

THIS IS TRADE & INVESTMENT

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# Opportunities in Wales



# Richard Harris Head Of Business Development – Life Sciences

Welsh Government

This is 'Bro a Byd'  
— Authentic  
— Creative  
— Alive



Wales believes in the balance between local and global. Our brand is built on both: an approach rooted in our communities, shaped by our landscape and with real social purpose (our 'Bro'); whilst being purposely outward looking, open to new ideas and opportunities and ready to compete on a global platform (the 'Byd').

The best of both worlds.

# Wales



- Population of 3 million
- Devolved Government with a First Minister, Cabinet and elected Assembly
- Responsible areas include Health, Education, Transport and Economic Development
- Two hours from Central London
- Our Own Language and a distinctive Culture
- Diverse geography and fantastic quality of life



# WALES IN THE WORLD



# LABOUR MARKET STRENGTHS

WORKING AGE POPULATION WITHIN 45MINS

- Cardiff - 1,987,800
- Swansea - 1,142,700
- Wrexham - 2,865,800



# UK TRANSPORT HUBS

## ROAD / RAIL TIMES

- Cardiff - London  
**2 hours road / rail**
- Swansea - London  
**3 hours road / rail**
- Wrexham – Manchester  
**1 hour road / rail**

- **Electrification Rail line Cardiff to London 2018**
- **£500m investment of GWR Line**
- **New Rolling stock and travel experience**
- **Travel time to London circa 1hour 40 minutes**
- **Link into Cross Rail**



THIS IS LIFE SCIENCES

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# LIFE



# LIFE SCIENCES IN WALES - KEEPING GOOD COMPANY



ZIMMER BIOMET

TrakCel





# LIFE SCIENCES SECTOR IN WALES

- 360+ Companies, 12,000 people employed across the sector, 75% of the market export focussed.
- Strengths in med tech, diagnostics, wound healing, regenerative medicine and cell therapy.
- Established clusters of excellence in high-growth markets including:
  - in vitro diagnostic,
  - single use technology, and
  - wound care
  - Med Tech.



# LIFE SCIENCES RESEARCH IN WALES



- HEALTH AND CARE RESEARCH WALES provides clinical trials infrastructure and a one stop shop for industry looking to perform trials in Wales <https://www.healthandcareresearch.gov.wales/research-support/>
- LIFE SCIENCES RESEARCH NETWORK led by Cardiff University bringing together research expertise in the Life Sciences from across Wales. Supporting World Class Science within Wales and developing new therapeutic treatments in areas of unmet medical and veterinary need <http://www.lsrnw.ac.uk/>
- DIABETES RESEARCH UNIT CYMRU is active in areas of basic, clinical, epidemiological, social care and health services research across Wales <http://www.diabeteswales.org.uk/en/index.htm>



# ACCESS TO WORLD LEADING CLINICAL EXPERTISE AND RESEARCH

- WELSH WOUND INNOVATION CENTRE – the first national wound centre in the world. Headed by Professor Keith Harding CBE World renowned wound care specialist. <http://www.wwic.wales>
- THE EUROPEAN CANCER STEM CELL RESEARCH INSTITUTE at Cardiff University. The only centre in Europe completely focused on cancer stem cell research <http://www.cardiff.ac.uk/cancer-stem-cell>
- CUBRIC (Cardiff University's Brain Research Imaging Centre) one of Europe's top facilities for brain imaging brings together world-leading expertise in brain mapping <http://sites.cardiff.ac.uk/cubric/>



