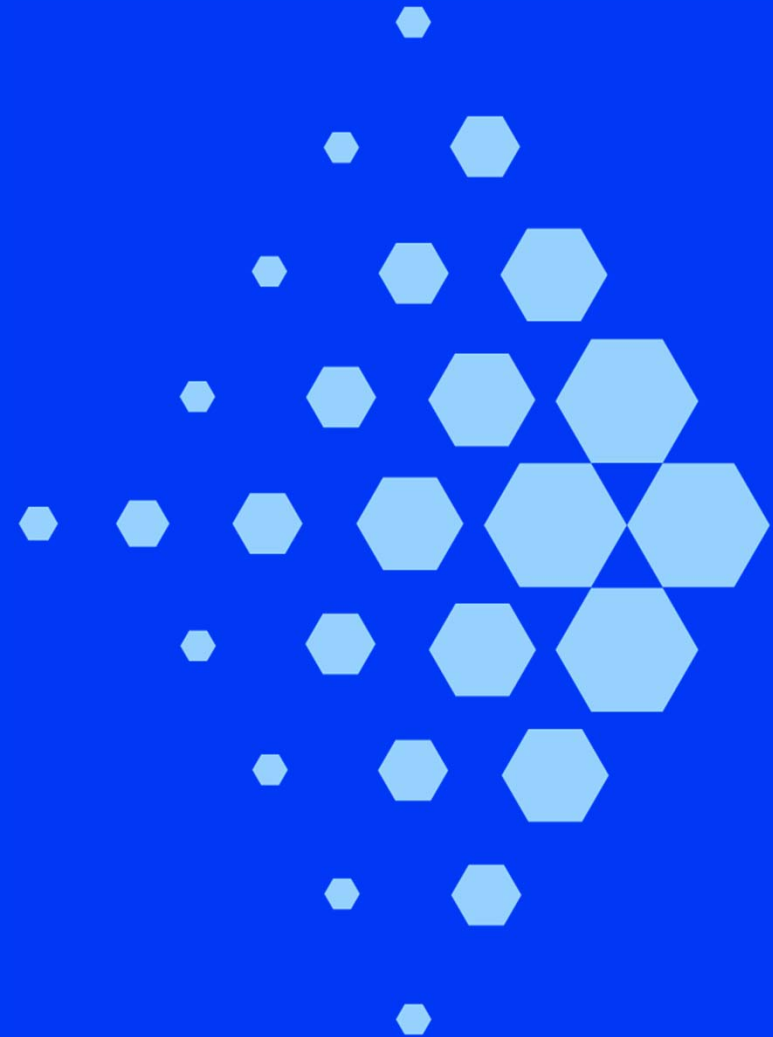


Written Submission for the Pre-Budget Consultations in Advance of the 2020 Budget



