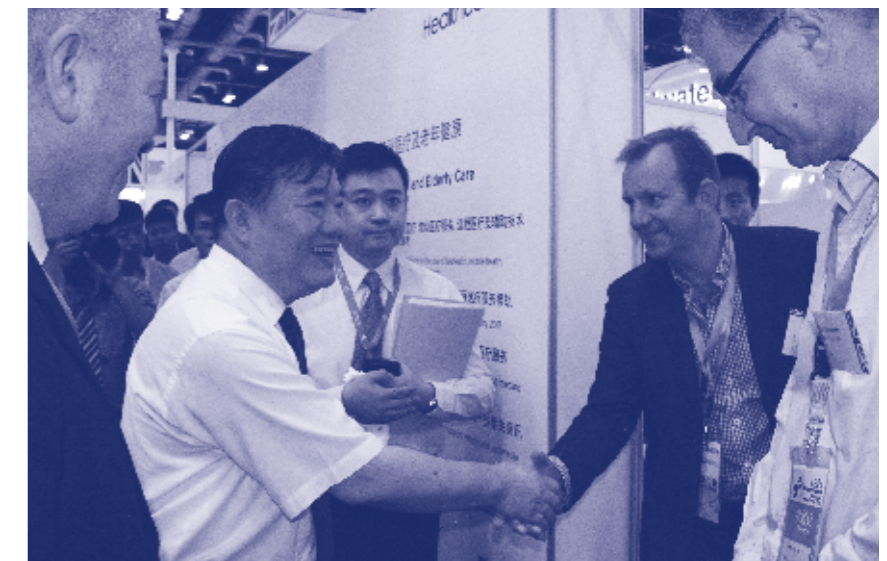
Sinophi Healthcare signs contracts for hospital management and hospital investment worth £120 million. These include a joint venture with Huai'an First People's Hospital, one of the biggest hospitals in Jiangsu Province in East China, and an agreement to build a 1,000 bed oncology hospital.

Heythorp Healthcare signs a Memorandum of Understanding with Jiangsu Far East (Yadong). This is for a joint venture to develop a flagship, mixed use healthcare facility which will include elderly nursing, specialist dementia services and care training.

Healthcare UK signs a Memorandum of Understanding with the CITIC Trust and Circle Partnership to unlock commercial deals for UK companies in areas such as primary care services, integrated care and education and training.

IXICO signs a Memorandum of Understanding with the Beijing Union Medical and Pharmaceutical General Corporation. They will work together to support dementia diagnosis, advance public understanding of dementia and evaluate new treatments.

Senior Chinese leaders are welcomed to the Healthcare is GREAT Pavilion at the China Health Forum.



The year in pictures



< John Myatt (Serco Health) addresses the Healthcare UK launch seminar in Dubai



^ The Rt Hon Ken Clarke QC MP, Minister without Portfolio and the Prime Minister's Trade Envoy in conversation with guests at the Healthcare UK launch in Brazil



< Howard Lyons (Managing Director, Healthcare UK) welcomes DG Gao Weizhong, Director General of the International Health Exchange & Cooperation Centre to the UK pavilion at the China Health Forum

< Lord Kakkar, Professor of Surgery, University College London and UK Business Ambassador addresses the Healthcare UK launch in India "Advancing UK: Indo - British Collaboration"

v Dr T S Ravikumar, (Director of JIPMER) and Howard Lyons, (Managing Director of Healthcare UK) signing the agreement witnessed by (l to r) Lord Kakkar, Dr Prathap C Reddy, (Chairman and Founder, Apollo Hospitals Group) and Mike Nithavrianakis, (Deputy High Commissioner)



< The Healthcare UK pavilion at the NHS Innovation Expo



^ The UK pavilion "Healthcare is GREAT" at the China Health Forum



< Earl Howe, Parliamentary Under Secretary of State for Health at the launch of Healthcare UK in Dubai

