



# The Economic Impact of Health, Research and Bioscience

## Industrial Partnerships

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mssp  
manchester | science parks

# WHY DOES MANCHESTER NEED A STRONG HEALTH INNOVATION BRAND?



The UK has one of the most significant and **productive life science industries in the world**, comprising of 4500 high-tech, innovative, and highly diverse companies generating **a turnover of £50billion nationwide.**

The UK life science companies are **growing faster than the UK economy** as a whole with a predicted **growth rate of 36% by 2016**

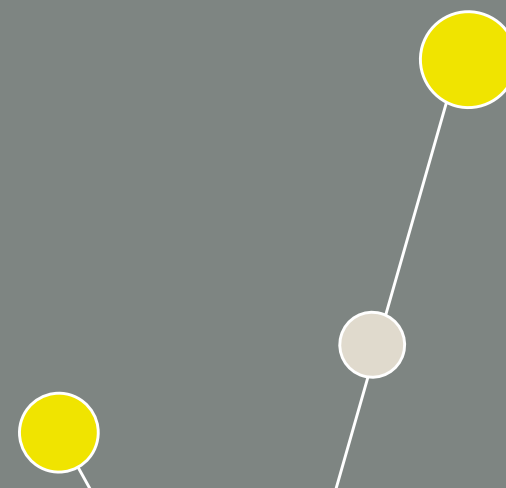
The region already demonstrates an impressive track-record in **life science company expansion** and growth, with company **numbers growing by 86%** over the period 2002 to 2012.

**Investment into early stage** life science companies **is heavily biased towards the South East of England**, with **73% of investment** going to the 43% of companies in that region.



Accelerating health innovation from discovery through to translation, adoption and diffusion will improve patient outcomes and drive economic growth (Health & Wealth)

WHAT WOULD A HEALTH  
INNOVATION BRAND FOR  
MANCHESTER LOOK LIKE?



**Workforce:** 20,000 Biomed & SET graduates per years; 24,000 employed in NW companies

70% of UK's lab scientists trained in GM

Strategic alliances with AZ & GSK. One of the largest Biomed Clusters in UK

> £1 billion acquisitions since 2004 from MAHSC spin out / supported companies

Leading clinical research infrastructure: UK leading NIHR Research Network, Clinical Trials Facilities & CROs, MAHSC Research Office



MAHSC Health Technology Hub: MIMIT, M-health & E-health

**GSK Salford Lung Study:** First of its kind in the world



MAHSC is only DH designated AHSC in north - linked via domains directly to GM AHSN



European quality IP and Commercialisation capability: UMIP & Trustech



Significant specialised accommodation from incubation to HQ

MOU with NICE: health technology and population health

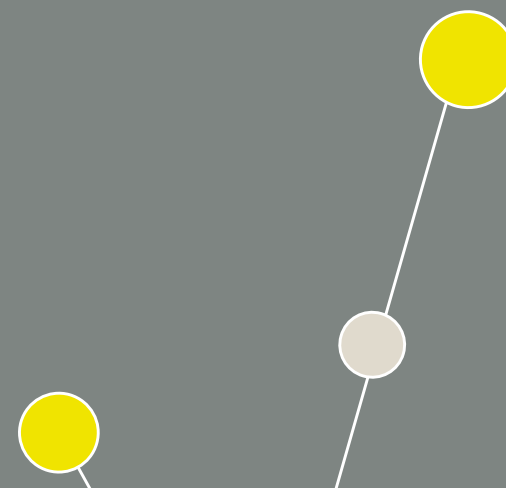


World class e-health research and infrastructure: MRC HeRC/Farr Institute, NWeH, SIR

MAHSC/GMAHSN NHS members serve a population of 3.6 million and include Europe's largest Cancer Centre & Children's Hospital



# RECENT INDUSTRY SUCCESS STORIES



# QIAGEN: from incubator to FDI

- DXS started in university incubator with 360 sqft
- Moved to 598 sqft grow on space at MSP
- Acquired by Qiagen in 2009 for £80m
- Located Global Centre of R&D Excellence for Companion Diagnostics at MSP with over 250 employees
- Expanding to 43,000 sqft in 2014



# PREMAITHA HEALTH: the value of serial entrepreneurs

- The next venture for DXS founder
- This month agreed terms with ViaLogy, an AIM listed investment company
- Preparing to launch first prenatal screening product and establishing a demonstration laboratory at MSP

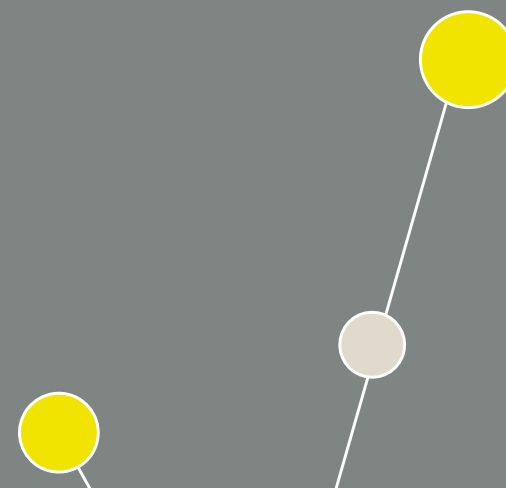
# EUPROTEC: showcasing our offer overseas

- Contract Research Organisation - specialising in infectious disease and respiratory biology services
- Expanded from 2,000 sqft in 2011 to 4,000 sqft at MSP
- Acquired by German drug discovery company Evotec in May 2014 to establish new anti-infectives platform with over £3m investment

# PRIORITIES FOR ACTION

1. How can we leverage all of our assets?
2. How can we increase enterprise formation?
3. How do we provide clear funding and business support pathways ?
4. How do we foster a culture of innovation?
5. How can we leverage the Manchester brand to attract the best scientific talent and inward investment?

# WORKSHOP SESSION



# 1. LEVERAGING ALL OF OUR ASSETS

- Working across geographic and political boundaries
- Special ops teams to pursue strategic targets
- Understanding open innovation in a global knowledge economy

## 2. INCREASING ENTERPRISE FORMATION

- Filling gaps in enterprise ecosystem
- Supporting student enterprise and graduate start-ups
- Creating more serial entrepreneurs
- Ambassadors and mentors, enterprise networks
- High profile events and competitions

# 3. PROVIDING CLEAR FUNDING AND BUSINESS SUPPORT PATHWAYS

- Robust funding infrastructure spanning every stage in lifecycle
- Co-ordination between fund managers
- Sector specialist investors and advisory panels
- Re-invigorated angel network
- Quality and specialist business support

# 4. FOSTERING A CULTURE OF INNOVATION

- Public sector reform
- Procurement – SBRI and small business contracts
- Manchester Science City – ESOF 2016
- Innovation partnerships – MAHSC, GMAHSN, MSP



# 5. LEVERAGING THE MANCHESTER BRAND

- Developing quality places, spaces and infrastructure to promote collaboration and connectivity - unique density and co-location of assets within the Corridor
- Importance of connectivity in terms of transport links and digital connectivity
- Creative and cultural buzz
- Creativity, complexity and diversity drive innovation across all sectors
- Specialist cluster propositions