



Agenda
MedTech Task Force
The Corporation of the City of Brampton

Date: Thursday, November 23, 2023

Time: 4:00 p.m.

Location: Alderlea

Members: Deputy Mayor H. Singh (Chair)
Dr. Mohamed Lachemi, President, Toronto Metropolitan University (Vice-Chair)
Regional Councillor M. Palleschi - Wards 2 and 6
Regional Councillor R. Santos - Wards 1 and 5
Regional Councillor G. Toor - Wards 9 and 10
Dave Casimiro, Managing Director, NorthWest Healthcare Properties REIT
Tony Chahine, CEO, Myant Inc.
Vito Ciciretto, President and CEO, Dynacare
Sheri Dodd, President, Medtronic Canada
Jason Field, President and CEO, Life Sciences Ontario
Anton Katipunan, Development with RioCan, RioCan
Brian Leahy, Director, External Community Relations, Algoma University
Dr. Frank Martino, President & CEO, William Osler Health Systems
Dr. Dante Morra, Chief of Medical Staff, Trillium Health Partners
Dr. Janet Morrison, President & Vice Chancellor, Sheridan College
Peter Nikolakakos, Executive Vice President, Development & Planning, First Gulf
Carl Rodrigues, CEO, SOTI
Ken Spears, General Manager / Vice-President, Boston Scientific Canada
Darren Steedman, Vice-President, DG Group
Jay Stevens, CEO, The Stevens Company
Amy Swanson, Vice-President, MedTech Canada
Andreas Wegner, General Manager, Taro Pharmaceuticals
Mahes Wickramasinghe, EVP & Chief Administrative Officer, Rogers
Blair Wolk, President, Orlando Corporation
David Wyatt, Senior Vice President, Morguard Investments Ltd
David Moores, Vice president, Development Engineering, Orlando Corporation

For inquiries about this agenda, or to make arrangements for accessibility accommodations for persons attending (some advance notice may be required), please contact:
Tammi Jackson, Legislative Coordinator, Telephone 905.874.3829, TTY 905.874.2130
cityclerksoffice@brampton.ca

Note: Meeting information is also available in alternate formats upon request.

1. Call to Order

2. Approval of Agenda

3. Declarations of Interest under the Municipal Conflict of Interest Act

4. Previous Minutes

The minutes are draft and have not been considered by Committee of Council or Council and are listed for Committee's information.

5. Presentations / Delegations

5.1 Presentation by Stakeholders:

1. MedTech Canada

- Amy Swanson, VP Ontario
- Caroline Ruggier, International Business, AdvaMed

2. Rowan University (guest)

- Dr. Ali Asghar Houshmand, President, Rowan University
- Lee Ann Babin, Rowan University

3. Sheridan College

- Carol Altilia, Provost and Vice President Academic
- Sonia Dupte, Vice President Institutional Advancement & External Relations

4. Understanding Ontario's Wet Lab Challenge

- Scott Rasmussen, Vice President of Leasing & Business Development, McMaster Innovation Park;
- Bethany Moir, Director, Stakeholder Relations and Strategic Projects. Toronto Global

5. Fero International

- Sabrina Fiorellino, JD, Chief Executive Officer, Director, Co-Founder
- Alex Scopacasa, Chief Operating Officer, Co-Founder

6. Simon Fraser University (Guest Observer)

- Dr. Joanne Curry, Vice-President, External Relations, Simon Fraser University

Note: Additional presentation materials will be published prior to the meeting.

6. Other / New Business / Information Items

7. Member Questions / Roundtable

7.1 Round Table Discussions re:

1. How can the businesses in Brampton support our investment attraction efforts to help build the brand of the City as a MedTech leader (with focus on 2024 MedTech Conference in Toronto)?
2. How can we help Start Ups (with focus on Brampton Venture Zone firms) in the sector grow in tandem with the new medical school and growth of the hospital?
3. What are the opportunities for Brampton in response to Ontario's Wet Lab Challenge?

8. Correspondence

9. Question Period

10. Public Question Period

15 Minute Limit (regarding any decision made at this meeting)

11. Adjournment

Closing Remarks by Dr. Mohamed Lachemi, President of Toronto Metropolitan University (TMU).

Note: A dinner and networking event (hosted by TMU) for Task Force members and invited guests will be held at Alderlea following the meeting.



Minutes

MedTech Task Force

The Corporation of the City of Brampton

Wednesday, May 24, 2023

Members Present:

- Deputy Mayor H. Singh (Chair)
- Dr. Mohamed Lachemi, President, Toronto Metropolitan University (Vice-Chair)
- Regional Councillor M. Palleschi - Wards 2 and 6
- Regional Councillor R. Santos - Wards 1 and 5
- Regional Councillor G. Toor - Wards 9 and 10
- Dave Casimiro, Managing Director, NorthWest Healthcare Properties REIT
- Tony Chahine, CEO, Myant Inc.
- Vito Ciciretto, President and CEO, Dynacare
- Sheri Dodd, President, Medtronic Canada
- Anton Katipunan, Development with RioCan, RioCan
- Dr. Frank Martino, President & CEO, William Osler Health Systems
- Dr. Dante Morra, Chief of Medical Staff, Trillium Health Partners
- Dr. Janet Morrison, President & Vice Chancellor, Sheridan College
- Carl Rodrigues, CEO, SOTI
- Ken Spears, General Manager / Vice-President, Boston Scientific Canada
- Darren Steedman, Vice-President, DG Group
- Jay Stevens, CEO, The Stevens Company
- Amy Swanson, Vice-President, MedTech Canada
- Andreas Wegner, General Manager, Taro Pharmaceuticals
- Mahes Wickramasinghe, EVP & Chief Administrative Officer, Rogers
- David Wyatt, Senior Vice President, Morguard Investments Ltd

Staff Present: Patrick Brown, Mayor
Marlon Kallideen, Chief Administrative Officer
Steve Ganesh, Commissioner, Planning, Building and Growth
Management
Clare Barnett, Director, Economic Development
Paul Aldunate, Expeditor, Office of the CAO
Martin Bohl, Sector manager, Health and Life Sciences, Office of
the Chief Administrative Officer
Peter Fay, City Clerk
Tammi Jackson, Legislative Coordinator

1. **Call to Order**

The meeting was called to order at 6:00 p.m. and adjourned at 7:22 p.m.

