

# Life Sciences

UK Market Guide

Prepared for Saxony Trade and Invest



CHALLENGE.  
CREATE.  
COLLABORATE.

# Section 1 UK Life Sciences Overview

## At a Glance

### UK Life Sciences Turnover

**£108.1 billion**

Life Science turnover in 2022, a 13% increase from 2021

### UK Medical Technology Sector

**£20.2 billion**

Annual Growth Rate of 5.45%  
(2024-2028)

### UK MedTech

**4,190**

Number of MedTech Businesses in UK

### UK Life Science Industry Drivers

The life science industry in the UK is driven by various factors that contribute to its growth, innovation and competitiveness. The most active subsectors for investment in the past 5 years were **Biotechnology, Pharmaceuticals, Medical Devices and Healthcare.**

The UK has a strong tradition of scientific research and innovation with leading universities and research institutions conducting groundbreaking research in life sciences. The government provides support for the industry through funding initiatives, tax incentives and regulatory frameworks that promote innovation, entrepreneurship and collaboration.

The UK benefits from a strong talent pool of scientists, researchers, engineers and healthcare professional who drive innovation and contribute to the development of new treatments and technologies.

The UK has world class infrastructure for the life science industry enabling companies to conduct cutting edge R&D activities.

**A thriving sector that continues to exponentially grow in revenue, employment, and number of businesses**

## At a Glance

News story

### £360 million to boost British manufacturing and R&D

The Chancellor has today (4 March) announced a significant investment package in the UK's life sciences and manufacturing sectors.

From: [HM Treasury, Department for Science, Innovation and Technology, The Rt Hon Jeremy Hunt MP](#), and [The Rt Hon Michelle Donelan MP](#)

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Last updated 4 March 2024 — [See all updates](#)

**£360 MILLION  
INVESTMENT IN ADVANCED  
MANUFACTURING &  
LIFE SCIENCES SECTORS**



The UK continues to see advancements in biotechnology, particularly in areas such as gene editing, synthetic biology and personalized medicine. These innovations drive development, leading to significant breakthroughs



In recent years, the UK has witnessed a significant shift towards incorporating digital technologies into its healthcare system



Precision medicine which involves tailoring medical treatment to the individual characteristics of each patient is gaining momentum.



The UK continues to invest in life science infrastructure including research facilities, incubators and innovation hubs. There are initiatives such as the Life Sciences Industrial Strategy and the Biomedical Catalyst fund available to companies.



The UK life science industry is increasingly focused on global collaboration and market access. International partnerships, trade agreements and market entry strategies help expand reach.



The use of healthcare data analytics and AI is transforming various aspects of the industry including drug discovery, clinical trials and patient care. In the UK there is a focus on harnessing real world data.

**Medical Technology is a key part to the growth of the UK Life Science sector**

## At a Glance

### Shaping the future of UK medtech

The landscape of the medical technology industry in the UK is expected to grow following a publication of a policy paper by the British government. But what is the plan and how will medtech firms react to proposed initiatives?

Kiays Khalil | June 30, 2023

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Mark Oakes, Head of Life Sciences Exports and National Security Lead at the Department for International Trade. Credit: Kiays Khalil



The UK has a strong medical devices industry, encompassing the design, manufacturing, and distribution of medical equipment and devices for diagnosis, treatment, and monitoring.



The UK is home to world-renowned universities, research institutions, and healthcare clusters that drive innovation in medical technology and conduct cutting-edge research in biotechnology, digital health etc.



Digital health technologies are rapidly transforming healthcare delivery in the UK. HealthTech startups and companies are developing innovative solutions improving access to care.



The UK is a leader in genomics and precision medicine, with initiatives such as the 100,000 Genomes Project driving advancements in personalized healthcare.



AI and machine learning technologies are increasingly being integrated into healthcare to analyze medical data, improve diagnostics, and personalize treatment plans.



