



BIOTECanada



Building the bio based economy in Canada

BIOTECanada is dedicated to the sustainable commercial development of biotechnology innovation in Canada. It is the national industry-funded association with over 230 member companies representing the broad spectrum of biotech constituents including emerging and established firms in the health, industrial, and agricultural sectors, as well as academic and research institutions and other related organizations.



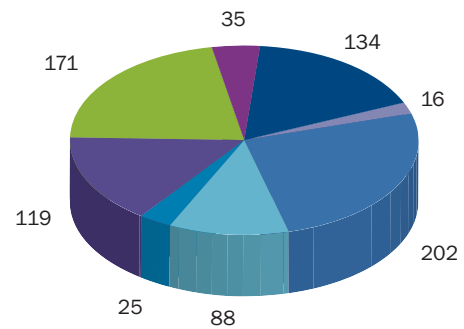
Canada's voice for biotechnology

BIOTECHNOLOGY IN CANADA

Biotech Subcategories

AgroBio (including food and nutraceuticals)	134
Bioinformatics and Bioelectronics	16
Contract Research, Manufacturing and other Services and Suppliers	202
Diagnostics and Analytical Services	88
Genomics and Proteomics	25
Industrial and Environmental Biotechnology	119
Therapeutics and Drug delivery	171
Veterinary	35
Total Entries	790

Canada's Biotechnology Companies, by Sector
(790 companies)



*Source: Statistics for Canada, Canadian Lifesciences Database.
Online source. (Last access January 9, 2009)

WHY JOIN BIOTECANADA

The major challenges for Canadian biotech companies remains access to capital and adoption of innovation. On average it takes 7-10 years, and over \$1 billion dollars to bring a product to market. The majority of Canadian biotech companies are small to medium sized enterprises. Canada needs a fiscal framework to encourage investment and a regulatory regime to foster adoption.

MISSION

Dedicated to sustainable commercial development of biotechnology in Canada.

GOAL

Inspire our domestic and international community to recognize the value of biotechnology in Canada and provide solutions to the challenges our constituents face.

STRUCTURE

The association is governed by a volunteer board of directors with the support of advisory boards and member committees. Becoming a member of BIOTECANADA gives you the opportunity to set the national industry agenda.



WHAT CANADIAN BIOTECHNOLOGY COMPANIES DO:

Emerging Companies

These are primarily small to medium-sized biotech enterprises (SMEs) with fewer than 50 employees who play an integral role in the development and discovery of new biotech products and processes and in charting the course for Canadian global leadership in innovative technologies.

Most of Canada's SMEs do not yet have major products approved or on the market. They face a number of barriers to developing into established companies with commercialized products. One of these barriers is access to Canadian and international capital to finance growth.

Health Biotechnology

Health biotechnology has had a direct impact on the daily lives of Canadians. Vaccines, antibiotics, therapeutics, genetic testing, and innovative diagnoses and treatments for diseases such as diabetes, rheumatoid arthritis, multiple sclerosis and cancer are just some of the many biotechnology health innovations improving Canadians' health.

Agriculture & Nutrition

For over 12 years, farmers have been choosing to plant biotech crops, which are now planted on almost 300 million acres worldwide including over 17 million acres in Canada. Twenty-three countries now grow biotech crops and over 70 countries have ongoing research programs in agriculture biotechnology. Biotechnology is also improving animal agriculture through the development of new technologies such as cloning, genetic modification and advanced nutritional supplements.

Industrial & Environmental Biotechnology

Industrial biotechnology is the fastest growing sector in biotechnology providing solutions to lower green house gas emissions. By using renewable biomass sources (grain, wood waste, straw, corn stalks, energy crops) combined with biological processes industrial biotechnology is developing greener versions of everyday items, from fuels to fabrics, to plastics, chemicals, and car parts.

Vaccines

Canadian innovation is driving the discovery of new vaccines that will transform the future of public health in Canada. Across the industry, the research pipeline is bulging. Continued future investment in Canadian innovation will lead to progress in the development of new vaccines against major diseases such as HIV and malaria, as well as treatments for cancer and other degenerative diseases.

WHAT WE DO:

Emerging Companies Advisory Board (ECAB)

This CEO advisory board identifies policy options to improve the capacity for capital formation while meeting the business needs of small to medium size biotech companies. We open doors and provide connections with potential investors and partners.

Recent achievements:

- Succeeded in influencing improvements to the Scientific Research & Experimental Development (SR&ED) tax credit program in the 2008 Federal Budget
- The renegotiation of the US-Canada Tax Treaty was signed and included provisions to remove barriers for foreign investment in Canada

Health Advisory Board

Engages public policy decision makers and patient group stakeholders in critical issues of health policy to ensure innovative life-saving biotech treatments are developed and available in Canada.