As this meeting of the MedTech Task Force was conducted with electronic participation by Members of the Committee, the meeting started with the City Clerk calling the roll for attendance at the meeting, as follows:

Members present during roll call: Deputy Mayor Singh (Chair); Dr. Mohamed Lachemi, Toronto Metropolitan University, (Vice-Chair); Regional Councillor Santos, Regional Councillor Toor; Dave Casimiro, Managing Director, Northwest Healthcare Properties REIT; Vito Ciciretto, President and CEO, Dynacare; Sheri Dodd, President, Medtronic Canada; Anton Katipunan, Development with RioCan; Dr. Frank Marino, President and CEO, William Osler health Systems; Dr. Dante Morra, Chief of Medical Staff, Trillium Health Partners; Dr. Janet Morrison, President and Vice Chancellor, Sheridan College; Ken Spears, General manager / Vice-President, Boston Scientific Canada; Darren Steedman, Vice-President, DG Group; Jay Stevens, CEO, The Stevens Company; Amy Swanson, Vice-President, MedTech Canada; Andreas Wegner, General Manager, Taro Pharmaceuticals; Mahes Wickramasinghe, EVP and Chief Administrative Officer, Rogers; David Wyatt, Senior Vice-President, Morguard Investments Ltd.

Members absent during roll call: Regional Councillor Palleschi; Tony Chahine, CEO, Myant Inc.; Carl Rodrigues, CEO, SOTI

Introductory and welcoming remarks were provided by Chair Singh, Mayor Brown and CAO Kallideen

2. **Approval of Agenda**

The following motion was considered.

MTTF001-2023

That the agenda for the MedTech Task Force Committee Meeting of May 24, 2023, be approved as published and circulated.

Carried

3. **Declarations of Interest under the Municipal Conflict of Interest Act**

Nil

4. **Previous Minutes**

Nil

5. **Presentations / Delegations**

5.1 Economic Development

Martin Bohl, Sector Manager, Health and Life Science, Office of the Chief Administrative Officer, provided an overview of Economic Development partnerships developed with leading companies within the health and life sciences industry. Mr. Bohl identified that a Wet Labs project would be an opportunity for the Committee to work with the community on an action plan as there is a real need within the industry.

The following motion was considered.

MTTF002-2023

That the presentation from Martin Bohl, Sector Manager, Health and Life Science, Office of the Chief Administrative Officer, re: **Economic Development**, to the MedTech Task Force Committee Meeting of May 24, 2023, be received.

Carried

5.2 Toronto Metropolitan University's School of Medicine

Dr. Mohamed Lachemi, President, Toronto Metropolitan University (TMU), provided a detailed overview on the subject matter that included:

- The 5 Pillars the School of Medicine will be designed around
- Phases of Development.
- Collaboration and Community Engagement.
- Key Features and Differentiators of TMU's Medical Education.
- EDI Strategy and Action Plan.
- Undergraduate Medical Education (UGME).

- Proposal for the TMU Integrated Health Centres (IHCs).
- Opportunities for Partnership.

Adam Kassam, Toronto Metropolitan University (TMU), provided further details on the subject matter that included:

- Institute for Health Innovation and Equity - 3 key elements (Diversity Research and Policy, Health Technology, Digital Care & Prescriptive Medicine, Health Accelerator/Incubator).
- Office of Help Innovation and Strategy.
- Proposal for the TMU Integrated Health Centres (IHCs).
- Integrated Health Centres - Community focal point.
- The following motion was considered.

Glenn Craney, Toronto Metropolitan University (TMU), provided details on the subject matter with respect to the economic impact that included:

- The medical school will generate \$1.2 - \$2.6 B in economic activity over the next decade.
- It will create over 7,000 direct and indirect jobs in the City of Brampton.
- A Health Innovative District will attract new health related investment in Brampton.

The following motion was considered.

MTTF003-2023

That the presentation from Mohamed Lachemi, President, Toronto Metropolitan University, re: **Toronto Metropolitan University's School of Medicine**, to the MedTech Task Force Committee Meeting of May 24, 2023, be received.

Carried

5.3 Official Plan: Discussion and Consultation

Item 5.4 was brought forward and dealt with at this time.

Steve Ganesh, Commissioner, Planning, Building and Growth Management provided an overview of the subject matter The City of Brampton Official Plan & City Lands Project and answered questions of clarification.

Committee discussion on this matter included the following:

- Advised that the City of Brampton is moving forward with several redeveloped lands to include MedTech Task Force initiatives.
- Clarified that the concept of City lands was established through the 2040 vision in 2018.
- Outlined the intention of the development framework is to develop a transit oriented community to piggy backs on the highways near by.
- Intent is the integration of mix of uses into the communities for the purpose of blending in the MedTech field.
- The City of Mississauga partnered with the University of Toronto Campus as a joint effort in building a wet lab and dry lab space.

The following motion was considered.

MTTF004-2023

That the presentation from Steve Ganesh, Commissioner, Planning, Building and Growth Management, re: **Official Plan: Discussion and Consultation and City Lands: Highlighting MedTech Uses**, to the MedTech Task Force Committee Meeting of May 24, 2023, be received.

Carried

5.4 City Lands: Highlighting MedTech Uses

Dealt with under Item 5.3 - Recommendation MTTF004-2023

6. **Other / New Business / Information Items**

Nil

7. **Member Questions / Roundtable**

Discussion included possible future agenda items including a presentation regarding Sheridan's Nursing School, a MedTech Canada presentation and scheduled MedTech conference in Toronto next year.

8. **Correspondence**

Nil

9. **Question Period**

Nil

10. **Public Question Period**

Nil

11. **Adjournment**

The following motion was considered.

MTTF005-2023

That the MedTech Task Force Committee do now adjourn.