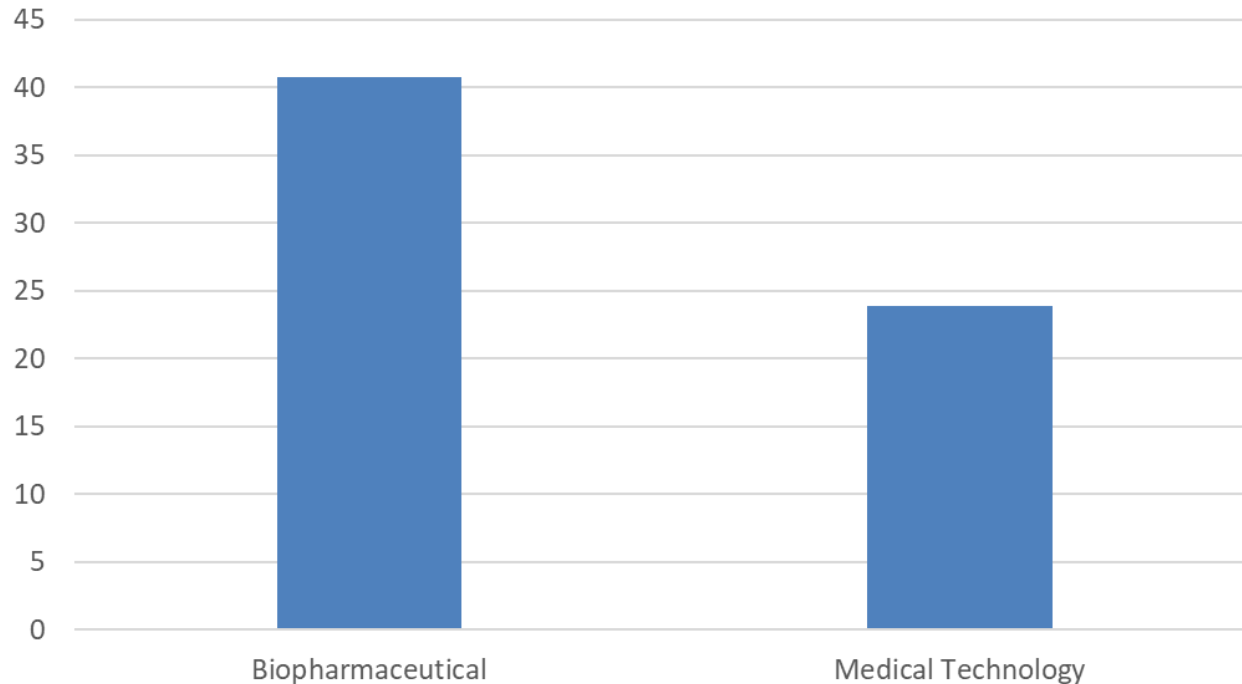
The UK has a robust regulatory framework governing the approval and regulation of medical devices and technologies. The Medicines and Healthcare products Regulatory Agency (MHRA) oversees the safety, quality, and effectiveness of healthcare products.



**The Life Science Sector is constantly innovating**

## Trends/Recent News

Turnover of the life science industry sectors in the UK in 2021 (in billion GBP)

