

 **CANADA**



International  
Convention

June 5-8, 2023  
Boston Convention & Exhibition Center

**POWERING OUR  
BIOSCIENCE FUTURE**

BIOSCIENCE  
ASSOCIATION  
MANITOBA **bam**

 **Invest Manitoba**  
Open for Business

**Manitoba** 

## 2023 BIO INTERNATIONAL CONVENTION: MINISTER'S MESSAGE

Welcome to the 2023 Bio International Convention.

As Minister of Economic Development, Investment and Trade for the Government of Manitoba, I am honoured to attend this flagship event with industry leaders from my province and the global biotech community.



Manitoba is an established leader in bioscience research, innovation, and economic performance, with a diverse and thriving sector that continues to be a preferred Canadian bioscience investment destination. Health-related biotech products are now our province's top export, and Manitoba is the second-largest pharmaceutical exporter in Canada.

We are excited about the future of our bioscience sector which continues to experience unprecedented growth thanks to Manitoba's key competitive advantages:

### **Strong Public-Private Partnerships**

Manitoba has a closely-integrated ecosystem of industry partners that work in collaboration with government to help companies access the services, venture capital and support they need to reach new stages of growth. From large multi-national companies to emerging start-ups, our responsive business supports scale to the needs of industry.

### **Future-Ready Skill and Talent Infrastructure**

Our young, skilled, and diverse multicultural population is poised to become the future leaders and innovators essential to the continued growth and success of the life sciences sector. Today, over 14,000 Manitobans work in across three bioscience sub-sectors: Ag Biotech, Health Biotech and Clean Biotech.

### **Data and Analytics Leader**

With the most robust data resources in Canada, Manitoba is pioneering new initiatives that will fundamentally change how government uses data to inspire life sciences innovations.



### World-Class Research and Innovation

Manitoba is a research and innovation powerhouse with 38 life science research and development centers, advanced manufacturing facilities, and a network of post-secondary institutions that fuel innovation and prepare the workforce for future biotech careers.

The proven success of the sector tells us there is even more capacity for growth, so we are setting a new vision for Manitoba's future bioscience sector by unveiling our province's first life sciences strategy at this week's convention.

**The Manitoba Life Sciences Strategy: Powering Our Bioscience Future** is a bold new multi-faceted strategy designed to capitalize on Manitoba's competitive advantages to accelerate the growth of our bioscience sector.

We are very excited about this important next step for the sector and our province. To learn more about our strategy and all Manitoba has to offer, please visit us at the Canada Pavilion or online at [www.manitoba.ca/business](http://www.manitoba.ca/business).

Thank you and enjoy the conference.

Jeff Wharton

Minister of Economic Development, Investment and Trade  
Government of Manitoba



## WELCOME TO THE 2023 BIO INTERNATIONAL CONVENTION

Hello and welcome to the 2023 BIO International Convention! We're thrilled to be here and to showcase the impressive growth and diversity of Manitoba's bioscience sector.

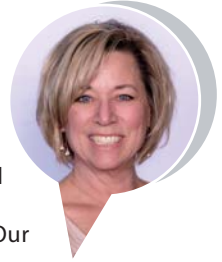
As an industry association, we're proud to serve as a central hub and advocate for innovators, entrepreneurs, and established companies in this rapidly expanding industry. Our member companies are involved in three key subsectors: Health biotech, Ag biotech, and Clean biotech. With increased investment and strategic partnerships, Manitoba is poised to become a leader in the bioeconomy.

The Manitoba Life Sciences Strategy: Powering Our Bioscience Future is a bold and innovative approach to driving the growth and success of the province's bioscience industry and represents a significant opportunity for Manitoba to become a major player in this rapidly evolving and critically important field.

We invite you to discover the Manitoba Advantage and explore the exciting possibilities that our province has to offer. Our bioscience sector is known for its creative solutions, sustainable economic progress, and innovative developments. Traditionally known as the gateway to the west, Manitoba is quickly earning the reputation of being the Gateway to the World.

We're excited to connect with you and to share more about the exciting bioscience developments happening in Manitoba. Thank you for joining us at the BIO International Convention!