Carried

Deputy Mayor H. Singh (Chair)

Mohamed Lachemi (Vice-Chair)



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themedtechconference.com

- Medtech Canada is the national association leading the effort to develop and advance Canada's innovative medical technology industry.
- Medtech Canada represents over 100 member companies in Canada involved in the research, supply and manufacturing of medical technologies (ranging from Canadian-owned to multinationals).
- Medtech Canada works closely with the federal and provincial-territorial governments, health professionals, patients, and other stakeholders to deliver a patient-centred, safe, accessible, innovative, and sustainable universal healthcare system supported using medical technology.



www.medtechcanada.org

- The size of the **Canadian medical technology market is valued at approximately \$7.8 billion**, making it the 8th largest worldwide.
- Canada **exports approximately \$3.1 billion** of medical technology and **imports \$8.6-billion**.
- The Canadian medtech industry **employs more than 35,000 Canadians** with expertise across multiple disciplines, including but not limited to: biomedical engineering, biological sciences, health economics, information technology, law, manufacturing, nursing, physical sciences, regulatory and quality, sales and marketing, and public affairs.
- More than 1,500 medtech companies operate in Canada.





AdvaMed

Advanced Medical Technology Association

About AdvaMed: The Advanced Medical Technology Association

- MedTech Canada's U.S. counterpart
- World's largest medical technology trade organization
- Based in Washington, D.C. with a global presence
- 470 member companies, ranging from the largest to smallest MedTech innovators and producers
- All medtech sectors represented, including diagnostic, digital health, cardiovascular, orthopedics, ophthalmic, surgical tools, wound management, dental health, and more
- Focus areas: policy, regulation, SME support, trade, market access, educational events

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The MedTech Conference 2024

- October 15-17, 2024, Metro Toronto Convention Centre
- Premier, global gathering of medtech leaders
- Three full days of in-person educational, networking, showcasing and business development opportunities
- Conference pre-programs on October 14 for international delegates

www.themedtechconference.com



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Attendance By Sector

Blood	2%	Instruments and Accessories	10%
Cardiology	7%	Neurology	3%
Diabetic Care	3%	Ophthalmology	1%
Diagnostic Imaging	4%	Orthopedic	11%
Dialysis	2%	Patient Monitoring	5%
Digital Health	8%	Physical Medicine & Rehabilitation	1%
Drug Delivery	3%	Radiation Therapy	1%
Ear, Nose & Throat	3%	Surgical Devices	10%
Endoscopy	4%	Urology	5%
Gastroenterology	3%	Women's Health	4%
Hospital & Health Care Supply	3%	Wound Management	2%
In Vitro Diagnostics	2%		
Infectious Disease	2%		

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#MedTechCon by the Numbers

With **3,400** attendees representing nearly **40** countries around the world, The MedTech Conference is a must-attend event for the industry's prominent and most promising companies.

INDUSTRY SECTORS

BLOOD **CANCER/ONCOLOGY** **CAPITAL EQUIPMENT**
CARDIOVASCULAR **CYBERSECURITY** **DENTAL**
DIABETES **DIAGNOSTICS** **DIGITAL HEALTH** **IMAGING**
INFECTIOUS DISEASE **INFORMATION SECURITY**
METABOLIC DISEASE/OBESITY **NEUROLOGICAL**
NUTRITION PRODUCTS **OPHTHALMIC** **ORTHOPEDIC**
RADIATION THERAPY **SOFTWARE** **SURGICAL**
VASCULAR **WOMEN'S HEALTH** **WOUND HEALING**

MORE THAN 50%
OF OUR ATTENDEES
ARE EXECUTIVE
LEADERS



JOB FUNCTIONS



BUSINESS
DEVELOPMENT



EXECUTIVE
MANAGEMENT



GOVERNMENT/
LEGISLATIVE AFFAIRS



INVESTMENT/
FINANCE



REGULATORY



REIMBURSEMENT



SALES



LEGAL & HEALTH
CARE COMPLIANCE

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Unparalleled Access to MedTech Leaders

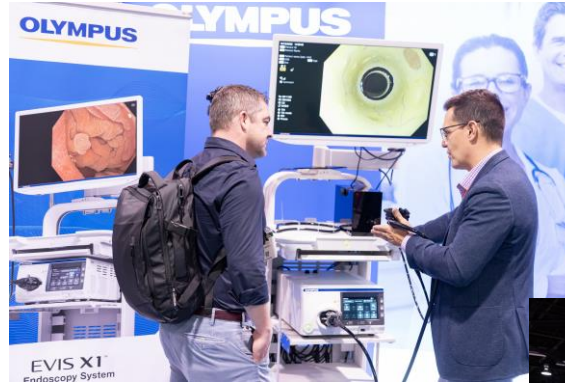


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Dynamic & Interactive Exhibits



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2023 Sponsors/Exhibitors (partial list)

City of Brampton
Department of Business &
Trade (UK)
Destination Toronto
Invest in Hamilton
Johnson & Johnson
Life Sciences BC
Linden Capital Partners
MedTech Canada

Medtronic
MTP Connect (Australia)
Siemens Healthineers
Smith & Nephew
Stryker
Terumo BCT
Water Street
Ximedica
Zimmer Biomet



2023 Exhibit and Sponsorship
information is available here:

themedtechconference.com/2023-sponsorship-prospectus

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The MedTech Conference & Investor Forum

1. Timely and curated medtech content to meet the unique needs of investors.
2. Investor event designed to attract industry leaders and innovators with members of the investment community.
3. **Attracts Key Investor Categories:**
 - VCs, Family Offices, Angel Investors • Private Equity • Investment Bankers • Institutional Investors • Analysts
4. **2023 Forum agenda included:**
 - Fundraising Environment, Strategies for Raising Capital
 - Commercializing Innovation
 - EY Pulse of the Industry
 - MedTech Innovator Showcase & Finals
 - Corporate Reverse Pitch Presentations
 - Fireside Chats with leading industry CEOs



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Destination Canada: Showcase & Engage

1. **Showcase:** Canada Pavilion – start booking in early December
2. **Contribute knowledge:** Call for panel proposals opening on January 9
3. **Be visible:** sponsorship, advertising, branding opportunities to be published in late November
4. **Help spread the word:** local / provincial communities plus global partners

Key Dates

- **November 30, 2023:** 2024 Sponsor/exhibitor prospectus published
- **December 31, 2023:** Sponsor/exhibitor right of first refusal deadline
- **January 9, 2024:** Call for sessions launched – website updated to reflect brand
- **Mid-January:** Begin forming Host/International Committee
- **February 23:** Call for Sessions closes
- **April:** Registration opens
- **May:** Submitters notified of session proposal decision; Canada visit
- **July:** Programming announced
- **August 20:** Early-bird registration deadline
- **Early September:** Partnering and conference app open
- **Hotel Deadline:**
- **October 15 – 17:** Showtime

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Opportunities for Engagement

1. Exhibition space in Canadian Pavilion
2. Sponsorship of events (i.e. Global Reception)
3. “Safari” showcase



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Contact Us!