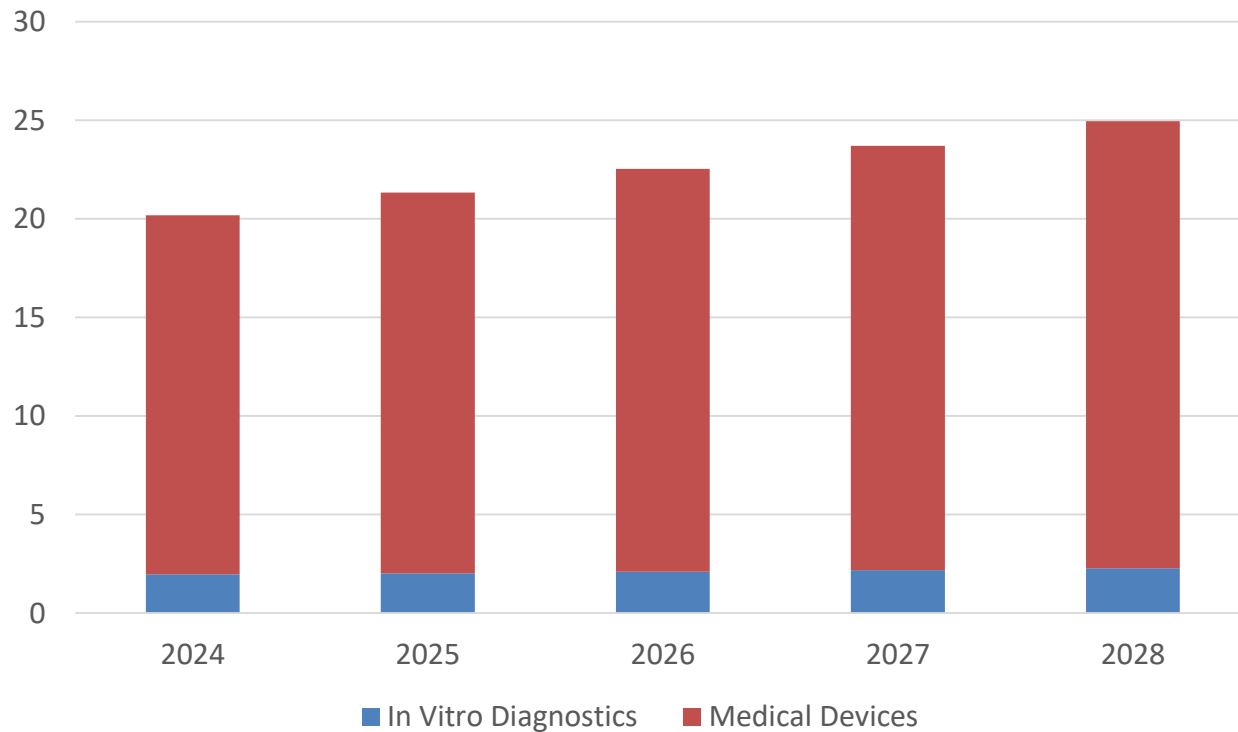


This graph shows the turnover of the life science industry sectors in the UK in 2021 by sector.

Overall Biopharmaceutical and Medical Technology remain dominant in the UK. The life science industry sectors include a variety of industries such as medical technology, biopharmaceuticals, biomedical devices and biomedical technologies. In 2021, the biopharmaceutical sector experienced the largest turnover at £40.8 billion. This was followed by the medical technology sector at £23.4 billion.

## Trends/Recent News

The projected revenue in the Medical Technology



This graph shows the projected revenue of the medical technology industry in the UK from 2024-2028

With the growing emphasis on digital health technologies such as telemedicine, remote patient monitoring and health apps, there is a greater demand for MedTech solutions. These solutions enhance access to healthcare services, improve engagement and enable more personalized care delivery. It is with some of these factors that are leading to increased revenue of Medical Technology in the UK.

## Opportunities

### Research & Development

- The UK has a strong research ecosystem with world class universities, research institutions and public-private partnerships. There are opportunities for companies to collaborate with academia on projects, leverage government funding for R&D initiatives and access to infrastructure and facilities.

### Digital Health & Health Tech

- The integration of digital technologies into healthcare presents significant opportunities for innovation and entrepreneurship in the UK. Health tech start-ups and companies can develop and commercialise digital health solutions to improve patient care, enhance delivery and optimise workflows.

### Innovation Hubs & Clusters

- The UK is home to several life science innovation hubs and clusters such as Golden triangle (London, Oxford & Cambridge), Manchester & Edinburgh. These clusters bring together academia, industry, healthcare providers and government agencies fostering collaboration, networking and knowledge exchange.

### International Collaboration & Market Access

- The UK life science industry offers opportunities for international collaboration, partnerships and market expansion. Companies can leverage the UK's strong global reputation in life sciences, regulatory expertise and access to international markets to create alliances, expand portfolios and reach new customers.