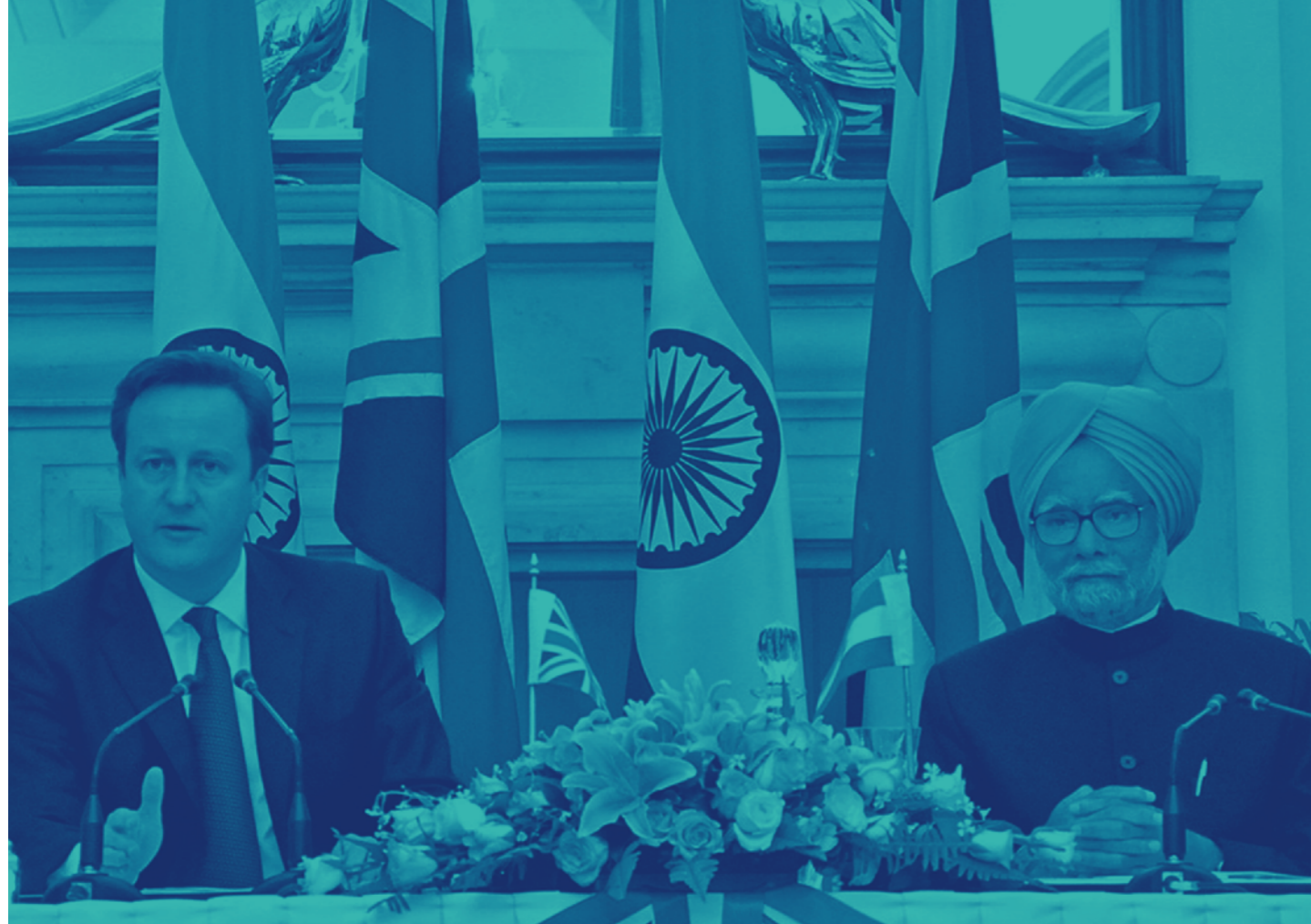


< Earl Howe and Lord Darzi welcome guests from the region to the Healthcare UK launch in Dubai, including Dr Ahmed Al Saidi, Minister of Health, Oman



< The Rt Hon Jeremy Hunt MP, Secretary of State for Health, Ms Li Bin, Minister of the National Health and Family Planning Commission (NHFPC) and Mr Ma Xiaowei, Vice Minister of the NHFPC and distinguished guests at the "UK: China: Strategic Partners in Healthcare" healthcare summit

Review of 2013: India



The Prime Minister the Rt Hon David Cameron, MP and Dr Manmohan Singh, Prime Minister of India.

January

Anna Soubry MP, Parliamentary Under Secretary for Public Health inaugurates Indo-UK Diabetes conference. 600 delegates attend the 2-day interactive event.

February

The Prime Minister's visit to India

India-UK Summit talks are held in New Delhi on 19 February 2013 during the official visit to India of the Prime Minister, the Rt Hon David Cameron, MP. Mr Cameron met with the Indian Prime Minister Dr Manmohan Singh.

