



Announcing the ...

Ontario Bioscience Economic Strategy

June 23,24
July 14, 2011





“OBEST rose to the challenge of developing goals and strategies which put the onus on industry to implement and on government for supportive policies so that Ontario’s bioscience companies can complete the virtuous cycle of economic growth, jobs and improved health for all.”

*Dr. Daniel Billen, General Manager, Amgen Canada
Chair, OBEST Advisory Board*

“On behalf of the OBEST Advisory Board, I extend heartfelt thanks to the team leaders and more than 200 volunteers, representing all stakeholders in Ontario’s bioscience industry, who dedicated more than 5,000 hours to the development of this economic strategy to build a sustainable and profitable bioscience industry in this province.”



*Dr. David Young
Managing Partner,
Actium Equity Partners
Chair OBIO Board of
Directors*

“Ontario’s broader renewal starts with the common cause woven together by OBEST. Our future prosperity, health, and well being depends on how we deploy the extensive innovation we fund and create in human life sciences. The OBEST strategy is a playbook that unites all stakeholders in a new precedent of transparency and cooperation to pivot the province in creating a new life science economy. Together we can boldly create the future we want from our strengths in research, healthcare, and diversity.”

OBEST Regional Cluster Leadership



Stefan Larson
Northern Ontario



Stephen Fanjoy
Eastern Ontario



Gailina Liew
GTA North



Lisa Crossley
South-Central
Ontario



Tom Wellner
GTA Central



Wayne Danter
Western Ontario



Nic Stiernholm
GTA West

Our 6 Goals





#1. Capital

Increase capital investments to enable success of Ontario based life science companies





#2. Capabilities/People

Attract, develop, retain
entrepreneurs + skilled management
to increase employment + wages





#3. Innovation adoption

Retain value from locally-derived IP
by increasing exports of
bioscience products/services





#4. Anchor Industry

Build/retain companies that deliver products + services in global market





#5. Culture

Promote commercial enterprise as an essential partner in improving human health





#6. Integration

Increase number + value
of stakeholder partnerships
to address health priorities



Our Priority Strategies . . .



Selecting Priorities



*Dr. Gary Kasper,
OBEST Task Force*

“The 7 regional clusters developed a total of 28 strategies to deliver on industry’s goals.

The Advisory Committee voted for 9 priority strategies.

In the final round of regional meetings participants selected their three priority strategies and developed implementation outlines.

The best ideas really did rise to the top.”



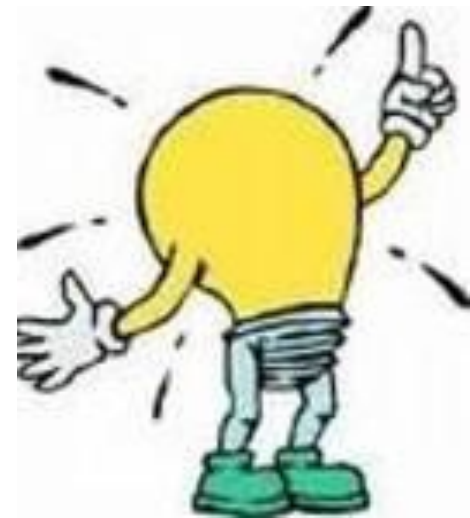
Industry Implementable #1:

Education + Awareness



“Our commitment to the value and availability of bioscience products and services for improved health, economic growth, and long-term wealth creation is demonstrated when companies hire our graduates, and when the public benefits from our innovative concepts for products and policies about health technologies.”

*Dr. Ulli Krull, Professor, University of Toronto, MBiotech Program
OBEST Advisory Board*





Industry Implementable #2:

Expand Investor + Partner Pool



“Access to capital requires a life-cycle approach.
We need to rebuild from the bottom up”

*Dr. Wayne Danter, CEO, Critical Outcomes Technologies Inc.
OBEST Regional Cluster Leader*