## Opportunities

### Import/Export

- As a significant percentage of domestically produced medical products are exported, this is a large import market that is very receptive to new and innovative technology.

### Sustainability

- There is likely to be continued focus on sustainability, in relation to demand or requirements for products and the broader supply chain etc as the NHS works to meet its “net-zero” targets. The elective care backlog will drive demand for associated devices and technology.

### Efficiency

- Within the digital segment, there is demand for clinical efficiency tools, innovative apps and wearables, health analytics tools, remote consultation tools and monitoring devices that can improve clinical outcomes and patient experience across all areas of the healthcare system.

### AI and Machine Learning

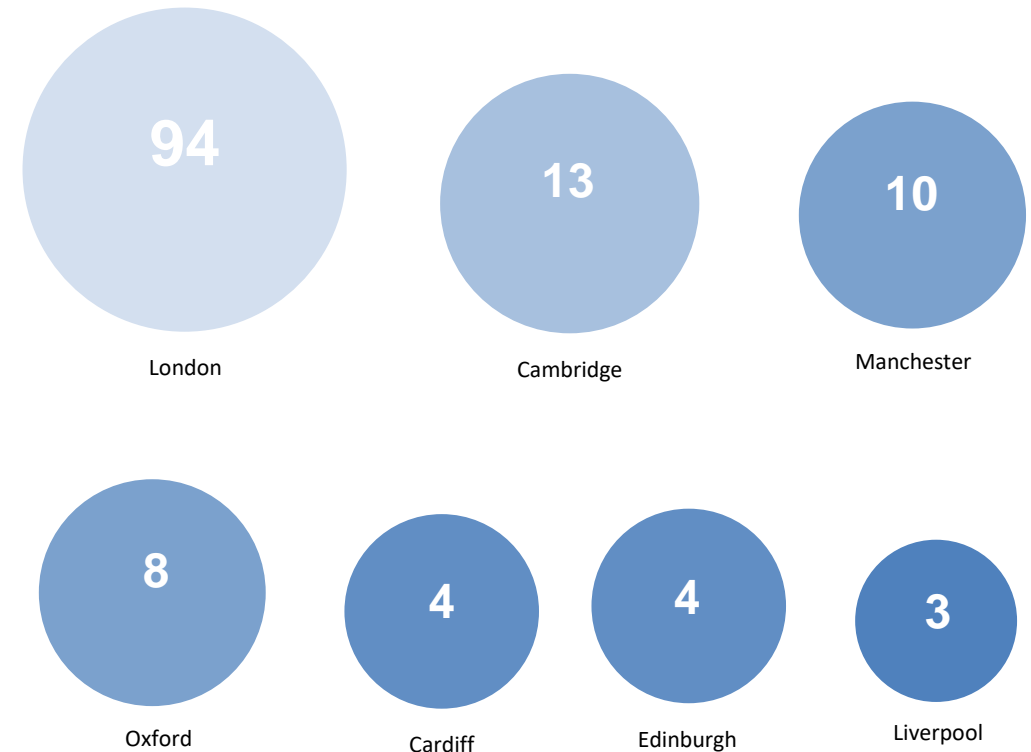
- AI and machine learning are being increasingly integrated into medical technology, facilitating tasks such as medical image analysis, diagnostic decision-making, and predictive analytics. These technologies have the potential to revolutionize healthcare delivery by improving efficiency and accuracy.

## Opportunities

### London, Cambridge, and Manchester lead the pack in life sciences innovation and investment

- London is the biggest recipient of life sciences, receiving 27% of the UK's life sciences FDI in the past five years.
- London, Cambridge, and Manchester all have universities that rank in the top 10 nationwide for life sciences research capabilities.
- Cardiff ranked joint 9<sup>th</sup> in number of projects, with 4 life sciences FDI projects in the past five years. The city is on par with 7 other UK cities (Reading, Nottingham, Swindon, York, Leeds, Macclesfield, and Edinburgh).
- **Cardiff is the 3<sup>rd</sup> best performing UK city in biotech investment**, behind only London and Cambridge – 3 of Cardiff's 4 life sciences FDI was in this field.