The leaders welcomed the proposals by UK providers to support primary healthcare training in line with the objectives of various Government of India schemes/initiatives, encouraging further initiatives to follow the new pilot in Kerala, an initial scoping study in Tamil Nadu and nursing and midwifery training in coordination with national nursing centres.

The first meeting of the UK and India Health Departments takes place in Delhi and a workshop is held over two days as part of the Memorandum of Understanding between the two governments.

April

Publication of a joint Healthcare UK and Department for International Development report on the study on primary care in Tamil Nadu and the possibilities for collaboration with the UK.

May

17 organisations participate in a trade mission to Mumbai and Chennai led by the Rt Hon Ken Clarke QC MP, Minister without Portfolio and the Prime Minister's Trade Envoy.

Mr Clarke addresses the **'Indo-UK conference on collaboration in healthcare'** organised by the Confederation of Indian Industry (CII) during the mission.

June

Senior officials from the India Ministry of Health and Family Welfare visit the UK.

September

Professor Lord Kakkar, Professor of Surgery, University College London and UK Business Ambassador for Healthcare hosts a week of healthcare activities which see the formal launch of Healthcare UK at the "Advancing UK: Indo-British Collaboration" seminar and:

a healthcare trade mission

a roundtable on human resource development in India

the 2-day Indo-UK Oncology Summit where delegates from the UK and India discussed the latest oncology research and highlighted areas where collaboration would be beneficial.

Memorandum of Understanding between JIPMER and Healthcare UK

At the launch of Healthcare UK, Jawaharlal Institute of Postgraduate Medical Education & Research (JIPMER), based in Pondicherry, and Healthcare UK sign a partnership agreement spanning healthcare training and research. The agreement will boost the opportunities for the UK's Royal Colleges, universities and training organisations to develop partnerships with one of India's largest medical schools. JIPMER trains doctors, nurses and allied health professionals.

A primary care workshop is held in Tamil Nadu with the Department of Health and Family Welfare and interested UK companies.

November

Mission and conference in Chandigarh.

Review of 2013: Brazil

May

UK Health Week is held in Brazil.

Launch of Healthcare UK in Latin America

Healthcare UK is launched formally in Latin America by the Rt Hon Ken Clarke QC MP, Minister without Portfolio and the Prime Minister's Trade Envoy. The event is attended by 40 healthcare leaders and a further 200 guests attend a networking reception for the healthcare and medical technology organisations participating at Hospitalar. In addition:

12 organisations join a trade mission focused on public private partnerships (PPP)

10 companies participate in a medical technology trade mission

23 companies exhibit at Hospitalar

Mr Clarke addresses the Royal College of Surgeons at their bi-annual conference in Brazil

July

A delegation from the Brazilian Army Private Finance Team visit the UK.

October

The Rt Hon Ken Clarke QC MP visits Rio Janeiro and Sao Paulo on a trade mission.

Workshop at the British Consulate in Rio de Janeiro on emergency medical services for the 2016 Olympic Games.

November

Eduardo Campos, Governor of Pernambuco, Brazil, visits the UK.

December

Andrew Vallance-Owen, Specialist Medical Advisor, Healthcare UK, speaks at the Brazil Healthcare Conference in Florianopolis.



UK Consul General for São Paulo, John Doddrell, welcomes delegates to the Healthcare UK launch in Brazil.

Review of 2013: UK

Healthcare UK runs many activities within the UK to assist British organisations to expand their business overseas.

The UK healthcare sector has a wide range of organisations and stakeholders, many of which Healthcare UK has worked with during the year, including:

- Academic Health Science Networks
- Academy of Medical Royal Colleges
- British Expertise
- The Confederation of British Industry
- Council of Deans of Health
- Genomics England
- Health Education England
- National Institute for Health and Care Excellence
- National Pathology Programme
- NHS Business Services
- NHS Confederation
- NHS England
- NHS Leadership Academy
- Public Health England
- Universities UK

February

25 companies attend a seminar on the opportunities in Public Private Partnerships in Brazil hosted by the Rt Hon Ken Clarke QC MP at the House of Commons.

March

Industry, academia and Government representatives meet to discuss the potential for the UK to play a leading role in a new WHO/ITU initiative to run mobile health pilots in 8 countries.