Recent achievements:

- Established policies on Subsequent Entry Biologies (biosimilars)
- Aggressive action to ensure market access for innovative biologic therapies.

Agriculture and Nutrition Advisory Board

Enables the development and responsible introduction of innovative plant and animal biotechnologies in Canadian agriculture by working with key government agencies and value-chain partners to establish science-based regulatory and market access policies.

Recent achievements:

- Ensure science-based regulatory policies for new ag biotechnologies
- Intellectual Property protection policies for ag biotech
- Engagement with government and industry on cloning and animal biotech regulatory policy

Industrial & Environmental Committee (IEC)

Develops national policies for industrial and environmental biotechnology, including standards, regulations, awareness and market adoption/opportunities.

Recent achievements:

- International profile for Canadian Industrial biotech firms through World Congress and PacRim conferences.
- Working group with government on New Substances Notification for novel organisms.

Vaccine Industry Committee (VIC)

Canada's major vaccine developers and suppliers and early-stage companies are actively engaged with the federal, provincial and territorial governments to foster greater vaccine R&D in Canada and full access and availability of all vaccines for all Canadians.

Recent achievements:

- Engagement with national immunization advisory committees
- Developed policies for sustainable funding for future vaccines
- Promoted funding for Canadian vaccine research

Public Affairs Committee

Creates outreach programming and public alignment to enhance overall advocacy activities and increase awareness of the benefits of biotechnology. Tools employed include: *insights* Magazine, websites, monthly reporter newsletter, media relations, Biotechnology Champion program, industry and community awards and the annual National Biotechnology Week

Recent achievements:

- Roberta Bondar as national champion for biotech appeared in London, ON, Saskatoon, SK, Toronto, ON and Vancouver BC
- Minister of Health, Tony Clement led Gold Leaf presentation at BIO 2008
- Launched new Top 75 biotech ridings in Canada campaign



GOVERNMENT ADVOCACY

- ◆ Policy development: regulatory improvements, market access, intellectual property protection, procurement policies, finance, etc.
- ◆ Addressing capital and sustainability issues
- ◆ Engagement with key ministries, departments, regulatory agencies and parliamentary committees
- ◆ National Advocacy Day in Ottawa – meetings with members of parliament, ministers & decision makers
- ◆ Parliamentary Quarterly – quarterly publication sent to government on biotech news and current issues

KEY POLICY INITIATIVES

- ◆ Building a regulatory climate that encourages biotechnology research, development, commercialization and adoption
- ◆ Championing an economic stimulus package to help firms weather the downturn of the economy
- ◆ Advocating for the continued improvement of the Scientific Research & Experimental Development (SR&ED) tax credit program
- ◆ Creating a strong intellectual property regime for agricultural, health and industrial biotechnology
- ◆ Establishing a national orphan product policy in Canada
- ◆ Advocating for a predictable and sustainable funding model for immunization in Canada

INDUSTRY AND PUBLIC AWARENESS

- ◆ National Biotechnology Week
- ◆ National Biotechnology Champion Program
- ◆ Web sites
- ◆ Bi-annual *insights* Magazine
- ◆ Monthly newsletter
- ◆ Development and distribution of a bi-annual Life Sciences Forecast
- ◆ Media relations
- ◆ Government outreach

STANDARDS

- ◆ Member companies certify and adhere to the “Biotechnology Industry Statement of Ethical Principles”

RECOGNITION

GOLD LEAF AWARDS PROGRAM

As a celebration of Canadian innovation, the Gold Leaf Awards program recognizes biotechnology leaders and achievements from across the country for the following categories:

- ◆ Biotech Company of the Year
- ◆ Industry Leadership Award
- ◆ Early Stage Company of the Year
- ◆ Contribution to the Association

BUSINESS DEVELOPMENT AND NETWORKING

INCREASED OPPORTUNITIES AND VISIBILITY

- ◆ High-level networking at exclusive CEO & executive events
- ◆ Increased international exposure and profile through partnered events
- ◆ Listing on international life sciences database (www.canadianlifesciences.com)
- ◆ Opportunities to present at international business development partnering and investor events
- ◆ Promoted as a Canadian Leading Company through BIOTECCanada communications channels
- ◆ Direct link to member company website
- ◆ Support and recognition programs

BUSINESS SOLUTIONS — SAVE MONEY FOR YOUR ORGANIZATION

As a BIOTECCanada member, your organization can benefit from cost-saving group purchasing programs for discounts on services, supplies and events including:

