

"Harnessing the power of collaboration"

Margaret Parton

Life Sciences Sector Champion

UK Trade and Investment

Role of Sector Champions

- Pharma, Biotech, Healthcare Technology, Health care Provision
- Reflect the Landscape in UK for any particular Company
- Maintain Up to date information on UK Life Sciences Sector
 - Regulatory
 - Fiscal
 - Funding
 - Markets
- Support Inward Investment
 - R&D Activity
 - Partnerships and Collaborations
 - Establishing a UK Presence

Collaboration

- Collaboration is not new!!
- Bioscience Industry has embraced the Collaborative model more than any other sector
- Biosquare, Biopartner Europe, BIO
- Why??

Bio/Pharma Development

DRUG DEVELOPMENT LIFECYCLE



Drug Discovery

- Target identification
- Target validation
- Lead discovery

Preclinical Development

- Lead optimisation
- Candidate development
- Animal trials

Clinical Development

- Phase I clinical trials
- Phase II clinical trials
- Phase III clinical trials

Product Launch

- Phase IV trials
- Marketing Approval
- Large-scale Manufacturing

What are the benefits of collaboration

- Finance
- Technology
- Data
- Speed
- Route to Market

UK Government Support for International Collaboration

- Britech UK/Israel Industry to Industry
£15M
- Cambridge / MIT Institute (CMI) Academic
£60M
- UK/Texas Bioscience Collaboration Academic
£2.5M
- UC San Diego / Set Squared Partnership Industry and academia
£1.5M
- UK/Medicon Valley Industry and academia
£100K

Support for Collaboration in UK

- DTI Technology Fund
 - £340M to enable Industry/academic collaboration
 - Covers all sectors
 - Open to all UK Companies
 - Supports from early stage to Product Development

Why Collaborate with UK

World class Academic base

- UK researchers produce 16 research papers per US\$1 million of research funding, compared with 9.2 papers in the US and 3.6 in Japan.
- The UK has the most Citations in the EU-25, and is closest to the US, the world leader.
- In the Pre-Clinical and Health Related Sciences, the UK citation share overall is 2nd to the USA.
- The productivity of R&D in the UK, as measured by patents filed per US\$ invested, is higher than in any other of the G8 countries, apart from the US.

Why Collaborate with UK

Innovative and Mature Industry Base

- In 2005 UK Pharmaceutical Industry employed around 73,000 people directly in the UK with 27,000 in R&D
- Invested over \$6.5billion in R&D. An investment which represented around a quarter of the UK's total manufacturing industry R&D
- Exported an estimated \$22 billion of pharmaceuticals, creating a trade surplus of \$6.7billion.
- UK is home to 435 Biotech Companies employing over 22,000 people.
- The Companies spent \$2.21bn on R&D in that year while raising \$700 million of equity investment.
- Currently over 50% of the Biotherapeutics in Clinical Trials in Europe originate from the UK.

UK Global Partnerships Scheme

- The programme is aimed at knowledge and technology based businesses and helps companies achieve a successful alliance, reducing risk and shortening time to market.
- Companies complete a detailed but non confidential outline of the type of partnership they would like.
- The Scheme produces a customised outline of UK Companies and Institutions that will have already been contacted to ascertain their interest in your proposal.

What makes Successful Collaborations

- Collaborate with someone you like
- Make sure that you match the expectations of partners
- Explore the Company culture of your potential partner
- Be prepared to invest substantial resource into the collaboration.

Thank You

Margaret Parton

Life Sciences Sector Champion

Email: margaret.parton@pera.com