The Rt Hon Ken Clarke QC MP addresses members of the Medical Royal Colleges at a meeting of the Academy of Medical Royal Colleges International Forum.

NHS Innovation Expo

Healthcare UK has a major presence at the NHS Innovation Expo and introduces the organisation to the NHS, other public bodies and private companies.

June

Follow-up on the WHO/ITU mobile health initiative focuses on the nature of the NHS and UK Government's involvement in the project.

November

Over 60 organisations attend the "Doing Business in China" seminar, hosted by the Rt Hon Ken Clarke QC MP at the House of Commons.

CHECK – the China Healthcare Education Consortium UK is established by 10 UK universities who have joined together so that any collaborative healthcare opportunity from China can be met effectively.

Organisations interested in developing opportunities in China participate in groups focused on elderly care, digital health, training and education and hospital infrastructure.

December

Consortia addressing elderly care, digital health, training and education and hospital infrastructure have follow-up meetings to define the approach to presenting UK capabilities in China.

The UK healthcare sector

In the National Health Service (NHS), the UK has the world's largest integrated health system, which works in partnership with industry to deliver cost effective, high quality care to the UK's population, free at the point of need.

It has world-leading expertise across clinical disciplines and in the wide array of industries involved in the planning, development and delivery of healthcare services. It is home to many institutions whose names are synonymous with clinical and research excellence. The outstanding quality of medical education and training is internationally renowned, producing top class professionals and researchers.



The National Health Service

With an international reputation for excellence, the NHS is at the forefront of healthcare delivery, research and training.

The NHS 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.

The NHS is one of the most efficient healthcare providers globally, treating 1 million patients every 36 hours

The UK spends 9.4% of GDP on health, around half of the USA's expenditure

The Commonwealth Fund rated the NHS as the best system in terms of efficiency, effective care and cost-related problems in comparison with the healthcare systems of six other countries (Australia, Canada, Germany, Netherlands, New Zealand and USA)

The NHS in England:

delivers

300m

family doctor consultations per year

conducts over

6m

day case procedures per year

The UK has over

130

healthcare Public Private Partnership (PPP) projects. It is an acknowledged world leader in PPP

The UK is home to

4 out of 10

of the world's top 10 universities for clinical, pre-clinical and health subjects, with the University of Oxford in first place globally, followed by Cambridge, Imperial College London and University College London

Healthcare UK

Drawing on UKTI's network of professional advisors in more than 100 countries, Healthcare UK works with governments and healthcare providers around the world 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 and NHS providers, commercial companies and national agencies to create tailored programmes for healthcare services