- ◆ BioCentury Publications – Significant discounts on publications and data solutions*
- ◆ BioWorld Publications – 90% OFF the cover price for BioWorld Today and BioWorld Financial Watch*
- ◆ Burrill & Company – 40% OFF the list price of Burrill publications
- ◆ Business Wire, News Distribution – Reach journalists, investors and consumer audiences at reduced rates*
- ◆ Canadian Life Sciences Database – Free access to searchable online life sciences database and discounts on international database access (free enhanced access*)
- ◆ Council for Continuing Pharmaceutical Education (CCPE) – program discounts
- ◆ Marsh Canada – BIOTECCanada's preferred insurance broker
- ◆ Monitor Liability Managers – Directors and Officers Liability Insurance
- ◆ Office Depot – Up to 75% discount on office supplies, furniture and equipment
- ◆ Selkirk Strategy Consultants – Discounts on market assessments, business development and forecasting services
- ◆ Sound Insurance – Discounts on home and auto insurance for your employees
- ◆ SR&ED and related consulting services – Maximize your return, 12.5% contingency rate of all earned credits/refunds received.
- ◆ Rx&D – Membership for a 20% premium on your current BIOTECCanada membership fee*
- ◆ VWR International – Discounts up to 75% on lab supplies, equipment and chemicals

BUSINESS DEVELOPMENT SAVINGS

- ◆ Business development fund – Travel subsidies to qualifying members to U.S. and international partnered events*
- ◆ Event Discounts – substantial savings on event registration at partnered events

* Corporate A members only

BIOTECHNOLOGY INDUSTRY STATEMENT OF ETHICAL PRINCIPLES

Preamble

BIOTECCanada represents biotechnology companies, academic institutions, regional biotechnology centers and related organizations throughout Canada. The members of BIOTECCanada apply biological knowledge and techniques to develop products and services for use in health care, agriculture, environmental remediation and other fields. The benefits of these products and services include saving lives threatened by disease, protecting the blood supply from infectious agents, improving the abundance and quality of food, and cleaning up hazardous wastes.

While biotechnology can greatly improve the quality of life, we recognize that this new technology should be approached with an appropriate mixture of enthusiasm, sensitivity to social issues, and acknowledgement of the potential and power of biotechnology. While biotechnology can provide useful tools for combating disease, hunger and environmental contamination it can also raise important ethical issues. These issues can evolve quickly as more development and uses of biotechnology occur.

We respect the power of biotechnology and apply it for the benefit of humankind.

We will pursue applications of biotechnology that promise to save lives or improve the quality of life. We will avoid applications of our technology that do not respect human rights or carry risks that outweigh the potential benefits. We will assure our industry's activities conform to social norms.

We listen carefully to those who are concerned about the implications of biotechnology and respond to their concerns.

The resolution of bioethical issues requires broad public discourse. We acknowledge our responsibility to consider the interest and ideas of all segments of society. We will seek dialogue with patients, ethicists, religious leaders, health care providers, environmentalists, consumers, legislators, and other groups who share an interest in bioethical issues. We will help in addressing ethical dilemmas in which appropriate courses of action may not be clear.

We help educate the public about biotechnology, its benefits and implications.

For informed debate to occur, the public and our elected representatives need greater knowledge and a better understanding about biotechnology and its applications. BIOTECCanada and its members pledge to advance public awareness and understanding.

We place our highest priority on health, safety and environmental protection in the use of our products.

In Canada, biotech products are extensively regulated by federal agencies such as Health Canada, the Canadian Food Inspection Agency and Environment Canada to safeguard health, ensure safety and protect the environment.

We respect the directives of ethics boards.

We will abide by their guidance and meet or exceed national standards for ethics in biotechnology research. This includes humane treatment of animals used in research.

Biotechnology based products will be developed to improve human and animal nutrition and health, the quality of foods, and the quantity of food.

We are sensitive to and considerate of the ethical and social issues regarding genetic research.

We will not, for example, treat genetic disorders by altering the genes of human sperm or eggs until the medical, ethical and social issues that

will arise from this kind of therapy have been more broadly discussed and clarified. Also, we support prohibitions on biotechnology for any application that is contrary to human dignity including cloning of entire human beings, with the understanding that research should continue on the cloning of genes and cells to benefit humankind.

We develop our agricultural products to enhance the world's food supply, and to promote sustainable agriculture with attendant environmental benefits.

There are significant advantages to increasing the yield of crops. Farmers must produce increasing amounts of food per acre to feed a growing global population. We will develop our products with an eye toward good stewardship of our agricultural and environmental resources and the sustainability of such development. With regard to the development of new agriculture crops, we pledge to abide by established standards of environmental safety at home and abroad.