August 2, 2019



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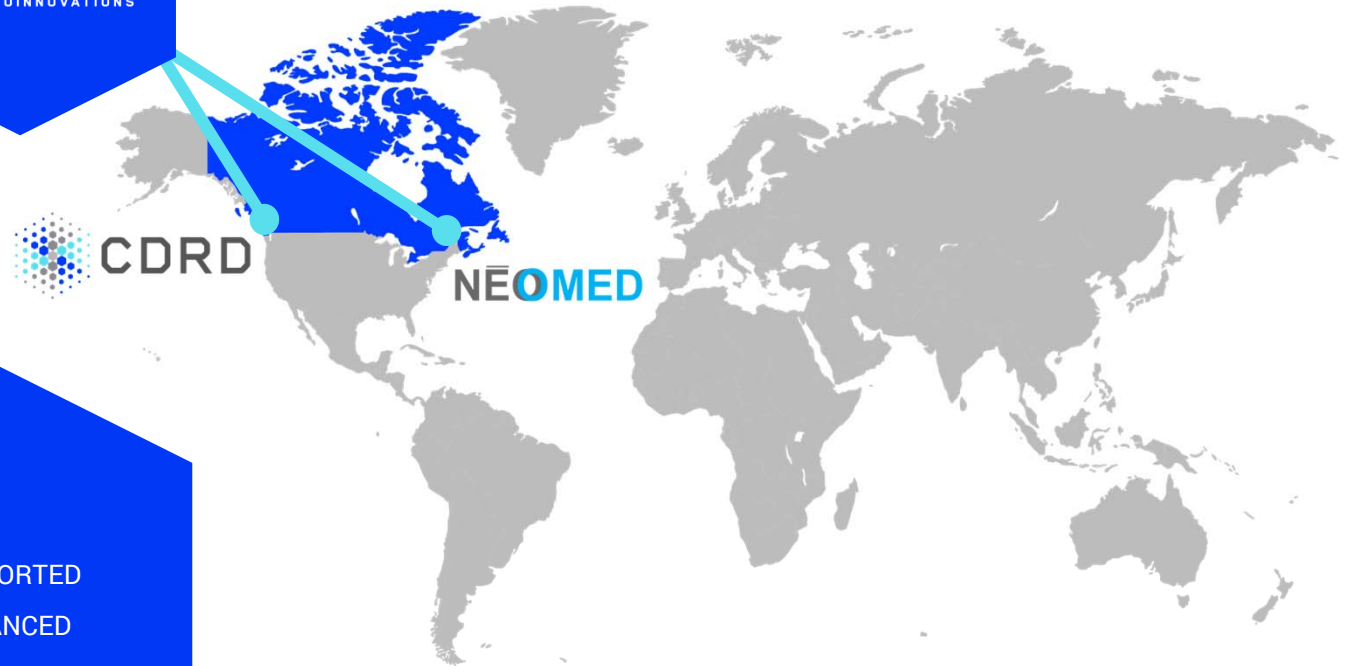


A PAN-CANADIAN ORGANIZATION WITH GLOBAL REACH AND A PROVEN TRACK RECORD



CDRD

NEOMED



- 3** WORLD-CLASS R&D FACILITIES
- 32** RESIDENT COMPANIES
- 30+** SMES R&D PROGRAMS SUPPORTED
- 75+** POTENTIAL THERAPIES ADVANCED
- 18** COMMERCIAL TRANSACTIONS
- 8** SPIN-OFF COMPANIES
- ~\$300M** PRIVATE CAPITAL RAISED
- 250** HIGHLY-QUALIFIED PERSONNEL TRAINED
- 700+** DIRECT JOBS CREATED/SUPPORTED

Written Submission for the Pre-Budget Consultations in Advance of the 2020 Budget

On behalf of adMare BioInnovations, we are pleased to put forward this submission as part of The Standing Committee on Finance's consultations in advance of the 2020 Budget.

By way of background, on May 30, 2019, it was announced that Canada's national life sciences venture, CDRD – The Centre for Drug Research and Development, and the NEOMED Institute, a leading not-for-profit R&D organization building an innovation ecosystem in Montréal, had brought together their respective strengths and resources to co-create a new pan-Canadian enterprise, [adMare BioInnovations](#).

The funding provided currently by the Government of Canada through CDRD has enabled some tremendously impactful work by our team of scientific and business leaders both in-house and throughout our national and international network of partners. It has allowed us to be a part of the scientific revolution going on globally, and to evolve our organization to best meet the related challenges and opportunities before us. None of this impactful work would have been possible were it not for the tremendous ongoing support of the Government of Canada. We thank you for your commitment to CDRD to date, to adMare going forward, and to making Canada a global research and innovation leader.

Canada is a powerhouse in innovative academic research output, and a healthy life sciences industry is starting to grow. But to compete globally, and lead the world commercially like we do in research, scale and a pan-Canadian alliance is vital. Drawing its name from Canada's official motto '*a Mari usque ad Mare,*' meaning '*from sea to sea*', adMare BioInnovations therefore brings together partners, their expertise, and resources from one side of the country to the other, while reaching globally, to help build a national life sciences industry commensurate with our research leadership – a sustainable industrial powerhouse.