Amy Swanson:

aswanson@medtechcanada.org

Caroline Ruggieri:

Cruggieri@advamed.org



Exhibit & Sponsorship Sales

sales@advamed.org

Programming

program@advamed.org

Marketing

marketing@advamed.org

General Inquiries

conferenceinfo@advamed.org

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Propelling Brampton & Region's MedTech Sector Forward



Carol Altilia, Provost & Vice President Academic

Sonia Dupte, Vice President Advancement & Chief Development Officer



Credentials are just half the story. Guided by our signature “S-Sense” programming, we graduate the whole student – with the knowledge, personal skills and growth mindset that employers are looking for.

Our Campuses

S



Davis
Brampton, ON



Hazel McCallion
Mississauga, ON



Trafalgar
Oakville, ON

Our Faculties

- Animation, Arts & Design
- **Applied Health & Community Studies**
- **Applied Science & Technology**
- Humanities & Social Sciences
- Pilon School of Business

Davis

Brampton ON.

9,000+ Students — 68 Programs



Applied Health & Community Studies

Applied Science & Technology

- Registered Nursing (launches Jan 2024)
- Practical Nursing
- Pharmacy Technician
- Kinesiology and Health Promotion
- Clinical Kinesiology
- Regulatory Affairs
- Clinical Research
- Athletic Therapy
- Engineering: Chemical, Electrical, Mechanical & Electromechanical
- Advanced Manufacturing Management
- Bachelor of Information Sciences in Cyber Security
- Environmental Control & Technician
- Architectural Technology
- Quality Assurance – Manufacturing & Management

1,500

PLACEMENTS per year

Every year in Long Term Care Homes, Hospitals and Community Clinics, Shelters and Transition Homes, Pharmaceutical and MedTech sectors.



Over 500 placements with members of the MedTech Taskforce

Analyst, Project Finance and M&A
Emergency Management Student
Practical Nurse
By-Law Enforcement - Researcher
Anti Black Racism Unit Intern
Facilities Operations and Maintenance Co-op (
Wireless Consultant
Occupational Health and Safety Intern
Athletic Therapy Intern
Business and Data Analyst
DevOps Engineer
Technical Support Analyst
Technology Co-op
Project Manager
Quality Assurance (QA) Specialist
Software Developer Intern - Android Studio
Product Design
Quality Assurance Specialist Intern
Sales Engineer
Cyber Security Specialist
Security Specialist Intern
Software Developer
Student, Capital Planning
Junior Web Developer
Organizational Development Co-op

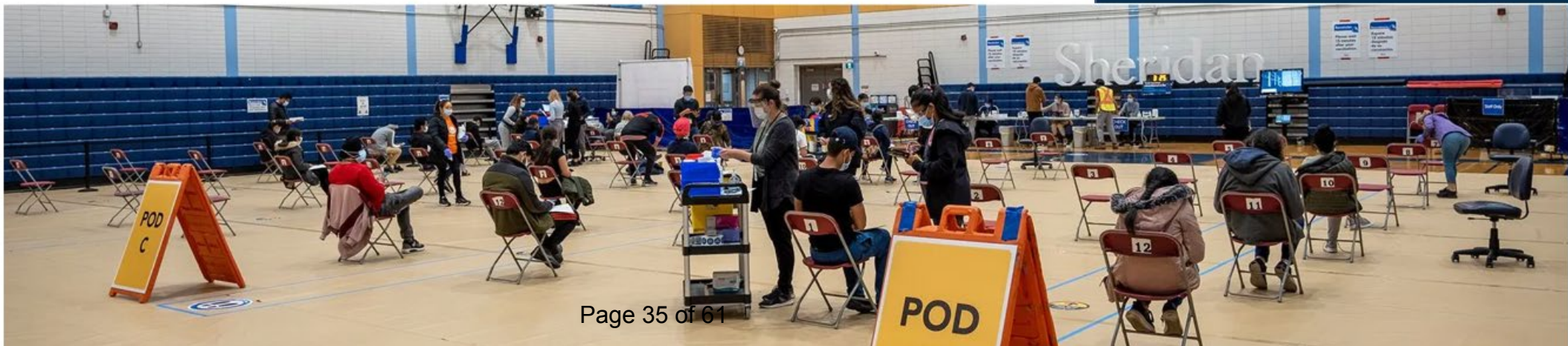
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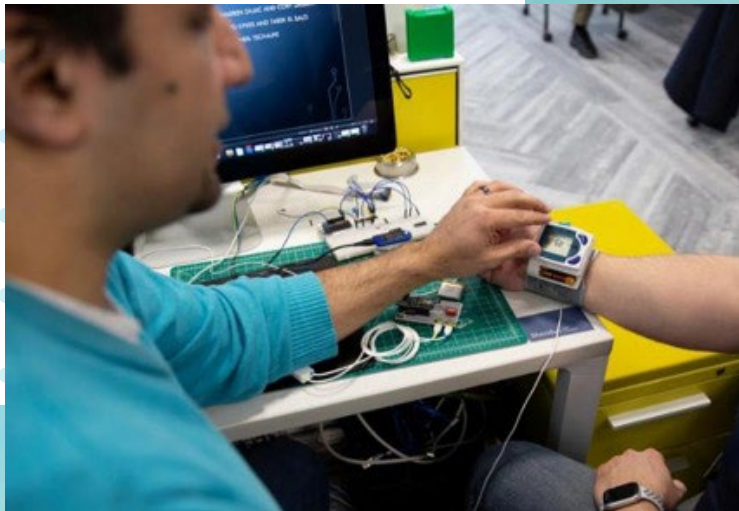


35,000

Vaccine doses administered at CommUNITY clinic in Summer 2021

In partnership with Peel Public Health and community agencies serving Brampton's diverse population; and over 100 staff volunteers.





