



PETER ELLINGWORTH | CHIEF EXECUTIVE, ABHI

As evidenced by our substantive work on regulation, NHS procurement and Brexit, we have led a broad and effective programme of engagement on the critical issues impacting members. These activities are explicitly designed to support our broad membership base, that includes small and medium sized businesses, and large multinational companies.

In responding to your needs, we have strengthened our activity in core areas, including surgical, digital health and diagnostics, the latter seeing ABHI establish immediate impact through a compelling, member-led report, endorsed by the Royal Colleges, and the creation of the Diagnostics Alliance.

With increased resource in these areas, we are building strategies on Robotics and 3D Printing, as well as specific disease areas, including diabetes and cancer. To support this, we are deploying research findings of how we effectively represent members through our Groups, both inwardly and to external stakeholders. This will include distinct branding for each Group to allow those individual sectors to have a clear identity when dealing with stakeholders. New Groups that launched in 2019 included Diagnostics and Diabetes, with the Robotically Assisted Surgery Group, and Cancer Group, holding their inaugural meetings in the first quarter of 2020.

The new five-year Government brings with it a period of stability, yet there are complex matters to consider upon exiting the EU and establishing our relationship with the rest of the world. We are

therefore refocussing our work to better support partners and businesses in Scotland, Wales and Northern Ireland, both domestically and internationally.

The NHS funding commitment is welcome; however, work continues to ensure the adoption of value based technologies and services is fully recognised. This will be crucial in delivering improved efficiencies, reduced patient waiting times and the bold ambitions set out in the NHS Long Term Plan. The publication of which was evidence that our key messages, consistently delivered over a number of years, have been heard. Never has a document of this type contained so much that has demonstrated the impact we have had as a sector; the Plan's strong HealthTech focus presenting numerous specific opportunities for ABHI members.



We are the go-to HealthTech Trade Association for Government, evidenced by our membership of the Life Sciences Council, the Life Science Industrial Strategy Implementation Board, the EU Relationship Group, the Innovation, Research and Data Group, and the various sub-groups that inform this work. These platforms enable us to hold Government to account and bring the issues impacting members to senior attention. We have maintained a close working relationship to ameliorate the impact of the MDR transition and the subsequent failures of the Notified Bodies. In addition, work has begun

on what future regulatory systems can look like between the UK and the rest of the world.

In what was a busy year, I reflect on ABHI's strong impact for its broad spectrum of members. As always, this would not have been possible without your support and that of our engaged Board of Directors.

In this report, I am pleased to share with you some of our highlights.

Healthcare is a hugely innovative industry. The advances in my lifetime for example, joint replacements or interventional radiology, have been extraordinary. Looking ahead, genomic medicine and robotic surgery show that healthcare is still pushing at the frontiers of technology and science. The work of ABHI is critical to this and by working closely with the NHS together we can ensure that clinical care and outcomes in England remain **amongst the best in the World."**

Lord David Prior
Chair, NHS England



PHILIP KENNEDY | ABHI CHAIR, ABHI

As the Managing Director of an independent British business, I am acutely aware of the issues impacting ABHI's members and the wider HealthTech community.

The slow adoption of life saving innovations, costly regulatory fees and uncertainty with Brexit, have all made our day jobs significantly more difficult in recent years.

On matters that impact such a broad array of businesses, a collective voice to channel and convey these issues to the appropriate people is critical. The right connections, expertise and crucially, credibility, are all necessary qualities to do this successfully. I am proud, therefore, to be a part of the ABHI, and to have the confidence that my concerns will not only be listened to, but will be acted upon.

Over many years I have come to appreciate how responsive and indeed how nimble the Association has become, always ready to adapt to the external factors driving change across the sector. The recent investment in ABHI's digital and diagnostic credentials recognises the blurring nature of many HealthTech products, and I am also wholly supportive of the Association's stronger focus on small business growth and access to funding.

Helping companies, big or small, to grow internationally, has always been a core strength at ABHI. The support provided by the team at global exhibitions, and the burgeoning US Accelerator Programme, offer terrific opportunities for UK businesses to accelerate their growth overseas. As we enter the new decade, post-Brexit, the UK has a real opportunity to further highlight its strengths on the world stage, and I would encourage anyone to find out more about ABHI's international offerings.

Whilst uncertainties remain, challenges inevitably bring opportunities. Guiding you through the complex and exciting world of HealthTech, now more than ever, ABHI's powerful collective voice continues to help realise these opportunities.

