



Scaling innovation for impact



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Toronto

Canada's Global Innovation City

- 6 million people in GTA – 4th largest city in North America
- 50% of Toronto population was born outside Canada
- One of North America's top 3 ICT clusters and top 3 biotech clusters



MaRS

North America's largest urban innovation hub

1.5 million sq ft across 4 contiguous buildings, with direct subway & streetcar access
120 Tenants (70+ startups) – growing to 250+ Tenants and 150+ startups
Convening startup innovators with the financial, academic & business communities

MaRS is an Innovation Hub in a leading district



	Innovation Centre	Incubator	Accelerator	Innovation Hub	Innovation District
<i>Where?</i>	Building	Space		Place in Toronto (also IP address, soft landings)	Multiple buildings
<i>Who?</i>	Varied tenants	Startup ventures (general)	Startup ventures (selected cohort)	Startup ventures (w/ growth potential) Incubators Corporate MNEs Univ. startups Research inst.	Startup ventures (esp. university) Incubators Corporate MNEs Universities Research inst.
<i>What?</i>	No programming	Venture services	Venture services Capital	Venture services Capital Talent Systems (incl. policy) Corporate cxns Global networks	No centralized programming
<i>Global examples:</i>	Cambridge Innovation Ctr.	JLABS	Y Combinator	The Bridge (2017) The Crick Institute (2016) Nesta (stated goal)*	Biopolis* Mission Bay Kendall Square
<i>Canadian examples:</i>		Communitech TEC Edmonton	Creative Destruction Lab	MaRS	Toronto's Discovery District


* Have announced intention to pursue a Hub model.









JLABS

PART OF **Johnson-Johnson** INNOVATION

 **John Tory** @JohnTory 4d
 .@JNJInnovation investing in TO & creative people that call it home. Lab space will be asset to biotech research & innovation. #JLABSToronto

[View Conversation](#)

 **John Tory** @JohnTory 4d
 On hand for opening of @JNJInnovation's #JLABSToronto office. First space outside U.S. & home to biotech innovation. pic.twitter.com/JFFPrdCLnx



 **AUTODESK.**

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Select MaRS Centre Tenants

Bringing the innovation ecosystem together

Start Ups

synaptive
blue line BIOSCIENCE
Arctic GROUP OF COMPANIES
Alpha Cancer Technologies
Transition Therapeutics inc.
Woodland Biofuels Inc. The Future of Fuel™
LEAGUE
triPHASE
Encycle Therapeutics
MolecuLight LOOK TO HEAL™
eyecarrot
HORIZN
expertfile
circleci
OZMOSIS RESEARCH INC.
HIGHLAND THERAPEUTICS