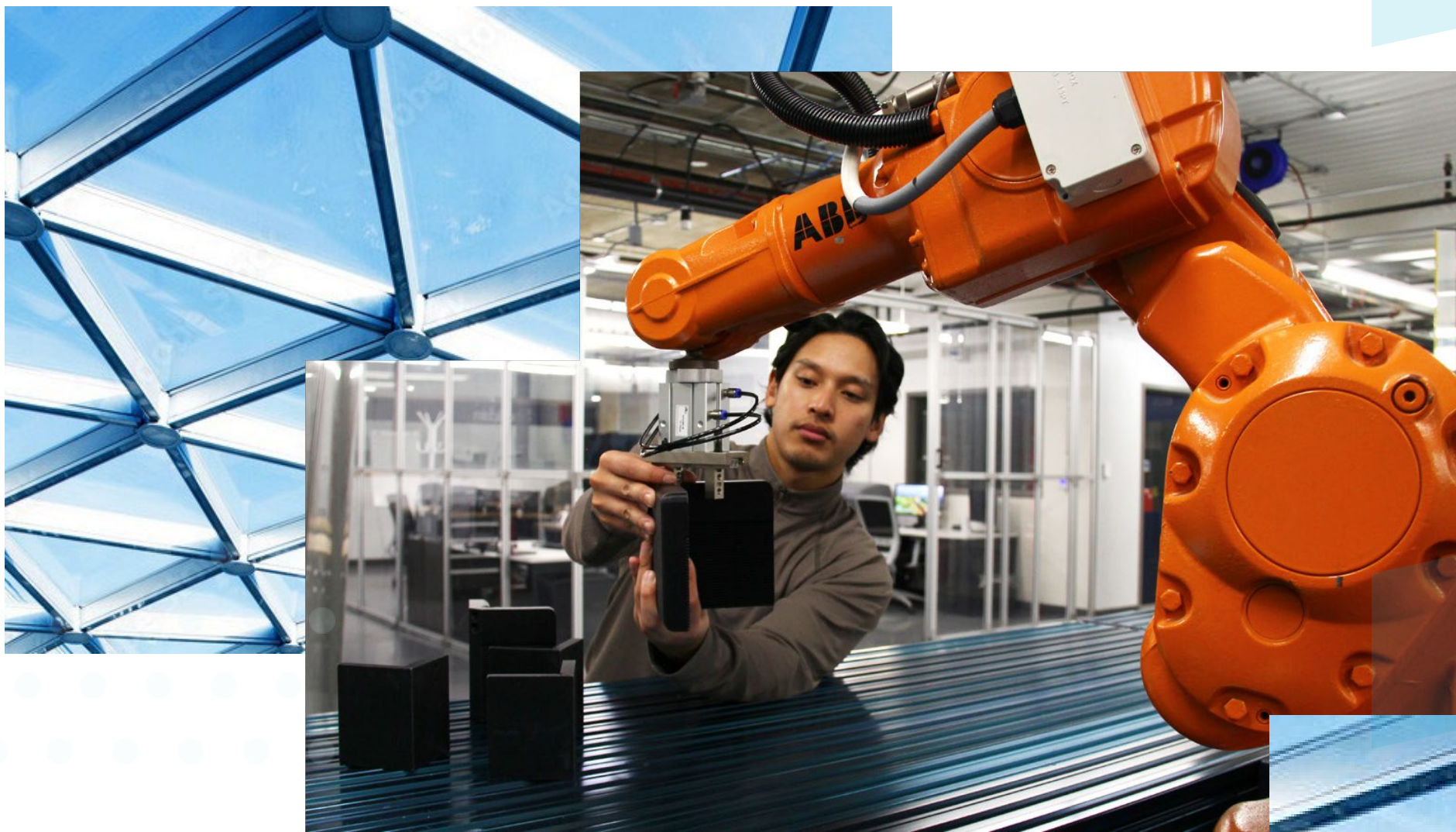
- **Centre for Mobile Innovation**

- ❑ 5G Autonomous Vehicle research with Rogers
- ❑ Lifecycle Management through Mobile Devices with SOTI
- ❑ Virtual Training Immersion Training program with TMU and MedTech Canada

- **Centre for Elder Research**

- ❑ Innovative approaches and creative interdisciplinary partnerships that focus on enhancing the lives of older Canadians.