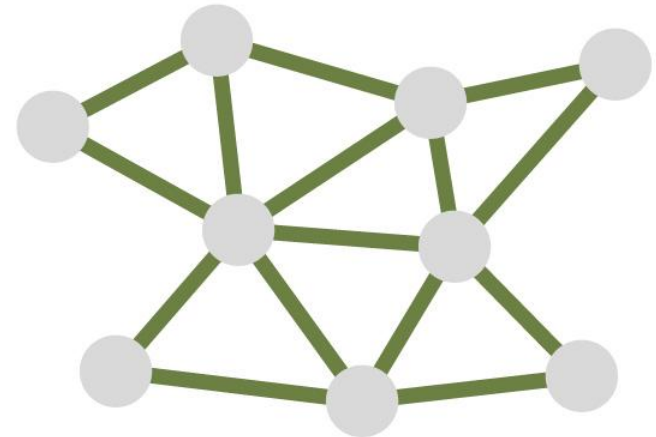
Industry Implementable #3:

Build interconnectivity among Ontario SMEs



“Synergy is what happens when we share ideas and resources, whether in person or through various digital media. Solidarity, with a purpose of building our industry, will create new paths and connections leading to real progress.”

*Dr. Nic Stiernholm, CEO Trillium Therapeutics
OBIO Board of Directors
OBEST Regional Cluster Leader*





Industry Implementable #4:

Define industry priorities



“Canadian healthcare costs associated with Diabetes are projected to rise from a current \$12.2 billion to \$16.9 billion annually by 2020. This poses a threat to our national economic prosperity that can be addressed by Ontario’s biosciences industry mobilizing to deliver solutions for more effective treatments and to be part of finding a cure.’

*Lynda Covello, LPC Consulting International,
IP Business Strategy
OBEST Advisory Board*





Industry Implementable #5:

Encourage “patient” capital



“As the tsunami of aging populations hit the beach of rising healthcare costs, the opportunity of dramatically improving Ontario’s and Canada’s innovation leadership in healthcare, and selling these innovations globally, represents a strategic asset to the country. However, the typical timeline for development of this sector requires capital to have a longer term time horizon. Our collective challenge is to develop investment vehicles which serve these unique development timelines.”

*Steve Ottaway, Managing Director,
Investment Banking, GMP Securities*





Implement with government #1:

Invest in provincial health priorities



“Industry and Government working together to identify solutions to Ontario’s growing healthcare crisis will also serve to establish Ontario as a competitive jurisdiction for commercially successful healthcare solutions and generate wealth for the province.”

*Lisa Crossley, CEO Quantum Dental Technologies
OBIO Board of Directors
OBEST Regional Leadership*





Implement with government #2: **Ensure Integrity of Process**



“Ontario's world-class medical research can save lives and reduce the cost of care but it needs to get from the lab to the bedside and from there to world markets. Too often policies and programs intended to support this path are unclear, evolving and insufficiently transparent to end users. OBIO is leading the call for increased transparency and policy change that will create a competitive, healthy Ontario, fuelled by a healthy biosciences sector.”

*Stephen Fanjoy, Member of the Ottawa Life Sciences
Cluster Executive
former President of Therapeutic Monitoring Systems
OBIO Board of Directors
OBEST Regional Leadership*





Implement with government #3:

Drive market with provincial buying power



“We need to communicate to government the economic value of the bioscience sector ... policies that promote sustainability of our industry will follow.

Opportunities abound for the government to purchase made-in-Ontario drug therapies, medical devices and diagnostic technologies to improve health outcomes ... and bring cost savings to our healthcare system”

*Gailina Liew, President GeneNews
OBEST Regional Leader*





Implement with government #4:

Modify incentives for industry

“ Consultations with industry repeatedly show that the success of Government programming is blocked by program design and by implementation processes that slow the pace of funding and exclude many local health-science SMEs.

OBEST will work with government to modify policies and incentives to make both private and public funding more accessible so that we can compete globally and take advantage of the opportunity that lies in innovating for healthcare solutions,”

*Helen Findlay, Managing
Partner Actium Equity Partners
OBIO Board of Directors*



From Ideas to Action ...

- Funding
- Central Coordination
- Regional Collaboration
- Engagement of All Stakeholders in Ontario



You can help implement **OBEST[®] strategies!**

- Over 30 people already on implementation teams
- Learn more about how you can participate:
Contact: Gail Garland
gailgarland@obio.ca
Or call
416-673-6619



OBEST Participating Organizations

16 Mile Laboratories

Actinium Equity Partners

Activation Laboratories Ltd.

ALBRY Inc.

Alpha Cancer Technologies (ACT) Inc.