Kim Kline  
President  
Bioscience Association Manitoba





**medicaments:  
MANITOBA'S  
#1 EXPORT  
OVER \$2 BILLION**



Manitoba is the  
**2<sup>nd</sup> LARGEST  
PROVINCE**  
for Pharmaceutical Manufacturing  
**IN CANADA**



**Did you know?**



**BIOSCIENCE INDUSTRY  
employs  
14,330  
individuals**



**THE INDUSTRY GENERATES  
\$9.9  
BILLION  
IN REVENUE**

## KEY PERFORMANCE INDICATORS

THE MANITOBA BIOSCIENCE INDUSTRY EMPLOYS **14,330 individuals**  
AND CONTRIBUTES **\$5.2 Billion** IN DIRECT PROVINCIAL GDP



TOTAL BUSINESSES  
& ORGANIZATIONS



TOTAL SALES/  
REVENUE



DIRECT  
PROVINCIAL GDP



TOTAL  
PROVINCIAL GDP



## KEY PERFORMANCE INDICATORS

Sector Revenue	Ag Biotech	Health Biotech	Clean Biotech	R&D
2021 Revenue	\$4.7 B	\$4.4 B	\$731 M	\$104 M
2019 Revenue	\$5.4 B	\$4.3 B	\$626 M	\$91 M



**INDIRECT  
PROVINCIAL GDP**



**INDUCED  
PROVINCIAL GDP**



**CAPITAL  
RAISED**



**R&D  
EXPENDITURES**



**EMPLOYEES WITH  
BACHELOR'S DEGREE  
OR HIGHER**



## GLOBAL PUBLIC AFFAIRS

FROM INSIGHT TO IMPACT

**Global Public Affairs** is Canada's leading privately held strategic communications and government advocacy consultancy. With offices across Canada, we represent the largest corporate sector organizations in the country, touching on all facets of the national economy. We are a team of experienced consultants who work seamlessly across jurisdictions, guiding organizations through complex public policy challenges. We draw on our expertise as senior leaders in government, media, private and non-profit sectors to provide first-hand knowledge of Canada's unique public policy and administrative framework. We build a tailored approach for each client – strategies that are mindful of the end goal and balance the particular commercial objectives and culture of our clients and their organizations.

### **Contact**

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**Farid Foroud**, *Director, Health and Life Sciences, Western Canada*

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## Research Manitoba

**Research Manitoba** provides funds for research in the health, natural and social sciences, engineering, and the humanities in Manitoba through a number of grants and awards programs from moneys it receives from the Manitoba Government.

Research Manitoba brings together the Manitoba Health Research Council (MHRC), the Manitoba Research and Innovation Fund, the Health Research Initiative, and the Manitoba Centres of Excellence Fund.

### **Contact**

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**Karen Dunlop**, *CEO*

**Freyja Anderson**, *Director, Strategy and Programs*





**Oncodrex** is a Canadian oncology company with a focus on triple negative breast cancer (TNBC). The company has identified unique molecular signatures in metastatic TNBC and is developing small molecules as drug candidates against this signature. This unique molecular signature also has allowed the company to develop a companion diagnostic to select responders to its TNBC drug candidate.

Oncodrex is also in clinical stage development of two other assets, a predicative diagnostic for hormone reception positive (HR+) breast cancer and a screening test for pre-cancerous polyps and colorectal cancer (CRC). The company intends to continue development of these assets to their next key inflection points.

#### **Contact**

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**Dr. Anuraag Shrivastav**, *Founder & Scientific Advisor*

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**The University of Winnipeg's** downtown Richardson College for the Environment and Science Complex is a state-of-the-art facility which attracts leading researchers and students at both the undergraduate and graduate levels. The UWinnipeg advantage is its focus on interdisciplinary, collaborative research that tackles our most pressing problems including climate change adaptation on the Prairies, pollutants in our air and lakes, and diabetes prevention. Most recently, UWinnipeg partnered with the Canadian Centre for Agri-Food Research in Health and Medicine to create a health economist position to better understand the economic relationship between food and health, while helping to expand Manitoba's capacity for innovation.

#### **Contact**

515 Portage Avenue, Winnipeg, Manitoba, R3B 2E9 Canada

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**Jino Distasio**, *Vice President - Research & Innovation*



**Scimar Ltd.** is a medical research company focused on ending the epidemic of type 2 diabetes.

Based on a breakthrough discovery made by its co-founder Dr Wayne Lutt, this Manitoba based team is now preparing for clinical trials on all four of its products:

- a diagnostic test
- a nutraceutical
- a pharmaceutical
- a synthetic hormone

Combined, this suite of tools will change the way the world detects and treats type 2 diabetes. This will drastically improve the lives of more than 500 million people.