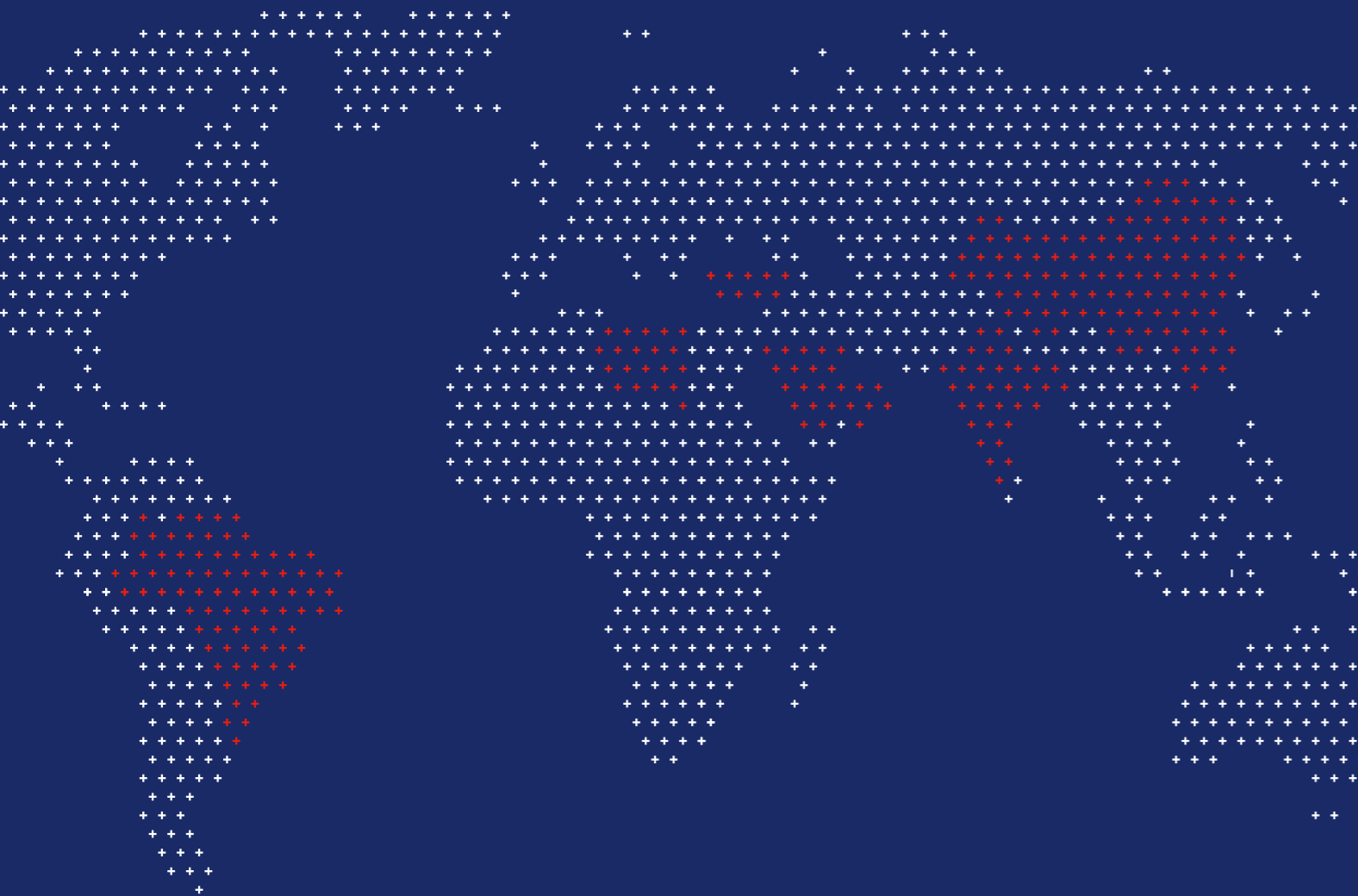
professional exchange programmes and the delivery of education and training for healthcare professionals

Healthcare UK works in conjunction with the Department of Health (DH) and NHS England to help develop the UK public health sector's capability to operate internationally. It is responsible for:

supporting the DH/NHS England to develop commercial opportunities internationally, both as part of a consortia focused on large scale projects requiring a wide range of participants as well as smaller, standalone opportunities

supporting the DH/NHS to operate philanthropically internationally

UK healthcare expertise



Priority Countries for 2013-14

China, including Hong Kong
 Brazil
 India
 Kuwait
 Saudi Arabia
 United Arab Emirates
 Oman
 Libya
 Turkey

Primary care

Primary care in the UK is recognised as a world-leading service. It is based on a high quality, multi-disciplinary model designed to improve accessibility, sustainability and clinical outcomes, which is of great interest to many emerging economies and countries seeking to create sustainable healthcare.

Education and training

The UK has an internationally renowned education and training system for doctors, nurses and allied health professionals. It is home to 4 of the top 10 universities for medical training. Training and education is a key priority of the health authorities in each of Healthcare UK's priority markets.

Infrastructure

UK companies are at the forefront of financing, design, build, and operation of healthcare facilities. The UK is a pioneer in the design of advanced facilities and the integration of communications and information systems.

Digital health

The UK is a global leader in delivering healthcare and healthcare reform through information technology. The UK's in-depth expertise includes design and delivery of national and local electronic health records, the adoption of patient-centric care driven by telehealth and telecare, the development of effective healthcare IT policies and standards, the creation of powerful population health analytics and the ability to manage a complex supply chain while delivering regional and national digital healthcare programmes.

Health system development

Through developing and operating the NHS for more than 65 years, the UK has the know-how to partner with governments and providers to support the design and development of innovative, cost-effective and evidence-based models of healthcare delivery.

The UK has a reputation for delivering high-impact changes in healthcare delivery in areas such as day surgery and rapid access to diagnostic procedures.

Public private partnerships (PPPs)

The UK was the first country in the world to develop the concept of PPPs for public service projects. Through partnership with the private sector, PPPs enable the delivery of efficient, cost-effective and measurable public services within modern facilities whilst minimising financial risk.

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

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