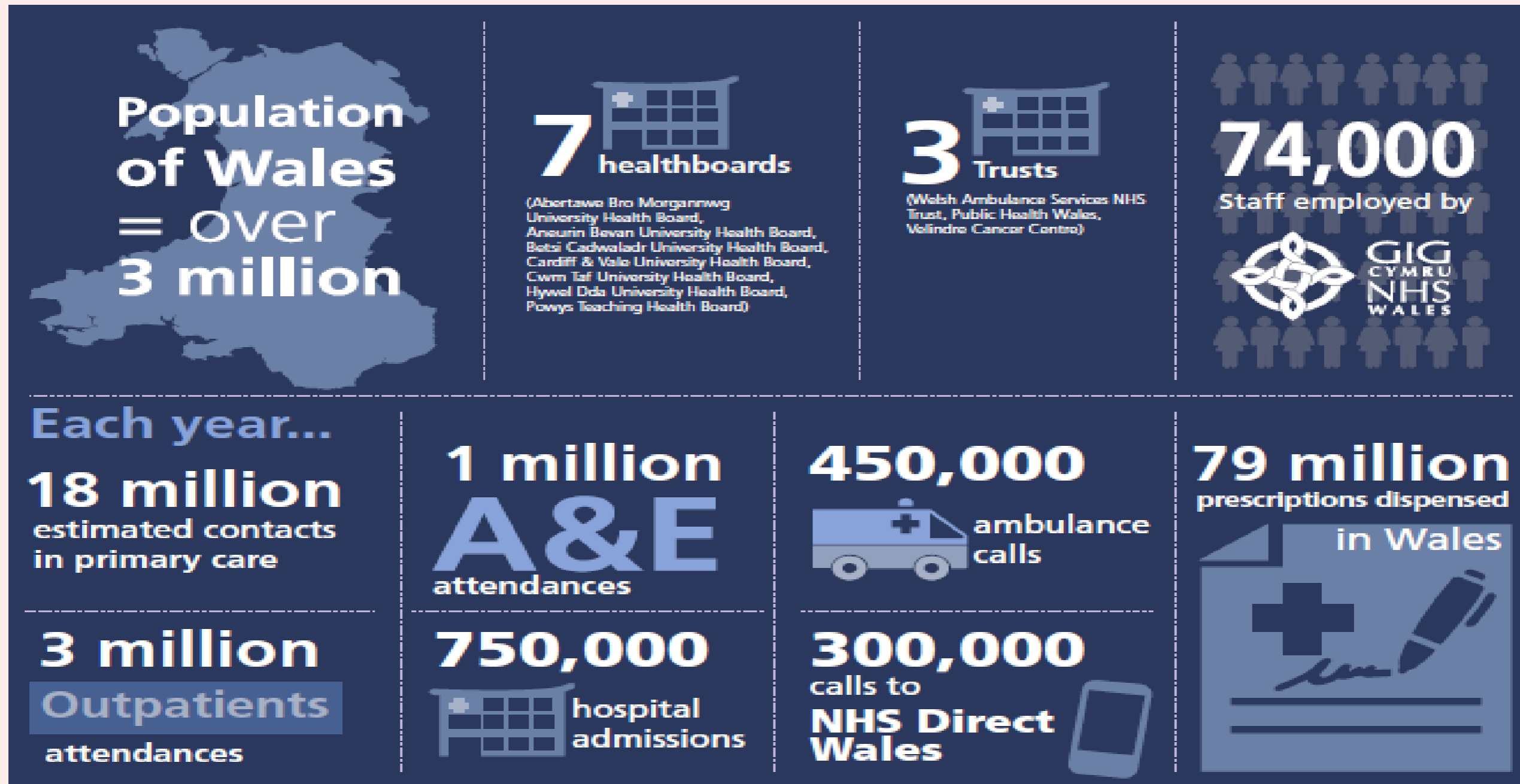
## CENTRES OF EXCELLENCE include:



- CENTRE FOR NANOHEALTH, Swansea University provides access to patients and an integrated facility in which novel devices and sensors can be designed, manufactured, functionalised, tested and evaluated.  
<http://www.swansea.ac.uk/nanohealth/>
- PDR – World leading design consultancy and applied research centre within Cardiff Met University. Areas of expertise include medical device, surgical and prosthetic design: <http://pdronline.co.uk/surgical-and-prosthetic-design>
- CARDIFF INSTITUTE OF TISSUE ENGINEERING AND REPAIR. Internationally recognised academic centre for excellence and clinical research: <http://www.cardiff.ac.uk/cardiff-institute-tissue-engineering-repair>