CDRD and NEOMED were both focused on translating academic discoveries into commercial products, supporting the advancement of sustainable businesses, and building our health sciences sector across the country. We are extremely excited by the possibilities that are arising as we join forces and link together our strengths as adMare BioInnovations. With the combined resources of two strong Canadian organizations, adMare is proud to be leading the charge in opening a new world of opportunities for our life sciences sector – increasing investments in research and innovation, fostering the creation of innovative companies, attracting new private investments, and commercializing Canadian technology globally.

adMare is driven by a single management team and a single Board of Directors – each derived from both CDRD and NEOMED. A highly-experienced senior management team located in both Montréal and Vancouver is responsible for the organization’s leadership; while governing adMare is a founding Board of Directors drawn equally from the current CDRD and NEOMED Boards; reflecting the organization’s stakeholders across academia, industry, the investment community, and government; as well as its pan-Canadian nature.

With a shared Vision to be [Catalysts for Canadian life sciences leading the world](#), adMare’s core Mission, based on the well-established strengths of CDRD and NEOMED, is to:

1. TRANSLATE LEADING ACADEMIC RESEARCH INTO NEW COMPANIES OF SCALE:

Although this is a new look for CDRD and NEOMED, what is not new is the vital role academic research, partnerships with Principal Investigators and academic collaborators, and the relationships established over the years by each of our organizations will continue to play in our work. Their research is the foundation and the future of our organization.

Collaborative academic projects are our lifeblood; and we continue to look for exciting new research with commercial potential. As always, we have a team of professionals dedicated to reaching out as well as responding to investigators from across Canada, supported strongly by public sector investment; and working with them in a collaborative fashion to try to identify the most appropriate path forward for the commercialization of their technology.

In the life sciences industry we have – and we harness – the country’s most valuable resource: the cutting-edge work of some brilliant scientists. Now it is time to unlock the full potential of our innovations, and of our innovators – and we believe adMare has the key. Working with researchers and academic institutions, we will continue to identify high-quality innovative research - research with strong potential to translate into new therapeutic products and improved health outcomes.

2. DEPLOY A COMBINATION OF SCIENTIFIC AND BUSINESS EXPERTISE, CAPITAL, AND PHYSICAL INFRASTRUCTURE TO HELP EXISTING CANADIAN LIFE SCIENCES COMPANIES SCALE-UP:

Since 2001, in Québec alone, 11 life sciences companies with market values in excess of \$250 million have been acquired by foreign entities—mostly from the U.S. That is an aggregate value of over \$15 billion. A sustainable life science industry means keeping those companies, those jobs, and that expertise here – and growing it.

With supportive scale-up programs, we can stem the tide of foreign acquisitions within the sector, and allow Canadian life sciences companies to grow into globally competitive anchor firms.

3. TRAINING THE NEXT GENERATION OF HIGHLY-QUALIFIED PERSONNEL TO DRIVE THE GROWTH OF THOSE COMPANIES INTO CANADIAN ANCHORS

Talent is vital to drive forward innovation. In 2018, the Health/Bio-Sciences Economic Strategy Table Report too had identified 'Skills shortages and lack of access to executive level talent hindering the sector's competitiveness' as one of the key problems. And that is why adMare BioInnovations will amplify its training programs from undergraduate to executive-level personnel, creating a cadre of business leaders in the life sciences industry.

Furthermore, to close the gap between innovation and business, Canada needs commercially minded scientists to support the growth of life science-based businesses today into anchor companies of tomorrow. By providing training that includes exposure to the breadth of the industry, we will be helping scientists be more commercially-minded through our Academy's Undergraduate and Post-Doctoral Institutes.

Through this work, and with its combined strength, adMare will prioritize high-value job creation through an impactful and sustainable Canadian life sciences industry; which will directly support the advancement of the **Canada's Innovation and Skills Plan**, the recommendations of the federal **Health/Biosciences Economic Strategy Table**, as well as provincial and local initiatives such as the **Québec Life Sciences Strategy** and the new **Montreal Geared Up for Tomorrow 2018–2022 Economic Development Strategy**. adMare is proud to be leading the charge in opening a new world of opportunities for Quebec's and Canada's life sciences sectors – increasing investments in research and innovation, fostering the creation of innovative companies, attracting new private investments, and commercializing Canadian technology globally.