This is a values driven company dedicated to making a positive change in the world, that also has the opportunity to realize tremendous growth in the years ahead.

**Contact**

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Website: [www.scimar.ca](http://www.scimar.ca)

**Mick Lutt**, *Co-founder & CEO*





**Shared Health** brings together clinical experts from across the province to deliver a patient-centred, accessible, responsive health system that people can count on. Share Health plans clinical and preventive services for delivery across the entire province, supported by centralized administrative functions that use human, capital and financial resources in the best way possible. We work collaboratively with regional health authorities, service delivery organizations and communities to ensure the health care needs of Manitobans are met compassionately, effectively and as close to home as possible.

#### **Contact**

1502-155 Carlton Street, Winnipeg, Manitoba, R3C 3H8 Canada

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**Paul Beaudin**, *Director of Research and Innovation*

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**Seven Oaks Hospital Chronic Disease Innovation Centre** has core strengths in clinical epidemiology, data analysis, process engineering and economic analysis that we use for chronic disease screening, risk prediction and evidence-based treatment to improve healthcare delivery. Example: Kidney Failure Risk Equation developed by Dr. Tangri.

This strength in risk prediction can also be deployed commercially and we are in active discussions with auto, health and injury insurance companies to improve their opportunity to predict, manage and prevent risk for their customers.

Our clinical healthcare economics expertise together with our access to, and experience with, the Manitoba Population Health Data Repository can be deployed to evaluate healthcare devices and treatments for any market. We are adept at clinical trial design, evaluation for regulatory approval, and after-market effectiveness studies for pharmaceuticals and medical devices, particularly in diabetes and kidney treatment.

#### **Contact**

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**Michelle Di Nella**, *Research Manager*

**Ryan Bamforth**, *Data Analyst*

## MANITOBA'S INDUSTRY INCENTIVES

Our government understands the importance of supporting the competitiveness of the life sciences sector in Manitoba and has developed incentives to support businesses:

### Manitoba Industry Expansion Program

The Industry Expansion Program is aimed at supporting companies that are locating new operations in Manitoba or expanding existing Manitoba operations.

The Program assists companies by contributing to their investment in skills training for employees. Financial assistance may cover up to 50% of training related costs.

### Workforce Development Program

The Workforce Development Program assists companies to assess human resource management needs and develop and implement HR and workforce training and development plans.

The amount of funding assistance provided is based on numerous factors including the net economic and other benefits to the Province of Manitoba, training reasons, outcomes and costs, workforce impact, etc.

### Innovation Growth Program

The Innovation Growth Program (IGP) provides cost-sharing assistance to Small and Medium-Sized Enterprises (SMEs) to assist them in developing and commercializing new innovative products and processes. The IGP will support SMEs in the development and growth stages of the business life-cycle to reduce the risks associated with innovative product development, accelerate growth and strengthen their financial position so they can secure future funding to build their Manitoba-based business. Under the IGP, firms may apply for a non-repayable grant of up to \$100,000 per project to cost-share eligible expenses on a 50/50 basis.



## MANITOBA TAX CREDIT OPTIONS

The **Manufacturing Investment Tax Credit** provides an 8% tax credit on purchases of new and/or used buildings and equipment for first-time use in manufacturing or processing in Manitoba. Seven percent of the MITC rate is refundable, and the other 1% is non-refundable. Any unused credits earned in a year can be carried forward up to ten years.

The **Manitoba Works Capital Incentive** provides companies with a rebate of incremental education-related property taxes generated as a result of capital investment on the property.

The **Manitoba Research and Development Tax Credit** targets scientific research and experimental development carried out in MB. The amount of the credit is equal to 15% of eligible expenditure. The tax credit is fully refundable for R&D under an eligible contract with a qualifying research institute. If not an eligible contract, only 50% of the credit is refundable.

The **Small Business Venture Capital Tax Credit (SBVCTC)** provides a non-refundable Manitoba tax credit of up to 45% to individuals and corporations who acquire equity capital in eligible Manitoba enterprises. The program targets Manitoba companies that want to raise equity from higher net worth individuals, with a minimum investment of \$10,000 per investor.