- **Centre for Advanced Manufacturing & Design Technologies**



Sheridan | Centre for Advanced Manufacturing
and Design Technologies

Technologies at CAMDT: De-risking technology exploration



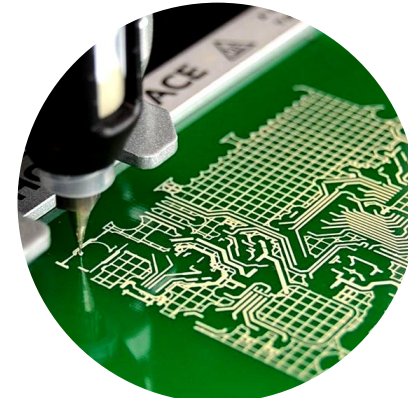
Robotics



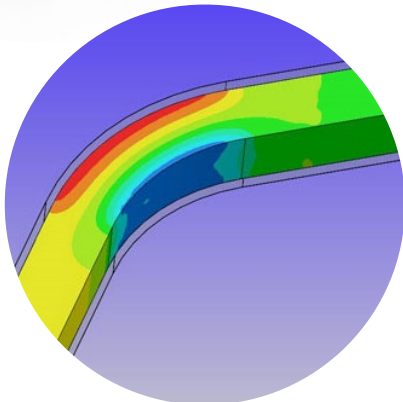
Metal 3D
Printing



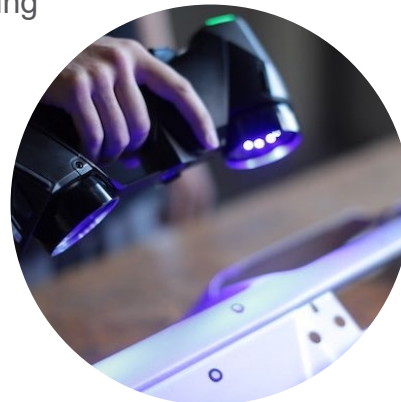
Polymer
3D Printing



Electronics
Prototyping



Simulation
& Modelling



3D
Scanning



Laser
Cutting



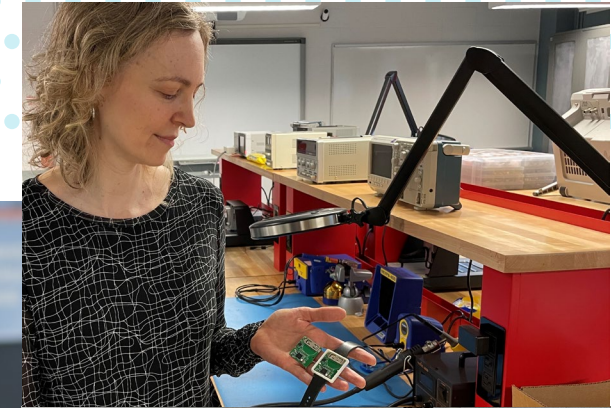
Machine
Vision

Industry and Community Partners





CAMDT Staff and Labs





THANK YOU

Sheridan

UNDERSTANDING ONTARIO'S WET LAB CHALLENGE: DEMAND, SUPPLY, WHERE TO GO FROM HERE

Ontario Wet Lab Coalition

Co-chairs:

Dr. Maura Campbell, CEO, OBIO

Scott Rasmussen, VP, Leasing and BD,
McMaster Innovation Park



WHO IS THE WET LAB COALITION?

A growing group of organizations and individuals committed to tackling Ontario's lack of wet lab space to enable accelerated growth of the province's life science industry.

It is made up of 30+ organizations including economic development, commercial real estate, private and non-governmental organizations, including:



***See Appendix E for a full List**

A VIBRANT LIFE SCIENCE ECOSYSTEM REQUIRES LAB INVENTORY FOR ALL COMPANY PHASES:

START-UP	STEP-UP	SCALE-UP	COMMERCIAL
<ul style="list-style-type: none"> • Typical Use <ul style="list-style-type: none"> ○ Bench/Desk to 2,500 sq. ft. • Amount of Inventory <ul style="list-style-type: none"> ○ First building in market: portion of single floor • Funding <ul style="list-style-type: none"> ○ Seed/angel/grants • Lease Terms <ul style="list-style-type: none"> ○ Month to Month, to 1-Year ○ No additional TI with turnover as spaces are built out in advance • Amenities & Services <ul style="list-style-type: none"> ○ Shared Equipment ○ Labs support services ○ Access to University Core Labs ○ Turnkey Facilities ○ Conference and Meeting Space (shared) ○ Kitchen (lightly stocked) 	<ul style="list-style-type: none"> • Typical Use <ul style="list-style-type: none"> ○ 2,500 sq ft to 5,000 sq ft • Amount of Inventory <ul style="list-style-type: none"> ○ First building in market: portion of single floor • Funding <ul style="list-style-type: none"> ○ Series A/B • Lease Terms <ul style="list-style-type: none"> ○ 1 – 3 years ○ No additional TI as spaces are built out in advance • Amenities & Services <ul style="list-style-type: none"> ○ Shared Equipment ○ Labs Support Services ○ Access to University Core Labs ○ Turnkey Facilities ○ Conferences & Meeting Space (shared) ○ Kitchen (lightly stocked) ○ Programming and Networking Opportunities 	<ul style="list-style-type: none"> • Typical Use <ul style="list-style-type: none"> ○ 5,000 to 10,000 sq. ft. • Amount of Inventory <ul style="list-style-type: none"> ○ First building in the market: portion of single floor ○ Subsequent Building(s): Full Floor of this Product • Funding <ul style="list-style-type: none"> ○ Series A/B • Lease Terms <ul style="list-style-type: none"> ○ 3+ Years ○ Modest TI Allowance • Amenities & Services <ul style="list-style-type: none"> ○ Strong Property Management ○ Connection to University Core Labs ○ Limited Equipment / Lab Services Programming & Networking 	<ul style="list-style-type: none"> • Typical Use <ul style="list-style-type: none"> ○ 10,000+ sq. ft. • Amount of Inventory <ul style="list-style-type: none"> ○ Depends on Scale of Building. Generally 2+ Floors • Funding <ul style="list-style-type: none"> ○ Series C/IPO/Commercial revenue • Lease Terms <ul style="list-style-type: none"> ○ 7+ Years ○ Standard TI Practices, with little required turnover • Amenities & Services <ul style="list-style-type: none"> ○ Strong Property Management ○ Programming & Networking
GRADUATION SPACE			

Source: Wexford Science & Technology

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Currently, Ontario's most acute need is at the step-up & scale-up stage

A SUFFICIENT INVENTORY OF WET LAB “GRADUATION” SPACE IS CRITICAL TO GROWING ONTARIO’S LIFE SCIENCES INDUSTRY

“Graduating” Step-up and Scale-up companies:

- Need turn-key space (lease) within months after receiving an investment commitment
- Have minimal capital (and time) for fit-up
- Require wrap-around supports: lab management, shared equipment, shared meeting room space, networking events, supportive business growth programming, etc. to accelerate commercialization

Will move anywhere with available lab space inventory

The Challenge: Ontario has near 0% wet lab vacancy for step-up and scale up companies

- graduating companies must leave to keep their development programs on track - *taking their talent, IP and capital with them.*
- Jurisdictions with lab space will continue to attract Ontario companies until there is a larger inventory of space here to meet their needs

MOST OPTIMISTIC CASE: 20% OF DEMAND WILL BE ADDRESSED IN TWO YEARS, HUNDREDS OF COMPANIES ARE A FLIGHT RISK

	# OF COMPANIES	SQUARE FEET	PERCENT	
Confirmed Demand (see Appendix A)	94	880,500	37%	
Estimated Demand (see Appendix B)	397	1,488,500 ¹	63%	
Total Demand (Confirmed + Estimated)	491	2,369,000	100%	
Confirmed Wet Lab Supply (see Appendix C)	Incubator + Stand alone	57,000	<u>6.5%</u> of confirmed demand	2.4% of total demand
Confirmed Wet Lab Under Construction (see Appendix D)	MIP + Wade St. Toronto	181,000	<u>20%</u> of confirmed demand	7.6% of total demand

