At this pivotal moment for our industry, given the impact of tariffs, AdvaMed—the Medtech Association—and the Association of British HealthTech Industries (ABHI) are urgently are calling for reciprocal "zero for zero" tariffs between the United States and the United Kingdom for medical technology as well as a regulatory reliance model in the UK with acceptance of FDA approvals and clearances for such products to ensure health care and patient access for lifesaving and life-enhancing technologies.

The ABHI is the leading trade association for medical technology in the UK. The UK has the third-largest medical device market in Europe and overall is the sixth-largest market in medical devices worldwide. The UK medtech industry has an annual turnover of £27.6 billion. This includes: 138,100 UK jobs, over £5 billion in exports annually, and 4,190 businesses, over 85% of which are SMEs.

AdvaMed is the world's largest medical technology trade association, representing 600-plus member companies and medtech innovators. Our mission is ensuring greater access to lifesaving medical technologies, treatments, and diagnostic tools for doctors and patients. The United States is the largest medtech market, and it accounts for 3 million direct/indirect U.S. jobs in all 50 states across nearly 17,000 U.S. manufacturing plants.

The medical technology industry in both the US and the UK is one of the most innovative and critical sectors for transatlantic trade. Our industry produces innovative and essential products that save and improve lives and enable the delivery of quality health care in both countries. Examples of these technologies include MRIs, orthopedic implants, pacemakers, diabetes technologies, wound care products, in vitro diagnostics, radiotherapy, surgical instruments, and personal protective equipment. Our industry's products are constantly transforming global health care, through earlier disease detection, less invasive procedures and more effective treatments. The medical technology sector is a cornerstone industry for both the UK and US economies, driving advancements in health care, enabling health systems to function at their highest potential, driving economic growth and employment, and contributing significantly to improved health outcomes.

Recent trade tensions and the threat of tariffs are posing a serious threat to our respective health technology industries and to the health systems, health care professionals and patients who depend on us to ensure timely access to treatment.

Our industry is also unique in that, unlike most products that are paid for directly by consumers, our largest payors are the governments themselves through their health care systems. Any national revenue raised through tariffs could be offset by higher costs to the taxpayers who fund those programs. Furthermore, medtech companies often operate in a generally fixed-reimbursement environment through multi-year contracts established with the tens of thousands of hospitals and clinics across the United States and the United Kingdom.

Also, because our industry is highly regulated and our products are highly complex, some with upwards of 1,000 component parts, shifting supply chains in the near term is complicated: FDA and MHRA decide

what products can be put on the market and certify manufacturing facilities and components, and then the health care systems largely determine the reimbursement for procedures using medtech products.

Medtech supply chain leaders across the industry are reporting that "procurement timelines have already slipped within the first week of the new tariffs—especially for surgical kits, diagnostic components, and imaging devices." This is concerning news, yet there is still time to ensure it does not devolve into a crisis.

We believe a way to successfully navigate the turbulence, and eliminate the consequences we have discussed, is for the United States and the United Kingdom to agree to:

- "Zero for zero" tariffs on trade in medical technology between the US and the UK. This would allow our industry to continue to allocate its resources to the greatest benefit for patients and the health care systems, ensuring the quality, innovation and availability of our industry's wide range of lifesaving and life-improving products.

- Advance the US and UK's ongoing development of a world-class regulatory system for medical technology that leverages best practices from trusted regulators where the UK accepts regulatory approvals and clearance from the FDA, including PMA and 510(k). Such acceptance would expand access to innovation for patients, enable the UK to continue to provide the best in clinical care, and ensure the UK continues to be a global leader for medical technology research and innovation.