

Celebrating success

Report on progress in 2013/14



I am delighted to be able to report on Healthcare UK's substantial achievements since our launch in Dubai 18 months ago at Arab Health 2013. A great deal has been accomplished, establishing Healthcare UK's vital role in helping to improve healthcare services around the world, as well as contributing to the recovery and growth of our own economy.

With the support of government ministers, our business ambassadors and various officials at home and abroad, Healthcare UK has assisted private companies, NHS organisations, the Department of Health's arm's length bodies and academic institutions to develop partnerships overseas and convert these into business wins, far exceeding the targets set for 2013/14.

The success this year in working with British organisations and their counterparts overseas has reinforced that the NHS is well-regarded around the world. It is seen as being at the cutting edge in many areas of healthcare delivery with countries like China, Brazil and India keen to learn from its model of universal healthcare.

With such an encouraging start, confidence is high that UK healthcare organisations will capitalise on the £10bn pipeline of healthcare opportunities identified over the last year and play a leading role in the development of health systems and infrastructure, improving the quality of healthcare delivery for our valued international partners.



Howard Lyons
Managing Director
Healthcare UK

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UK organisations have won contracts worth

£550m

+£200m

ahead of target

Target



Actual



Value of overseas opportunities identified

£10.8bn

620%

ahead of target

Target



Actual



Value of qualified leads identified

Press Release

issue date 2nd December 2013

Sinophi Healthcare signs a letter of intent with Huaiyin District and the Huai'an First People's hospital to build a 1,000 bed regional oncology hospital

"The signing of this agreement is an exciting opportunity to bring together UK and Chinese expertise in cancer treatment to build a world class cancer hospital in Huai'an City. It will serve 20 million-plus patients in northern Jiangsu. We are very grateful for the support the project has received from our partners in the Huai'an City government, Jiangsu provincial authorities and from the UK government and Healthcare UK."

Simon McKinnon, OBE,
co founder and executive
chairman of Sinophi Healthcare

Healthcare UK has:

Supported over

600

UK organisations

104%

ahead of target

Target



Actual



● Business ● Public ● NHS

Held over

60

missions and high level meetings

Supported by senior ministers and business ambassadors including:

Jeremy Hunt, Secretary of State for Health

Earl Howe, Parliamentary Under Secretary of State for Health

Kenneth Clarke, Minister without Portfolio and the Prime Minister's Trade Envoy

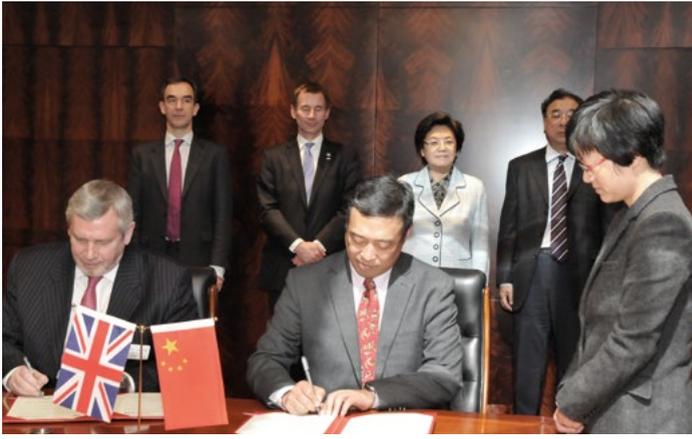
Lord Kakkar, UK Business Ambassador for Healthcare

“Specialists from UK Trade and Investment first prompted TPP to think about exploring international trade.

Since then, we've had substantial help and support from UKTI consultants around the world. When Healthcare UK was established, we received even more assistance, with trade missions, sales introductions and international events. We're now working on export deals in four different countries – without the help of Healthcare UK it's very unlikely we'd have got this far in such a short space of time.”

Sue Sanders, Sales Director, TPP

Working with governments around the world



China

In December 2013, Howard Lyons, Managing Director of Healthcare UK and DG Gao Weizhong, Director General of IHECC signed a Memorandum of Understanding between the two organisations. The signing was 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).



India

In September 2013, Jawaharlal Institute of Postgraduate Medical Education & Research (JIPMER) and Healthcare UK signed a partnership agreement spanning healthcare training and research.

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



Kuwait

The Rt Hon Earl Howe, Parliamentary Under Secretary of State for Quality in the Department of Health, signed a Memorandum of Understanding with His Excellency Dr Ali Saad Al-Obaidi, Minister of Health for Kuwait in January 2014.

“In its first 18 months, Healthcare UK has made great strides in establishing a vital role in the improvement of healthcare standards globally as well as contributing to the recovery and growth of the UK economy. Results to date have exceeded all expectations, doubling our original targets for business wins and service deliveries and creating a massive pipeline of opportunities for British organisations. The power of the UK’s healthcare sector has been a critical factor in opening doors around the world.”

Howard Lyons,
Managing Director, Healthcare UK

“For the UK healthcare sector to respond effectively to overseas opportunities a strong brand was required. Healthcare UK now has a strong identity which works well alongside the GREAT campaign, is recognised by its customers both in the UK and overseas and has helped it achieve success in its first year of operation.”

Earl Howe,
Parliamentary Under Secretary of State for Quality

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