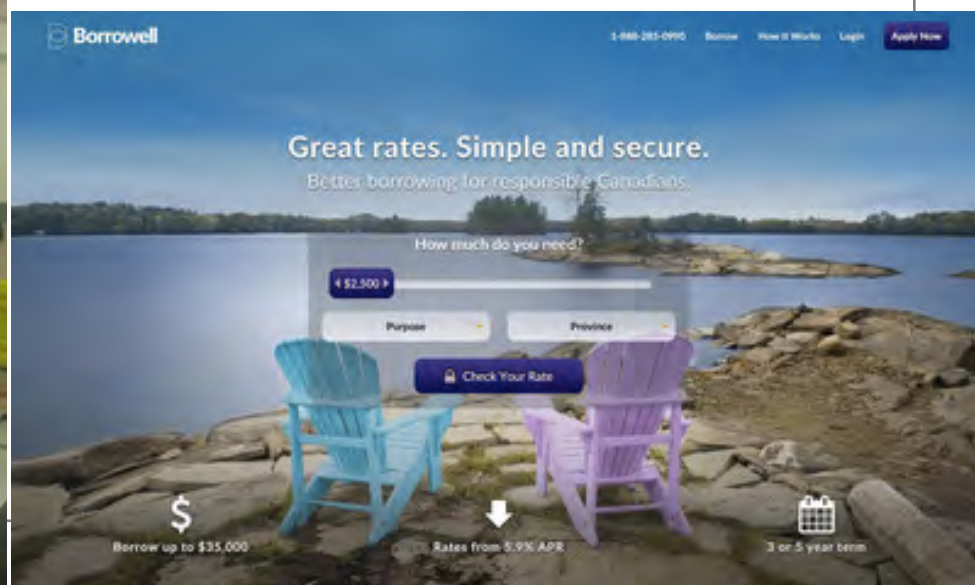
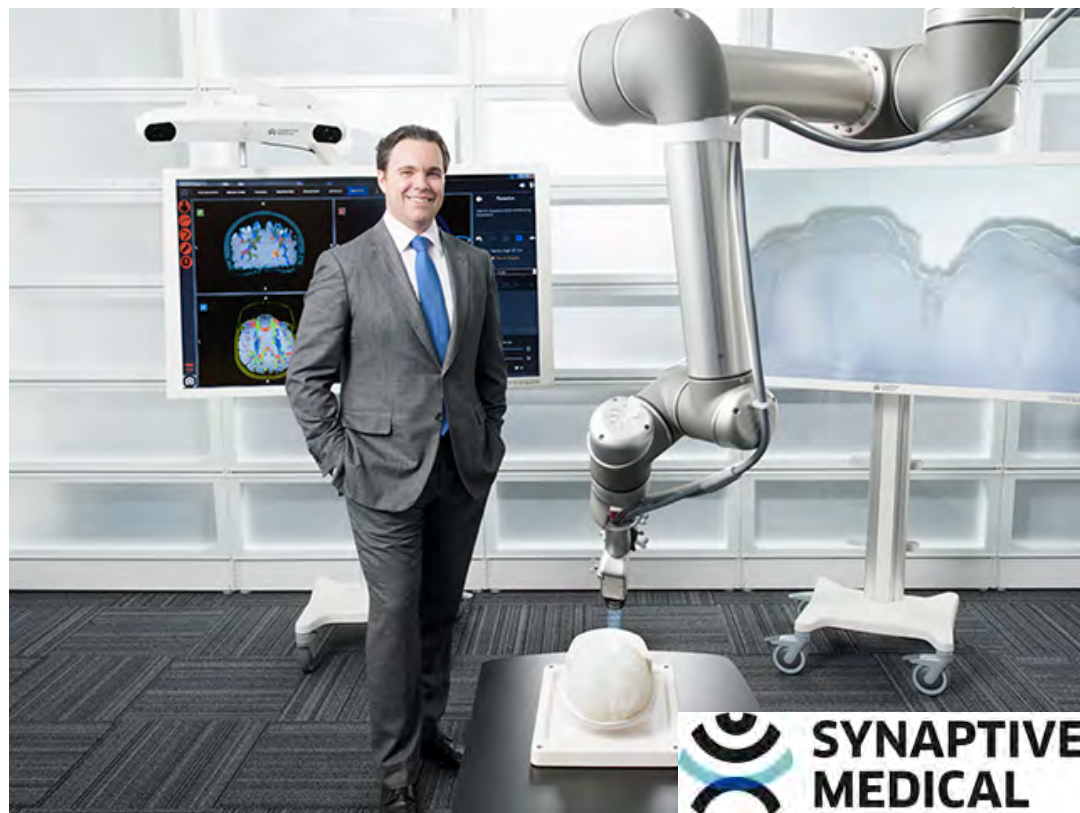
Corporations, Capital & Service Providers

AUTODESK RESEARCH
BDC Entrepreneurs first
MERCK
Manulife
Moneris
NORTON ROSE FULBRIGHT
Baxter
emerald Technology Ventures
airbnb
Etsy
Celtic House VENTURE PARTNERS
Facebook
RBC Financial Group
CIBC
JLABS JOHNSON & JOHNSON INNOVATION