Alphora Research

Amgen Canada

Anar Biotech Inc.

AstraZeneca Inc.

Averted Vision Consulting

Axela Biosensors Inc.

Axon BioHealth

Baylis Medical

BioFont

BIOTECanada

BridgeTech Consulting

Brytech Inc.

Canadian Blood Services

Canadian Diabetes Association

CellAegis Devices Inc.

Centre for Commercialization of Regenerative Medicine

Certo Labs Inc.

Chlorion Pharmaceuticals Inc.

Cipher Pharma

City of Hamilton

City of Mississauga

Communitech

Concept2Clinic Inc.

Critical Outcome Technologies Inc.

CSTAR - London Health Sciences Centre

OBEST Participating Organizations

Dalton Pharma Services

Dept. Foreign Affairs and International Trade (Canada)

Derhak Ireland and Partners

Diagnostics Biochem Canada Inc.

Diamedica Inc.

Elliot Lake Palliative Care Program

Ernst and Young LLP

GeneNews Ltd.

Genesys Capital

GMP Securities

Gowling Lafleur Henderson LLP

GWS-BIO

Health Technology Exchange

Heart and Stroke Foundation of Ontario

Highland Therapeutics Inc.

Humber College

I3 Innovus

Ibis Business Development Consulting

IBM Global Business Services

IGY Immune Technologies and Life Sciences Inc.

Induce Biologics Inc.

Industry Canada

Interface Biologics Inc.

Intertek (Ashuren)

Ivey Centre for Health Innovation and Leadership

KalGene Pharmaceuticals Inc.

Kimitech

Lakehead University

launch120, Inc.

Laurentian University

OBEST Participating Organizations

Life Sciences Ontario

LifeNet Health

London Economic Development Corp.

Lorus Therapeutics

LPC Consulting International

Lumira Capital

Magnitude Partners Inc.

Marin Prosperity Institute

Markham Stouffville Hospital

MaRS

MaRS Innovation

McMaster University

Medbuy Corp.

MEDEC Inc.

Medical Devices Innovation Institute

Medical Futures Inc.

Medtronic Canada

Medwell Capital

Merck

Merson Consulting Inc.

Ministry of Economic Development and Trade (Ontario)

Ministry of Health and Long Term Care (Ontario)

Ministry of Research and Innovation, Ontario

Mitomics Inc.

NRC Institute for Biological Sciences

NSERC

OCRI

Ogilvey Renault

Ontario Agri-Food Technologies

Ontario Bioscience Industry Organization (OBIO)

OBEST Participating Organizations

Ontario Centres of Excellence

Ontario Institute for Cancer Research

Ottawa Centre for Research and Innovation (OCRI)

PatientWay

Pfizer Canada Inc.

Pfizer Vaccine Research

Plantform Corp.

PreMD Corp.

PwC

Quanser Consulting Inc.

Quantum Dental Technologies

Receptor Therapeutics Inc.

Richard Ivey School of Business, Centre for Health Innovation and Leadership

Robarts Clinical Trials

Roker Biotechnologies Inc

Royal Bank of Canada

Safeguard Biosystems Group

Samuel Lunenfeld Research Institute

Sanofi-Pasteur

Seneca College of Applied Arts and Technology

SQI Diagnostics

St. Michael's Hospital

Stephan Fanjoy Management Consulting

Strategic Edge Inc.

Sudbury Regional Hospital

The Hospital for Sick Children

The Rothwell Group Inc.

The Stiller Centre

Theralase I nc.

Therapeutic Monitoring Systems

OBEST Participating Organizations

Therapure Biopharma

Thunder Bay Regional Health Sciences Centre

Thunder Bay Regional Research Institute

Tornado Medical Systems

Toronto Region Research Alliance

Town of Oakville

Town of Richmond Hill

Trillium Health Centre

Trillium Therapeutics Inc.

University of Ottawa

University of Toronto

University of Toronto - Donnelly Centre

University of Toronto / Interface Biologics Inc.

University of Toronto at Mississauga

University of Western Ontario

Valeant Pharmaceuticals Inc.

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2nd Annual CEO Dinner
May 31, 2011
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“Yes we can bring innovations to market... if we work together.....”

*Dr. Stefan Larson, CEO, Tornado Medical Systems
OBEST Regional Leadership*