### Number of life sciences FDI projects, 2018-2022



## Opportunities

**The UK medical technology sector offers numerous opportunities for innovation, growth, and investment.**

- **Digital Health Solutions** - There is a growing demand for digital health technologies that improve access to healthcare, enhance patient outcomes, and optimize healthcare delivery. Opportunities exist for developing telemedicine platforms, remote patient monitoring systems, health apps, and digital therapeutics that address specific healthcare challenges.
- **AI and Machine Learning** - AI and machine learning have the potential to revolutionize healthcare by enabling more accurate diagnostics, personalized treatment plans, and predictive analytics. Opportunities abound for developing AI-powered medical imaging systems, clinical decision support tools, and algorithms for analyzing healthcare data to improve patient care and operational efficiency.
- **Precision Medicine** - Precision medicine, which involves tailoring medical treatment to individual patients based on their genetic makeup, lifestyle, and environmental factors, presents significant opportunities for innovation. There is a need for technologies and services that enable genomic sequencing, biomarker identification, and personalized therapies across various disease areas.
- **Medical Devices and Diagnostics** - The UK has a strong tradition of innovation in medical devices and diagnostics. Opportunities exist for developing next-generation medical devices, diagnostic tools, and point-of-care testing devices that improve patient care, enhance clinical workflows, and address unmet medical needs in areas such as cardiology, oncology, and infectious diseases.
- **Healthcare IT and Interoperability** - Interoperable healthcare IT systems are essential for enabling seamless data exchange and collaboration across healthcare settings. Opportunities exist for developing interoperable EHR systems, health information exchange platforms, and data analytics solutions that support care coordination, population health management, and value-based care initiatives.
- **Regenerative Medicine and Tissue Engineering** - Regenerative medicine and tissue engineering hold promise for treating a wide range of diseases and injuries by harnessing the body's natural healing mechanisms. Opportunities exist for developing innovative regenerative therapies, tissue-engineered implants, and stem cell-based treatments for conditions such as osteoarthritis, cardiovascular disease, and spinal cord injury.
- **Global Market Expansion** - The UK medical technology sector has opportunities to expand into global markets by exporting innovative healthcare products and services. With the increasing demand for healthcare solutions worldwide, particularly in emerging markets, UK companies can leverage their expertise and capabilities to address global healthcare challenges and opportunities.

# Section 2 Key Players

# Major Players in the Market



[www.gsk.com/en-gb/](http://www.gsk.com/en-gb/)

**HQ: Brentford, UK**

**Intl locations: Americas, EMEA inc. UK, APAC**

GSK is one of the largest pharmaceutical companies globally and has a significant presence in the UK. The company focuses on research, development of innovative medicines, vaccines, and consumer healthcare products.



[www.astrazeneca.com](http://www.astrazeneca.com)

**HQ: Cambridge, UK**

**Intl locations: Americas, EMEA inc. UK, APAC**

AstraZeneca is a multinational pharmaceutical company with a strong presence in the UK. The company specializes in the development of oncology, cardiovascular, respiratory, and immunology therapies, as well as vaccines.

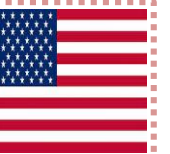


<https://www.roche.co.uk/>

**HQ: Basel, Switzerland**

**Intl locations: Americas, EMEA inc. UK, APAC**

Roche is a leading biotechnology and diagnostics company with operations in the UK. The company develops and commercializes innovative therapies and diagnostic tests for cancer, infectious diseases, and other healthcare challenges.



[www.jnj.com](http://www.jnj.com)

**HQ: New Jersey, USA**

**Intl locations: Americas, EMEA, APAC, Africa**

Johnson & Johnson operates several subsidiaries and divisions in the UK, including Janssen Pharmaceuticals, Ethicon (medical devices), and Johnson & Johnson Consumer Health. The company focuses on pharmaceuticals, medical devices, and consumer healthcare products.