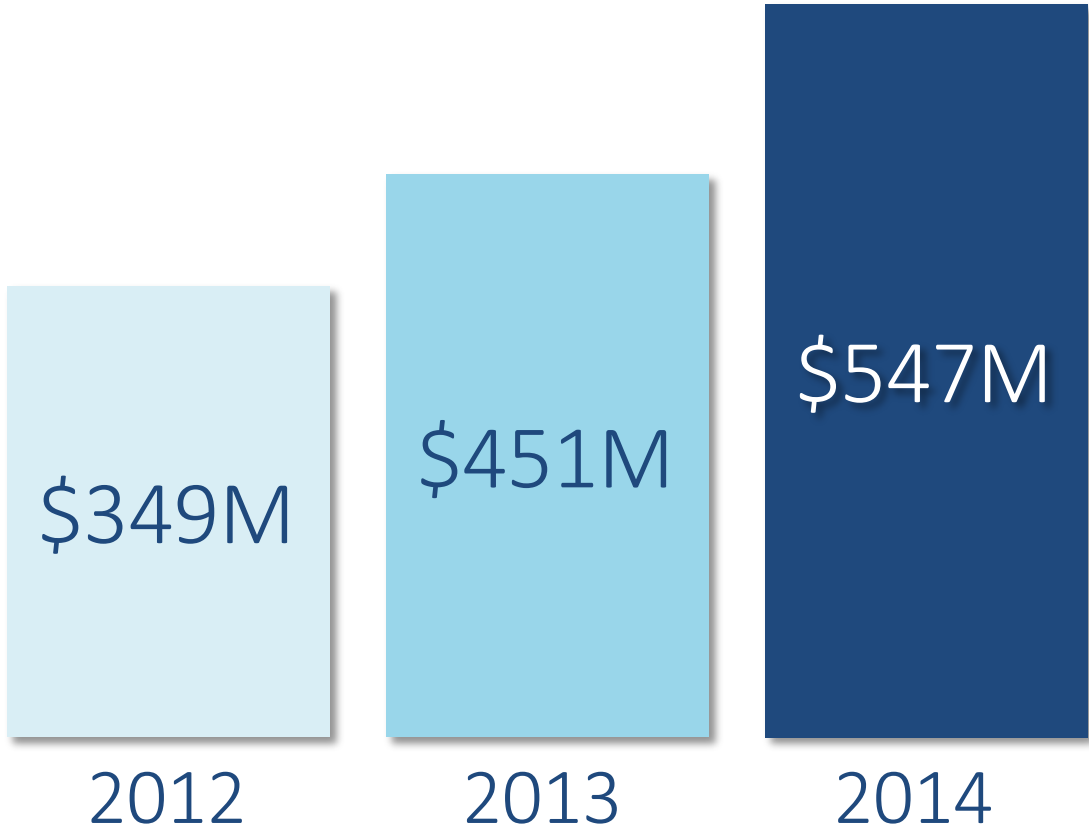
Ecosystem Partners (Public)

Grand Challenges Canada Grands Défis Canada™ BOLD IDEAS FOR HUMANITY™
MaRS Innovation
NRC Industrial Research Assistance Program
Ontario Genomics Institute
OICR Ontario Institute for Cancer Research
Ontario Health Study Étude sur la santé Ontario www.OntarioHealthStudy.ca
SIG social innovation generation de l'innovation sociale
UHN Toronto General Toronto Western Princess Margaret Toronto Rehab
UNIVERSITY OF TORONTO

MaRS works with ventures across Health, Cleantech, ICT (incl. FinTech) – these are just a few examples