# Challenge and Opportunity:



# Life Sciences Hub



**Innovation Pull**  
new products/services developed to address unmet clinical need

**Inputs**

**Innovation Push**  
existing products/services which promise rapid impact and significant benefits



## A repurposed Life Sciences Hub will.....

Source and validate ideas/inventions/products/services

Present credible service ready opportunities



Reduce resource requirements in health and care services  
Match priorities of industry and health and care services  
Create value by developing new products and services  
Support and develop viable businesses  
Support sustainable economic growth

**Trust, Confidence and Expertise**

### Value/Impact

#### Health and care services

- Efficiency savings
- Sustainable services
- Better quality/value
- Innovation culture

#### Economy

- Business growth - SMEs, start-ups
- Competitiveness - inward investment
- Productivity - more, better jobs

#### Public

- Better patient outcomes
- Reduced inequality
- Prosperity and wellbeing



# R & D / INNOVATION

THIS IS WALES.



# BEST R&D / INNOVATION PACKAGE IN THE UK

## SMART Cymru

- Up to £335K (per company) via 4-stage support framework aiding businesses undertaking research projects to develop technologically innovative products, processes and services.
- Innovation vouchers – Supports expertise from private sector or academia. Includes support for process improvement development in manufacturing or design.

## SMART Expertise

- Direct funding for research organisation administered by the Welsh Government for collaborative applications developed in partnership with recognised research organisation and industry.
- Accelerates the transfer of knowledge to develop new products, processes and services.





# S K I L L S   S U P P O R T

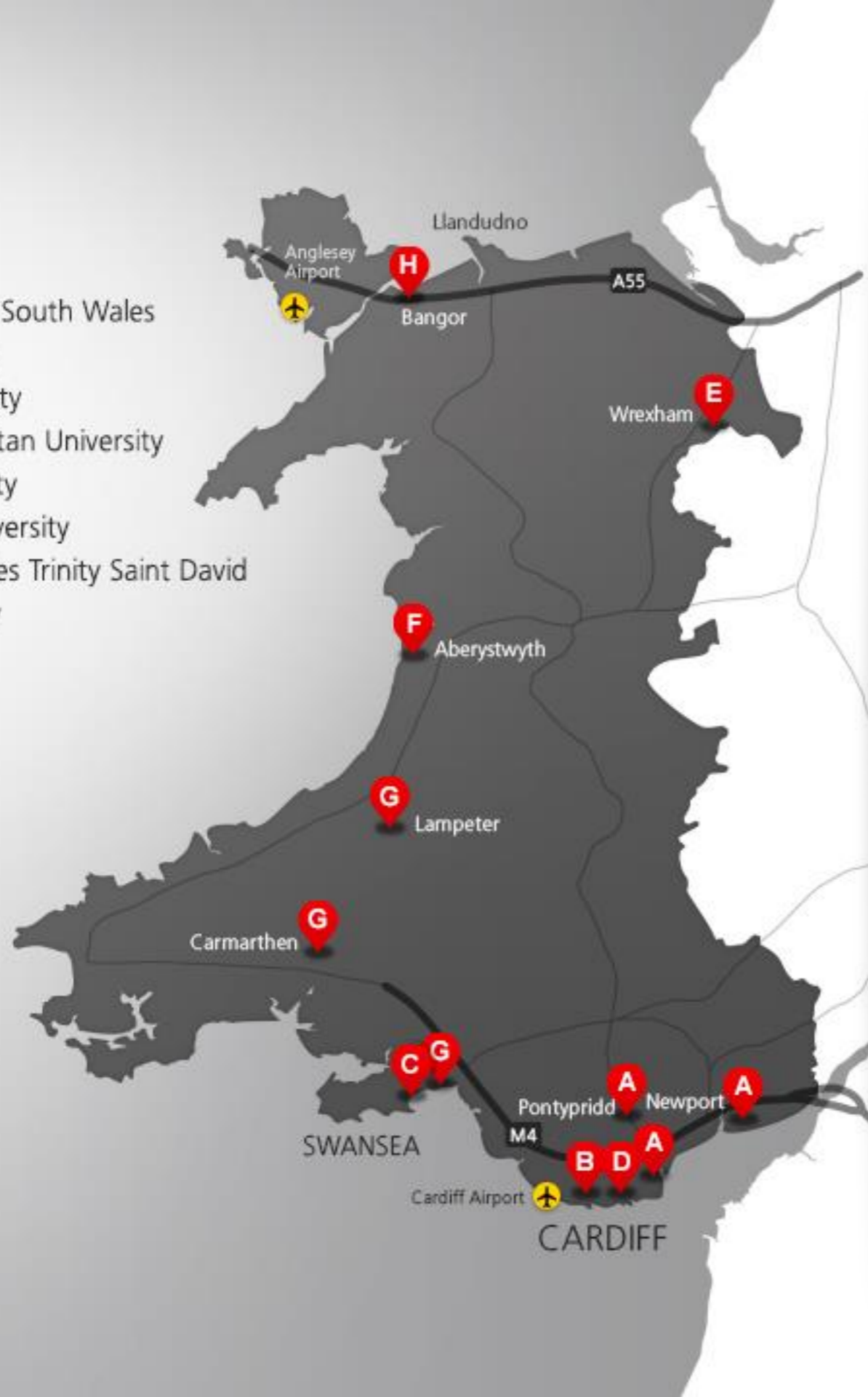
SKILLS SUPPORT FOR BUSINESS.





