

## 'Engaging Indian companies with Oxford and Cambridge'

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Here is Mr Denis Davies describing what the organization does, their offerings and how they can help Indian companies establish in the UK.

Says Mr Denis Davies, "We are looking at increasing the amount of generics being brought in the UK, and at the same time we are also looking at Indian biosimilar companies as a next step. We want to engage Indian companies to do research and collaborate with institution and universities like Oxford and Cambridge. We are also working with Scotland, Wales, and Northern Ireland."

According to Mr Davies, companies are introduced where leading research is carried out.

"Much of what we do is confidential and the quality of the people doing research is very high. We are spread across the UK, and we'll touch base with Indian companies and help them to find even the very basic of things including location, or even schooling for their children," he observes.

He advises that it is crucial to know the local network.

"We do market research and talk with our trade advisors and know what is required from the companies. Indian population in the UK is massive. Costs are competitive with the rest of the Europe. London is Europe's regulatory HQ," he states.