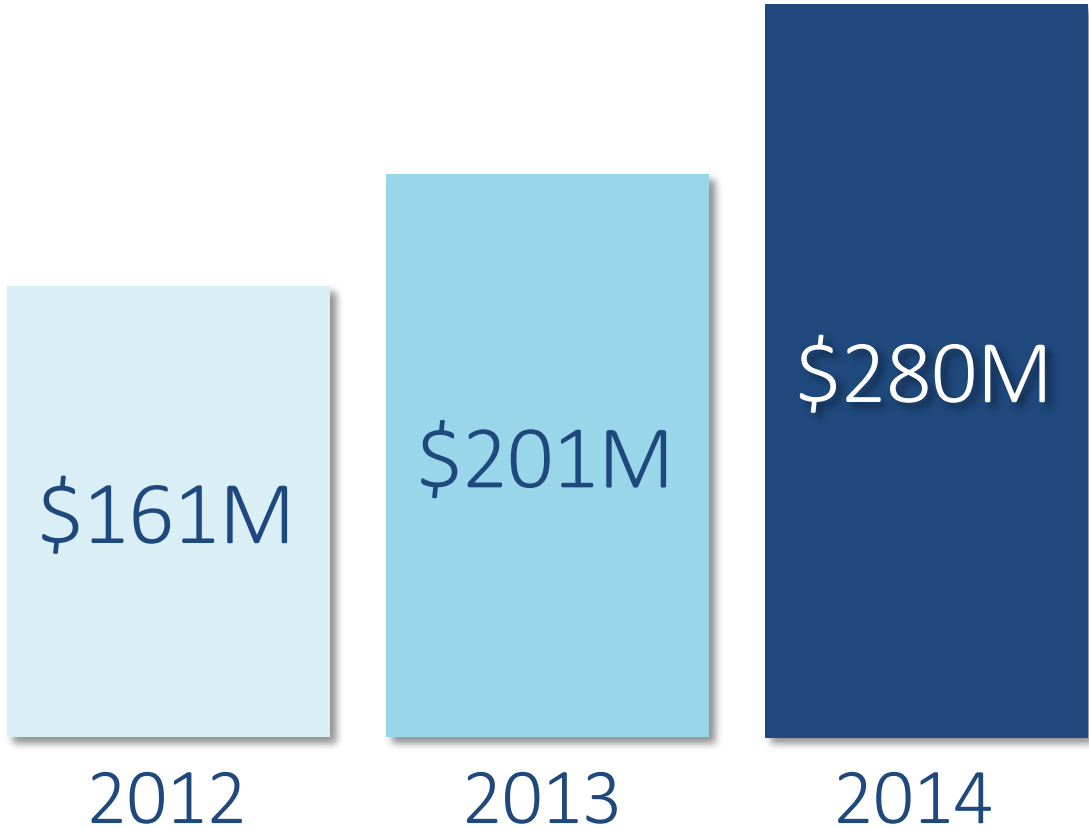
Capital raised by MaRS ventures



>\$1.3 Billion
raised in the last
3 years

SOURCE: ALL VENTURE NUMBERS AS REPORTED IN THE 2012-2014 VENTURE CLIENT ANNUAL SURVEYS. FOR DETAILS, SEE MARSDD.COM/SURVEY-METHODOLOGY.