Average of the low & high estimates – see Appendix B

THERE ARE PROPOSED PROJECTS – BUT THE EARLIEST OCCUPANCY IS 2026-27, IF THEY EVEN PROCEED PAST THE IDEA STAGE

PROPOSED DEVELOPMENT	LOCATION	SQFT TARGET	NOTES
INSTITUTIONAL LED			
Schwartz-Reisman Innovation Centre Phase 2	Toronto	400,000	Final stages of capitalization. Expected delivery of 2027 with UofT as Anchor Tenant.
McMaster Innovation Park	Hamilton	1,180,000	First development (OmniaBio) underway, balance is a master plan with no commitments or projects under development as of today.
PRIVATE SECTOR LED			
700 University (Kingsett)	Toronto	187,000	No planning approval received and requires an anchor tenant to kick off construction, 3+ year delivery timeline
720 Bay (Alexandria)	Toronto	221,950	Currently leased by Auditor General but is slated for conversion upon Ont. Gov't vacating, 2026/2027 delivery at the earliest
Leaside Innovation Centre	Toronto	75,000	Amendment to zoning underway, requires an anchor tenant to kick off construction, 2+ year delivery timeline
The Core (First Gulf and Spear Street)	Mississauga	400,000	Multi-building development that requires an anchor tenant to kick off construction, 2 year delivery timeline
Square One District Phase 2 (Oxford)	Mississauga	235,000	No planning approval received and requires an anchor tenant to kick off construction, 2+ year delivery timeline
TOTAL		2,698,950	Page 48 of 61

A VICIOUS CYCLE

Cost of wet lab development is high
3-5x the cost of office development

Developers require strong financial covenants

Given the cost to build, developers need assurances that tenants have the financial capability to commit to long-term leases.



Graduation companies have weak Financial Covenants

- Typically pre-revenue
- Terms of VC funding typically do not allow for capital/build-out expenditures
- Burn rate on VC capital is typically 2-3 years; significantly less than lease requirement

and

Historical lease data and a visible company pipeline: strong evidence that there is demand from companies who can pay market rent and that if one company fails, another will step in to take its space.

or

Pre-Construction Commitment

In the absence of historical lease data and a visible company pipeline, developers typically require 66% lease up before moving into construction. When they finally do break ground, a *minimum 24-month construction timeline is typical.*



Time is Money

Can't afford to wait out lease-up/construction timeframes

The result:

Developers don't build multi-tenant wet lab space

Companies move elsewhere

Can't showcase/realize demand or produce lease data

OTHER JURISDICTIONS HAVE SUCCESSFULLY "PRIMED THE PUMP"

JURISDICTION	PROGRAM	RESULT
Boston	<p>Creation of Massachusetts Life Science Centre in 2008, a \$1 billion initiative; \$600 million invested in infrastructure</p> <ul style="list-style-type: none"> E.g. Two \$5 million (state) grants to establish Lab Central*, 	<ul style="list-style-type: none"> + 21.6 million sqft+ of lab space added in the last decade (+117%) + Ample flexible lab and office space with lab operations and support programming to accelerate the path to commercialization
New York	<p>New York State + NYC EDC Life Sciences Initiatives: 2016 combined ~\$1.5 billion investment; significant support for the expansion of lab space and research facilities</p>	<ul style="list-style-type: none"> • 1.7 million sqft of lab space added since 2016 • 5.6 million sqft under construction in NY Metro • 26 million sqft total lab space, <i>growing across 10 distinct clusters</i>
Pennsylvania: Pittsburgh Philadelphia	<p>Developer incentives - Pittsburgh property tax abatement up to \$250K/yr for 10 years to offset increased assessed value.</p> <p>Investor incentives - Keystone Innovation Zones (KIZ): \$15M tax credit program for companies less than 8 years old located in strategic locations in PA</p> <p>Pennsylvania Biotechnology Centre (PABC): Not-for-Profit, 150K sqft PPP incubator funded in part with state grants in 2006</p>	<ul style="list-style-type: none"> • PABC: ~ 200K sqft expansions in 2022/23 with additional state grants: <ul style="list-style-type: none"> • All expansions fully occupied • 40% from outside Philadelphia region • Developer behind PABC has an additional 4 million square feet of planned life sciences development in the Philadelphia region; 800K+ sqft coming on stream in next 12 months.

*Lab Central is a not-for-profit network of 225K sqft of shared lab space with operations and programming support for up to 125 companies. Founding sponsors include Eppendorf, Roche, Triumvirate, J&J.

WHAT WE'VE LEARNED FROM OTHER JURISDICTIONS

Key take-aways:

- + Government has a role to play in 'priming the pump'
- + Public-private partnership created to manage tools and programs
- + No one-size-fits-all:
 - + multi-pronged & market responsive approach is best
- + Long-term (10+ year) approach



BEGIN TO PRIME THE PUMP IN ONTARIO

To facilitate
life science
commercialization
and industry growth

Objective

Work with government partners to address barriers and get **multi-tenant wet lab and graduation space to market:**

- + Test demand
- + Develop lease data
- + Showcase successful business models
- + Build confidence of developer community.

Made-for-Ontario Solution Concepts

Reduce Cost to Build

1. Life Science Infrastructure Catalyst Fund/Remedial Action Plan
2. HST Rebate on purpose-built multi-tenant lab facilities or office-to-lab conversions
3. Red Tape Initiative: Zoning Alignment

Strengthen Financial Covenants

4. Biotech Lease Insurance Program or *Biotech Lease Contingency Fund*

CONCLUSIONS

Ontario is facing a **critical shortage** of multi-tenant type graduation lab space

Current construction and proposed construction will only address a **fraction of the demand.**

Without graduation space:

- + We will continue to lose our best, growth-potential, companies to the jurisdictions that are building space
- + Investment attraction efforts will be futile
- + Efforts to enhance capital and talent will only benefit other (U.S.) jurisdictions
- + Canada and Ontario Life Science Strategy objectives will not be fulfilled

PROPOSAL

The Minister's Life Sciences Council should include the "Wet Lab Space Challenge" as a critical issue to be addressed as part of a comprehensive Phase 2 life sciences strategy

Ontario should work with a coalition of industry groups, universities, developers, brokers, research entities to test ways of growing wet lab graduation space much more quickly, providing data and confidence for the growth of larger multi-tenant projects.