"An organisation like ABHI offers access to a forum of 30-years expertise, in which challenges and experiences can be worked through collaboratively, in a non-partisan fashion, to ensure better healthcare for patients and professionals alike."

Neil Mesher CEO, Philips UK & Ireland



ABHI hosted
UK Pavilions
at exhibitions that
spanned **4 continents**,
supporting over **300
companies** in the process



ABHI Dx Group members
published a report
on how diagnostics
can support the
implementation of the
NHS Long Term Plan

Led the development of the
National Vascular Registry



With the Health Secretary in
attendance, ABHI's **Parliamentary
Reception welcomed over 200
delegates** to celebrate the role of
HealthTech in improving lives



The ABHI **US Accelerator**
was **expanded** nationally,
with 25 companies set to
take part in 2020

ABHI led a European response to mitigate notified body capacity issues



Successful ABHI events attracted
over 500 delegates, covering the
topics of Brexit, procurement,
regulation, and the UK market

Phil Brown gave
expert evidence
to the APPG
for Access to
Medicines and
Medical Devices



Through a
Regulatory Green
Paper, ABHI is
leading on future
UK regulatory
thinking systems

Secured representation
on the Accelerated
Access Collaborative
Board



Working with
members, a **patient
safety report** was
launched to highlight
where behavioural
changes can
**improve patient
outcomes**



ABHI and the Institute of Healthcare Management entered a partnership agreement to share expertise and best practice between the two sectors



Leading on **Value & Access**, Luella Trickett joined ABHI, with **Digital Health** now the core focus of Andrew Davies' work.

ABHI continued representation into the Life Sciences Industrial Strategy Implementation Board, the Life Science Council and its expert groups



20 MPs

pledged to become HealthTech Savvy, committing to engage with HealthTech activity at constituency level

The ABHI HR Forum exhibited at the National Careers Guidance Fair, highlighting all a career in HealthTech offer

Issued **over 50** Brexit related communications to members



Partnered with ITN Productions to produce the industry film Transforming Healthcare

Continued representation on the **International Trade and Investment APPG**



Work to establish a national credentialing scheme advanced significantly, with the merger of the ABHI owned MIA scheme with the NHS England supported National Registry



ABHI's regional strategy was strengthened with MOUs now in place across **Manchester, Birmingham, Leeds, Cambridge and the AHSN Network**

2020 EVENTS

Date	Programme
12th March	Accessing the US Market Seminar
24th March	Get to Know ABHI Seminar
April 2020 TBC	ABHI Digital Health Conference
2nd June	UK Market Conference
29th June	June ABHI SME Conference
September TBC	ABHI Procurement Conference
September TBC	ABHI IVDR Conference
12th October	ABHI Robotics Conference
2nd November	ABHI Regulatory Conference

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Lord David Prior

Chair, NHS England

"The UK HealthTech sector is **vibrant and growing**, with an international reputation for quality. The export journey is critical to both SMEs and larger companies to scale and sustain their business and access new markets. ABHI plays an important role in supporting such companies to develop their business overseas. The Department for International Trade is **delighted to continue our work with ABHI**, through our life sciences team and Healthcare UK, to export our successes and help the world access the best of British HealthTech – to build, equip and operate the hospitals and health systems of the future."

Noel Gordon

Chair, NHS Digital & Chair,
Healthcare UK Advisory Board

"The industry needs a **strong, clear and co-ordinated voice**. ABHI is without doubt well placed to be this voice and I am hopeful for the UK HealthTech industry as a result."

Professor Sir John Bell

Regius Professor of Medicine,
University of Oxford & Chair, Life Sciences
Industrial Strategy Implementation Board

"An organisation like ABHI offers access to a forum of **30-years expertise**, in which challenges and experiences can be worked through collaboratively, in a non-partisan fashion, to **ensure better healthcare for patients and professionals** alike."

Neil Mesher

CEO, Philips UK & Ireland

"It was great to be part of the ABHI family at the Arab Health exhibition in Dubai. Possibly the **best reaction** I have ever got at any trade show to a new product introduction. I really appreciate all the support and introductions – it has had a **huge impact** for a UK SME beginning its export journey."

Kevin Auton

Managing Director, Aseptika Ltd

"As the Managing Director of a small UK business, I value the role ABHI plays in **bringing together the sector** to collaborate on key issues. Through a collective voice, our impact is strengthened and enhanced."

Daniel Coole

Managing Director,
Surgical Holdings

The great thing about ABHI is their ability to represent the interests of the full spectrum of health technology companies in the UK; from the small companies to the multi-nationals.

Jackie Fielding

Vice President UK and
Ireland, Medtronic Ltd