Revenues generated by MaRS ventures

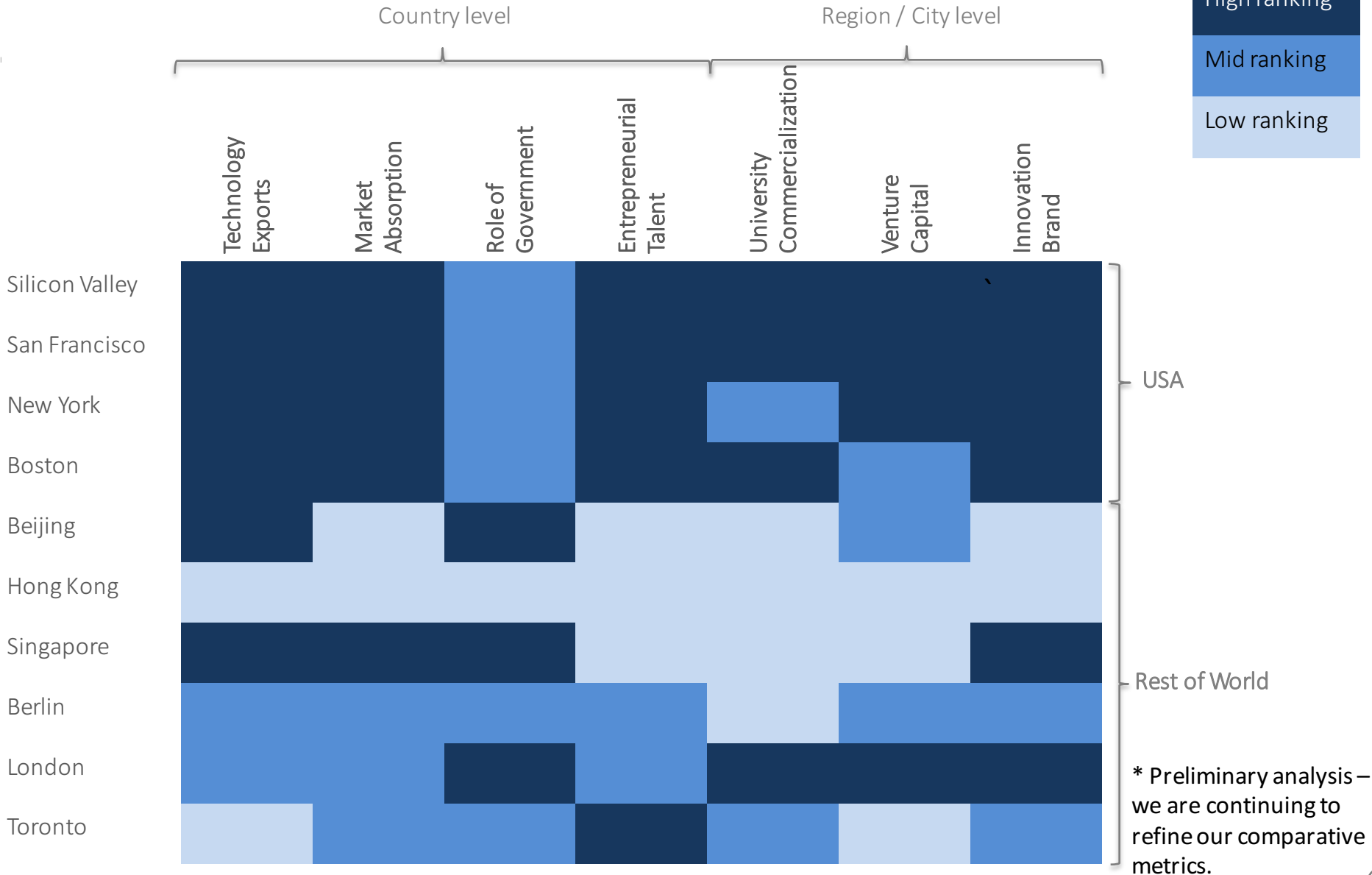


>\$640 Million
generated in the
last 3 years
(majority from exports)

SOURCE: ALL VENTURE NUMBERS AS REPORTED IN THE 2012-2014 VENTURE CLIENT ANNUAL SURVEYS. FOR DETAILS, SEE MARSDD.COM/SURVEY-METHODOLOGY.

MaRS is anchored in Toronto...and we have work to do

*Relative to other top innovation cities, we lag in tech exports and venture capital.**



1. Brand

Recent MaRS news coverage highlights innovation impact



www.thestar.com | thestar.com

Snapchat acquires MaRS supported Bitstrips



.@Snapchat acquires Toronto-based, and @MaRSDD supported, @Bitstrips for \$100 million



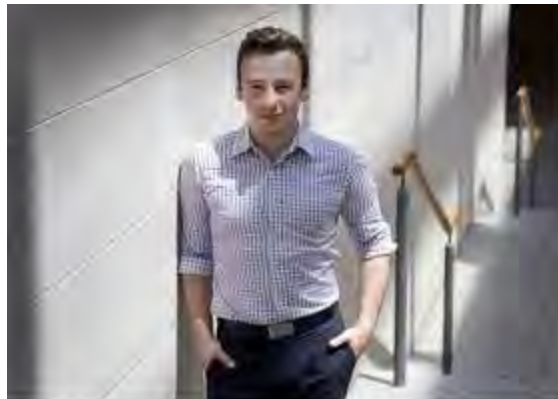
TORONTO STAR: MaRS research hub nurtures entrepreneurs | Toronto Star

www.thestar.com | thestar.com | Louise Brown



GLOBE AND MAIL: To fully exploit Canadian IP, keep it tied to our innovation hubs

www.theglobeandmail.com | the globe and mail



'We're at an inflection point': Why Ontario health tech startups may finally be able to find financing at home

