

THE BIOTECHNOLOGY INITIATIVE

Presentation to:

The Toronto Economic Development Committee

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President & Chair



Overview

- History
- Membership
- TBI Operationally
- The Importance of Biotechnology
- What TBI does for Toronto
- What TBI does for the Province
- What can TBI do for Toronto?



History

- Started as The Toronto Biotechnology Initiative
- 20th anniversary this year
- Run entirely by volunteers
- Initially membership was individual
- Focus on Networking and Education
- Initial secretariat – Toronto Economic Development
- Served as the catalyst for BIO 2002
- Corporate memberships started in 2003
- 2003 began Awards dinner
- 2003 secretariat services contracted out
- Work nationally with Provincial associations
- Expanded membership base to Southern Ontario
- 2006 CEO committee began meetings with City
- 2007 Government relations activities expanded



Membership

- Over 400 members
- Individuals from industry
- Students
- Corporations
 - Pharma
 - Biotech
- Industry Service Providers
 - Accounting Companies
 - Legal Firms
 - Banks
- Others
 - Government
 - Regional Associations
 - Bioscience Education Canada



TBI Operationally

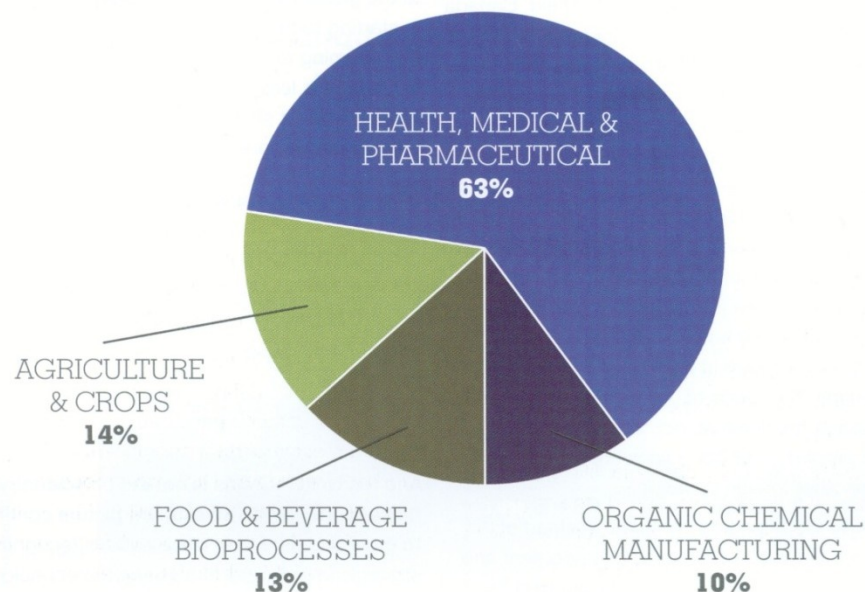
- Not for profit organization
- Financed
 - Membership
 - Individuals
 - Working in industry
 - Students
 - Corporate
 - Multinationals
 - Service providers
 - Events
 - Presidents Award Gala
 - Research to Revenue, C-level forums, Golf
 - Educational
- Contract services



The Importance of Biotechnology

- Canada is Building a Bio-Based Economy
 - A \$78.3 billion industry, over 1mm people
- The focus in Toronto is Human Health Care
 - The major sector for the industry

Fig. 2: Canada's bio-based economy main components



The Importance of Biotechnology

- Creates jobs
- Attracts innovators
- Puts Toronto on the World Stage
 - University Avenue science concentration
 - World's leading vaccine manufacture here
 - MaRS

Canadian biotechnology at a glance 2008 (US\$m)

	2008	2007	% change
Public company data			
Revenues	2,041	2,237	-9%
R&D expense	703	743	-5%
Net income (loss)	(1,143)	(759)	51%
Market capitalization	4,217	10,844	-61%
Number of employees	7,972	7,326	9%
Financings			
Public company financings	271	707	-62%
Number of IPOs	0	1	-100%
Private company financings	207	352	-41%
Number of companies			
Public companies	72	84	-14%
Private companies	286	322	-11%
Public and private companies	358	404	-11%

TBI and Toronto

- CEO committee and Chair
- Job Creation
- Student Education
- Continue to host monthly meetings at Metro Hall
- Continue to work closely with economic development
- Follow same agenda with Queens Park

TBI and the Province

- CEO committee meetings
 - MRI
 - Finance
 - Education
 - Health
- Government relations for members
- Advocacy for members
- BIO as a destination for Toronto
- Continue to be the Voice for Biotechnology at Queens Park

How can we work together?

- What are your needs?
 - Job creation
 - Company creation
 - New Investments
 - Commercialization of research

Summary

- TBI is financially sound
- Has over 400 members
- Represents a diverse group
- Has a presence Provincially and Nationally
- Wishes to continue to work closely with Toronto

Thank You