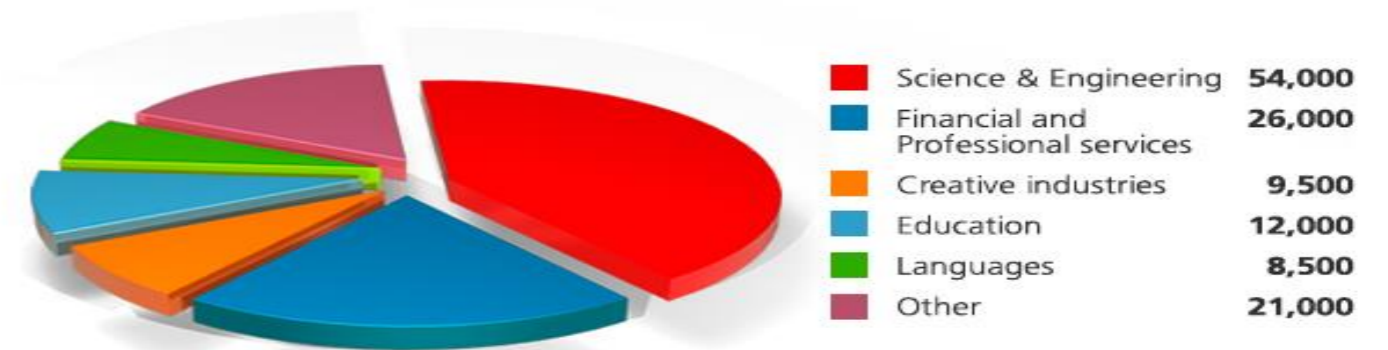
### Universities

- A The University of South Wales
- B Cardiff University
- C Swansea University
- D Cardiff Metropolitan University
- E Glyndŵr University
- F Aberystwyth University
- G University of Wales Trinity Saint David
- H Bangor University



# OUTSTANDING UNIVERSITIES

- 131,000 students across 8 Universities
- 26,000 studying financial and professional services related subjects
- 54,000 studying a science related subject
- 44,000 graduates per annum