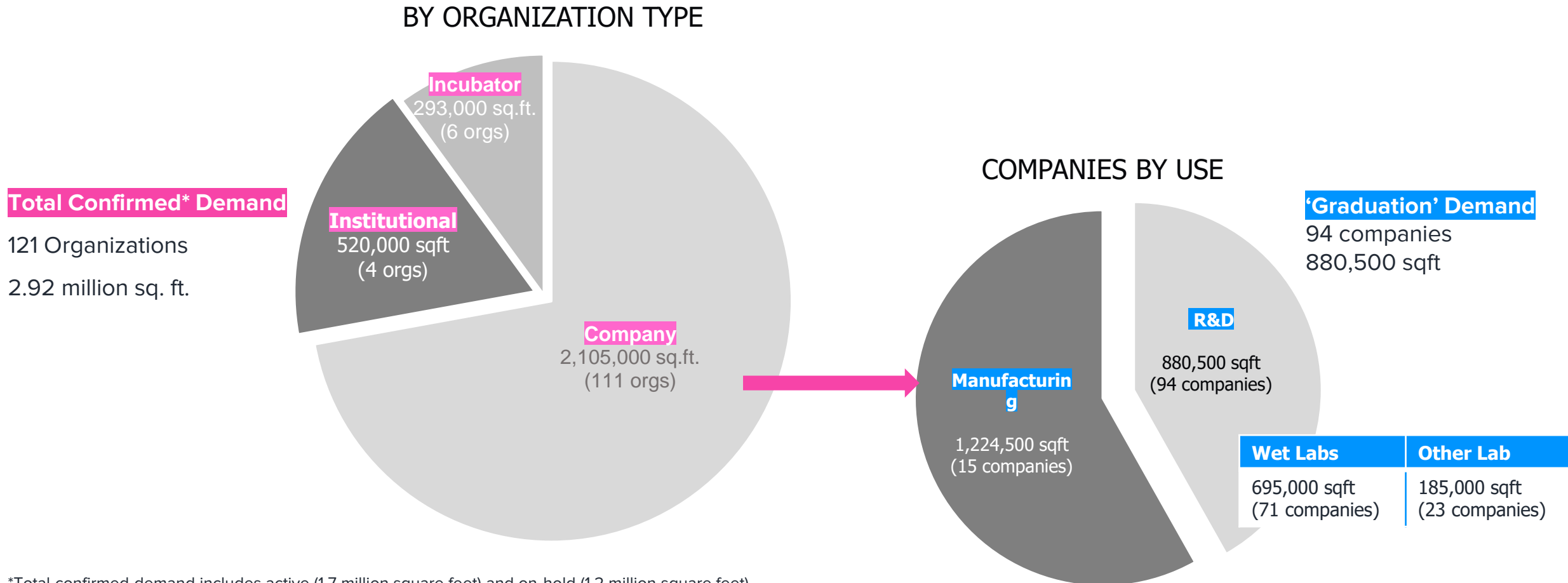


THANK YOU

APPENDICES

Appendix A

Confirmed Demand (CBRE Tenants in Market Survey)



*Total confirmed demand includes active (1.7 million square feet) and on-hold (1.2 million square feet) requests as verified by CBRE in Spring 2023; see appendix for additional break-down

APPENDIX B

ESTIMATED DEMAND (PITCHBOOK)

Pitchbook Search Criteria:

- + Any location in Canada
- + Healthcare Industry – Pharma + Biotech
- + All VC stages
- + Founded in last 15 years
- + Received funding in last 5 years

Square Footage:

(based on interviews and market-sounding events)

- + 2500 – 5000 square feet per company

	# Pitchbook Companies	# CBRE Confirmed TIM list duplicates	Potential Demand		
			# Companies	Low: 2500 sqft	High: 5000 sqft
Canada	861	28	833	2,082,500 sqft	4,165,000 sqft
Ontario	419	22	397	992,500 sqft	1,985,000 sqft
Rest of Canada	442	6	436	1,090,000 sqft	2,180,000 sqft

Note:

International demand is excluded from these estimates but represents a significant demand source considering the global issue of the wet lab shortage. Institutional demand is also excluded.

APPENDIX C

COMPLETED LAB SPACE IN ONTARIO

(ACCOMMODATES 6.5% OF CONFIRMED DEMAND*)

AVAILABLE TODAY			
Development	Location	Sq.ft. Available	Notes
Incubator Space			
SpinUp @ UTM	Mississauga	5000	Part of new science building. Wet lab space is primarily available for U of T start-ups. Support programming available.
MaRS-AdMare Tx Accelerator	Toronto	2500	Targeted to early-stage companies that have raised less than \$3 million.
FlexLabs (MIP)	Hamilton	2500	Primarily available for McMaster spin-out companies
Stand-alone Lab Space			
196 Citation Drive	Vaughan	25,000	Currently suitable for 1 tenant (manufacturing)
2488 Dunwinn	Mississauga	22,000	Old Pfizer building, currently suitable for 1 tenant (wet lab)
TOTAL		57,000	

*Confirmed Demand = 880,500 sqft based on broker survey

APPENDIX D

LAB SPACE UNDER CONSTRUCTION

COULD ACCOMMODATE UP TO AN ADDITIONAL 20% OF CONFIRMED DEMAND*

LAB SPACE UNDER CONSTRUCTION				
Development	Location	Sqft Available	Status (Completion)	Notes
190 Longwood (MIP/OmniaBio)	Hamilton	26,500	Under Construction (Q3 2023)	Building is ~117,000 sqft, with ~90,000 sqft purpose-built for OmniaBio (mftg)
77 Wade St.	Toronto	155,000	Under Construction (Q4 2024+)	Completion date is optimistic; broke ground Spring 2023
TOTAL		181,500		

*Confirmed Demand = 880,500 sq.ft.

APPENDIX E

WET LAB COALITION MEMBERSHIP