We develop environmental biotechnology to clean up hazardous waste more efficiently with less disruption to the environment and to prevent pollution by treating waste before it is released.

Many environmental engineering firms, industry, and governments are using biotechnology to harness the power of naturally occurring organisms to degrade contaminants at hazardous waste sites. We will strive to optimize the cost efficiencies and environmental advantages associated with using biotechnology while protecting human health and the environmentally-safe and cost-effective means of treating hazardous waste streams in industrial processes.

We oppose the use of biotechnology to develop weapons.

We support Canadian government policy that clearly and unequivocally states Canada does not at any time intend to develop, produce, acquire, stockpile or use chemical or biological agents of weapons.

We continue to support the conservation of biological diversity.

The genetic variation of animals, plants and other organisms is a valuable natural resource. The environment is constantly changing, and without an adequate store of genetic diversity, organisms will not be able to adapt. Genetic diversity decreases, however, every time a species, breed or crop variety becomes extinct. Working with governments and other organizations, will help to catalog and conserve these precious resources.

Organization Name

Contact Name

Position

Address

Phone Number

Fax Number

E-Mail Address

MEMBERSHIP PERIOD

CORPORATE MEMBERSHIP

Fees are based on annual biotech revenues including royalties, milestone payments, licensing fees, and product sales, as reported on your company's most recent Canadian tax form.

Schedule A – Canadian company (excluding Canadian subsidiary of international companies) has annual biotech revenues of less than \$15 million, fees are determined on the total number of Canadian employees:

Number of CDN employees	Select	Current Fees
1 - 9		\$ 590.00
10 - 24		\$ 2,390.00
25 - 49		\$ 4,700.00
50+		\$ 8,190.00

Schedule B – Canadian company has annual biotech revenues of \$15 million or more, or is a Canadian subsidiary of an international company:

Annual Revenues (\$ millions)	Select	Current Fees
< 15		\$ 8,190.00
15 - 24.9		\$ 14,100.00
25 - 49.9		\$ 17,690.00
50 - 99.9		\$ 23,390.00
100 - 249.9		\$ 29,290.00
250+		\$ 58,590.00

Please note that all current fees are subject to the applicable taxes for your province. Contact BIOTECCanada for more information.

Industrial & Environmental Biotech - Company has annual Canadian bio-based revenues of less than \$15 million and works in industrial, bioproduct or environmental biotechnology. Canadian company fees (excluding Canadian subsidiary of international companies) are determined on the total number of Canadian employees. Canadian subsidiaries pay a flat fee. Annual bio-based revenues include related royalties, licensing fees, and product sales

Category	Select	Current Fees
CDN Company 1- 9 employees		\$ 590.00
CDN Company 10+ employees		\$ 2,390.00
CDN Subsidiary		\$ 2,390.00

NON-CORPORATE MEMBERSHIP

Knowledge & Service Organization – Membership is open to any corporate, partnership, association or other entity organized for profit whose business activities are primarily devoted to providing services or equipment to biotechnology companies (e.g., chartered banks, financial, legal, insurance, consulting, supplies, contract research, or other services):

Number of CDN employees	Select	Current Fees
1 - 25		\$ 2,390.00
26 - 50		\$ 3,550.00
51 - 99		\$ 4,700.00
100+		\$ 5,850.00

Please note that all current fees are subject to the applicable taxes for your province. Contact BIOTECCanada for more information.

Other – Affiliate membership is open to government and non-profit entities; Academia membership is open to any academic, non-profit institution or department within an academic institution; Foreign corporate membership is open to any corporate, partnership or other entity organized for profit whose principle business is biotechnology research and development, which does not have Canadian employees, nor a Canadian office or operation; Investor membership is open to venture capital and investment bankers whose primary business is investing or raising investment for biotech companies:

Category	Select	Current Fees
Affiliate		\$ 2,390.00
Academia		\$ 1,190.00
Foreign		\$ 1,190.00
Investor		\$ 2,390.00

I certify our membership fee of \$ _____ is appropriate according to our category and that our company adheres to the "Biotechnology Industry Statement of Ethical Principles"

Invoice me

Credit Card (fax to 613-563-8850)

Signature

Card Number (Visa/MC/Amex)

Expiry

Name on Card

Signature

Date

Since 1987 — BIOTECCanada has represented Canada's biotechnology industry both domestically and internationally.



BIOTECCanada

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Find out what value membership of BIOTECCanada can bring to your organization.

Become part of the national network of leaders supporting the Canadian biotechnology industry and take advantage of the many benefits that our members share.