business.financialpost.com | financial post | M



BETAKIT: Autodesk to take over 60,000 square feet of MaRS West Tower



2. International Engagement

Canada House San Francisco



3. Applied Innovation Hydrostor energy storage solution



Land Station includes
mechanical and
electrical equipment

Pipeline

Underwater
Station includes
air storage cavity



4. Initiative Development: TO Health

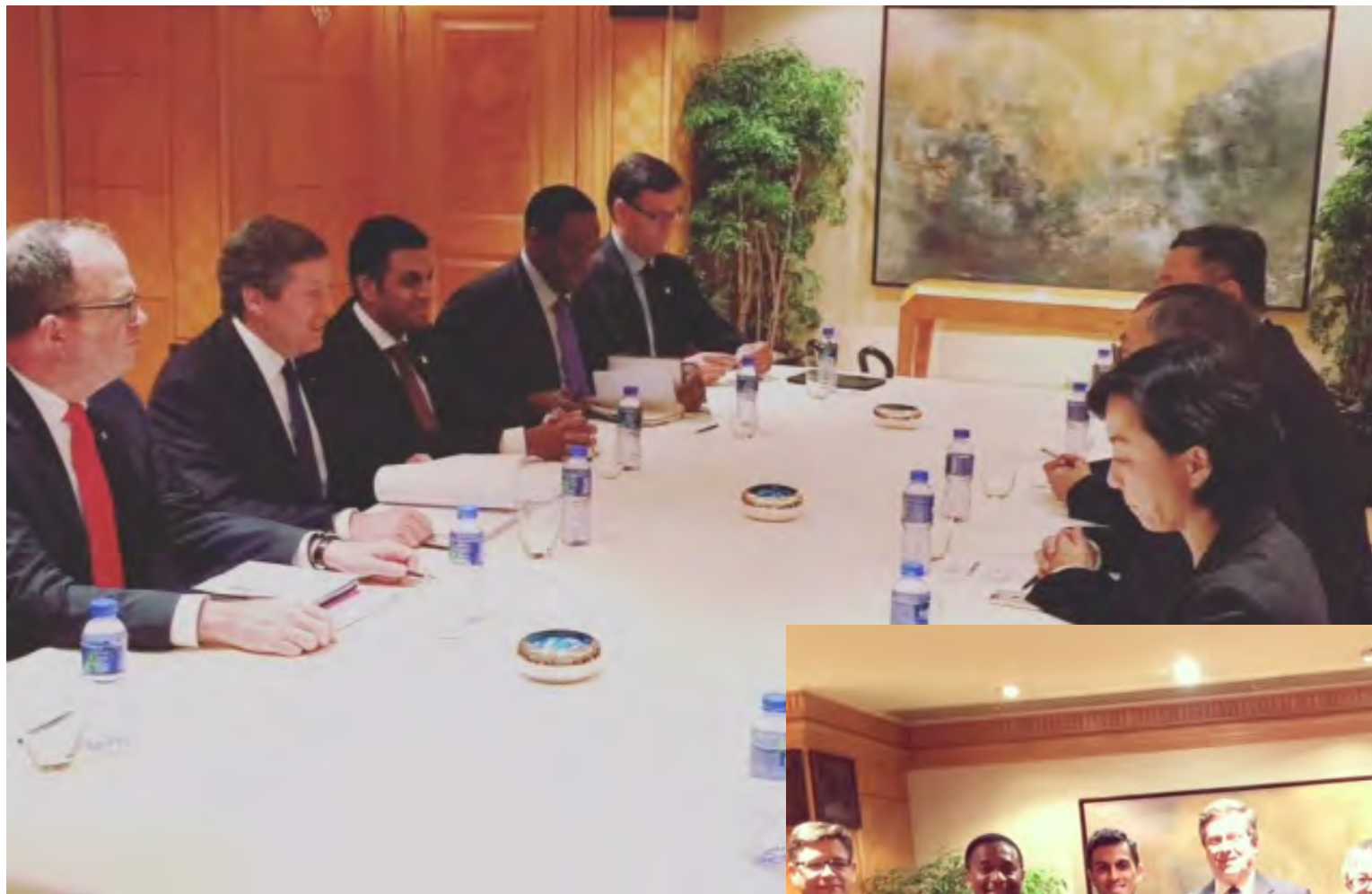


5. Policy Solutions

Sharing Economy Regulation



TORONTO PROPOSES NEW RULES FOR UBER AND TAXIS



6. Partner Development Hong Kong Mayoral Mission visit with MaRS FinTech and Cyberport

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7. Joint Communications





THANK YOU!

INNOVATION

BECAUSE THE FUTURE
MATTERS

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