# Section 3 Trade Shows

## Trade Shows (order by date)

Trade Show	Location & Date	About
<a href="#">Digital Healthcare Show</a>	London, UK 24 <sup>th</sup> – 25 <sup>th</sup> April, 2024	The Digital Healthcare Show London is an annual event held in London, UK, focusing on digital transformation and innovation in healthcare. It brings together healthcare professionals, technology providers, policymakers, and industry experts to explore the latest trends, technologies, and best practices in digital health.
<a href="#">London Biotechnology Show</a>	London, UK 8 <sup>th</sup> – 9 <sup>th</sup> May, 2024	The London Biotechnology Show aims to be a premier biotechnology event in the UK and the broader European region to expedite the progress of biotechnology for revolutionising medical & healthcare sectors globally.
<a href="#">Med Tech Innovation Expo</a>	Birmingham, UK 5 <sup>th</sup> – 6 <sup>th</sup> June, 2024	Med-Tech Innovation Expo is the UK's leading medical technology event, showcasing the latest innovations and technologies in medical devices, diagnostics, and digital health. The expo features exhibitors from across the medical technology supply chain, including manufacturers, suppliers, service providers, and research organizations.
<a href="#">Healthcare Excellence Through Technology</a>	London, UK 24 <sup>th</sup> – 25 <sup>th</sup> September, 2024	"Healthcare Excellence Through Technology" embodies the transformative impact of technology on healthcare delivery, encompassing improvements in patient care, efficiency, diagnostics, treatment, patient empowerment, data-driven insights, collaboration, and quality improvement across the healthcare continuum.
<a href="#">Genesis 2024</a>	London, UK 4 <sup>th</sup> December, 2024	Genesis Conference is an annual event that brings together stakeholders from the life science and healthcare sectors in the UK and beyond. The conference features presentations, panel discussions, and networking sessions covering topics such as biotechnology, digital health, diagnostics, and drug discovery.