To achieve this, and to drive adMare and the entire Quebec and Canadian life sciences community forward, adMare's NEOMED Innovation Center is currently being expanded with the construction of a new innovation and commercialization complex specializing in life sciences and health technology (LSHT) (supported in part by \$1.5 million in funding from Canada Economic Development for Quebec Regions (CED)). Contributing to the development of a business ecosystem and innovation networks, this expansion is the result of several years of effort by the passionate NEOMED team in collaboration with visionary partners who are committed to making a significant contribution to the commercialization of scientific discovery, and the building of a Quebec and Canadian life sciences and health technology sector commensurate with our research leadership.

In this vein, we bring forward our one high-level recommendation for Budget 2020: That is to stay the course you, as the Government of Canada, have laid out to date in revising public policy and making strategic investments to support Canada's innovation 'community' or ecosystem throughout the technology development life cycle.

The federal government can ensure the viability of the research, development and commercialization pathway through a comprehensive and well-aligned public policy environment that supports basic research, champions the translation and commercialization of that science, and attracts further venture capital investment in Canada. “Equality + Growth”, the 2018 Federal Budget first offered a sea change for the Canadian research and innovation landscape, and began to address the decline we have seen in our global research standing over the last decade – action and investment that was then continued in Budget 2019.

From supporting Canada’s granting councils, to national translational and commercialization vehicles such as CDRD (whose federal funding was extended out to 2023 by Budget 2018), to addressing issues of gender equality in science, and strengthening Canadian companies’ ability to remain at the cutting-edge, recent Budgets have sought to ensure that Canada’s is home to a well-supported, comprehensive innovation ecosystem; and as a whole, the commitments made provide a solid framework and opportunity to bring together national partners and resources to collectively build Canadian life sciences into a true national super cluster, identifying, unifying, building and retaining value in and for Canada.

As compelling as the reinvestment in basic research, is the willingness to renovate and coordinate the innovation programs, such as the Networks of Centres of Excellence, including the Centres of Excellence for Commercialization and Research (CECR) Program. Realigning these programs to be consistent with a public policy goal of scaling-up companies to grow and thrive in Canada is a critical building block in the translation of research and creation of anchor companies.

Many organizations in the national ecosystem have also worked alongside the industry-led federal Health and Biosciences Economic Strategy Table, chaired by Karimah Es Sabar, “To drive the growth of a thriving Canadian health and biosciences industry that attracts investment, talent and provides quality jobs – an unique opportunity to identify long-term ambitious growth targets, industry-wide challenges and bottlenecks to innovation, and actionable plans to maximize the sector’s potential in the Canadian economy.”

The Economic Strategy Table was a unique government / industry collaboration which enabled industry-driven solutions. When industry and government work well together, it creates a firm foundation to unlock the true potential of the Health and Biosciences Sector. If implemented well, the proposals from the Economic Strategy Table will serve to turn the tide for Canada towards a higher value, innovation-driven economy. The federal government has taken important steps to support the growth of the sector, and we as the members of Canada’s life sciences ecosystem must support the implementation of the Health and Biosciences Economic Strategy Table’s recommendations, and work together in building productive partnerships, aligning our objectives, sharing our knowledge and resources, and collaborating on mutually beneficial projects.

Clearly, significant effort is being made throughout Canada’s health sciences ecosystem – whether it be by the Government of Canada, or by those of us working at the nexus of the ecosystem – to do things differently – and that is exactly what adMare BioInnovations is all about. We look forward to continuing to work with national and international partners through Budget 2020 and beyond with unwavering focus on our shared Vision of *Canadian life sciences leading the world.*



ABOUT ADMARE BIOINNOVATIONS

adMare BioInnovations is a pan-Canadian enterprise with global reach, changing the landscape of the Canadian life sciences ecosystem. We do this by sourcing the most therapeutically and commercially promising research from leading academic and biotech partners to create new companies of scale, providing specialized expertise and infrastructure to help existing companies scale up, and driving the growth of those companies into Canadian anchors by training the next generation of highly-qualified personnel.

admarebio.com

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