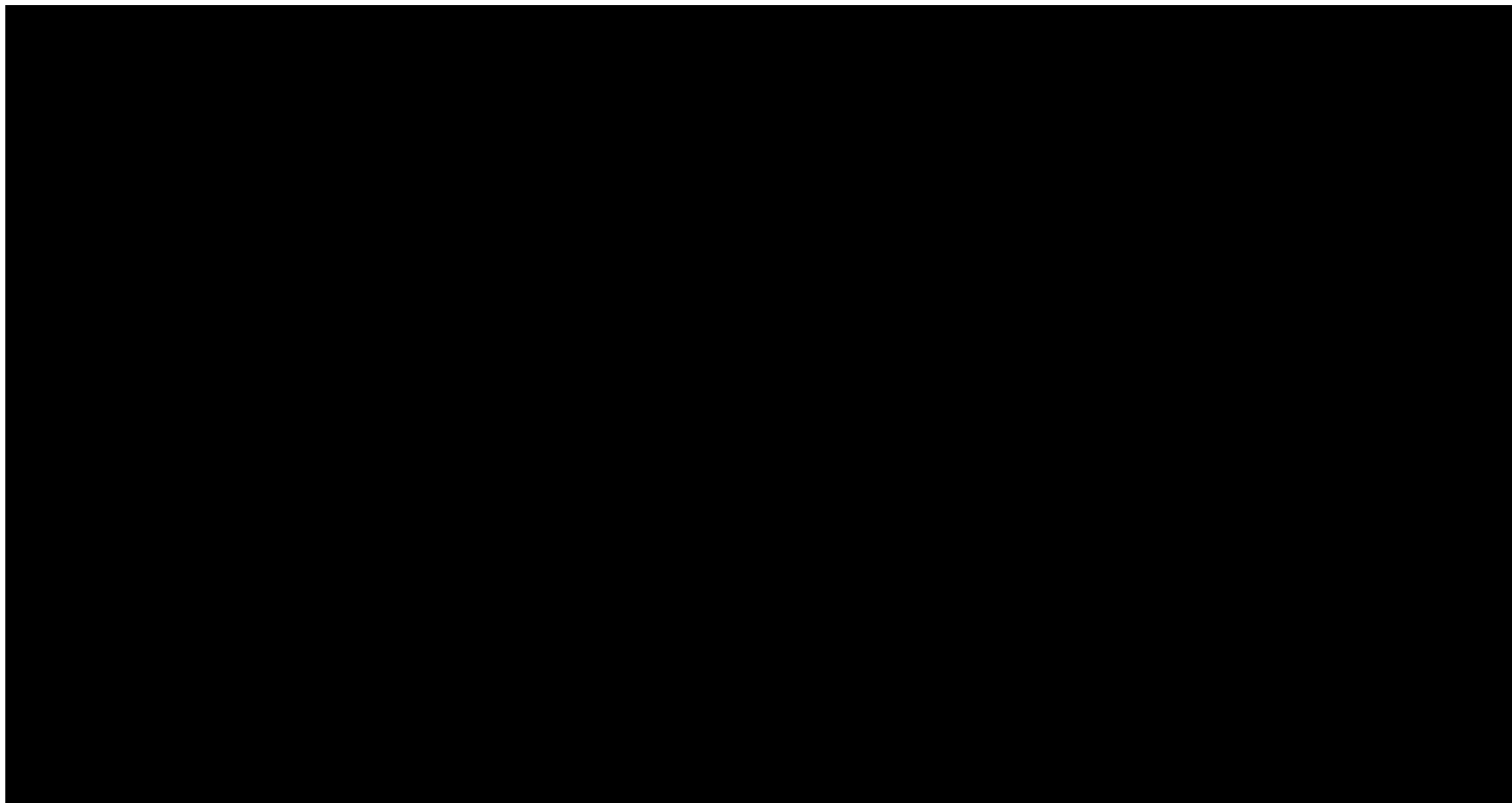
# BEST SKILLS SUPPORT PACKAGE IN THE UK

- Skills support programmes to help recruit, up-skill workforce and grow businesses.
- Direct funding support providing up to 50% of staff training costs.
- Links with local schools to promote sectors and business as a viable and rewarding career path for young people.
- One to one skills support from a dedicated Skills Development Manager.
- Promote Wales as a place to study for oversea students and collaboration with academia.





# Why Wales?



# Thank You



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