## MANITOBA GREEN PROGRAMS AND INCENTIVES

**Efficiency Manitoba** provides up to \$2/square foot for buildings built beyond Manitoba's building code, with no project maximums. Additional incentives are available for various energy efficient technologies utilized in the build.

The **Conservation and Climate Fund** supports projects occurring in Manitoba that incorporate actions to combat and adapt to climate change and protect the environment in alignment with the priorities and implementation of the Climate and Green Plan.

The **Green Energy Equipment Tax Credit** is a refundable tax credit which promotes the production and purchase of machinery and equipment used to generate renewable energy in Manitoba. Geothermal heating equipment and Biomass fuel energy equipment is eligible for maximum 15% credit; Solar thermal heating equipment is eligible for a 10% credit.

## MANITOBA FIRST FUND

The Venture Capital Fund first announced by the Manitoba Government in 2022 is now called the Manitoba First Fund and with the inclusion of an additional **\$50 million** in Budget 2023, Manitoba has now allocated \$100M to supporting early-stage businesses so that they can hire, invest and grow in Manitoba.

The fund is available to help Manitoba businesses access capital at all stages of business growth and is serving as a catalyst to create a much larger venture and growth capital ecosystem for Manitoba businesses.

The initial commitment from the Manitoba First Fund is \$25M to private equity fund manager Westcap Management Ltd. Westcap Management is establishing a new growth fund in Manitoba under the Manitoba First Fund called the Connect Manitoba Growth Fund.

The intention of the Connect Manitoba Growth Fund will be to support entrepreneur's efforts through funds addressing their needs for expansion, growth, innovation and exploration.



# WINNIPEG MANITOBA, CANADA

Winnipeg is situated at the geographic centre of North America and is the northern gateway to the Mid-Century Trade and Transportation Corridor, connecting the United States and Mexico.



## What the world is saying about Winnipeg:

- One of the top 20 best locations to invest in Canada
- Selected as the world's Most Intelligent Community by the Intelligent Community Forum for 2021
- TIME named Winnipeg one of its Greatest Places for 2021

## Keep your business costs down

99% of Winnipeg's electricity comes from renewable sources and our low electricity rates means we are #1 for utilities for North America.

## Connect to key ports and cities

Winnipeg is home to **CentrePort Canada**, North America's largest tri-modal inland port and **Foreign Trade Zone**.

## Build your dream team here

We are a **diverse city** with more than 100 languages spoken here. Manitoba's immigration program was the first of its kind in Canada and is the country's gold standard, making it quick and easy for companies to connect to global talent.

## Enjoy a high quality of life

We are an **affordable city** for families, young professionals, and remote work, with short commutes, and some of the cleanest air and highest number of sunny days in Canada.

Learn more at

[economicdevelopmentwinnipeg.com](http://economicdevelopmentwinnipeg.com)

[mywinnipeg.com](http://mywinnipeg.com)

[economicdevelopmentwinnipeg.com/yes-winnipeg/about-yes-winnipeg](http://economicdevelopmentwinnipeg.com/yes-winnipeg/about-yes-winnipeg)



**WINNIPEG**  
MADE FROM WHAT'S REAL





Research  
Manitoba

RESEARCH

Innovation



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To Learn More  
Please Visit:

**RESEARCHMANITOBA.CA**

*A Source Of Research Excellence!*



## WHO WE ARE

Research Manitoba is the provincial research agency that promotes, supports, and coordinates the funding of research excellence and innovation in health, natural and social sciences, engineering and the humanities in Manitoba.

Research Manitoba programs are focused on fulfilling our mandate in fostering innovation toward commercialization in the province and supporting economic growth in accordance with Manitoba's Skills, Talent, and Knowledge Strategy.



## OUR MISSION

To promote, support, and coordinate the funding of research in: the health, natural & social sciences, engineering, and the humanities in Manitoba.



## OUR VISION

Canadians and people around the world benefit from the knowledge created and applied by a world-class research and innovation enterprise in Manitoba.