# Section 4 Resources



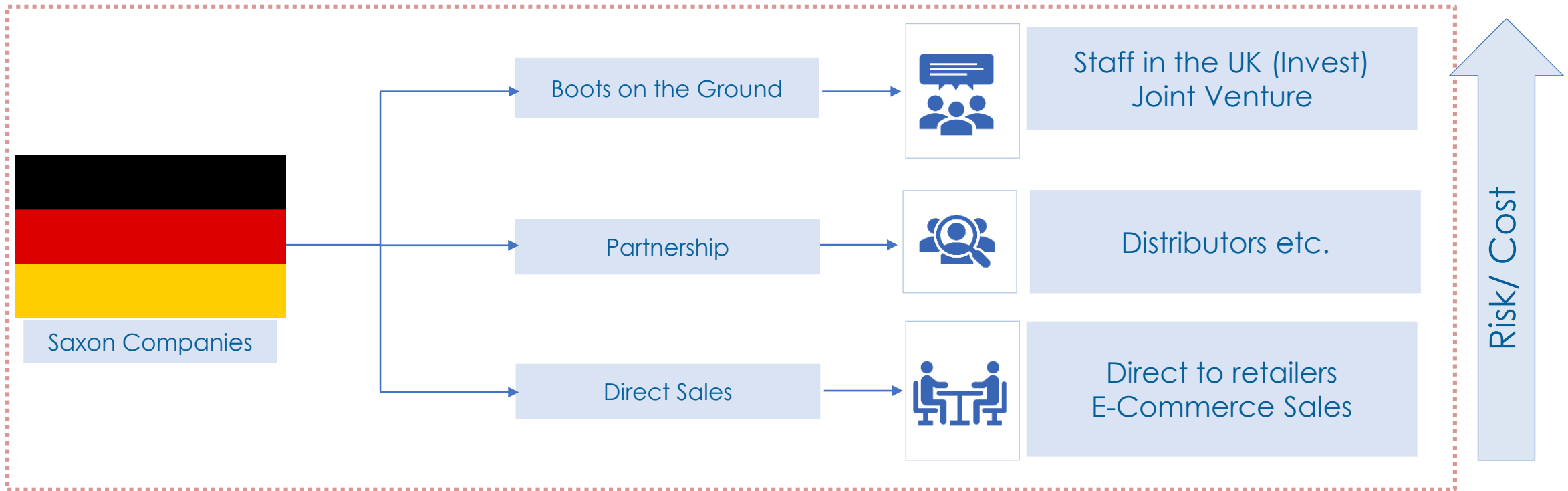
## Key Associations

Trade Association	About
<a href="#">Association of the British Pharmaceutical Industry (ABPI)</a>	<p>ABPI represents the interests of the pharmaceutical industry in the UK. It works to promote innovation, research, and collaboration within the pharmaceutical sector, while also advocating for policies that support patient access to medicines and healthcare.</p>
<a href="#">Bioindustry Association (BIA)</a>	<p>BIA is the trade association for the UK's life sciences sector, representing biotechnology, pharmaceutical, and healthcare companies, as well as academic research organizations and service providers. BIA works to support the growth and competitiveness of the UK life sciences industry through advocacy, networking, and collaboration initiatives.</p>
<a href="#">Medicines &amp; Healthcare products Regulatory Agency (MHRA)</a>	<p>MHRA is the UK's regulatory agency responsible for ensuring the safety, efficacy, and quality of medicines, medical devices, and healthcare products. It provides regulatory guidance, conducts inspections, and oversees the approval and monitoring of healthcare products in the UK market.</p>
<a href="#">Association of British Healthcare Industries (ABHI)</a>	<p>ABHI is the trade association for the medical technology sector in the UK. It represents manufacturers, suppliers, and service providers of medical devices, equipment, and technologies. ABHI works to support the growth and competitiveness of the UK medical technology industry through advocacy, networking, and market access initiatives.</p>
<a href="#">UK HealthTech Alliance</a>	<p>UK HealthTech Alliance is a trade association representing the health technology sector in the UK. It brings together companies, academia, and other stakeholders to promote innovation, entrepreneurship, and growth in health technology, including digital health, medical devices, and diagnostics.</p>
<a href="#">British Healthcare Trades Association</a>	<p>The British Healthcare Trades Association (BHTA) is a UK-based trade association representing companies that manufacture or supply healthcare and assistive technology products.</p>

# Section 5 Routes To Market

# Key Potential Routes to Market

## Various Options Dependent on Internationalization Plan



Multiple factors impact the route to market including opportunities, barriers, but most importantly risk and cost verses reward. Each Saxon company has specific needs and thus, every route to market must be tailored within your own internationalization plan. The above is a broad guide to some of the options available.

# Overview of each Route to Market

## Pros & Cons

### DIRECT TO END USER

#### PROS

- Absolute control over sales and marketing activities
- Greater market as no commission or fees to third parties

#### CONS

- No in-market presence which makes it harder to respond to changing trends
- Required to build own network
- Learning curve to understand new culture
- Potential language barriers
- No awareness of upcoming projects in the pipeline
- Travel and time costs for senior staff to build brand awareness

### DISTRIBUTOR

#### PROS

- Distributors can provide access to new markets and customers
- Cover multiple target industries
- Distributors complementary product lines offer greater opportunities for system or bundling strategies
- Partner on the ground proactively selling products
- Country cultural alignment and language support

#### CONS

- Product can get lost in a catalogue of options
- Cultural fit is hard to find
- Commission fees
- Less control of sales and marketing/branding activities than direct sales

### BOOTS ON THE GROUND

#### PROS

- On the ground staff culturally aligned to the consumer making sales and marketing campaigns potentially easier
- Easier to respond to changing trends and cultural barriers
- Complete ownership of entire operation in-market (unless done by joint venture)

#### CONS

- Significant cost and risk element depending on extent of operation e.g. production
- Difficulty aligning culture in-market to HQ
- May require repeat visits from Senior Saxon based staff to mobilise

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