## OUR VALUES

**Excellence** in research informs the investments.

**Innovation** is a key input and expected outcome.

**Collaboration** with and among partners and stakeholders is vital to the development, implementation, and success.





## WHAT IS RITHIM?

RITHIM is a new provincial system involving multiple stakeholders to improve time to conduct for health research in Manitoba. RITHIM is unique across Canada in that it will harmonize ethics, privacy and institutional impact review processes, creating a more efficient process for health research reviews in Manitoba.

## WHY ARE WE DOING THIS?

### TO MAKE MANITOBA MORE COMPETITIVE

- Efficiency in the health research application process will help to retain world-class researchers and provide investment opportunities for industry.

### TO STREAMLINE OUR PROCESSES

- Historically, there have been many bodies responsible for providing ethics, privacy and institutional impact review in Manitoba. ONE SYSTEM will streamline and coordinate the application process and provide a user-friendly experience.

### TO IMPROVE TIME-TO-CONDUCT APPROACH

- Implementing a harmonized system will substantially improve our time to conduct for health research, which will enhance Manitoba's potential for research partnerships.

## WHO IS INVOLVED?

RITHIM is led by Research Manitoba, in partnership with key stakeholders in the province. Stakeholders include:

- Provincial Government;
- Regional Health Authorities;
- Universities;
- Hospitals and Healthcare Facilities;
- Researchers; and
- Corporate Industry.

## WHAT'S NEXT?

RITHIM is a provincial initiative involving multiple stakeholders with the goal to build a best-in-class provincial program for health research in Manitoba.

RITHIM is unique across Canada in that it will harmonize ethics, privacy and institutional impact review processes, creating a more efficient process for health research reviews in Manitoba.

RITHIM is operating in a transitional phase while we finalize the new electronic system RITHIM-PRAS that will harmonize the application process and streamline reviews. Launch dates for RITHIM-PRAS will be posted on our website when they are confirmed.

## CONTACT US:

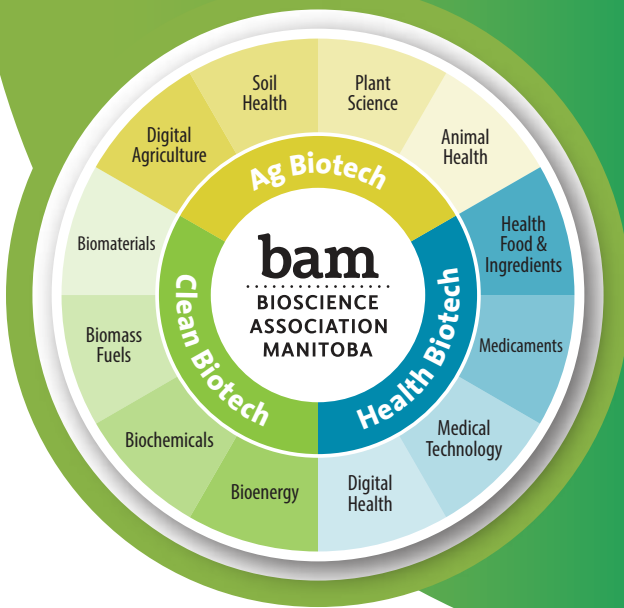
**Email:** [RITHIM@researchmb.ca](mailto:RITHIM@researchmb.ca)

**RITHIM.CA**





# The Bioscience Industry in Manitoba



**Includes Plant Science, Animal Health, Soil Health and Digital Agriculture**

The **AG BIOTECH** sector focuses on developing and commercializing innovations and tools related to agricultural plants or animals for the purpose of increasing yields, production efficiencies and/or impacts and/or improving nutritional profiles. For example, Ag Biotech companies work in the areas of plant genomics, precision agriculture and health treatments for animals.



**Includes Healthy Food and Ingredients, Medicaments, Medical Technology and Digital Health**

The **HEALTH BIOTECH** consists of companies developing and commercializing innovations that allow for the early identification, prevention and/or treatment of illness and disease. The Health Biotech sector traditionally focuses on treatments, diagnostics, and therapeutics. It now includes functional (healthier for you) foods and ingredients, and natural health products.



**Includes Bioenergy, Biochemicals, Biomass Fuels, and Biomaterials**

The **CLEAN BIOTECH** sector uses materials from or with living organisms to generate new value-added products, with the goal to reduce negative impacts on the environment. Clean Biotech companies work in the areas of renewable fuels, industrial bioproducts and bioremediation technologies.



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